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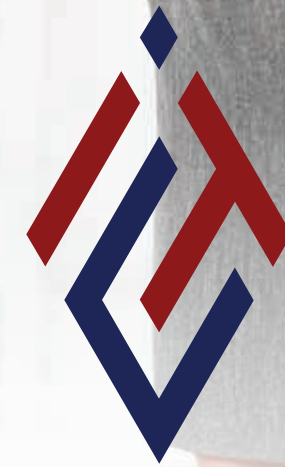
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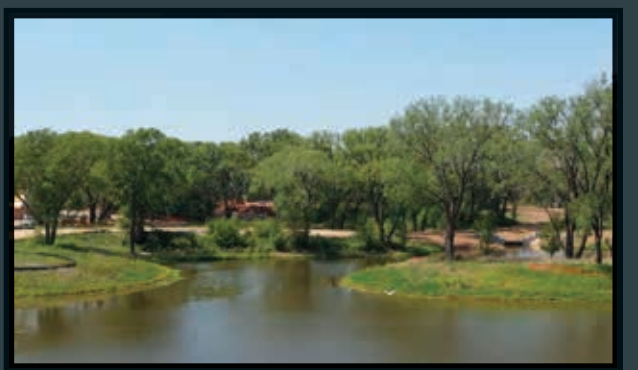
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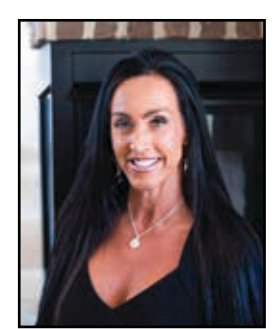
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# PUBLISHER'S NOTE

We are so excited about this issue ... it's been 30 months in the making! After telling the stories of 128 incredible agents since our first publication in September 2019, it was time to do something really cool.

Last month, we published our 30th publication! To celebrate, we want to recognize and celebrate 30 agents under 30 years old. We received nearly 60 nominations by sending out texts and emails to the top 300 and a majority of the brokers. I loved meeting every single one of these nominees and learning about them. I know you're going to enjoy getting to know the next generation of Wichita real estate, both residential and commercial.

As always, everything we do is 100% free to agents ... from initial interviews to telling their story in the publication, to social media shout-outs and even the monthly happy hours and large VIP events. ALL free. NEVER a pay-to-play.

*Wichita Real Producers* exists to CONNECT, INSPIRE and CELEBRATE *all* agents, from novice to veteran, from big brokerages to single-agent brokerages, from commercial to residential.

If you're an agent I haven't had the pleasure of meeting or interviewing, or you would like to nominate an agent, please just reach out! It's truly that simple.

Enjoy this *extra-special* edition, and cheers to the next 30 issues!



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**Samantha Lucciarini**



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# ADAM eXp Realty

## HENWOOD

I was encouraged by my father Ben Henwood to consider a career in real estate during the summer of 2021. He has always encouraged me to put some thought into this idea, but I always had a level of hesitation. Real estate has always seemed like a rewarding and fulfilling career, I just did not believe I had what it took to make it. After a few meetings with various brokerages, I chose a place that I could start my career and call home. To put it into perspective, I jumped into real estate headfirst without checking to see if there was any water.

Instantly, I began the life of a new solo agent, working around the clock to grow my business. Through the support of my mother, father, and my two amazing sisters, I found success. The competitive nature and a desire to win are just a few aspects of being a REALTOR® that I love. When problems arise, I have no issue asking questions and finding a way to make it work.

Prior to real estate, I spent seven years working in the wedding and corporate world doing audio/visual and entertainment. Working in this career, I was able to spend time communicating and understanding people's needs to best serve them. Working with people on their wedding day was enlightening and helped me improve my communication to the best of my abilities.

Though I have only been in real estate for a year, it has truly been one of the best decisions I have made. I have been blessed to meet so many amazing people and cannot wait to meet more. The connections I have made are some I will carry for many years. The guidance I receive from my mentor Lesley Hodge Perreault is something I do not take for granted. I am so thankful to have been given the opportunity to be featured in this magazine.



Photo by Kelly Remacle Photography



# MARINA Sudduth Realty

## OROCIO



My name is Marina Orocio, and I have been in real estate since November of 2019. I attribute my love and passion for design and real estate to my parents. My dad has owned a remodeling company for over 40 years. I grew up going to job sites and watching him build and redesign homes. My mom is a rockstar mortgage lender and previously did horticultural design on the side while being a stay-at-home parent. I grew up helping and watching her sketch out landscape designs for her clients. Both of my parents have contributed to my knowledge about the industry.

As a child, my free time consisted of constantly redecorating and reorganizing my room, browsing Realtor.com and looking at homes all over the nation. Around the age of 10, I learned about the Parade of Homes. My sweet mom took me to all the homes every year so I could look in awe and begin to dream of what my own home might look like one day.

After my high school graduation, I began college and quickly learned it wasn't for me. I finished my first semester and then joined the workforce. In 2019, I had the opportunity to pursue an executive assistant position with one of the biggest real estate teams in the Wichita area. I quickly fell in love with this industry. I was excited to go to work every day, and I felt like I was in my element. I decided to get licensed in June of 2020 and began my real estate journey the following August. I later joined Sudduth Realty in January of 2021 and hit the ground running. I sold \$2.8 million worth of volume in 2021 and have a goal to double that for 2022. It definitely has not been easy. I learned pretty quickly that being a good REALTOR® takes hard work and a ton of dedication.

My favorite part of real estate is building relationships with my clients. At the end of each transaction, I have a new friend. My specialty is first-time home buyers. I love helping them navigate through the hurdles of the home buying process. I also really enjoy helping clients envision future projects, design layouts, and everything in between.

When I'm not selling real estate, you can find me hanging out with my husband, Andrew, step-daughter, Kailee, and my two dogs, Dia and Ruby. I also cherish time with my immediate family and in-laws. I also created and actively coach an adult-only



Photo by Kelly Remacle Photography

gymnastics class. My class is one of few adult classes in the area, and it is my escape after a long day. I spend some of my time volunteering at The Arthritis Foundation. Through my work there, I have been a part of speaking groups, assisted with camps, and have served on committees. Friends would tell you that I am obsessed with coffee, shopping, and home décor – and I would absolutely agree with them.

Looking into the future, I'm excited to continue to grow my real estate business by building new relationships and serving my clients. In the next 10 years, I see myself as a well-known agent, real estate investor and as the founder of a mentoring program for new agents.



# TRAVIS ERA Great American Realty

# DORION



Photo by Kelly Remacle Photography



My name is Travis Dorion, and I'm a 29-year-old native of Wichita, KS. I attended Butler County Community College, where I obtained my associate degree. I then attended Wichita State University, where I obtained my bachelor's degree in Communication, and I'm currently in graduate school pursuing my master's in Business Administration (MBA) from Wichita State University.

Prior to pursuing real estate full time, I was a Graduate Teaching Assistant at WSU, teaching public speaking. During my first year in real estate, I have transacted a volume of nearly \$5.1 million as a single agent, purchased my first flip house and purchased an Airbnb. I have found an interest in equity marketing, 1031 exchange, and commercial and don't consider myself a "single-focus agent" but rather a "well-diversified agent."

Some of the goals I have for this year are to obtain my broker's license, syndicate my first commercial property, and continue to help others achieve their real estate goals - whether investment, primary residence, commercial, or other creative real estate ventures.

I come from a background of business owners. My father is a successful business owner in the West Wichita area, and his father was a business owner as well, so I feel like it's in my blood. I watched my father work very hard throughout his life, and he is a true testament to what hard work can achieve and why great service and taking care of the clients are the building blocks of a successful business.

Activities I like to do outside of real estate are traveling, and when I travel to different parts of the country, I like to try the different culinary arts each city has to offer. I also enjoy lake life ... boating, fishing, and especially bringing my two German Shepherds to the lake with me where they enjoy the water just as much.

Looking forward, I have a lot I want to achieve in the real estate business, but what I look forward to most is helping others achieve their real estate goals and dreams. There is a special feeling telling someone their offer was accepted in a competitive market, or my investors have made an acquisition that adds to their portfolio. The great thing about this business is there are so many avenues you can pursue, and the learning never stops.

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Born and raised in Pittsburg, KS, Fred first found interest in real estate at a young age while traveling to some of the largest cities across the country. During these visits, he found himself admiring the towering office buildings, class-A retail developments, and upscale entertainment concepts you'd experience in most downtown areas. With each new trip, he became more and more curious as to how someone was able to design and build their own contribution to a city's urban core. It was with this newfound love of real estate that Fred began studying for his license when he was only a senior in high school.

Fred began his real estate career soon after moving to Wichita and started working for a residential brokerage firm at the age of 20. Only a year had passed before he decided to make the jump from residential to commercial and assumed his new role as a leasing agent for Occidental Management, a commercial development firm. In this new position, Fred had the opportunity to work on leasing some of the most notable commercial properties in Wichita while attending Wichita State University, where he studied finance with an emphasis in real estate. After his time at WSU, Fred joined ICT Capital where he now focuses on the leasing, sales, and acquisition of investment-grade properties, as well as the development of new projects across the country.

In the future, Fred plans to use his experience to develop his own projects alongside his team at ICT Capital here both in Wichita and wherever else opportunity may present itself. In addition to other projects he's involved with, Fred continuously works towards one of his long-term personal goals; which is to contribute back to his hometown of Pittsburg through the development of areas where revitalization is needed.



Photo by Jennifer Ruggles Photography

When Fred isn't at the office, he can be found spending time with friends and family, out on the golf course, or enjoying the different amenities Wichita has to offer. With the recent addition of their new baby, Ella Rose, Fred and Alexis look forward to raising their daughter here in Wichita and sharing all that they love about living in this community.



# CHRIS

InSite Real Estate Group



# ABDAYEM

Chris Abdayem, with InSite Real Estate Group, earned his real estate license in March of 2020, days before the pandemic shut down much of the country. The Kansas Newman graduate earned his Bachelor of Science in Biology in 2015 and helped with the successful family business (La Galette French Bakery), that had established itself in Delano in 1986, which is still there today. The first generation of Lebanese immigrants began working at a very young age, which instilled a work ethic that will stick with him forever.

“I definitely got my work ethic from my parents, watching how hard they worked to create a successful business pushes me every day.” After working in the family business, his passion for helping others and becoming a problem-solver led him to InSite Real Estate Group.

“It is all about relationships, treating others fairly, and wanting others to succeed while gaining their trust along the way.” He recites to himself a saying from a mentor of his: “Just remember to always do what is right.” “I am beyond grateful for my colleagues in the office that push me every day to learn and grow.” After the pandemic hit, the world was on pause and so was his career.

“There was nobody was in the office. I wasn’t able to go out and meet with prospects or shadow other agents in the office, which was very difficult for the first few months.” However, Abdayem had to find a way to get deals done amid a time of uncertainty.

“It was terrifying to be honest, but I had to stay optimistic.” Chris was the 2021 recipient of the Jack L. Hunt Memorial Scholarship that was awarded during the 2021 Lifetime Achievement Award Ceremony. “I have been surrounded by commercial Real Estate since I can remember, and after getting my real estate license, I knew it was



Photo by Jennifer Ruggles Photography

the career that I needed to pursue.” “I have been blessed to have clients give me the opportunity to help them with acquiring and leasing property, and the many mentors that have helped me along the way.”

# HALEY

JP Weigand & Sons

# FAHNESTOCK

I have been a REALTOR® with J.P. Weigand & Sons, Inc. for almost four years now. I decided to get into this industry shortly after graduating from Wichita State University, where I studied communications, musical theatre, was on the dance team, and had the opportunity to cheer on the Shockers, my favorite team of all time (along with the Chiefs)! The week after graduating, I signed up for my Real Estate classes to get my license and start working before the end of the summer. I worked four different jobs while starting my real estate journey, up until things really got going in 2020. I truly love the hustle!

I chose real estate mainly for my passion in communicating and making new friends, serving others in the community, and for my love of homes! Helping others has always been a passion for me. J.P. Weigand has played a vital role in my love for real estate. They have been the most supportive, loving, and honorable company. I appreciate all the training and knowledge they have given me and continue to offer while pushing all of their agents to be set up for success.

Many ask why I decided to get into real estate. Some of my favorite memories while growing up include going to open houses with my mom, DeeAnne Fahnestock, on lazy Sunday afternoons (now they’re not so lazy). My favorite part of real estate is helping my first-time home buyers and sellers! I’ve found a niche within the millennials’ home buying/selling, and I love being able to “hold hands” while helping someone accomplish their goals and make sure they fully understand the process before getting into it. I’ve cried with my buyers when they don’t get the house they went after in this crazy market, I’ve popped champagne when they finally get the house they’ve been dreaming of, and I’ve made some of the best friends by helping them as clients that turn into family. I’m truly blessed to be able to work with my clients and wouldn’t trade it for a thing.

In my off time, I host a Bible study at my house and attend NewSpring Church, love on my animals (Frankie, Teddy, Izzy and Ivan), and love watching the Shockers and Chiefs play, along with my new fiancé, Austin Chippeaux. I also love working out, not for the cardio part, but because I’ve made so many wonderful friends at Opti-Life through the staff and the members! I devote time every morning to the Bible, positive affirmations, and starting the day with a grateful heart. Then, I end the day with a devotional reading and writing out my gratitudes.



Photo by Jennifer Ruggles Photography

I plan to stay in this business as long as I’m physically able. I believe the best way to work is by providing such exceptional service that referrals will be the main source of my business going forward. I absolutely love being a REALTOR®, but even more so because I love Wichita and the community found here more than anything. The support of my friends, family, J.P. Weigand, and Austin mean the world to me. I am over the moon to be a part of the Wichita real estate community and to have such honorable support for all my endeavors. “Haley is making moves!”



# AIMÉE Keller Williams Hometown Partners

## COUNCIL

My real estate journey started with my husband. He thought I'd be good in real estate, but I did not. I'm the type of person that doesn't like doing things I'm not immediately the best at (I know, a character flaw for sure). I am very competitive, and I hate even the idea of failing at something! So, for me to jump into a whole new career was scary to say the least.

With two small kids at home and a third on the way, I thought it would be impossible. But, he knew I'd be good at it, so he kept pushing me towards it. One day while shopping, I hesitantly texted Bobbie Lane, a friend and rising star REALTOR®. I asked her if she would meet with me and tell me all the ins and outs of the industry. Honestly, I was sort of hoping this meeting was one of those, "Yeah sure, let's get together soon." and it never happens kind of things. To my surprise, and to my benefit, it wasn't!

That meeting was life-changing for me. I immediately started my real estate classes and launched my career. I began training under Bobbie, and we launched the team that has now grown to over 20 people.

April 2022 will be my third anniversary as a REALTOR®, and I can honestly say that taking the jump was one of the best decisions I've ever made. This career has helped me and my family in so many ways, and I am so grateful for it. I feel like I've only begun and my career in real estate has such a high ceiling, I can't wait to see how far it goes! I have realized that anyone has the power to change their lives. All you need is Jesus, a hard work ethic, and a big goal!



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# ALEX JP Weigand & Sons Commercial

# IBBARA



Alex Ibarra was born in Vicente Guerrero, Durango, Mexico, on November 9, 1997. With his twin brother at his hip, his family, which was made up of his widowed mother and his grandmother, immigrated to the U.S. in the summer of 2001. Being raised in a very traditional Mexican household presented many challenges to Alex. As time passed, it became more evident of the sacrifices his family and himself would have to make to accomplish the American Dream – a dream not for himself, but for his family who arrived with nothing and gave Alex everything.

It was during Alex’s high school senior year that he began to consider post-secondary education and career options, a conversation he strongly believes should be more discussed in families like his. After graduating salutatorian from Wichita High School West with his brother, Alex went on to attend Wichita State University and declared accounting as his major. He soon discovered that a 9-to-5 repetitive workday was not in his cards. Alex never intended to get into a real estate career. As a matter of fact, he believed that brokerage was more of a side-gig than a full-time career. However, what Alex describes as “luck, persistence, and a willingness to succeed” would change his career path forever.

After enrolling in real estate courses through the WSU Center for Real Estate, he knew he was on to something. While working as an intern at the Wichita Hispanic Chamber of Commerce, he was notified of a Certified Commercial Investment Member (CCIM) event at the Wichita Country Club. Alex commented, “I remember vividly what happened that day. It was a day before my birthday, it was snowing outside, and I show up right at 8am and no one is there. I would later discover that means early in real estate.” Being the only person there, he chose a random table to sit at, and “the rest was history,” he said. J.P. Weigand Commercial ended up sitting with Alex. “At first I was just happy I wasn’t going to sit alone,” said Alex. But what happened later, would change his perspective about a career in real estate. “They basically asked me to come join them. They were just beginning to restart their internship program and were looking for someone at WSU.” After a couple interviews, Alex was offered to intern at the Weigand Commercial office. “The universe has a funny way of making things happen,” he said.

Through his nearly two years of being an intern, Alex was able to learn about the commercial real estate world. “Being an intern helped propel me in the right direction. It set the foundation for



Photo by Jennifer Ruggles Photography

my career in commercial real estate.” He credits the company for allowing him to learn in a way he thinks he couldn’t have done elsewhere. “They are a great group of people. So much knowledge and expertise exist at 150 N. Market,” Alex states. Now as a commercial real estate agent, Alex appreciates the other agents willingness to collaborate with him. He specifically points to Whitney Vliet Ward, Morrie Sheets and Leisa Lowry as his “greatest mentors.” “They’re amazing at what they do. They’re each unique in how they do business, so taking advice from each of them gives me a well-rounded perspective on deals. They have been monumental in Alex’s early success. “They believe in me, even when it’s hard to believe in myself some days,” Alex says.

As for the future of real estate for Alex? “I’d like to get into commercial real estate development someday, but for now, I’m just trying to nail down brokerage.” Alex says if you’re looking to get into commercial real estate, remember three things: 1) don’t let yourself get in the way of success; 2) It takes a village to make something work – so surround yourself with people who believe in you but also keep it real with you and; 3) have fun doing the deal!



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# MCKENZIE HOLMES

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Before I got into real estate, I had been a stay-at-home mom for the past two years. I knew I was ready to jump back into the work world, but I wanted something that had flexibility. Being able to pick my kids up from school and attend school programs was very important to me. With my kids being so young, 5 and 3, I knew I didn't want to miss a thing! When we sold our home back in 2019, I had several conversations with our agent about me getting my license. I was very much on the fence about whether or not real estate would be a good fit for me.

I am somewhat reserved and not one to get out of my comfort zone. After nearly a year of praying and encouragement from my husband, I decided I would give real estate a try. When I first started my career, I told myself I just wanted to have fun, take a break from the kids every once in a while, and sell a few houses here and there. Like most agents, I had a slow start. Not to mention after only having my license one month, I was in a really bad car accident.

I knew God had a plan for me because I walked away from the wreck with only a broken hand. The accident was a major setback for me. Knowing that being a real estate agent requires a lot of driving, I had a huge mountain to climb in order for me to even do my job! But thankfully I was able to move past the accident and really dive into my career! I never imagined my career would take off the way it did!

I am hooked!! I am truly loving what I do and having so much fun. Throughout my career in real estate, I have gained some amazing friendships and have had so much personal growth. I have big plans for my career in the years to come, and I can't wait for everyone to see it all unfold!



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# CLAUSSEN

Caleb grew up in Valley Center, KS, and now lives in northeast Wichita with his wife and daughter. During college at Wichita State University, he built a lawn and landscape business while working toward his mechanical engineering degree. After selling the lawn care business, he went on to start his career as an engineer designing refining equipment.

Along the way, he got into real estate investing by buying, fixing up, and renting homes in the Wichita area. This led him to get his real estate license to serve others by helping them buy, sell, or invest. He has since left his engineering leadership role to focus on serving the Wichita area as a professional REALTOR®.

Caleb loves helping others analyze a great deal and make a well-informed decision on their next real estate purchase or sale. He is a disciplined negotiator and would love to assist you. Please feel welcome to reach out and pick his brain on all things real estate!



Photo by Kelly Remacle Photography





# BROOK

Keller Williams  
Signature Partners

# REYNOLDS

I'm Brook Reynolds, and I have been a REALTOR® around the Wichita area for two years. I have always had a heart for real estate and dreamed of becoming a REALTOR® since high school. I was hesitant to jump into a career like this at the young age of 18, so took a different path and obtained my bachelor's degree in Human Resource Management from Friends University instead. After graduation, I got married to my high-school sweetheart and two years later, we welcomed our first child, and I became a stay-at-home mom.

As much as I love being a SAHM with my two boys, I still had the desire to pursue a real estate career. My heart had the desire to serve others. So, I took the leap of faith! And I am so glad I did. Home is a special place, and I love that I am a part of helping others find their home. Real estate has been such a blessing to my family, while still allowing me to have a flexible schedule. I pray I am able to help many more families for years to come!



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**ABBY** Keller Williams  
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**YOUNG**



Coming into my fourth year in the real estate biz, I don't think timing could have been any better when I took the leap! I had been in retail/management for eight years, and while I love the customer connections and helping others embrace their leadership styles, the schedule and hours were starting to take their toll. Which sounds very silly considering I decided to become a REALTOR®, but we will get to that! So, in 2019, I started transitioning out of the retail gig and into the real estate world, where I still get the client connections that I thrive on and get to help others learn the business too.

Between Keely Hillard grabbing ahold of me and showing me the ropes and encouragement from other Keller Williams agents, January 2020 I hit the ground running as a full-time "home girl," joining the Homes by Keely team. BEST DECISION EVER – even in the slight mental breakdown of "what did I just do" when the world shut down! Turns out, God's timing was on my side. Our team ended up doing \$10.3 million in volume that year, and I was so excited to land in the top 20% of agents in my office for my own sales.

A career in real estate became a goal of mine after graduating from Fort Hays State University in 2017 with a marketing degree. I realized corporate marketing positions didn't interest me, and somehow along the way, I had started self-marketing on social media, which probably sounds as ridiculous as my Instagram is! What can I say — I am a millennial. I really enjoy social media and what it's brought to my life in several areas. It's definitely a creative outlet for me, between posting my personal life and real estate business. My goal is to let the social media world see a glimpse of my life and to hopefully add value to "scrollers" and their real estate goals — plus, you get to see a ton of my golden doodle, Abe! Building my social media over the last 10 years has been a huge blessing as it's led me to help a lot of clients I've connected with online (about 70% of my leads).



Towards the end of 2017, I started shadowing Keely, who is easily one of the best in the biz, and I couldn't wait to start building my own. I got my license in the fall of 2018. One of the aspects of a real estate career that appealed to me (outside of the day-to-day REALTOR® life) was the flexibility. The schedule can be very busy (honestly how I like it), but the difference is, you are more in control of it. My husband, Zach, is a Wichita firefighter, so with his less-than-normal schedule, plus the ability I have to control my real estate schedule, it feels like a perfect match for our family goals. Guess we will see with our own "coming soon" March 2022!



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# LARRY HALL

ERA Great American Realty

Larry Hall, was raised in a small town, Valley Center, and has never left. He grew up working at his family's restaurant. You may have heard of it: Big Larry's Burgers. He worked there from the age of 12, up until he decided to pursue a career in real estate at the age of 20. He started out with one goal in mind, which was to help as many people as possible, while still offering the best possible customer service.

He has since grown into the lead agent on his team and has sold over 200 homes since starting this journey. Larry has also had the opportunity to start his own team and lead the way he would want to be led.

Larry still puts his clients as his first priority and works diligently to make buyers' dreams come true and to put the most amount of money in sellers' pockets. You will notice that Larry is relentless when it comes to working for his clients! Call him today to buy, sell or invest in real estate!

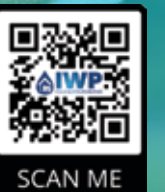


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# EVLIN Keller Williams Signature Partners

## HUANG

As a child, Evlin Huang had to grow up quickly. She was born in Manhattan, New York, to non-English speaking parents. She later was raised by her late grandfather in China until she was 5 years old, then settled in Olathe, KS. Her grandfather started as a bricklayer, working his way up until he could purchase his first grocery store. Through time, his children developed their own businesses and paved the way for their children. Evlin's mother was the one who taught her and influenced her to be a business-woman. Her parents owned buffets in Kansas City and multiple rental properties. With their very limited English, Evlin has been their translator ever since she could speak.

"I have always been told I seem a lot older than I am. Little do they know that I started talking to adults and scheduling everything for my parents since I was 6; you can say I am very used to it. Life wasn't easy for me because I was a restaurant child. Meaning all the free time I had was spent at the restaurant. Yes, I was one of those kids that did homework behind the counter. I did not have the luxury of doing things that most kids did because I was usually at the restaurant helping my parents. My parents immigrated to America with over \$200,000 in debt, but worked their way up to where they are very well off, but it does not seem like it. My mom wears the same five pairs of clothes and are not flashy, and my dad's car has sealant on the sunroof so it doesn't leak. My mom is one of the smartest women I know, especially when it comes to real estate. She isn't a REALTOR® but slowly accumulated a good amount of properties with my dad over time. Walking through the houses with them and watching the renovations and handling the rental process inspires me to work and create a rental portfolio of my own. My parent's and I's relationship isn't average. They are the typical, old-school Asian parents that do not show much affection but emphasize how I must work hard and be successful. Although they don't show it, I know they are proud of the woman I have become."

Evlin got her license at the age of 18 in Kansas City and was the youngest member selling real estate under the top teams in KC. Her life, dedicated to hard work and positive outlooks, benefited her as a new REALTOR®. She started out in new construction developments and then the resale homes. When she met her fiancé, Ian, she moved to Wichita the following year to continue her license. After interviewing numerous teams, she has found



The Wichita Home Team and brought Ian there with her. With her prior experience, she was fortunate enough to be the onsite agent at a new development in Park City, while catering to the resale and military clientele. Evlin is a goal-setter and has been fortunate enough to crush her goals every year.

"When I started in real estate, the last thing I wanted was my age to be a handicap. That fear motivated me to learn everything that I could and continue to learn about real estate. Knowledge is power, and it has made me a better salesperson. I feel this is important, especially for the first-time home buyers, because they might not have a single clue about homes or the buying process. I want my clients to know that I am reliable and that they can be comfortable knowing that if I don't know the answer, I will find it for them."

# IAN Keller Williams Signature Partners

## DURAN



Ian Duran is a REALTOR® with the Wichita Home Team under Keller Williams Signature Partners. At the same time, he is Active-Duty Military, serving as a Crew Chief on the KC-46 here at McConnell AFB. Originally from Los Angeles, Ian has always been surrounded by different styles of real estate, from the small Spanish-style bungalows to the multi-million-dollar mansions in Beverly Hills. It was the modern builds and unique developments that really captivated Ian into becoming interested in the business of real estate.

"At first, I wanted to become a veterinarian more than anything in the world, but as I got older, the idea of being my own boss and meeting different types of people became more attractive to me. I wanted to be financially free, but couldn't do that living in California and working minimum wage. I would make \$1,200/month working 40-hour weeks when the new apartments that opened up are \$1,300/month for a studio. This opened me up to the world of Real Estate, which got me into many seminars that ended up being a way to get more money out of me than helping me financially improve."

It was not until he met his fiancé, Evlin Huang, that he decided to get his real estate license in Wichita. They met after his deployment to Qatar in Kansas City.

"On our first date, she asked me what my five-year plan was, and luckily I had one. I told her how I wanted to get into some sort of real estate, whether selling or investing. That's when she told me she was a REALTOR® and convinced me to try it out. She changed my life."

In 2019, he became licensed and was an individual agent in Wichita, while she was in Kansas City providing support when needed. Once Evlin made the move down to Wichita, they joined The Wichita Home Team to work together and expand their business. They worked alongside their team lead, Kirk, and their director of operations, Sherri. With his military influence, he has become a driving force at McConnell AFB helping those who need it when buying and selling homes. Ian has also succeeded in ensuring smooth transactions with the airmen who are relocating to and from Wichita. With his experience, he has familiarized himself deeply with the VA loan and the VA process.



"It was tough at first. I have my full-time military job, school, real estate, and being a normal young adult. When we finally joined The Wichita Home Team, it was a huge weight off my shoulders since I had constant support and Sherri to help me with my transactions."

When Ian is not doing real estate, he is at his "third job" tending to his exotic gecko collection, which he breeds and sells to various people across the country. His love for animals definitely hasn't changed, unlike his business ventures. Besides his reptiles, he and Evlin have their Goldendoodle, Bagel, and their two cats, Squid and Beans. They are their office assistants and keep them company while they are at home working.



# LYNNEA

JP Weigand & Sons

# SMITH

Lynnea's path into real estate seemed written in the stars. She grew up watching her father develop and build residential neighborhoods in Southeast Wichita and Andover. She quite literally spent her childhood on construction sites. Coming from a building family, Lynnea had no doubt in her mind that she wanted to be a part of the real estate community here in Wichita. However, life threw her a curveball. While she was still in high school, she was scouted by modeling agency, Ford Models. This took her to Chicago, where she spent her first year of college living the city life and working in fashion.

Seeing her outgrow the Chicago market, Lynnea and her modeling agency decided to move her to Los Angeles, where she worked with countless brands including Express, Too Faced Cosmetics, Vera Bradley and The Buckle. She also worked as a voice actor on numerous Netflix movies. Working in fashion and entertainment allowed her to begin investing in real estate back home in Wichita. Throughout all of which, Lynnea continued to devote time towards receiving her degree in Business, juggling online classes while traveling for work. Guided by a love of people and a passion for beautiful homes, Lynnea naturally found her place back in the industry she was raised around. She worked to receive her California real estate license and joined a brokerage in Los Angeles.

However, 2020 seemed to make the entire world reconsider their priorities, and Lynnea was no exception. Seeing her father slowly begin to retire while her brother, Justin Smith, Smith Builders LLC., established himself in the industry as a phenomenal builder, Lynnea found a desire to work with the people she loves most. She dropped everything and moved back to the nation's best-kept secret, Wichita. With broadened horizons and an even greater appreciation for the Sunflower State, she jumped feet first into real estate sales.



Within her first year, Lynnea managed to establish herself not only as a new-construction agent working on family builds, but she created a flourishing resale business. Lynnea is truly passionate about working with clients and creating meaningful relationships around homes. Lynnea has been instrumental in the family business. She managed to streamline and help elevate the Smith Family brand, as well as identify a key market that had been missed within Andover's new construction. With Lynnea's assistance, The Family is transitioning into a new price range with Meadowbrook, a neighborhood that will break ground in Southwest Andover within the next 60 days. Lynnea intends on continuing to build her career in new construction over the development of Meadowbrook, while nurturing her resale business.

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*A little about me: I grew up in the small town of Mulvane, Kansas. Raised by a single mother, I didn't realize how beneficial being pushed to early independence would be. I was able to buy a house at age 19, and after that experience, I knew real estate was a career path for me! I had the opportunity to get taken under Adam Hamilton's wing as a loan originator, and I soaked up as much knowledge as possible and still work under him today. I'm still learning new scenarios all the time and love my job, meeting new families and helping them into their next home. I'm happy to welcome a new baby boy to my family - now it's really time for 6th gear as I strive for a great 2022. I look forward to the opportunity to work with you.*

**Chayse Cowan** Loan Officer, NMLS#1608804 - 316.461.3616



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# KATELYN GOOCH & JAMIE LOVE

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Our real estate journey has been so unexpected but life-changing for the both of us. Katelyn and I went to school together and became best friends in 3rd grade. Over the course of college, we drifted apart, but we reconnected in 2015. I had become a Certified Occupational Therapy Assistant while Katelyn was working in Belle Plaine with her father-in-law at Shelter Insurance. We had always talked about starting a business together and being able to raise our babies and work side by side together, but we never knew it would actually come to fruition.

Fast forward to 2019: Katelyn decides to get her real estate license. To no one's surprise, through hard work and following our beloved Ninja System, Katelyn was successful and named Rookie of The Year for J.P. Weigand & Sons in 2020. In January of 2021, I was purchasing my first home and used Katelyn as my REALTOR®. While we were leaving Security 1st, Katelyn and my husband both mentioned me doing real estate with Katelyn. I laughed it off, but the more we got to talking, the more it seemed like it could truly be a reality. I mean, we had dreamed of working together, but I had never even thought about real estate as a career before. Just a few short months later, I had my real estate license, Katelyn and I had a business plan (sort of), and I quit my full-time career as a COTA in May



Photo by Jennifer Ruggles Photography

of 2021. Throughout 2021, we added two team members, Brian Seba, who is Katelyn's dad, and Bethany Bryan, another Belle Plaine alumni. Our team won the Platinum Award and Masters Circle within J.P. Weigand & Sons Inc., and top 300 in MLS.

A little about us individually... Katelyn is a mom of two, Wyatt, 4, and Waylon, 2 and a half. She spends every free second playing with her babies, spending time with her husband, Ben, and running a moms group within her church.

I (Jamie) am a dog mama of two, wife, and soon-to-be mom of one sweet babe coming in August. I spend most of my free time playing with my pups, hanging out with my husband or family, and

traveling all over the country for my husband's businesses/hobbies.

We have had such a great experience with J.P. Weigand and we are so thankful for our Belle Plaine office. If you know Cathy Sheets, our broker, then you know we are treated like family. Katelyn and I have had wonderful role models in the real estate world to look up to between Katelyn's mother-in-law, Julie Gooch, our broker, and Shirley Palmer-Witt. We hope to continue this journey, and most importantly, serve our clients in the best way we can. We take pride in this career, and our relationships with our clients is our absolute favorite part. We have such a wonderful support system and so many people cheering us on, which we could not be more grateful for.



# CHEYENNE

Keller Williams  
Signature Partners

# HARVEY

Let's start with a fun fact about Cheyenne Harvey: She has lived in 25 homes (all in Kansas) in her short 28 years of life. One might say this is what sparked her passion for real estate.

If you were to ask her, she would say her passion for helping people has led her to the industry, thoroughly understanding the needs and wants of her clients, uncovering their motivations, and delivering with a home that meets and exceeds all expectations is her mission.

It may have started back in 2011 when Cheyenne was a "runner" for The Roy Group. There, she learned the ins and outs of the administration role of being a REALTOR®. She was the sign girl, the paper-filing girl, and the photographer! Yes, this is back when their photos were taken on a tiny digital camera by a young college student.

After graduating from Wichita State University in 2015, Cheyenne found her way into an Account Executive position for a manufacturing company selling pizza ovens! After spending a few years traveling the world for her job, she dreamed of making her way back into real estate, a career that would keep her in Wichita – to start her family.

She decided to take a chance on herself and quit her job to start her real estate journey in March of 2020. Now, this wasn't the most ideal time to make such a huge life change, but she somehow managed to make it work in her favor. Cheyenne has found the most satisfaction in helping her sphere with their real estate needs – her business is now solely generated through social media and referrals.

Her short journey in real estate has been fruitful, earning the number-two spot in Kansas in social media in her first year, making the Real Producers Top 300 agents, top 20% of her brokerage and the RSCK Masters Circle in her second year. She sets her sights high for the next few years and hopes to one day expand into her own team!

When she's not out showing houses, you may find her and her husband, Alex, hosting game night at their house or having a dance party in their living room with their two littles. They have a 3-year-old daughter named Palmer who can take a room



by storm, and the newest addition, 2-month-old Luca, who is already the biggest mama's boy!

One could say her hands, heart and home are full... The Harveys also have four dogs! In keeping with the theme of helping people (and animals) Cheyenne enjoys volunteering with a local animal sanctuary and has big goals to own lots of land and open their own kids camp and animal rescue!

Whether it's by raising kind humans or helping her next clients have a positively memorable experience in their real estate journey, you'll always find Cheyenne striving to make a positive impact with everyone she encounters.



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# STEPHEN YOWELL

NAI Martens

Stephen Yowell is a commercial advisor at NAI Martens advising his clients in the acquisition and disposition of Manufactured Housing Communities and RV Park assets throughout the United States.

Stephen is a graduate of Wichita State University's Center for Real Estate, obtaining his degree in Finance with an emphasis in Real Estate. While attending WSU, Stephen joined The Martens Companies in 2018 through an internship with Martens Appraisal. After a year and a half with Martens Appraisal, he transitioned into a brokerage assistant role with NAI Martens. Upon graduating from Wichita State University in May of 2020, Stephen moved into a full-time brokerage role with NAI Martens in their Manufactured Housing division.

In just under two years of full-time work with NAI Martens, Stephen has worked on Manufactured Housing Communities and RV Park deals in 11 different states. His largest transaction to date is a 156-space portfolio in Dothan, Alabama, comprised of two manufactured housing communities.

In his role as a commercial broker, Stephen appreciates meeting new people daily, building relationships with his clients and traveling the country on new assignments. Most of all, he loves the challenge of putting together a deal, managing all the complexities of the contract and different personalities in order to get the deal over the finish line. Whether it be catching a flight or renting a car to go win a listing or drafting a purchase contract, every day is different, which for him, makes the job enjoyable.



Born and raised in Wichita, KS, Stephen spends his time away from the office on the golf course or with friends and family. A huge Wichita State basketball fan, he enjoys attending games at Koch Arena as well as traveling to the conference tournament with friends to support the Shockers.



# TRENT NAI Martens

# GARMAN

Trent Garman was born and raised in Wichita, KS. He attended Andover High School where he graduated in 2011. Trent then attended Newman University where he obtained a business degree and played basketball.

Following graduation from Newman in 2015, Trent began his real estate career with NAI Martens. Trent describes NAI as “a company that has great leadership in place and tremendous resources to put everyone in the office in the best possible position to succeed.” Trent focuses most of his time working on investment real estate, specializing in multi-family sales with his partners Jeff Englert, Nathan Farha, and their assistant, Carla Sandwell, who they credit as the one who keeps them all in line. The multifamily team has transacted over \$300,000,000 in volume over the last seven years and 2022 is off to a great start.

Outside of work, Trent enjoys spending time with his wife, Ashton, and their 22-month-old little girl, Blakely. Trent loves playing and watching sports, going to the lake, snow skiing in Colorado and hanging out with friends and family. Trent is active in the Wichita community and is very excited about the current status and future of Wichita, KS.



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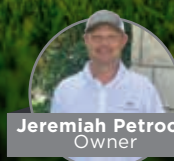
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# RYAN NAI Martens

# HUBBARD

I'm very honored to be recognized as a member of the *Wichita Real Producers 30 Under 30*. I'm a native of Wichita and have been fortunate to be surrounded by hard-working people that were willing to help and guide me. Wichita State's Real Estate program and the access that it offered to many of Wichita's real estate professionals was a major trajectory change for me. The program had a significant impact on my interest in commercial real estate as a career.

Wichita really is a unique community when it comes to educating and developing young professionals through the experience of many of the highly successful people that reside here. The ability to connect with veteran professionals and have a conversation with them is unlike many of the other markets. The access to local real estate icons creates a network that leads to many other important career opportunities.

Shortly after graduation from Wichita State University, I had an opportunity to connect with the NAI Martens team. I focus primarily on the industrial and investment property sectors. Outside of work I love being a father and spending time with my two daughters, Teagan and Rylee.



Photo by Kelly Remacle Photography



# DREW NAI Martens

# GANNON

Drew Gannon is a Wichita native who graduated from Wichita Heights High School in 2011. Drew obtained his bachelor's degree from Wichita State University in 2015 where he studied Finance with an emphasis in Real Estate. Drew first discovered an interest in real estate at Wichita State during Dr. Longhofer's Principles of Real Estate course. Dr. Longhofer's passion and knowledge throughout the course inspired Drew to pursue a career in commercial real estate. The Urban Land Development course was another class that solidified Drew's interest in real estate. Some of Wichita's top developers came to share their experiences and paths to success, which was very motivating and inspiring.

Drew has been with NAI Martens since February 2015. He began his career as an Appraisal Assistant for Martens Appraisal, then transitioned into a Brokerage Assistant/Research Analyst role before becoming a full-time Commercial Advisor in July 2019. Drew credits the leadership and partners at Martens for helping him jumpstart his brokerage career. He describes the environment as an open-door culture where he can approach any fellow brokers for advice at any time. Drew focuses most of his time working on the investment side of real estate, specializing in self-storage, retail, and some multi-family investment sales. In 2021, Drew was awarded two of the Wichita Business Journal's "Deal of the Year" honors along with Nathan Farha and Jeff Englert for the sale of All Storage Andover & Derby and the Goebel Duplex Portfolio. In 2020 and 2021, Drew sold 532,516 of net rentable square feet and 1,762 units of self-storage. Drew is actively pursuing the CCIM designation and hopes to achieve this designation in 2022.

Outside of work, Drew enjoys playing golf, watching sports, and spending time with family, friends,



Photo by Kelly Remacle Photography

and his girlfriend. Drew's dad is a pastor at Chapel Hill Fellowship United Methodist Church and his mom is an art teacher at Northeast Magnet High School. Drew's younger brother is a professional golfer, and his younger sister just graduated from the University of Kansas and is currently interning at PricewaterhouseCoopers' Chicago office. Drew loves living and working in Wichita and is really excited about the city's future.

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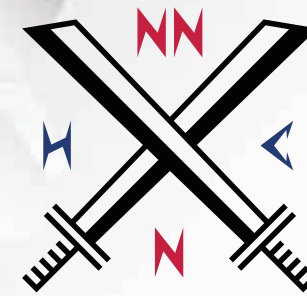
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# ARLENE MORRELL

Platinum Realty

Hello, I'm Arlene Morrell. I come from immigrant parents, which I am very proud of. My parents came to this country with little to nothing. They worked for everything that they have, even to this day. Seeing my parents work hard instilled my work ethic. I admire their dedication for a better life, not just for themselves, but for their family, and that is exactly what I'm emulating. I am working hard for my family but also for myself. I want to prove to myself that I can make my dreams a reality and be the woman I've always wanted to be. Though it hasn't been easy at times, it is so worth it.

My husband and my children are my motivation. My daughter, Gracie, is a miracle baby who was born at 24 weeks. She didn't have a good chance of living, but she's a fighting soul and is now 8 years old. I gave birth to my wonderful son, Grant Jr., last May, and my world hasn't been the same since. I am truly blessed.

If you would've asked me three years ago if I would be a REALTOR®, I would have looked at you like you were crazy, not because I didn't want to be one, but because I never knew I possessed the ability. Three years ago I was working in optical, which is where my husband and I met. He was the lab manager, and I was an optician. Though I didn't mind it, I KNEW that wasn't my calling. One day, my husband and I started looking into real estate. It had always been something we were really intrigued by for many reasons. We continued in optical for a few months until one day, we were both over our job and I mean OVER it. Our mentality was "if we work this hard and make this corporation tons of money, why not do it for ourselves? And on top of that, we'll be helping individuals and families with the biggest investment of their lives. It's a win-win!" So we took a huge leap of faith and followed our dream. We haven't looked back, and it has been the best decision we've made!

In the summer of 2019, we started taking real estate classes, and by the end of the summer, we were licensed REALTORS® ... and the rest is history. We take pride in knowing our clients have hard-working, trustworthy REALTORS® by their side. It is our mission to provide an experience that is so positive, you'll feel the trust, comfort, and confidence in securing a real estate agent for



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life. We believe that working hard at something you love to do, with people you trust, is one of the greatest experiences in life. As a result, we provide some of the most professional, loyal, and dedicated service in the industry. The best interest of our clients will always come first, as we are dedicated to the development of long-term relationships, and earning the referrals of the people our clients care most about.

I want to express my gratitude to all those who helped me achieve my dreams. My husband, friends, family and just simply those who have trusted us to be their REALTOR®. Thank you! Thank you for your support, and thank you for believing in me. It truly does mean the world.



# BRYANT BELDEN

RE/MAX Premier



I've heard that you can find your purpose in life by identifying a place where your skills and passions can help meet a need in the world around you. For me, being a real estate agent is more than just a job. It is an avenue to use my unique skills to ensure that my clients have confidence and peace of mind through their home buying or selling process.

My name is Bryant Belden, and I'm truly honored to be recognized in this special edition of *Wichita Real Producers* as a top-producing agent under 30! I grew up right down the road in Mulvane, KS. For as long as I can remember, two things have always been very important to me: serving my community and finding a good deal! As I grew up and nurtured these passions of mine, I learned about two renowned financial books: *The Richest Man in Babylon* and *Rich Dad Poor Dad* – which only furthered my interest in finding creative ways to make sure that I was setting myself up for financial success in the future. Shortly after reading those two books, I stumbled upon the *Bigger Pockets Real Estate Podcast* hosted by Brandon Turner and David Greene. I soon discovered my desire to stretch a dollar as far as it could go. I also realized that helping others confidently make financial decisions could easily be transferred to the real estate world! Today, as an agent with ReMax Premier, my goal is always to make sure that my clients can have confidence that they're making a good investment. I want them to know that their hard-earned money is going to the best possible use – investing in an asset that will not only house countless precious moments but will also set them up for a successful future!



Photo by Kelly Remacle Photography

Investing in a positive future for Wichitians is a family business for me and my wife. She is a

teacher in USD259, and we plan to stay here and continue utilizing our skills and passions to meet the needs of the Wichita community we love so much!



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# ELIZABETH SMITH

RE/MAX Premier



What do you get when you put together a welder, new real estate agent, and a crazy market? In Elizabeth Smith's case, you get a tenacious, compassionate, "learn or burn" REALTOR®.

Elizabeth's entry into the real estate world was truly trial by fire, beginning her career in 2020 – a tumultuous time for the market. But that's okay; she's used to the heat. Before entering real estate, she was a welder.

"My background is not anything like real estate," she laughs. "Growing up very shy, I thought I'd want nothing to do with a communication-oriented career." After working in a factory, she realized she was all wrong about herself. When she moved to Wichita from Indiana, she wanted to do something totally different. "Being a real estate agent means never doing the same thing the same way twice. I'm in constant communication with someone by phone, email, or in person. It's self-driven, so it feeds my entrepreneurial drive – it checks all the boxes." Best of all, it is a career that helps people. "Buyers are going to be LIVING in their new home for the next however-many years, so helping them find something *they* enjoy is something *I* enjoy." For sellers, Elizabeth's goal is to facilitate a painless transaction, relieving the seller of all the behind-the-scenes stressors so their closing is as simple as a signature and a smile.

Some might see entering the real estate market in a new location as intimidating; Elizabeth sees it as an advantage. Moving to Wichita from out of state gave her fresh eyes for all its amenities. She spent a lot of time exploring neighborhoods and parks, attending local community events, and researching the best areas to live. Her "touristy perspective," as she likes to call it, helps her clients see things they might otherwise overlook, and it provides first-hand insight into the needs of a relocating client.

"Wichita is a very family-friendly city. I like how much there is to do here."

Elizabeth has discovered a lot about what makes the town so attractive, and she enjoys sharing that with her clients. One of her favorite events was the Gladiator Dash she participated in last year. She was inspired by the sense of camaraderie everyone shared in cheering each other on to complete the same goal.

Elizabeth works with the same tenet in her realty role. She credits her real estate-agent brother and her office broker/mentor as the support that has kept her going in tough times. Still, she understands that, even with such great support, "If I don't do the work, it doesn't get done."

That's been especially true in the past year with such an unusual market. Everyone involved is very busy and with so many buyers vying for the same few homes, success requires offer after offer and constant communication. That's where both tenacity and compassion come in. Helping clients overcome the heartbreak of repeated rejections in a tough market requires patience and a hopeful, positive, determined attitude.

Elizabeth shares this advice with other realty newcomers: "It's a great industry and a great job, but you have to be willing to put the work into it. If you don't want to be responsible for every little aspect of a transaction, you don't want to be in this industry." Thankfully, Elizabeth does. "I love my job! I look forward to answering phone calls and client questions. I just want to do more of what I'm doing – helping people find the home they love." You might say Elizabeth loves helping "seal the deal," creating a "solid bond" with her clients and their newfound homes.



# DAPHNE

ReeceNichols South  
Central Kansas

# MALONE



Photo by Jennifer Ruggles Photography

It's always been a passion of mine to serve the community and build relationships. Ever since I was old enough to have a job, I have found myself in customer service. These experiences taught me valuable lessons and helped me grow as an individual, but I always felt like I wanted to do more in life. This led me to my current career in real estate.

Being my own boss has always sparked my interest, thanks to my mother. She is a first-generation immigrant and didn't speak English when she came to America. Over time, she became a very successful businesswoman. She has always inspired me to chase my dreams and achieve anything I wanted to in life.

My mom's story empowered me to get out of my comfort zone and leave my full-time retail job. I went on to do marketing for a local real estate group three years ago. This allowed me to learn the ropes from behind the scenes while still being creative. I was hesitant to get my license right away because I felt like I had a lot to learn and no one would take me seriously at my young age.

At the end of 2019, I obtained my license while maintaining my role in marketing. When I closed my first transaction, I was hooked! The thrill of meeting clients and assisting them at a monumental time in their lives was truly fulfilling. I knew I found my calling and wished I hadn't doubted myself before. After a lot of realization, I needed to dedicate more time to my clients and myself. I took the leap of faith and became an individual agent. After six months solo, I qualified for the RSKC Presidents Club Award for 2021.

In my free time, I love to relax with my family and our pack of dogs. Can't forget the binge-watching of our favorite shows. My husband and I have been married

for five years and have a son together with a baby on the way! We spend most of our time at our little home in the country that we are currently renovating.

Understanding how important my home is for my family is another driving factor in providing my clients with outstanding service and an authentic experience. I want my clients to know I am their friend through the process before and after the transaction is closed. I am excited for what the future holds while I continue to help many families achieve their real estate dreams!

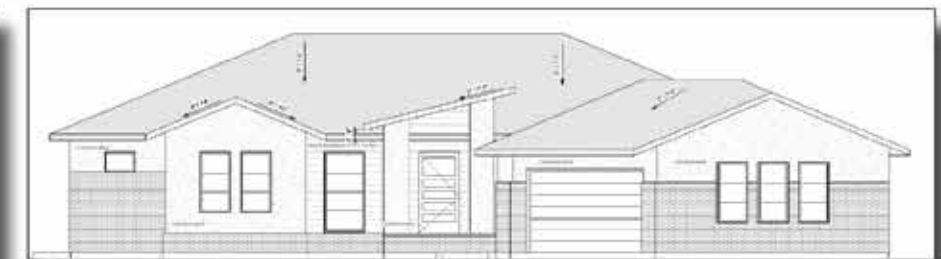
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# MATT eXp



## SCHRADER

It was only two weeks after I had started my first engineering role out of college that I knew I was meant for something different. I knew I was an entrepreneur and despite my love for engineering, there was no way I could pursue the goals I had for myself where I was. I stuck it out for a year. In my free time, I read self-help books and take various online courses seeking answers I felt deprived of. I thought, “the more I learn, the more likely I’ll be able to spot an open door, an opportunity I could take.” I had to listen to that strong desire I had within, regardless of how my friends and family reacted.

Right on cue, as my employer gave notice that I was no longer needed, my neighbor recommended I get into real estate. The day after leaving my job, I was in real estate school, in Michigan. After getting licensed, I moved back home to Kansas. It took about nine months before my license was transferred. Despite the wait, I walked into this career with what felt like perfect timing. At Keller Williams Signature Partners, I was welcomed warmly and met great and supportive agents who treated me like family.

I discovered that in this business, I can take care of the client from the beginning to end, as opposed to only during one portion of it. This was important for me, as it meant that I had the power to ensure my clients are well-informed and cared for, from “clueless to closed.”

Having been an engineer, I seek to learn everything that I can about the business. In only three years I have earned the ECA, SFR, RENE, PSA, and E-Pro certifications. Additionally, I am certified to sell for corporate relocations. I have also learned that I will do just about anything for anyone. It is always worth it when I depart from my clients and see



Photo by Kelly Remacle Photography

them smiling from ear to ear. Nothing is more gratifying than having clients who start out by not being able to stand the real estate industry, to being the one to change their mind.

This past year I have moved to eXp Realty and remain a solo agent as my business continues to grow. In addition to selling, I have a growing listing photography business called RealPik. I am so thankful for the agents who have used and trusted me from day one. There is no limit on what I feel I can do. The future is bright, and there are many people to bless with the gift of homeownership.

# MAX eXp



## EASLEY

My story started overseas in Eastern Europe. I was born in Melitopol, Ukraine. I spent the first six years of my life with my family, raised by my mom. When I was 6, my mom and I moved across the globe to the United States. We ended up in a small town in western Kansas named Larned. That is where I spent the next 13 years of my life growing up. I lived a normal life and graduated from Larned High School in 2017.

After high school, I attended Hutchinson Community College and graduated in 2019 with an Associate of Science degree. I was planning on getting a bachelor’s degree in electrical engineering afterward, but those plans quickly changed. During my time at HCC and my summers/winters working for a local electrical company, I discovered real estate through the book *Rich Dad Poor Dad*. I also found the *Bigger Pockets Real Estate Podcast*. I would listen to it all day every day. It quickly sparked my interest in real estate, investing, passive income, and business. In the spring of 2019, I bought my first property, and that following fall, I moved to Wichita to live in it. Shortly after moving to Wichita, I decided to get my real estate license instead of pursuing electrical engineering. I became licensed in October of 2019.

I love the opportunity to set my own schedule, ability to do what I want, and make as much I want. That first year was definitely a struggle as a solo agent, despite closing homes. In year two, I joined Ben Meyer with Team Home Hero at eXp Realty, and that completely skyrocketed my growth in the real estate world. I was able to quickly quit my part-time job and focus on real estate full-time. I love being able to help people through one of their biggest life events. It’s the most rewarding feeling I’ve experienced.



Photo by Jennifer Ruggles Photography

My future plans include working as a real estate agent full time. I also plan on getting into the real estate investing world more. My goal is to purchase single-family and small to medium multi-family homes as long-term rentals. Having the opportunity to learn firsthand in the real estate world as an agent has been a blessing and will definitely help me for years to come. In my free time, I enjoy going to the park with my 2-year-old dog, Ekko, going to the gym, playing video games, and spending time with close friends/family.



# DYLAN RE/MAX Premier

# SHELLENBERG

Dylan Schellenberg was born and raised in Wichita, Kansas. His father, Marv Schellenberg, founded the Schellenberg Development Company in 1989. As a child, he was able to witness the family business grow and develop from the ground up, quite literally. He graduated from Maize High School in 2010 and moved on to play college football for Kansas State University. He graduated with a degree in Business Administration and a minor in Economics in 2015 from Kansas State University.

Dylan got to work right away and started at the Schellenberg Development Company in 2015. He started his career in real estate as an assistant to one of SDC's (Schellenberg Development Company) top community agents in the Bay Country Development. After learning the ins and outs of the real estate business and new construction, he quickly gained momentum.

In 2017 Dylan moved on to be the lead community agent of the popular development, Estancia, in Northwest Wichita. He has been a part of Estancia from the very beginning, assisting the clients in purchasing and building the very first home in the development to the final phase, which is what Estancia is currently in as of today. Estancia will have 100+ homes at completion and has grown into being one of the most prestigious neighborhoods in NW Wichita.

Along with residential new construction, Dylan has been a part of several commercial development projects, and this is a new path he will continue to venture into. Being a part of Wichita's thriving real estate market in both commercial and residential development is important to Dylan. He loves to see his hometown growing in such a positive direction.

Dylan has shown great leadership skills during his time with SDC, and has quickly grown to become the



Photo by Kelly Remacle Photography

Vice President of Sales and Marketing. Dylan now oversees all residential sales, new construction, commercial sales, land development, and commercial development. SDC has two thriving retirement communities known as The Villas, four active new construction communities (The Coves, Arbor Creek, Estancia, Bay Country) several commercial properties, and so much more coming!

Although most days you can find Dylan working away, he does enjoy some time off. He recently got married last year (2020) to his beautiful wife, Lindsey. They share a dog named Forrest, who is always by Dylan's side. If he is not at home with his family, you can find him on his favorite golf course, Reflection Ridge. Dylan is eager to grow SDC to new heights in the years to come!

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# EASTIN Platinum Realty

## DOCKERS

Eastin Dockers has been passionate about real estate since his earliest years growing up in Rose Hill, watching his dad work in the industry as an agent, builder and investor. Eastin always knew that he wanted to chart a path helping others. He found his true calling in real estate; serving his clients and guiding them through one of the biggest investments of their lives. He recognizes and values the trust his clients put in him.

Over the past five years, Eastin has been involved in the sales and marketing of millions of dollars of real estate in Wichita and surrounding areas. Eastin feels incredibly blessed to work with amazing clients who have become his friends and a strong part of his network. Specializing in residential real estate has allowed Eastin to work with first-time homebuyers who are completely new to the process, growing families who are looking for more space to accommodate new additions to the family, and investors looking to grow their portfolio and reach their goals. No matter what your reason for buying or selling is, Eastin can guide you through the process.

Other than working with clients, Eastin enjoys networking with other agents and individuals in the industry. Over the years, Eastin has built a network of mortgage lenders, home inspectors, and contractors that provide excellent service.

Before joining the real estate industry, Eastin graduated from Wichita State University with honors and earned a bachelor's degree with a major in Finance. This provided him with the skills and knowledge that he uses daily in real estate negotiations, whether it's getting the best value for clients, educating home buyers and sellers on the process, or effectively marketing listings to sell homes fast.

Passionate about real estate investment, Eastin is an active investor in Wichita's emerging real estate



Artwork by Chuck Close, Mark Arts Study Collection

Photo by Kelly Remacle Photography

markets and shares this knowledge and experience to assist and educate aspiring investors with their goals. A long-term resident of the Wichita area, Eastin enjoys spending his free time with his wife, Lakynn, and two kids, Hadlee and Briar. When he is not chasing around two toddlers, he enjoys spending time in the outdoors hunting whitetail deer, turkey, and upland birds with his dog, Copper.





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