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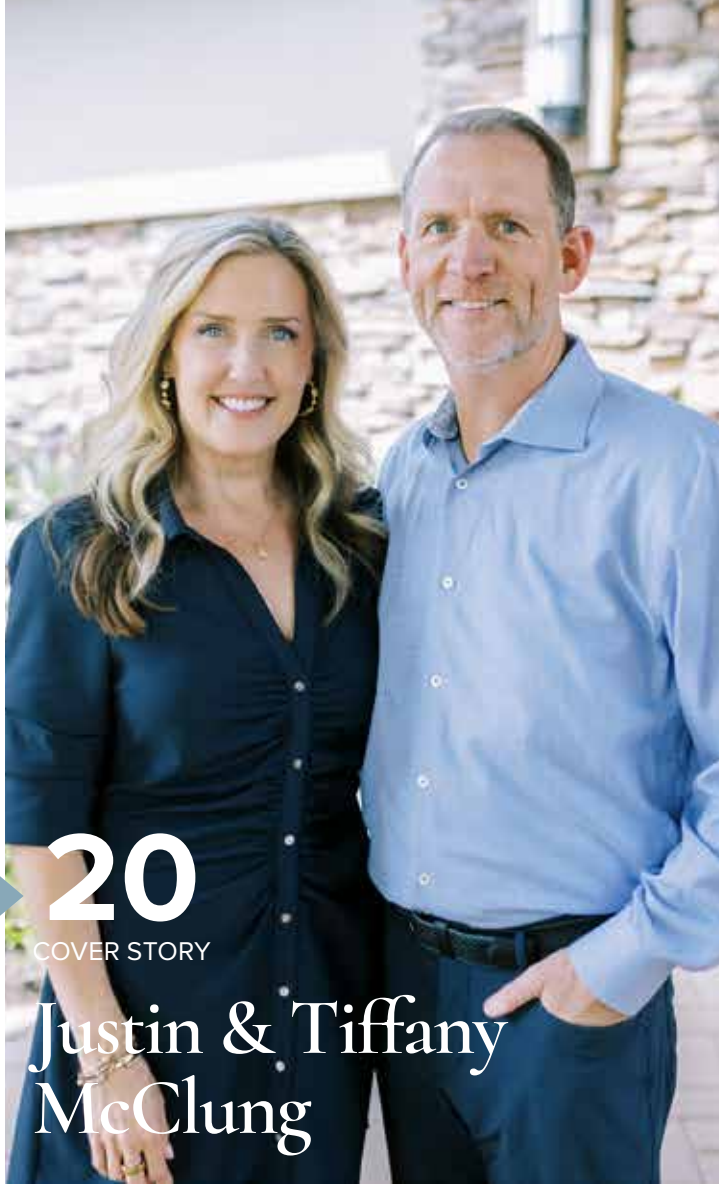
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Justin & Tiffany  
McClung

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# Calvin Waida

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PHOTOGRAPHY BY JASON DOTSON WITH DOTSON PHOTOGRAPHY  
WRITTEN BY MEGAN TAYLOR-DICENZO

Known for his unique socks and delicious barbecue, Calvin Waida is a stand-out REALTOR® and a stand-up man. Calvin has become a top individual producer and is among the top producers of his brokerage. He's also a member of The Church at Woodforest and a Montgomery ISD Education Foundation Board Member, which helps raise funds for educator grants. Whether Calvin is helping his family, his clients, or his community, he's one of those people everyone is blessed to know.

Calvin grew up on a farm along the Texas coast. During his formative years, he was active in 4-H and graduated from a small private high school. He was honored to receive a scholarship from the Houston Livestock Show and Rodeo to attend Texas A&M University, where he graduated in 2000 with a degree in Agribusiness.

Calvin had always wanted to be in real estate, but he didn't take that path right away. After graduation, he found his first career in sales with a school ring, cap, and gown company. He raised his family in The Woodlands and Woodforest since 2001 with his beautiful wife, Tammy, and their two daughters, Carson and Avery. Carson is a freshman at Texas A&M, and Avery is a junior at Lake Creek High School.

When he and his family moved to Woodforest in 2016, they decided to keep their home in The Woodlands and rent it out. "Our goal was that whenever the kids got to college, that house would be paid off," Calvin explained, "and that will happen this year. It started with the rental property; now we have a couple of them."

In 2018, Calvin obtained his real estate license, knowing he was not alone in



the business. His sister is a successful Coldwell Banker agent in College Station. “I could see she was doing very well, and I kept her on speed dial,” he laughed.

Looking back at those early years in real estate, Calvin offers advice to his mentees. “I suggest giving it a couple of years to get everything rolling: your friends, your family, your sphere,” he shared. “Let people know you’re serious but give it time.”

Calvin did just that, selling a few million in the first years, then five, then seven, then ten, then fourteen. “I’ve been blessed,” he said. “Once you brand yourself and do a good job, people return; it’s a snowball effect.”

As a business major in college, Calvin learned a thing or two about marketing. As a REALTOR®, he became known as *the sock guy*. “I have about 100 pairs of socks,” he explained. “I started doing *closing socks*; I would take a photo of my socks at the closing table or at an open house, and I became kind of known for it.”

Along with socks, Calvin enjoys barbecue, and his daughter suggested he combine his love of barbecue and real estate. So, he created the license plate: BBQ RLTR. “I started advertising myself as the BBQ realtor,” Calvin said. “When I would do a barbecue open house in Woodforest, which can be a smaller market, I would have 20-25 different groups come through. I even have some regulars.”

Some people were there just for the BBQ, and Calvin was fine with that. “I put out big signs that said FREE BBQ with a giant arrow,” he laughed. “A lot of agents have smaller open house signs, and you can’t even read them. After I put out my signs, I’d have people texting me: *Where you at?*”

His love of barbecue doesn’t stop there. Since 2005, Calvin has volunteered at the Houston Livestock Show and Rodeo World’s Championship BBQ. “It’s a Texas-sized barbecue. There will be 250,000 people there over three days, and there are 1500 volunteers on the barbecue committee alone,” he explained. “This is

my 20th year on the contest committee. I love it. We are the liaisons between the show and the participants. It’s pretty cool to be part of this organization that gives back, and I’m a product of that. The money raised goes back to scholarships – the same scholarship I was awarded in 1996 to attend Texas A&M.”

Calvin doesn’t forget where he came from, and he doesn’t stop looking forward. In 2023, he passed his broker’s

exam and is now a certified Broker Associate with Coldwell Banker Realty.

Whether cooking BBQ or photographing his socks at another closing table, Calvin has become known for his business acumen, his local and market knowledge, and his negotiating skills. He’s a wonderful person to know; if you see the license plate BBQ RLTR around town, don’t forget to wave hello.



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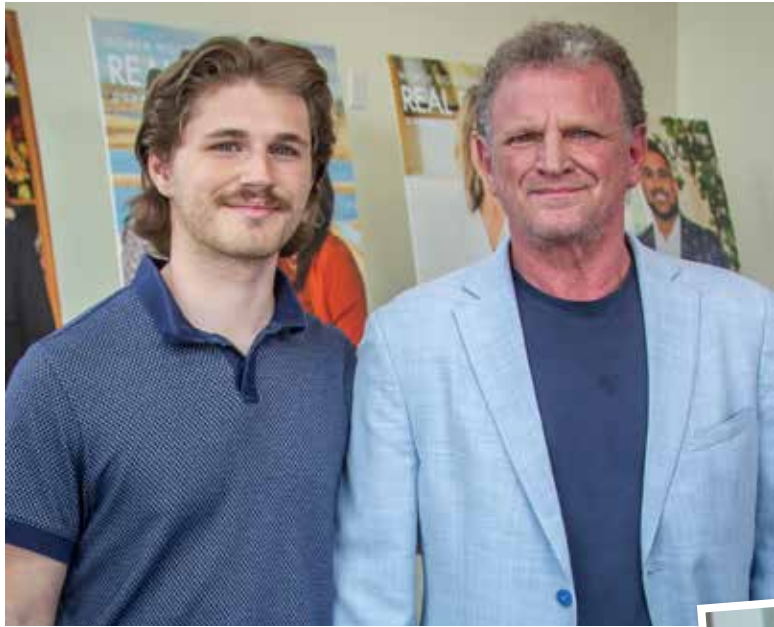
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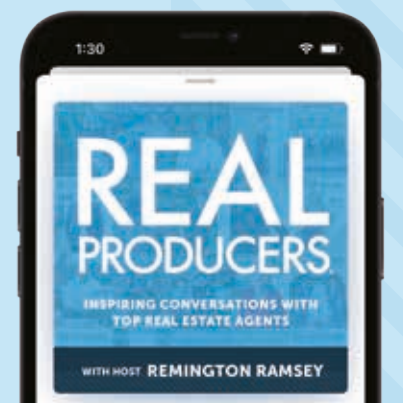
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# Justin & Tiffany McClung

A Luxury Experience at Any Price Point

WRITTEN BY MEGAN TAYLOR-DICENZO



Photo by Jason Dotson  
with Dotson Photography

Justin and Tiffany McClung got into real estate on a whim. They grew up in the Houston area and both hold business degrees from Texas A&M University. Their work in Corporate America brought them to Southern California, but they decided to move back to Texas at the turn of the century when the dot-com bubble burst.

“We got married in 2001, moved back to Texas, and finalized our licenses in January 2002,” Tiffany remembered. “It was a busy couple of years.”

“Back in the early 2000s, my mother worked in real estate,” Justin added. “We got our licenses to help her and to flip houses, and the business just evolved from there. Here we are 23 years later.”

In their first few years back in Texas, Justin took his mom’s business to the next level while Tiffany returned to Corporate America for a little while. She kept her license active while helping with the business, involving herself in the community, serving on several committees, and raising their children,

Braydon (now a senior) and Siena (now a sophomore).

Two decades later, Justin and Tiffany lead The McClung Group. Justin’s mom is still part of the business and she still enjoys servicing her loyal client base, but she’s also enjoying hobbies like dog breeding when she is not doing real estate.

The McClung Group currently consists of two additional licensed agents, a full-time assistant, and a virtual assistant. Their tag line, “Your REALTORS® for life,” is a serious commitment. “We build real, ongoing relationships,” Tiffany explained. “It’s at the core of who we are. It’s never been transactional for us.”

Real estate is more than just a business for the McClungs; it’s personal. “That’s good and bad,” Tiffany said. “Sometimes, we take it to bed at night. Any real estate transaction has ups and downs, and your heart can hurt for clients if a deal falls apart.”

“We both studied business, but if we knew we were getting into real estate, we would’ve majored in psychology,” Justin laughed. “Emotions can run high in real estate.” Luckily, Justin is known for being even keeled—the calm in the storm.

They’re also both known for their integrity, trust, and knowledge. “We’re not the biggest brokerage, and that’s on





“

We build real, ongoing relationships. It's at the core of who we are. It's never been transactional for us.”



purpose,” Justin said. “We go through the entire process with our clients, and they feel good that they can speak directly with us the whole time. We never hand them off to someone else.”

The McClungs are committed to providing their clients with a luxury experience. “We try to give the same, hand-held, personal experience to everyone,” Tiffany explained. “When you try on clothes at Nordstrom, someone brings you water and checks in on you. We want to give people the *Nordstrom experience* no matter their price point. Whether clients are excited for a new home or sad to leave an old one, we’re there to hold their hand and empathize.”

Most important to Tiffany and Justin is getting to be a part of people’s lives. Justin enjoys helping clients build wealth and educating first-time homebuyers. “I enjoy the building

process and construction,” he shared. “I like helping homebuyers pick out a floor plan and watch as it becomes a completed home.”

Tiffany loves that they’ve become family friends with their clients over the years. “A high percentage of our business is repeat, referral business,” she shared. “We put on a lot of client events like Cookies with Santa, which we’ve been doing for 14 years since Siena was one. We’ve watched families grow.”

When the McClungs returned to Texas from Southern California, they were drawn to The Woodlands: the outdoor lifestyle, the hike and bike trails, and golf. “That’s what anchored us here,” Justin explained.

“We’ve been blessed to bring clients here too,” Tiffany continued. “We help with corporate relocation, and we

laugh because sometimes families come kicking and screaming, but once they get here, they don’t want to leave.”

Tiffany and Justin can understand; they don’t want to leave, either. Committed to their clients and their community, they’re your REALTORS® for life.



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