



KELLY YORK

“KELLY IS THE BOMB!”

–CLIENT REVIEW



Each month, it is an honor to highlight the professionals who make a difference in our industry through their service to clients, colleagues and communities. This month, we are excited to add **Kelly York of North Eastern Group Realty** to this roster of superstars serving Northeast Indiana.

York began her real estate career in 2013. With a background in education, she soon understood the important role that REALTORS® play as educators to their clients. After seeing the positive impact she could have, she knew the industry was a perfect fit for her skills and passion for helping others.

“We help consumers in the largest purchase of their lives,” said York. “REALTORS® help make people’s dreams come true.”

York has served her clients, colleagues and community with her compassionate professional style, leaving a positive and lasting impression on many. When a colleague nominated her for the Golden Rule Award, she was an obvious contender.

“Kelly works with the utmost integrity in every task she performs. She organizes charity events, makes anonymous donations, and goes out of her way to help others,” said one colleague. “You

won’t find a more dedicated, kind and generous person than Kelly York.”

When not serving her clients, York serves the community by working with and donating to her local school district and serving as a board member on the Auburn Noon Classic Lions Club where she just started a second term.

Read more in our interview with Kelly York.

What is your approach to working with others in the industry, and how does it support a successful transaction?

I think we always need to reflect on what the other party might be feeling and thinking. To make a transaction go smoothly, we (as agents) can best help our clients by reminding them to think of the other party. This industry is very much built on emotions. The more we think and consider others, the easier it is to get to a closing.

I also think that congratulating and giving kudos to other agents is key. When another agent and I keep a tough deal together, it’s because of a shared effort, and I like to let the other agent know how much I appreciate him/her. We’ve all had rough deals and clients, and it seems best to keep that in mind and extend some grace when another agent has a difficult person they might be dealing with. If we take the time to help the other agent, that might be a factor in getting the closing to occur.

Describe the role REALTORS® play in developing and improving communities?

I feel like REALTORS® have a key role in making our communities what they are. Our hard work

drives a lot of large and small businesses. I have an arsenal of service providers and love being able to recommend them. We help consumers in the largest purchase of their lives, and I take great pride in what I do. REALTORS® help make people’s dreams come true, and sometimes through the roughest time in their lives. In my opinion. It’s an important job.

What is a philosophy you live by?

I live by the philosophy of treating one another with honesty and respect. If you aren’t honest, you have nothing.

What do you enjoy doing outside of work?

I love to spend time with my husband and kids. I am an avid reader and enjoy reading about a lot of different topics and genres.

Is there anything else we should know?

I absolutely love my team, as well as being in such a fantastic environment at North Eastern Group Realty.

My mom, Treva Finn, is a business partner of mine. I am so lucky to get to have such a great personal and working relationship with one of the most important people in my life. My managing broker, Kim Ward, and the other agents are an unbelievable group of people that I am honored to work with.

