

NOCO

REAL PRACTICERS[®]

CONNECTING. INSPIRING.



**CHRISSY
BARKER**

Chrissy Barker

▶▶ standout
REALTOR®

By Danielle Kidwell
Photos by Brenda Saint,
b.saint Photography

RE / MAX ALLIANCE

going with the flow and trusting the process

Chrissy Barker works best when she's home alone, enjoying solitude without constant interruptions. Most comfortable in yoga pants and a messy bun, she can get a lot done when she's focused and quiet, and then a quick shower, change, and nametag transform her into the successful REALTOR® she is for her clients. Nicknamed The Yogi REALTOR®, she teaches yoga classes when she's not working on real estate transactions. "It's all about balance in my classes," Chrissy explains. "Life isn't perfect, and we are all doing the best we can." She weaves in stories about her clients while she's teaching, and it's not unusual for someone to approach her with real estate questions after yoga class, as she's already established as a trusted leader. She takes the teachings of yoga to heart, leading with her intuition and always seeking balance. Her path to real estate took many twists and turns, but she always trusted the journey.

As a high school student, Chrissy was small in stature but was recruited for the volleyball team at Florida Atlantic University in Boca Raton, which she attended on a scholarship. She played on the back row and was a serving specialist on the team. Chrissy transferred back to her home state of Colorado to finish college at Colorado State University, where she again played volleyball on the well-known Division I team.



Photo taken at Foss Yoga Studio

After college, she went where her heart led her, moving around and exploring places such as Frisco and Vail, where she sold ski school lessons and snowboarded, then out to Arizona, where she lived for four years as an advertising executive. She disliked the intense, dry heat of the desert and moved next to Portland, Oregon, substituting cold, gray rain for the bright, hot sun. Chrissy had a hard time finding an advertising job in Portland, where she found a difficult market to penetrate at a time of massive layoffs due to Sept. 11.

Once again, Chrissy had to think on her feet and change her circumstances. She found a job selling wedding dresses in a high-end bridal boutique within walking distance of her home and was not happy. "People are mean in the wedding business," she says. "I somehow ended up being the number two salesperson in the shop, yet I absolutely hated it!" One of her friends was a REALTOR® and suggested she try her hand at it. She remembers thinking, "If I'm good at selling dresses and I don't particularly like it, imagine what I could do if I loved what I was doing!"

And Chrissy loves real estate. A lover of authenticity and meeting people where they are, she has a gift for finding clients in unexpected ways. For example, a woman dropped into one of her classes on a visit to her mother-in-law. She and Chrissy connected, and that turned into the woman becoming a friend, a student, and a client who recently purchased a home for \$1.1 million. "People come up to me all the time wanting to connect, and often I don't know why I'm there, but I trust it," Chrissy reflects quietly. "I try to be open and vulnerable with no judgment, and my job is to accept people where they are and no matter what their story is and get them from point A to point B."

She's open to accepting help, as well. Chrissy recalls a particularly rough day a few months ago when she sat on a park bench to clear her brain during her daily walk. An older couple walked past holding hands, and she said they were the cutest thing she'd ever seen, asking for their secret to happiness. The gentleman told her they'd been married for 57 years, and their secret was holding hands every day. Chrissy was moved to tears when they asked about her, and she revealed that she was having a tough time. "They said I reminded them of their daughter," she says with a catch in her voice. "A month later, the wife called me, having Googled my name, and asked, 'Are you the sweet girl we met on our walk, and if so, could you

please call me back?'" Chrissy helped them sell their condo and gained another pair of friends. She treasures her connections, dropping off pies at Thanksgiving and leaving gifts at her clients' doors.

The other treasures in Chrissy's life are her children, 18-year-old identical twins Emma and Sophia, and 16-year-old son Jacob, who had life-threatening food allergies and spent much of his childhood in and out of the emergency room. Chrissy says, "My job was to keep him alive when he was young, and getting certified in and teaching yoga grounded me when I felt like I was going crazy, staying home with kids and worrying about him."



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Yoga and meditation inform Chrissy's daily practices in real estate and her personal life. Having practiced what she preaches, Chrissy is living proof that intuition, faith, and following your heart are ingredients for success. 2022 turned out to be her best year in real estate since starting

in 2002, and she made the Top 15 agents list (out of 369 agents and six offices!) for ReMax Alliance several times over the course of the year. In both 2019 and 2020, she made the Top 20 agents list at her previous real estate company. Chrissy holds certifications as a Certified Luxury

Marketing Specialist and the Guild Designation. The next time you're looking for a yoga class or an experienced REALTOR® who truly listens and guides from her heart, gets results and doesn't give up, connect with Chrissy — she'll be grateful to hear from you.



Photo taken at
Foss Yoga Studio



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