



*A Fearless Purveyor
of the American Dream*

LUCY MCCARNEY

After living in the U.S. for more than two decades, Lucy McCarney still retains the soft lilt of her birthplace in Belfast, Northern Ireland. At only 18 years old, she left home, and her

sense of adventure called her to many countries. Finally, enticed by the images of blue skies and sunny beaches she had seen on television, she journeyed to California.

21 AWARD

Lucy began working with a supplier of wholesale fashion accessories in LA, and once she understood the industry, she turned it into a successful multi-million dollar enterprise of her own. She became a top vendor for Nordstrom, and her buying trips routinely took her to China where many of her goods were manufactured. Competition and the challenges associated with being a woman in a male-dominated business environment never discouraged her, and her gracious persistence earned her the respect of her colleagues. Eventually, the retail slow-down prompted Lucy to search for a new career where she could utilize her years of international business expertise. Real estate was the answer.

Today, Lucy is helping people achieve their own American Dreams at CENTURY 21 Award in Irvine. “I love sales and helping people. I have a soft spot for young couples who come in. I like to explain where they can get loans with no money down and direct them to the honest lenders I work with. If someone is renting, I don’t want to see them throwing their money away if they could qualify to buy a home.”

Real estate is also an ideal forum for Lucy’s creative talents. “I used to design my own handbags. I was also good at looking at merchandise and knowing which one would sell. People used to call me from the importer’s office and ask me what to order. I think it applies in real estate too — I just have a sense for what will sell and how to sell it. I also love creating my brochures, and I love photography.”

Lucy’s faith-based values govern the way she deals with people in any business transaction. She leads with integrity and compassion, always putting the needs of others before her own. Her work ethic drives her to follow through and look for practical solutions when challenges arise. “When something needs to be done, I do it, and I get it done ethically and legally. When I communicate with people, I am open and honest, like I would want someone to be with me.”

Due to her extensive world travel and her many years of conducting business in China, Lucy works frequently with the Asian community in Orange County. “The



Chinese have a very beautiful culture if you understand it. I speak a few words of Mandarin, and I know how to approach people with respect. You meet someone with a little bow, whereas in Ireland you would shake their hand or give them a hug. It definitely makes a difference when you understand someone’s culture and can make them feel comfortable.”

As fearless as ever, Lucy recently took up a popular California pastime: boogie boarding. “I love it! I especially like to go to Laguna Beach. I’m not giving up on life, and this is a great way to express it.”

Lucy says her proudest accomplishment in life is her two grown children, Louise and Daniel, whom she raised on her own. “Louise has her master’s degree in behavioral therapy and teaches children with autism. Daniel owns his own business. They are both wonderful people, and I am so proud of them.”

With all of her bold choices and business success, it is Lucy’s kindness toward others that makes her such a standout real estate professional. “It’s an honor to help people with such an important decision in life,” she says. “The most rewarding thing for me is that people become my friends afterwards, and they are happy in their dream home.”

Lucy McCarney
CENTURY 21 Award
4000 Barranca Parkway, #110
Irvine, CA 92604
Tel: 949.331.7474
Email: LucyRealtor1@gmail.com
Web: www.century21award.com/agents/lucymccarney
DRE # 02001973