

# ROBERT DEFALCO REALTY

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655 Rossville Ave, Suite 205  
Woodrow Shopping Plaza

**SERVING STATEN ISLAND, BROOKLYN, NYC & NEW JERSEY**

**One Stop Shopping: Full Service Mortgage Dept., Financial Planner, Tax Accountant, Insurance, Attorney, Architect & Title Co.**  
We Speak Albanian, Egyptian, Farci, French, Greek, Hebrew, Hindi, Italian, Lebanese, Lithuanian, Palestinian, Punjabi, Russian, Spanish, Syrian, Urdu & Yiddish



### ANN GRANDE

NYS Lic. RE  
Salesperson

2007-2017 Defalco  
Elite Presidents Club

2007-2013 SIBOR  
Gold Award

Among the Elite Top  
Producers of Robert  
DeFalco Realty

**347 837 6989**  
CELL

**Chosen by  
Staten Island  
Board of Realtors  
as 2010  
Salesperson  
of the Year**

I am a veteran NYS Licensed Real Estate Salesperson, highly respected for my professionalism and known for the personal service I give. There is a broad range of properties that I handle from residential, multi-family, semi attached homes, condos/townhomes, new construction, investment, land and commercial.

I instill a sense of confidence and build strong relationships based on trust with my buyers and sellers. They can rest assured that their most valuable investment will receive the kind of personal touch and attention to detail it deserves through custom-made services which meet each client's needs. Add to it a strong work ethic, a natural talent for dealing with buyers and sellers and you have a winning combination.

I am personable, detail oriented, proactive and work hard to make the deal happen. That means I learn as much as possible about the buyers and sellers and their needs to make sure the real estate process goes smoothly and efficiently.

I am a dedicated real estate professional that understands the diverse needs of sellers and buyers alike. I bring a complete range of broker services to the table, along with an outstanding knowledge of the industry, including the ever-changing market conditions, trends, current available inventory and pricing.

Well respected not only by my clients but also by my peers. My perseverance, work ethic, honesty and



integrity are all keys to my success. What separates myself from all others is my motivation and intense desire to find buyers the home of their dreams or sellers to get them the highest price possible for their home.

#### Awards

My proven track record to fulfill client's needs and facilitate smooth transactions. Chosen by Staten Island Board of Realtors' as 2010 Salesperson of the Year, I have been consecutively the recipient of not only DeFalco's Elite Presidents Club from 2007 to 2017 and among the Elite Top Producers consistently since 2007, I also earned recognition as one of SIBOR's Top Gold Producer from 2007 to 2013.

#### Personal Note:

A native Staten Islander, I'm also known throughout the area for the plumbing and heating company that I own with my husband, Walter. Blending my experience in the plumbing business and working with the City Building Department has given myself unbelievable insight to assist in my real estate career.

Whether you are interested in buying new construction, re-sale residential, townhouse, co-op/condo, or income-producing/investment property, I will be guiding you every step of the the buying/selling process making it as stress free as possible.

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