



Bobby Moody entered the world of real estate earlier than most. At only 19 years old, he knew he didn't want to rent, so he set to work finding and purchasing his own home. After moving out of that home he began renting it to others. Over the next few years he moved further into the world of real estate investing, acquiring and renting multi-family properties and steadily growing his influence. In 2019, Bobby became a fully licensed real estate agent.

Now, Bobby works with individuals in Atlantic City and the south and central counties of New Jersey. Though he works with a variety of clients, much of his business consists of turnkey situations in which one investor purchases a rental property from another. He loves what he does and sees it as a way to build something enduring for his son. Bobby explains that he is "living for legacy," and is passionate about continuously expanding and improving Moody's Movement, the real estate company that bears his name. As his business continues to grow, he is planning on moving further into larger apartment complexes as well as the AirBnB industry, expanding his reach into yet another facet of real estate.

Bobby has a gift for connecting with clients. He estimates that approximately 80% of his business comes through clients who have either worked with him in the past or have been referred to him by others. One reason those clients keep coming back is because Bobby is a consummate problem solver. Whether he's fixing up a property for sale or rent, finding the perfect place for a potential buyer or renter, or working in his second job in the auto collision industry, Bobby has a unique gift for making a difficult situation better. He notes that many of the sellers he works with are looking to downsize due to a loss or other life-altering event, and he takes pride in being able to ease the transition for them. Integrity is

the key, as he explains. "A lot of people are feeling vulnerable and emotional at those times, so they're not going to want to work with someone where they feel like they're being taken advantage of." In painful and trying situations, Bobby provides his clients with a calm and trustworthy presence. When a client puts their faith in him, they can be confident they will be in good hands.

For Bobby, nothing matters more than helping others grow. "What I enjoy most about what I do is being able to see people smile and knowing that I was able to help with one of the biggest decisions of their life." With his clients, whether they're buying, selling, or finding a place to rent, Bobby's assistance makes all the difference. Not content with just helping his clients, Bobby also reaches out to his community through classes he teaches with his local church. He uses his unique perspective as an early homeowner and current investor and real estate professional to teach others how to become first-time home buyers themselves. He teaches participants about building credit and utilizing programs that allow people to buy a home without a large down payment. These classes can be life-changing for those who attend; a better understanding of finances, credit, and the real estate market can allow someone to move from an unstable or financially draining situation into a home where they can begin to build a firm foundation.

Even with the pressure of working in two demanding fields, Bobby remains a devoted father. He loves spending time with his son, who, at only nine years old, is already eager to follow in his dad's footsteps by working in collision repair and the real estate industry and is learning all he can about both fields. This ambitious young man will certainly have big shoes to fill. Bobby's hard work, generous spirit, and practical approach have made a huge difference to many. His influence will live on in both real estate and in his community far into the future.

Bobby Moody

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