



RURAL REAL ESTATE AGENT

PATTY FARR

RE/MAX HOUSE OF DREAMS



For Patty Farr, an independent RE/MAX agent with House of Dreams in Smithville, Missouri and her newest location in Platte City, Missouri, her bottom line is not measured in dollars and cents, but in acts of service rendered selflessly from the heart. Being a real estate agent is simply a side benefit of who she truly is.

Patty grew up in the Platte County area so she knows this land like the back of her hand. Born of homegrown sensibilities and a natural desire to be of service to others, her undeniable heart of compassion can be seen in all she does. She loves this area. It's where she raised her two sons and it's where she leaves footprints of service all over the land. She eagerly maintains a steady finger on the pulse of all the activity that makes her hometown exciting.

She is also the kind of real estate agent who is not afraid to throw on some jeans and boots and trudge through a muddy field if that is what it takes to get the job done and the property sold.

"I dress for the walk," she noted. "I have walked many acres of land with clients."

An award-winning and highly respected real estate agent specializing in the Platte County and Clay County areas, Patty has extensive experience within the rural and farmland market in Platte City, Smithville and in all of the small towns north of Kansas City. Sure, she can assist buyers and sellers in a wide range of price brackets, markets and neighborhoods, but her heart leans heavily towards the rural aspects of real estate. In fact, out of the 189 closings she secured in 2014, roughly 75% of them were located on rural routes.

"It's all I know," she confessed. "It's where I grew up. I am really just a small town, country person who appreciates friendly and honest people."

As the recipient of the U.S. Department of Agriculture Award for Rural Development multiple times through the years, Patty has secured her spot when standing on the mantel of experienced rural real estate agents, and even though buying and selling any type of property requires the proverbial stack of paper work, Patty appreciates a mindset where a handshake can unofficially seal the deal.

"I get to work with some of the friendliest people in this market," she smiled. "Not only are they great people, but many of them become good friends."

Not only is Patty a go-to Realtor within the rural market, she is an educator, as well. After all, she wants to make sure her clients get the best deal possible. She understands that listing and marketing land for sale can be challenging, especially when the market gets a bit persnickety. It's one thing to just tidy up the property. It's another thing to get it ready for sale. Patty's job is to ensure a property is ready to list and it's also her job to ensure that buyers get the best price possible on that property.

And understanding rural properties is not just about knowing when to lace up your work boots. It takes a comprehensive understanding of the lingo and environment.

"With a rural property such as farmland, I have to know what is tillable; what is treed and wooded and what the farmer is currently making on that property," Patty explained.



Patty remains consistently on top of her game and brings her all to the table so the client can have the necessary tools, knowledge and information to confidently engage in a successful transaction. As an experienced agent in rural properties, Patty tirelessly tends to the details and can articulate about soil types, water rights and zoning rights, all without losing anything in translation. She will also confidently guide clients through a plethora of complicated issues, including property taxes, easements and encumbrances, proximity to neighbors, overall infrastructure, and perhaps even a good old story or two about the land and its previous owners. When assisting clients in buying or selling rural property, it is imperative to select an agent who can make the transaction seamless and, yes, even fun. Patty has a long history of rural sales and is outstanding in her field, literally and figuratively.

Despite its laid back appeal and ambiance, rural real estate is a complex business and should be handled by someone who truly understands the subject matter. Patty has that understanding and is indispensable to her clients when it comes to eradicating any surprises at closing time. Patty does her homework for her clients, giving them the power of knowledge and peace of mind. ■



Rural real estate can sometimes seem like a daunting matter to a lot of folks, but Patty stands by her clients every (sometimes muddy!) step of the way. In fact, it's a good thing that Patty often has a bit of mud on her boots, as that is something in which her clients can put their trust.

"They don't care about my outside image and appearance," she smiled. "These are farmers. They just want to know I am doing everything in their best interests, and if that means trudging across the field with them, then that is what I will happily do."



FOR ADDITIONAL INFORMATION ON PATTY FARR, RE/MAX HOUSE OF DREAMS, VISIT HER ONLINE AT PATTYFARR.COM OR CALL 816.405.7712 OR 816.858.9009