

TOP AGENT MAGAZINE

DR. MARY SAWYER, CCIM



Dr. Mary Sawyer, CCIM began buying real estate at age nineteen, along with her husband, a professional baseball player at the time. During his seasons with the New York Yankees and San Diego Padres respectively, Mary would spearhead efforts to buy a fixer-upper and then,

during the off-season, she and her husband would spruce it up and sell it for a profit. After ten years of personal experience in real estate, intelligently growing their wealth, Mary's husband retired, and she decided to reposition their efforts into a new enterprise over thirty years ago. Today, Portfolio Properties goes far beyond the scope of the average property management company, its leaders wielding keen insight and experience in long-term wealth accumulation and the building of lucrative financial portfolios. With decades of firsthand experience guiding clients toward secure financial futures, Mary has crafted a masterful career empowering those she works with.

With a motto like "Building Wealth You Can Bank On," Portfolio Properties works with investment properties and clients across the United States. Having earned a CCIM designation, or Certified Commercial Investment Member, Mary and her team of exceedingly capable professionals provide comprehensive asset management services to their high-profile clients. From all the physical due diligence required in acquiring and leasing a property, to marketing, finding a tenant, and drawing up appropriate contracts—Mary and her team have decades of expertise at their fingertips. Whether working with a residential renter or leasing a 16,000+ sq. ft. space to a national credit tenant, Mary's eye for detail and incisive market knowledge enable her clients to build and preserve wealth for generations. "It's not how much you make," Mary explains. "It's how much money you keep and for how many generations you keep it." With a professional ethos fixed on results-driven execution and inspiring her clientele through education, Mary acts as a veteran coach to the wide scope of clients she advocates for, opening their eyes to the possibilities before them.

Having earned a few doctorate degrees in her day, along with a stint as a successful seminar speaker, Mary currently serves as a consultant to her clients, having assembled a tightknit team of professionals to creatively problem solve and manage Portfolio Properties ever-growing roster. As for keeping in touch with clients both past and potential, Mary favors a

virtual approach, recognizing the efficiency and value of communication that matches our digital era. Beyond her unequivocal proficiency in her field—and the long, storied career she has to show for it—the most prized component of Mary's work revolves around her interactions with families. Lending a skilled, guiding hand throughout the process, Mary imbues her clients with the skills to safeguard their financial legacy, so that no matter what their goals may be, they are more knowledgeable for having incorporated Portfolio Properties into their asset management approach.

Mary and Portfolio Properties are also the forces behind the Dwelling in Unity Foundation, which sponsors a host of causes including support for underprivileged children, the homeless, prisoner rehabilitation, non-violent communication efforts, and the Tony Robbins Foundation, among other charitable organizations. Looking ahead, Mary has plans to focus her attentions on the San Diego office of Portfolio Properties, expanding and fostering teams locally. Likewise, she owns a home in La Jolla, where she enjoys taking in the fine weather and sailing.

Having earned decades of sophisticated experience in the real estate world—buying, selling, investing, managing, and beyond—Dr. Mary Sawyer has set the bar high for property management professionals. Her role has taken her across the country, working alongside clients at the highest levels of industry. With a flourishing career already under her belt, and a wealth of continued promise ahead, the years to come are sure to remain busy and bright for Dr. Mary Sawyer and the team at Portfolio Properties.



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