

Cindy Fox Miller

Principal

Cindy Fox Miller & Associates

Cindy Fox Miller says over the past 30 days buyers have been getting a little more confident, but Miller hasn't had much problem with sales in the past year, anyway.

Miller is an individual realtor with team members, and she says her success is born from the personal touches she and her team add to their business.

"We are really focusing more on one-on-one contact with people," she says. "We're calling them up and letting them hear a voice."

Miller also says her team does a lot of follow-up, and they have a lot of repeat buyers and sellers. The team has also enhanced its Web presence and is utilizing the Internet more than in the past.

To ensure sales stay steady for the rest of 2009, Miller says she and her team will increase the amount of one-on-one time they give to clients.

"Now you've got to follow up four times as much," she says. "We'll keep on them, let them know we're here to help them."

According to Miller, Greenville's market has well withstood the recession, and is a far cry from Atlanta or any market in Florida.

"We've been so successful and we've taken it for granted the last three to four years when our properties were increasing so much," she says. "Now it's balancing out."

