

# DANIELA M. GUTIERREZ

## An Asset to Your Real Estate Transaction

Written by H. K. Wilson

Generations of families in Redlands and throughout Southern California have trusted Perrie Mundy and the Perrie Mundy Realty Group with their most precious financial investment — their home. In 2018, Perrie expanded her ability

to deliver comprehensive real estate services by opening Assett Escrow, a non-independent broker escrow company.

Consistent with her practice of seeking excellence in all things real estate, Perrie sought out some of the industry's finest talent to help carry out her vision. As a result, she chose Daniela Gutierrez to help design the foundations of Assett Escrow and continue on as one of the company's escrow officers.

Daniela's interest in real estate began in high school, where she enrolled in a career program that introduced her to the industry. She started her professional journey working as a mortgage loan processor, then as a real estate transaction coordinator, finally moving to escrow in 2005. Once in the escrow environment, Daniela quickly realized she had found her niche. She says, "This is what I've chosen to do since I was very young, and I see myself in this career for many years."

Daniela's love of numbers, rigorous attention to detail and outstanding communication skills contribute to her reputation as a trusted partner in a real estate transaction. Her enthusiasm for helping all parties achieve a successful closing is evident in the way she engages with people and in the results she creates. "To me, it's very exciting to deal with the day in, day out details of a transaction. In escrow, we have a unique opportunity to see both the buyer's and seller's side of things, and I enjoy being of service to both parties. I actually enjoy paperwork and making sure everything is in place so the transaction can close on time."



Where many people shy from challenges, Daniela is eager to work with her team to craft solutions. "I get very excited when I see liens or something that is troubling someone's life. Most transactions are very smooth, but some require extra care. The most challenging transactions we do are usually land deals. In any transaction, I am committed to finding an answer and creating a happy result at the end."

With more than a decade of experience in escrow, Daniela has the knowledge to foresee and resolve issues quickly. "It's important to everyone involved to have a fast response and address concerns in a timely manner. I usually know what is needed ahead of time and request it even before it becomes a condition on the lender side or agent side. We coordinate to make sure if lenders know there will be an issue of delay, we can tackle it early and all get to the closing date on time."

Daniela puts the principals in a transaction at ease by always being available to help with their concerns. "Buyers and sellers like being able to speak with a live person and get answers to their questions. They can call me anytime and I will answer or get back to them right away."

As an affiliate of the Perrie Mundy Realty Group, Daniela says she appreciates being part of an award-winning real estate organization where she is well-supported professionally and respected for her expertise. "This is an environment where there is already a lot of pressure, and it's nice to be backed up by people who are professional and knowledgeable. Everybody here is doing what they're supposed to do for the best interests of clients, and it feels good to be part of it."

Daniela spends most of her time outside of real estate with her 5-year-old daughter. "Weekends are precious to me. She's my hobby at this point. We are very active going to hiking trails, the beach, the lake — whatever activities get her outside."

Over the course of her career, Daniela has overseen successful closings of escrow in commercial, investor, land and residential home transactions. She says that working at Assett Escrow, where her primary focus is on personal real estate transactions, is her favorite part of her career so far. "I love helping people get through this transition as smoothly as possible. I want them to know that I am here as a problem solver, and they are in good hands."

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