

BLUEGRASS

SEPTEMBER 2026

REAL PRODUCERS[®]

Stephanie Kelemen

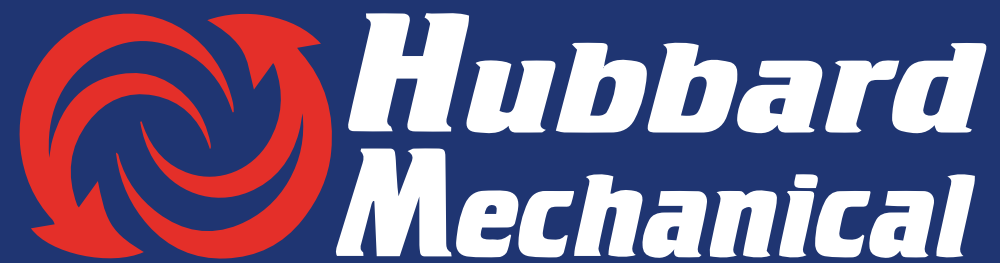
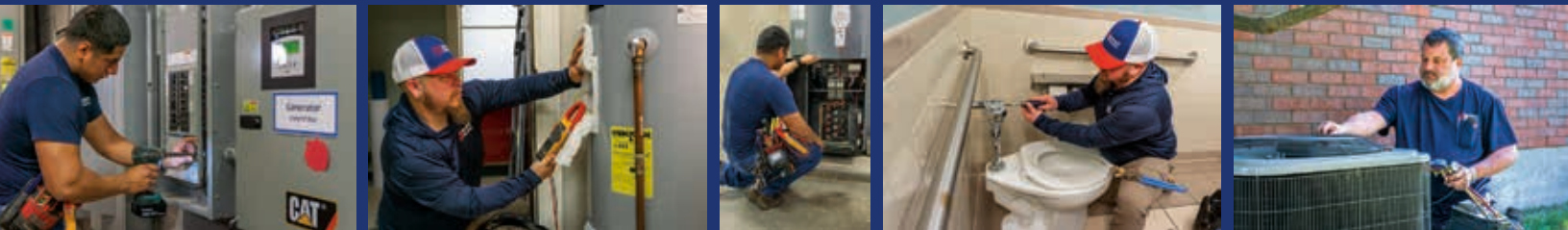
PHOTO BY JARON JOHNS



On The Rise
MIRANDA BLACK

Affiliate Spotlight
**ATCHISON
CONSTRUCTION**

CONNECTING. ELEVATING. INSPIRING.



HVAC • BOILERS • PLUMBING • ELECTRICAL

***We've got the team
for that!***



859-340-4509



As a local family owned and operated business our mission is to provide the highest quality and value in construction services available. We strive to be a model organization for our customers, our trade partners and others in our industry, in all that we do.

CUSTOM HOME CONSTRUCTION
HOME REMODELING

SERVING CENTRAL KENTUCKY
FOR OVER 40 YEARS

Lexington, KY
🌐 atchison.construction
859-621-3451





Contents

PROFILES



12 Miranda Black



24 David Atchison

IN THIS ISSUE

- 6 Preferred Partners
- 7 Meet the Team
- 8 Trusted Trades
- 9 By the Numbers
- 10 Publisher's Note
- 12 On The Rise: Miranda Black
- 18 Cover Story: Stephanie Kelemen
- 24 Affiliate Spotlight: David Atchison of Atchison Construction
- 28 Cover Rewind: Lyndsey Martin

If you are interested in nominating people for certain stories, please email us at ahutch@realproducersmag.com.

TIME TO MAKE YOUR CLIENT'S DREAM LAND A REALITY.

As the leader in rural lending, we can provide your clients a wide range of financing solutions designed specifically to make their rural living dreams a reality.



RURAL 1st

Closer to What Matters

Home • Construction • Lot & Land Loans



Scan the QR code to learn more.

Loans subject to credit approval. Rural 1st is a tradename and Rural 1st, the RollingHills Window Icon and Closer to What Matters are exclusive trademarks of Farm Credit Mid-America, NMLS 407249. Rural 1st products are available to consumers within the territories of participating Farm Credit System Associations. Equal Housing Lender.





Wildcat MOVING

THE TEAM YOU CAN TRUST.





CHC HOME INSPECTION

859-388-0530

CHCHOMEINSPECTION.COM

KEEP TENANTS HAPPY. KEEP OWNERS HAPPY.

★★★★★

“Working with Achosa has changed the way we do business for the better. The claims process is simplified, and we can quickly address mechanical issues while saving our investors money.”

— The Azzam Group

WHY PROPERTY MANAGERS CHOOSE ACHOSA



Use your trusted contractors



Fast claim approvals



Retail-rate contractor payments



Faster repairs = happier tenants & owners



Kristen Moore
VP of Sales
859.547.6024
kristenm@achosahw.com
achosahw.com



Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

AUDIO VIDEO / IT

46Solutions
Crystal Newton
(859) 788-4600

BUILDER AND REMODELING

Atchison Construction
David Atchison
(859) 229-5037

ESTATE SALES

Blue Moon Estate Sales
Kelli Helmers
(859) 523-3483

GENERAL CONTRACTOR

Anderson & Rodgers Construction
Teddy Rodgers
(859) 309-3021

Horton Home Enhancements

Colin Horton
(603) 998-0634

HEATING/COOLING/PLUMBING/ELECTRICAL

Hubbard Mechanical
Art Hubbard
(859) 806-5482

HOME INSPECTION

CHC Home Inspection
Clay Hoskins
(859) 388-0530

HOME WARRANTY

Achosa Home Warranty
Kristen Moore
(859) 547-6024

MORTGAGE

Rural 1st
Brandye Smith
(859) 435-0964

MORTGAGE / BANKING

Traditional Bank
(502) 614-1854

MORTGAGE LENDER

Mortgage Investors Group
Scott Mayes
(859) 286-4394

PrimeLending

Lesley Sinks
(859) 588-1680

Statewide Mortgage

Marcus Beau Hundley
(859) 321-5437

MOVING COMPANY

From Here To There
Jyre Richardson
(859) 893-2602

Vincent Fister Inc.

Michael Collins
(859) 333-4064

Wildcat Moving

Meredith Turk
(859) 948-3553

PAINTING

Five Star Painting of Lexington KY
Jim Labbe
(859) 212-3539

RENPEC Painting

Tomas Perez
(859) 907-7375

PHOTOGRAPHY

Dei Gratia Photo
Jaron Johns
(859) 553-8321

PHOTOGRAPHY & VIDEOGRAPHY

1075 Photography
Gabriel McBride
(606) 510-7628

Next Door Photos

Daniel Ziegler
(513) 297-3328

REAL ESTATE MEDIA

Elevare Creative
David Timoshchuk
(859) 354-6818

REAL ESTATE PHOTOGRAPHY

Bluegrass Real Estate Media
Aaron Bradley
(502) 330-4600

ROOFING

Apex Roofing
(859) 523-2739
www.apexroofingky.com

Langham & Sons Roofing

Andy Langham
(859) 748-9685

TITLE & ESCROW

Bluegrass Land Title
Maggie Lewis
(502) 321-6924

Land Group Title

Karen Mumme
(859) 554-3665

YARD SIGN INSTALLATION

Pink Posts Installation
Ryan Richardson
(859) 395-8188

Meet The Team



Aaron Hutchison
Owner and Publisher



Dan Allsup
Publishing Assistant



Sophia Reynolds
Ad Strategist



Stacy Norris
Associate Publisher



Beth McCabe
Writer



Renée Hensley
Photography



Brett Rybak
Writer



Jaron Johns
Photographer



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.



a neighborly company

SERVICES

- Residential and Commercial Painting
- Interior Painting
- Deck Staining and Fence Painting
- Exterior Painting



LOCALLY OWNED AND OPERATED

Five Star Painting® of Lexington
859.212.3539
FiveStarPainting.com

Independently owned and operated franchise.
© 2025 Five Star Painting SPV LLC. All rights reserved.

A Modern Approach

Professional Photography | 4K Videos | Virtual Tours | Floor Plans | Branding





BLUEGRASS

REAL ESTATE MEDIA

REAL ESTATE MEDIA

Scan to follow



Book Now



BLUEGRASS
Real Estate Media

859.710.9004
bluegrassrealestatemedia.com
Aaron@BluegrassRealEstateMedia.com



Trusted Trades

Trusted Trades are valuable affiliates who know how to serve the needs of REALTORS®. You may not require their services for every transaction, but when the need arises, you’re grateful for them. This group of partners is critical to your business. Most importantly, these Trusted Trades will get the job done and make you look awesome to your clients!



APEX ROOFING

RAISING THE STANDARD. PROTECTING WHAT MATTERS.

Quality roofing solutions with integrity, craftsmanship, and lasting protection.

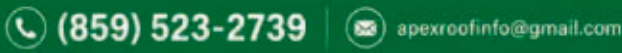
ROOF INSTALLATION

ROOF REPAIR

ROOF INSPECTIONS

STORM DAMAGE RESTORATION

FREE INSPECTIONS NO OBLIGATION



(859) 523-2739 | apexroofinfo@gmail.com

TURNING HOUSES INTO HOMES

- Vacant Home Staging
- Furniture Sales
- Short Term Rental Furnishing Packages
- Model/Spec Home Staging



SET THE STAGE. LEXINGTON



859-255-2800 • WWW.WESETTHESTAGE.COM • CHASE.BALLINGER@WESETTHESTAGE.COM



RENPEC PAINTING

CALL TODAY

(859) 907-7375
RENPEC.COM

- INTERIOR & EXTERIOR PAINTING
- COMMERCIAL & RESIDENTIAL
- LVP FLOORING INSTALLATION
- DRYWALL REPAIRS

FREE ESTIMATES

Custom Remodeling Central Kentucky Homes



(603) 998-0634
Hortonhome2025@gmail.com
www.facebook.com/p/Horton-Home-Enhancements-LLC-61573098166510/



Gabriel McBride
606-510-7628





LANGHAM & SONS
COMMERCIAL & RESIDENTIAL
ROOFING

Serving Central Kentucky for over 50 years

FAMILY OWNED & OPERATED



langhamroofing.com | **859-748-9685** | langhamandsons@gmail.com



2025

BY THE NUMBERS

HERES WHAT THE TOP 300 AGENTS IN THE BLUEGRASS SOLD IN 2025

9,600



TOTAL TRANSACTIONS

SALES VOLUME



\$3,670,000,000



AVERAGE SALES VOLUME PER AGENT

\$12,200,000

AVERAGE TRANSACTIONS PER AGENT



32

Your clients' lending needs are unique, and they deserve a financial partner who gets them.

Our local, knowledgeable lenders are here to help with personal attention *every step of the way.*



Becky Arnold



Trevor James



Kelly King



Jonathan Kosier



Brittany Patrick



Allison Roberts

- Low closing costs
- Competitive rates
- Conventional & Jumbo loans
- Down payment assistance programs
- **FAST** decisions made **LOCALLY**



Traditional Bank

traditionalbank.com/lenders

Pelotonia

There are certain weekends each year that leave a lasting impression long after they’re over. For me, Pelotonia is one of those weekends.

On the surface, it’s a cycling event. Thousands of riders come together to raise money for cancer research, covering routes of varying distances across Ohio. But if you’ve ever experienced Pelotonia, you quickly realize it is about much more than miles on a bike.

It’s about purpose.

Since its beginning 17 years ago, the Pelotonia community has raised more than \$350 million, with 100% of every dollar donated going directly to innovative cancer research. That mission alone is enough to inspire people to train, fundraise, and give of their time. Yet for almost everyone who participates, there is an even more personal reason they show up.

For me, that reason is my best friend, Patrick Connor.

Patrick passed away in 2021 after battling a rare form of cancer. While time has moved forward, there isn’t a training ride or a mile on race weekend where he doesn’t cross my mind. I think about the conversations we no longer get to have. I think about the milestones he has missed. I think about how much his family and friends miss having him with us in our everyday lives.

Grief has a way of reminding us how valuable ordinary moments really are.

This year marked my third consecutive year completing the 100-mile ride. It’s easy to write “100 miles” on paper, but the reality is that it means spending well



over five hours in the saddle, preparing for months beforehand, and pushing through moments where your legs are asking you to stop.

The course itself feels symbolic.

The first 70 miles are relatively flat. You settle into a rhythm, enjoy conversations with fellow riders, and begin to believe the hardest part may already be behind you.

Then the final 30 miles arrive.

The hills become steeper. Fatigue sets in. Every climb requires a little more effort than the one before it. It’s in those final miles where the ride asks the most of you.

I couldn’t help but think about the irony of that experience.

For so many individuals facing cancer, the hardest part of the journey often comes after the diagnosis. The physical battle. The emotional weight. The uncertainty. The countless appointments. The impact on families. None of it is easy, and none of it is something anyone would choose.

While a bike ride could never compare to that reality, it does provide a small reminder that meaningful things often require perseverance long after the excitement has worn off.

What has impacted me most over the years, however, isn’t the challenge of the ride itself. It’s the people.

Everyone arrives with a different story. Some ride for a parent. Others

for a spouse, a child, a friend, or even themselves. Many have never met each other before that weekend, yet there is an unmistakable sense of unity because every person is moving toward the same goal: a future where fewer families have to experience the pain cancer leaves behind.

That shared purpose changes the atmosphere.

Riders encourage one another. Volunteers spend countless hours serving people they’ll likely never see again. Complete strangers cheer from the roadside simply because they want to lift someone else’s spirits. It’s a powerful reminder of what people are capable of when they unite around something greater than themselves.

Patrick’s story is one of the reasons I continue to ride, but it isn’t the only reason I continue to believe in this event.

Since his passing, I’ve watched his life continue to impact others in ways none of us could have imagined. His story has been shared countless times. People have grown in their faith because of the way he lived and the way he faced his journey. His legacy continues to influence conversations, relationships, and lives years after he left this earth.

That may be one of the greatest reminders Pelotonia gives me each year.

Our lives are measured by far more than our accomplishments. They are measured by the people we love, the lives we influence, and the hope we leave behind.

As I think about our *Bluegrass Real Producers* community, I’m reminded that the same principle applies to the work you do every day. Yes, you help clients buy and sell homes. Yes, we build businesses and celebrate professional success. But at the end of the day, our greatest impact will always be found in the relationships we build and the difference we make in the lives of others.



Thank you to everyone who supported this year’s ride, whether through a donation, a prayer, or simply words of encouragement. Every mile carried purpose, every dollar raised brings us one step closer to better treatments and cures, and every rider was part of something far bigger than themselves. To date our Peloton has

raised over \$110,000 in the 5 years, many of you have been a part of that number, and I truly thank you.

Cheers!

Aaron Hutchison
Bluegrass Real Producers
ahutch@realproducersmag.com
614-348-9787



Rooted Rising

The Miranda Black Story

PHOTOS BY RENEE HENSLEY

Some Realtor® careers begin with a five year plan. Miranda Black's began with a pandemic, a newborn on the way, and a simple question: what if we bet on ourselves instead?

In 2020, Miranda was pregnant with her third daughter when the manufacturing plant where her husband worked shut its doors. He picked up a mower and a weed eater just to stay busy, then realized he could nearly replace his factory income by scaling that work. Miranda was thriving in direct sales at the time, having led a team of over 300 women to a high ranking position in her company. But she knew a paycheck built on someone else's decisions was never fully hers. So she asked the question every great entrepreneur eventually asks: how do I take control of my own ceiling?

The answer was real estate. Miranda finished her licensing course at night, after her children were asleep, and was licensed within six weeks. Her goal

was modest at first, just enough to let her husband stay home and build his own business. Six years later, she has closed millions in transactions, earned Berkshire Hathaway's Leading Edge and Honor Society recognition, and helped her husband grow not one but two companies, including a gym he opened in 2025. What started as a way to supplement income became a career she is genuinely proud of.

For top producing Realtors®, Miranda's story is a reminder that the best businesses are often built out of necessity rather than certainty. Nobody handed her a roadmap. She wrote her own, one closing at a time, while raising four children and never missing a sideline or a softball tournament in Bowling Green, Columbus, or Alabama.



“There is no
ceiling.
& no one gets to set
your limits but you.”



What makes Miranda's approach worth studying is not just her resilience but her philosophy on service. She treats every transaction like she is representing her best friend, sparing no expense on professional photography, video, and 3D walkthroughs. She has a particular heart for first time buyers, telling every one of them that there is no such thing as a stupid question. If a good agent has done the job right, she says, the process should feel almost effortless to the client, even when the agent is working furiously behind the scenes to make it look that way.

That belief traces back to a lesson she carries into every client relationship: people will forget what you said and what you did, but they will never forget how you made them feel. It is the kind of principle that separates a transaction from a relationship, and it is why so many of Miranda's clients become her friends long after closing day.

Miranda's roots also shape how she sells. Her family has lived in Richmond, Kentucky since before the state was even founded, and that generational connection gives her a rare authenticity when she talks with buyers considering the area. She is not reciting facts about a market. She is describing home. That distinction, between knowing a

place and loving it, is something every Realtor® can learn from regardless of the market they serve.

Perhaps the most striking part of Miranda's journey is how she defines success. It is not sales volume or awards, though she has earned plenty of both. Success, to Miranda, means building a business that never asks her to miss her children's biggest moments. She became a mother at 19, and that early responsibility forged the work ethic that now powers her business. She calls her greatest achievement not her production numbers but the people her children are becoming.

For any Realtor® wondering whether ambition and family can coexist, Miranda Black is living proof they can. She built a thriving business without sacrificing a single softball game, cheer competition, or bedtime story. She proves that authenticity and integrity are not soft skills, they are the foundation of a sustainable career.

Her advice to herself, and to every agent chasing their own version of success, is simple: there is no ceiling, and no one gets to set your limits but you. Miranda Black did not wait for permission to build the life she wanted. She licensed herself in six weeks, built a business around her family instead of in spite of it, and proved that the best Realtors® are the ones who never stop being exactly who they are. 🍷





VINCENT FISTER INC.
MOVING & STORAGE

United

Tyler Reliford
Moving Consultant

Michael Collins
Marketing Manager

Moving **Made Easy.** Storage **Made Safe.**
LEXINGTON'S MOST TRUSTED MOVING COMPANY SINCE 1953
EXPERT MOVERS FOR ANY SIZE MOVE — LOCAL OR LONG-DISTANCE

859.266.2153 | WWW.VINCENTFISTER.COM | 2305 PALUMBO DR. LEXINGTON, KY 40509

SCAN ME TO GET STARTED

Simple Mortgage. Fewer Fees. Lower Rates.

"Marcus was always willing to help. He was always communicating every step of the way and made the home buying process super easy. He was confident and always helped with possible offers on houses. Truly an amazing worker and you guys are so lucky to have him! We cannot thank Marcus enough!" - Lauren




Marcus Beau Hundley
 Loan Officer | NMLS# 2169498
 859-321-5437 | 10140 Linn Station Rd | Louisville, KY
 Mhundley@statewidemortgage.com

Statewide Mortgage
 More than a loan.



Bluegrass Land Title

FIVE YEARS. ONE TITLE.

For the fifth consecutive year, **Bluegrass Land Title** has been voted **BEST TITLE COMPANY IN LEXINGTON.**

BEST OF LEXINGTON 2026 WINNER
HERALD-LEADER

BEST OF LEXINGTON 2022 WINNER
HERALD-LEADER

BEST OF LEXINGTON 2023 WINNER
HERALD-LEADER

BEST OF LEXINGTON 2024 WINNER
HERALD-LEADER

BEST OF LEXINGTON 2025 WINNER
HERALD-LEADER

BEST OF LEXINGTON 2026 WINNER
HERALD-LEADER



TRUSTED BY KENTUCKY. CHOSEN BY OUR COMMUNITY.

Stephanie

Kelemen

*Built Her Business
on Relationships*



Service First. Sales Second.

WRITTEN BY ELIZABETH MCCABE • PHOTOS BY JARON JOHNS

In today's digital age, there is no substitute for the personal touch. Clients crave connection and community in a world of chatbots and automated responses. Technology may be changing the way people do business, but it hasn't changed what clients value most: trust. That's the secret to success for Stephanie Kelemen, who built her business the old-fashioned way: real relationships.

Based in Lexington, Kentucky, and backed by over two decades of industry experience, this Keller Williams agent has built a thriving career by prioritizing people over properties, ensuring every client feels like an extension of her own family.

"I'm a very relationship-based person," Stephanie says. "I want my clients to feel like they're part of my real estate family."

Blue-Collar Roots

"I was born in the blue-collar town of Cumberland," she comments. "Depending on the sign you looked at, the population was either 2500 or 3500." Relationships became paramount to this extrovert. "I've always been fueled by great conversations," Stephanie says. "Building relationships has always come naturally to me."

Her hardworking parents also left her with a solid work ethic.

"My father was a coal miner, and my mom was a stay-at-home mom," Stephanie shares. "My dad worked incredibly hard to support

us. It shaped me by teaching me strong values and a firm work ethic. It was a small town where everyone waved at everyone."

After graduating high school, Stephanie sought out broader horizons, moving to Lexington to attend the University of Kentucky. There, she earned a business degree with an emphasis in marketing and management. After graduation, she started as a bank teller, quickly advanced to a personal banker, and was later recruited into the mortgage industry, where she spent 5 ½ years mastering the financing side of real estate.

It was a personal recommendation from a real estate agent she did business with, combined with Stephanie's own

unforgettable experience as a young homebuyer, that ultimately directed her true calling.

A Lesson Learned at Twenty-Three

When Stephanie purchased her first home at just 23 years old, she was a single buyer navigating a major milestone. She fell in love with a cute three-bedroom house in South Lexington, largely because of a hot tub seamlessly built into the backyard deck.

"I was so excited. I could just envision the parties," Stephanie recalls. "But when I walked back for the final walkthrough, the deck and the hot tub were entirely gone. I asked my agent where it went, and he just said, 'Oh, I didn't put that in the contract, so they took it.'"

The sting of feeling unrepresented stuck with her. When she earned her real estate license on October 31, 2003, she made a binding promise to herself: "Never let a client feel unprotected."

“I’m a very relationship-based person. I want my clients to feel like they’re part of my real estate family.”

“ I go deep
with my clients.

*I’m invited to their
weddings, their kids’
birthday parties,
and their homes for
dinner. That’s the
way I love it.”*



“My goal from that day on was to ensure nothing like that ever happens to my clients,” she says. “I don’t approach this transactionally. I go deep with my clients. I’m invited to their weddings, their kids’ birthday parties, and their homes for dinner. That’s the way I love it.”

The Power of Community

Now celebrating nearly 23 years in the business, 19 of which have been spent with Keller Williams, Stephanie has engineered a client experience that blends solid systems with compassion and client care.

For years, Stephanie operated as a solo producer, eventually scaling her business into a cohesive, client-first team. Today, her “small and mighty” team includes Emily, a longtime

administrative assistant turned full-time buyer’s agent; Logan, the dedicated Director of Operations; and a skilled transaction coordinator. Together, they operate on systems designed to ensure that every client receives identical, top-tier service behind the scenes, regardless of price point.

But it is Stephanie’s client appreciation traditions that truly set her apart. She transforms her own home into a community hub throughout the year, hosting massive events that bring her real estate family together.

“I bought an Easter Bunny costume, and the Easter Bunny always comes to my house around Easter for goodie bags and photos,” Stephanie says. “At Christmas, the actual Santa and Mrs. Claus drive up from

west of Louisville. We have a standing date where he loves on the kids, we give out gifts. We also host a holiday pie giveaway.” From seasonal “Sip & Shop” boutique nights for her female clientele to impromptu gatherings, Stephanie ensures her clients belong to something much larger than a database. Connections are critical.

“I want people to have a place where they can bring their kids and feel like they’re part of something bigger,” Stephanie says. “It’s about creating community.”

Beyond her client network, Stephanie pours her energy into local faith and charitable initiatives. A member of Southland Christian Church for 28 years, she volunteers bimonthly in the nursery, participates in annual meal packs that prepare a million

meals for international nourishment, and regularly volunteers for “Jesus Prom,” an annual event celebrating individuals with physical and mental disabilities.

Looking Forward

When she isn’t staging homes or negotiating contracts, Stephanie is intentionally expanding her world. Upon turning 50, she committed to taking one major international trip per year.

“Travel is how I recharge,” she says. “It’s the one time each year that I completely unplug.”

Her adventures alongside close friends have already taken her on an African safari and across Italy; her next stop is island-hopping through Greece. Closer to home, she feeds her sharp, analytical mind by playing Texas Hold ‘em poker, with hopes of competing in a future World Series of Poker Main Event.

“I’m not there yet,” she laughs.

She also loves to play Mahjong to relax and unwind. “I’m also an avid reader,” she adds. “I’m very educational based, so I read both business books and books for pleasure.”

As she looks toward the next decade of her career, Stephanie’s vision remains clear: sustaining her elite team to guide 75 to 100 families a year, while expanding her personal investment portfolio to a minimum of 15 debt-free properties to support her future retirement.



Ultimately, Stephanie's business is fueled by a desire to be more than a real estate agent.

"I want my clients to know they don't have to go to Google or ChatGPT," Stephanie says with a smile. "They can call me. I want to be their local resource." She is a steady hand through life's biggest transitions.

"What I would love to be known for is my kind and giving spirit," Stephanie reflects. "When I leave this world, I want people to say that I left them better than I found them." ❖

“When I leave this world, I want people to say that I left them better than I found them.”

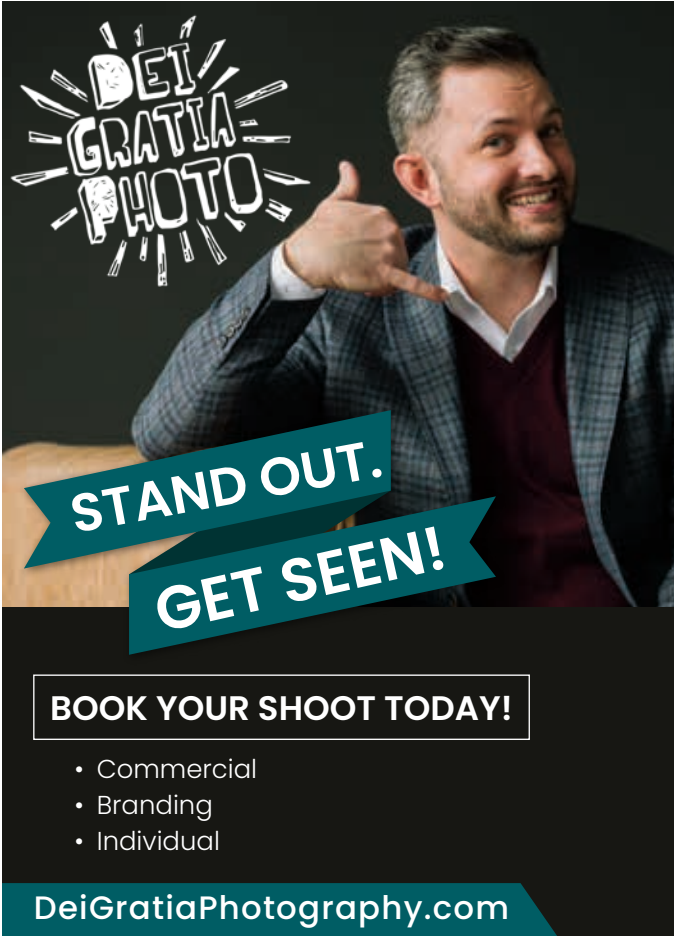


LAND GROUP TITLE

Your Real Estate Closing Partner

Closing & Escrow | Title Insurance & Title Reports | Deed Preparation & Closing Representation

lex-orders@landgrouptitle.com | (859) 554 - 3665 | landgrouptitle.com



**STAND OUT.
GET SEEN!**

BOOK YOUR SHOOT TODAY!

- Commercial
- Branding
- Individual

DeiGratiaPhotography.com



**All that's important,
moved and transported:**

FROM HERE TO THERE

WITH EXQUISITE CARE

The Premier Movers of the Bluegrass

Partner with the only 5-star moving team in the state!

859.893.2602 • FromHereToThereKY.com

BUILDING TRUST ONE HOME AT A TIME

David Atchison of Atchison Construction

PHOTOS BY JARON JOHNS

For more than 40 years, Atchison Construction has been quietly shaping the skyline of Central Kentucky, not with flash, but with follow-through. Based in Lexington, the custom home building and residential remodeling company has built its reputation the old-fashioned way: through referrals, repeat clients, and relationships that outlast any single project. At the helm today is David Atchison, President, who grew up on the jobsites his father built the company from and now leads it into its next chapter.

This year, David is also serving as President of the Building Industry Association of Central Kentucky, commonly known as the Homebuilders Association. The role goes beyond advocating for builders. He and the association are pushing for housing availability and affordability across the region, an issue that sits squarely at the intersection of every Realtor's business and every buyer's budget.

For top-producing Realtors, David's story is a masterclass in what sustained success actually looks like. It is not one big win. It is the accumulation of thousands of small ones.

"I've learned that success rarely comes from one big decision," David says. "It's the result of consistently doing small things well over a long period of time." That single sentence could double as a mission statement for anyone in real estate. The agents who dominate their markets year after year did not get there from a single lucky closing. They got there by showing up, following through, and earning trust one transaction at a time. David is carrying the company into its next generation following the same principles it was built on.

What makes Atchison Construction such a natural partner for real estate agents is how early they get involved. Long before a client signs a purchase agreement, David's team is often already in the picture, offering preliminary budgeting, feasibility assessments, and remodeling consultations that help buyers understand what a property could become. That kind of insight changes the conversation an agent can have with a client. It turns "this house needs work"

into “here’s exactly what that work looks like and what it costs.” For real estate agents trying to close deals on homes with potential rather than perfection, that partnership is invaluable.

David credits much of the company’s edge to something surprisingly unglamorous: communication and systems. “Building a custom home is incredibly complex,

and clients deserve more than quality craftsmanship. They deserve a process they can trust,” he explains. Atchison Construction has invested heavily in its preconstruction process, project management, and client communication, and the company intentionally limits its project volume so every client gets real attention. It is a lesson that translates directly to real estate: the agents and

builders who protect their bandwidth protect their reputation.

That reputation has not come without adversity. Like the rest of the construction industry, Atchison Construction has weathered labor shortages, supply chain disruptions, and volatile material costs. Rather than cutting corners, David leaned

“Home is where life’s most important moments happen, and it’s a privilege to play a small role in creating that place for our clients.”



harder into the fundamentals that got the company here: planning, communication, and strong relationships with trade partners. It is a reminder that resilience is rarely about avoiding hard seasons. It is about having the right systems and people in place when they arrive.

Ask David how he defines success, and the answer has nothing to do with square footage or revenue. “Success means building a company that people trust,” he says. “If our employees enjoy coming to work, our clients are excited to recommend us, and we’re creating something that lasts beyond any individual project, I consider that success.” For an industry built on referrals and reputation, that philosophy should resonate deeply with any Realtor reading this.

Behind the business is a family man. David and his wife, Leela, are raising two young children, and fatherhood

has only deepened his appreciation for the work. “Home is where life’s most important moments happen, and it’s a privilege to play a small role in creating that place for our clients,” he says. It is easy to lose sight of that truth in the day-to-day grind of contracts and closings, but David’s words are a good reminder of why this work matters in the first place.

Looking ahead, David hopes to see more young people discover the opportunities available in the skilled trades, an industry he believes offers meaningful, tangible careers that improve people’s lives. It is the same forward-looking spirit that drives top agents to mentor the next generation of agents.

For REALTORS® seeking a builder who treats every referral as a responsibility rather than a transaction, David Atchison and Atchison Construction offer a partnership built on decades



of proof. As David puts it, the best projects happen when everyone works together toward the same goal, and that collaborative spirit is exactly what turns a good client experience into a lasting one. ▀

Lyndsey Martin

PHOTO BY 1075 PHOTOGRAPHY, AND BUCKNER MEDIA

Step into the world of **Lyndsey Martin**, and you immediately feel the momentum of someone reshaping the real estate landscape. She is more than a broker owner. She is a force rooted in small-town Kentucky, sharpened by years in hospitality, and driven by a relentless commitment to service.

Raised in Georgetown, Kentucky, Lyndsey's Bluegrass roots run deep. After earning her Hospitality Management degree from the University of Mississippi, she spent a decade in hotel sales with brands like Hilton and Marriott, later transitioning into commercial roofing sales. Real estate, however, lit a different spark. She earned her license in February 2021 and quickly realized she had found her lane. "Real estate let me blend everything I have learned with what I truly care about: people, service, and family," she says.

That philosophy became the foundation of Kentucky Land & Home, her boutique brokerage launched in January 2024 with four close colleagues. What began as a small, tight-knit team has surged to 26 agents in just 18 months. "We did not want a brokerage where agents work hard while leadership coasts. That is not how I run my show."

Her hospitality background shaped the brokerage's proactive, service-first culture. "If a client has to ask for something, we have failed," she says. That mindset shows up in streamlined systems, strong mentorship, and a family-forward environment complete with a kids' play area and meetings where babies are welcome.

Lyndsey leads with strengths in marketing, training, and people, supported by Director of Operations

Michelle Bishop and a skilled transaction team. She also relies on Broker Rebecca Steele for compliance and oversight. Authenticity fuels their brand, thanks in part to Lyndsey's sister, who manages social media with a genuine, relatable tone.

Her niche is land, farms, and hobby homesteads. She is a proud mom, a devoted chicken keeper, and a passionate Realtor®. She has sold multimillion-dollar properties, including a 10 million dollar horse farm, but finds equal joy helping families buy their first home with acreage.

Whether coaching agents, closing deals, or tending her flock, Lyndsey Martin proves that exceptional service and genuine connection never go out of style.



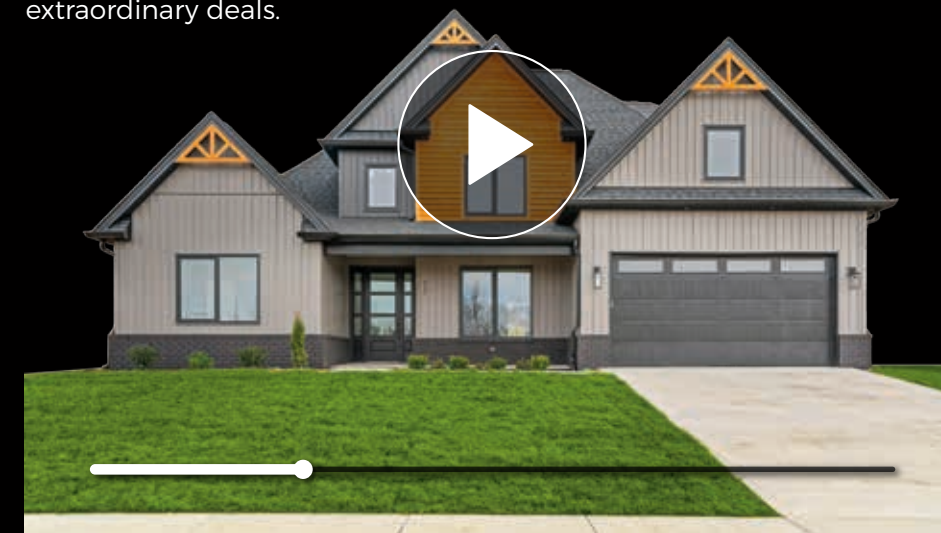
Motion Designed to Move *Luxury* Real Estate.



Ask about our Realtor Referral Program.

elevarecreative.net
(859) 208-2339

From state-of-the-art aerial cinematography to immersive interior walkthroughs, Elevare Creative crafts visual experiences that close extraordinary deals.



Your Client's Biggest Investment Deserves the Right Builder.



Custom homes | Renovations | Additions

ANDERSON & RODGERS
CONSTRUCTION

(859) 309-3021

Lexington, KY

PrimeLending

PROUD TO BE YOUR LOCAL
KENTUCKY LENDER

PrimeLending lends in all 50 states



Kentucky homeownership made simple. I'm your one-stop lending shop, offering hundreds of loan options to help you unlock the door to your next home. Local roots. Local expertise. Southern hospitality in every step!

LESLEY SINKS

Sr. Loan Originator NMLS: 607155
Lesley.sinks@primelending.com
859-588-1680
1040 Monarch St 3rd Floor #313
Lexington, KY 40513

@LESLEYTHELENDER

All loans subject to credit approval. Rates and fees subject to change. ©2025 PrimeLending, a PlainsCapital Company (PrimeLending). (NMLS: 13649) Equal Housing Lender. PrimeLending is a wholly owned subsidiary of a state-chartered bank and is an exempt lender in KY. V010916

MORE HOME LOAN PROGRAMS THAN YOUR AVERAGE LENDER

www.MIGonline.com

M

MORTGAGE
INVESTORS
GROUP

(859) 286-4300

128 Kentucky Ave, Suite 112
Lexington, KY 40502

✓ Fast pre-approvals

✓ Open communication

✓ Proven track record & reputation

✓ Competitive Pricing

Programs based on borrower qualification. Equal Housing Opportunity — MIG NMLS #34391. www.nmlsconsumeraccess.org

EXPAND WHAT'S POSSIBLE FOR YOUR BUYERS.

Let's discuss how our loan programs can help you grow your business.

CHECK OUT WHAT OVER 3,100 CUSTOMERS SAY ON Zillow ★★★★★

TAKE YOUR MARKETING TO THE
NEXT LEVEL!

TRENDY VIDEO

Offering Includes:
Drone Footage
Agent on Camera

Build your brand with bold, scroll-stopping captions, enhanced editing, and AI "magic" effects - all designed to help you stand out on social media.

Scan The QR Code
To See An Example

BOOK YOUR NEXT LISTING
PHOTO SHOOT TODAY!
order.nextdoorphotos.com

NEXT
DOOR
PHOTOS

commerce
lexington

Small Business
of the Year

46Solutions
Your **technology** partner.

Call **TODAY** for a **FREE** consultation
(859) 788-4600 | 46Solutions.com
FOLLOW US ON SOCIAL MEDIA!

Your Partner for
Home Technology

Home Theater • Outdoor Entertainment • TVs & Projectors
Home Automation • WiFi • Custom Surround Sound • Outdoor Audio

We also do
commercial!

THE **ELLIOT** FAMILY OF BRANDS

**Trusted
Electricians**

SINCE 1946

Residential • Commercial / Industrial • Healthcare • Voice & Data

✓ Lighting Upgrades

✓ Troubleshooting

✓ Electrical Repairs

✓ Generator Installation

✓ Low Voltage, Data, & Fiber Optics

✓ Panel Change-outs

✓ LED Change-outs

✓ Video Surveillance Infrastructure

✓ and More!

24/7 Service Available

ElliotServices.com | (859) 255-5788

SAVE TIME, SAVE TRIPS,

SELL MORE WITH PINK POSTS INSTALLATION



PINK POSTS
INSTALLATIONS

We store your signs, riders, lockboxes, and brochure boxes. When you have a new listing, you simply place the order and we take care of the rest!

NEXT DAY INSTALL!

Realtor Owned Company
pinkposts.com ■ 859-395-8188



WE'LL SET THE STAGE. PARTNER WITH BLUE MOON FOR MARKET-READY HOMES.



Visit BlueMoonEstateSales.com

We get homes market-ready in just one week. Call us today.

BLUE MOON OF LEXINGTON
(859) 523-3483