

TOP AGENT MAGAZINE

DENIE DULIN

Denie fell in love with the real estate business when she was buying and selling her own homes. “We relocated a lot for my husband’s job and probably bought and sold at least 12 homes across the country and overseas. In 2006, my kids were growing up and I was training and boarding horses at our farm in Baltimore County, which was becoming too physically demanding. Real estate seemed like it would be the perfect fit. I made the transition 12 years ago and haven’t looked back.”

Denie currently leads The Dulin Group of Long & Foster, a team of nine highly trained professionals, who all share Denie’s commitment to providing an exceptional customer experience. The team is truly like a family and all the agents support each other and their pursuits of striking the perfect work and life balance. Although they primarily focus on the Baltimore County & City, they also serve the surrounding counties as well.

When Denie got her start, she built her business by focusing on helping relocation clients. By working with local corporations throughout the metropolitan area, Denie really gained an in depth knowledge of her marketplace and became well known for her empathetic approach to sales. “I’ve been through what my clients are experiencing so I know what they need. It’s critical that they know I’m with them every step of the way and always have their best interests at heart. I’m not only helping them buy a home, but I am also introducing them to a new community, so I have all the bases covered to make their transition as smooth as possible. Our goal is to deflate the stress in this process.” Her devotion to her clients has paid off and Denie is proud to have earned



a remarkable 90% rate of repeat and referral business.

Denie believes strongly that who you work with really matters and choosing the right Realtor® is a very important decision. She takes a comprehensive approach to working with her clients and relies on the latest technologies, as well as some old fashioned techniques. “I’m really hands on. When I list a client’s house, I spend lots of time consulting and educating them on what they can do to add value to their home. I also take great pride in presenting all relevant facts and information to clients when they are either buying or

selling a house, so they are empowered to make the best decisions for themselves and their families.” Denie has a good eye to assist clients in staging houses and has an entire team that helps. “I hold open houses often and really encourage all the neighbors to come by so they can refer anyone they know that might be interested in the neighborhood.”

Denie would like to add one more person to her team, but she really wants to keep her team small so she can continue to provide “the above and beyond service” on which she has built her strong reputation. This also allows her to support and mentor her entire team in order to help them achieve their goals.

Paying it forward is important to Denie and she is always looking for ways to give back to her community. Denie is a member of all the local real estate organizations and is particularly passionate about helping underprivileged children. When she isn’t working, she still enjoys horses and loves getting out on her sailboat in the Chesapeake Bay.



To learn more about Denie Dulin and The Dulin Group call 410-804-7141, email denie@thedulingroup.com, or visit TheDulinGroup.com