

featuredagent

magazine

*Becky
Brock*



Becky Brock

Back in high school, Becky Brock got her first taste of the business working at a real estate office on the weekends. There, she learned the industry's ins and outs, while developing an admiration for the agents working in the office. After college, she entered the corporate sales world, before making the switch to interior design. Although she'd always maintained an interest in real estate, it wasn't until 2009 that she finally took the plunge. "I decided to give it 110% and just go for it," she remembers. For the last nine years, Becky has been an integral component of Kansas City's #1 real estate group, the Koehler Bortnick Team. Over the course of her near-decade long career, she's cemented a sterling reputation as an agent guided by integrity and with proven follow-through.

With an expansive reach, Becky covers Kansas' Johnson County area, in addition to Kansas City, Missouri's metro region. "Big or small, I sell them all," Becky says, noting her work with clients of all kinds — from first-time homebuyers to multimillion-dollar listings. She also works with specialized properties, such as lake homes, acreage, and luxury listings. Becky offers additional value to her clients

as a Certified Relocation Specialist, often pairing with local companies or national corporate brands through Reece Nichols Realty and HomeServices of America.

Becky loves Kansas City and everything it offers. With roughly half of her business generated by repeat and referral clientele, her track record is well-established. In 2017, she closed 42 homes, completing \$20,889,503 in volume, making her one of the top REALTORS® in the area. The method behind her success? Becky cites directness, steadfast communication, and service that goes the extra mile. "Not every agent is created equal. Clients choose me because I'm direct and honest. I don't make the market, I just interpret it and set the right expectations from the beginning," Becky explains. "I educate my clients about the importance of pricing, staging, and how to have the home 'show ready' when buyers come through. I go above and beyond in marketing, advertising, social media utilization and always use a professional photographer for all listings. It's also important to adapt to the preferences of my clients, and I stay in touch with them frequently and respond quickly. I'm communicative with all parties involved





— from getting feedback from showing agents, to working through contract negotiations, and navigating inspections and title work. I handle everything that happens behind the scenes to help make the process less stressful for my clients.”

Whether searching for a client’s dream home or listing a property, Becky’s personalized approach allows for clients to be heard. She begins with a needs analysis meeting to determine each client’s vision and goals. When exploring potential properties, she makes use of her design background to help clients realize a home’s truest potential. She also maintains an extensive network of resources and contractors, passing along her insight to educate the clients she serves. This creative eye also helps Becky prepare homes for market, readying each soon-to-be-listed property for professional photography and videography, as well as exposure across the leading digital listing platforms.

Even after the closing table has been reached,

Becky continues to add value by acting as a one-stop-shop for buyers and sellers. “It’s important to me to remain accessible,” Becky says. “I follow up and keep in touch even after a sale, so I can be of value to my clients. I reach out to see if they need any home maintenance tips, contractors, if it’s a good time to refinance, or just touch base with a pop-by gift or note.”

Becky’s foundational commitment to her clients informs all aspects of her working style, and she never forgets the person or family driving the transactional process. “It’s about the clients, not about me,” she recounts. “I make sure to remember that throughout the process, because I want my clients to feel like they’re my number one priority and that this process is about them and their needs — not just a transaction.”

When it comes to lending her spirit of service to the larger Kansas City community, Becky is active in several philanthropic organizations and has even won her team’s Cornerstone Award for philanthropic



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and community involvement for five years. For the past several years, she’s supported the Victory Project, serving children battling cancer and assisting their families if needed. She currently serves on the organization’s volunteer committee taking on a leadership role. In addition, she contributes to Big Brothers Big Sisters, Unbound, United Way, Harvester’s, Kansas City Hospice, KVC, and many more local organizations extending her altruism near and far. In her remaining free hours, Becky most enjoys spending time with her husband and son, cheering on local sports powerhouses like the Kansas City Royals, the Chiefs, and Sporting KC. Her son is an avid golfer and she enjoys watching him on the course.

Looking ahead, Becky’s future plans include continued service of her community’s residents and their homeownership aspirations. As a Top Producer on Kansas City’s #1 team, she hopes to continue to grow her business while relishing the limitless potential of her field. With almost a decade of intrepid service complete and no signs of slowing anytime soon, the best is yet to be for Becky. “I truly have a passion for real estate,” she reflects. “This industry has been the perfect fit for me and I love that there is no ceiling. You’re only limited by yourself along with the time and work you put into it, and I think that’s fantastic.” Becky Brock will turn your dreams into an address!

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