



*Ann Harris*

EXCELLENCE WITH A FOLLOWING.  
INTEGRITY WITHOUT COMPROMISE.



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## About Polley, Polley & Madsen

Ann Harris has been affiliated with Polley, Polley & Madsen, Inc. Realtors since 1979. Known as Sonoma County's Home Team, Polley, Polley & Madsen is a prime model of a successful, locally-owned real estate company. It is one of the largest and most well-established real estate firms in Sonoma County.

Well-known for its commitment to professionalism and ethics, Polley, Polley & Madsen was founded in 1976 and has offices in Sebastopol, Rohnert Park, and Santa Rosa. Part of a nationwide relocation network, Polley, Polley & Madsen is in contact with more than 1,300 real estate companies throughout America.



If your property is presently listed with a Realtor®, please disregard this offer, as it is not Ms. Harris' intention to solicit the offerings of other Realtors®.  
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SALES AWARDS  
AND PRAISE FOR THE  
SERVICE ANN HARRIS  
PROVIDES MULTIPLY  
YEAR AFTER YEAR.



*"Determined to help my clients achieve the most for their real estate dollar, I listen very carefully to their needs and desires, pay close attention to the vital details of their sales and escrows, and communicate with them honestly, personally – and frequently. I love achieving results for my clients. But the best reward is when clients become friends.*

*And they often do."*

ANN HARRIS, Realtor®





Comments from *Sonoma Business* readers who voted  
Ann Best Real Estate Agent in 1992:

"ANN IS THE MOST INCREDIBLE REALTOR®  
I'VE RUN ACROSS IN THREE STATES."

"WHEN THINGS GET STICKY, AND SOMEONE'S BACK IS UP  
AGAINST THE WALL, ANN CAN COME IN AND EASE THE  
TENSION AND MAKE EVERYONE FEEL LIKE A WINNER."

"A LOT OF PEOPLE DON'T GIVE FULL SERVICE TO  
THE LITTLE GUY. ANN DID."

**97% of Ann's listings sell  
because of her  
determination, her  
marketing finesse – and her  
winning smile.**

Before she was old enough to vote, Ann saved enough money to buy her first house. Two years later she traded up and bought an apartment building, and fell in love – with real estate. The same enthusiasm and determination that propelled her into real estate at such a young age fuel the service she provides her clients today.

A born optimist with a gift for seeing new possibilities, Ann moves mountains to help her clients, whether they're first-time buyers, investors, builders, or homeowners ready to move up.

Well-versed in developing raw land, Ann is skilled at interpreting environmental impact reports, as well as complex geological studies.

A working partner in her husband's general contracting business, she's also able to help clients estimate the cost of remodeling or building from the ground up.

With experience and expertise in many areas of real estate, Ann is well equipped to help you with all of your real estate needs.







***A remarkable 95% of Ann's business is referred to her by clients she's helped in the past – positive proof of the exceptional service she provides.***

"I WANT TO EXPRESS MY GRATITUDE AND APPRECIATION FOR THE NEAR MIRACLE THAT ANN HARRIS PERFORMED IN EFFECTING THE TRADE OF MY APARTMENT BUILDING FOR AN OREGON MOBILE HOME PARK. THROUGHOUT THREE FAILED ESCROWS BEFORE THE FINAL SUCCESSFUL ONE, AN EXCHANGE OF PROPERTIES IN TWO STATES, AND UNDER INCREDIBLE TIME PRESSURE, ANN KEPT TRACK OF EVERY DETAIL, PERSUADED PEOPLE TO DO THE IMPOSSIBLE AND HANDLED EVERY CRISIS WITHOUT LOSING THE SMILE FROM HER VOICE OR FACE. ANN IS TRULY AN OUTSTANDING PROFESSIONAL IN REAL ESTATE."

—DR. A. BAXTER, INVESTOR

"ANN WAS VERY CONGENIAL AND ENTHUSIASTIC IN REPRESENTING US IN THE SALE OF OUR HOME AND THE PURCHASE OF ANOTHER. SHE WAS VERY EFFICIENT, AND SHE MADE SURE THAT ALL PARTIES HAD A CLEAR UNDERSTANDING OF EACH TRANSACTION AND WERE FAIRLY REPRESENTED AT ALL TIMES. IT WAS ESSENTIALLY EIGHT WEEKS BETWEEN OUR FIRST INQUIRY AND MOVING IN. THAT TYPE OF PROFICIENCY AND EXPERTISE IN OVERCOMING OBSTACLES AND MAKING THINGS HAPPEN EPITOMIZE ANN'S STYLE AND SUCCESS."

—ROGER AND BABETTA WILSON, HOMEOWNERS

"ANN, A NATIVE OF SONOMA COUNTY, IS DEVOTED TO RESPONSIBLE DEVELOPMENT THAT PRESERVES THE BEAUTY OF THE AREA'S VALLEYS, PLAINS, HILLS AND COAST."

—SONOMA VENTURES, INC., DEVELOPERS



## PROFESSIONAL ACCOMPLISHMENTS

**Ranked in the top 1% of all licensed real estate agents in Sonoma County since 1977, Ann has listed and sold more than \$100 million worth of real estate during her 16-year career – an astounding feat!**

- 1975 Purchased first house in Rohnert Park at age 17.
- 1977 Purchased first apartment complex in Sebastopol.
- 1980 Top Producer, Polley, Polley & Madsen.
- 1981 Top Producer, Polley, Polley & Madsen.  
Became a hands-on partner in husband's contracting business.
- 1982 through 1985  
Top Producer, Polley, Polley & Madsen.
- 1986 Top Producer, Polley, Polley & Madsen.  
Member, Sonoma County Board of Realtors' Communications Committee.  
President, Sebastopol Council of Realtors.
- 1987 Top Producer, Polley, Polley & Madsen;  
Recipient, Excellence Award for Outstanding Productivity.  
Member, Sonoma County Board of Realtors' Communications Committee.  
Director, Sonoma County Board of Realtors.
- 1988 Top Producer, Polley, Polley & Madsen;  
Recipient, Excellence Award for Outstanding Productivity.  
Member, Sonoma County Board of Realtors' Communications Committee.  
Director, Sonoma County Board of Realtors.
- 1990 Top Producer, Polley, Polley & Madsen;  
Recipient, Excellence Award for Outstanding Productivity.  
Featured in *The Press Democrat's* special supplement on successful women in business.
- 1991 Top Producer, Polley, Polley & Madsen;  
Recipient, Excellence Award for Outstanding Productivity;  
Recipient, Top Volume Award for Relocation and Referrals.  
Earned Certified Residential Specialist designation.
- 1992 Top Producer, Polley, Polley & Madsen;  
Recipient, Excellence Award for Outstanding Productivity;  
Recipient, Top Volume Award for Relocation and Referrals.  
Selected Best Real Estate Agent by readers of *Sonoma Business* magazine.
- 1993 Selected by peers to appear in "Who's Who in Residential Real Estate" in *The Business Journal of Sonoma and Marin*.

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## ANN'S PHILOSOPHY

"My first priority is to safeguard your investment. I do this by being absolutely honest with you right from the start.

If you're a seller, you'll find I put a great deal of effort into pricing a home right. I won't give you an inflated idea of what your property is worth. I'd rather turn you down than let you down.

If you're a buyer, I'll help you find a home where you feel at home. I don't just sell homes. I find homes and properties that suit my clients' needs and dreams.

I approach each transaction as if I were negotiating on my own behalf – that's how much I care.

It's this extra care and personal touch that keep my clients coming back. It's their trust in me that generates the many referrals I receive.

I have the skill and experience to help you in ways no one else can. My clients tell me I handle transactions with exceptional ability and diplomacy, and that's why they want me – and no one else – on their side at the negotiating table. I look forward to being on your side, too!"

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