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DR. LAWRENCE YUN is the Chief Economist and Senior Vice President of Research at the National Association of REALTORS®. He regularly provides commentary on real estate market trends and is responsible for a wide range of research activity for the association. Dr. Yun creates NAR's forecasts and participates in many forecasting panels, among them the Wall Street Journal and the Joint Center for Housing Studies of Harvard University. He appears regularly on financial news outlets and has testified before Congress. Hear him speak on his analysis of the real estate market in the year ahead in this morning session.

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Have an Idea?



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We also regularly run “Giving Back” features on agents who are actively making a difference in the community and “Inspiration” features on agents who have a particularly inspiring story to share.

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As we step into a brand-new year, I can’t help but take a moment to reflect on the incredible journey that has brought us here. This month marks eight years since I first began the process of launching *Omaha Real Producers* — eight years of vision, passion, and an unwavering commitment to connection. What started as an idea has grown into a vibrant community of top-performing real estate professionals and trusted partners who inspire one another every single day.

Looking back on 2025, it’s clear that our industry faced both challenges and triumphs. Through it all, the resilience, creativity, and collaboration of our readers and advertisers shone brightly. You reminded us that *relationships* remain at the heart of success — and that’s exactly what *Omaha Real Producers* has always been about: building relationships that matter.

Over these eight years, I’ve been blessed with priceless friendships, unforgettable memories, and a deep sense of gratitude for this community. I’m endlessly thankful for our talented creative team, who pour their energy and heart into every issue. This publication has blossomed because of each and every person involved in its creation.

The photo accompanying this note perfectly reflects how I feel about what I do every day—for YOU. Together, we’ve built something extraordinary, and I couldn’t be prouder.

So, let’s begin 2026 with great energy, hope, and purpose. I can’t wait to see what this new year brings and to continue celebrating your achievements, telling your stories, and strengthening the bonds that make our industry so special.

Cheers to 2026 — and to YOU!

With heartfelt appreciation,

Stacey Penrod
Publisher,
Omaha Real Producers

Looking Back.

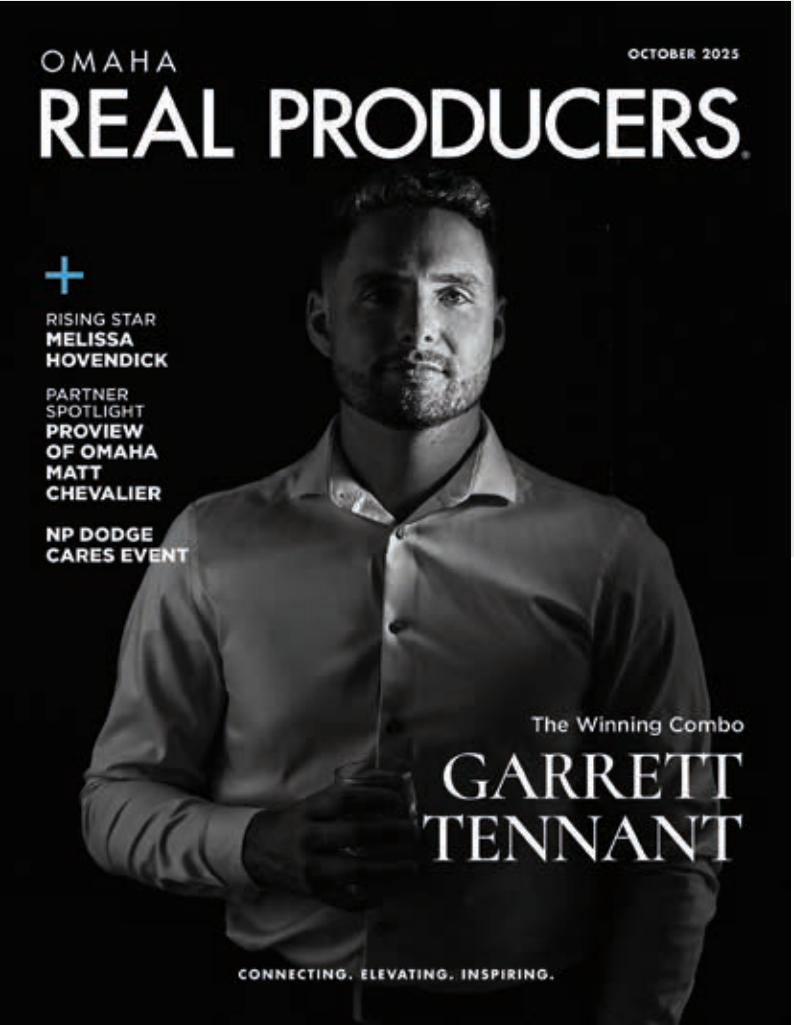
Moving Forward.



Check out our
BIG NEWS!

CONGRATULATIONS!

Omaha Real Producers Receives The 2025 GDUSA Design Award



We are proud to celebrate *Omaha Real Producers* as a winner in the 62nd GDUSA Design Awards, one of the most respected and longstanding honors in the creative industry. This recognition was awarded for the entire publication, honoring the overall design, layout, and visual storytelling of the magazine as a whole. GDUSA’s flagship end-of-year competition recognizes outstanding work across all media, drawing more than 6,000 entries annually from the global creative community. Only the top 10% of submissions earn this distinction.

Founded in 1963, Graphic Design USA (GDUSA) has spent more than six decades spotlighting excellence in design, storytelling, and visual communication. Today, the platform



reaches a national audience through its print magazine, digital edition, monthly e-newsletter, and website, serving over 50,000 visitors each month.

This national honor is a testament to the thoughtful design, creative direction, and attention

to detail that define *Omaha Real Producers*. It reflects a commitment not only to high-quality editorial content but to delivering a cohesive, visually elevated publication that honors the professionals and stories it features from cover to cover.

Congratulations to the *Omaha Real Producers* team on this well-deserved recognition for excellence in publication design.



2024

BY THE NUMBERS

HERE'S WHAT OMAHA'S TOP AGENTS SOLD...

9,305



TOTAL
TRANSACTIONS

AVERAGE TRANSACTIONS
PER AGENT



31



SALES
VOLUME

\$3.7 Billion



AVERAGE
SALES
VOLUME
PER AGENT

\$12.3 Million



LISTING SIDE
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The Queen of
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DEB Cizek

BY JESS WELLAR
PHOTOS BY STACY IDEUS

“What keeps me motivated is knowing that people are counting on me — my clients, my team, and my family,” Deb Cizek begins. “I never want to let anyone down. Even on the harder days, showing up and following through matters.”

After more than 42 years in the business, Deb has built a legacy that spans generations, market cycles, and industry shifts, all rooted in her relentless work ethic and a genuine love of helping people move into the next chapter of their lives. Today she serves as co-owner of The Cizek Stork Stanzel Group at BHHS Ambassador Real Estate. The team has grown into a tight family of nine, anchored by trust and a shared commitment to exceptional client service.

And after four decades of showing up for others, she still wakes up every day grateful for the opportunity.

Early Influences

Deb never planned on a 40-plus-year real estate career. She started out as a teacher, earning her undergraduate degree in education in Colorado before returning to her hometown of Omaha to complete her master's in gifted education.

For 13 years, she taught students full-time and then part-time after she obtained her real estate license, until one day she caught herself checking her watch too often and realized it was time to hang up her teacher's hat for good.

Her husband suggested real estate as a flexible side gig while raising their boys. She still remembers the conversation with her first broker and mentor, BJ Brown.

“BJ said to me: ‘I will hire you as a part-time agent, but if this gets in your blood you will never be a part-time agent,’” Deb recalls. “She was right — it got in my blood and became something I love.”





Deb found herself energized by the work, motivated by her clients, and driven by her natural ability to listen with intention.

Along with BJ, Deb credits Ambassador Real Estate founder Carol Leisey as an early influence on her career, while most of her growth came from determination and long hours. She built her reputation steadily, one relationship at a time, guided by a motto she still lives by: “How you do anything is how you do everything,” she recites.

No Lone Wolf

A true collaborator, Deb thrives on the energy of a group, the give-and-take of talking through problems, and the collective confidence that comes from having multiple minds focused on one goal.

“I have always been a team player,” she affirms. “If I didn’t have a team, I wouldn’t still be doing this now.”

She met Terry Stork early in her career while both were still working at BJ Brown. They kept in touch over the years, and after the Berkshire Hathaway/CBS Home merger, they joined forces. Later, Grace Stanzel, who started as their intern, proved herself quickly and officially became their third partner.

“Grace brings that youth and energy into the group and is very deserving of her title,” Deb points out. “She pushes us to do things differently but she really is an old soul.”

The Cizek Stork Stanzel Group now includes nine agents — eight women and Deb’s son — and feels more like a second family to Deb than a business unit. They support one another through life’s milestones and end each year with a fun tradition: a trip to Chicago full of shopping and too much good food. Deb laughs, adding, “My son prefers to stay home for that one though.”

Deb’s powerhouse energy and incredible experience shows up in the numbers: Over 130 units and a whopping \$120 million recorded in personal volume in 2025, her best year yet by \$20 million. A significant portion comes from off-MLS opportunities, the result of decades spent nurturing relationships, staying present in people’s lives, and knowing the Omaha market like few others can.

“I never take no for an answer when yes is still a possibility,” Deb states, one more piece of coaching advice she’s carried throughout her career. Her persistence, combined with her intuition

and creativity, is part of what her clients have come to rely on most.

Doing Things Differently

Forty-two years in, Deb still believes real estate is a people-first business. She prefers to lead with presence, experience, and human connection.

“Real estate is really understanding what someone needs and then using every relationship and resource I have to find the right match, even if it isn’t on the market yet,” she points out.



Ron Cizek, Deb’s husband of 38 years, lung transplant recipient and her biggest supporter in life and business.



The Cizek Stork Stanzel Group, one of Omaha’s top referral-based real estate teams.



The Cizek family, including Deb, her husband Ron, their sons, and 17 grandchildren and great-grandchildren.

That resourcefulness has earned her top national rankings, including Top 10 in the nation several times for Prudential and BHHS, as well as the K. Carol Leisey Award and the Mike Ferry Co-Agent of the Year Lifetime Achievement Award.

But Deb never wants to appear overly polished: “I’ve made plenty of mistakes, and I try to remember everyone has a lot on their plate,” she adds. “Even when things feel dark or heavy, I try to keep moving forward with an attitude of gratitude.”

Her Most Cherished Role

Deb’s life is deeply rooted in Omaha, where she and her husband of 38 years, Ron, raised their four sons — Mike, Jeff, Matt, and Brett — who all still live nearby with their own families. With 17 grandchildren and great-grandchildren, Deb calls them her “hobby,” and she means it.

“There’s nothing better than going to their activities and seeing life through their eyes,” she smiles. “In some ways, it feels like a second chance at parenting, but you are a little wiser and more patient.”

Ron, whom she calls her biggest cheerleader, underwent a double lung

“What makes this business incredible is that it changes, but the basics don’t—work hard, show up, and take care of your people.” — Deb Cizek



“Consistency is the secret weapon most people overlook, but it’s the difference maker in every cycle.” — Deb Cizek



transplant nine years ago and is still the most upbeat person Deb has ever met. “We are thankful for our donor’s selflessness,” Deb acknowledges gratefully. “As a result, we’ve had nine more years together, and we’re very thankful for that gift.”

Deb also serves on the board at Jaynes Street Community Church and believes firmly in giving back with so many wonderful blessings bestowed from above over the years.

As for the future, don’t bet on Deb slowing down anytime soon. She guffaws when people keep asking her when she’ll retire. She loves the work and her close-knit team too much — and she’s obviously still crushing it, coming off her best year yet.

“I want to spend every day as if it were my last,” she concludes. “The older you get, the more you reflect on how grateful you are and thank the good Lord for the life you’ve had. I will continue to try to live each minute of every day to the fullest.”




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LAUREN NISSEN

VERIDIAN CREDIT UNION

Going the
Distance
to Closing

BY DAVE DANIELSON
PHOTOS BY STACY IDEUS



At Veridian Credit Union, Mortgage Loan Originator Lauren Nissen has built a reputation defined by expertise, consistency, and a genuine commitment to helping people achieve homeownership. Her path into lending wasn't a straight line, but every step—from her earliest days working in one of Veridian's grocery-store branches to her rise as one of Nebraska's top mortgage professionals—helped shape the lender she is today.

"It's never the same day twice," Lauren says. "Every borrower is different, every scenario is different. It's all a puzzle, and I love putting the pieces together to get people to the closing table."

From Entry-Level to Excellence

Lauren's career began at an in-store branch, where she learned the fundamentals of banking and the importance of relationships. Over time, she moved into roles that allowed deeper engagement with members and greater insight into the financial steps behind major life decisions. Mortgage lending soon revealed itself as the perfect blend of problem-solving, personal connection, and long-term impact.

Her natural drive and ability to navigate complex loan scenarios quickly set her apart. Over the last two years, Lauren has earned the distinction of being the top lender in Nebraska among all Nebraska Mortgage Association lenders—both in units and volume. It's a recognition that reflects not only her work ethic but also the trust she has earned from clients, partners, and colleagues across the state.

The Art and Strategy Behind Great Lending

Lauren has developed strong expertise in conventional lending, and she is steadily expanding her work in FHA loans, offering borrowers more flexibility and opportunity. Veridian's array of in-house lending options further enhances her ability to serve clients with unique needs.

"Because we handle some loans in-house, we aren't tied to every secondary guideline," she explains. "It gives us room to find solutions that traditional lenders might not be able to offer."

This combination—industry knowledge, creative problem-solving, and access

to diverse products—allows Lauren to serve a wide range of clients, from first-time buyers to seasoned investors.

What Sets Veridian Apart

In a market where buyers and agents focus heavily on service and transparency, Veridian Credit Union's



approach stands out. Lauren highlights a few core differentiators: competitive rates that help borrowers maximize their long-term financial benefits, low closing costs that make homeownership more accessible, and a culture rooted in fairness where buyers at every price point receive the same level of respect and attention.

“Our culture is something I’m really proud of,” Lauren says. “Every borrower—no matter the size of their loan—gets the same experience. We value people first.”

A Team Built for Success

Behind every smooth closing is a team that knows how to collaborate. Lauren works closely with sales specialists, a processor, and a dedicated closer. Together, they form a group known for clear communication, efficiency, and member-centered service.

“We really do have a great team,” she says. “Everyone genuinely cares about the borrower, and that makes all the difference.”

The strength of that team shines through in the feedback they receive. Clients consistently describe their experience as seamless, supportive, and refreshingly transparent—something Lauren never takes for granted. “Relationships are magical,” she notes. “When people refer their friends and family to us, that means the world.”

A Life Rooted in Country Living and Family

Outside of work, Lauren enjoys the peace and rhythm of country life with her husband, Matt, their son River, and a lively crew of pets—two dogs, one cat, and eleven chickens.

Life on their property keeps them busy in all the best ways. The family loves working on home projects, making improvements, and building a space where River can grow up surrounded by fresh air, nature, and the simple joys of rural living.



These moments at home help recharge Lauren’s energy and provide the balance needed for her fast-paced career.

The Invitation to Bring Her Your Toughest Deals

Because she thrives on challenging scenarios, Lauren is often the lender agents call when buyers have unusual circumstances or need creative solutions.

“If you have an unusual loan scenario, bring it over,” she encourages. “We’ll look at it. We love finding ways to make things work.”

That attitude—optimistic, determined, and member-focused—has become a hallmark of her service and a cornerstone of her success.

Looking Ahead

As she continues to grow her business and serve even more borrowers across Nebraska, Lauren remains committed to the principles that built her career: integrity, compassion, and a relentless drive to help people achieve their dreams.

Whether it’s a first home, a new construction project, a refinance, or an unconventional lending need, Lauren Nissen and Veridian Credit Union stand ready to deliver the expertise, fairness, and personal touch that clients have come to trust.

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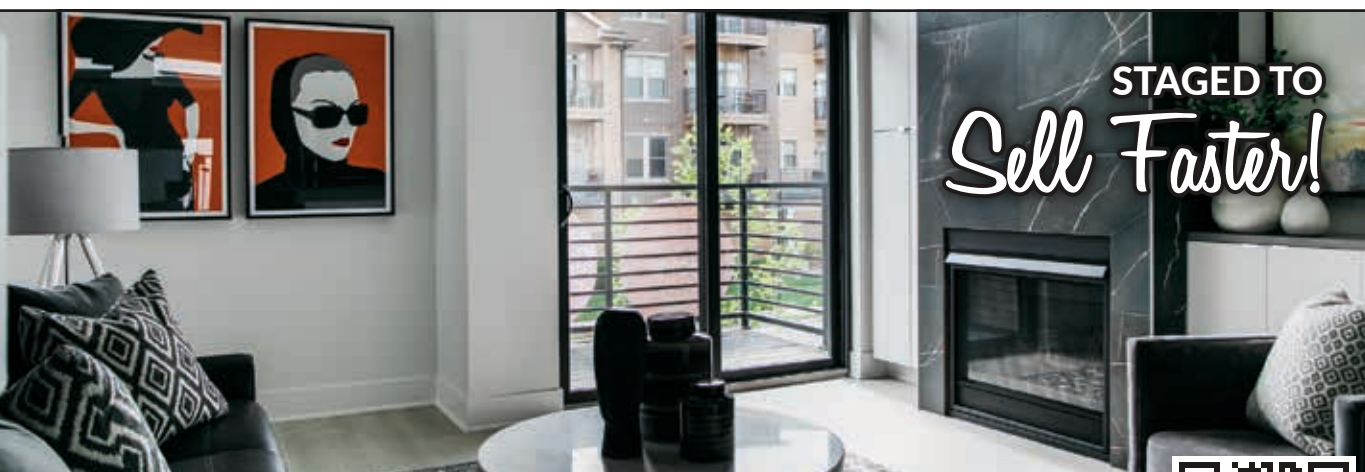


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Heather Tedesco

WORKING WITH PURPOSE

BY DAVE DANIELSON
PHOTOS BY NATALIE JENSEN



For Heather Tedesco, nothing in life has ever unfolded the “normal” way—and she’s learned to embrace that. Before real estate, Heather worked in the events industry, managing large-scale experiences and traveling frequently for her Chicago-based company. In early 2020, she returned home from what felt like a career-defining week of meetings. She had been introduced to new partners, new opportunities, and what looked like a clear next chapter.

Twenty-four hours later, everything collapsed.

With COVID shutting down the events world overnight, Heather received a call telling her to file for unemployment. “I had no idea what my next step was going to be,” she recalls. Restaurants, bars, events—everything she’d ever done professionally was suddenly on hold.

A Mother’s Day Turning Point

It wasn’t until Mother’s Day, while driving around with her husband because there was quite literally nothing else to do, that the spark for a fresh start appeared. Her husband suggested real estate—a field she had always loved but never seriously considered. Commission-only work felt intimidating, but the idea of a more flexible, people-focused career lingered.

Studying at home wasn’t an option with three boys, two dogs, frogs, and the chaos of lockdown. So Heather booked a hotel room for three days, checked in with snacks and determination, and completed her 60 hours of coursework in one focused sprint. She passed her exams on the first attempt.

Her very first open house became her very first listing. “Real estate



With years of experience, Heather Tedesco emphasizes that “referrals are proof that you cared enough to get it right.”



Heather and Shannon with their three boys: Aidan, Brody, and Cohen.

just exploded from there,” she says. She has been referral-based and thriving ever since.

A Career Built on Helping People

Helping others has been the common thread through every chapter of Heather’s life—group homes with special-needs kids, bar management, event planning, weddings at Joslyn Art Museum, and now guiding families through monumental life transitions.

“Buying a home is one of the most stressful moments in someone’s life,” she says. “My job is to help them through their feelings, through their fears, and through the entire journey.”

Heather also holds the designation of Senior Real Estate Specialist, equipping her to support families dealing with downsizing, estate transitions, or selling a parent’s home. “There’s so much emotion tied to those moments. I try to make them as easy and as compassionate as possible.”

A Year That Changed Everything

If 2020 brought upheaval, 2023 reshaped Heather’s entire outlook. Within four months, her father-in-law passed away, her family dog died, her husband Shannon was diagnosed with stage-four prostate cancer, and what she thought was a harmless mole turned out to be melanoma.

“Everything changed,” she says. “My perspective, my priorities, my approach to work.”

The good news: her melanoma was successfully removed, and Shannon is doing well today. But the experience transformed her motivation. “Life is too short,” she says. “If we’re not doing this job with kindness, with purpose, and with genuine care for people, then what’s the point?”

Ironically—or maybe fittingly—her business doubled after that shift.

Heather and Shannon have been married for 24 years and share three sons: Aidan, Brody, and Cohen. Outside of work, the family loves hockey, hiking, concerts, travel, reading, and time at home.

Building Community Through Vulnerability

Part of Heather’s heart-centered approach to real estate includes helping people through difficult chapters. After years of supporting friends, clients, and community members through divorces, downsizing, and other major transitions, she had an idea: create a network specifically designed for women navigating life’s hardest moments.

She soon met three women who shared her passion, and together they launched She Conquers Club—a new grassroots initiative offering workshops, retreats, and educational events. Their first sessions focused on divorce planning, and more topics—both heavy and uplifting—are planned for 2026. “We want women to feel empowered, supported, and never alone,” Heather says.

She’s also partnering with Apex Community Services, a nonprofit working to prevent homelessness and keep families out of the foster care system. Their December event at Joslyn Castle will raise funds to help families facing housing insecurity. “I’m incredibly excited to grow that partnership,” she says.

Heather is also very involved with Benson First Friday, including doing monthly fliers.

A Reputation Rooted in Kindness

When asked how she hopes clients describe her, Heather doesn’t hesitate.



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IS ONE OF THE
MOST STRESSFUL
MOMENTS IN
SOMEONE’S LIFE.
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THEM THROUGH
THEIR FEELINGS,
THROUGH THEIR
FEARS, AND
THROUGH THE
ENTIRE JOURNEY.”

“I hope they think I’m a good person—someone who’s kind, funny, and genuinely wants the best for them.”

Her clients would confirm exactly that.

Heather may not track her numbers, but her impact speaks for itself. In

2024, she earned the Better Homes and Gardens Platinum Award—something she only discovered when her name was announced at the ceremony.

At the Heart of Every Home
Whether she is supporting seniors through transitions, guiding young



families toward their first home, or helping community members navigate life’s toughest hardships, Heather leads with empathy, grit, and an unwavering commitment to making life a little easier for others.

In every way that matters, she is exactly the kind of person you want by your side during big decisions—steady, compassionate, and wholeheartedly human.



Omaha realtor Heather Tedesco builds her business through referrals, compassion, and community involvement.

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RYAN & SOMMER

Hahn

Small Workouts Yielding Big Results

BY JESS WELLAR
PHOTOS BY NATALIE JENSON



If someone told you they could change your life if you committed to 20 minutes twice a week, would you believe them? What if the couple making this claim had already built one of the nation's top-performing studio groups, rooted in science, driven by community, and powered by a mission to help everyday people get stronger, healthier, and more confident without ever stepping foot into a traditional gym?

That's exactly what local franchisees Ryan and Sommer Hahn have launched with The Exercise Coach, their high-tech, high-accountability training studios that are redefining what fitness looks like

for busy professionals, beginners, and people who've been underserved or intimidated by the classic gym scene.

"We transform the way people age — our technology, science, and people are like nothing else out there," explains Ryan.

Rapid Growth

The Exercise Coach began in 2000 with a simple but profound idea: bring science-driven strength training to people who want real results without long workouts. Today, there are more than 230 studios nationwide, and Ryan and Sommer own and operate eight of them across Nebraska, Missouri, and Iowa, including three in Omaha.

Their first studio location in West Omaha was slated to open in March 2020 before COVID upended the world. But when it opened several months later, it didn't just succeed — it became the number-one performing studio in the country.

"We quickly discovered it wasn't too good to be true," Ryan reflects. "Once we got on the state-of-the-art equipment ourselves and realized it was such a meaningful workout, it was a real lightbulb moment."

For the Hahns, this business is an extension of a life already built around community transformation. Before launching their studios, Ryan worked at Conagra Brands and Sommer

at Union Pacific Railroad, and together they helped start GraceHill Church, a pivotal experience that shaped their next chapter as they made plans to leave corporate America behind.

"We wanted an entrepreneurial venture that creates community and transforms lives, just like our church," Ryan shares. "We also realized we worked really well together and wanted to pour our hearts into something meaningful, not just make a living."

When the couple discovered The Exercise Coach, everything clicked into place.

"We met with leadership and affirmed we all shared the same values, the same



Sommer and Ryan Hahn with daughters Grace, Bella, and Norah, and their golden retrievers Wynn and Auggie.

passion, and had the best intentions to make a difference,” Ryan recalls.

The result? Award-winning studios, record-breaking growth, and industry-wide recognition, including The Exercise Coach’s 2020 Newcomer of the Year Award, the 2022 Client Inspiration Award, and the 2022 & 2024 Franchise of the Year Award.

A Realtor’s Dream Workout

The Exercise Coach isn’t a traditional gym; it’s a science-backed wellness hub that’s changing the way people age. Their unique model requires just 20 minutes, twice a week, and is highly personalized to be efficient and effective.

“We are a great fit for busy professionals,” Ryan explains. “We are also

flexible in making and changing appointments because we know a Realtor’s schedule changes often.”

Their studios feature cutting-edge strength and AI-driven equipment, plus new offerings in assisted stretching, balance, mobility, and brain health. Better yet, this is a place where you can train without getting sweaty; perfect for squeezing in a session between showings when there’s zero buffer to take a shower.

Realtors should also know that the studio offers two free sessions to anyone who wants to experience the program firsthand, along with \$150 off the first month or \$150 off the first package purchase. Their referral program is equally generous: when a referred client signs up, both the referring agent and the new client receive \$150.



Inside Ryan and Sommer Hahn’s The Exercise Coach studios, where digital resistance machines, personalized training stations, coaching screens, and body-mapping technology create a modern, efficient training environment.



<< The Hahns’ franchise awards: 2020 New Studio Newcomer, 2022 Client Inspiration, 2022 Franchise of the Year, 2024 Franchise Group of the Year.

This makes The Exercise Coach not only an ideal personal resource for real estate agents, but also a valuable wellness gift or recommendation for clients.

“Some of the top agents train and/or have trained with us!” Ryan notes proudly. “We also have a 95% retention rate, which is incredible in this industry where churn happens often — and that is because we are truly changing lives.”

Fitness is shifting from fads toward longevity, strength, and sustainable habits. Post-

pandemic trends have further strengthened the demand for what The Exercise Coach offers: Whether

it’s clients in their 60s and 70s regaining mobility or coaches stepping into leadership roles within their studios, the ripple effect of their work is unmistakable.

“The need for strength and muscle is becoming more and more evident,” Ryan notes. “Our business offering is perfectly geared for helping people live longer and better.

“In general, people are starting to see health as a currency instead of just wealth,” he continues. “If

you’re not healthy enough to enjoy your wealth, what is the point?”

Family Ties and Future Plans

High school sweethearts, Ryan and Sommer have been married for 25 years and are raising three amazing daughters — Grace (18), Bella (16), and Norah (13) — along with their two Golden Retrievers, Wynn and Auggie, who “think they run the house,” according to Ryan.

As a family, the Hahns love spending time at the lake, traveling, attending church together, and cheering on the Huskers. An upcoming trip to Hawaii will celebrate a trio of milestones: their silver jubilee, turning 50, and sending their oldest daughter off to college.

“Grace plans to major in health fitness as a result of being inspired by our business,” Ryan adds with a grin.



“WE TRANSFORM THE WAY PEOPLE AGE — OUR TECHNOLOGY, SCIENCE, AND PEOPLE ARE LIKE NOTHING ELSE OUT THERE.”

Husband-and-wife franchisees Ryan and Sommer Hahn are redefining longevity-focused fitness through science-driven technology, high accountability and a people-first mission.

Looking ahead, the couple is eyeing sustainable growth, with plans to open at least three more studios in the coming years. With Papillion next on the map, their focus is on optimizing operations and developing strong coaches as capable leaders to represent their business.

“Watching people become stronger than they ever thought possible — physically, mentally, and emotionally,” Ryan concludes, “is what brings us the most joy.”

To experience The Exercise Coach for yourself, visit www.exercisecoach.com or call (402) 875-6596 today! You can find them in West Omaha at 18023 Oak St Suite B; in Northwest Omaha at 3525 N 147th St Suite #203; and Central Omaha at 8714 Countryside Plaza.

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Liz JAMES

DRIVEN BY PURPOSE

BY DAVE DANIELSON
PHOTOS BY NATALIE JENSEN

For Liz James of eXp Realty, her journey began through a series of real-life lessons, early challenges, and the unwavering encouragement of her husband, Jeff. The couple's first home purchase was a learning experience they'll never forget—one marked by uncertainty and a for-sale-by-owner transaction that left them feeling uneducated and unprotected.

A year and a half later, Jeff came home with an unexpected idea: buy another property. His thought was simple—

maybe they could flip it or rent it. Liz was surprised, but together they took the leap, purchasing their first rental. Unfortunately, they found themselves once again feeling taken advantage of, navigating another FSBO without the knowledge they needed.

That's when Jeff made a suggestion that changed everything. "Why don't you get your license?" he asked. If they were going to keep buying investment properties, it made sense for Liz to have the expertise. But it wasn't just a practical

idea—Jeff saw something in her that she hadn't yet seen in herself. As Liz often says, "He pulls dreams out of me."

She earned her real estate license in October 2008, stepping into the industry with humility, determination, and a desire to help others avoid the struggles she had experienced firsthand.

Growing a Career Built on Education and Empathy

From the beginning, Liz felt called to educate buyers—to guide the people



who didn't know where to start or didn't feel brave enough to step into homeownership. Whether she was helping first-time buyers or sellers who hadn't moved in decades, she understood the courage it took to make life-changing decisions.

A few years later, another unexpected moment shaped her journey. Liz had listed a home right behind the house she and Jeff lived in. Jeff asked if she had offered the sellers a price they would consider. Liz laughed, reminding him she couldn't earn income if he kept buying every property she listed. Jeff jokingly said, "Do I need to find a different real estate agent?" Moments later, they were the owners of yet another rental.

These comical, spontaneous experiences became symbolic of something deeper: Jeff continuously awakening potential in her—professionally and personally.

A Career Defined by Stories
Today, what Liz loves most about real estate is that every day brings a new chapter. "It's a new buyer, a new seller, a new story, a new 'why,'" she says. While the job may involve selling houses day in and day out, she sees it as something far more meaningful. No two clients are alike, and no two transactions are identical. For Liz, the beauty of her work



lies in becoming part of each client's unique story, helping them reach the finish line with confidence and clarity.

Real estate, she believes, is deeply personal—and she approaches every interaction with intention, compassion, and purpose.

Family, Adventure, and a Life Filled With Joy

At home, Liz's world is filled with activity, love, and adventure. She and Jeff are parents to four children: Delaney, Manning, Jocelyn, and

Brockton. Together, the James family is passionate about the outdoors, travel, and staying active. They recently returned from a trip to Colorado, where Jeff and their two older kids snowboarded and skied while Liz joined in for a day on the slopes.

The family also loves hiking, especially in places like Sedona, Arizona. Jeff affectionately calls their adventures "exercise in disguise," a phrase that perfectly describes the fun, family-focused lifestyle they share. Their philosophy is simple: incorporate the kids into everything—business, play, travel, and growth.

Liz is deeply involved in her local church, where she volunteers and sings on the worship team. Music has been part of her life since she was young, and she even tried out for American Idol years ago. When she's not working or serving, she enjoys the daily routine of dropping her kids off at school and heading to the gym—a practice she calls essential to her mental health.

A Reputation Rooted in Honesty and Heart

When asked how she hopes people describe her, Liz emphasizes qualities that reflect the way she approaches both life and business: honesty, thoughtfulness, patience, and empathy.



Liz James and Jeff, alongside their kids Delaney, Manning, Jocelyn, and Brockton.



Today, what *Liz loves* most about real estate is that every day brings a new chapter.

Liz James built her real estate career on learning the hard way, then turning experience into education, advocacy, and meaningful connection.

“Everyone deserves someone in their corner. I’m just *grateful* I get to be that person.”



She strives to view every situation from her client’s perspective, not just her own.

She believes deeply in solving problems and creating win-win outcomes. While real estate is her livelihood, she sees it as a calling—one where she can help people navigate major life decisions, overcome obstacles, and feel supported every step of the way.

Her greatest compliment is when clients say, “We couldn’t have done this without you.”

Looking Ahead With Purpose

From inexperienced first-time buyers to seasoned investors, Liz James continues to serve her clients with dedication, kindness, and a passion for making every experience meaningful. Her journey may have started with uncertainty, but it has grown into a career fueled by purpose, guided by faith, and strengthened by the people she loves most.

And at the heart of it all is the same belief that started her story: everyone deserves a guide they can trust—and Liz is honored to be that person for so many.

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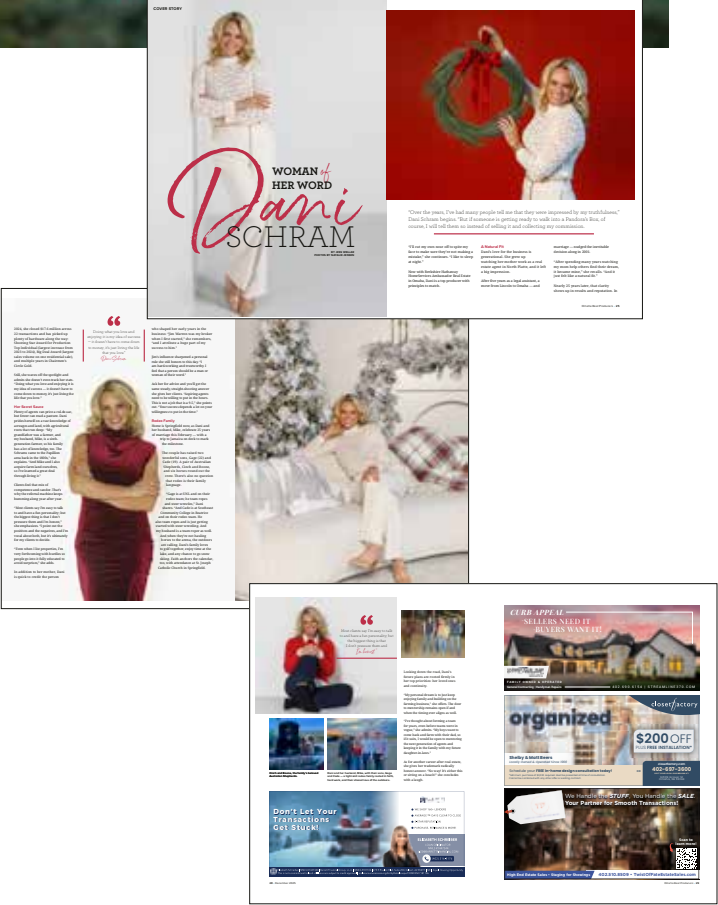
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