

# featured agent

magazine

KELLY  
BASTMAN





# KELLY BASTMAN

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The world of real estate was a big part of Kelly Bastman's life right from the start. She grew up watching her father, a commercial developer, working in his home office. "Although my dad passed away before we had the opportunity to work together on a project, I feel a strong connection to him and feel that my legacy is that of real estate." While Kelly's father preferred the impersonal simplicity of commercial deals, Kelly has a particular passion for residential practice, with all the nuance it brings.

For Kelly in particular, residential practice involves plenty of emotion. "As a member of the LGBT community, I find that many members of our community seek to work with service providers with whom they feel accepted and safe, so I've been lucky enough to get to work with many LGBT home buyers and sellers," she shares. "I am also married to the fire department, so it's with great honor that I get to help a lot of fire department members with their real estate dreams. Finally, as a Navy veteran and with a daughter currently serving active duty in the Air Force, I am honored to work with members of our

armed services as well." Kelly is uniquely able and willing to assist these populations in making their experience a positive one.

Helping others to find a home is a big responsibility, one Kelly does not take lightly. "I have the attitude that property tends to be the largest asset you can have, therefore it must be treated with the most amount of professionalism, expertise, knowledge, and capability that an agent possesses." Kelly has plenty of each. She makes it a priority to keep her real estate certifications current, to continue her education, and to never stop learning and growing as an agent.

She has a particular gift for connecting with her clients. "I give my best to every client, whether they're my family member, best friend, or stranger I met at the dog park." Kelly's focus on showing every client kindness and respect goes a long way in helping her to build trust and make every client feel valued. "I really endeavor to be present with each client to ensure I'm hearing their needs first

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# BASTMAN PROPERTIES, INC.

Photos by Nathan Gurvitch Photography



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and foremost, and then executing based on their goals,” she says. “I believe that anything is possible with good communication and every interaction must lead with honesty and integrity.”

Kelly’s business has been growing steadily. In particular, she has been seeing an increase in repeat clients. “The more years I successfully practice, the more business is generated by clients circling back through the brokerage. I have helped some clients with three or four subsequent transactions by this point.” That’s because she offers a home buying experience where clients are empowered. “They feel seen, valued, and advocated for. They know how hard I’ll work for them. I am constantly solution minded and believe in a cooperative experience.”

This focus on solutions played a big role when Kelly first delved into the world of real estate. After leaving the Navy, Kelly sold plasma to pay for her real estate certification while caring for her two young children. Next, she looked to join a brokerage, but each one she interviewed with insisted that she’d need to follow their plan, including finding care for her children. Kelly wasn’t interested in conforming to their plans and was determined to succeed in real estate on her own terms. Eventually she was hired by Gary Zayakosky of EZ-Vest Realty in Newport News, Virginia, a man who reminded her of her father. “Nine months later I was rookie of the year,” she shares. “The original brokers all came calling but there was no way I’d leave my mentor. I am so appreciative that Gary took a chance on me.” Kelly, like her father, practiced real estate with her kids looking





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on —and just like him, she now has a daughter who is thinking of becoming an agent herself when she finishes serving in the military.

While Kelly’s career has been quite successful, she makes it a priority to never outgrow what makes her practice special. “I’m not interested in having a huge brokerage — the last thing I want is for my clients to feel like a number. I want them to feel like family.” Kelly is all about comprehensive service with a personal touch, and she won’t compromise that. “I am not in the business to get accolades for sales numbers. I feel that takes away from the focus on the client. The greatest reward is knowing I solved a huge problem and the client never had to stress about it.”

Kelly is a competitive cyclist, and in her free time, also enjoys

watersports, skiing, scuba diving, playing ice hockey, sailing, camping and climbing.

She and her wife are proud military moms. Their daughter is currently serving in the Air Force, and they donate regularly to the Juvenile Diabetes Research Fund in honor of their son, who is a Type 1 Diabetic. They love the Canyon Lake lifestyle that they enjoy with their youngest daughter and three dogs, and also enjoy participating in community events such as Fiesta Days, Christmas golf cart and boat parades and trick-or-treating on golf carts.



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