

Written by Haley Freeman

ANNE MARIE REGGIE

Anne Marie Reggie is the kind of woman you want advocating for you when the stakes are high. It is not simply because she is a top-producing Realtor® at Keller Williams Coastal Properties in Long Beach, ranked in the top one percent of agents in her office and in the top five percent of agents in Long Beach. It is because her spirit is indomitable, her loyalty fierce,

and her passion limitless. She meets every day with positive expectations, and the results are truly extraordinary.

Anne Marie makes the difficult things in life look easy, and her ability to adapt to new challenges is a marker of her life and career. As a young professional, she left California for New York City, where she boldly pursued a career in the music industry. She had no family in New York and few contacts, but her tenacity and genius for bonding with people opened doors that eventually led her to form her own highly successful marketing and promotion company, where she gained Top 40 national radio airplay for major and developing artists.

“With the advent of Napster, the music business changed a lot. Then after 9/11, it was almost like a nail in the coffin. I took time off for maternity leave and just could not regain momentum in a heavily-changed industry. I had built a great company, and thought I would have ample time and financial means to give my daughter. But as it turned out, I had to start over in a new city, with a new baby. After being an entrepreneur for so long, I couldn’t imagine working a nine-to-five job. Since I had enjoyed buying and owning real estate, I thought making a new career out of selling it would fit well with my interests and skill set, and give me freedom to be with my daughter.”

Anne Marie did not allow the challenges of single motherhood or a new career in an unfamiliar community discourage her. Instead, she reached into her soul, retrieved her formidable resolve and began doing what she does best: connecting with people. Real estate turned out to be a field where she could apply her creativity and her passion, and create community along the way, and in no time she excelled. She earned the Rising Star Award in her first year of Real Estate for her rapid success, followed by multiple peer nominations for Realtor® of the Year.



When the market took a downturn a few years into her real estate career, she seized the opportunity to learn new skills, becoming a Certified Distressed Property Expert.

Today more than 90 percent of her business is derived from referrals and repeat clients, a testament to her remarkable expertise and client care. To this point, she has won the Five Star Award every year since 2012, a national organization that recognizes exceptional customer service, based on nominations from clients.

Anne Marie’s commitment to natural living adds another interesting facet to her professional persona. She is a Certified Green Real Estate Professional and the first agent in her office to go paperless. A natural teacher, she is also a certified Bradley Method natural childbirth instructor, and this trusted connection to community is another means of building lasting bonds with others. “I love meeting new people. Some of my best friends are past clients. And through both these roles I am involved in two of the biggest events in people’s lives, which is so cool! I also love the education component that both provide. I want to educate people through what can be challenging processes so they can overcome any fears and feel empowered.”

Anne Marie utilizes the same innovative methods that she employed during her days as a sought-after music promoter to ensure that sellers’ homes receive high profile publicity. “I approach a new listing like launching a major film or a new album. I put all of the pieces in place so when it hits, the public will see it from all sides. We have to be completely ready to go, with the staging, the professional photography, video, advertising, networking with other agents, getting the word out online including through social media and through our extensive database. Creatively listing and selling homes, negotiating deals, getting my buyers’ offers accepted, and coming up with out-of-the-box solutions to overcome hurdles is fun for me! But helping clients build wealth through real estate is my true passion.”

Anne Marie has chosen not to be a part of a large team, ensuring that clients always get her personal time, attention, and negotiating skills. In order to deliver seamless service, she has surrounded herself with a team of talented support professionals, including her own assistant and transaction coordinator, as well as a whole community of contractors, lenders and vendors who are in alignment with her values. Technology also increases her efficiency and helps her to remain connected with clients on their terms and schedules. She is at home in front of a camera, and is increasingly using video to promote her listings and to educate her clients.

This amazing woman with a bi-coastal attitude is all about living a life of passion and purpose. She is well-loved by clients and colleagues alike, and her inexhaustible vitality infuses everyone with enthusiasm for the project at hand. She is generous in sharing her knowledge and ever eager to learn something new. She is a fierce negotiator, but always looks for the win-win. She believes in helping others build wealth through real estate, and she practices what she preaches. Most of all, she is empowering people to achieve their dreams, and she is having great fun along the way!

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