# Christi Poole Nix, CDRE®

**Christi & Co. Homes at Keller Williams Drive**
200 Mills Avenue, Greenville, SC 29605
christi@christiandco.com
(864)230-0652
SC License 57950 | NC License 300668

## CURRICULUM VITAE

Christi Poole Nix is a Certified Divorce Real Estate Expert® (CDRE®), a Certified Divorce Specialist (CDS), and a recognized expert in the practice of real estate. She received her certification as a CDRE® from the Ilumni Institute in 2021 and continues to receive extensive training as a Master CDRE®. Licensed in both South Carolina and North Carolina with over 25 years of experience, Christi has developed the expertise, market knowledge, and proven systems to effectively manage the sale of real property, even in high-conflict and legally complex situations. As a trained neutral third-party expert, she specializes in managing the sale of real property in both low and high-conflict family law cases, including those involving restraining orders, domestic violence, and other challenges unique to selling the marital home and other real property in divorce cases. Christi's understanding of real estate law and lending regulations and her knowledge of the local real estate market and best practices allow her to provide objective guidance in sensitive, and often, contentious transactions. Her ability to navigate legal requirements, mitigate disputes, and protect property value makes her a valuable asset in family law proceedings. Her strong negotiation skills and ability to deliver strategic solutions allow her to successfully manage even the most challenging transactions.

When appointed as a court expert, Christi provides valuable insight and guidance to family law professionals in regard to real property matters. With a commitment to neutrality and professionalism, and a passion for educating family law professionals on real estate matters that affect their clients, Christi is a trusted resource for the family law community..

### PROFESSIONAL BACKGROUND

- Broker Associate, Keller Williams Drive, Greenville, SC 2019 – present
- CEO, Christi & Co. Homes, LLC. 2019 – present
- Broker Associate, Keller Williams Professionals, Asheville, NC 2021 – 2023
- CE Instructor, Premier School of Real Estate 2019 – 2022
- Broker Associate, Keller Williams Greenville Upstate 2010-2018
- REALTOR®, Southern Charm Realty | Linda Dillard & Associates 1994-2010

# Christi Poole Nix, CDRE®

## CERTIFICATIONS AND SPECIALIZED TRAINING

**Certified Divorce Real Estate Expert® (CDRE®)** 2021 - 2025

*The Alumni Institute*

- Anatomy of Divorce
- Introduction to Divorce Court
- The Psychology of Neutrality and Bias
- The Ethics of CDREs
- Qualifying as an Expert
- The CDRE Listing Model
- The Landscape of Divorce Finance
- How to Sell a House in Conflict
- CDRE Fair Market Valuations.

**Certified Divorce Specialist (CDS)** 2025

*National Association of Divorce Professionals*

- A CDS is equipped with valuable divorce-specific information and a customized skillset to work with and collaborate on low and high-conflict divorce cases.
- This divorce training program provides the tools to overcome obstacles with divorcing clients and improve the experience for all parties involved.

**Certified Probate Real Estate Specialist** 2019

*MTI Education*

- Specialized training in working with heirs, trustees, guardians, conservators, and personal representatives to prepare and market the real property in probate matters maximizing equity for the benefit of the heirs, estate, beneficiaries, or incapacitated person.

**Pricing Strategy Advisor (PSA)** 2016

*National Association of Realtors*

- The Pricing Strategy Advisor (PSA) Certification course is specifically designed to enhance skills in pricing properties, creating CMAs, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values.

# Christi Poole Nix, CDRE®

## PROFESSIONAL QUALIFICATIONS

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|---|---|
| Master Certified Divorce Real Estate Expert – CDRE™ | 2021 |
| Strategic Pricing Expert – SPE | 2020 |
| Certified Probate Real Estate Specialist – CPRES | 2019 |
| SC Real Estate Instructor License | 2019 |
| NC Broker License (#300668) | 2017 |
| SC Broker License (#57950) | 2016 |
| Pricing Strategy Advisor – PSA | 2015 |
| SC Real Estate Salesperson License | 1994 |

## SKILLS

Negotiation | Patience | Empathy | Neutrality | Conflict Management

## PROFESSIONAL DEVELOPMENT COURSES & CONFERENCES

Ilumni CDRE Reboot 2025

- Exclusive program tailored for Certified Divorce Real Estate Experts (CDREs) with a focus on sharpening your skills, strong accountability, and mastery in divorce real estate.
- A rigorous, 12-week journey with structured weekly benchmarks, hands-on tasks, and goal-focused exercises to ensure steady progress and real growth.

Ilumni Elevate 2022, 2023

- Continuing Education Conference for CDREs

Keller Williams Realty 2010 – Current

- BOLD Sales Training
- Train the Trainer Course
- KW Family Reunion Conferences
- KW Mega Agent Camp
- KW Southeast Region Mega Agent Summit
- KW Business Planning Clinics
- KW Quantum Leap Course

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## PROFESSIONAL DEVELOPMENT COURSES & CONFERENCES (cont.)

Glover U Coaching 2023-Present
- Real Estate Sales and Business Growth Coaching Program

Forward Coaching 2021-2023
- Elite Real Estate Sales and Business Growth Coaching

Keller Williams Maps Coaching 2018-2020
- Keller Williams Business and Personal Growth Coaching

## EDUCATION

Premier School of Real Estate 2018
SC Real Estate Instructor Licensing Course

The North Carolina Real Estate School 2017
NC Broker Licensing Course

Wyatt Institute of Real Estate
- Broker Licensing Course (Units 3A & 3B) 2016
- Real Estate Salesperson Fundamentals (Pre-licensing Course) 2001
- Salesperson Advanced Real Estate Principles (Licensing Course) 2001
- Real Estate Salesperson Licensing Course 1995
- Real Estate Salesperson Unit 1 Pre-licensing Course 1994

## CONTINUING EDUCATION

- Ilumni Institute's CDRE Reboot
- Ethical Excellence: Raising the Bar 2024
- When In Doubt, Disclose, Disclose, Disclose 2024
- Ethics at Work 2024
- Section 1031 Tax-Deferred Exchanges 2024
- NC Annual Update 2023
- SC Core: A Walk Through the Law 2023
- Preparing a Market Analysis - Best Practices 2023
- Hot Topics in Real Estate 2022

# Christi Poole Nix, CDRE®

**CASE STUDIES**

- Listing Project Management Property Condition, Financial Constraints, and Conflict 2025
- Insufficient Orders, AirBNB Challenges, and a High-Conflict Seller 2025
- Hoarders, PTSD, and the Legal Labyrinth: A Husband's Quest for Sanity 2025
- Hired Gun or Neutral - All about FMV's 2024
- Kickout Orders, Protective Orders & Foreclosure, Oh My 2024
- How To Navigate Nesting Clients Selling the Marital Home 2024
- Foreclosure, Personal Property & Remarriage 2024
- Preparing Stagers, Closers, and Affiliates for Divorce Listings 2024
- Extradition, Attempted Murder, and Bail Bonds 2023
- Attorney Comms: Appointed vs Not Appointed 2023
- The Perils of Pro Se/Pro Per Clients 2023
- Divorce Equity Buyouts 2022
- The Perils of One Party on Title 2022
- Collaborative Process in Divorce: The Niche within a Niche 2022
- Navigating Through A High Conflict Pro Per Case 2022
- How a CDRE Keeps a Complex Listing on Track 2022

**ATTORNEY CONTINUING EDUCATION COURSES**

- From the Bench: Discovery & Orders for Better Outcomes 2025
- Discovery & Orders for Better Outcomes 2025
- Virtual Parenting and the Kids' Best Interests 2025
- Mortgages, Buy-Outs & Alternative Financing Solutions 2024
- The New Rules, Fee Structures & Trends in Real Estate 2024
- Protecting High-Profile Clients in Family Court 2024
- Seven Tips for Defeating a Narcissist in Family Court 2023
- Alcohol Use Disorder Protecting the Child's Best Interests 2023
- Cross-Examining the Hostile Witness: Your Inner Chatter 2023
- Orders, Terms, and Practices that Sink Your Client's Equity 2023
- The Weaponization of Technology and Social Media in Family Law Cases 2023
- Strategies to Prevent Costly Tax Surprises in Divorce 2022
- NFTs in Family Law 2022
- A Lawyer's Guide to Financial Asset Search and Discovery 2022
- Navigating the Crossroads of Bankruptcy and Family Law 2022

# Christi Poole Nix, CDRE®

## PROFESSIONAL AFFILIATIONS

National Association of REALTORS®
South Carolina Association of REALTORS®
North Carolina Association of REALTORS®
Greater Greenville Association of REALTORS®
Greenville Multiple Listing Service (MLS)
Western Upstate Multiple Listing Service (MLS)
Spartanburg Multiple Listing Service (MLS)
Canopy REALTOR® Association (North Carolina)
Canopy Multiple Listing Service (North Carolina)
National Women's Council of REALTORS®
Ilumni Institute Master Club
Leadership Ladies of the Upstate

## COMMUNITY SERVICE & LEADERSHIP EXPERIENCE

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|---|---|
| City of Greer Board of Zoning Appeals – Board Member | 2020-2022 |
| KW Drive Agent Leadership Council | 2021, 2024 |
| KW Drive Culture Committee – Chairperson | 2021, 2024 |
| KW Greenville Upstate Culture Committee Member | 2018-2020 |
| Lake Cunningham Fire Department Board of Commissioners | 2010-2014 |
| Greer Community Ministries Board of Directors | 2008-2010 |
| Greer Family Festival Board of Directors – Chairperson | 2006-2008 |

## AWARDS AND RECOGNITIONS

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|---|---|
| KW Drive Top Listing Agent | 2020, 2021, 2022 |
| KW Drive Top Sales Agent | 2020, 2021, 2022 |
| KW Drive Top 20 Award | 2020, 2021, 2022, 2023, 2024 |
| KW Drive Capper Award | 2020, 2021, 2022, 2023, 2024 |
| KW Drive Silver Award | 2021, 2022,2023 |
| KW Drive Student of the Year Award | 2020 |
| KW Greenville Upstate Gold Award | 2019 |

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**AWARDS AND RECOGNITIONS** (cont.)

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|---|---|
| KW Greenville Upstate Capper Award | 2015, 2016, 2017, 2018, 2019 |
| KW Greenville Upstate Overcomer Award | 2018 |
| KW Greenville Upstate Silver Award | 2017, 2018 |
| KW Greenville Upstate Bronze Award | 2016 |

**TEACHING EXPERIENCE**

Keller Williams Greenville Upstate
- Negotiating Repairs in the Real Estate Transaction
- Understanding Your CL-100

Premier School of Real Estate
- 3Ps of Professionalism
- BIC Duties and Responsibilities
- Real Estate Best Practices
- SC Contracts and Forms

# Christi Poole Nix, CDRE®



ilumni
INSTITUTE

The Ilumni® Institute

This certifies that

Christi A. Poole

has satisfactorily completed the 40-hour live Divorce Real Estate Master Course, six months of continuing education, has taken an oath to uphold the CDRE™Code of Ethics, and all other mandatory requirements to be hereby declared as a

CERTIFIED DIVORCE REAL ESTATE EXPERT™

as of October 29, 2021

Laurel Starks

Laurel Starks
Founder
The Ilumni Institute

CDRE
CERTIFIED DIVORCE REAL ESTATE EXPERT
ilumni