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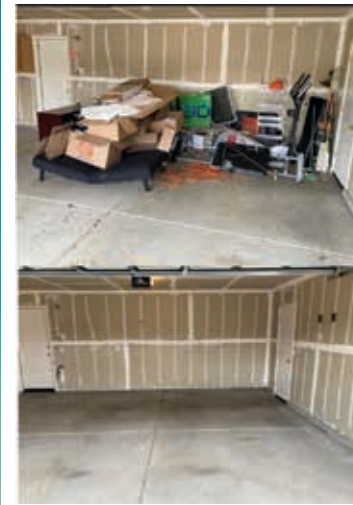


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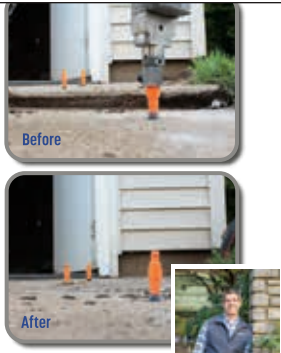
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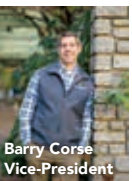
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MARCUS

Beau Hundley

— STATEWIDE MORTGAGE —

At every closing, Marcus Hundley hands his client not only a pen, but something they probably would never expect to need that day: a pair of shiny, sharp scissors. Then, once the papers are all signed and before they take their keys, the client picks up those scissors and cuts Marcus's necktie off.



Since they started the tradition this year, 65 ties have been cut. "Getting your new house should be more enjoyable than stressful," he declares jovially. "I wanted to change how people think about getting their mortgage. It's the most fun thing I've ever done, and it makes it really memorable for the client."

That passion for changing how people think about getting a mortgage is deeply personal for Marcus, born from his own experience going through the process and encountering the stresses that come with it. "I was fascinated and drawn to the mortgage process," he explains, "but once it was done, I was able to consider it all and felt that isn't how it should be."

Despite always feeling a deep attraction to real estate, Marcus didn't decide to enter the industry for some time. After receiving his bachelor's in psychology from Morehead State University in 2009, the La Grange native had followed the corporate career path and worked for Cellular Sales, Verizon's largest retail front, and advanced his academic career, continuing on at Morehead and achieving his master's in organizational psychology. Working his way up from in-store sales, Marcus moved into recruiting, eventually becoming the department head and successfully managed the challenges of overseeing the recruiting, staffing, and training for 43 stores. "It was difficult, convincing people to choose it as a career, but I hired over 1,300 people and made friends

that will last a lifetime," he relates, "but I was ready to get back to helping people and directly produce my own results." Despite his success climbing the corporate ladder, Marcus knew it was time for a change and in April 2022, after 12 years in the cellular industry, he made the leap into real estate to answer a new call: making the process of getting a home enjoyable for people.

But he had not chosen the easiest time to transition into real estate, facing climbing interest rates and a shifting market. "The first loan I locked was 4.75% and the second was over 6.75%," he recalls, "so it was really straight out of the frying pan and into the pot, and I loved it." In the face of the dramatic uncertain shifting of the market, Marcus found success, putting over 100 families into homes since he started, and is passionate about keeping that number growing. "I truly care, and I will run through a brick wall like the Kool-Aid man to get my clients into a home," Marcus states. "It's never yes or no, it's 'How?' and we're obsessed with making that 'How?' possible.

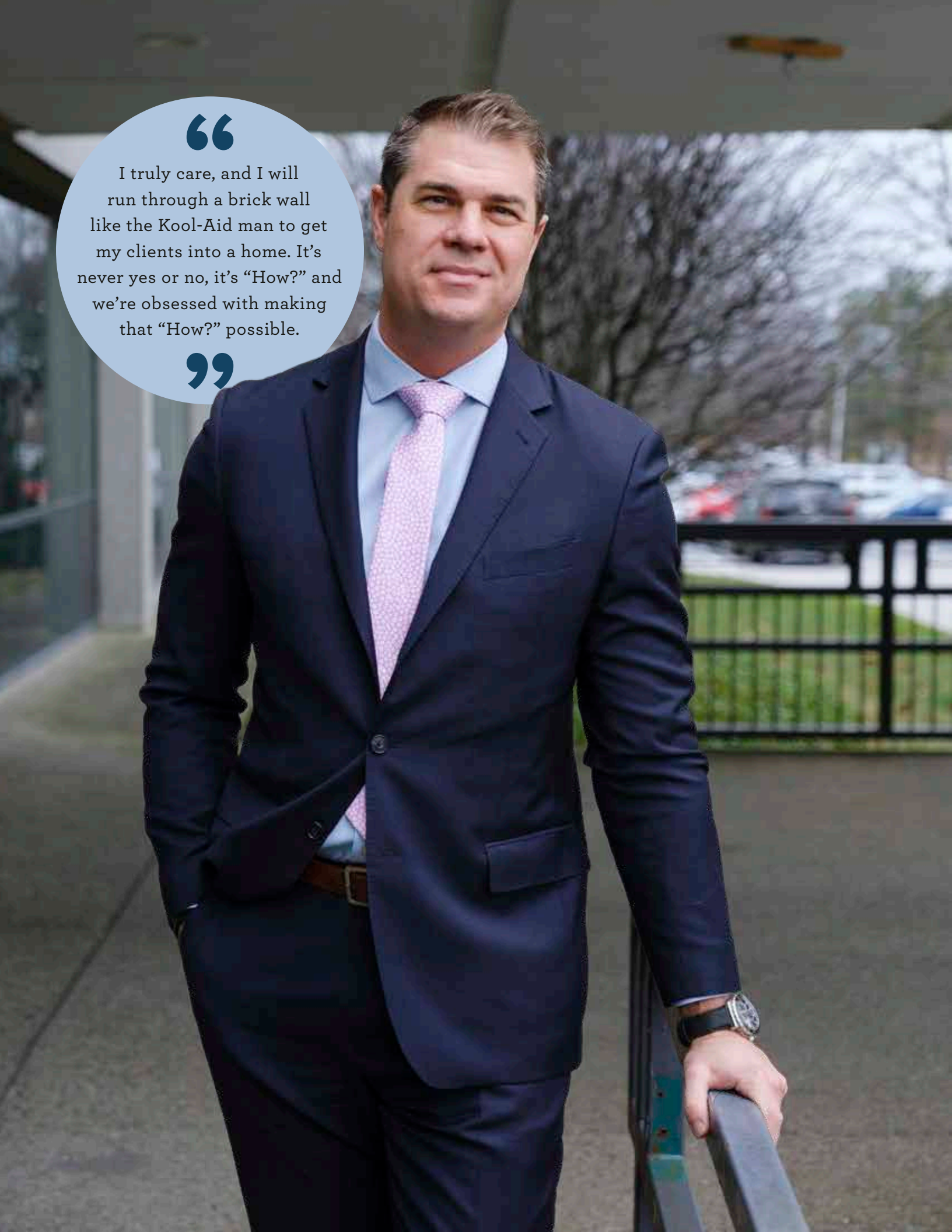
“
I wanted to change how people think about getting their mortgage. It's the most fun thing I've ever done, and it makes it really memorable for the client.
”



“

I truly care, and I will run through a brick wall like the Kool-Aid man to get my clients into a home. It's never yes or no, it's "How?" and we're obsessed with making that "How?" possible.

”



He credits his success to the more individual-focused approach to the mortgage process. "Our industry is dominated by numbers, and I think, unfortunately, mortgage has been filled with people who are great with numbers and forced to work with people. We try to be the opposite: we love working with people but are great with numbers," he elaborates. "This is a stressful process for a lot of people, and you don't always see them at their best. Sometimes they have challenges with their credit or income, something deeply personal to a lot of folks, and you are the one working with them on documents that deal with that. We are people-focused people who are great with numbers, and clients feel that difference; they actually enjoy our mortgage process instead of finding it stressful and frustrating." The most crucial point of the approach, and the heart of its success, is to never lose sight of the goal of helping people. "Despite the infinite number of variables and the possible stress, at the end of the day, the goal is to put someone in the home" he says, "We are blessed to work in a business where our tremendous success only comes as a result of helping people."

Marcus cites the support his current brokerage, Statewide, provides, choosing them for their outstanding reputation, structure, and competitive rates, as part of his success in mortgage, as well as guidance and support from acquaintances within the real estate industry. When not supporting his clients, Marcus pursues his other passions of traveling, sports, and cooking as a family with his wife, 5-year-old daughter, Blakely, 2-year-old son, Nash, and three dogs. He is grateful to live in such an amazing county, for his family and his health, and for every opportunity to work hard and serve others.

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on the rise

Photos By 1075 Photography
Written by Elizabeth McCabe



Patrick Doyle has made a name for himself in real estate with his work ethic and determination. As a REALTOR®, contractor, and business owner, Patrick uses his expertise and industry knowledge to provide his clients with a comprehensive and confident homebuying experience. “My clients are trusting me with the biggest purchase of their lives,” says Patrick, “and I owe them my very best.”

Growing up in Lexington, Patrick enjoyed Fayette County, which he describes as the “smallest big city in America.” He comments, “I liked the small-town vibe. It just so happens that there are 400,000 people who live here.”

Raised by his mother and his sister, Patrick describes his childhood as a very blue-collar upbringing. “I didn’t want for much,” he comments, “but we didn’t have anything extra.” He feels fortunate and blessed to have an amazing family.

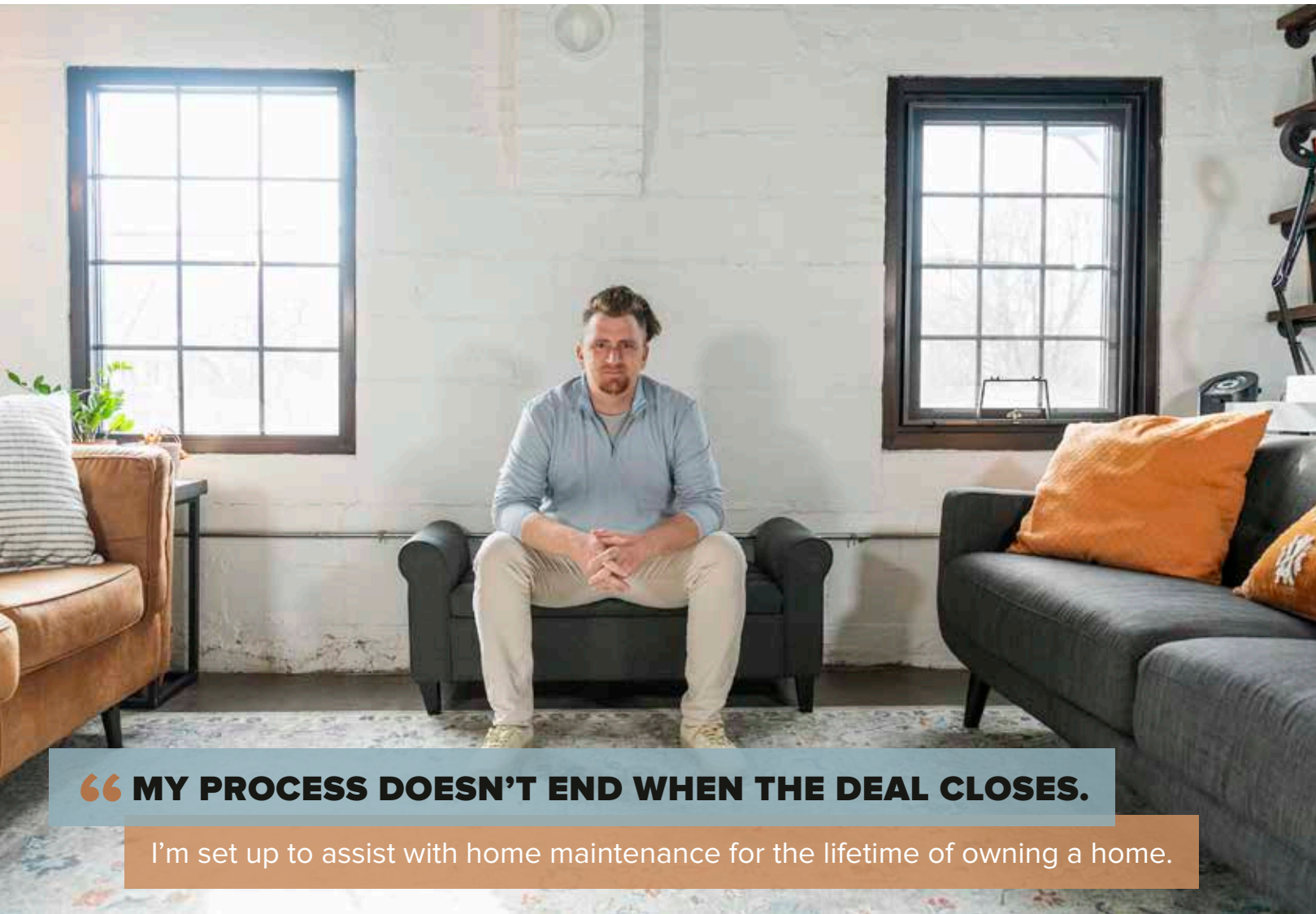
His upbringing made him who he is today. He explains, “Growing up here molded me through the connections I made locally. It seems that word of mouth is more valuable in Central Kentucky and Lexington than anywhere else.” He has built his business, one satisfied client at a time through repeat and referral.

PATRICK DOYLE

NATIONAL REAL ESTATE

FROM BLUEGRASS
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“MY PROCESS DOESN'T END WHEN THE DEAL CLOSES.”

I'm set up to assist with home maintenance for the lifetime of owning a home.

Childhood Aspirations

As a child, Patrick loved UK basketball and horse racing at Keeneland. An athlete growing up, Patrick loved sports and played basketball, football, and baseball in high school. He shares, “I wanted to be a teacher and a coach.”

He attended school and majored in Engineering before realizing that he didn't want to sit in an office every day. His love for education and engineering blended together beautifully in real estate, coupled with his heart to serve others. He got his license in January 2021, helping others ever since.

A Call to Serve

“I do view a real estate transaction as an educational thing,” he says. Patrick

caters to his clients, commenting, “My process doesn't end when the deal closes. I'm set up to assist with home maintenance for the lifetime of owning a home.” Patrick, who also owns a construction company called PD Designs, has come to the rescue of his clients with his experience and expertise.

“I try to go above and beyond to make sure that every client is not only legally protected but equipped to maintain their home,” he says. “I have 10-12 transactions where we buy the house while the house is under contract. We do the design phase and get the blueprints drawn and get the renderings done. When the house closes, we gut it and renovate it, and piece it back together.”

Patrick's journey into real estate was preceded by his success in the construction industry. In 2016, he started PD Designs, which initially focused on smaller projects like bathrooms and master bedrooms. Over the years, it evolved into handling large-scale guts and renovations, commercial fit-ups, and new construction. PD Designs goes beautifully with his real estate career.

How does Patrick do both? “I work a lot,” Patrick humorously remarks. His engineering background and hands-on experience in construction uniquely position him to provide accurate information to clients, enabling them to make informed decisions about potential renovations.

Defining Success

Success, for Patrick, is not measured by a salary or dollar amount. “Success is helping people reach their goals. If my client succeeds, I succeed,” he says. “I want to be able to like what I see when I look in the mirror. My only goal in life is to be a good person.”

“I try to put more into the world than I take from it. I ask God every day to give me the ability to do that,” he adds thoughtfully.

Patrick gives back to local nonprofits, helping others in the community through his volunteer efforts and dedication to make a difference.

Balancing Work and Personal Life

Currently working 80 hours a week, Patrick's number one priority is and always will be his family. He and his fiancée, Emma, became engaged in October of 2023. They share two dogs, Gus and Theo, who get all the attention at home.

Patrick still finds time for his passions outside of work. A huge basketball fan, he watches college basketball and the NBA. “I love music festivals,” says Patrick. Although he hasn't had time this year, he's



“I want to be able to like what I see when I look in the mirror.”

MY ONLY GOAL IN LIFE IS TO BE A GOOD PERSON.

hoping that will change in the future. Other pastimes include hiking and climbing, which are great ways to relax and recharge from real estate.

The Golden Rule

A man of integrity, Patrick lives his life by the Golden Rule, which dates back to his grandmother's influence when he was 10. She told him, “You can't ever take back how you treat people, and you can't take back the impression that you

leave on people. The best way to live is by the Golden Rule and treat other people the way you want to be treated.”

Patrick Doyle's story is one of determination, service, and a commitment to both professional excellence and personal growth. As he continues to rise in the real estate industry, his journey serves as an inspiration for those who value hard work, integrity, and the power of building genuine connections.





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Written by Elizabeth McCabe
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*PASSIONATE.
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“Real estate doesn’t feel like work to me,” says REALTOR® Bradford Queen at Bluegrass Sotheby’s International Realty. “I really enjoy it.” His only regret is not starting in the business sooner. Interestingly, real estate is his second career.

Mt. Sterling Roots

Born and raised in the picturesque town of Mt. Sterling in Montgomery County, just 30 minutes east of Lexington, Bradford reminisces about his ideal childhood. As the first of three children, he cherishes the close-knit bonds with his two younger sisters and friends. The small town holds a special place in his heart, and his family’s proximity, with grandparents just a street away, added warmth to his upbringing.

“My Mom was a teacher,” he recalls. “My Dad was the third generation of Queens who sold Chevrolets.” He realizes that his upbringing made him the man that he is today.

As a child, Bradford wanted to be an architect. “I still love architecture,” he says. “I still have amateur blueprints that I drew when I was growing up.” When he was little, he would pick up the house plan books on the magazine racks at the store. “I was always drawn to them,” he says. Little did he know that he would pursue a real estate career decades later that would blend his passion for architecture and helping others.

Finding His Path

After moving to Lexington for college at the University of Kentucky, Bradford felt the pull of the city and decided to make it his home. He pursued a journalism degree with a focus on broadcasting and enjoyed a successful career in various communication roles, including producing guest segments for WKYT-TV, the local CBS affiliate, and working as a producer for one of Kentucky’s longest-running news shows, Kentucky Newsmakers. A twist of fate led him to the Secretary of State’s office, where he spent five years, rising to become director of communications. Bradford sees these experiences as invaluable, preparing him for his future career in real estate.



Fascinating, real estate was always at the background of Bradford’s mind. The urge to pursue it intensified, leading him to acquire his license a year before turning 30.

“I thought if I didn’t do real estate now, I would never do it,” he says. His dream became reality in January 2019 on his 30th birthday when he officially stepped into the real estate industry.

Challenges and Triumphs

Jumping headfirst into real estate meant leaving behind a secure salary and benefits. Despite the financial uncertainty, Bradford sees this leap as “one of the best decisions” he ever made.

“I had saved a few months’ worth of living expenses,” he says. “It was a big motivator for me,” he reflects. “I had to work really hard. The best decision I ever made was jumping into real estate cold, but I’m glad I did it that way.”

His prior career had prepared him for what he does today. “I look at real estate – in the way that we practice it – as problem solving,” he comments. In his previous professions in news and in government, Bradford became highly adept at solving problems. He also learned how to deal with complex issues in these roles. “Every day was different in news and government communications,” he explains. “You never knew what issues you were going to be solving from day to day. That led into real estate easily.”

Defining Success

Bradford echoes Dale Carnegie’s perspective on success, emphasizing that true success lies in finding joy in what you do. As Dale said, “Success is getting what you want and happiness is wanting what you get.”

Grateful for a fulfilling career that allows him to provide for his family, he defines success by his enjoyment of the work. Bradford’s approach aligns with the notion that happiness stems from wanting what you have.

As Bradford celebrates five years in real estate, he envisions a long and enjoyable career. “I’ve enjoyed every year from the very first one,” he smiles.

“I look back at the first year and the lessons that I’ve learned and every year since,” he says. “It continues to be a fun, rewarding career.” A goal-oriented individual, Bradford has monthly and yearly goals that he meets.

Beyond professional milestones, becoming a father this past June has reshaped his priorities. Raising his son, Wells, stands out as what will be his ultimate legacy. “He’s changed our lives in



the best way and we’re blessed to have him. I could sell all the real estate in the world but raising our son will be the most important thing I ever do.”

Fortunate for Family

Rooted in a strong work ethic instilled by his family, Bradford acknowledges the influence of his parents and grandparents. His wife, Megan, has been a steadfast supporter, standing by him as he ventured into real estate. The values of hard work and passion for one’s craft, passed down through generations, shape Bradford’s commitment to his clients and his profession.

Bradford aims to continue contributing to the local community through his involvement on the boards of the Kentucky Theater and the Living Arts and Science Center.

More Than A REALTOR®

In every transaction, Bradford aims to be more than a REALTOR®. Describing his role as an advisor, connector, and concierge, he aspires to guide clients through their real estate journeys. Bradford’s focus on building relationships rather than executing transactions is evident in his business built heavily on referrals and recommendations. For him, success lies not just in closing deals but in being a personal resource for each client, a guiding presence as they navigate the next chapter in their lives.

Bradford Queen’s story is one of passion, resilience, and a commitment to making a positive impact on the lives of those he serves, both in the world of real estate and beyond. Bradford concludes, “I really couldn’t be more grateful for the rewarding career that I have.”



“““

I look back at the first year and the lessons that I’ve learned and every year since.
It continues to be a fun, rewarding career.

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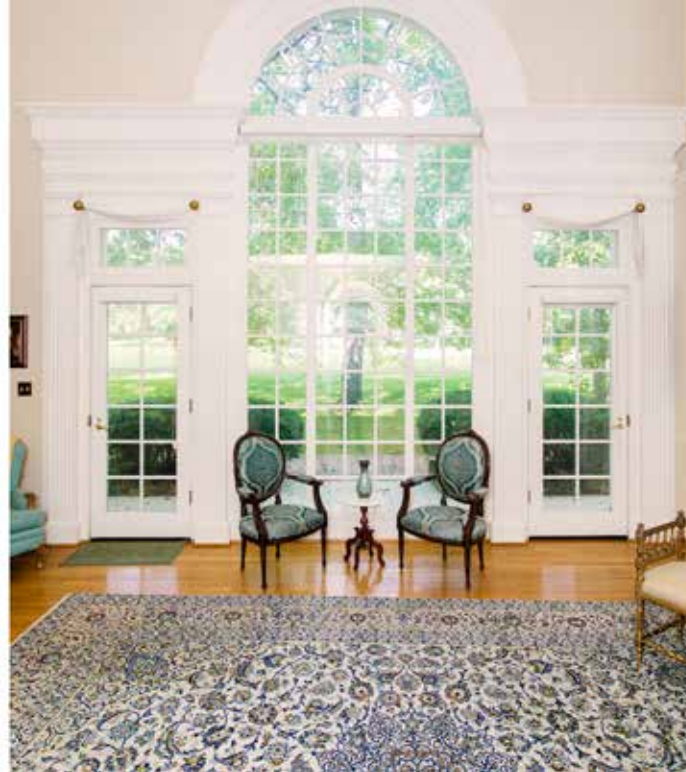
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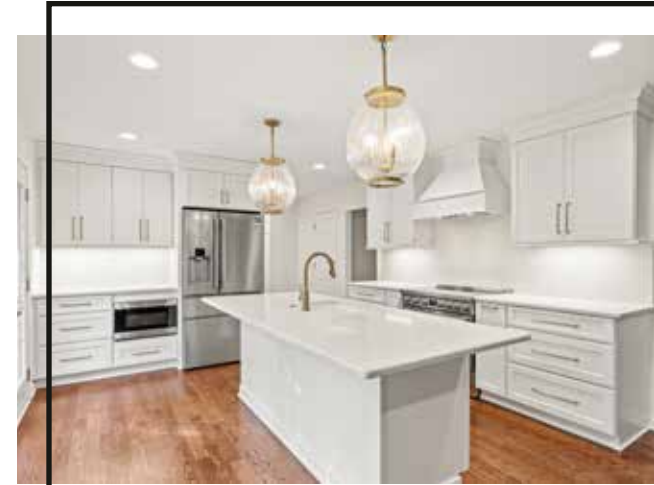
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“ The mission at Bluegrass Builders and Remodel is to provide our community with beautiful, high-quality homes that will last and bring joy to the families who live in them. They believe in preserving your investment while creating beauty in Lexington, KY and helping families create new loving memories. Their promise to you is to perform all areas of the project with integrity and create lifetime-lasting relationships with all of their clients for years to come...”



Bluegrass Builders and Remodel, LLC has a passion for building beautiful homes and creating memorable spaces. Whether your dream is of a new custom home or a remodeled space in your existing home, with their team of skilled professionals, they can bring those dreams to life.

When it comes to remodeling and building your home, you can count on Bluegrass Builders and Remodel for quality work that's done right the first time. The experienced team, led by Lauren Geiger, will ensure your project is completed with precision and purpose.

Bluegrass Builders and Remodel's website offers online pricing as well as free phone consultations with clients to make the buying experience as stress-free as possible. Their team of architects, designers, and skilled tradespeople make the path to your dream home streamlined and efficient. Let their experts show you why they are the premier choice for custom-built home and remodel services in the area!

Our team is proud of what we have accomplished and cannot wait to see the joy it will bring to the families we have the opportunity to serve!! Lauren wholeheartedly believes in preserving our city's beauty, and commitment to helping families maintain their homes is unwavering.

At Bluegrass Builders and Remodel, the team believes in using only the highest quality materials and craftsmanship to ensure your home looks and functions at the highest level possible. They take pride in their workmanship, as well as their willingness to go above and beyond for their clients. The team's commitment to high standards of excellence and integrity sets them apart from the competition.

Lauren looks forward to continuing our mission of reviving old-world charm with modern-day amenities for many years to come. Who's ready to build their next dream home or envision their newly-remodeled space with Bluegrass Builders and Remodel?



About the Owner Lauren Geiger

Lauren has over a decade of experience in the construction industry, serving Lexington. With a background in architecture, Lauren leads her team of knowledgeable experts who will always take care of you and your family. Lauren's biggest joy is making a house a home for her clients. Seeing their faces and hearing their reactions when they see the finished product is really what started her love for this business in the first place.

Lauren is very involved in the community she calls home. Giving back to the Lexington community - especially programs that support our youth - is very important to her. Lauren is an annual child sponsor for the Angel Tree, a sponsor for the LaFayette dance team, Frederick Douglass Cheer team as well as the Palomar swim teams, she donates classroom supplies to Meadowthorpe Elementary each year. She is also a member of the BIA and the Better Business Bureau.

Lauren says, "At the end of the day, when it comes to running a business, doing right by my clients, workers, and staff - no matter the cost - is what is important to me!"

Add a Touch of *Elegance* to Your Home!



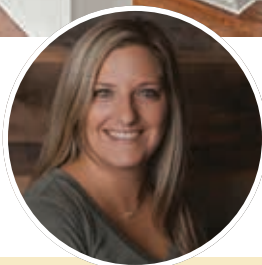
Bluegrass Builders & Remodel offers a full range of services to assist in making your house the perfect home. Whether starting from scratch with a new construction or sprucing up your existing space with an interior remodel or home addition, *Call the experts today!*



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