



CAMBRO

ELSEY

The
Boulevard
Company

MAGNOLIA TABLE



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Cambron Elsey of The Boulevard Company may be fairly new to the Charleston real estate world, but she has hit the ground running. After getting her license in 2017, she has focused her career on not just selling homes, but selling a lifestyle that only the Charleston market can provide.

As a daughter of a Navy veteran, Cambron was born in Japan and has lived in cities all over the world. When her father retired, Cambron and her family moved to her mother's home state of Kentucky, where she was surrounded with her huge extended family. Though her physical address often changed throughout the years, she always remained close to her 17 cousins and grandparents, even when they lived thousands of miles apart. It was through these many moves that Cambron learned a huge life lesson: "Home is where you make it." It's a major part of the reason she loves selling real estate. She says, "I think it was that realization that translates into my real estate business today. No matter where you live, home is where you make it."

After finishing graduate school in Nashville, TN, and meeting her husband, Charleston-native, Elliott Elsey, her home moved one more time to the Low Country, where she chose to start her real estate career. Following her first job in real estate with a boutique agency, Cambron moved to The Boulevard Company, saying, "hanging my license with The Boulevard Company has completely changed my business. We have, in my opinion, the best broker-in-charge in town, agents who collaborate and help raise our standard to the next level, and the most encouraging environment you could ask for." With \$5 million in sales throughout her short career, that choice seems to be working out well for her.

Sales volume aside, she doesn't like to measure her success in sales dollars. Cambron says, "In my opinion, the true test of our success in real estate is what our clients have to say about us. Do they come back? Are they sending us referrals? How are you treating the people you represent?"

Are you trying to become the best you can be for the people you work for? These are questions I ask myself every day ... not how much I'm selling or what the price point might be." Not only does she stand out for the way she treats her clients, she also sets herself apart with the way she does

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business. “I think my approach, that there are no problems, just solutions, is one way” she stands out from the crowd. She continues to say, “This mindset has been incredibly comforting for my clients and has delivered us from some sticky situations. Also, bringing joy to every experience is a big part of who I am. I didn’t realize how uncommon this is, but, gosh, life is short, and sometimes we all just need a smile.”

Cambron follows five core values that she personally uses to define her success. “If I am checking these things off and continuing to be present for my family, friends, and in my faith, I consider that a success.” Her values have nothing to do with sales, either. She wants her “actions to focus on community and bringing people together, prioritizes helping others and anticipating their needs

to help them live a life they love, and works hard and gives her dedication to the commitments that she makes.” Cambron says she strives for “my presence to be a joy for those around me and helps them find joy in their own lives.” Finally, she says she “will always try new things, be open minded, and continually educate myself.”

Cambron’s values and commitment to her clients makes her a Rising Star in the Charleston market, and she continues to explore and learn new things about her city every day. She wants nothing more than to share her love of being an agent, her community, and her love of the lifestyle Charleston living provides with her clients. She knows she “can’t do it all, and do it well,” so she continues to learn and grow every day, the sign of a great real estate agent and an agent well on her way to becoming a Top Producer.

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