

Fahey Realtors celebrating its 30th anniversary

Thirty years have passed since Angela Fahey decided to strike out on her own and open her Somerset Hills real estate agency.

That decision became the cornerstone in what has become Fahey Realtors in Bernardsville – a thriving boutique agency dedicated to giving its clients the utmost in personalized service.

Angela began her career in real estate at a different, much larger agency. After eight years there, she had steadily worked her way to the top to become the agency's second top producer.

In November 1985, she made the decision to open her own agency in Bedminster Township.

"I've always been the kind of person that if I accomplish something, then I want to do more. My first career was as a professional model in New York City when I was 14 years old. Then I opened a charm and modeling school and then a cosmetics company. I'm never content. I always want to accomplish more and to go to the next level," said Angela, who lives in Bernardsville.

Angela said working at a large real estate company taught her valuable lessons but also showed her

the drawbacks – as both an agent and as a client – of working with a larger company.

"I didn't agree with everything that was being done there. I wanted to do it my way and that's what I did. In addition to marketing resale homes, I sold a lot of subdivisions and land for development. I also invested and built a half dozen homes on spec myself. I helped builders to design homes."

"We really listen to the customer. We are unique. We're not like a large agency. We spend time giving clients' the personal attention they deserve ... and we respect high-profile clients' privacy," she explained.

And those differences that the agency built its foundation upon are what sustains it still to this day as Carolyn Fahey, one of Angela's four daughters, takes the helm.

Though Angela has no plans to retire and remains an active agent, daughter Carolyn Fahey of Bedminster Township has stepped up and has been named as the agency's manager and broker of record.

Carolyn grew up in Bernardsville, graduating from Bernards High School in



Fahey Realtors agents are, from left, Ian Joyce, Paul Loria, Ann Kurtz, Christina Pascale-Hayes, Grace Palazzolo, Russi Champi, founder Angela Fahey, Broker of Record Carolyn Fahey, Dominique Knaus, Aggie Pyznar, Kat Rakklang, Nannette Buchney, Tiffany Reed, Kristina Dealaman and Libby Hontz.

1994. In 1998, she graduated magna cum laude from Colgate University in Hamilton, N.Y. Carolyn joined the agency in 2003 after working for five years as the vice president of private wealth marketing at Merrill Lynch in New York City.

"Both of my parents ... are amazing role models for me in life and business," Carolyn said. "I can call my mom at eleven o'clock at night and ask her a question about a crazy real estate situation and she always has good advice and an answer. She literally has seen it all. My dad who, sadly, passed away last year, played an integral role in helping build the business and grow it

since 1985. He was an agent for over 30 years himself. I am truly a lucky daughter to have had such wonderful parents and to be carrying on the tradition that my mother started."

Over the years, Fahey Realtors has developed a niche representing builders and doing new construction, with the Bernardsville mountain as its area of expertise. However, the company also enjoys representing clients on the buy and sell side throughout Somerset, Morris and Hunterdon counties, Carolyn said.

"Our approach to real estate is a little bit different than many of the bigger agencies. We are committed

to delivering the ultimate client experience – unparalleled personal attention coupled with smart, customized advice for each client. We are a family business and I follow the mantra my mom taught me: 'treat your clients like family and you'll always do the right thing,'" Carolyn said.

"I am so pleased that Carolyn is interested in the company," Angela said. "She's doing extremely well and following the concepts that I started. My customers really love working Carolyn and it has been a seamless transition."

Those concepts, including giving personal attention to every client and

truly caring about clients' happiness and satisfaction, has produced loyal, repeat customers who are eager to recommend the agency to friends and colleagues, Fahey said.

Today, the agency is staffed with a team of 17 agents from the Somerset Hills area.

"We have a camaraderie. I truly believe life is too short to be around people that you don't like. I can honestly say my team is a group of amazing people that I love to work with," Carolyn said.

"After 30 years in business, Carolyn and I felt that this would be a good year to celebrate our success," Angela concluded.