



Ginger Griffith

"My House is Worth What?"



Realtor agent Ginger Griffith's appearances on the HGTV show "My House Is Worth What?" almost never happened.

When Griffith received an e-mail looking for Albuquerque realtors to appear on the show, she promptly deleted it. "I don't watch much television," she confesses. "I don't even have cable."

It was only after Ron Sanborn, Griffith's husband and partner at Pin Realty, urged her to reconsider that she sent in a tape.

Griffith's audition tape so impressed the producers at HGTV that they ended up casting her in two separate episodes of the show.

"My House Is Worth What?" is hosted by Kendra Todd—the first female winner on Donald Trump's show, "The Apprentice"—and revolves around prospective home sellers trying to ascertain what their house can fetch on the market. A realtor evaluates the seller's home and offers advice on how to improve its value. The big moment comes at the end of each segment, when the realtor reveals what the home is worth.

In one of her segments, Griffith assessed the foothills home of Bob and Sharon Kindell (pictured here). The Kindells had put a lot of work into the house, including new flooring and paint, and were looking to sell it for a larger place. HGTV flew in their own producers and hired a local crew for the daylong shoot.

"I didn't realize how much of a production it would be," says Griffith. "The lighting takes so much time."

The Kindells even had to do a little acting for the dramatic "reveal" at the end of the show. "They shot our reaction to several scenarios, including one where Ginger told us our house was worth more than what we wanted and one where she said it was worth less," says Sharon Kindell.

Fortunately, the Kindells had no need for the disappointment shot, as Griffith assessed their house at \$10,000 more than what they were expecting.

The show's initial airing inspired some self-criticism from Griffith—"The camera definitely adds 15 pounds," she says—but its long life in reruns has given her the chance to reconnect with old friends.

"People came out of the woodwork," says Griffith. "I've had calls from friends all over the country."

The Kindells also have run into many people who saw them on the show. In the end, they decided not to sell their house after Sharon got pregnant and the real estate market cooled off. Even so, they took most of Griffith's advice, including adding a tile backsplash in the kitchen and trimming some of the trees and shrubs in the back yard to take advantage of the city view. 