

TRACY TUTOR MALTAS

FEMALE AMBITION

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Tracy Tutor Maltas is a breath of fresh air to the dynamic world of Million Dollar Listing Los Angeles. Not only is she the first woman to ever grace the cast, she also juggles it with being a wife and a mother of two. She embodies the art of loving what you do. With all the emotional connections attached to it, Maltas is rightfully the empowerment every woman needs in the workforce.

As the first female on Million Dollar Listing, it is clear you not only have a very strong female presence on the show, but off as well. How would you say you contribute to the overall strong female business role? How does this play into your actions in your everyday life?

Strong female friendships are among the most important relationships of my life. Empowering women is a passion of mine, I contribute to women in business by hiring them and mentoring young

women I believe in. I believe in #choosingwomen whenever possible. We are CEO's, entrepreneurs, doctors, lawyers, tech leaders, real estate advisors, mothers, wives, daughters, sisters and #wemakethebabies.

I respect the relationships you have with your clients. How would you say these relationships are valuable?

A large percentage of my business is referrals. I value these referrals more than anything because they put their faith in me to help their family or friend find or sell a home and they have entrusted me to take them to the finish line. I don't take that lightly and I want to keep that goodwill going.

"Empowering women is a passion of mine"





You have said you don't wish to change any of your ups and downs throughout the season of Million Dollar Listing-- why is that?

I have come a long way on this journey. I didn't walk into this and trust everyone around me. I struggled with how I was going to be perceived and I was overthinking everything. I realized after many sleepless nights that I chose this path and if I don't embrace it fully, I will regret it. I am proud of my journey and I wouldn't change a thing! It's the ups and downs that make us interesting. I don't believe in perfection and I sure as hell don't want to watch it on TV.

You were born into a Real Estate Family, with your father as a civil and building contractor and your sister as an interior designer. How did you develop an attraction to real estate in your early life?

I didn't see myself in real estate at first, but I was always surrounded by people in construction and design. The attraction began when I got my first job in sales as a 15-year-old working at a men's clothing store in the mall. It was then when I made the connection and knew I could sell in my early 20's.

It takes a lot of courage to step up on a TV show with big personalities and pressuring moments. How did things play out for you as the season progressed? What is a memorable moment for you on the show?

There were so many moments that were high stakes during this season, but welcome to my life in Real Estate. Every day is a new crazy experience and I take it one day at a time. A memorable moment would be in Episode 2 when I had 30 days to find, negotiate and close on a house for my very pregnant friend Camella. We literally found the house in one week!

There is a balance between the business bustle and family time, especially since your husband is a working residential contractor. How do you cope with this, and make time for your family alongside your busy work life?

That is the biggest challenge for me personally on the show. Anyone with a family and a career understands that struggle. When I come home in the evenings, it is hard to turn work mode off. I do my best to shut it off after 8 pm so that we can be together as a family and I can put the girls to bed.

You are representing the West Hollywood EDITION Hotel and Residences. Can you tell us a bit about what lies in store there?

This is a very exclusive project opening in January of 2018. The Edition Hotel and I are honored to be selected to represent the brand on their first project in Los Angeles. It is the most exciting building in Los Angeles at the moment, and there are only 20 unique residences being offered.

What would you say is the most important thing to keep in mind when dealing with the stress of such a demanding profession?

I must stay incredibly organized to manage stress in my profession. When you are dealing with multiple buyers and listings, it is important that you have systems in place that work for you and a team that is on top of their game.

What do you find to be rewarding from your work as a real estate agent?

There is nothing quite like finding someone their dream home. When I know it's a right fit, I will go to great lengths to make sure they experience that emotion. Sometimes it takes a little convincing, but when it happens organically, it's magic.

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What are your favorite types of homes to show?

For me it's all about an emotional connection. I tend to gravitate towards California Spanish style because of its history and charm. I have one that I am working on right now that blows my mind. I cannot wait to start showing it, but it must be perfect, so you will have to wait.

After almost 20 years of experience, what would you say is the most common mistake people make when looking for a new home in high-end locations?

People can sometimes get caught up in the house and not pay attention to the location on the street, the exposure, the exterior noise. That can be a problem with resale, so as emotional as you might be about the house, do NOT forget your surroundings, it will play a role in your exit strategy.

What would you say is the best way to build a connection with your clients without leaving them feeling pressured?

It's different with every client. Listen to their needs and always put their interest ahead of yours. By doing this, you are adding tremendous value in their eyes and building a relationship based off of trust which I always say is hard to find and easy to lose.

What can we expect from Tracy Tutor Mal-tas in the future?

I have a few special projects coming up that I am really looking forward to bringing to the market. 2017 has been a year of change for me, being selected as the first female agent on MDLLA is an honor. I am grateful for the opportunity and I don't intend on wasting it.

“There is nothing quite like finding someone their dream home”

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