

TOP AGENT MAGAZINE



ANDREA LEVINE

The artistically inclined Andrea Levine got her start as a realtor twelve years ago, following her love of architecture and home design toward a thriving career in Richmond's distinct housing market. After years working in film and as a ceramic artist, Andrea was exploring a potential investment property when she got to talking with her real estate agent.

Inspired by what she learned, Andrea swiftly decided to join the industry and commit to what she'd missed during her life on the road—giving back to the community and working among Richmond's inspired architecture.

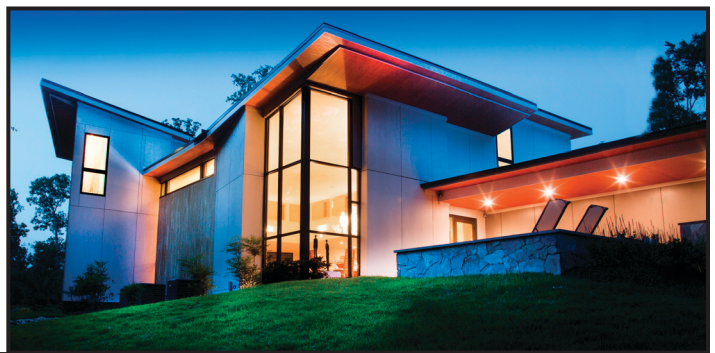
From the outset, Andrea has built a considerable business. Combining a hybrid support team, custom marketing, and masterful cultivation of her network, Andrea's client base primarily consists of referral and repeat business—a testament to her winning approach. With an eye toward education, as well as growth, Andrea takes on her office's new agents, personally teaching them the ropes until they're capable and confident. Then, she sends her acquired support staff out with buyers, creating a harmonious and symbiotic relationship for Andrea, real estate up-and-comers, and pleased clients. As for marketing, Andrea knew from the beginning that her marketing efforts would be distinct. Firstly, she puts her husband—a professional photographer—to work on each of her listings. She also makes effective use of custom brochures and mailers, and takes a modern approach to agent events—throwing the occasional happy hour. As an EcoBroker, Andrea helps clients to purchase and market properties with green features, save money, and live comfortably through energy efficiency, healthy living spaces, and environmentally-sensitive choices. Applying her experience working with Richmond's most unique homes, Andrea flexes her architectural knowledge as co-founder of Modern Richmond Tour, offering public tours of the many modern residential and commercial properties in the area.

Beyond her marketing insight and affection for the local inventory, it's interpersonal relationships that drive much of Andrea's success.

Whether she's encountering fellow art-lovers at openings or getting to know her clients one-on-one, people and community are at the heart of Andrea's work. "What I love most about my career is the people," Andrea reflects. "Sharing knowledge and being able to take pride in doing a job successfully is so rewarding. There's no better feeling than crossing the finish line with everyone smiling and feeling good about where we've arrived." With her admiration for fine homes and knack for forging bonds with her clients, every aspect of Andrea's work is touched by the personal.

Intrinsically detail-oriented and devoted to her projects, it's little wonder that Andrea also commits much of her free-time to civic engagement. Andrea is the business representative of Richmond's Urban Design Committee, advising the planning commission on potential building projects. She's also a past president of her neighborhood's Civic League and is a regular volunteer in Richmond's public schools. In addition, Andrea serves on the Richmond Association of Realtors MLS Committee and as a judge for the Better Housing Coalition Golden Hammer Awards. During her leisure, Andrea does her best to get outdoors. She enjoys sailing, kayak fishing, paddle boarding, cycling, and getting away to her family's second home on the Chesapeake Bay.

As for the future, Andrea has plans to continue her business's upward trajectory, concentrating on adaptability as the market continues to evolve. Part of that plan includes remaining current on professional education, gaining insight from her dedicated batch of up-and-comers, and staying involved in her professional community. As a recipient of numerous awards and designations, including Outstanding Sales Associate of the Year, a 12-Year Distinguished Achiever Award, and a 6-Year Five Star Agent, Andrea is resolutely focused on the future. While her business continues to flourish, it's her clients that Andrea thinks of when considering the years ahead. "Being aware, understanding industry developments, and staying current in the marketplace—it's an agent's responsibility," she recounts. "Not only for your business, but because it allows you to best serve your client." With that attitude at the forefront, Andrea's flourishing business is sure to remain both centered and bright.



To learn more about Andrea Levine, visit andrealevine.com, e-mail andrea@andrealevine.com, or call 804-647-2828