

TOP AGENT

MAGAZINE

Cindy Blyle



Cindy Blyle



Cindy Blyle is amazing to watch. She has built a stellar career with RE/MAX Parkside Affiliates in Olympia, Washington bringing in top numbers for the company every year and reaching RE/MAX's Hall of Fame for production. All this was accomplished while raising four children with her husband and business partner, Lee, who recently returned from a deployment with the US Army. Now, with Lee safely home, the pair is stronger than ever and so are their numbers in both their sales and property management divisions.

When the couple first started out in 1993, Cindy ran the sales side with Lee starting and heading up a property management company. "Sales is where my heart is," says Cindy. "I love people, and I'm a very good listener. It is most important to me that my clients' needs are met." Her natural aptitude for sales was a great match for Parkside. "I can't imagine working for anyone else," she says.

"This company gives me the support and encouragement I need to be successful." By her second year, Cindy reached RE/MAX's 100% Club, which recognized her for her outstanding production numbers. Cindy has earned her CRS and ABR designations as well as a Managing Brokers License.

The two sides of the business have proven to be very symbiotic. Some agents are wary of having both a property management business and working sales, in fear that they may be taking potential tenants from their property owners. In Cindy's view this doesn't have to be the case. "My team and I are always very conscious of the needs of both the tenants and the owners. Though sometimes it can be hard to keep everyone happy, it's our goal to have all of our clients satisfied," she explains. Her work in sales has come in handy on a number of occasions. "We had an instance where we had a tenant with a large dog and the Homeowners Association



wasn't happy about it," she recalls. "We resolved the situation by selling the tenant a new home, and finding the owner a new tenant, all without the owner losing a single day of rent." Both sides of the business benefit from this high level of attention and service the Blyle Team provides.

In 2004, things changed for the Blyle family when Lee was called back to active duty with the U.S. Army. Cindy took over the property management business which then held over 75 units and continued working sales. For many people the stress of raising four children on their own in addition to running two businesses would be too much, but not for Cindy. That same year her team had the highest number of transactions in the company. By 2006 she had doubled the property management numbers. "I'm not sure how I was able to do it all," she says. "I had to step up for my family. I kept positive and juggled all the things in my life as best I could."

In order to manage all of these aspects of her life, Cindy has always been surrounded by a great team, both in the office and at home. "My husband has always been a great support, but we also relied heavily on our outstanding staff," she explains. "Especially and most importantly, our office manager and sister-in-law, Judy Blyle, who has been with us for 10 years, she is the glue that keeps the business running smoothly. We also received great support from her assistants, Melissa Ahnen, Amanda Wright and our children who helped out in summers and after school, Chelsea 23, Tiffany 22, Colton 19, and our little princess Tori who, at just age 8, thinks she is a REALTOR® already," she laughs. With Lee recently retired from the Army as a Lieutenant Colonel and back on the team as the business operations manager, the business is running at full steam. They are managing over 200 single-family rental homes and production for the Blyle Team consistently ranks among the top for Parkside Affiliates.



Though the numbers and the success are wonderful, for this close-knit team nothing is more important than family. “We work hard and play hard,” says Cindy. “We’ve gone from camping together, to traveling Europe and taking cruises as a family and hiking down the Grand Canyon. We started out with a 17-foot ski boat for our first 10 years, and moved up to a 40-foot yacht that many

friends, family, agents and clients have enjoyed with us for many years. Now we’re back to the basics putting three kids through college. One recently returned from serving a church mission in Japan for 18 months, one recently married, and our son joined the US Army Reserves, all in the same year!” Things never seem to slow down for this group, but they wouldn’t want to have it any other way.

For more information about
The Blyle Team
visit www.BlyleTeam.com
email cindyblyle@live.com
or call 360-888-7253