

TOP AGENT

MAGAZINE

A portrait of Kristi Neidhardt, a woman with long, dark brown hair, smiling warmly. She is wearing a dark blue top and a necklace with multiple rows of clear, faceted stones. The background is a soft, out-of-focus light blue.

**KRISTI
NEIDHARDT**



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With over fourteen years in the business, Top Agent Kristi Neidhardt of Exit Premier Realty's The Kristi Neidhardt Team has been providing her many satisfied clients with the very best in client service in the Annapolis area since 2003.

By 2014, Kristi found herself listed among the upper echelons of all real estate agents in the Mid-Atlantic states. Ranked among the top 1% of all realtors in the state of Maryland and the United States.

"I was originally interested in flipping properties," says Kristi, "but then I realized how involved it was and out of my realm of exper-

tise. Instead I joined a brokerage, took my first client, and fell in love with the business. I've been at it ever since."

Her team, which consists of five others, runs a thriving business that is based almost 80% on repeat and referral clients. Kristi credits the true caring she has for all her customers as the key to this loyalty. "I think our clients know that we truly care about them. We really form relationships with them, and we follow up regularly." This follow-up takes several forms. "We send out what we call a 'letter from the heart,'" she says, "which talks about something impactful to me that happened in



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the past month, hopefully to inspire them. We also send out Evidence of Success postcards highlighting a recent sale with photos of the house on the front and a story of the client's experience on the back. We also send out birthday cards, hold movie nights, and donate a portion of each home sale to the client's preferred charity."

It's her team's willingness to go the extra mile that also cements client loyalty. "We sit down at the end of each sale and judge our success by whether we benefited our client's lives or not. If not, we go back and figure out how to do that. For example, we had a pregnant woman moving to a new house, so we decided a good way to alleviate her stress would be to clean it



for her. It's all about going above and beyond, going the extra mile. Our clients know we truly care about them as people."

Kristi is quick to answer when asked what she likes most about what she does. "It's the peo-

ple. It's the relationships I get to form with people I'd never have the opportunity to meet any other way." She also credits her team for keeping her enthusiasm for her job intact. "I absolutely love the camaraderie our team has. I think it just overflows when you have



fun at work, with great people you work with. It just makes everything enjoyable, and I think it makes you work harder without even knowing it.”

Kristi feels strongly about giving back to her community, and to that end her team contributes to multiple charitable organizations, including Habitat for Humanity, the Special Olympics, Feed the Children, Autism Speaks and the St. Jude Children’s Hospital, to name just a few. She is also proud that her office has embraced the Green ethos, providing energy audits to clients who bought low-efficiency homes, and planting 100 trees after every home sale to offset the carbon footprint of travel and paper used.

Last year Kristi hiked Mt. Kilimanjaro in Tanzania, Africa to raise funds and awareness about human trafficking. All told she helped the group of 11 hikers raise over \$30,000. These funds were used to train regional law enforcement officers to better identify and prosecute offenders as well as identifying and rescuing victims.

As for the future, Kristi plans on exceeding by ten million the thirty million dollars in transactions they closed in 2016. “We want to be known for providing an amazing experience for all our clients, and for getting great values for people, and to negotiate like crazy to help them get the most out of one of their largest investments.”



For more information about
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