

WICHITA

FEBRUARY 2026

# REAL PRODUCERS®



## Carolyn Timsah

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PUBLISHER'S NOTE

# welcome, CLASS OF 2026 **TOP 300** AGENTS!

**E**very February, we refresh our distribution list to reflect the *newly ranked* Top 300 REALTORS® from the previous year—and for many of you, this may be the very first time *Wichita Real Producers* has landed in your hands. If so... **welcome to the club!** You earned your spot, and I hope you feel incredibly proud of the work it took to get here.

This magazine exists for one purpose: **to celebrate, connect, and champion the real estate leaders shaping Wichita.** Each month, we bring you stories that highlight excellence—Cover Stories featuring powerhouse producers, Rising Stars who are lighting the industry on fire, niche specialists, community leaders, and agents making an impact in ways numbers can't always measure.

If you ever want to nominate someone (or yourself!) for a feature, please reach out. Your insight keeps our content authentic and deeply rooted in the real estate community.

You'll also notice our Preferred Partners highlighted throughout the issue. These businesses have been personally

vetted, recommended by agents, and committed to supporting YOU. Their partnership keeps this magazine **100% free for REALTORS®**—and allows us to host the events, interviews, and networking opportunities that bring this community to life.

Whether you're a long-time reader or brand-new to the list, I'm thrilled you're here. Keep showing up, serving well, and raising the bar for our industry. Here's to an incredible 2026—your year to lead, grow, and shine.



**Samantha Lucciarini**  
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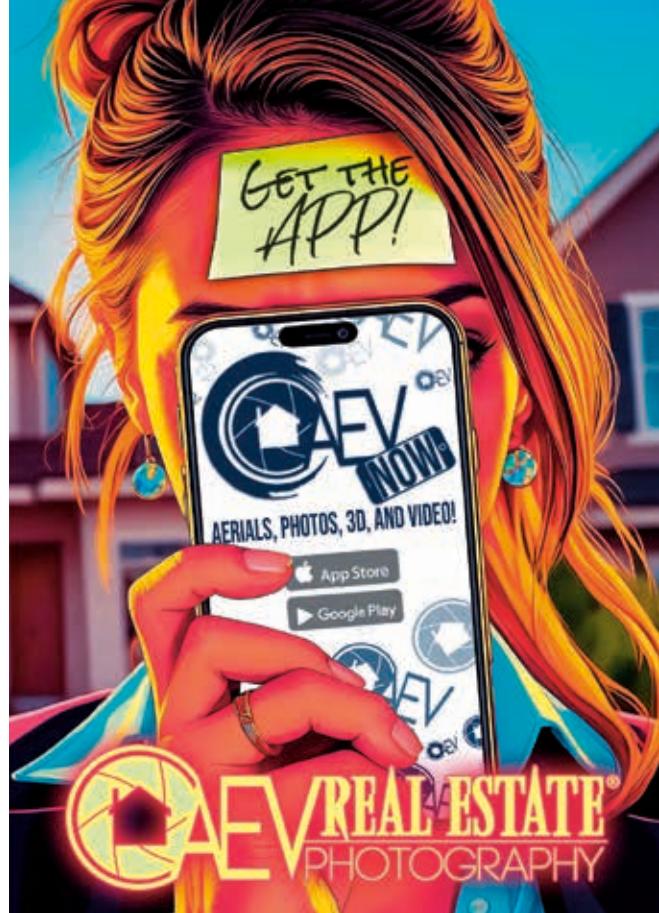
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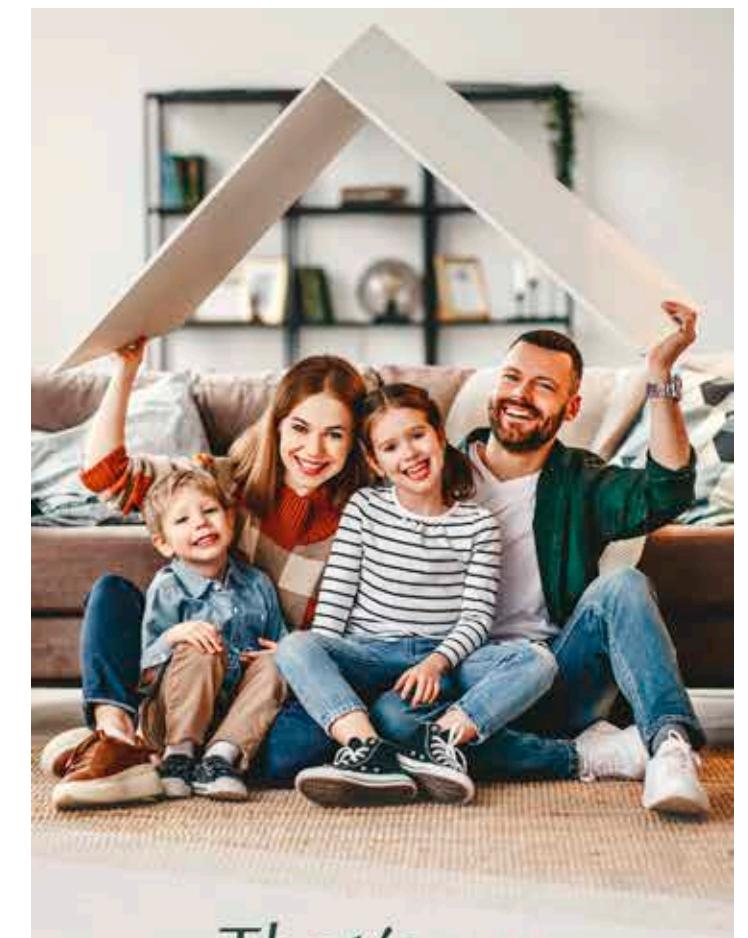


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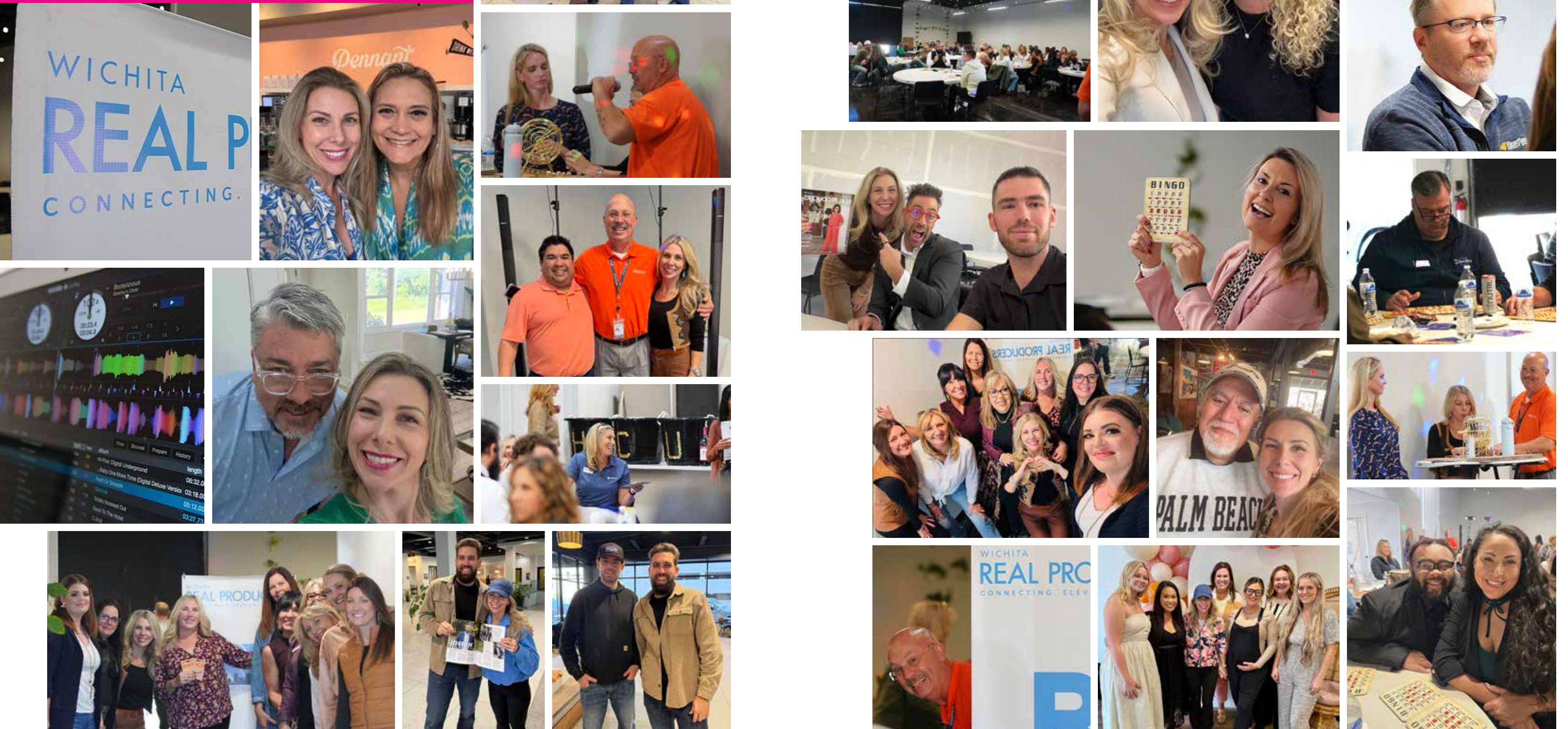
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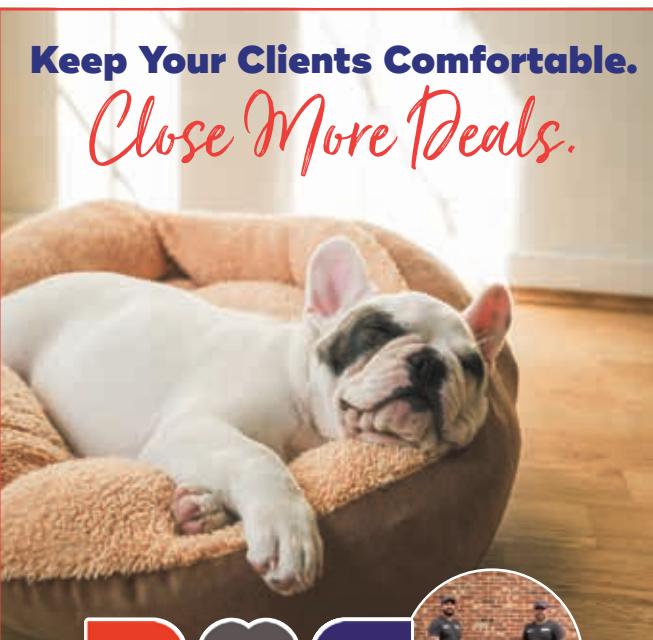
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# Gabriel Casto of AC Construction

## BUILDING FROM THE GROUND UP

WRITTEN  
BY DAVE  
DANIELSON

At just 20 years old, Gabriel Castro is already helping lead a growing construction company built on craftsmanship, integrity, and family values. As one of three owners of AC Construction LLC, Gabriel works alongside his father, Erwin Castro, and business partner Erwin Aston to deliver concrete work that prioritizes quality, longevity, and doing the job right the first time.

While Gabriel may be young, his experience in the business began long before he officially joined the company. He grew up learning the trade by his father's side, absorbing both technical skills and a strong sense of pride in honest work. Today, that foundation shapes how AC Construction approaches every project and every client.

### From Foreman to Founder

AC Construction was founded in 2016 by Juan Castro after more than a decade working for large, established construction firms. As a trusted foreman, Juan managed crews and job sites—often traveling out of town to oversee major projects. Eventually, the constant time away from home became unsustainable.

Confident in his abilities and motivated by the desire to stay local, Juan decided to start his own company. His knowledge of proper procedures, job-site leadership, and quality standards became the backbone of AC Construction. Gabriel officially joined the business after graduating high school, eager to help bring his father's vision to life and build something lasting together.

### Honest Work That Stands the Test of Time

AC Construction specializes in concrete flatwork including parking lots, residential driveways, raised patios, city sidewalks, and approaches. Fully licensed and permitted, the company works on residential, commercial, and municipal projects, always ensuring compliance with city codes and long-term durability.

What truly sets the company apart is its commitment to transparency. Gabriel believes clients deserve to understand not just what they want done, but what needs to be done for the work to last. That mindset has made AC Construction a trusted resource, particularly for real estate agents who rely on dependable contractors for their clients.

### Q: How do I know if a concrete job is being done correctly?

Gabriel: "Proper prep is everything," Gabriel explains. "If the base isn't right, it doesn't matter how good the concrete looks on day one. We focus on grading, compaction, and reinforcement so the concrete holds up over time."

### Q: Why does concrete pricing vary so much between contractors?

Gabriel: "Often it comes down to what's being skipped," Gabriel says. "Cheaper bids may leave out steps that prevent cracking or settling. We're upfront about what's required so clients don't end up paying twice."

### Q: Can you match what a homeowner already has in mind?

Gabriel: "Yes—but we'll also educate them. If something won't hold up long-term, we explain why and offer better solutions. Our goal is to protect their investment."

### Q: How long should concrete work last?

Gabriel: "When it's done right, concrete should last decades," he says. "That's why we don't rush or cut corners. We build for longevity, not just appearance."

### Q: Why do real estate agents often refer you?

Gabriel: "Agents want contractors they can trust," Gabriel explains. "We treat every project like it's our own home. That way, agents don't have to worry when they refer us to their clients."

### Q: Do you offer any special programs or discounts?

Gabriel: "Yes. We proudly offer discounts to veterans and military members as a small way to thank them for their service."

### Finding Satisfaction in the Finished Product

One of Gabriel's favorite parts of the job comes at the end—when a project is complete and the client sees the final result. He recalls a recent job where a previous contractor had done subpar work before AC Construction stepped in.

"Seeing the smile on the client's face when it's done—that's what makes it worth it," he says. "It tells us we did our job the right way."

### Rooted in Family, Built for the Future

Family remains central to Gabriel's life. He credits his mother, Briselda Alvarez, along with his sister Lesly and younger brother Jesus, as constant sources of support. When he's not on the job site, Gabriel enjoys spending time with his girlfriend and relaxing with video games—a way to recharge from the demands of the business.

As AC Construction continues to grow, Gabriel Castro is helping ensure the company's foundation stays solid—built on integrity, hard work, and the belief that doing things right is always worth it.



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# CAROLYN

**MAKING A  
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# TIMSAH



PHOTOS BY  
JENNIFER  
RUGGLES  
WRITTEN  
BY DAVE  
DANIELSON

**I**n Wichita real estate, few names carry the blend of longevity, professionalism, and genuine care quite like Carolyn Timsa—though almost no one calls her that. To clients, colleagues, and friends alike, she's simply Cari. First licensed in 2001 and now one of the top-producing agents at ReeceNichols South Central Kansas, Cari's career has been shaped not by chasing trends or titles, but by a steady commitment to people, community, and doing the work the right way.

#### From College Hill to Career Foundations

Cari was born in southeast Kansas, where her family owned

a cattle ranch, but Wichita has always been home. She grew up in College Hill, an iconic neighborhood whose walkability, charm, and sense of connection left a lasting impression. Her parents still live in the very home she grew up in, deeply rooted in the community and a constant reminder of what truly matters.

One formative experience came during her middle school years, around 1990, when her grandmother's home was slated to be taken during the first phase of the Kellogg widening project. That summer, Cari's family searched for a new place, eventually finding a home just a block away, along College Hill Park.

At the time, it felt like a family challenge. In hindsight, it was the earliest spark of her real estate career—long days touring homes, weighing options, and witnessing firsthand how profoundly a move can affect someone's life.

#### Finance, Hospitality, and Finding Her Path

After graduating from Wichita State University with a degree in finance, Cari earned her real estate license shortly thereafter. While in college, she bartended at Tanner's Bar and Grill, a popular WSU hangout at the time. It turned out to be just as influential as her formal education. Finance gave her fluency with numbers, contracts, and decision-making. Bartending taught her how to read people, connect authentically, and make others feel cared for.

"Tanner's gave me an education in hospitality," she says, "while WSU gave me an education in finance." Together, they formed the foundation of how she serves clients—calmly, confidently, and with genuine attention to what they need.

#### Building a Business— and a Reputation

Cari began her real estate career on a team, where it quickly became clear she was driven, capable, and deeply committed. After years of experience and growth, she stepped out on her own in 2022. Since then, she has been one of the top-producing agents every year, consistently finishing



**Her market knowledge, combined with construction insight and financial acumen, allows her to guide clients with**

## **CLARITY & CONFIDENCE.**

in the Top 5 at ReeceNichols South Central Kansas.

Her success spans first-time buyers, investors, and luxury clients alike. A Certified New Home Specialist with a Residential Construction Certification, Cari brings added value to clients navigating new builds or evaluating construction quality. Her market knowledge, combined with construction insight and financial acumen, allows her to guide clients with clarity and confidence.

### **A Heart for Community and Advocacy**

Beyond transactions, Cari's passion for service shows

up in the community. She has served on the Board of Senior Services of Wichita for nearly six years and currently holds the role of Secretary on the Executive Board. Senior Services supports older adults in remaining safe, connected, and independent in their homes, with Meals on Wheels being its most visible program.

Her involvement is deeply personal. Inspired by her grandmother, Cari has long felt a responsibility to honor and support seniors. She also co-chairs the organization's largest annual fundraiser, Picklepalooza—a pickleball event that blends

her competitive spirit with a cause close to her heart.

### **Motivated by Mentors and Motherhood**

Cari credits much of her professional drive to the people around her. She speaks with admiration about her broker, Richelle Knotts, fellow Realtor Natalie Moyer, and the many professionals at ReeceNichols who set high standards for integrity and excellence. Working alongside people who take their responsibility seriously motivates her to show up early, prepared, and fully engaged.

Equally influential are her children, Elizabeth (18) and Max (16), both students at Wichita Collegiate School. Strong leaders with high expectations of themselves, they inspire Cari daily. Together, the three form what she calls a "wonderful little team," grounded in love, laughter, and purpose.

### **Grounded, Competitive, and Genuine**

Outside of work, Cari starts her days early with workouts and unwinds with pickleball—played enthusiastically and competitively. She values time with friends, preparing meals for her kids when she can, and staying connected to the people who matter most.

Ask Cari how she hopes to be described, and her answer is simple: kind, joyful, and genuine. She prides herself on staying close with clients long after the transaction ends, building relationships rooted in trust and authenticity. In an industry defined by change, Cari Timsah's steady presence stands out—a trusted advocate helping people navigate some of life's most meaningful transitions, one home at a time.



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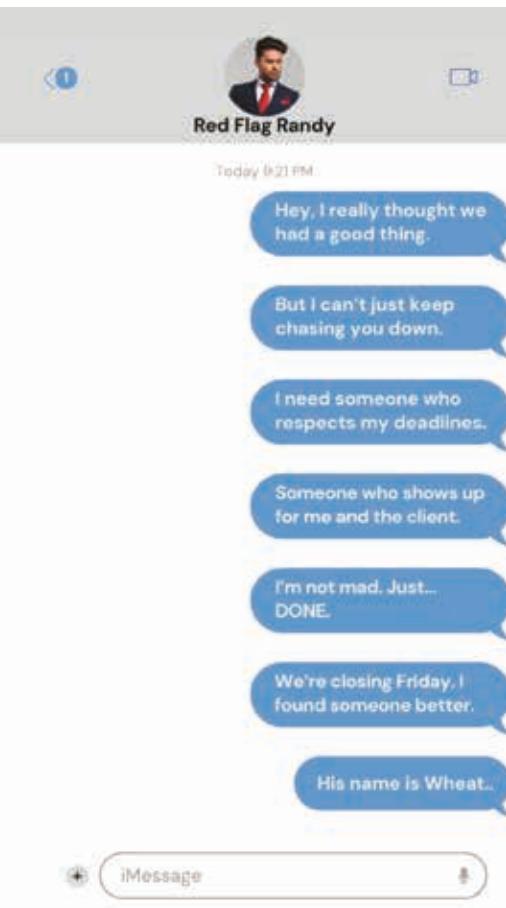
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# DYNAMO CAPITAL



## BUILDING MOMENTUM WITH IMPACT

PHOTOS BY KIM STIFFLER • WRITTEN BY DAVE DANIELSON

**W**hen Matthew Medrano looks back on the creation of Dynamo Capital, he doesn't describe a perfectly mapped business plan or a lifelong ambition to run a private lending fund. Instead, he talks about relationships, frustration, and an almost stubborn commitment to doing things the right way. Alongside co-founder Justin Rocheleau, Medrano helped build Dynamo Capital into one of Wichita's most

impactful private lenders by focusing on a segment many larger institutions simply overlooked. Founded on the belief that strong Midwest real estate deals deserve better access to capital, Dynamo Capital has grown at a pace neither founder initially imagined—while staying rooted in service, common sense underwriting, and long-term partnerships.

"That back-and-forth trust was the foundation for us to build Dynamo Capital," Medrano explains. "We saw firsthand where borrowers were getting stuck—and how often good deals were

### Two Paths, One Shared Vision

Medrano's career began far from mortgage lending. He spent years in the foundation and construction space, working closely with real estate investors, flippers, and property owners. His reputation was built on speed, reliability, and follow-through—quotes delivered the same day, schedules set quickly, and projects completed efficiently. That service-oriented mindset became a calling card in Wichita's real estate community.

At the same time, Justin Rocheleau was building his own career as a residential mortgage broker, eventually founding the state's largest mortgage brokerage. The two crossed paths during a refinance transaction in the midst of the COVID era. What started as a simple professional interaction quickly evolved into a reciprocal referral relationship. Medrano sent clients in need of refinances to Rocheleau, while Rocheleau leaned on Medrano's construction expertise to help borrowers satisfy appraisal conditions and complete repairs.

Rather than accept that reality, Medrano and Rocheleau decided to control their own outcomes. In mid-2023, they raised a modest friends-and-family fund with the long term goal of deploying roughly \$5 million in capital for local fix-and-flip projects. That "beta test" taught them how to operate not just as brokers, but as true lenders—servicing loans, managing draws, and building internal systems from the ground up.

being passed over. We wanted to change that."

### Moving Forward

As interest rates rose and traditional lending tightened, the limitations of conventional residential and commercial financing became increasingly obvious. Many investors Medrano and Rocheleau worked with needed capital for fix-and-flip projects or small multifamily investments—deals that didn't fit neatly into bank or agency guidelines.

Initially, the pair brokered commercial loans through larger lenders and hedge funds. But the experience was frustrating. Smaller Midwest deals often took a back seat to larger coastal transactions, timelines slipped, and borrowers paid the price.

Wichita Real Producers • 35

By early 2024, Dynamo Capital officially reopened for business. The growth that followed exceeded every early expectation.

#### Scaling with Purpose

What began as a small local fund quickly accelerated. By the end of 2024, Dynamo Capital had surpassed \$25 million in assets under management. Today, the firm manages north of \$100 million, has originated nearly \$150 million in loans since inception, and employs a team of more than 30 professionals.

Yet Medrano is quick to point out that growth has never been about size alone.

"Our goal isn't expansion for expansion's sake," he says. "It's about meeting the needs of our borrowers and our investors—doing the next right thing, over and over."

Dynamo Capital specializes in short-term bridge and fix-and-flip loans, as well as long-term 30-year DSCR

products. Investors can fund projects from acquisition through renovation and either sell for a profit or refinance into long-term debt to build a rental portfolio—all within one ecosystem.

#### A Different Kind of Private Lender

In a space often criticized for aggressive terms and frequent foreclosures, Dynamo Capital has intentionally taken a different approach. The team emphasizes common-sense underwriting, local market knowledge, and realistic deal structures designed for successful outcomes.

"We don't want properties back," Medrano says plainly. "Foreclosure isn't success—for the borrower or for us."

That philosophy has shaped the company's reputation. Despite completing hundreds of loans, Dynamo Capital has avoided the cycle of distressed takebacks that has plagued parts of the private lending industry. The firm positions itself not

just as a lender, but as an extension of each borrower's team—an "equity-free partner" invested in the project's success.

#### Looking Ahead

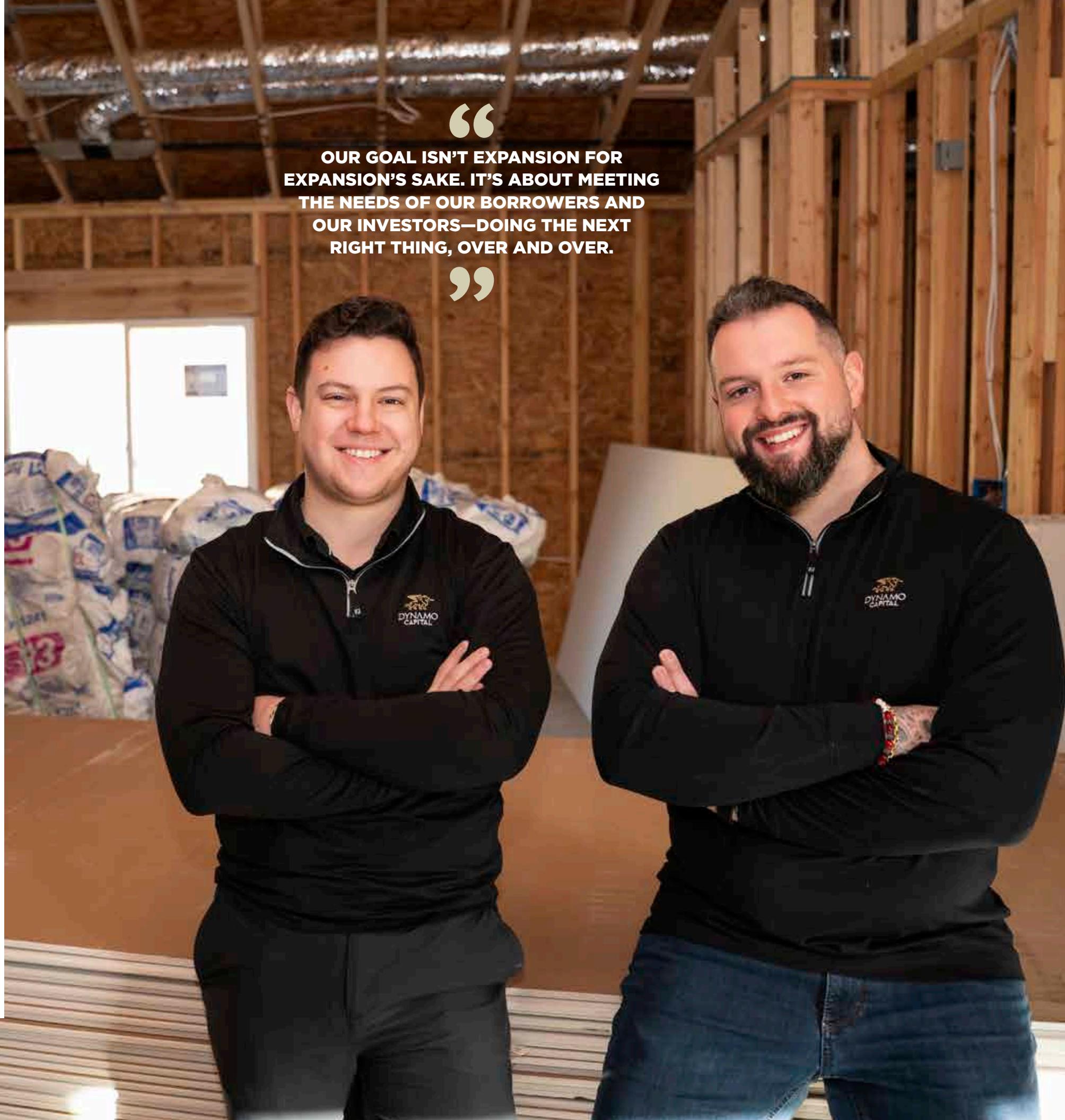
As private credit continues to expand and traditional banks pull back from commercial real estate lending, Dynamo Capital sees opportunity—not just for growth, but for impact. The firm remains focused on Midwest and secondary markets, single-family through small multifamily properties, and investors who value both speed and integrity.

Ultimately, Medrano hopes Dynamo Capital will be known for raising the standard of private lending in Wichita and beyond.

"If borrowers walk away feeling supported, informed, and successful—and investors feel confident their capital is being stewarded responsibly—then we've done our job."



Contact Dynamo Capital Today! Website: [dynamocapital.com](http://dynamocapital.com).



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# KENNY & TAMMY BUI

FROM  
OPPORTUNITY  
TO FULFILLMENT

PHOTOS BY ALLIE HENWOOD  
WRITTEN BY DAVE DANIELSON

For Kenny and Tammy Bui, real estate is more than a career—it's a way to serve, create value, and build lasting relationships. Operating under Collins & Associates, this dynamic duo combines complementary skills, entrepreneurial drive, and a passion for helping families achieve their homeownership dreams.

From Vietnam to Wichita

Both Kenny and Tammy were born in Vietnam, though in different regions, roughly three to four hours apart. Life in post-war Vietnam was difficult, with their parents working tirelessly to support their families. "Growing up there is 180 degrees difference from the United States," Kenny reflects. "Life was much harder, but it taught us resilience, perseverance, and the importance of hard work."

Their early experiences instilled a strong work ethic and the value of family, lessons that continue to guide them both personally and professionally.

#### A Natural Fit for Real Estate

Tammy's background as a cosmetologist honed her people skills and natural ability to connect with others, making the transition to real estate seamless. After raising their daughters, Tammy entered the field and earned a spot in President's Club for four consecutive years before taking a temporary step back to support the daily operations at Yum Mi Express, the family's restaurant business.

Kenny, on the other hand, spent 17 years in the corporate world before pursuing his dream of entrepreneurship. Inspired by Tammy's success, he joined her in real estate two years ago. "Leaving the corporate world was scary, but I knew it was time to follow my passion," he says.

#### Complementary Skills, Shared Vision

The Buis' contrasting backgrounds have become a strength. Tammy's customer-facing experience allows her to build trust and nurture client relationships, while Kenny's technical and analytical skills help them navigate complex transactions with precision. Together, they prioritize serving clients, creating meaningful experiences, and fostering relationships rather than focusing solely on transactions.

#### Building a Business Together

Operating under Collins & Associates, the duo specializes in residential real estate, guiding clients through buying, selling, and investing in homes. Kenny is currently working toward his Accredited Buyer's Representative (ABR) certification, while both he and Tammy are certified ECAs. Their combined expertise allows them to serve clients with professionalism, integrity, and insight.

"What drives us is the value creation we provide to clients," Tammy explains. "Helping people

while building consistent, passive income—it's truly rewarding to do something we love every day."

#### Mentorship and Growth

Throughout their careers, Kenny and Tammy have been inspired by mentors and colleagues who emphasize excellence and servant leadership. They credit guidance from industry professionals as vital to their growth and continually seek opportunities to give back by coaching prospective clients and nurturing relationships within the real estate community.

#### Passion Beyond Transactions

Outside of real estate, family remains their top priority. The Buis have three daughters—Kelli (22), Kylie (10), and Emma (9)—and enjoy traveling, exploring new cuisines, and spending quality time together. Kenny dabbles in martial arts, while Tammy enjoys cooking and mentoring others, blending their personal passions with their professional lives.

They are also actively involved in community organizations, including

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the Wichita Asian Association, Institute Supply Management-Wichita, Cairn Health, Friends University, the National Association of Asian American Professionals, and the Wichita Regional Chamber of Commerce. Giving back to the community is a core part of their philosophy.

#### Guiding Principles and Philosophy

For the Buis, success is measured not just in closings or commissions but in the impact they create for clients and the integrity with which they operate. "Success to us means serving others first," Kenny says. "It's about creating value, building relationships, and leaving a positive mark on everyone we work with." Their mantra reflects this philosophy: "Do what you love, and help others along the way."

Kenny and Tammy also share a few practical insights for aspiring real estate professionals. They emphasize the importance of certifications, mentorship, and focusing on long-term relationships over short-term gains. "It's about being a servant leader and showing up consistently for your clients," Tammy notes.



#### Looking Ahead

With six years in real estate for Tammy and two for Kenny, the Buis envision continued growth over the next 5-10 years, both personally and professionally. Kenny aims to complete his ABR certification, while the couple plans to expand their reach within Wichita and surrounding communities.

Their goal is simple: to continue creating value, cultivating relationships, and helping families navigate the often-complex process of buying and selling homes. Whether guiding first-time buyers, assisting investors, or mentoring new agents, Kenny and Tammy Bui remain committed to their client-first approach.

#### A Legacy of Service

If they could be remembered for one thing, it would be as "the life of a servant leader." Through dedication, passion, and a commitment to excellence, Kenny and Tammy Bui exemplify the best of what real estate can be: a career rooted in relationships, integrity, and the joy of helping others build their dreams.

For Kenny and Tammy, real estate isn't just about properties—it's about people, family, and a legacy that will last for generations.



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# DONNIE WALLACE

of TALL GUY INDUSTRIES

## MOVING AHEAD WITH TRUST

For Donnie Wallace, the journey from college volleyball courts to fully renovated homes was anything but conventional. Once a teacher and a collegiate volleyball coach, Donnie never imagined he would end up running his own home renovation company. Yet, his combination of discipline, vision, and hands-on problem solving has made Tall Guy Renovations a trusted name in the Wichita area.

**From Coaching to Construction**  
Donnie's career began in education and athletics, coaching volleyball at the college level, including a stint as an assistant coach at Wichita State University. "I loved coaching, loved teaching, but there was always this pull toward building and creating something tangible," he reflects. That pull became reality when an opportunity arose in the home improvement industry, working in sales for windows and siding. Along the way, he studied and passed the general contractor licensing exam, though initially he didn't act on it.

The turning point came with a personal project: a house renovation that quickly became a major challenge. "This was a new home build. The contractor we hired didn't do anything more than dig a hole in the ground over the course of a year and took a large sum of money from us. I took over the home build and finished it with my crew. That's how I got the confidence that we could do anything."

**Comprehensive Home Renovation Services**  
Tall Guy Renovations has since evolved into a full-service home renovation company. Whether it's remodeling a kitchen—including cabinets, countertops, plumbing, electrical, and flooring—finishing a basement, or rebuilding a home damaged by accidents, Donnie's team can handle it. They even take on custom new builds. "We can do anything to make a house look brand new," Donnie emphasizes, "from restoration projects to creating the home someone has always imagined."

What sets them apart is not just the scope of services but the **attention to detail and reliability**. Donnie employs a team of five skilled professionals and works with trusted partners for specialized trades like plumbing and electrical. "I only use companies I know and trust. When I tell a client the work will be done a certain way, I know it will be," he says. This commitment to quality and accountability has earned the team a reputation

for professionalism in an industry where delays and surprises are common.

**A Visionary Approach**  
Donnie's favorite part of the job is being a visionary for his clients. Inspired by shows like HGTV, he thrives on turning ideas into tangible results. "I love seeing the process from start to finish," he shares. "Many times I suggest ideas clients hadn't even considered. I think outside the box, and it's incredibly satisfying to see their reaction when the project is complete."

This vision extends to collaborations with realtors. Donnie aims to be a resource for real estate agents, providing insights into homes that need updates or repairs. His goal is to ensure properties look pristine and appealing, offering a high-quality result rather than a bare-minimum approach.

**Family and Personal Life**  
Family is central to Donnie's life. He and his wife Danielle have three children: Anya, a Marine stationed in Hawaii; Logan, a 17-year-old basketball player attending





prep school in Phoenix; and Riley, a seventh-grader also pursuing basketball at a high level. “Most of our free time revolves around supporting the kids and traveling to games,” Donnie says with pride.

Outside of family, Donnie indulges in his passion for classic cars. His collection includes a 1968 Mustang, a 1970 Blazer, and a 1997 Trans Am—vehicles he describes as his “personal toys” and dream projects.

#### Building Trust Through Reliability

At the core of Donnie’s philosophy is **trust and accountability**. Clients consistently note the team’s punctuality, reliability, and willingness to go the extra mile. “I want people to say, ‘This guy did what he said he would, and he cared about it,’” he explains. The team often performs additional work to ensure client satisfaction without asking for extra payment, a testament to their dedication to quality.

Donnie’s commitment is clear in every project, large or small. Unlike contractors who disappear mid-project or delay work indefinitely, his team is present from start to finish, ensuring consistent communication and reliable execution.



“

I WANT PEOPLE TO SAY, ‘**THIS GUY DID WHAT HE SAID HE WOULD, AND HE CARED ABOUT IT.**’ ”

#### Looking Ahead

Donnie Wallace’s story is one of evolution—from educator and coach to visionary contractor and entrepreneur. With a dedicated team, trusted partners, and a strong family foundation, he continues to elevate the home renovation experience in Wichita. By combining creativity, professionalism, and a client-first mentality, Donnie and **Tall Guy Renovations** are not just building houses—they’re building lasting relationships and dreams that stand the test of time.



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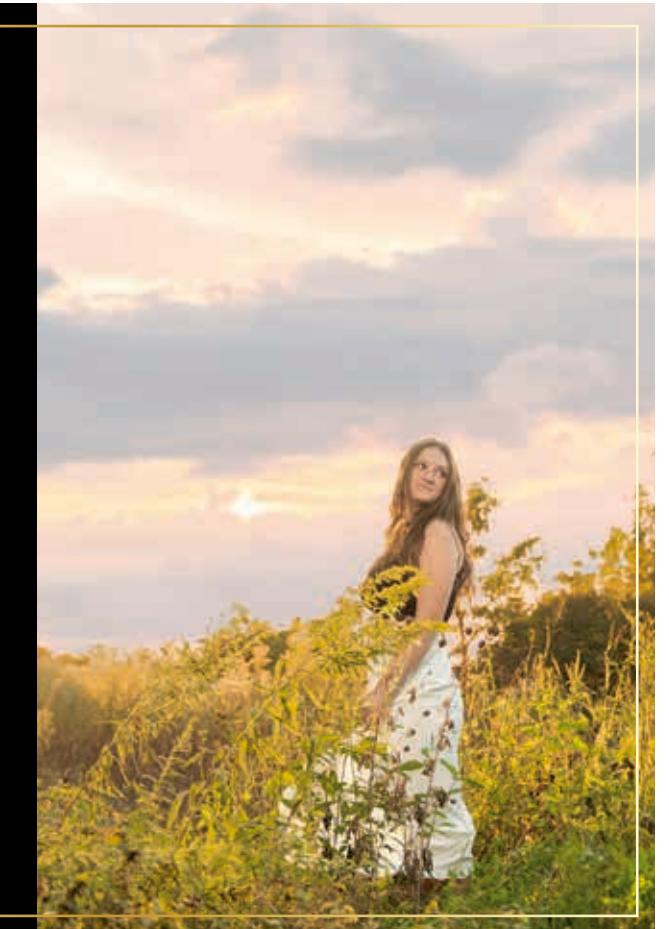
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# ASHLEY Sanders

**Heart &  
Expertise**

PHOTOS BY KIM STIFFLER  
WRITTEN BY DAVE DANIELSON



When Ashley Sanders reflects on her journey into real estate, she smiles at how perfectly the timing unfolded. A devoted mother of four and an entrepreneur at heart, Ashley didn't set out to become a real estate agent immediately after high school. Yet, her path was quietly forming decades before she officially earned her license in March 2023.

## An Entrepreneurial Spirit

Raised by a single mom, Ashley always carried an entrepreneurial mindset. "In my senior year, I didn't really know what direction I wanted to go, but I wrote in my yearbook that I wanted to be an entrepreneur and go into real estate," she recalls. Life took other turns—marriage, motherhood, and years as a stay-at-home mom—but the spark never faded.

The opportunity finally arose when Ashley helped her mother-in-law prepare her home for auction. She took charge of cleaning, downsizing, and organizing the property, all while learning on the fly. Her natural aptitude caught the attention of Braden McCurdy, a seasoned real estate professional, who encouraged her to pursue a career in the industry. "He called my mother-in-law afterward and really expressed how he thought I would be great in real estate. It was perfect timing," Ashley shares.

## Finding Her Passion

Ashley's days are now filled with guiding families through some of the most important decisions of their lives. While she enjoys helping people find their dream homes, she finds profound satisfaction in assisting clients who are navigating challenging situations. "I've worked with people in difficult circumstances—owner carry agreements where landlords weren't cooperative. I love strategizing and negotiating for them, and I truly believe God helps us navigate those moments," she says.

Her motivation comes not from chasing commissions but from helping others and building a legacy for her own family. "I want to instill the value of investing in yourself and pursuing your passion," she explains. Her focus is on service, trust, and creating meaningful impact rather than lead generation.

## Family First

Ashley's personal life is a reflection of her values. She and her husband, Mark Sanders, have been married for 20 years and share four children: Amari, Anyah, Jeremiah, and Joshua. Family time is sacred, filled with



movie nights, games, arts and crafts, and travel whenever possible.

"We really prioritize quality time together," Ashley notes, "and that foundation keeps me grounded in everything I do."

## Advice for New Agents

For those just stepping into real estate, Ashley emphasizes the importance of mentorship. "Find someone who has

been in the industry for at least two to three years and has seen success. This journey can be rough if you try to do it alone," she advises. Mentorship not only provides guidance but also offers support when challenges arise, helping new agents grow with confidence and clarity.

## Collaboration Over Competition

Ashley's approach to business emphasizes teamwork and collaboration. She is part of Amanda

“  
**I PUT *God* FIRST.  
If it wasn’t for Him, I  
wouldn’t be where I am.”**



Jolly's team at Heritage First Realty and has a business partner, Claire Jobe. Together, they navigate deals, support each other, and mentor newcomers in the industry. "We realized early on that collaboration opens doors," she says. "It's not about competing—it's about lifting each other up."

Ashley credits both Amanda and Claire for helping her expand her skills, from staging homes to running a cleaning business, all while growing her real estate career. Her team-oriented

approach demonstrates her belief in the power of community and shared success.

**Making an Impact**  
When asked how she hopes clients and colleagues see her, Ashley's response is heartfelt: "I want people to describe me as a change agent, someone who cares



about the soul and heart of the person I'm working with. I strive to help them get things done and make meaningful decisions while keeping integrity and compassion at the center."

Her faith also guides her work. "I put God first. If it wasn't for Him, I wouldn't be where I am," she reflects. This grounding in faith and family, paired with her dedication to helping others, defines her approach to real estate.

**Looking Ahead**  
Ashley Sanders continues to build her career on the pillars of integrity, collaboration, and service. With her supportive husband by her side, a loving family, and a thriving professional network, she's creating a lasting impact in her community. Whether helping families secure their dream homes or mentoring the next generation of real estate professionals, Ashley's story is a testament to patience, perseverance, and following your calling at the right time.

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# Tina Young

## Building Value

PHOTOS BY KIM STIFFLER | WRITTEN BY DAVE DANIELSON

For Tina Young, real estate has never been about shortcuts or quick wins. It has been about transformation—of properties, of neighborhoods, and of lives. As a real estate agent with Heritage First Realty, Tina brings more than a decade of hands-on experience, operational leadership, and heart to everything she touches, making her a quietly powerful force in her market.

Licensed since 2012, Tina's path into real estate wasn't accidental. It was built on family, trust, and a willingness to learn every side of the business from the ground up.

### A Family Foundation in Real Estate

Tina's entry into the industry began through her brother, Tony Javier, the owner of Professional Home Buyers. With more than 20 years of experience in real estate investing, Tony had built a thriving business focused on revitalizing properties and creating opportunity. Around 2010, the siblings began discussing Tina joining the company. By 2011, she officially stepped in.

She started as an office manager, learning the operational backbone of the business before earning her real estate license. From there, her responsibilities expanded rapidly. Tina began listing the company's flipped homes, managing transactions, and overseeing projects from acquisition to resale. Today, she serves as Chief Operating Officer for Professional Home Buyers, managing nearly every aspect of the company's real estate operations.

Her role includes overseeing property management, coordinating renovations, managing teams, and

ensuring that each project runs efficiently from start to finish. It's a comprehensive position that demands precision, leadership, and an unwavering work ethic—qualities Tina brings naturally.

### Finding Purpose in Transformation

Ask Tina what she loves most about her work, and her answer is simple: staying busy and creating value. "I love going into a house that's just a dump and getting it ready for the next owner," she shares. There's something deeply fulfilling for her about seeing potential where others see problems.

That sense of purpose runs deeper than renovations alone. Early in her career, Tina was heavily involved in rent-to-own programs that helped families who weren't yet financially qualified for traditional homeownership. These programs allowed people to move into a home, rebuild their credit, and eventually purchase the property.

Helping families who never thought homeownership was possible reach the closing table left a lasting impression. "That was very fulfilling," Tina says, reflecting on the impact of those experiences.

### Experience That Speaks for Itself

Over the course of her career, Tina's body of work is substantial. She has been involved in more than \$70 million in career transaction volume, flipped over 600 homes, and closed approximately \$7 million in volume in the past year alone. These numbers tell a story of consistency, discipline, and deep market knowledge.

But Tina doesn't lead with statistics. She lets her results—and her reputation—do the talking.

## Leadership Beyond Real Estate

In addition to her work with Professional Home Buyers, Tina also serves as CEO of Strategic Workspace and Venue 54 in Wichita. The space functions as both a co-working environment and an event venue, expanding her leadership footprint beyond residential real estate and into commercial and community-focused ventures.

Balancing multiple leadership roles requires focus and adaptability, two traits Tina has refined over years of managing complex projects and teams.

### Advice for the Next Generation

For those new to real estate, Tina believes success starts with guidance. She sees a common gap in the industry: lack of training. "Having a mentor is so important," she says. "Someone you can lean on for questions and advice."

Her own journey was shaped by having access to experienced leadership and hands-on learning—something she believes every new agent deserves. Proper training, accountability, and support can make the difference between surviving and thriving.

### Quiet Strength, Big Heart

Those who get to know Tina often describe her as reserved but deeply passionate. She keeps to herself, but her pride in her

work and care for the people she serves is unmistakable. "I have a big heart," she says simply.

That heart extends to her team as well. Tina understands that real estate is never a solo effort—it's a collective endeavor built on trust and shared commitment. She gives credit to team members including her brother Tony, who is Owner, along with Lou and Grace (Support); Ginger (Operations Manager); Jackie (Transaction Coordinator); Mashaela (Property Manager); Cooper (Acquisitions); Ticie (Assistant Project Manager); along with the crew that works on houses, including Stuart (Asset Manager); Ty and Josh (Maintenance); and Anita and Laura (at Strategic Workspace).

### Life Beyond the Office

When she isn't immersed in projects and operations, Tina values the rare moments she gets to recharge. Travel is her preferred escape, offering space to reset and reflect. She also prioritizes Pilates and weight training, passions she's embraced over the past year, and time with family whenever possible. She appreciates her supportive husband, Brian who is a First Sergeant in the Army National Guard, along with her two children. Her son, Tomis, is married to Sara and they have two sons—Grayson and Parker. Her daughter, Alex, is married to Reece. She also enjoys time with her two goldendoodles, Molly and Charlie.

For Tina Young, success isn't loud. It's steady. It's earned. And it's built one home, one project, and one relationship at a time—a reflection of a professional who understands that lasting impact comes from doing the work, day after day, with integrity and purpose.



**“ I HAVE A BIG HEART.”**

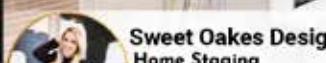


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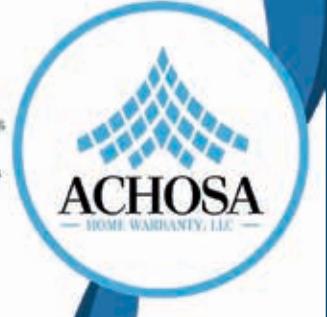
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