

featuredagent

magazine

*Angie
VanEman*





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Angie VanEman got her start in real estate back in college. At the time, she was lending a helping hand as her mother launched her own brokerage. After she earned a degree in Public Relations, she gained experience at a Twin Cities marketing firm, then explored high-end real estate sales and leasing in New York for two successful years. Ultimately, Angie returned to her native Mankato and launched her journey as a Minnesota agent, and by the end of her debut year, she had earned a coveted spot in REALTOR® magazine's Top 30 REALTORS® Under 30 feature.

Today, Angie spearheads her work under the banner of American Way Realty, serving clients across the greater Mankato region. There, the majority of her business is driven by repeat and referral clientele

who trust her forthright communication and home-grown regional knowledge. "It's all about service," Angie explains. "My team and I follow-up and are extremely attentive to detail. Our clients know that we appreciate every single one of them and their continued business, and I make it a point to show that appreciation even after the transaction is complete," she continues. "They can always come to me with anything they possibly need, and I'll be an advocate for them, even if it's years later. We treat our clients like they're part of our family, because they are. My relationships with my clients do not stop at the closing table."

To Angie, the Golden Rule is paramount in her working style. Over the years, Angie has been celebrated as Best REALTOR® by her local paper five



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times, an honor voted on by members of her community. “I treat people how I would want to be treated,” she says. “I know what I’m doing, I’m good at what I do, and I’m going to protect my clients and their interests — and try to make it fun along the way.”

Recently, Angie developed a mobile app called The Branded Agent, geared toward agents as they cultivate brand awareness and presence across social media. “It allows agents to create branded content through photos and social media, so they can maintain that presence and notoriety online,” she says. “It’s branded, seamless, easy, and beautiful.”

Outside of the office, Angie is active in her professional community through her work with her local REALTOR® board, and in fundraising for the local Backpack Food Program supporting area students. In her free hours, she most enjoys time spent with her two-and-a-half year old son, and getting out to explore the area.

As for the future, Angie intends to keep progress steady as she looks to grow and develop her team in the years to come. Now, with years of foundational experience behind her, Angie VanEman considers what she enjoys most about her chosen path. “I really enjoy the people,” she says. “I love the process of sitting down, communicating, and learning more



about my clients’ needs and desires. It’s also the biggest investment most people make or have, so it’s really rewarding for me when I’m able to help people maximize that process and get them to the next chapter in their lives. Above all, it’s about the friendships.”

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