

RISING STAR

# Jennifer Ronan

## A WORLD OF EXPERIENCE

WRITTEN BY DAVE DANIELSON  
PHOTOS BY LOGAN BURKE OF BURKE'S MEDIA

For Jennifer Ronan, real estate is more than a profession—it's a natural extension of her life experience, business acumen, and passion for helping others navigate meaningful transitions. As a single agent with St James Properties in Southport, NC, Jennifer brings a unique international perspective to her work, shaped by her roots in Dublin, Ireland, and a successful corporate career that preceded her move into real estate.



## From Dublin to the Carolinas

Jennifer's journey to the Carolina coast began across the Atlantic. Born and raised in Dublin, she studied Business Management at the Institute of Technology University before launching a high-level career in insurance. She eventually rose to the position of Senior Vice President in the corporate division of a leading insurance brokerage. Her early career sharpened her analytical thinking, honed her negotiation skills, and deepened her understanding of how people and markets connect—skills that would serve her well in real estate.

After relocating to the U.S. in 2002 and ultimately settling in Southport, Jennifer's path began to shift. "I've always enjoyed connecting with people from different backgrounds," she says.



"Having lived in three countries, I understand what it feels like to navigate change. That, combined with my interest in market trends and design, made real estate a natural next step."

## A Strong Start and Rapid Growth

In 2023, Jennifer earned her North Carolina real estate license and dove headfirst into her new career. "The first year was quiet," she admits. "But I used it to learn and build relationships." That patience and persistence paid off. In 2024, she closed 14 transactions totaling \$8.9 million in sales volume—a significant accomplishment for a second-year agent.

Jennifer's approach to real estate is grounded in empathy, professionalism, and a genuine desire to serve. "Many of

my clients are relocating—sometimes across the country. I know how overwhelming that can be, and I do everything I can to make the process smooth and stress-free," she explains. Her attention to detail, tireless work ethic, and clear communication have earned her the trust and appreciation of both buyers and sellers.

## Standing Out in a Competitive Market

Though she's relatively new to the industry, Jennifer has already found what makes her stand out: "I care," she says simply. "My clients feel that. I walk alongside them at every stage of the transaction. They know I'm in their corner."

Technology has also been a game-changer in Jennifer's workflow. "We can work from anywhere now," she says. "That flexibility allows me to respond quickly, which makes a big difference in today's fast-moving market."

## No Such Thing as a Typical Day

A typical day in Jennifer's world doesn't follow a set schedule—something she embraces. Whether she's previewing listings, attending inspections, or strategizing on a negotiation, each day brings fresh challenges and opportunities. "Real estate is really about problem-solving," she says. "You have to adapt constantly, and that keeps it exciting."

## Life Beyond the Business

Outside of work, Jennifer lives a full and balanced life with her husband, Kevin, and their three rescue cats—Rigley, Stubby, and Nubby. She's a lover of the outdoors and often finds herself boating along the Intracoastal Waterway, walking the beach, or enjoying a scenic motorcycle ride. "Being outdoors helps me recharge," she says. "And it's often when I meet new people and share what I do."

Maintaining balance in a business that doesn't follow a 9-to-5 schedule is key, and Jennifer prioritizes time with her husband and space for rest. "It's important to carve out time just



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for ourselves,” she says. “That’s how I stay energized and able to serve my clients well.”

Jennifer also keeps in close contact with her family in Ireland, who remain a strong source of support and pride. Her background and experiences have made her adaptable, resourceful, and deeply resilient—qualities she believes are crucial for success in real estate.

#### Advice for New Agents

To new agents or those just getting started, Jennifer offers this advice: “Stick with it. The first year can be tough—there are ups and downs—but use that time to build relationships and soak up knowledge from those around you. Even if you’re not closing a deal today, you’re planting seeds for the future.”

#### Looking Ahead

Jennifer’s goals for the future are centered on continuous improvement. “I want to continue learning and deepening my expertise,” she says. “There’s something new to take in every day in this business, and that’s part of what I love about it.”

For Jennifer Ronan, success is defined simply: “Doing my job well.” But talk to her clients, and they’ll tell you she’s doing much more than that. She’s guiding, supporting, and making a difference—one transaction, one relationship, one story at a time.



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