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COVER STORY

*Christie*  
**LEWIS**

**AGENT STORY**

Lexi Engelbach

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**PARTNER SPOTLIGHTS**

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# Christie LEWIS

cover story



Article by **Zachary Cohen**  
Photos by **Karen Thaemert**

## WHATEVER IT TAKES

*When asked what her favorite quote was, Christie Lewis turned to the wisdom of ancient Taoist Chuang Tzu. “Just when the caterpillar thought the world was over, it became a butterfly.”*

“I think my life has been a series of getting out of the cocoon, but that’s made me stronger so I can fly,” Christie says. “Every time I do that, it makes me stronger, more faithful, and I am a person that appreciates every second of life. I don’t take anything for granted.”

Christie has overcome a lower-class upbringing, thyroid cancer as an adult, and the loss of her daughter, Carly, among other challenges. Through it all, she has softened to the world around her, hoping to offer grace to everyone she comes into contact with.

“Through perseverance and staying rooted in my faith, I’ve been able to create the life I love with my husband, Jeff, our boys, Bryson and Barrett, plus my stepson, Kyle,” Christie beams.

“I’ve come a long way and have been through a lot, but I’m all heart and soul now.”

### THE PATH TO REAL ESTATE

In 2011, Christie began her real estate career “by accident.” After twelve years with Enterprise Car Sales, she left her full-time career to be with her mother, who was terminally ill, and her son, Bryson, who needed medical care due to congenital disabilities. Christie was fortunate that Enterprise created a contract training position for her so she could work part-time. However, another opportunity soon arose.



When Christie’s real estate agent, Liz Fendler, suggested she give real estate sales a shot, Christie was intrigued.

“I started selling houses. A lot of them,” Christie reflects. “I kept waiting for a full-time position to open so I could return to Enterprise, but nothing was opening that suited my needs with little kids. Eventually, my real estate income had greatly surpassed my Enterprise income, so I said, ‘Oh my gosh, I think I accidentally became a REALTOR®. That was 2015.’”

Christie let go of the company she loved and intended to retire from to take a chance in real estate, and it paid off. For the next seven years, David and Liz Fendler continued to be amazing mentors, or as Christie says, “More like family, really.” Christie credits David and Liz for much of her current success.

In 2018, Christie decided to take her business to the next level. That’s the year she joined Keller Williams and decided to treat real estate as a business.

“Now I have a brand, and I also know who I am in the business,” Christie says. “I’ve been told I’m the unicorn of real estate. I’ve been told I run circles around other REALTORS®. What that means is I just do whatever it takes. And I feel like that is what makes me different. I feel

like real estate is more of a calling’ for me than a career, and it’s my role to help others accomplish their goals.”

In 2021, Christie closed 70 deals for \$17.4 million.

### KEEPING IT PERSONAL

Christie’s 2021 stats don’t tell the whole story. Her business changed a lot in 2020, shaped by the forces of loss and love.

“2020 was a tough year for me. The kids were being schooled from home, and my dad, who was my rock, my coach, was diagnosed with stage IV cancer, and within two months, he was promoted to heaven. And then COVID hit me really hard.”

During that time, Amanda Crouch, who owns Crouch Consulting, made an offer: one of her employees, Julie Colbert, could act as a full-time assistant for Christie when she needed to be with her father.

“They saved my life,” Christie says.

Christie also utilized Zach Schulte as a showing assistant. Her business remained strong.

“What I learned was that I still had an amazing year in real estate, and I didn’t have to do it all by myself to be successful. So for me, in real estate, that was a pivotal moment, where I said, ‘Now that I’ve leveraged, I never want to go back to not having that.’”

Along with Julie and Zach, Christie enjoys having Anna MacMillan as a buyer’s agent.

“Anna is zesty, fun, and full of life. She’s authentic, and our clients just love her,” Christie says.

#### **ALL HEART AND SOUL**

As Christie reflects on her success, she keeps her trials and tribulations close to her heart. She remembers growing up poor — no hot water, yard sale clothes, and the embarrassment that accompanied free school lunches were the norm. She committed at a young age that she “wasn’t going to live this way” when she grew up.

That inspiration continues to drive Christie. She’s driven to take her current success and give back to others. She understands what it’s like to struggle and wants to be the person that can support others in need.

“[I want to be the person] that can pay when parents need money for their kids’ surgery

or write a check to help someone in need fix their car,” Christie says.

In this way, Christie follows in the footsteps of her father. After he passed, Christie remembers how many of his customers reached out to her to share stories.

“My dad knew everyone at a heart level. He knew everyone’s story. I had so many people reach out to me to tell me how my dad helped them. One kid was on the wrong path, so my dad created a job for him and mentored him, and now he’s an engineer. Another girl reached out about how my dad put gas in her car and paid for her cell phone during a bad divorce.

“He really did love his customers with his whole heart; he valued them. So I’ve made a commitment that I want to be like that. I want to be the person that is there quietly, not taking credit, in their time of need. I just want to make a difference in someone’s life.”

#### **FAMILY HIGHLIGHT**

Christie’s sons, Bryson and Barrett, are now 15 and 13. She is married to her husband, Jeff, and has a stepson, Kyle (28).



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