



Maryland real estate agent Chris Traczyk knows his way around houses. Growing up, he worked on rehabbing homes with his father from the time he was old enough to pick up a hammer. When he reached a point where he was using an agent to sell those homes, he had a light bulb moment. “I started to see that I was paying my agents to do a so-so job, and I realized I could offer better customer service,” he says.

Now a licensed agent for 15 years, Chris manages The Traczyk Team with RE/MAX New Beginnings. “Right now I primarily do business in Baltimore, Annapolis and Arundel,” Chris explains. “But my team and I would also like to branch out into Washington, DC, because it’s a much different market.” That team includes two buyers’ agents, two listing agents, and an office manager.

In addition to working with listings, Chris and his team help many first-time home buyers and real estate investors. They all share the belief that education is key to making transactions run smoothly. “We offer free classes for first-time homebuyers at the local library along with a title company rep, a lender, and a home inspector,” Chris explains. “I give a presentation about how the home-buying process works and people can meet the full team before they even start looking at houses.”

Acknowledging that buying or selling a home is inherently stressful for clients, Chris and his team are committed to minimizing that stress. “We are tough negotiators who are always looking out for our clients’ best interests,” he says. “We return calls as quickly as possible and hold our clients’ hands throughout the transaction to make it as comfortable as we can.”

Honesty and transparency are also key in how Chris conducts his transactions. “We are always honest and up-front with clients; we don’t try to hide anything. The more they know about the house the better,” Chris says.

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“If we see something that’s a potential concern, we point it out. And we don’t just look out for our side. We look out for both sides and try to help the other agent if we see something going on.”

Along with looking out for his clients, Chris is also committed to supporting the communities he serves. RE/MAX partners with the Children’s Miracle Network and sponsors an elegant social event every February, with all the proceeds donated to the organization. “When you see the money actually going to the organization and see what it does for them, it’s an amazing experience,” he says. Additionally, Chris does stunt work with the Baltimore Ravens cheer team, one of only two NFL teams who use male stunt performers.

As he plans for the future of his business, Chris remains committed to his core principles. “There is a lot of competition out there, so I want to constantly be learning to maintain an advantage,” he says. “I also want to expand and do more in the luxury market in DC, as well as grow the commercial side of the business.”

It’s clear Chris made the right choice when he decided to pursue a real estate career. “I love the feeling when you give clients the keys at the closing table and you see the big smiles on their faces,” he says. “Knowing I helped out with that feels great.”

Chris Traczyk

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