



Christi says, “It’s been an amazing 10 years in the same location on Main Street in Duvall.”

Her location in this beautiful, historic town just 10 minutes east of Redmond gives Christi the opportunity to work with clients everywhere from Bellingham to Tacoma and throughout western Washington and Greater Seattle. Never one to shy away from a challenge, she doesn’t limit herself to working with only one type of client or transaction. Instead, she handles a bit of everything, including luxury sales, new construction, residential resales and commercial properties, short sales and REO properties. Her business also includes a leasing and property management division.

Throughout her long tenure in the business, Christi has established herself as someone clients and other agents are eager to work with. “I work very hard to have a great reputation for working well with other agents,” she says. “I’ve done a lot to make it so other agents will want to work with me.” Of course, providing an outstanding experience for her clients is also key to Christi’s success. “We are all about exceeding expectations,” she says. “I have a full-time assistant, Mary, who is integral to my business. Whether it’s a mobile home or million-dollar listing, we put a lot of effort into marketing our properties and making sure all our clients feel special.”

Clients who choose to work with Christi know they are choosing an agent they can count on. “We do this full time; it’s not something we just dabble in,” she says. “And because we work in all segments of the market, we’re a one-stop shop. I believe when clients put my name out to someone as a referral, regardless of what kind of real estate they need, we can help them. We make it easy for people to refer us.”

Christi’s deep roots in the community and strong commitment to supporting it also play key roles in the continuing growth of her business. “Our office is



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a huge community supporter,” she says. “We’ve done Movies In The Park for the past 10 years. I bring in a big production company and put on outdoor movies in the summer. We also do the annual Easter Egg Hunt every year in downtown Duvall.” Those two events are just the beginning. Christi also sponsors the Duvall 5K Run, The Riverview Education golf tournament and local sports teams. Every year Christi provides a scholarship to a business student from Cedarcrest High School and also serves as the

school’s coach to the freshman girls’ soccer team.

Looking ahead, Christi has a well-defined plan for the future of her business. “I’m looking at maintaining the status quo for the next five years; that will get my daughter through high school and off to college,” she explains. “In the meantime, I’m taking business and sports law classes with the hope of eventually branching into other forms of representation in addition to real estate.

When Christi Irwin first got into real estate, she quickly predicted she’d never be content simply being an agent. With a background in commercial aviation that included managing large teams of flight attendants, she knew it wouldn’t be long before she wanted more. And it wasn’t. Just a year-and-a-half after becoming licensed in 2004, she purchased her own RE/MAX franchise. Three years after that, she took RE/MAX off the sign and put her name in its place. “Since then, I have tripled my business,”

Christi Irwin

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