



SONI GILL REALTOR®



**BERKSHIRE
HATHAWAY**
HomeServices
Select Properties

For Realtor Soni Gill, working in real estate is all about connections. It was a lesson she began to learn while working with her father. “I grew up in the housing business. My dad has been a successful mortgage broker for over 40 years, owning and operating different branches across the US. My first job was in my dad’s office working as a receptionist, assistant, mortgage processor, ‘the run it girl.’ I did anything and everything you can think of, but for me sitting behind a desk and not being able to be face to face with my clients did not fit my extroverted personality. I wanted to really be able to connect with my clients, but I didn’t know what field to go into.”

Born and raised in St. Charles, Soni graduated from Francis Howell High School. There were hard times as a young woman — money was tight and she had two toddlers at home. With a passion for HGTV, however, she decided on real estate and earned her real estate license in 2017. She loved the idea of showing people’s homes and helping them sell them.

“I could basically run my own business, work on my own time, while still spending quality time with my little boys. But getting your license does not automatically bring in money. I had to choose the right agency that could really help me grow my business — ***Berkshire Hathaway HomeService Select Properties, St. Charles.***”

Soni said a prayer and got busy. She started connecting with her neighbors and sponsoring community and neighborhood events.

“I started doing things that I naturally love to do—connect with people to build my business,” she said. “Every fall I purchase hundreds of pumpkins and basically turn my front yard into a mini-pumpkin patch. It is an amazing way for me to connect with my community and get my name out there, and I love doing it,” she said.

Soni also sponsored garage sales, handing out donuts to all the families holding one. Her involvement in the neighborhood made an impression on her neighbors as she went door to door introducing herself. That effort and those connections worked.

“Last year in 2021, I sold six homes in my own neighborhood,” Soni said.

Now that her business is established, she is still going over the top for her clients.

“People call me the ‘one stop shop realtor.’ I provide professional home staging. I will literally go in your home and make your bed, put flowers and vases around the house and hang up artwork. I have had clients not wanting to move because of how nice I have made their home look. I hire the best real estate photographer, and I digitally advertise, advertise, advertise! I really take care of everything—getting the best price for my client’s home.”

Finding her vocation, however, has done as much for Soni as it has for her clients. In fact, in an agency with more than 170 agents, when 2021 closed, Soni was in the top 5 in sales.

“This business has built up my confidence as a person, as a woman and as a working mom,” she said.

Soni’s specialties are residential single-family homes and luxury homes. She serves a wide territory including St. Charles, West St. Louis, Jefferson, Lincoln and Franklin counties.



(c) 314.775.1162 • Sonisellsstl@gmail.com • SoniGillHomes.com • 950 Caledonia, O’Fallon, MO 63368