



Noelle Longmeyer

From the beginning of her 16-plus year career in real estate, Noelle Longmeyer has been deliberate about developing herself as a professional so that she can, in turn, provide quality service and education to her clients. Now an award-winning agent at Keller Williams Pacific Estates in Long Beach and team leader of NEST SoCal Group, Noelle is a powerful woman business owner and a dynamic force in Southern California real estate.

Long Beach is the hub for Noelle's real estate practice, which spans LA and Orange counties. She has deep, personal ties to the Long Beach community, originating

with her days as a student and, later, a human resources manager for California State Long Beach Foundation. "I love Long Beach," she says. "It is an international, metropolitan city with a vibrant arts scene. Downtown Long Beach has been experiencing a renaissance, and I think it will continue. My husband grew up in Westminster, and we ended up living there near Seal Beach. It's one of the last remaining quaint beach areas and equidistant to both Long Beach and Huntington. We really have the best of both worlds. There are so many differences between the two counties, and I love introducing people to unique communities they may not know about. I'm a huge cheerleader for the areas I work in."



Noelle's passion for the communities she sells and the unique lifestyles they offer inspires her superlative client service. A designated Military Relocation Professional (MRP) and Senior Real Estate Specialist (SRES), she is constantly adapting her practice to meet the needs of the region's shifting populations. "I think diversity is a big component of my success. A lot of agents tend to focus on one niche. But I meet so many people on any given day, and I feel like I get to be part of the citizenship of a much larger family."

Noelle adapted her practice to better serve military families after she represented a client in 2010 who had difficulty getting a VA offer accepted by area listing agents. "I took issue with that, and I felt a responsibility to help educate the community that a VA loan is a treasured opportunity for many military families. There are so many myths around VA loans, and a lot of education still needs to happen. I have a wonderful partnership with a VA lender and have grown from there. I'm honored to work with military families, and I advocate for the military community and educate them about how to use their benefits, as well."

Helping seniors and/or their children with the many decisions surrounding the liquidation of an estate requires both empathy and special knowledge. Noelle has both, and she helps families navigate these challenging times with compassion and skill. "It's such a complicated emotional experience, and it really takes a special touch to steer clients through that process successfully. Part of the SRES designation is learning to help someone through the emotional minefield of selling a property they have lived in most of their life. There are also potential tax implications, the legalities of a trust and exemption from certain disclosures that need to be addressed."

Diversity is a hallmark of Noelle's team, and she is a champion of women as leaders in business. "Although 58 percent of all licensed agents in California are women, only 24 percent are in leadership. That's a call to action in my opinion. I just started participating in a student mentorship program through Long Beach City College, partnering with students who are getting their real estate license. It's very important to me to help bring people up in the profession, especially women."

She is also eager to include people who reflect the global cultures represented in Southern California. Noelle currently works with two other remarkable women who



bring richness and relatability to her team. "Growing my team through diversity has been beautiful to me. Mania Persekian is from the Armenian community and Michelle Lee is originally from Taiwan. These women have brought me into their worlds and expanded our team's ability to serve international and luxury markets with greater sensitivity."

As a mother of three, Noelle is committed to setting the right example for succeeding in business. "I want to make sure my son and two daughters see that they can have integrity and be leaders in whatever they choose to do."

Doing business thoughtfully and with purpose also makes it sustainable. As Noelle expands her team and serves more families, she says, "My clients' goals are always at the forefront. I want to see their families succeed, and I want to be part of their story for the rest of their lives."

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