

BURT HUDSON REAL ESTATE LTD., BROKERAGE

40 Years of Bringing the Best to Athens

A love of people mixed with an understanding of their wants and needs have made Burt Hudson Real Estate Ltd., Brokerage into the successful business people in Athens and surrounding area have come to know and trust for 40 years.

"We're teachers," said Burt Hudson, founder. "People come to us with an idea, and we teach them what they need to know to make that idea a reality."

He started his career in real estate in Kingston in 1966 after marrying Kathryn. Working there for several years taught him the industry, providing special insights into the needs of his clients.

Athens was home, however, and he just couldn't resist its allure. In 1971, they moved back, bringing their children with them. They quickly settled in, renewing old friendships. Burt joined the Athens Lions Club, and Kathryn volunteered at the church and school. In the summers, the whole family would go out to enjoy their cottage at Charleston Lake.

By 1975, Burt knew that Athens had everything he wanted professionally as well. He took his broker's course and in March, opened Burt Hudson Real Estate Ltd., Brokerage.

"We started in our dining room," said Kathryn. "It was small, but we were able to do everything there."

The family's warm and friendly personalities won people over, and the company grew rapidly. They soon hired three sales people and a full time receptionist, and added an extension to the house itself to accommodate the busy office.

In 1977, they sold the village home and moved to a farm to the south of Athens. They rented a building on Main Street for their office, eventually buying 10 Main Street East in 1983 where the business is still located.

"On the farm, everyone helps with the work," said Burt. "Justin helped out not only at home but in the business as well."

Growing up in the real estate business has sharpened Justin's skills and helped him understand the needs of clients.

"The firm is built on family values," said Justin. "Hard work, integrity, honesty and up-to-the-moment knowledge and expertise have enabled us to maintain a high profile business in Athens and area."

Burt and Kathryn passed the torch to Justin and Tracie in 2009, and they continue to move into the future with the clients in mind. Using the latest technology and a thorough knowledge of the system, they go out of their way to make sure that each deal has a happy ending.



The Hudson Family – 40 years of best all 'round' real estate services for Athens and area. L-R, Justin Hudson (broker of record/owner), Tracie Hudson (sales representative/owner), Kathryn and Burt Hudson (brokers/founders)

"There isn't anything we won't do, any place we won't go, to make the customer happy," said Tracie. "We want people to love where they are and be willing to share their experience with everyone they know."

Over time, the family has participated in more than 20 local service clubs and organizations, giving back all they can to the community. When Justin and his wife Tracie

assumed ownership of the company, Burt remained as a broker and Kathryn as part-time receptionist and broker. Justin knew it was the best way to go.

"Our goals and objectives remain the same – exemplary real estate service executed by a dedicated team striving to create happy clients while making new friends every day." LH