

Zosel Harper Real Estate thrives as a team

It turns out that the best qualities of a good teacher translate into the most important qualities of a successful real estate broker.

“Teachers are good listeners and good problem solvers,” says Carol Zosel, who has parlayed the talents she built in a career in education into a successful second career as a partner in the Zosel-Harper Real Estate Team.

Listening to the needs of a client and finding a way to a good outcome — regardless of obstacles and impediments along the way — are perhaps the most important “intangible” skills a broker must deploy once competence in the nuts and bolts of the field is established.

Alysa Williams, like Zosel, brought those skills with her from a long and varied teaching career.

“I was a teacher for 30 years,” she said. “Carol and I taught in the same school in Portland, which is how we met. As a teacher, I worked on a team, and I know Carol was looking for someone to work on a team in real estate as well.”

Williams has been with Zosel-Harper for a year now, since moving to Sisters, and she is thriving in a field that demands calm temperament and strong communication — and a natural affinity for building relationships.

Williams’ success in the field reflects the discovery that Zosel made as she ventured into real estate after moving to Sisters with her husband, Chuck Harper — fully intending then to simply ride off into the sunset on their ponies.

Discovering an affinity for real estate, Zosel said they determined quickly that, “When you’re new to town and to a business, you have to figure out how you’re going to add value. We knew we had to give No. 1 service.”

That entails a lot of communication and sharing of data, and a

work ethic that exceeds the average workaday level. As Williams says, it means “going above and beyond with whatever they need.”

Chuck Harper brings a particular skill set and an exceptional level of attention to detail to the work. He comes from an engineering background and has a degree in rangeland management. His thoroughness in all aspects of a transaction is extraordinary, and when it comes to a ranch transaction, he notes “I have a pretty good understanding of water rights, wells, irrigation...”

“He has taught me to look for things I never would have looked for,” Williams said.

Varied backgrounds and experience make for a strong team — and the support of Keller Williams has aided in building an effective real estate team.

Zosel notes that Keller Williams has an operating philosophy of “hire better than you are. We definitely hired people with strengths we don’t have.”

Heather Stohl came on board within the past year with a background in transaction coordination and a comfortable facility with technology. That is especially important in a changed world.

Stohl got her broker’s license just as the economy and society shut down in the face of the coronavirus pandemic. But her skill set and can-do temperament have helped her help her team strengthen their ability to serve clients with technology.

“Everybody is adapting to new ways of doing things,” she said.

Jessica Vitelle brings administrative skills to bear in keeping the office running smoothly, and each team member is continually striving to learn more, to develop skills and to support each other and their clients.

“Everybody brings something good to the table,” Stohl said.



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Just like so many others, we moved here for the lifestyle, the beauty, and the small-town experience and relationships. We’re passionate about where we live and our involvements and connections in the community we call home. We believe in breathing in fresh mountain air, being friendly to our neighbors, and welcoming new friends. We’re equally passionate about providing exceptional, personal service to those who entrust us to help them sell or buy a home. By combining our years of experience and proven process, we’ve established a long list of enthusiastic clients we now call friends.



Keller Williams and the ZoselHarper Real Estate Team are built on a simple-yet-revolutionary principle: PEOPLE ARE WHAT MATTER MOST.

Our belief system guides how we treat each others and how we do business.

- WIN-WIN** or no deal
- INTEGRITY** do the right thing
- CUSTOMERS** always come first
- COMMUNICATION** seek first to understand
- COMMITMENT** in all things
- CREATIVITY** ideas before results
- TEAMWORK** together everyone achieves more
- TRUST** starts with honesty
- SUCCESS** results through people!

The only team living and working in Sisters with the “Best of Zillow” designation!



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