



PHOTO BY CHAD RILEY

## Wise Living Real Estate

WISE LIVING REAL ESTATE IS A BOUTIQUE REAL ESTATE COMPANY WITH 17 OF BALDWIN COUNTY'S TOP-NOTCH AGENTS. DON'T LET YOUR NEXT REAL ESTATE INVESTMENT BE ONLY ABOUT A PIECE OF PROPERTY — LET IT MAKE SOMEONE'S LIFE "A LITTLE MORE INCREDIBLE!"

### What is your mission and what sets your business apart?

"We live a pretty incredible life" are the wise words of a happy young man. These words ignited the vision for Wise Living Real Estate almost two years ago.

Owners Sandy Wise and Laura Norton wanted a company that wasn't the biggest, but was personal, purposeful and powerful. Their hope is that each client, after every transaction, feels they were well represented by both a professional agent and a genuine friend.

The principal of living an incredible life isn't about how much money you have or how many pieces of property you own, but rather it's about the relationships, memories and the impact we make on

each other along the way.

Unlike big, corporate real estate companies, where a percentage of your money goes to an out-of-town corporate office, Wise Living was opened with the purpose of supporting the HAW5 Foundation, which gives 100 percent of all proceeds back to our local community. The HAW5 Foundation was started in memory of owner Sandy's son, Henry Alexander Wise V. Henry left a huge imprint on so many hearts with his contagious smile, positive attitude, witty sense of humor and endless energy.

### What contributes to your success?

Co-owner Laura says, "The key to success is as simple as following Henry's example:

choose to be happy, have a positive attitude at all times, find the humor in life's unexpected curves and work hard!" It is our mission at Wise Living to keep the youthful wisdom of Henry's outlook on life alive in each of us. We believe that when our clients ask us to represent them or refer their friends and family to us, that they are also making a proclamation that they too choose to "live an incredible life" and are contributing to something much bigger than just real estate. Their contribution to the HAW5 Foundation via Wise Living Real Estate goes toward equipping schools, churches, youth organizations, volunteers, search and rescue teams, and families to touch, change and even save lives of young men and women in our communities.

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