

SOUTH JERSEY

SEPTEMBER 2026

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Rising Star
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RICH**

Agent Spotlight
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Contents

24

COVER STORY

Christy
Myers

PROFILES



16 Brenda Richmond



20 Josephine Rich

12



Blaise Menzoni, Nation One Mortgage

IN THIS ISSUE

- 6 Preferred Partners
- 7 Meet The Team
- 8 Publisher's Note
- 10 Words by Wade
- 12 **Partner Spotlight:** Blaise Menzoni, Nation One Mortgage
- 16 **Agent Spotlight:** Brenda Richmond
- 20 **Rising Star:** Josephine Rich
- 24 **Cover Story:** Christy Myers



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TMI

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MEET THE REST OF THE KB TEAM!

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Hello September,

A Season of Gratitude & Grit!

September signals a fresh start, a shift from the easy pace of summer to the focused rhythm of fall. It's a month that asks us to lean into gratitude for what we've accomplished while also fueling us with grit for what's still to come.

In our *South Jersey Real Producers* community, that balance of gratitude and determination is everywhere. We're constantly inspired by the dedication of our agents, the support of our partners, and the sense of purpose that ties it all together. The relationships built within this community remind us that success is even more meaningful when we encourage one another, celebrate each other's wins, and continue growing together.

As we step into a new season, it's a great time to refocus on the goals we set earlier this year and recognize the progress already made. There is still plenty of opportunity ahead to

strengthen relationships, make an impact, and finish the year with intention.

Let's carry this reminder with us: *"Consistency turns vision into victory."*

Here's to a fall filled with focus, gratitude, and forward motion.



Kristin Brindley
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SOUTH JERSEY

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FALL

Fiesta

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Join us for a vibrant Fall Fiesta, where our community comes together to celebrate the season with warmth, laughter, and festive fun. Enjoy cozy autumn vibes, meaningful moments, and plenty of opportunities to connect, create memories, and make a positive difference in our community.

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How to Know When Your Title Company is Letting you Down

BY WADE VANDER MOLEN

I always smile when I call on a Realtor I haven’t worked with before and they say: “Wade, I already have a title company I use for my closings.” My response is always the same: “Of course you do. Anyone worth pursuing—like you—already has an established relationship.” That’s exactly what I expect to hear.

The real question isn’t whether you have a title company. The question is: Is that title company truly helping you grow your business, or are they simply processing your transactions? There’s a good chance they’re letting you down without you even realizing it.

We Sell the Same Product

At the end of the day, every title company sells essentially the same product. We all provide title and escrow services.

Our title policies are backed by underwriters that follow very similar guidelines. The product itself is largely the same.

So how do many title companies try to differentiate themselves? They lead with “**great service.**” Don’t get me wrong—great service matters. But it isn’t a competitive advantage. It’s the minimum standard. Clients should expect their title company to answer the phone, communicate well, solve problems, and close transactions on time. That’s not exceptional—that’s simply doing the job.

Story Time

The title companies that truly stand apart don’t just deliver good service. They help Realtors win more business, become more efficient, strengthen their brand, and grow

their income. That’s the difference between a company that closes transactions and one that becomes an indispensable business partner.

I was meeting with a new potential client in Vienna last week and as I’m asking her questions about her real estate business and explaining to her how I can help her find more sellers, gain online traction with YouTube and social media, and drive more people to her client events, she looked at me in shock. She said: “*I was talking to my coach this week about this exact thing and he said to ask my title company for help. I went to my title company and they said they don’t offer those services but to keep the contracts coming.*”

It’s all About You

She was happy because I was bringing this help and support to her. Offering to put her first and not company dumping about how great it is at Pruitt Title. What client needs, values, and pain are they trying to overcome?

The goal is to make it about the Realtor. This agent needs help target marketing for more listings, better online presence and more referrals from her database. We make the meeting about her immediate needs. Contracts and great service at Pruitt Title is not a benefit, it’s and expectations so the meeting with your title company should be about “beyond the expectation.” If

the title company makes the meeting about them, their escrow team and an app they have for EMDs...run out the door.

The role of the title company is largely the same everywhere. Your title partner should be having conversations with you about how to elevate your business and creating more opportunities. If your title partner is expecting your business and not providing solutions to that business, it might be time to search for a new title company.

Wade Vander Molen is senior vice president of business development at Pruitt Title LLC in the Northern Virginia/ Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.



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BUILT TO
DELIVER

BLAISE Menzoni

Blaise Menzoni had his future figured out. At least, he thought he did.

It was May 2004, and the Vineland native had graduated from college the day before. A local accounting firm had offered him a \$50,000 starting salary, a solid opportunity for a new graduate at the time. Then a friend stopped by his house and completely disrupted the plan.

His friend had been working in mortgages for about two years and was preparing to help open a New Jersey branch of a mortgage company. He wanted Blaise to join him. Then he pulled out his paycheck and showed Blaise his year-to-date earnings: \$80,000.

“You need to turn that job down and come work for me,” his friend told him.

Blaise did exactly that.

Convincing his parents was another matter. They had just invested more than \$100,000 in the college education that helped him land that accounting offer, and now their son wanted to reject it for a commission-only position at a startup.

NATION ONE MORTGAGE

BY AMELIA
ROSEWOOD
PHOTOS
BY JORDAN
FIORDALISO



“I knew I was a good salesman that night,” Blaise jokes.

Twenty-two years later, it is safe to say the gamble worked.

Learning the Business From the Ground Up
Before mortgages, Blaise’s work experience consisted

largely of growing up working on a farm. Once he entered lending, however, he never looked back.

Today, he serves as Branch Manager with Nation One Mortgage in Vineland, where he has spent the past three years. More significantly, many of the people surrounding



him have been part of his professional life for much longer. Blaise has worked with his core team for 21 years, creating a level of familiarity and trust that cannot be manufactured overnight.

His role is multifaceted, although he jokingly summarizes his primary responsibility as “making it rain.” In reality, his days are spent originating mortgages, maintaining relationships with clients and real estate agents, meeting new people, and staying closely connected to the loans moving through the office.

That people-focused side of the business is exactly where Blaise thrives. Outgoing, down-to-earth, and always ready for a good conversation, he genuinely enjoys the relationships that come with the profession.

Some of the most meaningful situations are also the hardest ones.

“I truly enjoy helping people who have been turned down by other lenders and even

helping people who aren’t ready to buy now get ready for the future,” he shares.

For Blaise, a mortgage represents far more than paperwork. For the average person, it helps make one of the largest investments of their life possible.

Experience Under One Roof

Nation One’s Vineland operation includes 21 employees, with the lending process handled locally from beginning to end. Loans are originated, processed, underwritten, and funded from the same office, something Blaise believes gives his team an important advantage when speed and communication matter.

Files are also sent to underwriting immediately after they are opened rather than waiting until processing is complete. Doing that successfully requires the team to collect the necessary documentation upfront, but it allows potential issues to surface earlier and approvals to move faster. Blaise notes that loans are

routinely approved by underwriting within 24 hours of application.

Behind that process is a team he is quick to credit.

Administrative Assistant Justine is, in Blaise’s words, “the glue that holds it all together,” while Sales Manager Dan brings 20 years of mortgage experience. Head Underwriter Cathy has 25 years in the industry; processors Sam and Kim bring 15 and more than 30 years, respectively; and Natalie oversees closings. Rich serves as the team’s versatile loan partner and in-office technology resource; Maranda handles file openings, and Marketing Specialist Ave’ helps keep the company visible while also supporting agents with their marketing efforts.

The personalities and responsibilities vary, but the expectation is shared: take care of people and get the job done.

That consistency has produced notable results. In 2025, Blaise was

recognized as a Scotsman Guide Top Originator, ranking No. 51 nationally in total deals closed and No. 8 for FHA originations among more than 220,000 licensed loan officers.

He is proud of the recognition, but his philosophy for maintaining that success is considerably simpler.

“The harder you work, the luckier you get.”

A Partner Agents Can Count On

After more than two decades working alongside real estate professionals, Blaise has learned that great partnerships rarely require complicated formulas.

Say what you mean. Do what you say. Answer the phone. Return calls. Communicate clearly. Tell the truth. Take the high road.

“Don’t over-sell and under-deliver,” he emphasizes.

That reliability becomes especially important when a transaction gets complicated.

His team has built its reputation around meeting closing dates, taking on challenging files, and finding solutions when another lender may have already said no.

But Blaise also knows that business relationships become stronger when they stop feeling purely like business. Some of the agents and professionals he originally met through transactions have become genuine friends, something he considers one of the greatest blessings of his career.

The Reason Behind the Work

For all the deals, rankings, relationships, and years

in the mortgage business, Blaise’s strongest motivation is waiting for him outside the office.

His children, Bianca and Silvio, are his driving force.

Bianca, 14, is entering high school and already has ambitions to attend college and become a lawyer. Blaise describes her as smart, fun, and an all-around amazing kid. Silvio, 11, is heading into sixth grade and shares plenty of his dad’s interests, including cars, motorcycles, boats, and sports. He plays soccer and baseball, has recently taken up golf, and his baseball team has been sponsored by Blaise and his team for several years.

“Every relationship I make, every loan I close, it is all for them,” Blaise shares.

Summers often find the family at their home in Sea Isle, spending time on the water and heading out on the boat. They also travel whenever possible, with Blaise intentionally prioritizing experiences and memories with his children.

When he finds additional free time, there is no shortage of ways to fill it. Cars, car shows, boating, golf, pinball, and music are all on the list. He has played guitar for 34 years and, if mortgages had not worked out, there is one alternative career he would gladly

consider: lead guitarist in a rock ‘n’ roll band.

Invested in Home

Blaise’s connection to South Jersey also extends into the community. He has served on the Levoy Theatre’s Board of Directors for 12 years, spent four years on the Habitat for Humanity board, and has supported Big Brothers Big Sisters of Cumberland & Salem Counties. More recently, the Nation One team participated in a local Olympics-style event organized by Tix for Good to raise funds for area charities.

After 22 years, Blaise still approaches his work with the energy of someone who genuinely enjoys what he does. The industry continues to change and every day can bring a new challenge, but his response remains consistent: learn from what happened yesterday and do better today. 📌

CONTACT US!

To learn how Blaise Menzoni and Nation One Mortgage can help with your next transaction, call 856-692-9494, email bmenzoni@nationone.com, or visit nationone.com/blaisemenzoni.



BRENDA RICHMOND

BY GEORGE PAUL THOMAS
PHOTOS BY JORDAN FIORDALISO

BUILDING PEOPLE, NOT JUST CAREERS

Some careers are measured by numbers. Others are measured by the lives they touch. For Brenda Richmond, real estate has never simply been about transactions. Over the past 31 years, she has built a career rooted in service, leadership, and mentorship. Whether she's guiding clients through important milestones, leading a team of professionals, or serving the real estate industry at the local, state, and national levels, Brenda believes success lies in helping others grow.

"I would describe myself as a positive force and a collaborative leader," she says.

That outlook has shaped every step of her journey and continues to define the legacy she is building today.

A Career Built on Opportunity

Before real estate, Brenda built a successful career in banking as an Operations Manager at Commerce Bank and at Bank Consulting with Firm Direction in Banking, Inc. (FDBI). While banking gave her a strong business foundation, an opportunity to pursue real estate led her down a path she never expected.

More than three decades later, she is still passionate about the profession she fell into.

Throughout her career, Brenda has worn nearly every hat imaginable. She has been a solo agent, manager, brokerage owner, and today leads a successful team at Keller Williams Realty Moorestown. Her team serves both residential and commercial clients by bringing together trusted lenders, attorneys, title professionals, stagers, and multilingual support to provide a seamless client experience.

No matter how much the business has evolved, Brenda's mission has remained the same: serve people well and help others succeed.

A Legacy of Leadership

While many agents focus solely on growing their own business, Brenda has dedicated countless hours to



“
I AM
HUMBLED
TO HAVE
BEEN NAMED
REALTOR OF
THE YEAR,
MENTOR OF
THE YEAR,
AND ICON OF
THE YEAR.”



strengthening the real estate profession itself.

Over the years, she has served as President of the NEXUS Association of Realtors, President of the New Jersey Women's Council of Realtors, and has chaired numerous committees at the local, state, and national levels. Today, she serves as Chair of the Global Business Council, Co-Chair of the RPAC and Commercial Committees, participates in National Association of Realtors committees, and continues to advocate for Realtors throughout the industry.

Her commitment has earned her recognition as Realtor of the Year, Mentor of the Year, Keller Williams Regional ICON, and a Five Star Professional for five consecutive years.

Still, Brenda remains focused on the work rather than the accolades.

"I am humbled to have been named Realtor of the Year, Mentor of the Year, and Icon of the Year," she says.

Relationships Over Transactions

Ask Brenda about her proudest accomplishment, and she won't point to an award. Instead, she remembers representing the third generation of the same family.

"The most memorable deal I ever did was when I represented the third generation of a family," she shares. "That brings me so much joy."

Moments like that remind her why she chose this profession. Long after the paperwork is signed,

the relationships remain. Earning the trust of multiple generations reflects the care, consistency, and integrity she has brought to every client throughout her career.

Perhaps even more meaningful is her passion for mentoring others. "My life's work has been to mentor, and I just love watching people grow," Brenda says.

Whether she's coaching newer agents, serving on committees, or leading her own team, helping others reach their potential has become one of the most rewarding parts of her career.

Family, Travel, and Enjoying the Journey

Outside the office, Brenda's greatest joy is her family. She and her late husband, Randy, raised two daughters, Tina and Kaitlyn, and today her 13-year-old granddaughter is the center of her world. "My granddaughter is my heart," she says.

Brenda also enjoys gathering with her brothers, Eman and Clif, for family dinners, relaxing at local wineries, spending time at the beach, and traveling whenever she has the opportunity. At home in Medford, New Jersey, she's accompanied by her two Chauwinnies, Meka and Bruno.

These moments remind her to embrace life beyond business—a philosophy reflected in her favorite quote:

"Enjoy the Journey."

Looking Ahead

After more than 30 years in real estate, Brenda continues to find purpose

in serving others. Whether she's advocating for the profession, mentoring the next generation of leaders, or helping another family achieve their goals, she approaches every opportunity with gratitude and humility.

If she could leave aspiring top producers with one piece of advice, it would be simple:

"Find a mentor."

It's advice that reflects the career she's built. For Brenda Richmond, success isn't measured by the number of homes sold or awards received—it's measured by the people she's helped, the leaders she's developed, and the relationships that continue to grow long after the transaction is complete. ▀



JOSEPHINE Rich

Shaped By Heritage,
Hospitality, And Heart

BY LARRA ROQUE
PHOTOS BY JORDAN FIORDALISO



“Very outgoing, super friendly. There’s really no stranger I can’t talk to.”

That is how Josephine Rich describes herself, and it is a statement that quickly proves true to anyone who meets her. Her presence is warm, genuine, and grounded in a deep love for people. Guided by her faith and a work ethic she calls “godly hustler,” Josephine brings both heart and determination to everything she does.

At Weichert Premier in Moorestown, she has built her real estate business on connection first. For Josephine, it has never been about transactions. It is about showing up for people, staying accessible, and leading every interaction with honesty and care.

From Sicily to South Jersey

Josephine’s story begins in Washington Township, where she was raised and educated. While she is proudly a Jersey girl, her roots stretch across the Atlantic. Her family is from Sicily, and she spent her summers there growing up, immersed in culture, language, and tradition. Italian was her first language, a detail many are surprised to learn.

Her upbringing was shaped by resilience. “I was raised by immigrants

who came here with nothing and built a life,” she shares. Her father entered the pizza business, and from a young age, Josephine was immersed in the hospitality world. Whether working in her family’s restaurant or later bartending, she learned the value of connection, service, and hard work.

That foundation became everything. “I 100 percent credit who I am today to my background,” she says. The long hours, the conversations, the relationships-

they all prepared her for what would come next.

Finding Her Path in Real Estate

Josephine officially began her real estate career in 2020 and found her rhythm in 2021. The decision came from a mix of personal experience and encouragement. After working with an agent herself, she realized she could see herself in that role. Around the same time, her husband, Patrick, encouraged her to pursue it.

What started as a practical step quickly became a passion. Real estate offered everything she loved: helping people, building relationships, and creating opportunities for others. Today, she has grown her business largely through referrals, a testament to the trust she builds with every client.

A Business Built on Connection

For Josephine, success is not defined by numbers alone, though she has seen strong growth, including nearly \$7 million in volume last year, with a goal of reaching \$8 million. What matters most is the impact behind each transaction.

“It’s not about the houses,” she says. “It’s about helping people reach a goal they’ve dreamed of for a long time.”

Her approach is grounded in communication and transparency.





She makes herself accessible and ensures her clients never feel alone in the process. “If they need to get in touch with me, they can,” she says. That reliability has become one of her defining traits.

She also takes pride in serving everyone. There is no minimum price point, no barrier to entry. Whether a client is purchasing land or a million-dollar home, Josephine shows up the same way, with care, patience, and a willingness to guide.

Life Beyond the Business

Outside of real estate, Josephine’s life is rich with connection, family, and joy. At the center of it all is her husband, Patrick, a contractor whose work ethic

inspires her daily. “He gives me a lot of motivation,” she shares. “Watching him build his business and support his people, it pushes me to be better.”

Family plays a huge role in her world. Both she and her husband come from close-knit families, and their home reflects that. It is often filled with loved ones, especially during the summer months when their backyard and pool become the gathering place.

“I’m a big hostess,” she says. “We love having people over, breaking bread, and just being together.”

Their two dogs, Fiona and Cody, are also a big part of their lives. Fiona is energetic and playful, while Cody, a



rescue, brings a bit of personality and humor to their home.

Josephine also values health and faith. She and her husband prioritize working out together early in the morning, and their shared commitment to fitness and church keeps them grounded. Travel, beach days in North Wildwood, and simple moments at home round out a life that feels both full and intentional.

There is also a quieter side to Josephine that many do not see. She has a deep desire to give and serve, often helping those in need without seeking recognition. “I’m always asking myself, who can I help?” she says. “How can I be the hands and feet of Jesus?”

Looking Ahead

As she looks to the future, Josephine’s goals are rooted in both personal and professional growth. She hopes to build a family, expand her real estate business, and continue growing her husband’s construction company. Creating financial freedom for their loved ones is a major priority, along with the dream of one day gifting their parents a beach house.

Her inspiration comes largely from her faith. She turns to the Bible for guidance, finding lessons that apply to both life and business.

At the heart of everything is a commitment to growth. “I love to see other people grow,” she says. That philosophy extends to her clients, her family, and her peers. ▀

“
It’s not about the houses. It’s about helping people reach a goal they’ve dreamed of for a long time.”



CHRISTY MYERS

Turning Life Experience Into Confidence

BY LARRA ROQUE
PHOTOS BY JORDAN FIORDALISO



Some people spend their entire lives searching for the place where their professional strengths and personal passions finally align. For Christy Myers, that alignment came through real estate, but the foundation for it was built long before she ever stepped into the industry.

Born and raised in South Jersey, Christy still lives in the hometown she has always loved. In fact, she and her husband built their home on a piece of land purchased from her maternal grandparents' farm, right next door to where her grandparents lived. It is the kind of deep-rooted connection to community that cannot be manufactured, and it continues to shape the way she approaches both life and business today.

"I take great pride in seeing so many people I grew up with, or our kids went to school with, when walking into a store, visiting a restaurant, or attending an event," Christy shares.

That sense of familiarity, loyalty, and connection has become one of the defining characteristics of her career.

From Conference Centers To Closing Tables

Before entering real estate, Christy spent nearly twenty-four years working in association management after earning her degree in Economics and Business from Millersville University. Much of her career focused on planning large educational conferences at convention centers and hotels, coordinating events for members, exhibitors, vendors, and nonprofit organizations.

It was fast-paced, detail-oriented work that demanded organization, communication, and the ability to problem-solve under pressure, skills that would later translate seamlessly into real estate.

Still, after more than two decades in the industry, the demanding schedule and constant travel began to take a toll.

"After 20-plus years as a meeting planner, the hours and the travel were getting to be too much," Christy explains. "Real estate has given me the chance to build a career centered around flexibility, connection, and helping others through important life decisions."

In 2016, she officially entered the real estate industry. Nearly ten years later, she has become one of South Jersey's most respected solo agents, earning recognition as a New Jersey REALTORS® Circle of Excellence Gold and Silver recipient and a *South Jersey Real Producers* Top 100 Agent.



In 2025 alone, Christy closed 36 transactions totaling more than \$17 million in sales volume.

Yet for her, the numbers have never been the most important part of the job.

Treating Clients Like Family

Ask Christy what sets her apart, and her answer has very little to do with production statistics or awards.

“Treating each client as if they were a member of my family,” she says without hesitation.

Over the years, that mindset has transformed professional relationships into lifelong friendships. Clients have invited her to birthdays, housewarming parties, and family BBQs, something she considers one of the greatest compliments she could receive.

“I’m so proud to know they value our relationship as much as I do theirs,” she says.

That people-first philosophy shapes every aspect of the way Christy runs her business. She takes pride in her communication, ensuring clients always feel informed, prepared, and supported at every stage of a transaction. She also values the professional relationships she builds with fellow agents, understanding that smooth communication and mutual trust benefit everyone involved.

“I believe strong communication, timely updates, trustworthiness, and competence are essential to creating a smooth and successful experience for everyone involved,” she explains.

Those qualities have helped establish Christy not only as a trusted advisor to clients but also as a respected collaborator within the real estate community.

A Competitive Spirit That Never Left

Long before real estate, Christy developed the discipline and leadership skills that continue to influence her career today, this time through athletics.

In high school, she was a standout multi-sport athlete who scored more than 1,000 career points and recorded more than 1,000 rebounds in basketball. On the softball field, she pitched under pressure and learned the importance of focus, composure, and teamwork.

Those years taught her lessons that still guide her professionally today.

“The experiences built the confidence, teamwork, and leadership skills that continue to contribute to my success both personally and professionally,” she says.



after meeting in her freshman year at St. James High School in Carneys Point, New Jersey. Together, they have built a close-knit family that continues to grow.

Their daughter Ashley married her husband Mike in 2025, and the couple is expecting their first child this year. Their son Nick is engaged to his fiancée Skylar, with plans to marry in 2027.

“I feel so fortunate,” Christy says.

Their sweet Cavalier King Charles Spaniel, Sophie, adds even more warmth to the home with what Christy describes as “unconditional love, endless cuddles, and the kind of joy that melts your heart every single day.”

As a family, they love spending time at the Jersey Shore, especially in Ocean City. Whether relaxing on the beach, walking through downtown shops, or sharing dinners together, those moments remain some of Christy’s favorites.

She and Scott also enjoy traveling, exploring breweries, wineries, and distilleries, and discovering hidden gems wherever they go. One of their favorite experiences together was touring Tuscany, Italy.

Still, some of their most meaningful moments are the quietest ones.

“When we find the time to slow down, we cherish time just to sit on the back patio and share stories about our day,” Christy says.

Leading With Gratitude

As she looks ahead, Christy remains focused on growth while staying grounded in gratitude. She jokes that her projected sales volume is simply “enough closings to stay grateful, busy, and permanently attached to my phone,” but beneath the humor is someone who genuinely loves what she does.

For Christy, real estate has never simply been about transactions. It is about relationships, trust, communication, and helping people navigate meaningful life moments with confidence and care.

Every closing represents a family starting a new chapter, and being trusted to guide that process is something she never takes lightly. ▀

That competitive spirit still shows up in the way Christy advocates for her clients, navigates negotiations, and approaches challenges with determination and consistency.

At the same time, her empathy and calm demeanor help clients feel comfortable during some of the most emotional decisions of their lives.

Professionally and personally, Christy describes herself as friendly, confident, loyal, empathetic, and a good listener, qualities that naturally fit the kind of realtor she has become.

Building A Life She Loves

At the center of Christy’s life is family. She has been married to her high school sweetheart and best friend, Scott, for more than thirty-one years



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