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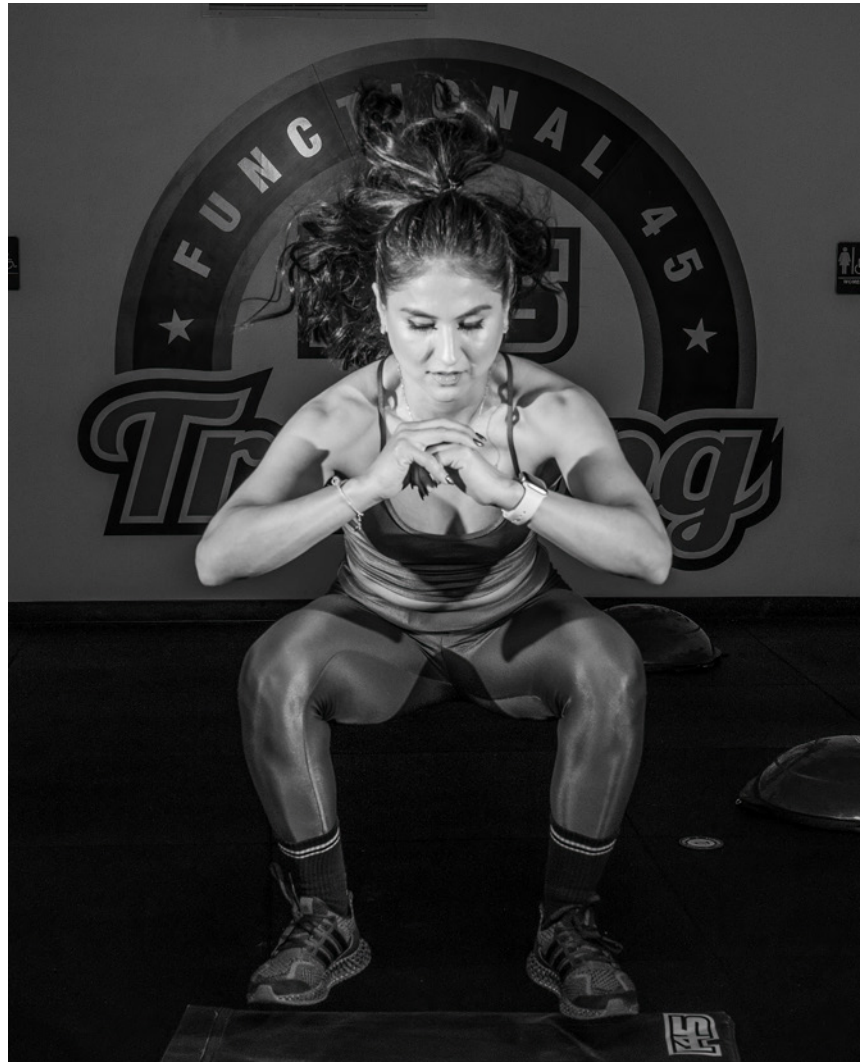




INTO THE UNKNOWN

By **Kylea Bitoka** • Photography by **Joey Ambrose**

Most of the time you leave the gym with only the satisfaction of a good workout, but Alexis Chavez's gym membership was about to lead to a whole lot more—a new career path. “I had joined a CrossFit gym where I became friends with a local realtor. I was finishing up my last semester at the University of Arizona. I had planned on applying to law school; however, I was intrigued by the legal side of real estate. Another friend had suggested shadowing a realtor so I could experience what real estate was like.” Alexis was curious about real estate but she wasn't sure about asking to shadow the realtor at her gym. It turned out Alexis didn't need to ask because the realtor asked her. “She was expanding her business and looking for an assistant. She thought I would enjoy real estate because there are similarities with law.”



Alexis agreed. She was ready to make the jump into real estate. “My dad was hesitant about me getting my real estate license. My parents had lived in the same house since I was born. We didn't have any familiarity with real estate.” But this was not the first time Alexis had ventured into uncharted territory. “I was the first person in my family to graduate from college. I grew up in Nogales. Spanish was my first language, and I learned English when I went to kindergarten. It's common in my family to stay in the same area after high school graduation.” From a young age, Alexis had big dreams. “Even though I did not know what I wanted to be when I grew up, I always knew I wanted to be successful! I dreamed and talked about owning a business with friends and family in my high school years. Also, I was inspired by my friends who were

attending college. Despite my fears and insecurities of being the first in my family to go to college, I decided to go for it and break the cycle! I ended up making straight A's in my last semester.” With her graduation from the U of A, Alexis started a new family trend. “My older sister has now earned a college degree. My younger brother is in his last year at the U of A and getting ready to apply to medical school.”

From college to real estate, Alexis consistently proves that she has what it takes to be successful. For the first four years, Alexis worked with another agent before starting out on her own. “2018 was my first full year as an independent agent, and it was my best year at that point!” 2020 brought a new set

of challenges, but that didn't hold Alexis back. Instead, it pushed her to take her business to the next level. “I would go to different real estate classes and hear about how hiring an assistant is the best thing you can do for your career, but I was nervous to do it. When COVID-19 hit, there was a lot of pressure. I was working late trying to meet the demand. Business was great, but mentally and emotionally, I struggled to keep up.” Alexis put the word out that she was looking to hire. She was introduced to Diana Houser, a licensed REALTOR®, through a mutual friend. The pair hit it off right away. “We talked on the phone on a Saturday, that Monday we met at a home inspection, and the following week, we were officially working together!”



DESPITE MY FEARS & INSECURITIES OF BEING THE FIRST IN MY FAMILY TO GO TO COLLEGE, I DECIDED TO GO FOR IT & BREAK THE CYCLE!

She is my full-time assistant, Transaction Coordinator, and has been an absolutely amazing addition to my team.”

For Alexis, the best part of her success was proving to her parents that she could do it. “When I talk to my dad, I can hear the pride and joy in his voice. It means a lot to me to make him proud.” Alexis is grateful to her mother, whose example helped her achieve her dreams. “My mom was a homemaker who raised us to be responsible, organized, and honest. She’s my role model! We always had chores, which I disliked at the time, but now I am so thankful for all that she taught me.” Alexis adds with a laugh, “I still call to ask her questions, like how long to cook the rice.”

Alexis believes success comes with a responsibility to give back to the community that’s why she joined El Rio Vecinos five years ago. “I wanted to do something meaningful that had an impact. I have been heavily involved with several executive leadership positions within the group, from party chair in 2018 to membership chair in 2019, and vice president from 2020-2021. We raise hundreds of thousands of dollars for the children’s dental emergency program at El Rio Community Health Center.” Alexis’s team also supports The Ronald McDonald House by donating a percentage of each sale and participating in their Chef for a Day program that provides a full meal to families staying at the house. “We were excited to sponsor a meal. Diana and I, as well as some

of our friends and family, cooked lasagna from scratch. We also made salad and chocolate-dipped strawberries.”

In her free time, Alexis pursues a variety of interests. “I love doing a mix of activities like beautiful hikes such as Tumamoc Hill or savoring delicious meals, wine tasting, relaxing on a boat, or dressing up for nice dinners. I truly enjoy running and group fitness like f45 or hot yoga.” When she’s not out and about, Alexis enjoys reading books or listening to podcasts. “Currently, I am listening to a sermon series podcast by Rich and DawnChere Wilkerson from Vous Church in Miami.”

Grateful for all that she’s accomplished so far, Alexis continues to dream big, “I love the endless possibilities that real estate presents! My goal is to train Diana and any other team member I might hire to the ‘Alexis Chavez Standards’. I take pride in providing excellent, quality customer service to everyone I have the opportunity to serve. I am a big believer in doing what I say and living up to whatever I commit to. I want each client to receive the same level of diligence and vigilance from my team members. Ultimately, I would love to hold two or three licenses in other states so I can reside in a cooler state during the summer months and operate in Tucson in the winter months. That’s the beauty of real estate; you can take your business to your desired level.”



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