

OAKLAND COUNTY

REAL PRODUCERS.®



TOP PRODUCER

Lindsey
Broadwell

Photo by Stylish Detroit



real

►► rising star

LINDSEY

BROADWELL

Written By: Robbyn Moore • Photo Credit: Stylish Detroit



“It’s not the size of the dog in the fight that matters, it’s the size of the fight in the dog.” These are words that have kept Lindsey Broadwell working hard every day. While small in stature, Lindsey has always been big in success. From her days as a soccer captain at Oakland University to today as a rising star real estate agent at RE/MAX in Waterford Township, Lindsey never quits. “At a very young age, my father taught me the importance of hard work. He also instilled in me the importance of competitiveness both on and off the field. That has made all the difference in my sales career,” says Lindsey.

Lindsey never dreamed of playing college soccer because she was repeatedly told she was too small. When she was a Junior in high school, despite what other coaches were telling her, she put her mind to earning a soccer scholarship. And while many Division II offers came in, her heart was led to Oakland University. There was no scholarship opportunity, but there was a spot for her to play on the team. She was a starter for the team and had a career highlight when her team beat the University of Michigan 1-0. Shortly thereafter, Lindsey’s coach called to tell her she earned herself a scholarship, and by her senior year she was the captain of the team.

“Nothing is more rewarding than proving to yourself and others that

you can achieve anything you set your mind to,” says Lindsey. “I’ve met a lot of doubters along the way, but I have been able to push them aside with drive and determination.”

In less than four years, Lindsey has generated more than \$15 Million in total volume and has achieved Executive and 100-percent awards. Lindsey’s athleticism is a major part of who she is in work and in life, and she attributes much of her real estate success to her collegiate soccer experiences. “So much can be learned from sport. When I played in NCAA tournaments, I learned the power of teamwork, mindset and even how to take defeat, which really was a win because at that level, the life lessons will stay with me forever.”

Lindsey is one of five kids in her family who learned early on the importance of hard work. “Growing up we always had Saturday chores, which my parents took very seriously,” says Lindsey. “Sometimes my dad would dump water on our heads to get us out of bed. And sometimes he would let us dump water on each other. We all did chores together, and then we all played together. It was a great childhood and I can’t imagine what my life would be without my family.”

While Saturday chores may seem simple, it was a fundamental principle that formed Lindsey’s work ethic and steadfastness. “One piece of advice I would give to new REALTORS® is to work hard, especially at the beginning. Everything will come together as long as you stick with it.”

Lindsey measures real estate success by seeing her customers happy. “Nothing is more rewarding to me than when I see a customer years after I’ve worked with them and they tell me how happy they are, and

how grateful they still are for my help in finding their home.”

When Lindsey isn’t playing coed soccer, or golfing or water skiing, she can be found hanging out with her husband Mike, and their three rescue dogs, Payton, Deuce and Fly Girl.

“My husband is a major contributor to my success,” says Lindsey. “He has shown me how to roll with life as it comes, and to not let things bother me. I’m always learning from him and that has made me a better REALTOR® and person.”

Lindsey likes to look for the good in people. She enjoys meeting new clients and helping people find their dream home. Her optimism and steadfast athleticism have helped pave her way to real estate success. Lindsey concludes, “I have a lot of fight in me and I’m looking forward to continuing that fight and accomplishing my goals.”



Lindsey Broadwell

RE/MAX
Nexus

►► best-in-class honoree
Photo by **Stylish Detroit**

Age: 33
Number of Years in Real Estate: 4

Why did you decide to get into real estate?
To help people find their dream homes and make the process better for them.

What does success mean to you?
Making the world better by helping others achieve something they didn't know was possible.

What are you most excited about in your life right now?
The growth of my business and the people I am surrounded by.

What do you do to stay grounded/centered/sane?
Family

When are you at your best?
All the time. In this business, there is no time for not being at your best. Otherwise, in this market, buyers could lose out on a home.

How did your challenges shape who you are today?
Always being the underdog or looked down upon has made me rise up.

What drives or motivates you?
Family and my dogs.

Who has helped you get where you are today?
My mother, dad and husband.
All my clients.

As a 2021 Best-in-Class honoree, what are your words of wisdom for the next generation of real estate agents?
When we are the old agents in the business, be patient with us. I promise that I, personally, will change with the times, but not everyone is the same. Patience in this business leads to success.

FAST FACTS & FAVORITES
Bucket list item? Visit all 50 states
Guilty pleasure? Netflix
Most influential “teacher” or mentor in real estate? Ron Rocz and Linda Wells
If you wrote a book about yourself, what would you call it? “Racing to the Front of the Pack”

If you could have a two-hour conversation with one person, dead or alive, who would it be? My grandpa
Something you can’t live without? My husband and my dogs
What is your theme song for life? “Here’s To Us” by Halestorm
Habit you want to shake? Biting my nails

What did you want to be when you grew up? Mia Hamm
Saying or expression that you probably say too often? “What not” and “woof.” It’s not barking at people, although some may think that — my “woof” means “oh man.”
Something you loved doing as a kid that you still love doing as an adult? Playing soccer

Favorite podcast? “The Joe Rogan Experience” and “The Drew and Mike Podcast”
Favorite TV show? “Peaky Blinders”
Favorite school subject? PE



► top producer

By Robbyn Moore
Photos by Stylish Detroit

Lindsey BROADWELL

FROM THE SOCCER FIELD TO REAL ESTATE: A WINNING COMBINATION

In March of 2016, Lindsey Broadwell began her journey into real estate with a disciplined routine. Mornings were spent for cultivating leads and afternoons were spent for coaching soccer at Northville High School. As her real estate business grew, Lindsey faced a tough decision: stick with coaching or commit fully to real estate. Ultimately, she chose to prioritize her real estate career, but her teamwork approach and disciplined nature shines through in her business.

Before delving into real estate, Lindsey spent three years as an executive assistant to David Hall, who played a pivotal role in shaping her career. David served not only as a boss but also as a mentor, consistently offering encouragement and guidance. Subsequently, Lindsey briefly worked at Top Cat Sales, specializing in the sale of Adidas products. Throughout this time, she balanced her professional endeavors with coaching soccer and various other sales positions until she finally decided to make the transition into real estate.

Lindsey's lifelong engagement in sports has played a foundational role in shaping both her character and her professional identity. From soccer to softball, basketball and volleyball, her active participation in various teams instilled a robust set of transferable skills and values crucial to her success in real estate. "Sports taught me so much



about the value of teamwork, something I encounter on a daily basis as an agent," she said. "Moreover, the competitiveness I feel in sports is what I feel in real estate, too — I just strive to be the best and help out my clients like I did with my teammates. Just as I aimed to outperform in soccer, I aim to wow my clients with my work ethic and results."



Lindsey's involvement in sports also ingrained in her the values of discipline and unwavering effort. The demanding training regimens and steadfast commitment demanded by athletics parallel the dedication she channels into her real estate endeavors. "I thrive on managing a packed schedule and handling numerous tasks simultaneously," she said.

Lindsey began her real estate journey at RE/MAX in 2016, but she recently joined REAL Brokerage in 2023. She couldn't be more excited to be part of the REAL family as she helps grow its presence with her team, REAL Michigan Life.

Currently, Lindsey is focused on expanding her business to support other agents in reaching their full potential. Her team consists of three agents and one support person, and she has aspirations to grow further.

Even with all the ups and downs of the real estate game, Lindsey and her team have stayed rock solid, scoring wins for their clients left and right. Lindsey herself has become really adept at tackling problems before they get too big and at making sure things get done quickly and smoothly. "Instead of stressing about what we can't change, we're all about finding solutions and getting things done right," she said.

Lindsey's track record speaks for itself, with a cumulative career volume of \$79 million in real estate transactions. In the past year alone, she accomplished a remarkable volume totaling \$17 million. Her outstanding achievements have garnered widespread recognition, earning her a coveted spot on Hour Detroit's Top 40 under 40 list, winning RE/MAX Chairman Club and Executive Club awards, and securing her a position among the Top 100 professionals in Oakland County.

Lindsey's known for her hard work and deep industry know-how, and she has a knack for understanding what's happening in the market. She's also great at teaming up with other agents to fix problems, making her a real go-to in the business. One of her cool projects is the construction of her family's "barndominium" — basically, turning a barn into a living and working space. "It's a blend of 'barn' and 'condominium,' and it's catching on," Lindsey explained. "I'm pumped to share what I know and get creative with anyone interested in this trend."

Outside of work, Lindsey is an impassioned dog-lover and supports the Oakland County Animal Shelter as well as Guardian Angel Medical Service Dogs. Her hope is to be able to support more organizations as her business evolves, helping more dogs find their forever homes.

Lindsey's perspective on success transcends the conventional metrics tied to financial gains. For her, success is deeply intertwined with personal fulfillment and the pursuit of one's passions. "It's about living a life that resonates with your core values, aspirations and desires," she explained. "To me, success is about finding satisfaction in what you do every day. It's about waking up with a sense of purpose and going to bed with a sense of accomplishment. It's not merely about the numbers on a paycheck but about the impact you make and the people you help along the way."



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And through our invite-only Real Producers events, we break down walls and build relationships between top industry agents and top industry vendors. Real Producers' social events bring titans of real estate together.



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