



Of course, her background in home building is also a reason clients can feel confident choosing to work with Mary Ann. “I can help clients find a good quality home because I know the difference,” she says. “I want to put my clients into homes that aren’t going to be a problem later, which is where understanding construction and things like drainage issues comes into play. I use my construction background every day; it’s surprising how much it has helped me.”

Nearly all of Mary Ann’s business comes from repeat and referral clients, and she thinks she knows why that’s the case. “My clients know I really care and that I’ll put in the work,” she says. “I’m not going to limit my buyers to seeing five or ten homes, which is how some agents operate now. It’s an incredibly important decision and I’m going to do what it takes to help my clients find the very best home. If that means we look at 30 or 40 houses, that’s what we do.” For Mary Ann, it all comes down to making sure her clients have a good experience. “I treat each customer with a lot of care, guide them through the process and explain what we’re doing and why we’re doing it.”

Through the years, Mary Ann has seen many changes in the real estate business, but certain things remain constant. “I think it’s so important for agents to take advantage of all the education they can,” she says. “I’m fortunate that my company provides excellent educational opportunities. There’s a wide set of skills required to sell real estate successfully and it’s important to educate yourself to be able to meet the demands,” she continues. “If people think they’re just going to get in and dabble, that doesn’t really work. You really have to be all in to be fair to your customers.”

When she’s not assisting clients, you’ll find Mary Ann spending time with family and friends and planning her future. “I have a son who lives in Naples, Florida, and I love it there, too. I can see myself investing in rental properties in that area.”

For now, though, Mary Ann’s focus remains on her clients in Kansas City. “I have met so many wonderful people who have become like family. The relationships you end with are very rewarding.”

*Kansas City* home buyers and sellers who work with real estate agent Mary Ann Lober not only benefit from her 13 years as a REALTOR®; they can also count on her knowledge of home construction, which she gained in her previous position as a homebuilder. “When I got tired of building and needed a change, I decided to start selling houses,” she explains. “It was a natural transition, and a lot of the skills I gained during those years have been very helpful with selling real estate.”

Licensed in both Missouri and Kansas, Mary Ann works with home buyers and sellers throughout the greater Kansas City area. “I don’t like to limit myself, so I work both sides of the state line at all price points. I do a lot of new construction, resale properties, townhouses, condos, and even farm properties,” Mary Ann says. “I’ve done a little bit of it all.” As a native of Kansas City, she is also able to give clients unique insight into the area. “I am familiar with the neighborhoods, school districts and homeowners’ associations, which gives my clients an advantage.”

*Mary Ann Lober*

ReeceNichols Real Estate | Kansas City

816.536.6007 | [loberkc@gmail.com](mailto:loberkc@gmail.com) | [www.mlober.reecenichols.com](http://www.mlober.reecenichols.com)