

NOVA

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



RISING STAR

AARON NICHOLS

AGENT SPOTLIGHT

STEVE MCILVAINE

PARTNER SPOTLIGHT

ERIC WILMOT

HUBERWILMOT MOVING
& STORAGE

CHRIS WHITE FAMILY REAL ESTATE

Together as One

SPECIAL FEATURE
5 YEARS IN PRINT

JUNE 2023



▶▶ cover story

By Zachary Cohen
Photos by Ryan Corvello

CHRIS WHITE FAMILY REAL ESTATE

Together as One

Chris White Family Real Estate is, as the name suggests, a genuine family business. Chris, his wife Peggy, and their twin sons, Michael and Mark, drive this group with a collective attitude that only a family can bring. While every family — and every business relationship — has its fair share of challenges, the Chris White Family Real Estate Team is as tight as they come.



Chris White's twin sons, Michael (left) and Mark (right) joined him and their mom in the family business.

"Everyone gets along so well," Chris says proudly, "and ultimately, that benefits our clients."

"My mom jokes she didn't have twins; she had triplets because we get along so well," Michael laughs. "We are very lucky we get to have fun every day."

Beginnings: Chris White

Chris's real estate career began in the homebuilding arena alongside his brother. Meanwhile, he built a long career in education, first as a history and English teacher and, later, as a guidance counselor. Chris was licensed in real estate in 1986 and began selling homes part-time around teaching and homebuilding.

After nearly 20 years in the classroom and a similarly long history in building, Chris chose to transition into real estate sales full-time in the early '90s.

"I've always been interested in houses and interested in helping people find the right house," Chris reflects. "When you're custom building, you have to adapt to what people really want. I took that into real estate sales."

Becoming a Team

Peggy, Michael, and Mark had front-row seats to the growth of Chris's real estate business. Peggy worked in the public school system as a teacher while raising her sons and supporting the backend of the real estate business.

“When you're custom building, you have to adapt to what people really want. I TOOK THAT INTO REAL ESTATE SALES.”

Real estate has always been a natural part of Michael and Mark's relationship with their dad, whether overhearing business calls on the way to school or tagging along with him on showings.

Michael joined the business first, in 2013. After a foray into auto sales, Mark joined the team three years later, in 2016.

"I saw how much fun my brother and dad were having without me and felt the draw back to build my family business rather than someone else's business," Mark says.

Old School Values, New School Energy

Chris, Peggy, Michael, and Mark bring a balance between experience and youth. Chris has now been in real estate for over 30 years. While Michael and Mark are becoming veterans in their own right, their infusion of energy into the group has been welcome. They've helped usher in a new generation of buyers, along with the technology and systems that today's young buyers demand.

"We want to adapt," Michael explains. "It's easy to keep with the status quo, but making changes has been important. Mark and I are in

a generation that has a lot of first-time homebuyers, so having our perspective has been helpful. Adding technology to the mix has also been useful, as has social media and modernizing our processes."

Athletics have been another essential part of the team's story. Chris was a collegiate basketball player, Peggy a collegiate swimmer, and Michael and Mark collegiate lacrosse players. The grit and determination it takes to succeed on the field have translated well to their business.

