

Marti Lilja came to the real estate industry with lots of knowledge in her back pocket. Her father, Greg Prieb (Prieb Homes), has been a well-known name in the home building industry in the metro area, and her grandfather was a real estate agent. Lilja essentially grew up

building a new home can frequently translate to large doses of stress. Her job is to alleviate that stress for her clients and make the entire process more relaxed, educational and even enjoyable. Her goal is to achieve success for her clients by applying professionalism, integrity and



speaking real estate language to the point of fluency. Today, she takes that knowledge and uses it to strengthen her expertise as she leads her dynamic team of real estate agents at The Lilja Team, a ReeceNichols group.

Lilja understands that buying, selling or

excellence every step of the way.

"I interned with my grandfather and obtained my real estate license while I was in college," noted Lilja, who obtained a Bachelor's degree in Marketing from Kansas State University. Upon graduating in 2005, she worked in property management and



commercial leasing and transitioned to a full-time real estate agent in 2007. Although Lilja entered the industry at a time when the market was highly unstable, she was able to effectively take those stumbling blocks and turn them into stepping stones.

"I learned a great deal about the industry during this time," she recalled. That knowledge, coupled with her tenacity and enthusiasm, has led her to become a top producing agent with ReeceNichols and she has been honored in the Presidential Circle and Chairman's Circle for multiple years in a row for top volume in sales.

Lilja has been with ReeceNichols for over 10 years and formed her team in 2015. Her specialty exists with new construction, but she also handles resale transactions. At present, her team represents eight subdivisions in the metro area, from Gardner, Kansas to Kansas City, Kansas. Her primary focus currently is on the K-7 corridor, with two developments in Shawnee and another in Olathe off K-10.

The subdivisions — Estates of Highland Ridge, Highland Ridge Crossing and Woodland Manor — are in their final phases, and the team is gearing up for their next big community, Canyon Lakes, currently in development with lots available sometime next Spring. Located off Johnson Drive and K-7, it is projected to have over 400 homes built in the next few years.



has successfully partnered with Lindsay Billinger and Dina Myers. This trio of experienced and knowledgeable agents operates from a steady platform of honesty, courtesy, fairness and respect.

"We are three moms juggling a million things," said Lilja. "With 10 kids between us, we had to learn really quick how to balance the chaos of the housing market while tending to our families' needs. We may show up to write a contract in our coach's shirt because we are heading to a softball game afterwards. This is who we are. Real moms, real people, working hard for our clients and family. I think another part of our success is we truly rely on each other. We can go on a family vacation, run in the Chicago Marathon, or be the head coach of our kids' soccer team, because we are a supportive, hard-working team. We also love getting to know our clients. They become our friends," smiled Lilja.

Every day, Lilja and her team are inspired to hit the ground running, not just because they want the best for their clients, but because they have an unwavering passion for what they do. They are a prime example of the saying, "Allow your passion to become your purpose, and it will one day become your profession." ■



Part of Lilja's role as a representative of a subdivision is to attend city council meetings.

"It's not just putting a sign in the yard," she indicated. "It's learning about the community and growth and expansions to come."

Further strengthening her business, Lilja

Clients are their number one priority. As a result, they have conducted over \$32 million in sales so far in 2017, with over 100 houses closed as of late October. The key to this team's success lies in its ability to balance work and home life, standing firm in their core values and beliefs, and relying on each other.



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