



leslie lerner

LESLIE LERNER PROPERTIES

“Although I quit being an educator, I have never stopped educating.” This quote by REALTOR® Leslie Lerner is an open window into how she conducts her real estate business—and has for 28 years. As an elementary teacher, Leslie influenced children’s lives. As a broker, she is focused on entire families.



Leslie is a fourth-generation Houstonian who grew up in the Meyerland area. She attended Bellaire High School, then the University of Texas at Austin, where she earned an education degree. A couple of years into teaching elementary school, Leslie purchased her first home and was immediately intrigued by the real estate industry, which led her to become licensed in 1993. Leslie continued teaching for seven more years while simultaneously selling real estate until she walked away from being a school teacher to focus full-time on her business. “I loved teaching, and I adored the students, but I felt the school system was not offering a holistic, quality approach

to education and was not meeting the needs of the students,” Leslie said. But, as she said, the teacher in her has never gone away.

A priority for Leslie has always been to equip her clients to make educated decisions when buying or selling a home. “I want to share my market knowledge and experience with every person I assist. It is very important to guide clients through the real estate process: understanding market data, pricing, contracts, negotiation, inspection, appraisal, and closing,” Leslie said. She is widely known for

being very thorough and detail-oriented, something that has benefited her greatly. “Many people do not realize that real estate transactions are a lot more than just putting a sign in the yard. Suppose a consumer doesn’t have an agent that can commit the time, knowledge, experience, and professionalism to educate them throughout the transaction. In that case, they may be setting themselves up for a disappointing experience.”

While Leslie has always felt she made the right decision in pursuing a real estate career, she never felt





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as confident as she did when she started her brokerage in 2013. Launching Leslie Lerner Properties gave her the confidence, strength, and determination she always knew existed inside her but was too guarded to acknowledge. In addition to offering her clients a well-rounded, educated experience, Leslie Lerner Properties was the first full-service brokerage in Houston to offer flat-fee listings and a rebated commission structure. “Although the commission is less, we provide the same amount of service (if not more) than other reputable agencies that charge more,” Leslie said.

Top-notch service for her clients is Leslie’s passion, and her secret weapon for growth will always be her work ethic, compassion, and ability to listen. With that said, Leslie is equally passionate about ensuring the real estate profession remains valuable to the consumer. Last year, she became the Chairman of TREC’s Broker Responsibility Group. This hardworking group of nine outstanding individuals from several Texas cities were tasked with examining education and experience requirements, finding solutions to competency and broker supervision issues, as well as other pressing topics. “As a recently appointed TREC Commissioner, it is my mission to continue to tackle these matters and others to ensure the real estate profession will continue to be valuable for many years to come,” Leslie said.

In March 2021, Leslie was appointed by Governor Greg Abbott to the Texas Real Estate Commission as a Broker Member. “I am so honored to be one of the six licensed real estate brokers that will serve a six-year term,” she said. “I may not have had the opportunity to serve the great state of Texas if it weren’t for my real estate career.”

Outside of the business, Leslie enjoys spending time with friends and family, trying new restaurants, listening to live music, traveling, and just having fun outside on a beautiful day. She is also dedicated to health and wellness. “I make ‘an appointment’ with myself each day to

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visit the gym,” Leslie said, “or Memorial Park or other fitness-inspired places to keep my mind and body active.”

Leslie is thankful to have a large, close-knit family who all live in the Houston area. For over 60 years, her mother’s family-owned and operated Walter Pye’s, a successful retail clothing operation and Houston institution. Perhaps observing her family and their business is where Leslie learned her stellar customer service skills, and what eventually led her to achieve top-producing status in the Houston real estate market. “Customers and employees alike were always treated with genuine warmth, enthusiasm, and respect while being made to feel like valued family,” Leslie recalls. “I learned at an early age the benefits of a supportive work environment, one in which consumers and employees communicate effectively to bring about winning solutions and lasting satisfaction. The lessons I have learned from my grandparents and family have navigated me throughout my life.”

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