

*“The people, the challenges and the satisfaction of helping others. . .”*

# Realtor Cory Maguire Brings it Home

*By Jim Brumm*

**C**ory Maguire’s presence fills a room. With a beaming smile and boundless energy, she talks openly about her life and her dreams.

Born and raised in Hawaii, Cory came to the West Coast at age nineteen, to “see a different culture and live in a coastal city.” She had plans to attend the Academy of Theater College in San Francisco but “chickened out.” Instead, she spent time doing odd jobs until taking a job as Tour Director and then Cruise Director for Royal Viking Cruise Lines, a job which changed her life.

“We did world tours,” she said. “In exotic ports I’d go explore with the passengers. We were the first ship into China after it opened up in the late seventies.”

Ultimately Cory traveled the whole world, from the Orient to Europe and Iceland, and that experience broadened her view of life and America.

“My best education came from being at sea,” she said, “working with different people and cultures. Traveling and interacting with other cultures made me realize I had to roll with whatever came. I am so lucky to be an American. I came home grateful and with a humble heart that guides me to this day.”

Cory moved to South Lake Tahoe and, with a business partner, opened three retail businesses including a bikini shop, a ski rental shop and the first brewery in the area. “It was a time with lots of new beginnings,” she said.

In 1978 a friend took Cory on a day trip to Sonoma County and Cory was smitten.



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She smiled at the memory. “I said, holy cow, what is *this* place? I made a mental note that I wanted to settle here some day and that’s why I eventually ended up coming to Sonoma County.”

Cory left the mountain in 1994. Having obtained her Real Estate license, she took a position at Polley, Polley and Madsen Realty in Sebastopol, which was eventually bought out by Coldwell Banker Real Estate.

Cory started her career in Real Estate at the bottom of the market, during a difficult time for Real Estate sales. But she feels that for her it was the best time because she had to work smarter and be more creative; her experience during the tough times made her a better agent. She earned a Coldwell Banker designation for marketing Estate Quality Homes, and was voted by her peers as West County Realtor of the Year in 2005. She also serves on the Board of Directors of the North Bay Association of Realtors.

In October of 2000 she met her future husband, Kip, a general contractor, on a



**Cory Maguire with Husband, Kip, and T-Bone**

places are a lot more windy or wet than others. It’s important to ask questions about what the buyer envisions so you can help guide them. Sometimes *they* don’t even know quite what they’re looking for. Asking the right questions helps *them* clarify their vision too.”

Cory laughed as she tried to describe how she approaches her work. “I read once,” she said, “that all addictions fall into one of four types:” Counting off on her fingers, she said, “Drama, perfection, ‘yeah but,’ and the need to know.” She

Cory becomes animated and excited when she talks about helping others and her role in their lives. It’s infectious.

“Every day is a different day so there’s always a new challenge to pique my interest,” she said. “I take great satisfaction in a successful conclusion. If you keep the common good in mind, there’s always a way to work things out. I feel that I’m just a conduit—this person gets to know that person—because of me. It’s

important to keep the energy flowing.” She paused and added, “That’s why I like to be where there’s moving water, like the river or the ocean. It reflects how I try to live my life. The best thing about what I do is being able to jump into somebody else’s world for a spell, to take on their life or dream for a little while and bring it all to a successful close.”

Cory believes that the common denominator in the personalities of great Realtors is a strong sense of caring for their clients. “If you’re going to be successful, it can’t be about the money,” she said. “It’s about being sensitive and smart and keeping the client in mind always. I’m always looking to give the seller the best equity return and the buyer the best equity investment.”

Cory loves to read, throw dinner parties and garden. Her husband Kip is currently building their dream retirement home on the Trinity River.

With a win-win attitude and a huge amount of enthusiasm, knowledge, experience and expertise, Cory Maguire personifies the openness, freedom and beauty that is the Sonoma County way of life.

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blind date and they were married in 2001. They have a cat, Lucy and a dog, T-Bone.

Cory loves working in Real Estate. She loves the people, the challenges and the satisfaction of helping others through what can be a difficult time.

“I love my business,” she said. “I incorporate rural properties as well as in-town residential. Properties in unincorporated areas can be so complicated with rules about land use, water, soil profiling and the like. You have to balance all that with the individual’s desires.” She leaned forward and tapped the table for emphasis. “Did you know,” she asked, “that there are fifteen-plus micro climates in Sonoma County? Some

grinned and said, “Mine is the need to know. It’s the only way I can work. I research everything, turn over every rock, learn everything I can about the laws, the rules, the quirks of the area we’re looking at and the personalities involved. I can get a little crazy about it sometimes, but it pays off because I’m seldom surprised or stumped when a problem arises.” She leaned back in her chair and added, “I work full-time and I know what I’m doing.”

Cory maintains a close relationship with the County officials as well. She is a well-known and friendly face to them so when she goes in on a buyer’s behalf, they are happy to see her and help.

“It’s important to have good contacts for whatever comes up,” she said, “and I do.”

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