

# featuredagent

magazine

THE  
*Cagney*  
FAMILY



# THE *Cagney* FAMILY

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The Cagney Family — a dynamic three-agent family real estate team with members Guy Cagney, Maura Cagney-Tipton, and Patrick Cagney (father, daughter and son, respectively) — have been in the business collectively for more than 80 years. Licensed in Ohio, Indiana, and Kentucky, the team is wholly unique in its setup; rather than taking on specific roles, they prefer to work every aspect of the market together. And this approach has made their practice effective, personal, and rewarding for the agents and their clients alike. No wonder, considering Maura and Patrick have been immersed in the industry since childhood. “We’ve grown up in the business,” says Maura. “We both just kind of fell in love with real estate.”

In a demonstration of their synergy, the Cagney Family has been in the top 10 Coldwell Banker agents in their area for multiple years, and just recently placed 9th overall in the Coldwell Banker awards, which is an impressive feat for such a small team. They also recently received the International President’s Elite Award for over 200 sales or \$1.5 million in commissions. With such a spread of decorations, and a 70% rate of repeat and referral business, the Cagney Family has secured a coveted spot at the top of their market.

What truly sets them apart is the personal, close-knit atmosphere of this family partnership. The Cagney Family is efficient, skilled, and highly focused on each individual



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client's needs. They know the market intimately — the younger two having learned its nuances from Guy's vast experience — and this allows them to provide premium service with a personal touch. In addition, the team's dedication to the business has led them to avoid emphasizing high-end properties, thus cultivating a zest for seeing clients through the many stages of home ownership. As Maura explains, "We love to continue that journey from first-time homebuyer, to the move-up, to building your dream home. We love every single transaction along the way because we're following you on your journey."

The Cagney Family prides itself on its relationships with clients, past and present. They hold hugely popular events, among them a breakfast with Santa, and The Cagney's Countdown to St. Patrick's Day, which celebrates their Irish Heritage. Maura has also developed a very strong and active social media presence for the team, and the three maintain contact with clients by being sure to call frequently about new listings, or simply to check in. These practices stem from the conviction Maura and Patrick learned from Guy early on, to never value a transaction in terms of money, but in terms of the good they are able to do for a client. As Patrick says, "That's how we've always done it."

The Cagney Family derives great joy from helping people, and loves that their role allows them to interact with all walks of life, guiding and assisting all kinds of people through a variety of situations. This passion and care truly has brought the team above and beyond.

In their time outside of work, Guy can be found golfing,



Maura enjoys exercising and spending time with her kids, and Patrick values family time, especially getting his son involved in sports. The team is involved in multiple ways with their community, including Payton's Lemonade Stand, a nonprofit organization (of which Maura is president of the board) that contributes to a host of causes in the local area. They take pride in being able to help build their community through their involvement.

As for the future of their business, the Cagney Family places great weight on adaptability, so in fact they don't feel the need to look too far into the future. As Maura shares, "We never have a specific plan in mind. We're going to change like chameleons with the market." The belief in their ability to excel in any conditions by intuition and passion perfectly sums up what makes the Cagney Family so very special in the world of real estate.

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