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A portrait of Eve Kneller, a woman with long, wavy brown hair, smiling. She is wearing a white, textured, fur-trimmed jacket over a white top. The background is a blurred pattern of blue and white geometric shapes.

EVE KNELLER

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TOP AGENT STORIES

THIS MONTH

Elsa Kiprotich

Sam Sharif

SEPTEMBER 2024



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TABLE OF CONTENTS

 <p>04 Preferred Partners</p>		<p>07 Meet the Team</p>	 <p>08 Real Producer: Sam Sharif</p>
 <p>12 Top 300 Badge</p>		<p>14 Real Producer: Elsa Kiprotich</p>	 <p>18 Real Producer Cover Story: Eve Kneller</p>

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Born in Los Angeles, California, Sam Sharif moved to Houston in 1998. He spent close to 25 years in the oil and gas industry with both Texaco and Chevron but decided to move on in 2020. Sam's clients are lucky he did; he provides friendly and informed service while forming long-lasting relationships with those he helps.

Having invested in properties for about 12 years, it was a natural migration for Sam to join the real estate community. Sam attended the Champion School of Real Estate and obtained his license in 2020, starting his career with Better Homes and Gardens. After spending about two years with them, Sam joined ReMax and hasn't looked back.

"In real estate, you've got to be all-in," Sam explained. "It's not a part-time

gig. I live, breathe, eat, smell, and wake up to real estate; I've seen the results from that personally."

Sam's focus and dedication to real estate stems from his love of helping people. "It brings me joy," he shared. "I consider myself to have a relational rather than transactional concept of real estate. I may help someone buy or sell a house, but that's not where our relationship ends. I stay in touch with my clients and enjoy having lunch with them now and then."

Sam is also the Chair of the Houston Association of Realtors Greater Northwest breakfast. "I think HAR is doing a fantastic job supporting REALTORS®," Sam said. HAR has more than 50,000 members who are engaged in all aspects of the real estate industry.

Sam's joy for the real estate industry doesn't end there. He loves the ever-changing nature of realty and the industry's history. "Between NAR settlements, seller disclosures, and HUD statements, REALTORS® need to stay informed of the changes," Sam said. "The history of real estate is fascinating as well."

As an investor, Sam appreciates the possibilities of real estate, both personally and professionally. "I love that it brings wealth to people," he explained. "Real estate is the greatest long-term way to build generational wealth. I love to help a new, young couple buy their first home, and I love selling million-dollar homes too. It's all very exciting."

Sam believes in having a balanced life. "Spiritual, physical, mental, family...





IN REAL ESTATE,
YOU'VE GOT TO
BE ALL-IN.



everything needs to be in balance,” he shared. Sam has been married for 13 years and has two beautiful children: a daughter, Sophie (11), and a son, Calub (8). He works out three to four times a week and attends church on Sundays with his family.

Sam’s pursuit of a balanced life flows into his work as well. “We’re just a

big ecosystem helping each other at the end of the day,” he said. “I want to continue to build relationships and help people, whether they’re my clients or fellow REALTORS®. I love sharing my knowledge with other agents and helping them stay involved and connected. I want to continue to lift up the business.”

He is doing just that. Sam’s well-rounded and balanced approach helps him support his clients with enthusiasm, dedication, patience, and exceptional customer service. He is an integral part of the real estate ecosystem he loves.



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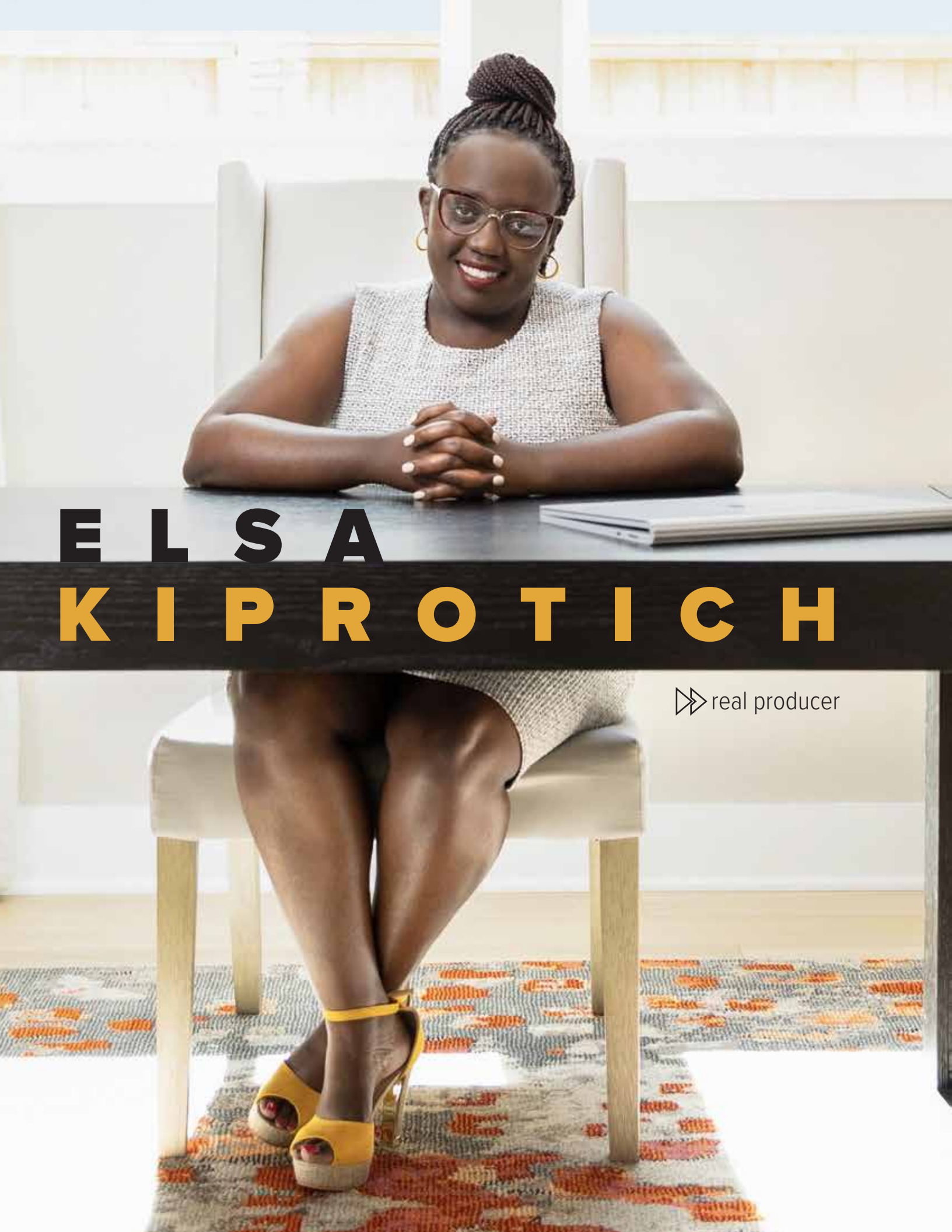
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ELSA KIPROTICH

real producer

Written by Megan Taylor-DiCenzo
Photography by Jason Dotson with Dotson Photography

ELSA KIPROTICH is astounding. She speaks two languages: Swahili, and English. She has a degree in Bachelors in Business Administration, but her heart is in real estate. She is a wife and a mother of two beautiful children, a compassionate and dedicated community member, and an unstoppable go-getter who loves helping others' dreams become a reality.

Elsa is originally from Eldoret, Kenya, about six hours from the capital. Eldoret is known for its world champion runners, and Elsa has no less drive and motivation than they do. "I'm a person who has a great hustle," she shared. "I set my own goals and achieve them."

After graduating high school in Kenya, Elsa ran several businesses and helped her father sell various products. With her goal of being a successful businessperson achieved, she moved to the United States to study.

In the US, Elsa's husband, Philip, recommended she become a nurse, in part because nurses are always in demand. Elsa graduated from college and even returned to take additional courses, but nursing just wasn't her thing. "One day, we were dissecting a rabbit in class, and I just said, *this is not fair*," Elsa remembered. "I can't stand the blood."

She left class that day and called a recruiter at Enterprise Rent-A-Car she had previously interviewed with. "I asked

him, *why didn't you hire me, anyway?*" Elsa laughed. "We got talking, and he offered me a position."

Six months later, Elsa was promoted to assistant manager and ran two successful Enterprise branches. "That was in Kansas," she remembered, "but we were making plans to move to Houston. Throughout the process of buying our first house, I could see myself becoming a REALTOR®. While we waited on the closing back in Kansas, I enrolled in real estate classes, and the rest is history."

Elsa has been in real estate for six years now and knows she found just the right fit. It took some time to build momentum, but she never quit. In the first year, she sold two houses. In the second year, she sold four houses. Then, it was 13, 25, and 32 houses. "It kept growing," she said.

Elsa's success is due, in part, to her focus on building client relationships. "I put myself in my clients' shoes," she shared, "which helps me provide top-notch service. It's not just about the transaction for me."

Those relationships often turn into referrals, and Elsa couldn't be prouder of that. "90% of my business comes from referrals," she said. "Building those relationships solidifies your business and the trust clients have in you. When people refer someone to me, they *know* who they are referring to."

DEEP DOWN FROM THE HEART





They are referring to the Lead of H-Town Royal Group with CB&A REALTORS®. To a wife whose husband, Philip, is the Operations Manager of the company. And to a mother of Ivan (10) and Idalia (5).

They are also referring to someone who has her pulse on the Kenyan community in Houston. “I’m big into community involvement,” Elsa said. “I love to be part of what’s going on and bring people together. Whenever I’m not at work, I’m exploring community events I can be a part of. I love to help people by connecting them with resources they need.”

Elsa is currently in the process of putting together a mentorship program to bring the needs of the real estate community (Appraisals, plumbing and electrical inspections, loan originators, home inspectors etc.) to the Kenyan community. “I want to show them that you don’t have to be a nurse to be successful. You can do other things and be successful,” she said. She is certainly an expert on that.

Another new initiative that Elsa and her team are working on is helping relocating people transition to the USA smoothly by helping them with their housing needs. This new program is particularly intended for nurses as well as other expatriates coming over to the United States from different parts of the world.

But what Elsa enjoys most of all is helping people realize homeownership is possible. “When we close on a house in 30 days, and my clients are amazed because they thought it would be complicated, that’s my favorite part: actualizing a dream for someone to be a homeowner and getting them the best deal.”

The best deal is important, and Elsa is a tough negotiator. “That’s my culture; we negotiate everything,” she laughed. “I know which buttons to push. I know when to say, ‘Let’s talk about this tomorrow’, and then they say, ‘OK, Elsa, we’ll give you everything you want.’”

Like the famous runners of Eldoret, Elsa is an unstoppable force. That’s because she does everything with love. “There has never been a better feeling in my heart than guiding people home with the Royal Experience,” she explained. “I love what I do, and I do it deep down from my heart. When you let God be the author of your story everything becomes unstoppable,” She says.

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cover story

Written by Megan
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EVE

KNELLER

REAL ESTATE IS PERSONAL

Eve Kneller is a wife, mom, former paralegal, and current REALTOR® who has worked for two different Fortune 100 Companies, bringing expertise in buying and selling to the table. But it's her passion for connecting with clients on a deeply personal level that sets her apart.

Eve grew up in Toledo, Ohio, and married her high school sweetheart, Erik, after graduating from the University of Toledo. The couple moved to Ann Arbor, where Eve earned her second bachelor's degree in Paralegal Studies; and shortly after becoming a practicing paralegal at General Motors in Detroit, Michigan. During this time, she also supported Erik while he finished his PhD in geology at the University of Michigan. They had a plan but life had surprises in store.

In 2007, Eve and Erik moved to Houston where Erik was offered an opportunity in oil and gas. Eve found her next career in the legal department of ConocoPhillips where she worked until they started their family.



“I had a vision I would stay home for a few years with the kids and then get back to work,” Eve remembered. “Having worked since the age of 14, a strong work ethic was ingrained in me, along with the confidence that I could achieve anything I set my mind to. I sought a career with flexibility, one that would allow me to balance work and family life seamlessly. I earned my real estate license in 2017 before Hurricane Harvey when my son was three years old, but I wasn’t quite ready to jump in until 2018.”

Like many people, Eve watched HGTV and thought being a REALTOR® would be fun. “It *is* fun, but it’s not like what it looks like on TV,” she laughed.

In 2018, Eve met with a few different brokers, but it wasn’t until she met with Keller Williams in The Woodlands & Magnolia that she fell in love. “It just felt like home,” Eve explained. “I love their culture and training.” She’s been there ever since.

It took about six months for business to take off while Eve completed her training. Once she landed her first deal, though, it was a domino effect. “It’s been wonderful these past few years,” she said. Though real estate offers flexibility, it demands adaptability. Late nights and weekends are not uncommon, but it’s a sacrifice she gladly makes to serve her clients effectively while still being present for her family. Over the years, she’s built a thriving career, consistently ranking in the top 20% of her Keller Williams market center. In 2023, she achieved the remarkable feat of landing in 1st place for the highest volume as an individual agent.

“But beyond the accolades and achievements lies a deeper purpose – to serve others with integrity, heart, and unwavering dedication. Real estate isn’t just about transactions; it’s about people – their dreams, their aspirations, their futures. And as I continue on this journey, I’m grateful for the opportunity to make a difference in the lives of



those I serve, one home at a time” Eve says. For her, real estate is about a focus on service. “It’s not just discovering what my clients need and want in a home but getting to know them on a personal level,” Eve shared. “Real estate is personal; you get to know what your clients are going through. I’ve helped women who are leaving bad marriages, widows and widowers who lost their spouses, grandparents moving here to be closer to their grandchildren to first-time homebuyers. When clients work with me, they feel like they’re the only client I have.”

Eve’s commitment to her clients is just where her enthusiasm begins. “I love the excitement of going on a listing appointment,” she said, “and the day-to-day negotiations. No day is the same; real estate keeps you on your toes.”

Eve is up for the challenge because she has a beautiful family at home. She and her husband, Erik, have been married for 21 years. “He’s my best friend and biggest supporter,” Eve said.

When Eve is not with her clients or working on her business, you can find her cheering on her son, Jack’s football team, supporting her daughter Olivia as she fulfills her dancing dream. She’s active in volunteering at her kids’ schools, sponsoring neighborhood events, or hiking the local trails in The Woodlands with her husband of 21 years and her sweet Golden Retriever named Henry.

In addition to her family activities, she is also a long-time supporter and contributor to WILLPower, the Houston-area affiliate of the Cure Sanfilippo Foundation, in support of her dear friend’s son, Will Byers.

Eve is a client-centered, service-driven, responsive real estate professional with big enthusiasm and an even bigger heart. That’s because she knows real estate is personal.



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