



Top Hometown Agent

BECKY HARPER

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The word excellence has earned a reputation for many meanings. It can mean possessing the quality of being extremely good or outstanding. It can signify distinction, quality or superiority. However, when it comes to buying and/or selling your home, excellence for the experience you can enjoy can be summed up in two words: Becky Harper, independent real estate agent with Keller Williams Realty Partners Overland Park and one of the top producing individual agents who stands among the top 3% of agents in Kansas and Missouri on a recurring basis each year.

An entrepreneur at heart, Harper has successfully transitioned her skill sets as a successful entrepreneur with 26 years of building a business from the ground up and naturally connecting with people at a high level, all of which have translated to her success as a real estate agent.

While Harper is no stranger to being on the receiving end of numerous awards, what drives her is the desire to achieve excellence in every transaction.

Behind the scenes, Harper is always fastidiously at work on each of her client's behalf. She will spend hours of prep time before she even meets with a client.

"I conduct very extensive interviews on the front end," she said. "I also set a realistic expectation upfront, which spares potential frustrations on the back end. Not everyone has six months to buy or sell a home. I take the desired budget, lifestyle, and timeline very seriously. I am in charge of the process, but my clients are ultimately the decision-makers."

"I am purposeful, consistent, and dedicated," Harper emphasized. "I will always strive to exceed each client's expectation. I am goal-driven for my clients as well as for myself. I will not stop until I get it done."



A strong driver in Harper's tool kit is her pursuit of always achieving her client's highest net, and she does this by being an industry-leading negotiator.

"I will always protect their money as if it were my own," she asserted. "Follow-through is what I believe has helped me achieve this high level of success in real estate."

Licensed in both Kansas and Missouri as both a Listing Agent and a Buyer Specialist, Harper has a stronger footing in Kansas and specializes in numerous areas, such as Leawood, Overland Park, Olathe, Shawnee, Lenexa, Spring Hill, Gardner, and also in Lee's Summit, MO.

"I will usually take a client up to one hour from Overland Park, as I feel this allows me to be an expert in my market," she indicated.

Unique to Harper's repertoire is her dedication to finding real estate that meets her clients' needs – even when a home is not on the market.

"I have wonderful relationships with our local agents and we work well together finding inventory even when it's not yet available," she expressed.

In addition to the resale arm of her business, Harper also assists clients in new construction.

"You need to know you can turn to someone who will be your advocate," she explained. "I can make the process a bit easier and more understandable, while simultaneously keeping you on budget; avoiding delays with change orders and proactively protecting your dollar."

To that end, Harper attends every construction meeting with the clients and builders and will even go when her clients cannot. This presents a great way to revisit the information obtained from the meeting as well as providing Harper the time to explain the lingo of the process and walk with them through all of the scheduling, selection of finishes, and tending to all of the details that typically pop-up during new construction. She also supplies the boots on the ground support when clients are based out of town, showing them videos of the home, and conducting video chats with them.

"I simply want to provide a greater understanding of the home building process so they can actually enjoy the experience," she said. "In my opinion, the best business relationship as a buyer's agent is when the client is heard and protected. You hire a buyer agent to help you through the process, to handle the paperwork and deal with the overwhelming aspects of it all. I know to ask the questions the client doesn't even know to ask."

To Harper, it's important to continually stay apprised of the industry through continuing education, both locally and out of state, to ensure she stands at the leading edge. She will continue to push



boundaries and enhance her skill set to be the best advocate for her clients, whom she views as lifelong partners.

"I grow my business by referrals and I'm able to do that by delivering what I promised I would when I took them on as a client," smiled Harper.

If you know of anyone looking to buy or sell, tell them it is time to Think Becky Harper. She is ready to serve you at a high-level today. ■



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