



▶▶ inspirational agent

Written By **Dave Danielson**  
Photography By **Hope Harrison**

# NANCY MESSIHA

Leading with an Example of Strength

The people who know Nancy Messiha of Luxe Living Realty call her Fancy Nancy. It's a nickname that honestly recognizes her sense of style, elegance, professionalism, and presence that lights up a room.

But there's so much more. Nancy is also a new mother who recently welcomed her son, Kairo, into the world with her husband, Ernest. Nancy's sense of unwavering client commitment throughout her pregnancy, and first months of Kairo's life, demonstrate her passion for what she does, her belief in who she is, and her tireless dedication to serving those she works with.

As she achieves success for herself and her clients, one thing is certain: Nancy makes the most out of life with a rare brand of energy that makes her a true top agent.

### **Cross-Country Growth**

Nancy grew up in Walnut, California. In 1999 she moved to the Dallas area when her mom, a vice president with Bank of America, was transferred to Texas.

It was a tough transition for Nancy, who was a college student, but she soon made the most of her new surroundings. She transferred to the University of North Texas where she pursued her bachelor's degree in business.

After school, Nancy went to work selling homes for a builder. That was 2003. In 2004, she earned her real estate license and currently holds a broker's license.

In addition to her interest in real estate, Nancy also has a natural talent for interior design. So, she also stepped into her own business — Fancy Designs — and worked as an interior decorator.

"When HGTV really started to get popular, everyone thought they were their own designers," she recalls.



Nancy holding Kairo

"So, that's when I went back into real estate full time. I still do a handful of interior design projects a year, and I share a weekly 'Fancy Friday' segment on social media sharing real estate tips and design tricks and hacks. I really love that I can do both for my clients."

As Nancy transitioned into real estate full-time and started working with her style of connecting with people, her network grew and she quickly gained business helping others.

"In 2009 and 2010, it was amazing how the doors opened up for me," she smiles.

### **Personal Style**

It's her way of doing business that she has built her success on — bond by bond.

"I don't do Zillow, and my style isn't about lead generation," she explains. "I'd say 95% of my business is referrals. I build relationships with clients who become my friends, and they invite me to their weddings, birthdays, and baptisms."

To show her appreciation, Nancy hosts quarterly client appreciation events.

With a true sense of gratitude and respect, Nancy is thankful for every opportunity and person that comes her way.

"I don't ever turn down an opportunity, because I think it's the highest compliment when someone approaches me," Nancy says. "Whether a transaction is \$60,000 or \$1 million, I treat it the same. If someone refers you, you should feel honored; that is the greatest compliment. It means so much to me, and I become close friends with my clients. I don't specialize in areas; I specialize in people."

One of Nancy's greatest joys is achieving goals for those she serves.

As she says, "I love showing buyers who don't think they can afford it that they can. Helping people is instant gratification for all involved."



### Supporting Independence

One of Nancy’s key client groups is women.

“I think it’s a great thing that I have the opportunity to work with a lot of single women as clients who are buying their first homes without anyone else,” she emphasizes. “My mom taught me at a young age the importance of depending on yourself and never to depend on anyone else.”

As Nancy says, there are many women who “are out there doing it for themselves and not waiting for a man to make it for them. Some-

times other people will ask, ‘Why are you buying a house? You’re a single woman. It’s just you.’ In some ways, they’re making it sound like, ‘You can’t have a house, because you’re not married or you don’t have kids,’” she explains. “The single women who are moving ahead are investing in their future. So, it means a lot that what I do helps other women be self-supportive.”

### No Shame in Strength

As a strong, driven, career-minded woman, Nancy faced a few mom-shaming comments from others who thought she should take time off from her real estate career.

“I had Kairo on Monday, and I was at a closing on Friday. Some people couldn’t believe I had left the

house,” Nancy recalls. “While some people want to have an opinion about the fact that you’re working as a new mother, what they don’t understand is how important it is to maintain part of who you are and what you’re doing. You can’t just stop being who you were prior to being a mom. I think losing sight of that can sometimes contribute to some people becoming depressed.”

For Nancy, her role as a real estate professional is her passion, her commitment, and her bond.

As she says, “It’s important for me to be there for my clients. I signed up for



Nancy with Kairo and her husband Ernest.



“

*“I don’t ever turn down an opportunity, because I think it’s the highest compliment when someone approaches me,” Nancy says. “Whether a transaction is \$60,000 or \$1 million, I treat it the same. If someone refers you, you should feel honored; that is the greatest compliment. It means so much to me, and I become close friends with my clients. I don’t specialize in areas; I specialize in people.”*

this job. Would my clients understand if I wasn’t there because I just had a baby? Absolutely. Yet it’s interesting how many clients said, ‘I can’t believe you’re here. This means so much to us.’ The way I look at it, you can’t just relinquish your responsibility.”

As Nancy points out, real estate is a commitment she takes great pride in fulfilling.

“I think sometimes when people don’t understand why I’m working, they don’t understand that some people who get maternity leave are also getting paid during that leave. In real estate, we don’t get paid unless we

go to work. It’s completely different. And you just can’t let your people down. Their lives don’t stop just because you had a baby. I’ve always been super active, and I’m going to be me.”

#### **Leading by Example**

Her record of success continues to grow. In fact, with her dedicated style of service, she finished 2018 as the top agent out of 350 people in her company, and recorded \$10.3 million in volume, while pregnant.

One thing that has meant the world to Nancy is the support and teamwork she’s received from her husband, Ernest, who encourages her to follow her path. She cherishes time spent with him.

“We love to travel, and we’ve been so blessed to travel to several countries. For me, I would rather spend money on an experience than on a handbag,” she says.

As Nancy looks to the future, she plans on continuing to live while finding a successful balance in life. While having her maternity photos taken, Nancy had a vision that reflects a blend of all her strengths.

“I wore bold maternity clothes on top of a building with downtown Dallas in the background to show that I’m a strong-boss, career woman. As a new mother, I still want to work and be there to fulfill my commitment and help people reach their dreams of home ownership,” Nancy smiles. “At times, it’s a struggle to have balance, but for anyone who says you can’t achieve that, I’m the person out there to show you that you can live...just fancier.”