

TONY GREEN

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Photos by: URSPECIAL

Adding a True Advantage

Your clients appreciate the way you care for them ... the way you go the distance for their dreams with them.

Tony Green is someone who excels at that.

THE GREEN ADVANTAGE

As a REALTOR® with Compass, Tony adds a true advantage to the lives of people around him. It's called the Green Advantage — something Tony came up with to help clients move forward in life.

“When I first started, the market was doing very well. One thing that really helped me was when I was putting homes on the market that needed work,” Tony explains.

He started putting up some of his own money for updates that needed to be made to some of his listings to help them move a little quicker.

“What I do is put in some of my own money for updates like new carpet, countertops, or paint, and then the client pays me back at closing,” Tony says.

In addition to helping his clients who are listing, Tony's efforts have also led to more referrals — as well as an attractive number of days on market before selling. In fact, out of the 600-plus transactions Tony has recorded, his properties are on the market an average of 14 days.

GETTING A FAST START

Prior to beginning his real estate journey, Tony worked in security sales for new construction. It was during that time that he applied some creative thinking to gain leads and sales.

“In the security business, there was a lot of competition. So, I started to do things differently. I started going to model homes and got to know the salespeople in my neighborhoods,” he remembers.

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I love meeting people and the fact that people have a problem that I need to solve.





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“They gave me the names and numbers of those who were going to close so that I could start to have those conversations with homeowners in advance.”

During the process, Tony built rapport with a REALTOR® who saw a potential path for Tony in real estate.

“I had never thought about being a REALTOR® but others had suggested it to me,” Tony says.

Tony thought about it and decided to move forward with real estate. It wasn’t long before he had started his life as a REALTOR® and began building his business. And, after 13 months of ramping up his real estate business, he went full-time.

From the beginning, Tony’s accomplishments were remarkable. In fact, in his first year, he recorded 26 deals, followed by an impressive total of 52 in his second year.

That record of achievement continues to mount. In fact, in 2020, Tony and his team of four agents amassed 88 listings, along with 42 sales, plus new construction.

In the process, he has become the top-selling REALTOR® in the history of his neighborhood. He’s also one of the Top 100 REALTORS® in Dallas/Fort Worth.

Tony is truly humble and grateful for those achievements.

As he says, “I don’t take credit. Our Heavenly Father is amazing.”

HEARTFELT PASSION

The passion he has for the profession comes through loud and clear.

“I love meeting people and the fact that people have a problem that I need to solve,” Tony says with a spark.



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“No matter how many deals you have, it always seems like the first time because you’re working with someone new. They say, ‘Here’s what I want. Can you help me?’ It makes me feel good having a business that people know about that has a great reputation for helping people ... hearing what people say about our team is very important to me.”

One of the most rewarding parts of Tony’s career in the business is the small, close-knit team he has.

As he says, “My mindset was that having a smaller team allows people to make more money. I don’t have a big revolving door, and they enjoy their work. In turn, they work harder and are able to help their family more.”

FAMILY FOUNDATION

Away from work, Tony cherishes time with his wife, Lauren.

“Lauren is a big part of the success. She was very patient with me. When I first got in, I had to work a lot of hours to build this up,” he says with a smile. “If it wasn’t for her, I wouldn’t be able to do what I do right now.”

Tony and Lauren look forward to time spent with their four daughters, too.

“Lauren and the girls are the reasons I do what I do,” he says. “I owe my success to my Heavenly Father and that things are supposed to happen the way they are supposed to.”

In his free time, Tony likes to write and sing. He also has ambitions to write a book.

Giving back is also one of his favorite things to do ... things like going to a local pizza restaurant and giving away pizzas to the first 50 people who show up.

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“I like the idea of giving business more recognition and helping people,” he emphasizes.

No matter where he is or what he’s doing, Tony Green is adding a true advantage to the lives of people each day.

