

TOP AGENT MAGAZINE



Christy Duncan

For Christy Duncan of RE/MAX Northwest, becoming a Top REALTOR® has never been about the sales, but simply working in a career that is her passion. By serving the people of Houston, in just over three short years of being a licensed agent, Christy has already made a lasting impact within her community.

Texas native born and raised, Christy graduated from Texas A&M University in 1986 with an education degree in both Psychology and Biology. Following graduation, Christy moved to Houston where she became a school teacher in the Klein School District, as well as a published freelance writer for multiple magazines. When Christy decided to build her own home in 1988, she happened to discover her passion and niche. "I absolutely loved it," says Christy. "Friends started telling me I needed to get into the housing industry." And that's exactly what she did. "The more homes I remodeled, the more it became a passion of mine."

While Christy was remodeling houses, people in the area started taking notice. Her homes sold quickly and for top dollar. "Funny enough, I was staging homes before the word staging existed and even before HGTV was on television. The very first home I remodeled and staged, I did so by using items that were very attractive, modern and high-end looking. I knew I had to capture a buyer's attention and hopefully appeal to their emotions." It worked. Friends and REALTORS® started asking Christy to decorate and stage their homes as well as help them market their homes for sale. With so much demand, Christy started buying, remodeling and selling homes as well as doing so for several investors. "For years, I was inundated with the process of purchasing, remodeling and staging homes, and I loved every minute of it." So after years of success and a wealth of knowledge, Christy decided to officially get her real estate license in 2010.

As a licensed REALTOR®, Certified Home Marketing Specialist, along with an extensive background in remodeling, construction, staging, and inspections, Christy has become an expert on the process of buying and selling homes. Her years of experience coupled with being a long-time Houstonian, gives Christy an edge. "When I was flipping I really had to know the proper homes to purchase in order to make a wise investment. Most importantly I had to look at location, surroundings, house condition and floor plans to make sure I choose a home that had the right formula for resale. Now I

simply share that knowledge with my clients." With many years of experience in finding homes in the right locations, school districts, and aesthetic aspects, Christy passes this information on to her clients to help them choose a home that will be their best investment.

While in recent years it has become popular for agents to join teams, that is something Christy never plans on doing. "It's a necessity that I interact one on one with every client. I am very confident in what I do, and for me it's all about helping people personally." For her production, Christy was awarded the 100% Club by RE/MAX for the past two years. "It is an honor to have achieved this success. I feel blessed." Christy has also received the highest possible ratings from client surveys. Houston's local mls service, HAR, sends surveys to both buyers and sellers and then post the results to their website. Every client Christy has worked with has rated her with 5 out of 5 stars. "I feel honored and privileged that my clients have been so receptive."

Outside of real estate, Christy enjoys spending time with her husband and two children. She is a very active member of her church, the Texas A&M Association of Former Students, and the Texas Association of REALTORS®. Christy has a passion for helping youth and is also an active sponsor of Children's Miracle Network, Make A Wish Foundation, Goodwill Industries International, and New Missions.

In the end, real estate for Christy is simply what she enjoys. "It's my passion and happens to be my niche, so it just all fell into place. I work in this career because I absolutely love it. I never want to work because I have to, but work because I want to and that is exactly where I am at."



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