



In an industry that has seen its fair share of ups and downs, where some have made it and others haven't been quite as fortunate, Mike Klemesrud has remained a steady and constant figure in the Maple Grove, Minnesota real estate market for the last 23 years.

He began his career after serving in the Army for six years, followed by a stint on the assembly line at Ford Motor Company. When he came to the realization that he needed to either seek an occupation that would allow him to grow, or work the assembly line until he retired, Mike opted to go to real estate school to obtain his real estate license. "While I was going to school, I helped a friend build a house and I found that I really enjoyed the process," says Mike. "So I went on to get my general contractor's license and built custom homes for 22 years."

Within the last couple of years, Mike has phased out of the building aspect and is focused solely on working with buyers and sellers and leading his team of real estate agents. Together, they are the eHouse Team, at Keller Williams Classic Realty NW, serving clients primarily in the western suburbs of Minneapolis.

With roughly one half of his business stemming from

referral or repeat clients, Mike credits much of his success to his exceptional level of integrity and many years of experience. "Having built nearly 200 homes over the last two decades, I'm very familiar with what makes up a home and what to look for during an inspection, and that is invaluable for the customer," says Mike. "There's nothing I wouldn't do to give my clients a competitive advantage, the best experience and everything they need to make the right decisions for their family."

Mike's priority is to help as many people as possible reach their goals, whether it be clients or team members. When it comes to mentoring his team, Mike uses a self-discovery approach. He believes everyone needs to know their own personal 'why.' "You have to know what motivates you, so I ask a lot of questions," says Mike. "The same goes for the customer. They have an issue that needs to be resolved, and it's our job to resolve it. When we can figure out what our client's 'why' is, then everything else falls into place. And we never give up, so once we focus on finding solutions for our clients, we are relentless in making it happen."

Although he keeps quite busy most days, any free time Mike has is usually spent with family, an occasional round of golf, travel, or sporting events. Staying true to one of his core values, which is to enrich the lives of others through service, Mike is committed to giving back, particularly through the Keller Williams KW Cares Foundation. He and his team participate in Red Day, taking time off from work to serve various organizations and causes in their community. "We've done things like stocking shelves at food pantries but really, we'll do whatever we can to help out," he says.

Currently, Mike is in the process of growing his team locally, with his sights set on expanding into other markets, perhaps even out of state in the future. "We are laser focused on our clients and our goals," says Mike. "But for now, we'll continue to maintain the high level of communication we have with our clients and work really hard to get them to where they want to be. We'll do whatever it takes to be here when our clients need us the most." Mike and the eHouse Real Estate Team have made it their mission to transform the lives of their clients through home ownership, believing there is always a way to make those dreams a reality.

MIKE KLEMESRUD

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