

Cathy Goza completes specialized training, builds expertise in luxury real estate market



Cathy Goza from Sears Real Estate recently completed Luxury Home Marketing training offered by The Institute for Luxury Home Marketing, the premier independent authority in training and designation for real

estate agents working in the luxury residential market. Real estate professionals who complete this training build the knowledge, skills, and expertise required to support the unique needs of affluent buyers and sellers of high-end properties.

The completion of this focused training also provides Cathy Goza with membership into The Institute, which connects them to exclusive resources and benefits that Cathy Goza

can use to successfully market their luxury residential listings and find qualified buyers for high-end property in Northern Colorado.

“Institute members represent the most qualified and skilled luxury real estate professionals in their respective markets,” said Diane Hartley, general manager of The Institute. “They understand the unique needs of high net worth individuals when it comes to listing and selling luxury estates and have access to extensive network of successful luxury agents made possible by The Institute.

Cathy Goza has been in real estate in Greeley since 2002. Northern Colorado has been her primary markets from Denver north. Cathy started her career in new construction. During the down turn in the market, her expertise shifted to resale including investment properties, farm/

ranch, golf course and lake front properties, unique/specialty properties. As a part of Cathy’s specialties, she works with seniors and people with disabilities. Cathy is a member of the Council of Real Estate Specialists, Senior Real Estate Specialist, a Graduate of the Real Estate Institute.

“The training provided her with insight about new markets within and outside of Colorado. Being a member of The Institute she has access to cutting edge marketing techniques for changing markets. Cathy has always helped her clients relocate all over the country. A designation with The Institute provides her with opportunities to help clients outside of the country. There is no limits to the valuable networking with successful agents internationally who specialize in luxury homes.

