

Maelia DAVIS

RE/MAX PROPERTY GROUP



Maelia Davis was living in New York and working in the television industry when she took a few days off work to attend her 30-year high school reunion in McAllen, Texas. Little did she know that trip would change the course of her entire life. During the reunion, Maelia reunited with a man she'd known since they were both in sixth grade. Six months later, they were married. Maelia retired from her television career and relocated to Houston, where she devoted the first two years to her new blended family. She eventually pursued her love for real estate as a hobby, but those that know Maelia know full well that she takes an "all in" approach with everything she does. Real estate became her full-time job by the end of the first year in 2014, and she never looked back.

Before getting into real estate, Maelia worked in television for Univision Los Angeles, where she climbed the ranks for 20 years. Maelia also managed Univision Television Stations for a few years, including their flagship in Los Angeles and other markets such as San Francisco, Austin, Phoenix, Tucson, and Sacramento. Her last position at Univision was as Executive Vice President of Network Sales running the national sales team out of the New York City office. "I loved broadcast television back before streaming was popular. Univision had a wonderful group of people with an amazing leader by the name of Jerry Perenchio, who led by example," Maelia said. She admits, however, that



she disliked having to be "on" 24/7 for so many years and having to experience so many tragedies firsthand through the lens of the news departments she managed.

Maelia's initial interest in real estate developed back in 1997 when she was living in Southern California. Her first investment was a 900-square-feet home for \$287,000, which she flipped, sold within four hours, and cleared \$40,000 on. "Every two years after that, I would find a good investment to flip, and I continued to do that until I moved to Texas," she said. "Personal experience assessing value and remodeling

has had a huge impact in my success now as a REALTOR® and broker."

The first year in real estate in Houston was tough for Maelia; after all, she didn't know the city or any of its residents except for her husband, so her sphere for business development was nonexistent. "I took every lease, every low dollar listing, and low dollar buyer that the 'bigger'

agents at my brokerage didn't have time for," she said. "My first year, I did 21 transactions and loved every minute of it. One of my first clients was a widow whose husband had died on Christmas Eve while holding her hand and watching TV together.

As I sat in her kitchen while she told me their story, I realized that being part of this moment in her life and helping it to be a little easier was more fulfilling than any multi-million dollar contract I ever sold in my television career. I love the stories—even the tough ones."

One of the biggest challenges Maelia has faced in her real estate career is opening her own brokerage, a RE/MAX franchise, amid a nationwide pandemic. "People thought I was nuts and second-guessed what would happen," she said. "It turned out to be a record year for me as a Realtor, as well as for all the agents who took



“a calculated risk on me!” Now, Maelia is passionate about developing the agents who have joined her brokerage. She is fully committed to their growth and careers, personally and professionally. Maelia holds a boot camp at her office twice a week so that the team can feel strong physically. “My secret weapon has always been teamwork,” Maelia added. “I believe in the old saying, ‘A rising tide lifts all boats.’ I want to be that rising tide.” Now,

her brokerage is 20 agents strong—Maelia calls her team the Mighty Twenty. The brokerage celebrated its one-year anniversary in May.

Perhaps what sets Maelia and her team apart in the industry is that they truly go the extra mile for their clients.

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"I learned early on through my own flipping of homes that getting the most value for your property has everything to do with first impressions. I created my Home Readiness Team to alleviate stress for my sellers and ensure the highest possible value for each listing," she said. "My team comes in and deep cleans the house, I stage every single property that I list, and I have a professional photographer and videographer that I use. I don't cut corners, and I like to stack the deck in my favor as much as possible on Day 1 of a listing."

Maelia is blessed to have a supportive husband, Angus, an entrepreneur who runs his own successful business. Their blended family includes two sons, four daughters, and two dogs. Maelia also has a huge extended Cuban family who all live in McAllen and serve as her army of cheerleaders for just about everything she does.

