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Marietta real estate agent

named Rookie of the Year

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By Andrea Yeaman

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Chrissy Neumann has carved out a name for herself in the real estate industry, despite the Harrison High School graduate's rookie status.

Mrs. Neumann was proclaimed "Rookie of the Year" in this month's Real Estate Magazine, described as a People magazine for Realtors.

Just 26, her first year in the business translated into a gross \$10 million in sales. Mrs. Neumann attributes her success to her efforts in "providing a service and not selling a product."

For Mrs. Neumann, real estate is the culmination of everything she loved - working with people and helping them. Her real estate career began after two years as an account executive for BellSouth.

"Buying a home is the largest financial purchase you'll make, and probably the second biggest emotional decision," said Mrs. Neumann, who lives in Marietta with husband, David. "This allows me to work with people during a huge life event."

To attract clients, the University of Georgia grad first set up a Web site, www.castlesbychrissy.com, which resulted in a lot of traffic from its listing service. On one morning, for example, she had already attracted five prospective customers from midnight to 9 a.m. Another quality she attributes to her success is her quick response rate.

"I'm successful because I respond immediately. I e-mail right back. There are so many agents out there. If a person can't get a hold of you, they'll just call the next one in line," said Mrs. Neumann, who has homes listed that are priced from the \$150,000s to \$2.7 million.

Good communication is key, too. With any real estate agent, Mrs. Neumann stressed you have to be on the same page.

"I should be able to take clients to what they want in two car rides. If not, I must not understand what they want," she said.

But, no matter the buyer, Cobb is an easy sell.

"We have the lowest taxes in Georgia. People who relocate from New York and Massachusetts can't believe our taxes. Our price per square footage is low in Cobb County and Georgia. It's so fun working with transfers. You can make them so happy," said Mrs. Neumann, a Realtor with Keller Williams Realty.

The real estate agent overall is pleased with her new career choice.

"I plan to be doing this my entire life," Mrs. Neumann said.

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