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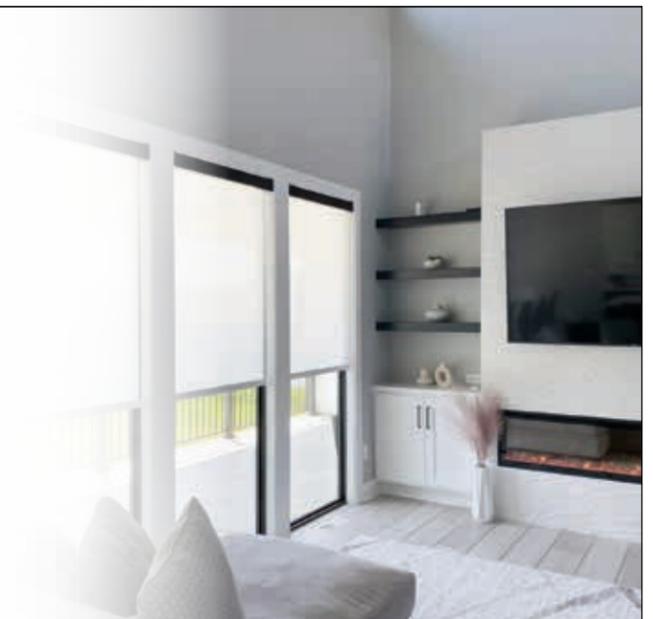
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WICHITA REAL PRODUCERS

publisher's note

March is officially here—and if you're in real estate, you know that means momentum is building, listings are popping, and calendars are filling up fast. There's something about spring that wakes this industry up, and I'm here for every bit of it.

This issue is packed with stories that reflect exactly what makes the Wichita real estate community so special: grit, growth, leadership, and a whole lot of heart. These are the people who show up, adapt, and continue to raise the bar year after year—often while juggling clients, families, teams, and about 47 open tabs in their brains. If that's you... seen.

March also means we're counting down to one of my favorite nights of the year—the **Real Estate Awards Gala on March 28th at the Marriott.**

This isn't just a party (though yes, it is a party). It's a night to celebrate excellence, leadership, and the wins—big and small—that deserve to be recognized. I cannot wait to see this room filled with the people who make our industry thrive... *The Top 300 class of 2026!*

As always, thank you for being part of this community. Whether you're a longtime reader, a first-time feature, a supporter behind the scenes, or someone quietly cheering others on—this platform exists because of you.

Here's to a strong spring, continued success, and celebrating each other along the way.

See you at the Gala.

Samantha Lucciarini
Owner/Publisher



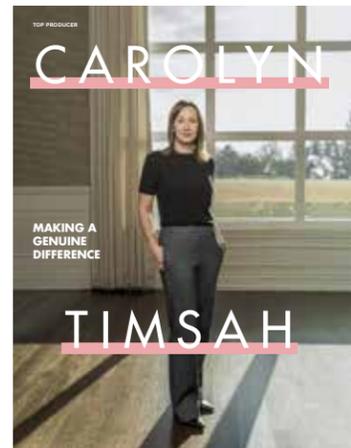
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MONICA *Calhoun*

A Leap of Faith.
Legacy in Motion.

PHOTOS BY JENNIFER RUGGLES
WRITTEN BY DAVE DANIELSON



For Monica Calhoun, real estate wasn't a sudden impulse—it was a long-simmering calling. After spending her entire professional career in corporate America, Monica reached a moment where clarity outweighed comfort. In June of 2024, she officially earned her real estate license, stepping into a new chapter that would quickly become both a personal mission and a legacy-in-the-making.

Today, Monica is a real estate agent with Urban Cool Homes, brokered by LPT Realty LLC, and in just a year and a half, she has built momentum that reflects both discipline and purpose.

From Corporate Contracts to Courage

Before real estate, Monica spent years negotiating contracts in the corporate world, including 14 years at Wichita State University's National Institute for Aviation Research. It was steady, respected work—but over time, she realized she was pouring her energy into someone else's vision.

When her children chose paths that didn't include the free-education options available to them, Monica paused and took stock. After open conversations with her family, she made a decisive choice.

"I'm tired of pushing somebody else's vision," she recalls thinking. "It's time for me to do my thing."

Real estate had always been on the back burner—an interest she never quite allowed herself to pursue. But in 2024, something shifted. Monica cashed out her 401(k), took a leap of faith, and went all in. She hasn't looked back since.

The Joy in the Journey

Ask Monica what she loves most about real estate, and her answer is immediate and heartfelt.





deep in her family, and now, she's focused on passing something tangible forward.

"I'm not a Rockefeller," she says with a laugh. "But I want my children to have property. I want my grandchildren to have opportunity. I want my great-grandchildren to look back and say, 'I appreciate my MeMe.'"

She and her husband, Marcus, are raising a beautifully blended family of seven children—six boys and one girl—with an emphasis on integrity, consistency, and follow-through. Monica's goal isn't perfection; it's progress that compounds across generations.

Results That Reflect the Work

In just her first year and a half in the business, Monica's production speaks volumes. She has successfully closed 28 transactions, with her most recent closing marking another milestone in a rapidly growing career.

Her first year surpassed \$1 million in sales, followed by \$4.27 million in gross sales in 2025—an impressive trajectory fueled by fundamentals, focus, and follow-up.

To Monica, those numbers are the result of showing up daily and doing the work that matters most.

Advice Grounded in Fundamentals

When asked what advice she would give to those just entering the business, Monica doesn't sugarcoat it.

"You're going to be as successful as you want to be," she says. "The fundamentals matter."

She emphasizes consistent prospecting, diligent follow-up, and a commitment to never overpromise and underdeliver. Like any sport, she believes success comes from mastering the basics—and returning to them often.

A Reputation Built on Integrity

As clients and colleagues get to know Monica, she hopes they describe her in clear terms: trustworthy, reliable, brutally honest, and grounded in integrity.

Those qualities define how she shows up in business and in life. Whether she's negotiating a deal, advising a buyer, or carving out a quiet moment with Marcus—often at a live music venue enjoying jazz or R&B—Monica leads with authenticity.



"It's the smile that comes over a client's face when we win the offer," she says. "It's the relief at closing. It's the fact that no two deals are the same."

But beyond transactions, real estate has given Monica something even more valuable—freedom. The flexibility of her business allows her to keep her grandchildren Tuesday through Friday afternoons, supporting her son while still running what she proudly calls "a phenomenal business."

That balance—between ambition and family—is at the heart of her success.

Building Something That Lasts

For Monica, real estate is more than a career; it's a legacy project. Her guiding mantra in life is simple but powerful: *leave everything better than you found it.*

Raised by hardworking parents who instilled an unshakable work ethic, Monica grew up understanding the value of effort and accountability. Entrepreneurship runs



“YOU'RE GOING TO BE AS SUCCESSFUL AS YOU WANT TO BE. THE FUNDAMENTALS MATTER.”

Her story is still unfolding, but the foundation is firmly set. With courage, clarity, and a commitment to leaving things better than she found them, Monica Calhoun is building more than a real estate career—she's building a legacy that will echo for generations.

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KANSAS TREE EXPERTS



Going the Distance with Value

WRITTEN BY DAVE DANIELSON

When a business is built on the right foundation, it shows—in the quality of the work, the loyalty of its customers, and the culture behind the scenes. At Kansas Tree Experts, that foundation is integrity. For Owner and Operator Kelly Tunnell, tree care is more than a trade. It’s a reflection of personal recovery, purpose-driven leadership, and a commitment to doing things the right way, every time.

Kelly’s journey in the tree industry spans 30 years, but launching Kansas Tree Experts marked more than a career milestone—it marked a turning point.

“I’ve worked in the tree business for 30 years,” Kelly says. “I spent a lot of time working for other people, and eventually the opportunity came to start my own company.”

That opportunity wasn’t just professional—it was deeply personal. As a recovering alcoholic, Kelly recognized a gap in the industry: the lack of a truly sober, safe, and supportive workplace.

“I run a totally sober business,” he says. “I needed somewhere safe to work—without drugs or alcohol—so I built it.”

What began as a personal solution became a company rooted in accountability, clarity, and conviction—one that now provides stability and opportunity for others walking a similar path.

Q&A with Kelly Tunnell

Q: What motivates you most about the work you do?

Kelly: Helping people—both customers and employees. Whether it’s transforming a property or providing a safe place for someone in recovery to work, it feels good knowing the work truly matters.

Q: What sets Kansas Tree Experts apart from other tree companies?

Kelly: We’re a totally sober company, and that shows in our professionalism, safety, and consistency. We do quality work at a fair value and treat people with respect.

Q: Why was it important for you to build a sober workplace?

Kelly: I needed a safe environment to work in, and I knew others did too. Recovery comes first here. When people feel supported and accountable, they perform at a higher level.

Q: How does your team approach large or complex projects?

Kelly: We don’t rush. If a job takes multiple days, that’s what it takes. We go where the work is and make sure it’s done right.

Q: What role does faith play in your leadership?

Kelly: Faith keeps me grounded. Recovery taught me humility and accountability, and those values guide how I lead and how I treat people.

Q: What advice would you give someone rebuilding their life or career?

Kelly: Surround yourself with the right people and don’t be afraid to start fresh. Growth and recovery are possible—but you have to commit to doing things differently.

A Culture Built on Accountability

Today, Kansas Tree Experts employs a team of ten—all sober and actively committed to recovery. “We are 100% sober,” Kelly explains. “Everyone on my payroll is in recovery. We work hard, and we provide a safe environment.”

That shared commitment creates a culture rooted in trust and pride. Team members don’t just show up to work; they show up for one another. Clients notice the difference immediately.

“We take total pride in our work,” Kelly says. “We don’t cut corners. We treat every yard like it’s our own.”

Craftsmanship and Trust

Kansas Tree Experts offers tree trimming, removal, stump grinding, and shrubbery care. The team travels extensively, working on large rural properties, serving approximately 50 homeowners’ associations, and completing projects for the city.

Consistency has helped build a loyal client base. Kelly frequently works with property managers and long-term customers who trust both his word and his work.

“Nine times out of ten, people are genuinely happy to see us pull up,” he says. “It’s not just a job—it becomes a relationship.”

More Than a Tree Company

Kansas Tree Experts is more than a service provider—it’s proof of what’s possible when purpose leads. Through sobriety, accountability, and craftsmanship, Kelly Tunnell has built a business that transforms landscapes and lives alike.

At its core, this is a story of redemption, responsibility, and honest work done with heart—one tree, one team, and one relationship at a time.



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HEATING & COOLING

In the heating and cooling industry, “comfort” is often treated as a technical outcome—a number on a thermostat or a system running quietly in the background. For Adam Morris and Brent Jewell, owners of BME Heating & Cooling, comfort is more human. It’s peace of mind, trust, and confidence that the work in your home or business is done right.

Getting Their Start

For Adam Morris, the decision to start his own company came after more than 15 years in the HVAC industry and the realization that waiting for the “perfect” moment often means never starting at all.

“I’d been in the heating and air business for about 15 years,” Adam says. “Life threw a few curveballs, and I realized there’s never really an ideal time. You either step forward or you stay where you are.”

Brent Jewell arrived at HVAC from a different path. With a background in aircraft and a curiosity for mechanical systems, he found his way into the trade after dealing with an AC failure in his own home.

“I’ve always wanted to understand how things work,” Brent explains. “When my AC went out, curiosity turned into a career. Meeting Adam felt natural because we shared the same mindset about quality and responsibility.”

Together, they formed BME Heating & Cooling with a clear goal: deliver dependable, high-quality HVAC services without sacrificing integrity.

In an industry where price shopping is common, Adam and Brent emphasize value over shortcuts.

PUTTING COMFORT WITHIN REACH

WRITTEN BY DAVE DANIELSON

“We take pride in doing the job the right way, not the cheapest way,” Brent says. “That’s not always the easiest message, but it’s the honest one.”

That philosophy extends from residential service calls to commercial projects. One standout offering is BME’s HVAC home inspection service, priced at \$99—an option Adam says is especially valuable in real estate transactions.

“When someone is buying or selling a home, the HVAC system can be a big unknown,” Adam explains. “Our job is to bring clarity, not pressure.”

Quick Q&A with BME Heating & Cooling

Q: What makes BME different from other HVAC companies?

Adam: We don’t sell fear or push unnecessary upgrades. We focus on education, honesty, and long-term solutions.

Q: When should homeowners call for service—before or after something breaks?

Brent: Before, always. Preventative maintenance catches small issues before they become expensive problems.

Q: What’s one misconception customers have about HVAC systems?

Adam: People focus on upfront cost instead of total cost of ownership. Efficiency saves money over time.

Q: How often should systems be maintained?

Brent: Ideally twice a year—once before cooling season and once before heating season.

Q: What should homeowners look for when choosing an HVAC company?

Adam: Transparency. A good contractor explains options clearly and doesn’t rush decisions.

Q: What do you enjoy most about running BME?

Brent: Helping people feel confident and informed about their systems.

Preventative maintenance is a cornerstone of BME’s service model. Their maintenance agreements include seasonal tune-ups designed to keep systems running efficiently year-round, before extreme temperatures expose weaknesses.

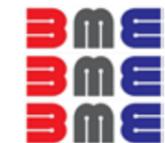
“We encourage people not to wait for a breakdown,” Adam says. “Regular maintenance saves money, reduces frustration, and extends system life.”

Education plays an equally important role.

“We don’t just fix problems,” Brent adds. “We explain recommendations and why they matter.” Their approach blends technical skill with care, accountability, and consistency across every service call they complete daily.

For Adam and Brent, leadership in HVAC is about showing up, standing behind their work, and earning trust one home at a time.

In the end, BME Heating & Cooling isn’t just about heating and air. It’s about creating comfort that lasts.



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INSULATION

Continuing the Tradition

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

For **Sonnee Jordan-Fisher**, stepping into leadership at Jordan Insulation was never part of a carefully mapped career plan. It was a calling shaped by family, responsibility, and timing—one that arrived during a season of personal and professional loss. Today, as president of Jordan Insulation, Sonnee leads a company that has served Wichita and the surrounding areas for more than 50 years, honoring a legacy built on relationships, craftsmanship, and trust.

A Pivotal Turning Point

Before joining the family business, Sonnee was working at Meritrust Credit Union, building a stable career outside the construction world. At the same time, her grandfather, Steve Jordan Sr.—the founder of Jordan Insulation—was battling cancer. Knowing his time was limited, Sonnee found herself asking a question that would change everything: Why wasn't she involved in the company he had built from the ground up in 1974?

When she posed that question to her grandfather, his response was simple but powerful: "That's a great question." Soon after, Sonnee made the decision to leave her job and join the family business. Just two months later, her grandfather passed away, leaving Sonnee to help carry forward not just a company, but a legacy deeply rooted in the community.



Learning Every Side of the Business

Sonnee began where she was needed most—inside the office. She handled invoicing, coordinated safety meetings with installers, and learned the operational side of the business from the inside out. When one of her uncles retired, she stepped into sales, working closely with her uncle Steve Jr. to maintain long-standing customer relationships.

Then, unexpectedly, Steve Jr. passed away as well.

What followed was a period of profound transition. In a short span of time, Sonnee found herself assuming responsibilities she hadn't anticipated so soon. While she often says, with honesty and humility, that circumstances forced her into leadership, she also recognizes the choice she made to stay—to step up rather than walk away.

"I knew how deeply my grandfather and uncles loved this business and this community," Sonnee says. "I felt a responsibility to protect the standard they had set."

Rebuilding and Leading Forward

With family members no longer running the day-to-day operations, Sonnee faced the challenge of rebuilding from within. She reorganized the office, hired new salespeople, and assembled a new staff—this time, not family, but a team united by shared values and commitment.

Despite the challenges, Jordan Insulation remained steady. The company has been the number-one insulation installer in the Wichita area for decades, is an A+ member of the Better Business Bureau, and has maintained a long-standing relationship with the Wichita Area Builders Association. Through every change, the community continued to show its support—something Sonnee credits as a vital source of strength.

"I just want people to know that we're still here," she says. "And we're still doing things the right way."

A Passion Fueled by Legacy

Ask Sonnee what keeps her motivated after years of 60-hour workweeks, and the answer is immediate: legacy. The Jordan name, and what it represents, is what gets her out of bed every morning.

Jordan Insulation remains a small, local family business at heart, known for consistency, reliability, and service. Sonnee takes pride in maintaining the same level of care her grandfather



With limited downtime, she treasures simple moments—visiting local farmers markets, attending community events, and spending time together whenever possible.

It's a full life, but one rooted in purpose.

A Reputation Built on Trust

Sonnee encourages people to look no further than Jordan Insulation's Google reviews to understand how customers experience the company. Words like *reliable*, *honest*, *straightforward*, and *knowledgeable* appear again and again—qualities she works hard to embody and instill in her team.

More than anything, Sonnee hopes clients feel the care behind the work. By honoring the past while leading confidently into the future, she continues to protect the legacy entrusted to her—one job, one relationship, and one community at a time.

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established, ensuring customers—many of whom have worked with the company for decades—continue to receive exceptional service.

That philosophy is captured in a quote from Steve Jordan Sr. that still guides the company today: "You only get one chance to insulate your walls. Density and performance matter."

Serving Realtors and the Community

Jordan Insulation plays a vital role for real estate professionals, particularly in retrofit work. From adding insulation to existing attics to removing outdated materials and installing modern solutions, no job is considered too small.

Sonnee emphasizes that many homeowners call Jordan Insulation after struggling to get callbacks elsewhere. Realtors, she says, can trust her team to respond quickly and help make homes more comfortable and energy efficient—especially important in older properties where original insulation no longer meets today's standards.

"Our goal is to help Realtors confidently place buyers into homes that perform better," Sonnee explains. "That matters to us."

Life Beyond the Jobsite

Outside of work, Sonnee's life revolves around her three children.



“I just want people to know that we're still here. And we're still doing things the right way.”

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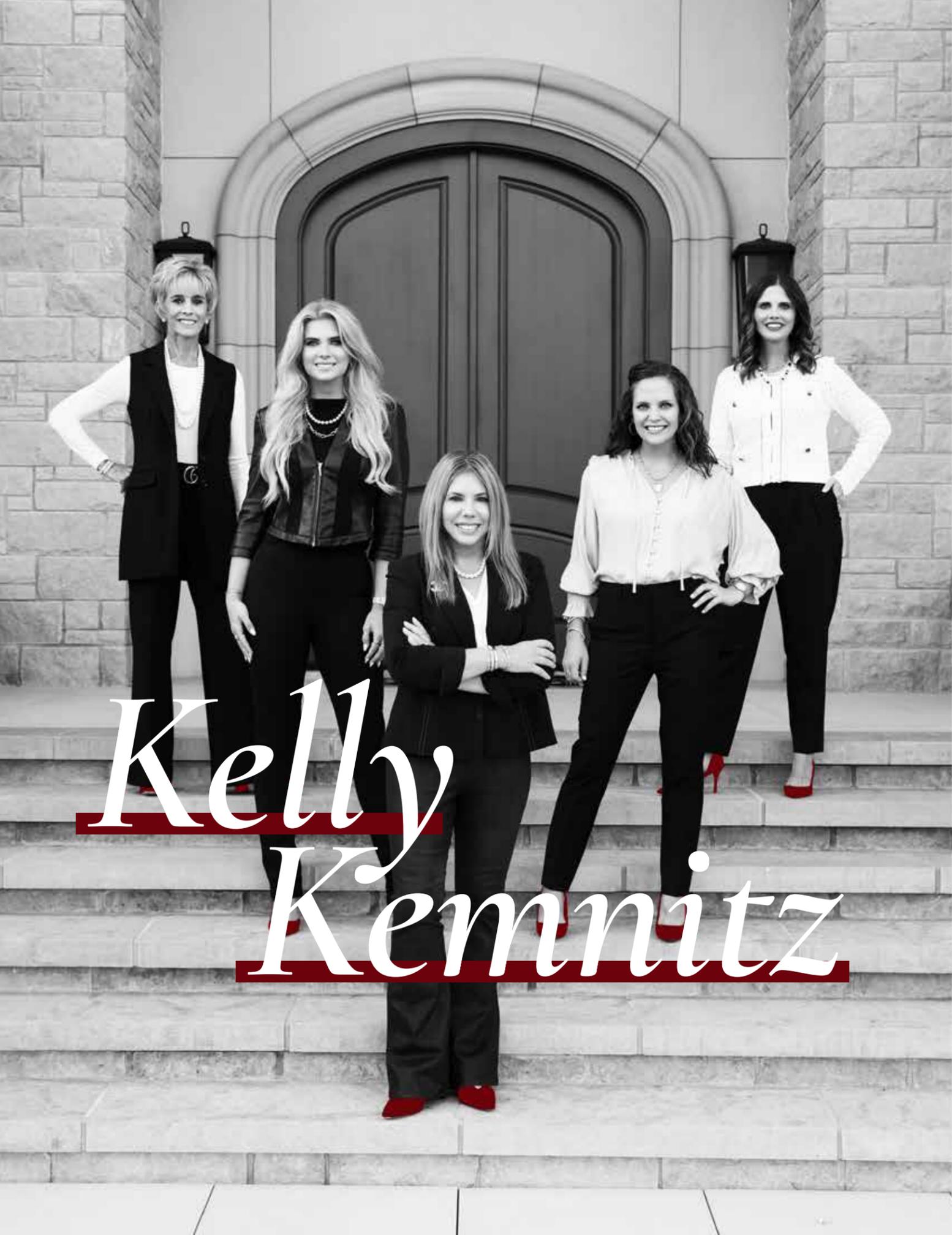


AFTER



Success

ONE RELATIONSHIP AT A TIME



Kelly Kemnitz

PHOTOS BY
KIM STIFFLER &
ALEXA MARKER
WRITTEN BY
DAVE DANIELSON



For Kelly Kemnitz, real estate was never about chasing the spotlight. It was about people, purpose, and doing meaningful work with integrity—long before volume numbers or recognition ever entered the conversation. Today, as a real estate agent and team lead of Kelly Kemnitz & Associates with ReeceNichols South Central Kansas, Kelly’s career stands as

a testament to what sustained effort, humility, and genuine care can build over time.

Licensed in March of 2005, Kelly entered the industry during a season of transition—both professionally and personally. At the time, she was a former physical therapist, a stay-at-home mom of young children, and someone cautiously exploring what reentering the workforce might look like.

An Unexpected Turn Toward Real Estate

Kelly’s path into real estate wasn’t driven by ambition or grand plans. After several years at home raising her daughters, she was intrigued by the idea of a career that blended flexibility, people, and creativity. Real estate caught her attention largely because she loved homes—and because she didn’t want to return to healthcare.

A neighbor who was a broker encouraged her to explore the idea further, even administering a compatibility test that Kelly scored highly on. The broker offered a warning Kelly would later laugh about: *You’re going to love this—and it might pull you in more than you expect.*

That prediction proved accurate. What Kelly thought would be a slow, cautious reentry into work quickly became something more. While she initially intended to “ease in,” her business began growing sooner than anticipated. Still, Kelly approached those early years with balance, intentionally keeping her focus



on family while learning the industry from the inside out.

For the first five to seven years, she worked quietly—without advertising heavily or aggressively building her brand. It wasn't until her daughters grew older and college costs came into focus that Kelly began intentionally scaling her business.

Falling in Love With the Work—and the People

As Kelly reflects on over two decades in real estate, one thing is clear: the most rewarding part has always been the people.

Over the course of her career, Kelly has sold more than 1,500 homes, representing hundreds of families and countless repeat clients. She has walked alongside people through some of the biggest transitions of their lives—first homes, growing families, downsizing seasons, and fresh starts.

“Many of them have become friends,” she says. “I’ve watched families grow.”

Alongside relationships, Kelly's genuine love for houses remains central to her work. She has a deep appreciation for design, flow, and potential—walking into a home and imagining what it could become. In a world that often feels chaotic, Kelly believes home should be a haven, and helping clients create that space is a responsibility she takes seriously.

Building a Team Without Losing Herself

Today, Kelly leads **Kelly Kemnitz & Associates**, a team composed entirely of women, including a licensed assistant with more than 20 years of industry experience. The structure is intentional: Kelly continues to serve her own clients while mentoring and supporting her team members as they grow their individual businesses.

“I don't want four people who are clones of me,” she explains. “Everyone brings something different—and that's a strength.”

Rather than feeding business to her team, Kelly focuses on mentorship, guidance, and structure, allowing each agent to develop authentically. Her assistant provides critical support for Kelly's high volume, creating a system that allows the entire team to thrive.

Life Beyond the Transactions

Outside of work, Kelly is intentional about nurturing relationships and joy. She loves exercise, spending time with friends and family, and playing golf with her husband, Ben—a shared passion she hopes to prioritize more often. She recently discovered a love for Mahjong and treasures the friendships that have come with it.





Kelly and Ben also enjoy cooking and entertaining, hosting dinner parties that bring people together around a thoughtfully set table, fresh flowers, and meaningful conversation. For Kelly, hospitality is another form of connection—and service.

Advice Rooted in Respect and Reality

When asked what advice she would offer newer agents, Kelly is honest and grounded: there are no shortcuts.

Early in her career, she sought out the top agents in her market—not to copy them, but to learn from them. She observed who performed consistently well over time and treated those professionals with respect.

“Success in real estate comes from hard work and staying power,” she says. “You have to perform every year. You start over at zero every year.”

Kelly believes young agents should focus less on chasing attention and more on building competence, credibility, and relationships that last.

Known for Work Ethic—and Heart

If asked how she hopes to be remembered, Kelly’s answer is simple: as someone who worked hard and treated people well.

She is known for her intensity, her willingness to have difficult conversations, and her fierce advocacy for clients—but always from a place of service. Though real estate is a sales profession, Kelly has never viewed it that way.

“This is about serving people,” she says. “Helping them through a stressful, meaningful moment in their lives.”

Perhaps what defines Kelly Kemnitz most is not just what she’s accomplished—but how she’s done it. Her career has been intentionally understated, grounded in humility, consistency, and a refusal to let success change who she is.

In an industry that often rewards volume over values, Kelly’s story is proof that quiet excellence still speaks volumes.

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JENNIFER *Castro*



PHOTOS BY
KIM STIFFLER
WRITTEN
BY DAVE
DANIELSON

Jennifer Castro's path into real estate is a story shaped by early exposure, steady growth, and a deep respect for hard work. As a real estate agent with Real Broker LLC with Team Trilli, Jennifer brings patience, kindness, and hands-on experience to every client relationship—qualities that were instilled in her long before she ever earned her license.

A Business Mindset From the Start

Jennifer's introduction to the professional world began at a young age. Right after high school, she was actively searching for an internship, knowing she wanted a career in business even if the exact direction wasn't yet clear. That curiosity led her to an opportunity with Miller Family Homes, where she landed an internship with a residential builder. It was there that Jennifer first dipped her toes into the real estate world.

That early exposure proved formative. Rather than simply observing from the sidelines, Jennifer gained hands-on experience and a behind-the-scenes look at how homes are built, marketed, and sold. The internship sparked a genuine interest in real estate and laid the groundwork for what would become her career.

Learning the Business From the Ground Up

Jennifer didn't rush the process. After her internship, she continued working with the builder, gradually working her way up to a leasing agent role. This progression allowed her to interact directly with clients, conduct home tours, and understand the day-to-day realities of serving buyers and renters.

By the time she earned her real estate license in October 2020, right in the middle of the COVID-19 pandemic, Jennifer already had a well-rounded understanding of the industry. While launching a real estate career during such an uncertain time presented challenges, her prior experience helped her navigate the transition with confidence.

"Starting as an intern and working my way up allowed me to see all sides of real estate," Jennifer shares. "That foundation has really helped me get to where I am today."

What Makes the Work Meaningful

Ask Jennifer what she loves most about her job, and the answer comes easily: people. One of the most rewarding parts of her work is getting to meet clients from all walks of life and learning their stories, goals, and dreams.

Her client base is diverse. Some are first-time homebuyers taking a major life step. Others are growing families searching for more space, or investors looking to expand their portfolios. Jennifer enjoys the challenge of understanding each client's unique situation and guiding them toward the right solution. "There's nothing like seeing a client fall in love with a home," she says. "Being part of that moment and helping them reach their goal is incredibly rewarding."

Roots in Family and Entrepreneurship

Jennifer's work ethic is deeply influenced by her family background. She comes from the restaurant



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industry, where long hours, dedication, and customer service are a way of life. Her parents have owned Alejandro's Mexican Food for more than 20 years, and her aunt, Neli Castro, owns Rene's Mexican Food, another long-standing family business.

Her mother, Carolina Castro, has been a particularly strong influence, modeling what it means to be consistent, resilient, and committed over the long term. Jennifer also credits her younger brother, Cristofer Castro, as an important part of her support system.

Growing up around family-owned businesses taught Jennifer the value of relationships, reputation, and showing up every day—lessons that translate seamlessly into real estate.

Life Beyond the Office

When Jennifer isn't working with clients or growing her business, she prioritizes balance. Travel is one of her biggest passions and something she views as a reward for hard work. Whether it's a quick getaway or a longer trip, travel gives her the opportunity to recharge and gain perspective.

Equally important is time spent with family and friends. Those moments of connection keep her grounded and energized, allowing her to return to work with renewed focus and enthusiasm.

A Reputation Built on Patience and Kindness

As clients get to know Jennifer, she hopes they describe her as patient, kind, and dependable. Patience, in particular, is a quality her clients frequently mention—especially those navigating the homebuying process for the first time.

"Buying a home is a huge step," Jennifer explains. "I want my clients to feel supported, never rushed, and confident in their decisions."

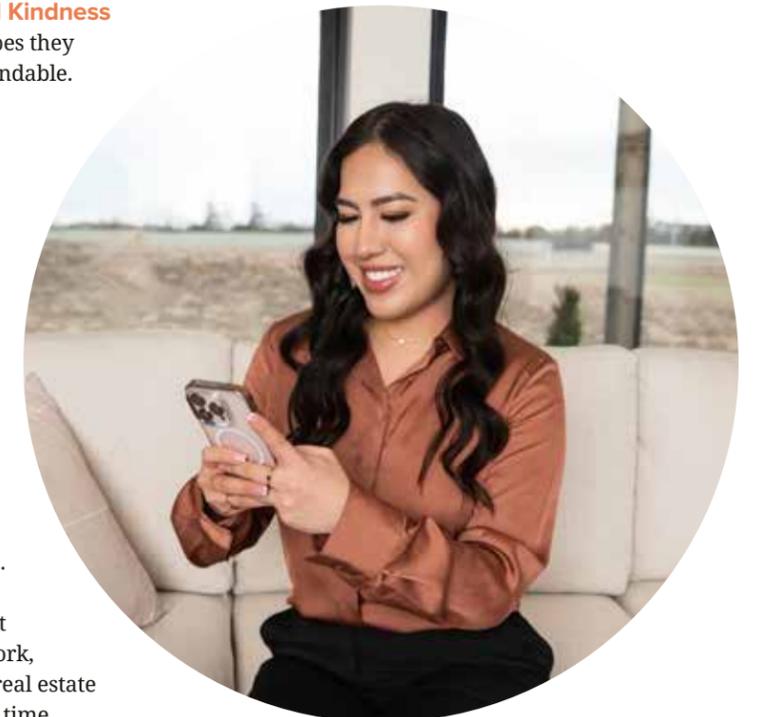
She strives to go above and beyond, ensuring clients feel heard and cared for throughout the process. For Jennifer, success isn't just about closing transactions—it's about building trust and lasting relationships.

With a strong foundation, a people-first mindset, and a clear passion for her work, Jennifer Castro continues to grow her real estate career one meaningful connection at a time.



“

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UNION HOME MORTGAGE

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PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

For Michelle Post and Lauren Brown, home has always meant more than four walls and a roof. It represents safety, stability, and possibility. Today, as Producing Branch Managers with Union Home Mortgage, the two co-lead the Wichita market with a shared philosophy: relationships come first, integrity is non-negotiable, and great lending is built on trust, education, and service.



“I LOVE WATCHING NEW PEOPLE SUCCEED AND BUILD A LIFESTYLE FOR THEMSELVES. **HELPING OTHERS GROW** HAS BECOME ONE OF MY FAVORITE PARTS OF THIS CAREER.”

“There is almost always a path—and helping someone achieve a piece of the American Dream never gets old.”

An Unexpected Path, A Natural Fit

Lauren Brown’s entry into the mortgage industry was far less planned—but equally formative. While in college in 2003, she took a job answering phones at a local mortgage company. When a processor unexpectedly quit, Lauren was quickly moved into that role.

“I loved it immediately,” she says. “It was like putting together a really hard puzzle. Every client has a unique situation, and the challenge is figuring out how to make the loan work in the smartest, most cost-effective way possible.”

Lauren moved into sales in 2006 and has remained there ever since. Over the last decade, she has also focused heavily on coaching and mentoring new loan officers—an aspect of leadership she finds deeply rewarding.

“I love watching new people succeed and build a lifestyle for themselves,” she says. “Helping others grow has become one of my favorite parts of this career.”

Experience That Builds Confidence

Between them, Michelle and Lauren bring decades of experience and thousands of closings to the table. Michelle has helped more than 5,000 families throughout her career, which has included banking, mortgage lending, brokerage ownership, and team leadership. In 2025, her journey led to a merger with Union Home Mortgage, a company founded in 1970 and known for its people-first culture and expansive loan offerings.

Union Home Mortgage provides Conventional, FHA, VA, USDA, and

specialty products including Doctor Loans, DSCR, Construction-to-Permanent One-Time Close, Renovation Loans, HELOCs, and solutions for buyers with nontraditional income documentation.

“Our experience and knowledge of loan programs and guidelines truly set us apart,” Lauren says. “Even when a client’s financial situation is complicated, we can usually find a way to help.”

Partners, Not Vendors

Michelle and Lauren don’t see themselves as vendors—they see themselves as true mortgage partners. Their team works banker hours and Realtor hours, providing fast pre-approvals, proactive problem-solving, and consistent communication from contract to close.

They support agents with co-branded marketing, market insights, open house attendance, and strategic loan structuring that strengthens offers and protects transactions.

“Our goal is simple,” Michelle says. “Give Realtors peace of mind and give clients confidence.”

Lauren agrees. “Many of the Realtors I work with have become some of my very best friends. Wichita has an incredible real estate community, and I truly love being a trusted partner in it.”

Inspired by Faith, Family, and Legacy

Michelle credits her parents with shaping her professional compass through integrity, resilience, humility, and grace. She also draws inspiration from her daughter, Lydia, who lives overseas with her husband and children.

“My ‘why’ has evolved,” Michelle says. “It includes legacy, impact, and having the flexibility to travel internationally to be with my family. The support of my husband and daughters encourages the vision!”

Lauren’s grounding force is her family as well. She and her husband, Trent

Brown, have three children—one at Kansas State University, one a senior at Andover High preparing for KU, and a 13-year-old in seventh grade.

“Our kids keep us busy, but we love every minute of it,” she says.

Outside of work, Lauren is deeply involved in the community, volunteering with Junior Achievement of Kansas, Rainbows United, and the Kansas Children’s Foundation. She’s also an avid tennis player, weight trainer, and reader—finishing more than 50 books last year.

Defining Success

For both women, success goes far beyond production numbers. “Success is blending financial gain with impact,” Michelle says. “It’s serving well, giving back, and showing up fully for your community.”

Lauren adds, “Success for me is providing for my family, creating memories together, and setting my kids up for success—especially as we prepare to have two in college at the same time.” At Union Home Mortgage, that definition of success is lived daily—through relationships, reliability, and results.

For Michelle Post and Lauren Brown, leadership isn’t loud. It’s consistent. It’s relational. And it’s rooted in purpose—one relationship and one home at a time.



Born and raised in Kansas, Michelle and Lauren lead locally owned and operated Union Home Mortgage branches that blends national lending strength with genuine hometown care. Together, they embody what the Real Producers community values most—long-term partnerships, consistency, and a commitment to helping both Realtors and clients succeed, even in complex situations.

A Calling Formed Early

Michelle Post’s connection to housing began long before she entered the mortgage industry. At just seven years old, her hometown of Great Bend, Kansas, experienced devastating floods that submerged nearly 75 percent of the community. Michelle remembers being rescued by boat from her front porch, temporarily living in a convent and later with

her grandmother, and the emotional impact of being displaced from home.

“I didn’t know it then,” she says, “but that experience planted something deep in me—the understanding of how important home really is.”

Years later, Michelle purchased her first home at age 21. Leaving the closing table as a young wife and mother, she knew buyers deserved better guidance, education, and advocacy than she had received. That realization, paired with her desire for a relationship-driven career with flexibility and growth potential, led her into mortgage lending in 1997. What began as a job quickly became what she calls her “mission field.”

“I help people who have been told there is no way forward,” Michelle explains.



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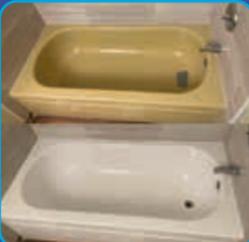
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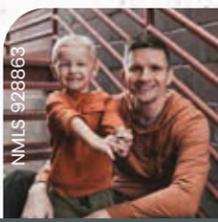
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CLAIRE JOB

E — RISING ABOVE

PHOTOS BY ALLIE HENWOOD • WRITTEN BY DAVE DANIELSON



Playing the Hand He Was Dealt—and Winning

For **Claire Jobe**, real estate has never been just a career move. It has been an act of resilience, vision, and purpose—built through seasons of loss, responsibility, and unwavering determination. As a **real estate agent and commercial specialist with Heritage 1st Realty, working on the Lux Living ICT team**, Claire's story is less about how fast he rose and more about how much he carried along the way.

Licensed in **October 2023**, Claire entered the industry with maturity well beyond his years. His journey into real estate didn't begin with a license—it began with a mindset shaped by hardship, entrepreneurship, and a deep understanding of what ownership truly represents.

An Investor's Mindset from the Start

Claire originally planned to enter real estate back in 2020—but not as an agent. At just 23 years old, he left his job to become a **full-time day trader**, immersing himself in investing and financial strategy. Real estate was always part

of the plan, but health challenges and serious illness delayed that next step. Then life intervened again. Multiple deaths in his family reshaped his priorities and timing, ultimately leading him to officially pursue real estate in 2023.

When Claire finally earned his license, he jumped in fully—building, learning the ropes, and making it clear early on that he intended to work in **commercial real estate** as well as residential. Though advised to start strictly with residential, Claire followed his instincts.

His very first transaction proved why.

A First Deal That Changed the Narrative
Claire's **first-ever closing was a commercial deal**, finalized in January 2024. It was a defining moment—one that quietly rewrote expectations and affirmed his confidence. While his mentor initially encouraged a different path, that early success validated Claire's broader vision.

Still, momentum didn't come easily. More personal losses followed, and grief



took precedence. Claire made the difficult decision to step back temporarily, passing clients to other agents while he navigated a season that demanded his full emotional attention.

“I just wasn’t there mentally,” he shares candidly.

Finding Strength Through Partnership

Everything began to shift in mid-2024 when **Ashley Sanders**, now his business partner, re-entered his professional orbit. What began as a simple collaboration quickly evolved into something more powerful—a partnership rooted in trust, balance, and mutual support.

While Claire struggled, Ashley stepped in. While Ashley needed reinforcement, Claire delivered. Together, they built momentum through teamwork rather than pressure.

The results were extraordinary. In just his second year, Claire and his partner completed **three investment flips**, acquired **two rental properties**, and continued growing their active real estate business—proof that aligned collaboration can accelerate success even in the most challenging seasons.

Purpose Beyond the Transaction

Ask Claire what he loves most about real estate, and his answer comes quickly: **helping young, first-time homebuyers**.



Having purchased his own home at the end of 2023, Claire understands the power of ownership—especially early in life. He’s passionate about helping young people build assets, break cycles, and create stability that compounds over time.

That drive is deeply personal. At just 29 years old, Claire has been a **foster parent for eight years**, caring for a household that includes **Alex (20, soon 21), Rian (18), LaDannien (17), Keyvion (11)**, and another teen preparing for adulthood. His experience with poverty fuels his commitment to generational wealth—and his determination never to return to scarcity.

“I’ve seen what it takes,” he says. “And I know what’s possible.”

A Life Filled with Many Callings

Claire’s ambition doesn’t stop at real estate. He is a **praise and worship leader at his church**, a role that reflects both his faith and his love of music. He sings, occasionally steps into karaoke nights, and finds joy in creative expression.

He also **travels regularly**, teaches **day trading**, and owns a **catering business**—just a few of the seven income streams he’s built intentionally. To those around him, Claire is often described as someone with “six jobs”—a natural

entrepreneur with energy, vision, and discipline.

Advice Rooted in Faith and Reality

When asked what advice he would give to new agents, Claire doesn’t offer tactics—he offers truth.

“Life deals us cards we can’t throw back,” he says. “You have to play the hand you’re dealt to the best of your ability.”

He stands firmly on his faith, believing that timing, perseverance, and obedience matter just as much as strategy. Even when outcomes look uncertain, he believes deeply that purpose has a way of rearranging the order of success.

How He Hopes to Be Known

If people truly know Claire Jobe, he hopes they see more than hustle.

He wants to be known as **ambitious, a leader for his generation**, and someone who builds wealth holistically—financially, spiritually, and relationally. A man who creates opportunity not just for himself, but for everyone connected to him.

Claire’s story is still being written. But already, it stands as a reminder that success isn’t about avoiding hardship—it’s about rising anyway, with faith, focus, and the courage to keep moving forward.



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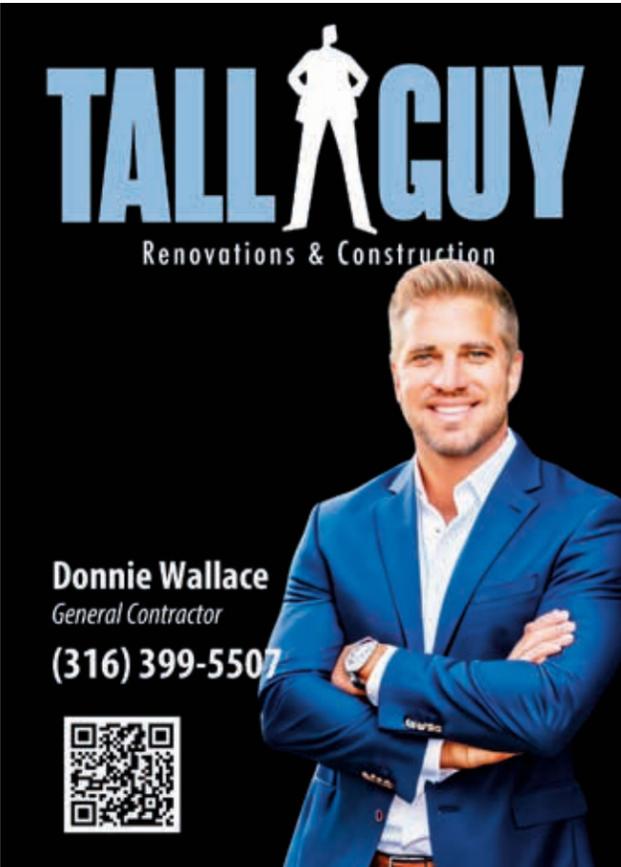
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