

featured agent

magazine

Kelly
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To say real estate runs in her blood would not be an exaggeration. Born and raised in a small town that she still chooses to call home after 51 years, REALTOR® Kelly Griebel, of CENTURY 21 Realty Solutions in Soldotna Alaska, has followed in the footsteps of her father and grandfather before her as the third generation of real estate professionals in her family on the Kenai Peninsula. It was such an integral part of her upbringing that she has woven much of what she's learned along the way into her life and her business, alike.

Just like many who grow up in a family business, Kelly sought something different for herself. She graduated from The University of Alaska with a teaching degree, as she loved so many of her teachers throughout her life and felt she also wanted to make a difference in the lives of children. However, after substitute teaching for a bit, she soon realized it wasn't the right profession for her. So it only made sense to jump on board with her father in his real estate office, and — even 21 years later — she has never looked back.

Today, Kelly serves all of Kenai Peninsula where she was born and raised. She finds herself working with the people she's known her whole life, to find the home that's right for them. Although she sells land and commercial properties too, residential properties is what she loves the most. Kelly especially enjoys working with first-time buyers. "So many of the first-time homebuyers are my daughter's age, so I know them well and watched them grow up," Kelly says. "Buying your first home is a huge decision and I want to walk my buyers through the process so they feel comfortable in their investment." To Kelly, treating her clients like family comes naturally and plays a big part in how she successfully runs her business.

Additionally, Kelly credits much of her success to simply being involved, whether it's in business or in her community. She much prefers being present in the office rather

than working from home and cites the importance of showing up, working face-to-face with others and being on hand to answer any questions that come up. Kelly feels the same when it comes to helping out in her community. "My dad taught me to leave everything I touch in life better than I found it, so I try to be involved every way I can to make a difference." Kelly stated. "I try to volunteer and make things better for those around me."

Kelly has certainly found a way to make things a whole lot better with the Dog Rescue Program she and her best friend started in 2019. KPAL (Kenai Peninsula Animal Lover's) Rescue has saved over 350 dogs by having them spayed or neutered, administering shots, and having them microchipped before being adopted out to loving homes. "I just love dogs," Kelly said, adding, "They are one of the biggest joys in my life and I think it's a reason some clients choose me to be their REALTOR®. Dogs are important to a lot of people and those people are the ones who usually turn into great friends!" She also is heavily involved with and serves on the Board of Directors for the Peninsula Spay/Neuter Fund. However, her acts of service aren't limited to just canines. Kelly also enjoys participating in fundraising efforts throughout her community whenever they pop up and also serves on her local Board of REALTORS®.

In her quest to make a difference in people's lives by way of real estate, Kelly has achieved numerous accolades within the industry. She has been awarded Grand Centurion nine times out of the ten years since her office became a CENTURY 21 office. In 2021, she had 156 closings and sold over \$47 million in real estate. In 2014, Kelly was chosen REALTOR® of the Year by her peers, and in 2006, she won the Excellence in Profession award by the local Chamber of Commerce.

Now that her daughter Hayley, and son-in-law Forrest have joined her team, Kelly can focus even more on providing her clients with top-notch service. "They are

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a big reason why I’ve been so successful. They do all the paperwork and leave all the people stuff to me, which is what I like best,” Kelly stated. “I love that every day in this business is different and I always get to learn something new. Sometimes it’s ugly and sometimes it’s beautiful, but there is never a dull moment.”

In her time away from her office and clients, Kelly enjoys volunteering for KPAL Rescue and curling up on the

couch with her own dogs. She also loves getting away during the winter to her vacation home in Hawaii, where she often volunteers at the Hawaiian Island Humane Society and takes dogs out on “field trips” for the day. “I can’t imagine living in a cage until someone comes along to adopt you. This gives them a much needed day of fun on the beach followed by a Puppuccino at Starbucks.” These vacation days are the most meaningful for Kelly, as well.





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So, what is the biggest takeaway Kelly has gotten out of her lifetime in the industry? “There is no easy button and no cutting corners when it comes to success,” she said. “My success comes from being surrounded by inspiring people, hard work, amazing assistants, showing up, being involved, loving what I do ... and petting all my clients’ dogs!”

As she looks towards the future, Kelly doesn’t see herself

retiring anytime soon. “I just see myself taking more trips to Hawaii,” she stated emphatically. “I love what I do and when I’m not here, I know I can count on Hayley and Forrest to take care of things. They’re amazing! So, I’ll just keep handing a little more to them over the years and someday when I’m gone, it’ll be all theirs. And who knows? Maybe they’ll have kids who want to be involved in the business too! I’d love to see five generations of REALTORS® in the family!”

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