

HAMPTON ROADS

# REAL PRODUCERS.<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.

*Christian*  
**RAMIREZ**



# Christian H. RAMIREZ

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## RHOAD & Co.

Christian Ramirez of RHOAD & CO is our rising star, and he wants to show the world that age is not a determining factor for success. Behind his youthful face and tremendous energy is a determination that takes most agents years of tempering by the crucible of the Hampton Roads market to acquire. Perhaps it is due to growing up here or his deep faith, but Christian has been able to overcome everything life has thrown at him so far with grace and humility.

Christian began working as an agent more than six years ago at the age of 18. He had already started working on his finance degree with a focus on commercial real estate at Old Dominion University when inspiration struck him like a bolt of lightning. He had a dream that showed him a future of working as a residential agent and helping people. This phantom of the future had such an impression that upon waking up, he immediately sprung to action to start getting his real estate salesperson license.

Through God's grace, Christian already knew a fantastic real estate mentor, Melannie Rhoad. He approached her for help, and Melannie more than stepped forward. Without her guidance and the support of his fiancée, Alethea Lim, he is not sure if he would have succeeded as an agent and finished his degree; however, he was driven forward by his vision and his personal philosophy about the business, "Stay consistent, stay patient, and don't do this business for the money," he said. Through their support and his focus on the joy of helping people,

his place in the business has grown rapidly and turned into a steadfast march toward greatness.

Since then, Christian has achieved a career volume of \$20 million, with more than \$9 million of that volume in last year alone, and he is not stopping there. He is actively working on becoming a broker and would eventually like to open his own brokerage so that he can help younger agents understand what it takes to swim with the sharks of real estate while providing a high-quality experience for their clients. With his current actions, he is showing all of us that the future holds a bright spot for Christian.

When he is taking a break from crushing it in the professional and educational setting, he likes to break dance, a passion that he has had since he was a child. It is not only a great work out, but it is also a great art form. Through the art of break dancing, he can express, experience, and sort out emotions and thoughts. It is a way to connect with a high power and take care of himself.

In a few moments of retrospection, Christian wanted to offer the following pointers for those coming up behind him. First and most importantly, he said, "Motivation is temporary, but execution is everything." His second tenet is to prepare for the worst and hope for the best in this market. With as wild as this market has been over the past few years, it is important to set your mind and work because the results don't come overnight.



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Christian's mindset and diligence show through his results to date and are part of the reason that he is a rising star. We can't wait to watch Christian's career accelerate as he transitions through the seasons of his career. The world is lucky to have people like Christian to show us the art of the possible for any age.



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To be successful in real estate, you have to be willing to put in hard work, and you must have self-determination.

That, Christian has. But, what sets him apart is the influence he has on his peers and really anyone around him. He is a natural leader. His personality and genuine desire to help and care for others is compelling. That's what attracts people to him. I'm so proud of him.”

—Melanie Rhoad,  
CEO | Principal Broker | Owner at RHOAD & CO.

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THE REAL ESTATE BOUTIQUE

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