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► publisher's note

WELCOME
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Kelly and Aaron Dixon
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Happy June, Wichita real estate community. Half of 2021 is nearly over! But this is a great month because we celebrate all the fathers.

We have some awesome REALTOR® dads to brag on for our June publication. I know you'll enjoy learning more about them.

This month, we are welcoming two more Trusted Business Partners to the *Real Producers* family: First Impressions and Wheat State Insurance Group.

New advertisers mean more resources for you to serve the real estate community, so this is something to celebrate!

If you're ever in the market for a new vendor, I encourage you to check out our Preferred Partners list. Every business came highly recommended by a top REALTOR®, and, in most cases, several top agents.

And if you know of a business that isn't a part of the *Real Producers* community but should be advertising with us, please share! Several of our categories are close to selling out, so don't wait. And if you already use one of our vendors, we welcome you to let them know you saw their ad in *Real Producers*.



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Kennton Hoffman of Wheat State
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In case you didn't catch the news about the newest publication coming to Wichita in last month's edition, here it is again!

BELOCAL

BeLocal Wichita will introduce all the new movers to the city we call home. This comprehensive, monthly resource will be a guide that covers the basics, and so much more. Aside from being a beautiful, professional publication that's full of local tips and insider intel, it's delivered for *free* to new movers within their first 60 days. It will be a public-facing platform, physical and digital, for locals to discover new favorites as well.

But here's the best part for you REALTORS®: you can customize the cover with your face, or your brokerage, and gift them to clients ... placing you front and center as the local expert! Reach out to me if you'd like more information.

The more we elevate and support our local community, the stronger we all become!

Sincerely,
Your friend, publisher, REALTOR® and
native Wichitan,
Samantha Lucciarini

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KRIS

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THE DRIVE TO ACHIEVE

Natural talent in various walks of life is a wonderful thing to have. But the key to reaching results over time is sustained action — an action that's fueled by something more.

One person who exemplifies that quality is Kris Schumacher.

As a REALTOR® with eXp Realty, Kris has a knack for what he does. But that's just the start. He makes the most of his gifts with an ongoing drive to achieve.

Pursuing the Perfect Game

In addition to applying his competitive spirit to be the best REALTOR® he can be, Kris also has a long history of setting the bar in competitive bowling.

"I remember moving here in 2001. I was recruited by Wichita State, which at the time had the number-one bowling recruiting class in the nation," Kris says.

Kris made his presence known competitively. While he didn't finish his degree, he met his future wife and got married in 2005.

Getting His Real Estate Start

After school, Kris considered his options.

"I had worked in some bowling centers around Wichita and bowled with a REALTOR®. He was always dressed very nice and talking about what he was doing," Kris says. "I sat down with him one night after bowling, and he invited me to come shadow him."

After a few days of shadowing his friend, Kris was ready to move forward and earned his real estate license in May 2005.

As he got started in the business, Kris worked his way through the challenging transition.

"I was thinking about my sphere of influence. There were already two or three bowlers in our community, so I felt that couldn't be my niche," Kris remembers. "So I did open houses and broker's openings, along with showing appointments for others. Also, I worked with another agent who took me under his wing and shared buyer leads with me. That really helped my confidence."

In 2010, Kris went to work for Select Homes ... at the time, the largest team-based REALTOR® group that was independently owned in Wichita.

...

▶▶ on the rise

Written by Dave Danielson

Photography by Jennifer Ruggles Photography



“EACH LIFE IS FULL OF EBB AND FLOWS. KRIS RISES TO THE CHALLENGE AND DRAWS ON HIS COMPETITIVE SPARK TO KEEP MOVING FORWARD. IN THE PROCESS, HE HAS DEEP GRATITUDE FOR THOSE WHO HAVE SUPPORTED HIM.”

...

Through time, Kris continued to learn and grow in the business. In 2015, he went through a divorce and stepped back a bit. In March 2017, he joined eXp Realty.

Rising to the Challenge

Each life is full of ebbs and flows. Kris rises to the challenge and draws on his competitive spark to keep moving forward. In the process, he has deep gratitude for those who have supported him.

“I give a lot of credit to Lesley Hodge Perreault. She has been a huge part of my eXp success and growth. We got our licenses at the same time and have maintained our friendship through time,” Kris says. “She approached me in late 2016 and told me about eXp’s plans to open in Wichita. I thought it sounded like a great direction to go in.”

The results of Kris’ efforts have been remarkable. In fact, in 2020, he recorded 48 deals, representing \$6.2 million in sales volume.

Away from work, Kris has a fulfilling world. In June 2018, he bought a condo on a golf course where he’s a member.

“It was a mental win. That was my fresh start after my divorce. I bought it with a renovation loan and was able to refinance all the repair costs,” Kris says. “I have a lot of close friends within the Tallgrass community, plus I golf two to four rounds a week, including golfing in men’s league on Thursday nights.”

Kris also has a refreshed drive for competitive bowling.

As he says, “Back in October, I recommitted myself to getting back into competitive mode. In the process, I got a lot of practice and



coaching. I competed in the TAT Tournament in Las Vegas.”

Out of the 427 people who took part, Kris placed in the top 20 bowlers.

“It was a lot of fun to be competitive again and be out there in Vegas. I saw a lot of people who I hadn’t seen in years. It was a really great feel-good moment ... and seeing that I could still

bowling, compete and earn some money,” Kris says. “We have a group of guys here in Wichita, and we do a handful of tournaments each year together. In June, we’re going back for nationals. It is very much a passion of mine.”

That’s the kind of passion Kris’ clients have come to rely on — the drive to help them achieve their dreams.

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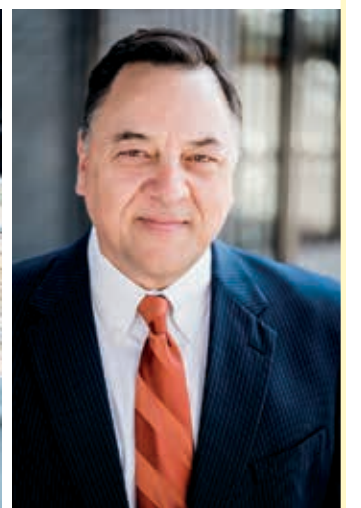
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MIDWEST FOAM WORKS

GIVING PROPERTIES A REAL LIFT



▶ partner spotlight

Written by **Dave Danielson** | Photography by **Kelly Remacle Photography**

THROUGH THE COURSE OF TIME, PROPERTIES NATURALLY SHOW SIGNS OF THE SEASONS AND TIME THAT THEY'VE WEATHERED.

One of those indications is concrete surfaces that can begin to sink, shift and tilt.

That's why it means a lot to have a partner on your side to help put things back in place.

That's where owner Trey Filter and his team at Midwest Foam Works come into place with work they've been doing throughout the area for the past several years.

As he says, "We lift concrete with expanding foam, including repairing back patios, front walkways,

AC slabs, pool decks, as well as hollow or tilting garage floors. We have over 1,000 lifts under our belt in the Wichita area."

PUTTING TEAMWORK AND TECHNOLOGY TO WORK

Trey's team includes an office manager, along with two estimators and two installers who work with him to deliver a powerful difference in the area.

The process that Midwest Foam Works uses lifts concrete back into place using high-density polyurethane foam.

The foam is injected under the slab. When the components of the material are mixed together, a reaction causes the material to expand. ...



reviews the issue, a quote is sent to the client, complete with photos.

As you know, not every solution works in every case. The same holds true with the technology that Midwest Foam Works uses.

For example, if concrete appears unstable with cracks and breaks, it may not be a good candidate for this type of solution.

As Trey says, “I always ask people to imagine if they were able to get underneath the concrete themselves and lift. If they think they could do that without the concrete breaking, chances are very good that we will be able to help them.”

FULFILLING LIFE

Away from work, Trey looks forward to time spent with his wife, Casey, and their children — 12-year-old Gage and 9-year-old Levi.

Free time for Trey and his family includes following Gage and Levi in sports and spending time relaxing in their swimming pool.

••• In turn, the expanded foam fills any voids beneath the slab and lifts the concrete.

“One of my favorite parts about what we do is seeing the reaction from our clients,” Trey says.

“It feels good being able to work with people who thought they might need

to spend a fortune to have their issue resolved and to know that we were able to save them money.”

EASING THE PROCESS
Working with Midwest Foam Works is easy.

Once initial contact is made, projects are put on a bid list. After the team

When you’re looking for a partner who looks for ways to shore up the appearance of your clients’ homes, while making every effort to save them money, look no further than Trey Filter and Midwest Foam Works.

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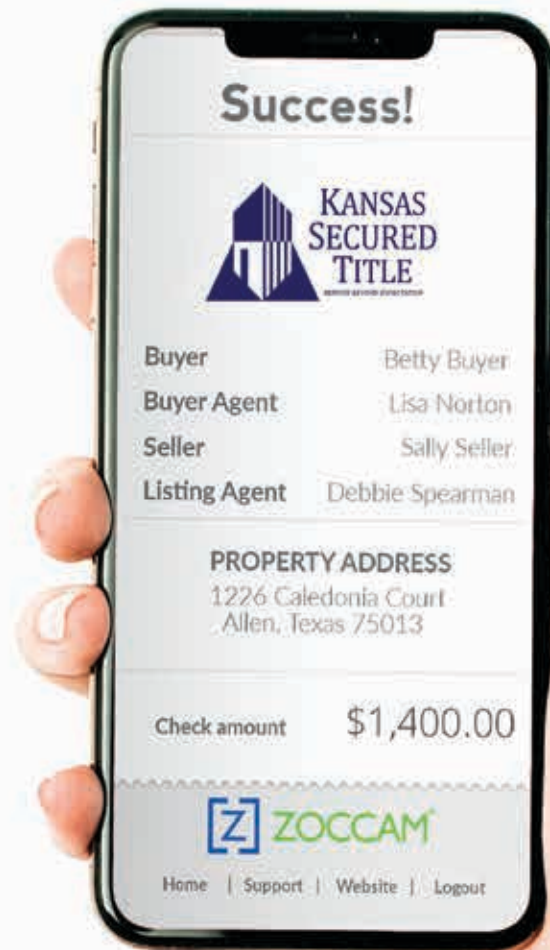
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▶▶ top producers

Written by Heather Pluard | Photography by Kelly Remacle Photography

Todd & Alec DAVIS

*Father-and-Son Team
Turning Dream Communities
into Wichita Reality*

...



When he was 10 years old, Todd Davis fell in love with real estate sales. His mom used to take him on listing appointments, and she set an excellent example of what it means to be a REALTOR® who makes clients' dreams come true. Fast-forward a few decades, and Todd is setting that same example for his son, Alec, who recently joined him in the business. Now this father-and-son team is turning dream communities into a Wichita reality, one new home at a time.

"We love working together," Todd smiles. "Especially in a lake community like Sandcrest because Alec and I both like to ski and wakeboard. It's fun to take clients boating to give them a taste of how lake life feels. We

also love it when real estate agents drop in to learn more about the neighborhood, especially when they're showing a resale house, and they're always welcome. We're very co-op-friendly. We'll even take agents out on the water for a boat ride!"

Aside from their DNA, Todd and Alec have a lot in common. Both of them obtained their real estate licenses when they were just 22 years old. Both attended Wichita State, and both of them were eager to follow in the family's footsteps. Today, they have the same goal of making new home sales easy, relevant, and accessible.

"Some people may think the building process is intimidating, but we make it as stress-free as possible for all

parties involved," Todd says. "We enjoy talking to other real estate agents about the neighborhood and showing them the latest design trends. Styles have changed a lot in the last few years and continue to change. A quick walk-through of a model home is an excellent way for agents to stay current. We also like educating agents on the building process so they can include new homes in their toolbox. The construction process takes a little longer, but a new home is a great opportunity to build into your sales pipeline."

While most new homes take six to eight months to build, Todd says they often have homes available that are further along in the process. "Sandcrest has four foundations in

the ground ready for framing, which shaves months off of the timeline and still allows clients to pick out all of their finishes, from light fixtures to flooring. Two of them are prime lake lots perfect for people who are dreaming about a water view. Our inventory changes all the time. Sometimes, we have homes available that we can sell in as little as 30 days, and clients can still pick out the paint colors. We love it when a resale agent looks like a hero because they've found their client an incredible new option in a very hot seller's market."

Drawn to lake life both personally and professionally, Todd and Alec are about to open two new waterfront communities in Wichita. This time, separately. Todd is already preselling

Castaway, a community of 200 new homes built around a lake big enough to surf. Alec will soon open Long Beach, a neighborhood being built around a jet-ski lake.

"I spent a lot of time at our family's house at Table Rock Lake when I was growing up," Alec says. "As a teenager, I loved working at a pro shop in Shell Knob, helping people find the right equipment and get their boats ready. There's something extraordinary about lake life, and it feels good to offer the experience right here in Wichita. When buyers come in with a vision, we communicate it to the builder and can literally watch their dreams be built right in front of them. When we're working with a co-op partner, we invite them to every

meeting and make sure they're as involved in the process as they want to be. Our goal is to make it a great experience for everyone!"

Todd agrees. "Loving what you do is true success," he says. "I was fortunate to have a wonderful role model in my mother, who had a successful career in real estate for 30 years and taught me how to serve others well. Now I'm thankful to be able to pass along all I've learned to my son. Alec and I make sure our clients have a fun, positive experience. It's a family tradition!"

To learn more about new home communities in Wichita, please visit www.jrussellcommunities.com/community/sandcrest/.

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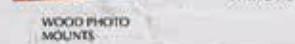
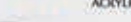


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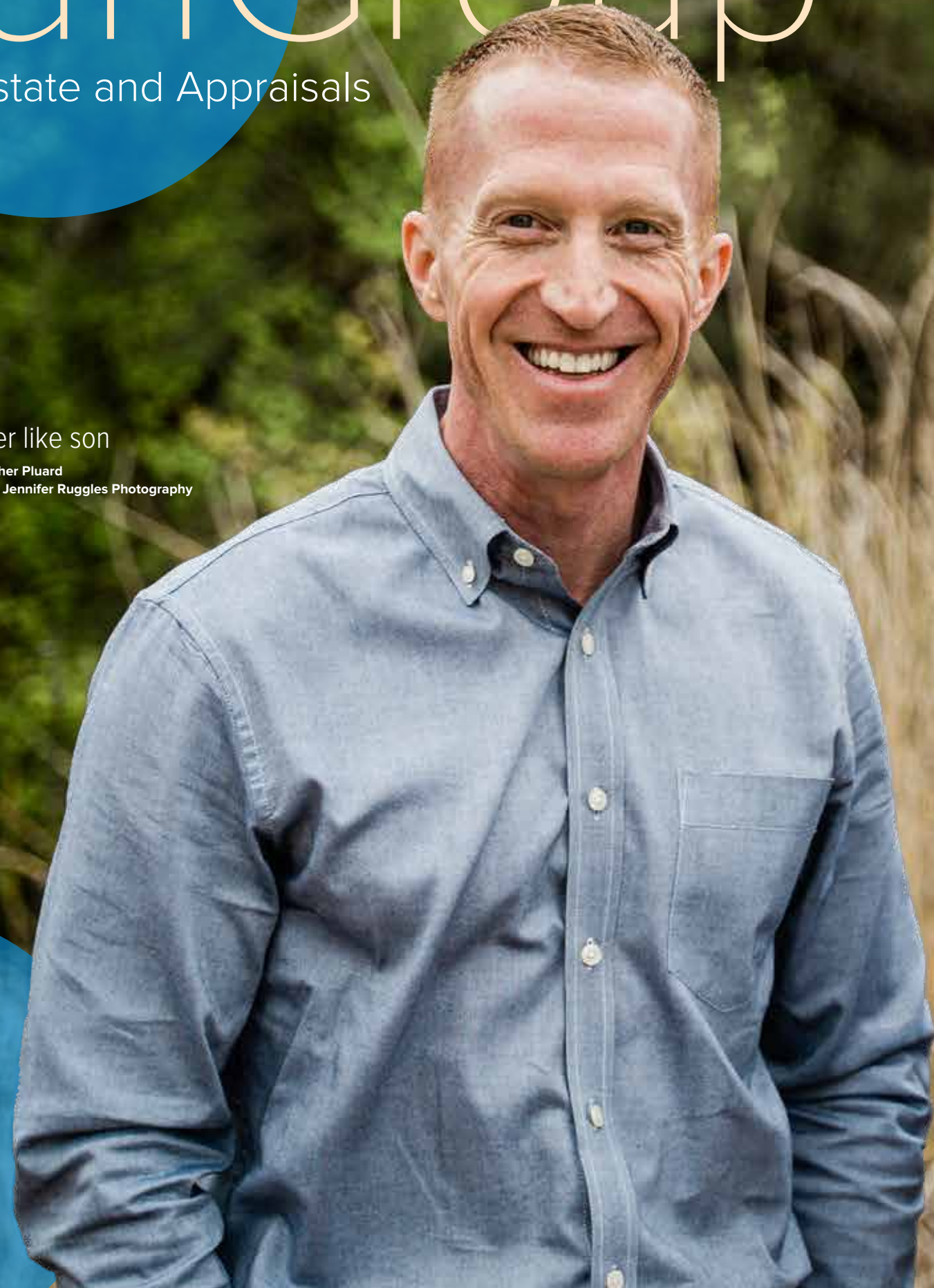
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SunGroup

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▶▶ like father like son

Written by **Heather Pluard**
Photography by **Jennifer Ruggles Photography**



It takes a village to be successful.

With that philosophy in mind, David Sundgren launched SunGroup Real Estate and Appraisals with Sean Schwartz, Linda Baines, and his son, Zac Sundgren.

Since opening in 2008, they've built a diverse group of real estate professionals who take exceptional care of clients, treat each other like family, and offer a wide range of services.



"We focus on more than one thing," David says. "It makes it easier to take care of people. Our agents, appraisers, and auctioneers work together to provide a one-stop shop for clients. And our expertise in different aspects of real estate allows us to capture more opportunities while adapting quickly to changes in the market. For example, we transitioned to online auctions when COVID-19 hit, giving our sellers a pathway forward despite the pandemic. It's proven so popular we will continue to offer both online and live auctions in the future."

An El Dorado native, David has a fondness for land and nature. "I was a self-employed rancher for 14 years before becoming an adjunct faculty member at Butler Community College in 1989," he says. "I became a Certified Appraiser that same year and also obtained my Broker and General Certified licenses. After partnering with my brother in real estate for many years, I decided to open SunGroup. I'm excited every day to get to the office and work with my team!"

While David's team includes both his son and his daughter, Kellie, he considers everyone he works with to be an integral part of the SunGroup family. "Dad is known for treating people fairly," Zac says. "He is well-respected in both the industry and the community, and he's an incredible role model. He taught me early on that when you take really good care of people, they take care of you. My best advice to new agents is to learn how to balance your personal and professional lives, keep family number one, and make real estate fun."

As real estate transactions become increasingly more complicated, clients appreciate SunGroup's hands-on approach. "We offer advice and guidance that can save people money and prevent them from making mistakes," David says. "It helps to have a real person to talk to versus trying to conduct transactions with online platforms like Zillow, and we are available every day of the week."

Recently, SunGroup added a second office in Fredonia. "We wanted to expand in that direction," Zac says. "It's important to keep growing and learning. We are always thinking about ways to serve our clients and community better. At SunGroup, we invest, live, work, and raise our families in this area. We believe in giving back."



SunGroup is a member of the El Dorado Chamber of Commerce, REALTORS® of South Central Kansas, and El Dorado Main Street. They also support several local organizations and non-profits. Habitat for Humanity, Butler County 4-H, Greenwood County 4-H, El Dorado Sports Foundation, Frontier Western Celebration, Sunlight Children's Advocacy and Rights Foundation, First United Methodist Church Lord's Acre, Rotary, Kiwanis, Numana, and School Mentoring Program are just a few.

"Success is working with people to find solutions to the challenges we all face," David says. "I consider myself a servant leader who gets in the trenches and helps others while being fair, fun, and loyal. I've always believed relationships are what defines a person. For me, Sindi, my wife of 47 years, is the Keeper of the Village. We have five grandchildren who all live within a mile of us, and she watches them while Zac, Kellie, and I go to work. Sindi has the most important role in the family! Our collective goal is to make the world a better place for those around us, and it helps to have a village!"





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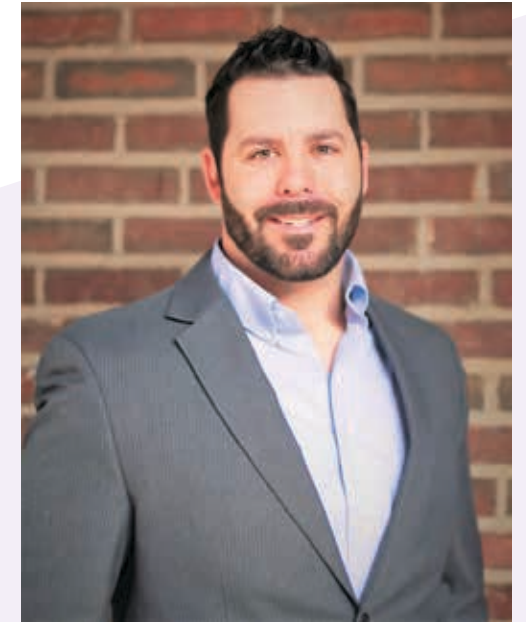


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WRITING NEW CHAPTERS

Each real estate deal represents far more than a hand-off of keys and a new address. It represents the next leg in an ongoing journey.

The team at Wildcat Homes understands that as well as anyone with a family tradition of helping people move forward in life.

Doug Eck is broker and REALTOR® at Wildcat Homes. Joining him are his daughter, REALTOR® Chelsee Cox, and her husband, Trent Cox, who is a project manager for Wildcat Homes Construction. Together, they and the members of their team are helping clients write new chapters.

As Chelsee says, “I love meeting people and learning about their stories. It means a lot being part of their stories and helping them out in their different stages of life.”

CONTINUING THE STORY

Chelsee represents the latest generation in an ongoing legacy of real estate service and excellence.

“I worked at my grandparents’ real estate office (at Matt Eck Real Estate) during the summer months of high school,” Chelsee recalls. “I liked helping my grandmother on the business side of things, and then worked as the receptionist through my first year of college at Wichita State.”

Doug earned his license in 1986.

“My dad worked at Matt Eck Real Estate until 2012. Also, in addition to being a REALTOR®, he had a construction company, Wildcat Homes,” Chelsee says. “My dad had started Wildcat Homes with a good friend who passed away. In time, as my grandfather talked about retirement, my dad focused on construction, and, in 2015, I joined him to help with the real estate side.”

STRONG BONDS

Chelsee appreciates the opportunity to work with her favorite mentor — her father.

“My dad has so many years of experience, and I am grateful to have him as my own personal resource. He

...

▶▶ father-daughter duo

Written by Dave Danielson | Photography by Kelly Remacle Photography





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... focuses more on construction, and I focus on real estate. We bounce ideas off each other. He has taught me that treating people right and adhering to our values are the most important things not only in business but in life as well,” she emphasizes. “I also look up to my grandparents, Matt and Pat Eck, who were successful REALTORS® and have always been there for me.”

Rounding out the family tradition of excellence is Trent, who joined the company on the construction side about a year ago.

Away from work, family bonds are just as vital. Chelsee and Trent have six children — 13-year-old son, Tristen; 8-year-old daughter, Laycee; 7-year-old son, Ty; 4-year-old daughter, Chloe; 3-year-old daughter, Allee; and 1-year-old son, Tate.

“We started our family early and were forced to grow up faster than most,” Chelsee says. “It gave us even more motivation to be successful. Looking back, I can’t imagine our life any other way.”

REWARDING LIFE

Free time for the family is filled with a wide range of kids’ activities and fun diversions, including wrestling, gymnastics, hunting, fishing, camping, swimming, and anything outside. They also have chickens, guineas, turkeys, goats and cats.

In addition, Doug, his brother Dal, and Trent run the Brawlers Wrestling Club.

“In fact, Trent was one of the original six wrestlers in the club,” Chelsee says. “It grew, and today, him and my dad coach our sons for the same club.”

As Chelsee considers the impact and difference that Wildcat Homes makes for area residents, she feels a deep sense of gratitude.

“I’ve always been passionate about helping my clients because that’s what it’s all about,” she emphasizes. “Helping them with one of their biggest financial decisions and getting them to their next chapter in life smoothly brings me joy.”



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MORTGAGES
IN TODAY'S MARKET

There was a homebuyer named John. John woke up one morning in 2020 to his usual schedule: A cup of coffee, getting dressed for work, and the commute. So John gets up, grabs his coffee, puts on a dress shirt and boxers, commutes to the kitchen table, and Zooms into work from the waist up. It's a strange world we live in and last year sure made some incredible changes to this strange market! All of us at some level can relate with John. This year may have come around a bit to what we would consider pre-covid normal except for one thing — buying or selling a home.

Who would believe that you can sell a house for more than it's worth and buy a bigger house for a lower or close to payment of the house you just sold? Well, that's the world we now live in, and it takes the right preparation to buy a house in this strange market.

You must be pre-approved by a mortgage professional to buy your next home. Whether you're selling first or buying your first home this is a quintessential part of the process. The biggest challenge to consumers in the housing market is having a realistic idea of what you can be approved for and if that payment fits within your budget expectations of price versus affordable monthly payment. This will help you know going into buying what is realistic of your buying power and what you can realistically afford for your family.

Secondly, pair yourself with the right real estate professional that will work best for you. There are a lot of agents out there and finding the one that works best with you is crucial. Your mortgage professional can help with recommending a great REALTOR®!

Working with a REALTOR® is the best way to navigate the perils of this market. One question I encourage my buyers to ask the REALTOR® is this: "What offer is going to get me into this home?" Asking your real estate professional to be the professional is the smartest way to help you stand out in a market of multiple over-priced homes to help you buy the home of your dreams.

With rates being low and few houses being on the market these are just a couple of tips that will help you make the most of this strange but amazing real estate market of 2021!

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▶▶ first REALTOR® appreciation party of 2021

START YOUR ENGINE

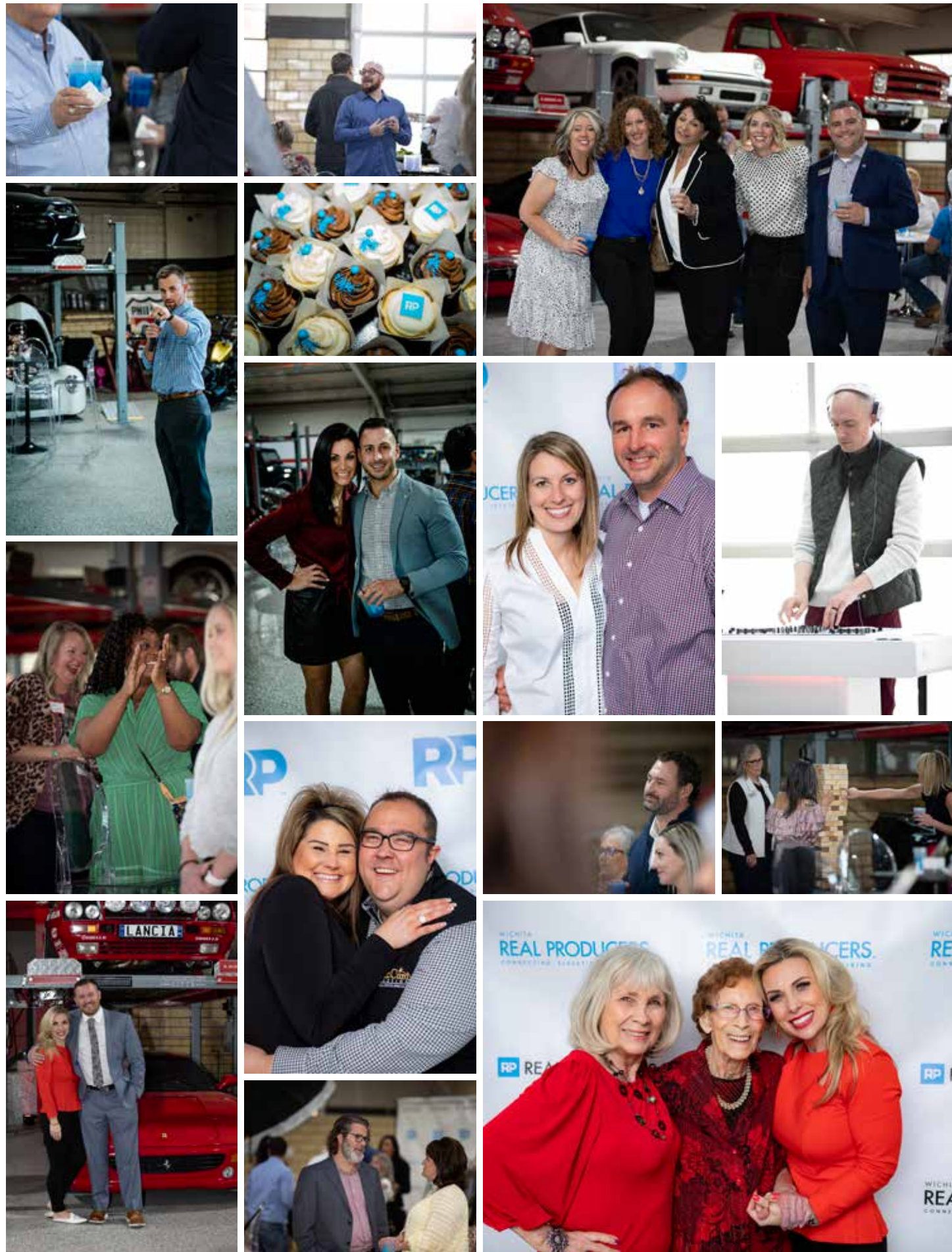
PARTY AT SHIFT AUTO SOCIETY

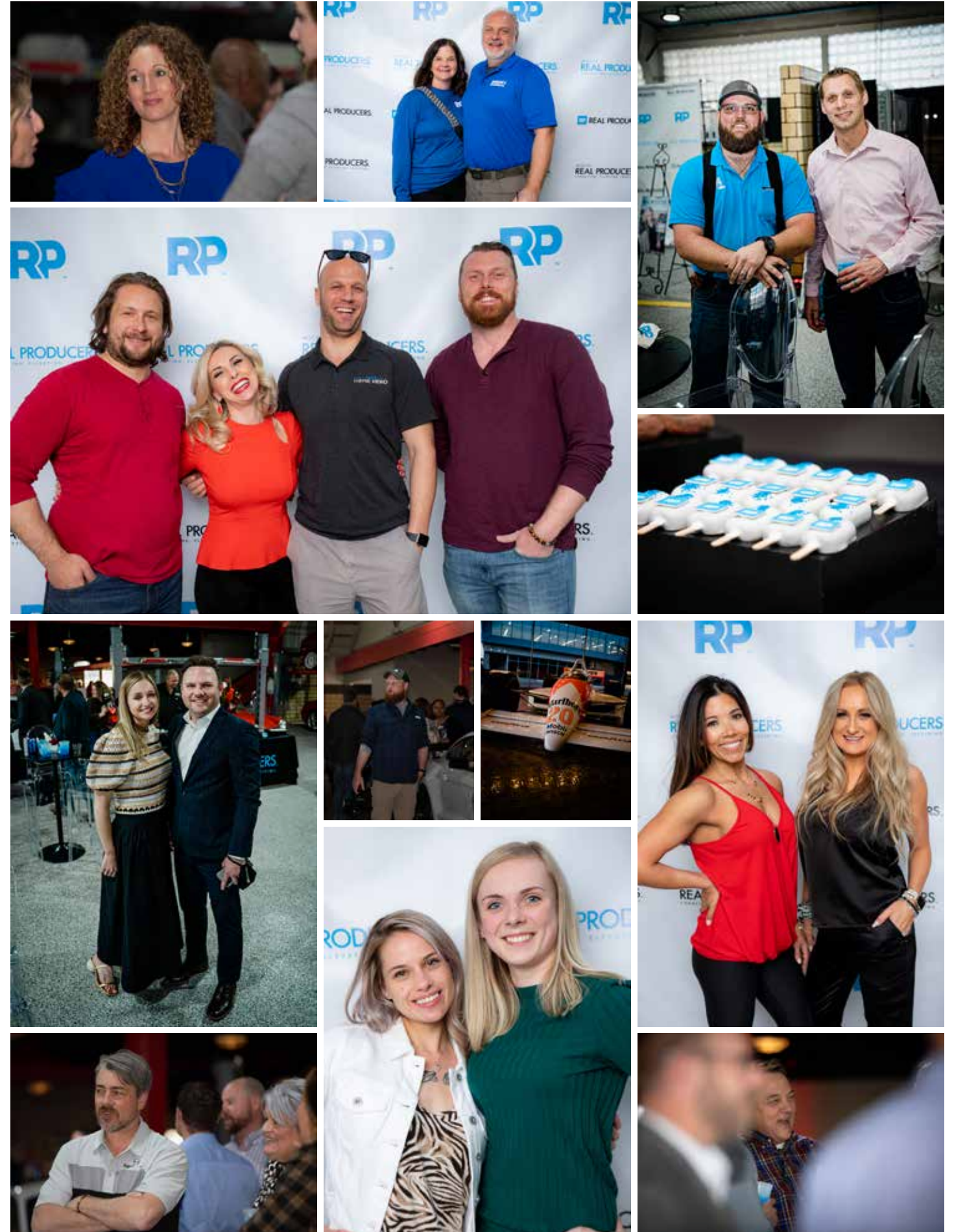
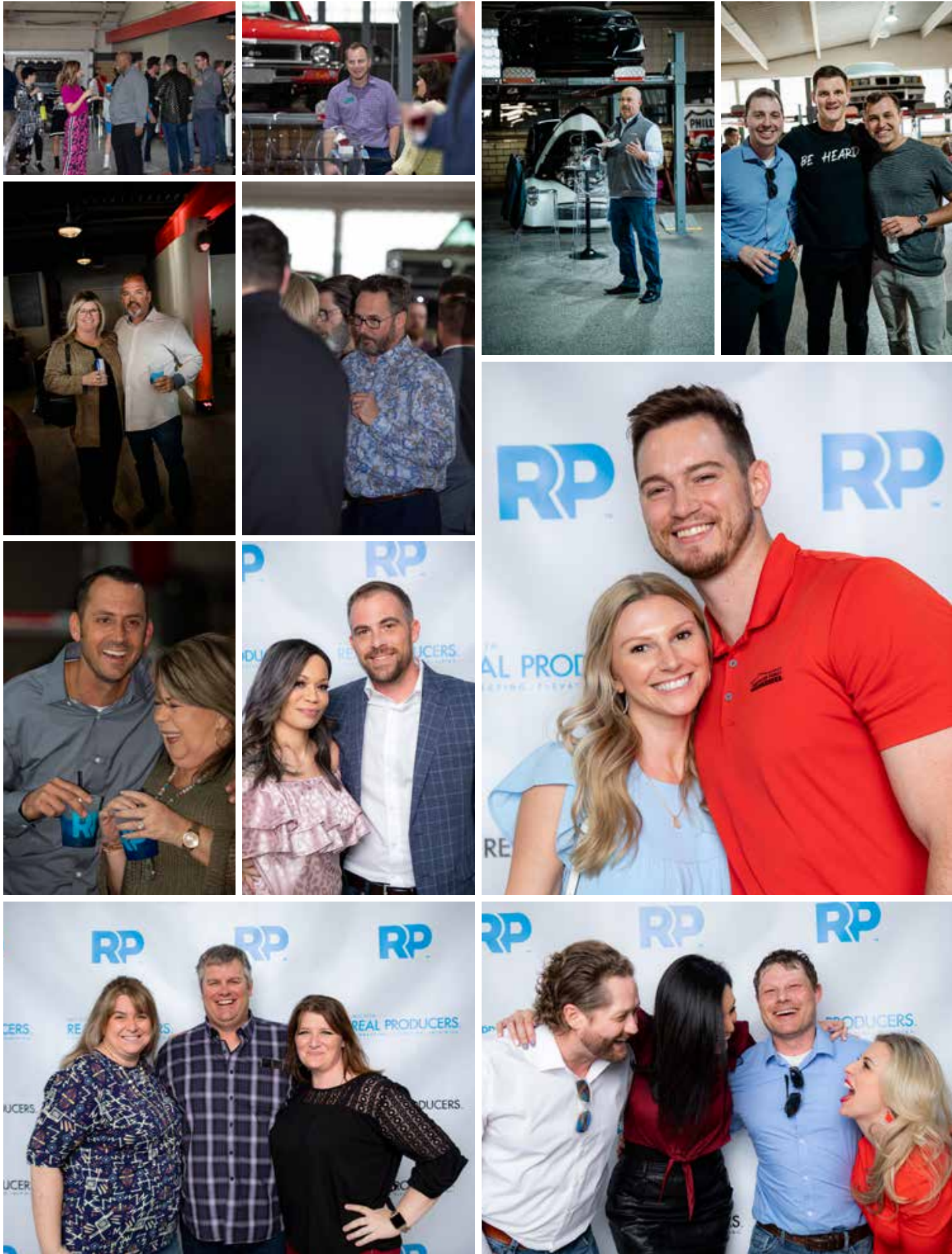
The first event of 2021 was successful for so many reasons! It felt great to gather, shake hands, and network with the best REALTORS® and businesses in Wichita. With 300 people in attendance, SHIFT Auto Society was the perfect, exclusive venue for celebrating the top performing agents. We are grateful to SHIFT for allowing us access to their private 36,000-square-foot facility, Events by Ashley for orchestrating all the details and executing perfectly, Scotch & Sirloin for the mouth-watering food, Xclusive for the refreshing and endless open bar and bartenders, Blacktie Celebrations for the music and picture mosaic, Le Luci for the tables, chairs and lighting, and Buckingham Cakes for the best sweets in town! As always, the talented and charismatic Kaci Meinecke captured incredible step and repeat photos. Our very own cherished photographers, Jennifer Ruggles and Kelly Remacle captured all of the fun candid pics.

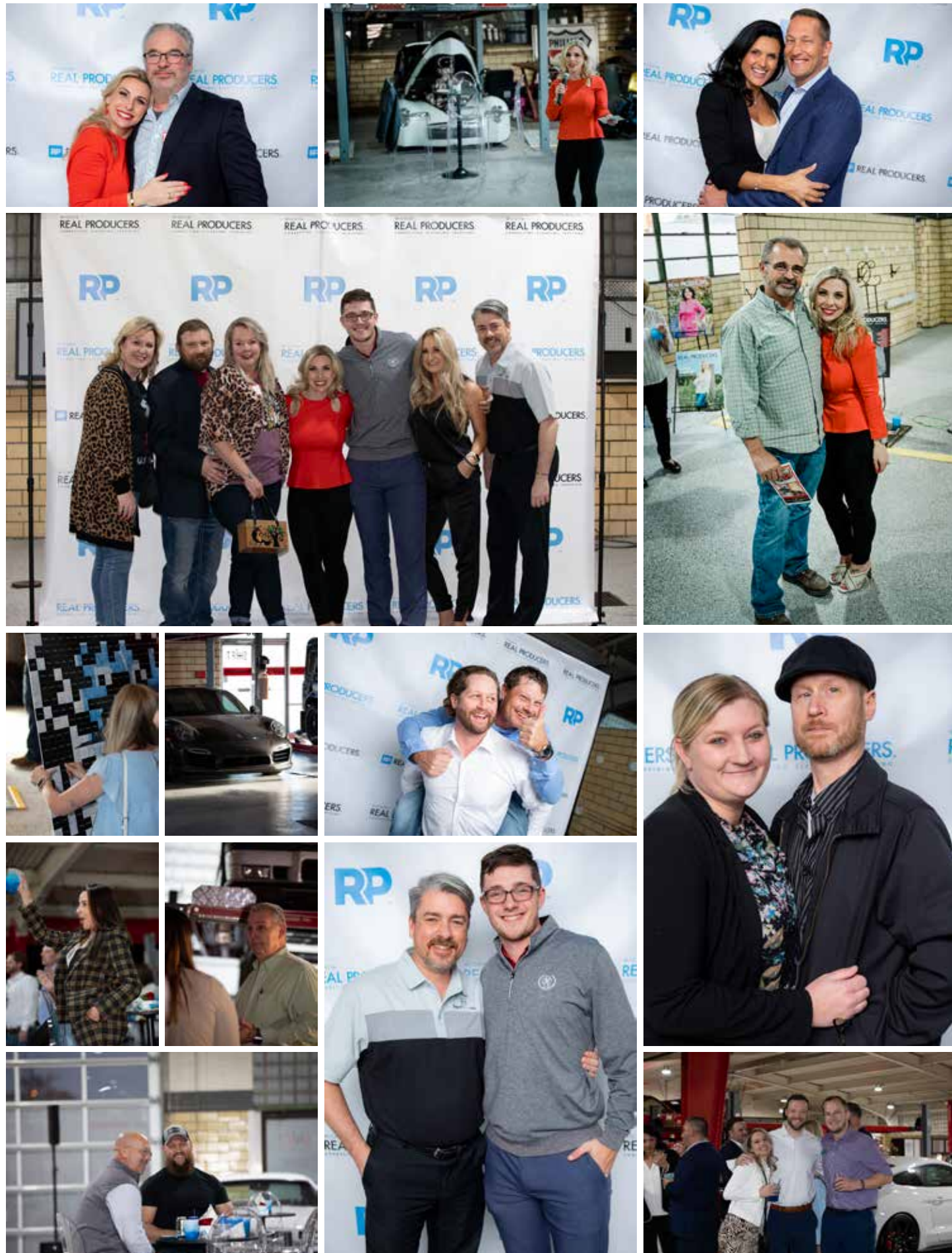
We look forward to celebrating and gathering again in the coming months!











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