



*“Building Relationships
That Last a Lifetime”*

Claudette Milan

When Claudette Milan made the decision to transition from the garment industry to real estate 14 years ago, she resolved to serve her clients with extraordinary passion and professionalism.

By bringing these traits to her award-winning real estate practice at Realty ONE Group in Mission Viejo, Claudette is creating exceptional results and relationships to last a lifetime.

A SoCal native and 20-year resident of Laguna Niguel, Claudette’s deep connection to South Orange County enhances her ability to help families find the perfect neighborhood and home in one of the area’s unique enclaves. “I think area knowledge is important in terms of knowing what each neighborhood has to offer to new homeowners coming into the community. Different people are seeking different lifestyles, and I want to give them options. In addition to sharing my own knowledge, I also direct them to resources where they can gather more information and get a broader perspective.”

Claudette’s husband, Alex, recently joined her practice, and together they are creating an elevated client experience. “He is super organized, and he handles all of our operations and marketing. His background is in tech, so he does a great job managing our database and online presence. I totally trust him, which allows me to do the things I’m good at, like meeting people. My role is sales, prospecting, communicating with clients and negotiating the best outcome for them. There’s no better person than him to help me.”

Her diligent communication and strong advocacy create an atmosphere of trust between Claudette and her clients, and they frequently comment on these qualities in their glowing testimonials. “I read my clients’ reviews regularly to remind myself why I do this and what is most important to people. The most important thing to me is building relationships and earning my clients’ trust. I want to do everything I can to reduce stress during a transaction and make the whole process easier. By the end, people are more than clients, they’re friends.”

One seller commented: “Claudette is a fantastic Realtor®! She is experienced, highly knowledgeable and extremely trustworthy. We had what could have been a difficult sale of our home, but with her guidance, the sale went smoothly without any problems. She guided us through the entire deal and educated us on the process which helped relieve any anxiety we might have felt. Her motto is to work hard for her clients, and that is exactly what she did for us. If you are looking for an effective negotiator who has your best interests, Claudette is definitely the person. Highly recommend her for any real estate needs.”

Another client said: “She was fair yet dogged in her commitment to have our experience be as easy as possible throughout an obviously stressful process. She was a friend prior to this working relationship and has solidified herself as a true and lasting member of our family. Thank you, Claudette, for all your help. To any and all who are buying or selling a home, my praise of her could not be higher. Thank you, thank you, thank you!”

Claudette sees every interaction with her neighbors as an opportunity to bring value. Her positive peer and community connections translate to an array of relationship-based resources that make life easier. “We have created a spreadsheet of all my referral partners, from contractors to attorneys, who have made my list because I know they are reputable to work with. This has become an important reference guide for my clients and potential clients.”

Now that Claudette and Alex’s children are approaching adulthood, Claudette is excited about having more time to devote to community and professional causes she is passionate about. She recently began volunteering as a Court Appointed Special Advocate (CASA), a program designed to assist abused and neglected children. Claudette also devotes time to reading and personal development. She recently originated a real estate mastermind group that is bringing professionals together to share knowledge, support and accountability.

For Claudette, real estate is not just a job, it’s an opportunity to build community. “I meet so many amazing people in real estate. At the end of a transaction, I want people to walk away feeling they made a new friend and had a great experience.”

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