



With a lifelong passion for teaching, meeting new people, and building lasting friendships, Elizabeth “Libby” Crombie found real estate to be a perfect fit after leaving her career as a teacher and school administrator in 1999. “I always loved being around people and being a teacher, and with this job, I’m able to do both of those things,” says Libby. “In real estate, I get to guide my clients through what can often be a difficult time, and it’s very rewarding to have been instrumental in that process.”

Leading her dedicated team of agents at Royal LePage, Libby is an expert in the area of Prince Edward County — or “The County” — as it’s known to the locals. Years ago, when she was raising her family, she and her husband purchased a home in the County. They spent many weekends and every summer there until they finally made it their permanent home over 16 years ago.

Libby’s clients have come to rely on her expertise, as well as her easygoing and no-pressure approach to the business. “I don’t like being pushed into things, so I don’t do that to others. I find that being honest and upfront while providing as much information as possible works better because then they can go forward with what you’ve taught them to make decisions that are best for their family,” Libby says.

Being available to answer questions and ease the worries that are common during a real estate transaction are important qualities for any real estate professional, and Libby and her team certainly have a knack for taking care of people. “As I got busier running my business, it became harder to manage the needs of all my clients. But now there are three of us and we are able to take care of anyone’s requests. We really do work seamlessly together,” Libby says. “We cover all of The County, Picton, and Quinte District. This is such a special place and many people are beginning to realize that,” says Libby. “It’s nice to be able to share my knowledge and love for it with everyone from retirees to young families who want to settle here to raise their children.”

Along with a deep sense of accomplishment and pride in finding solutions for the diverse real estate needs of her clients, Libby has also been rewarded within the industry over the years. She has been the recipient of the Diamond Award at Royal LePage several times, which she is most proud of. “I don’t work just to get the awards but it sure is nice to be recognized for your hard work and dedication. It’s encouraging to know that others care and are aware of what you’re doing.”

When she has some time away from the office, Libby enjoys regularly meeting with her friends for lunch, reading and travelling. However, most of all, she treasures spending time with her four children and 10 grandchildren.

Libby is very dedicated to serving her community in a number of ways which include sponsoring Festival Players, The Regent Theatre, Art in the County and The Jazz Festival to name a few. She actively fund raises for the Glenwood Cemetery and organizes the annual Christmas House Tour. Libby is also a member of the Rotary Club of Picton, Women at Noon and County Construction Association.

In keeping with her strong commitment to serving others, Libby intends to continue her work in giving back to the community along with building her business. “Growing my real estate business is important, but so is helping out wherever I can,” says Libby. “I firmly believe that business will come your way when you put yourself out there to help others. It benefits everyone. It’s something I’ve always done and I always will.”



Elizabeth Crombie

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