



RISING REAL ESTATE TEAM

EDIE WATERS TEAM

KELLER WILLIAMS NORTH



Born and raised in the Northland, Edie Waters has always had a passion for excellence and after graduating from Park Hill High School, she transitioned to the University of Missouri at Kansas City where she studied math and ultimately worked in the computer industry for several years before finding her home within the real estate industry.

For a while, she embraced the stay-at-home mom life but instinctively knew she wanted to be in the professional world, but also desired a flexible schedule so that she could still focus on raising her family. Real estate offered the perfect answer, and Waters quickly proved her worth as a natural

in the arena. She began her career with Reece & Nichols; then moved to Re/Max; and is now a part of the Keller Williams organization and her powerhouse team — Edie Waters Team — is on track to exceed \$60 million in sales by the end of this year. Licensed in Missouri and Kansas since 1992, the award-winning Waters has been a consistent multi-million-dollar producer and also specializes in relocation services.

Waters, however, is not led by ego and instead defers her success to the strength of her dynamic team, which has grown to 12 individuals within the last 15 years. In addition to three assistants (inside sales agents), her team also has six agents and a social media expert, with Waters at the helm.

Edie Waters Team is recognized as the #1 team in the Northland, depending upon the day and the numbers of the week, Waters emphasized. More than just an impressive real estate team, though, Edie Waters Team has been applauded by the Kansas City Business Journal as the fastest growing of any business in the metro area, standing at #49 out of 50 highlighted businesses.

Despite such strong accolades, the award that has the most appreciable meaning to Waters is the Five Star Agent one.

“This award comes from your clients and peer group,” Waters explained, who humbly gave a nod to the 10 consecutive years she has held this honor, as she understands it is the team effort that has led to this recognition.

“We are consistent and take care of our clients fully through our quality service, integrity and professionalism,” she emphasized.

A self-confessed workaholic, Waters truly loves her work, and while keeping a strong finger on the pulse of her operations today, she is clearly focused on the road ahead.

“We will start our goal setting for 2017 this month,” she noted, indicating that she plans to realize a 25% - 30% growth in volume next year.

Building a strong team certainly takes a bit of mental, intellectual and determined prowess, and Waters attributes the continued success of her team to the individuals within, which includes Stephanie Snowden, Natasha Temple, Jesse Burwell, Kellie Narron, Vicki Walsh, Josh Wells, Michelle Grace, Becky Stafford, Alex Rash, Lesa Simonson, and Claudia Miller (who has been with Waters for 15 years).



“I am always looking for top talent,” she stated. After finding that talent, she ensures its viability by creating a true feeling of family within her group. “I think buyers and sellers come to us because they want to be a part of our family.”

To that end, Edie Waters Team relies on highly efficient systems and processes, designed for continual contact with clients, and not just for business purposes.

“At Thanksgiving, we give our clients apple and pumpkin pies. We enjoy doing fun things like that. It gives them a chance to get to know



us and our team likes it, too,” she smiled. “We are in the business of helping people. This is not just a job; it is a career. We make sure everything is right or we find a way to make it right.”

The strength, comradery and sense of family is evident no matter with whom one interacts on the team. The flow and structure of the constant communication within the team assures that when a client speaks to any member of the group, it is like that person is speaking directly with Waters.

“All of our team members make good decisions and abide by the standards we employ,” said Waters. “Everyone is dedicated to making sure the buying or selling experience is a great one.”

Edie Waters Team believes that every single client deserves the best, and they stand at the ready to deliver the best...and then some. No matter what one requires for real estate needs, Edie Waters Team has the answer, and that answer always involves a heaping helping of solutions, satisfaction, service and above all, fun. ■



FOR ADDITIONAL INFORMATION ON THE EDIE WATERS TEAM

VISIT THEM ONLINE AT EDIEWATERS.COM OR CALL 816.268.6040



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