

# JCMO AREA HOMIES

FOR SALE

# 20

KRISTINA & SCOTT'S  
**McMICHAEL**   
*Team*



*20 Years*



It's a big year for McMichael Realty.  
Read more on **Page 4!**

Visit [JCMOAreaHomes.com](https://www.JCMOAreaHomes.com) to view full home details or to get in touch - our award winning team is here to help!



**THANKS** so much for taking the time to look through our magazine. The Kristina & Scott's MCMICHAEL Team does everything it takes to get your home sold, which is why we started this magazine! There are a lot of people looking through magazines in doctor and dentist offices, hospitals, hair salons, accountants, gas stations, grocery stores, etc. We make sure these magazines are all over town! Plus, we mail them to residents of the Jefferson City area each month.

We just do more than most realtors! We post our listings in two Multiple Listing Services (Jefferson City and Columbia). Our listings are on all JC and Columbia Realtor's websites, as well as our own and the national ones. We use various social

media techniques to get our listings noticed. Check out our Virtual Tours because they are top notch! We use the latest camera equipment to gain just the right look for your home and even use our drone for the special shots no one else can get!

Not sure what to do to get your home ready? We can stage your home at no additional cost! The MCMICHAEL Team just wants your home to sell and sell quickly.

**"It's Just Us. Helping Just You."**

Want to know more? Text us at **573.690.2075** and we can send you our Seller's Guide, which is all about us, right to your phone! Talk to you soon!



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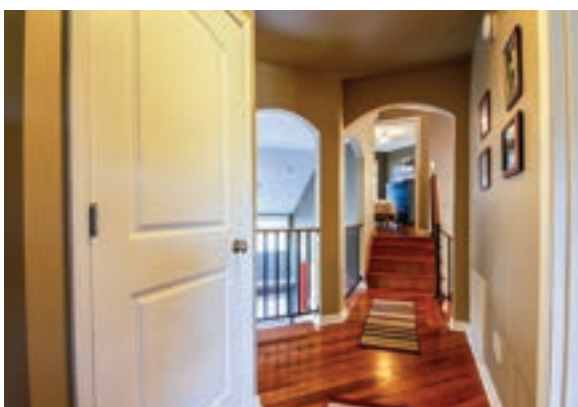
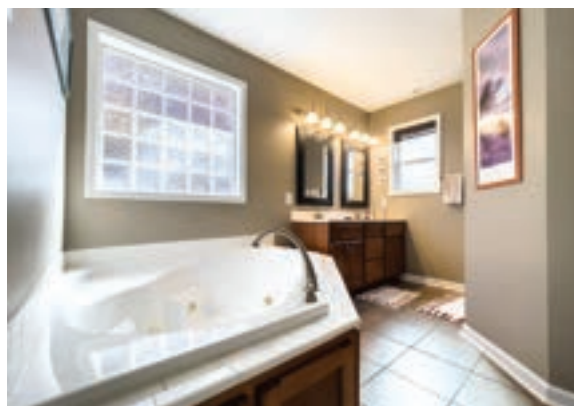
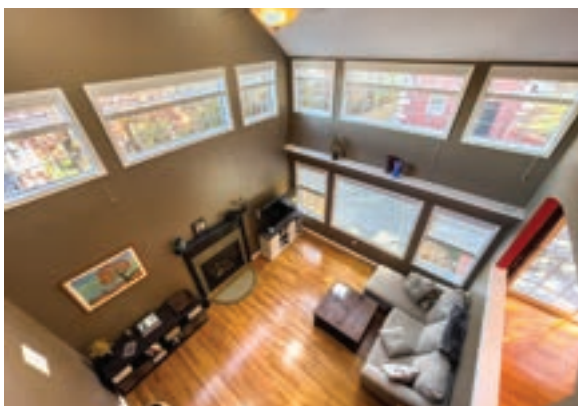
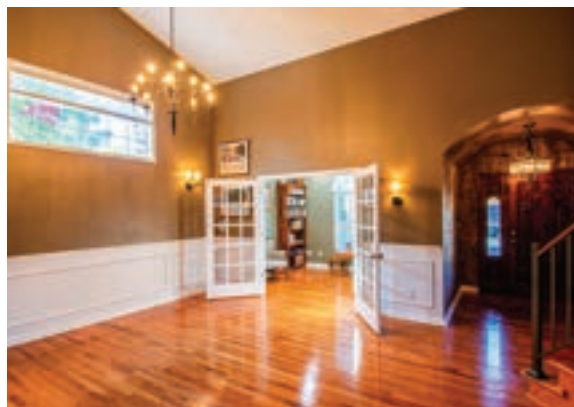
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With your new home comes new responsibilities – like protecting your new investment with the right amount of homeowners insurance. That's where I can help.

**Like a good neighbor, State Farm is there.<sup>®</sup>**

**CALL ME TODAY.**





224

## Little Creek Lane

Under Contract

Architectural design is through every square inch of this one-of-a-kind home! Entering this impressively designed home, you will notice the domed foyer, soaring ceilings, uniquely designed angles and windows in just the right places. The gleaming hardwoods throughout are not the manufactured type but real hand laid wood with a crisp tone and superb shine. This open floor plan has a living room with plenty of wall space that leads into a private office or sitting room and then followed by the kitchen. The cook in your family will enjoy making scrumptious meals in this perfectly sized kitchen with an abundance of counter top space and cabinets. The breakfast bar will be where everyone gathers and plenty of storage for cooking supplies plus all appliances stay. One of my favorite features is the sunken living room. This favorite spot has natural sunlight streaming through the extremely tall ceilings and joins the kitchen space thru and open area in the upper wall. Three bedrooms upstairs include a primary suit with jetted tub and walk in closet plus tiled shower. Laundry is on the second level, but can also be on the main level as well. The outside area of this home has an incredible stamped concrete patio with two levels for patio furniture. Lawn care equipment can be kept in the private room just off the 2-car garage. Connecting to the outdoor area is a large finished room with TV hook ups plus a private bathroom. A garage is also accessed from the back of this detached building. Everything is ready to make a man cave your neighbor will be envious of or a tremendous hobby studio. Woods are behind with more room to explore and this home is situated on the west end placed just perfectly at the end of a cul-de-sac with no thru traffic. This immaculate home is a unique find that you will want to see.



\$349.9K

Jefferson  
City

3



4



2,306

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20 years ago it was going to be...

# "Just a Few Houses a Year"

Have you ever looked back and wondered if one question, thought or idea didn't happen at just that exact time... "Would it all have worked out anyway?" When I look back to the very first thought of McMichael Realty - now 20 years ago - I can't help but think about that question and have to just wonder,

## "HMM...WOULD IT ALL HAVE HAPPENED?"

As I have taken time to look back over the last 20 years, I am realizing it's a lot to take in: The people we met, the properties we sold - and yes, the mistakes we made along the way - but, there's one constant we somehow got very right. This quietly became the foundation for which everything was built on, and since the beginning, it always has been... "It's Just Us. Helping Just YOU."

Most people don't know McMichael Realty started at my older brother's house one Sunday night over supper. On this particular night, my brother had the idea to go around the table and ask each person what they would like to do if they could do anything or if they could pick a second career. Scott and I had recently moved from Scott's home state of Kansas, where I was a 1st grade teacher and he was a Kansas State Trooper. I remember thinking about the question and when it was my turn, I knew exactly what my answer was - a Realtor. I remember my brother turning to me quietly and saying, "Well, why don't you? You could even do that part-time."

Have you ever slept on something and kinda hoped it was gone by morning, but knew once it had been said, it was now out there... somewhere... just waiting. I woke up the next day

thinking about what my brother, Steve, had said. I remember calling my Dad to ask him if he wanted to open a real estate company. When I was a kid, my Dad had always sold some real estate, on the side from his full time job, by selling his own subdivision lots; therefore, he held a broker's license. I don't even know what answer I was looking for, but obviously, you know the answer I received. We agreed and discussed how in our spare time we could just sell a few houses a year.

We opened our doors in the Spring of that same year, 2003, and in the same location we are at now. Dad had this building rented to a company making and selling handmade fishing lures. He told the gentlemen we only needed the front room, because we were only expecting to sell a small volume. Once we got everything set up, we started by driving around and approaching homes for sale by owner. We would take turns going to the door trying to get our first listing... any listing.

I remember the two of us sitting in the car saying to each other, "This will be the worst it ever gets!" as we took turns knocking on doors. There was a lot of knocking before we finally got our first listing. I think, the owner gave us this house to sell because we had stopped and spoke to him so many times. One listing became two and two listings became three. We thought, if we could ever get to the monumental number of 10 listings, then we had really arrived.

By summer, Dad was passing the office with his clients in his green truck, going around the block and heading back up to McDonald's for a coffee, because my clients and I had gotten to the only desk first. We didn't even have access to a

bathroom in our one-room office. By the fall of that first year, we were both committed full-time - now we needed more space. We took over more of the building and, thank God, the bathroom! Oh, and the green trucks... happened only by accident... when Dad and I realized we were both driving green vehicles, so we lettered them up!

Scott was working full-time at the Department of Natural Resources, but he was helping as he could by running signs around at all hours of the night. That next year, Scott decided to get his real estate license because we were so busy and he planned to help us after work since he carried our health insurance. Once he took a week off of work to take the real estate course, he gave his 2 week notice and that was the point of no return. My dad was worried that we had given up the only job between the two of us with full benefits and he was especially worried we would not be able to make a consistent income.

When Scott passed the Missouri licensing test to become a Realtor, Dad and I took Scott on his first listing. The house belonged to an older, widowed lady with a bit of a language barrier. I can still remember Scott packing most of his desk to put in his new briefcase, right down to the stapler. Dad and I usually traveled light and only took an interview folder of information and forms for a new listing. Scott was eager and seemed over prepared, so we let him explain the listing contract to this new client. He was taking care of the client and explaining his new found knowledge when I realized he was only on the first page after about 15 minutes - there were six pages to that particular contract in those days.

Dad and I both wanted to help Scott as we could tell he was getting more and more nervous, so we looked at each other and excused ourselves from the kitchen table and walked a few steps out onto the back deck. Quite frankly, it was not going so well, and we could not watch anymore and keep our composure at the table - we needed some relief.

Dad and I could hear this sweet lady saying, "We go to court?" over and over in broken English. The clearer Scott tried explaining the contract to her, and all the possible outcomes,

the worse it got. She now started repeating, "I no go to court. I just want to sell my house!" Out on the deck, Dad and I were laughing so hard at this point, I was in tears and we were trying to keep it down so they did not hear us through the sliding screen door. Scott had finally explained to her that she was not going to court, but signing a listing contract.

On the truck ride back to the office, Dad and I couldn't quit laughing, and we tried to quit for Scott's sake. To this very day, all one of us has to say is, "We go to court?" and it brings us right back to that day with uncontrollable laughing. It was an appropriate welcome to McMichael Realty and the briefcase was short-lived.

We worked late at the office frequently and people would often see the light on and come in to conduct real estate or just visit. Reid Millard, would stop in when he saw our lights on and chat often with words of encouragement. We were just up at the office trying to catch up and felt we couldn't hire anyone because that would slow us down. There were many a transactions negotiated well past 10pm, because we were just going to outwork everyone else. Looking back, we did what we had to do or better said, we did what we loved to do, but it did take a toll.

Working hard, along with laughing a lot, became a part of everyday work. About 3 years into our business, we had our first child, Gavin. Combining a new baby with the amount of hours we were putting in... I still don't know how we did it. Gavin came to work with us a lot his first year and we still pulled all nighters. I remember letting a client know one night around 10pm that we would be dropping off posters outside their home sometime in the night and we didn't want them to be alarmed. I don't know why I remember this particular instance, but Gavin was in his backward facing car seat at 5am as we drove down Hwy. 94 to deliver those posters.

Now, I have to tell you about the time Scott went out of town to Colorado. Dad and I had taken for granted that Scott now measured the outside of all the houses for the square footage total. We were at a new listing, on this massive front porch, when we got our tape measurer stuck in between the boards



of this porch. Dad and I pulled and negotiated that tape, but the more we moved it, the more it became on its side, sliding down between the boards even more. Having a 20 foot tape, with not much of it visible, is a problem. So there we were, in the heat of summer, on our hands and knees, sweating through our clothes - STUCK!

Finally, inch by inch, we wedged it out with Dad's pocket knife. Once it was out, we couldn't even extend the tape back into its holder! We just wadded it into a big ball as fast as we could - like we just needed to get it out of our hands - and threw it in the bed of the truck. I think we both wanted to wrap that tape around each other's necks before we finally got it released. Quite frankly, we looked like complete idiots more than once, but hopefully you all didn't notice too often! When the owners commented on how long we were outside measuring, we just smiled and acted like all was perfect.

**I will tell you this, we worked as hard as we could, we laughed a lot, but it never got better than when it was just the 3 of us starting out.**

I think that's part of why sharing our 20 years causes such emotions for me. When I think of those past years - each and every time - the same emotions, on cue, in the same order, come over me. First, I get a huge grin. (I say grin very purposefully, because it's not a smile but a grin with a bit of foreboding like something more is to come. It's more complicated than a smile that can put a sweet closure to a conversation) Secondly, I feel a deep breath that lets out with a...Whew! (We really have seen it, been there, done it, and we just sold the heck out of it!) Lastly, I feel my heart warming, with a small lump in my throat where I have to catch my breath. That one, that one, takes me back to thinking about

each and every one of YOU.

You all just amaze me. I have to stop, smile, shake my head and laugh just thinking of all of YOU!

### **THE - PLACES - YOU - HAVE - TAKEN - US!**

From generational farms to junk yards; from bomb shelters to crawl spaces lined with canned food; from blufftops to springs; from Sunday Open Houses 2-4 to wearing masks to enter; from final walk-throughs to closings, from being chased by a peacock to getting bit by a dog, from weddings to widowers, from children to bigger houses, from lists of wants to not even knowing what you want; from walking away to driving down long lanes; from tough negotiations to easy ones; from thinking you would never get it to owning it; to wide open spaces to downsizing; from starting a new life to driving away from one.

### **We have done it all... Right with all of YOU.**

All of YOU are the ones we grew with, learned lessons from and shared a part of our lives with and considered our closest friends while we shared that time together. I've cherished and enjoyed every last one of YOU, and yes, even the tough ones.

Looking back at all the people we have met and all the different personalities - I am so amazed and I've probably learned the most from the ones of you that were tough on us. Sometimes, we may have deserved it and sometimes, we didn't. I know people say, "You can't make everyone happy." - but we sure tried. So, when writing this article, I also wanted to thank the people that - for one reason or another - were just tough. The tougher you were, the more I tried. Scott has pointed this out to me, over the years, and helped me realize how working harder can just aggravate a delicate situation even more. He has taught me the skill of just sitting back and letting things breathe. Dad taught me there are many ways to look at any given situation and just as right as I may think I am... the other person thinks they are equally as right. The experience I have gained over the past 20 years is something you have to live through one sale at a time. Our Team has done over 2,200 transactions with all of YOU and because of that, I have gained a quiet confidence. We have done a lot

more right than we have done wrong over 20 years and that is why we are still in business, but I will admit that sometimes we just couldn't see through certain situations.

A story that comes to mind is a client we had wanting to discontinue listing their house with us. I can't really remember what went wrong, but we asked the seller to abide by the listing contract and keep it listed. I think he was tired of us, and we were tired of him. Well, that was not the smartest choice for us to make. As per the contract, the Seller can decline showings, which he did from then on. You're going to see how I learned - You can be right, but still be wrong.

When the listing was over, he returned our sign and lockbox to the front porch of our office that very same day. Weeks later, when we were opening that lockbox to use on another property, all this Monopoly Money came flying out at us. I don't know how he fit that much toy money into the door of that lockbox, but he did. I didn't laugh on that day, but looking back now... I actually laugh about it.

One of my all time favorite movies is Roadhouse with Patrick Swayze. There is a part in the movie when he is explaining to a group of bouncers for a Texas Roadhouse bar that his number one rule is to be nice... be nice until you can't be nice anymore. Over the years, I have learned to keep my emotions out of transactions as much as possible, because I need to be the "calm." It's kind of like a Pitch Game when you have a hand, with enough good cards plus junk cards, that is referred to as a "deep hand." Having a deep hand and knowing what to do with it takes experience and that's what we all gained these past 20 years. (Okay, I just realized, I mentioned a bar scene and a card game all in one paragraph, but if you have watched that movie or played Pitch, I think the analogy is quite accurate.)

I am always watching, listening and just striving to do better, and so I watch all kinds of professionals in various industries. There are some great ones here in the Jefferson City area, but there are two people for which every time I encounter them, I am simply in awe of their people skills and how they have mastered their fields.

The first is Rusty Drewing of Rusty Drewing Automotive which I met long before he came to do business in Jefferson City. I met him late one night, coming out of the Columbia dealership right after he and a small group were locking the doors for the night. He flagged me down - I was really not in the mood for a car salesman - and after I told him I was just there to look at the outside of a vehicle I saw online, he asked me to pull over. (I'm picky about black paint and swirls.) That day, my engine had locked-up and Scott was out of town for a week with our son at Boy Scout Camp. That put a massive amount of work on me and I was looking in a vehicle my mother loaned to me - oh, and it was getting close to 9pm. All he knew was that some lady was driving through his lot at 9pm with my 3-year old daughter, Payten, sleeping in the back car seat, all of which looked like a shipwreck. He unlocked the business, which I begged him not to do and in 15 minutes told me to leave my car, go ahead and take the other vehicle home and we would talk in the morning. I didn't know who he was and he didn't know anything about me but my name or my circumstances, until I briefly told him about my terrible day. (He did tell me later he had Googled me at some point.)

Payten and I had not eaten anything, so we stopped into a restaurant to eat before returning home. Crawling into bed well after 11pm, I looked down and my phone and Rusty Drewing had texted me earlier that night a very nice message hoping Payten and I made it home safely and said to keep the vehicle for the week - we could discuss it once my husband got back into town. We bought that vehicle and have purchased 3 in total from his dealership since and I tell this story often.

The second is Tom Riley of Riley, Stingley and Brazas Attorney of Law. Every business needs a legal consultant and real estate companies need to consult a lawyer when transactions need legal advice. Tom reminds me how everyone needs someone on their side that can shoulder what they cannot. He is the epitome of control and has a true need to find right with a quiet tone and ease until, like in Roadhouse, you just can't be nice anymore. He is factual, truthful and has a way of making sure the truth gets out there in a carefully designed order to tell the real story. He's top of his game, and he likes fighting with facts and truth.



## Here is what I had these two have in common and it's really three simple words:

"I've got this." When I am needing service in any industry, it doesn't have to be as serious as needing legal advice, I just need someone to take over and let me know "They've got this." Experience in any industry just trumps all else and it can only be gained through time and volume - there's no shortcut. Once you have it, I believe - just like with Drewing and Riley, your clients can feel it too. They know you have got this because you have been there many times before. As the McMichael Team and I have grown, we have gained a quiet confidence and with our team's experience behind us, I feel the, "I've got this."

Running a business is not all rainbows and sunshine. We were only up and running a few years, when the recession of 2008 hit, and we had just had our first child, Gavin. Those years were just scary to see everything change and the whole industry weaken to the point of disintegrating complete companies. We just kept our head down, pulled frequent all-nighters and made one listing look like three. We have never had a business plan or any idea where this all was headed. Maybe our ability to change and adapt was more important than a precise plan.

Ken Adamson, with then Central Bank and now Jefferson Bank, would have appreciated more of a cushion during those times, I'm sure. Any business would be flat lucky to have someone like Ken quietly in the background. We are more than lucky, and I do mean pure luck, that we have had a person dedicated to caring not just about our business, but also dedicated to caring about us. Ken has given us pep talks when we needed a boost, celebrated the good times with us and knew when to slow us down to rethink something. He has always been exactly right, but he has the skills to gently and graciously let us figure it out for ourselves and never said, "I told you so." He has been like a partner in our business and we value him like no other.

In Matthew McConaughey's recent book, *Greenlights*, he talks about how he didn't always know who he WAS, but he

knew who he WAS NOT, and from there he could find who he was going to become. That speaks to me on all levels of my life. I have learned not everyone will always be happy for your success, but when you know who you ARE NOT, then you can keep on track with who you are becoming.

I have never felt we ever arrived or made it in business - there is something in me that gets up every morning and wonders if this will be the day I don't work hard enough. I know that sounds strange, because we have been successful and spent a decade among the top 3. If you would say to me, "You've been very successful." I would, seriously, never answer with a simple, "Thank you" - but shrug it off with some off-handed comment and then think I need to work harder. I can tell you our stats and be proud of them, but they never have made me feel like they reserved a spot for me somewhere.

Many of you have heard me say many times how I don't want my kids working at McMichael Realty, because I wanted them to go find their passion, not mine. About a month ago, Payten, who is 9, was in the office with me on a Saturday and walked up handing her business card to clients I was seeing off and handing my business card to. These business cards were made for her a few years ago as a joke around our office, I had forgotten about them. She kept standing beside me and would not go on, when I kept nudging her to move - that it was not the time. She was not moving and they left with a business card from an unlicensed, 9-year old, Realtor.

And then there is Gavin, my 16-year old, who I have always thought would be an engineer, or - in the back of my mind - maybe a lawyer, because he's so good at arguing. He recently mentioned if he becomes an engineer, he doesn't think that could lead to also being an entrepreneur. I have never even used the word, entrepreneur.

Who knows what the future for the next 20 years will bring. It might be a fiery, young blonde running our office with us sitting back watching, laughing and living through all the mistakes we made all over again. Maybe the entrepreneur in our son will start something entirely new. Either way, it will continue to be - It's Just Us. Helping Just You.



Over the past 20 years, so many people supported our business; from builders to developers - which we have life-long bonds with - to our colleagues in the real estate industry, but especially the people who have worked with us in our office. Every single person gave us something that has helped us get to this milestone. I have been extremely lucky to work with my husband and my dad everyday for most of those 20 years.

Scott, you have become my right hand and I yours. I am the more outgoing one, which can lead to more glory or criticism, but you are the steady one keeping me going and standing me up again telling me to "Go get it" ...You are my biggest fan. I get asked all the time how Scott and I can work so closely together in our business and still go home together happy, and to answer that question is very simple - we just get along. Sure, we have been through growing pains, but they always lead us back home. You are my home. We've learned to keep people around us that appreciate our hard work and contribute to our lives. We ride through life with determination and equal work ethic and it has been the extreme pleasure of my life to just be with you each day learning from your strength, grace and kindness.

Dad, you agreed to journey with me on this wild ride and just said, "Yes" 20 years ago. Since you were in a different phase in your life when we began, you were able to teach us how to only worry about us and not our competition. You taught us that competition is good, because it means properties are moving and there's plenty for everyone that is willing to work hard. You also taught us to always be humble enough to drink out of another man's thermos, even if you don't know who that man is. (I'll write about that one in the next magazine issue but Dad and Scott are laughing.)

Some of the things I learned from working with you: "One bird in the hand is better than 2 birds in the bush" ...Ponder that one for a while, because it was said before presenting many offers, and after 20 years, he may be right. Via my Grandmother McMichael, and passed down through my father, "Every dog shall have their day." ...Everyone gets to have their time in the limelight.

Most of all, thank you for letting me make mistakes in business that I could grow into who I needed to be. The note you left on my desk on my birthday after our 1st year in business goes ditto for me. It read, "Kris, there is no one I would rather be in business with. Love Dad"

The three of us will always be the McMichael Team - even as we transition into the next 20 years. Together we're a bit of all the best: Wisdom that could only come with age and experience. Quiet confidence that could only come with self-knowledge and self-worth. A driving force that could only come with a fear of never being the best you could be. All of those wrapped into one...well...

All of these have made one  
hell of a McMichael Team  
which got us here,  
**to 20 years.**



# 99 Normandy Circle

**SOLD**

Gorgeous home on Lake Mykee, with a dock/ swimming area. Walking into this grand home you will immediately be struck by the new wood floors, high ceilings & extras everywhere. The main area is completely open with large windows, fireplace & massive island as the focal point to gather. Remodeled kitchen has granite, designer cabinetry + impressive formal dining room. The primary bedroom features a specialty ceiling, fireplace, walk-in closet and private bath with jetted tub, shower and double vanity. The downstairs features a 4th bedroom, kitchenette, and large family room...Could be a separate apartment. Enjoy evenings on the deck or the stamped concrete patio watching lake sunsets. This home has just been completely redone from top to bottom, they are unexpectedly moving. Perfect home.



\$440K

Holts  
Summit

4

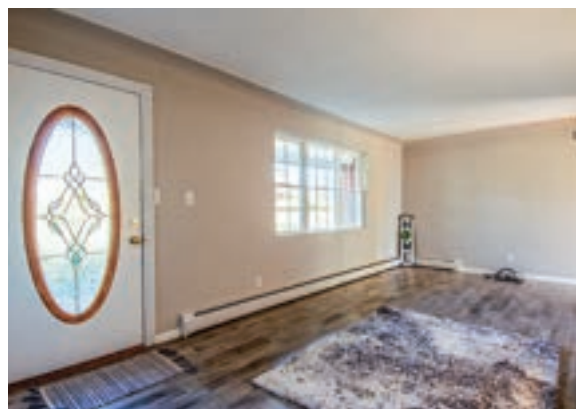


3



2,608





4309

# Rainbow Circle

Under Contract

This charming 3 Bed, 2 Bath ranch home has been updated and has so much to offer. The living room is the perfect blend of cozy and spacious. The kitchen is a chef's dream, with an abundance of counter space and cabinetry, and featuring a sizable island. Natural light fills the dining area through the door to the deck. 3 bedrooms and a bonus room that would work perfectly for an office or craft room provide lots of space for all your needs. Downstairs, the oversized family room is the perfect place to retreat and relax, and has a full bath. Host barbecues on the large back deck with friends and family, while Spot enjoys the fully fenced back yard. This house is ready to be your home. A MUST SEE!



\$219.9K

Jefferson  
City

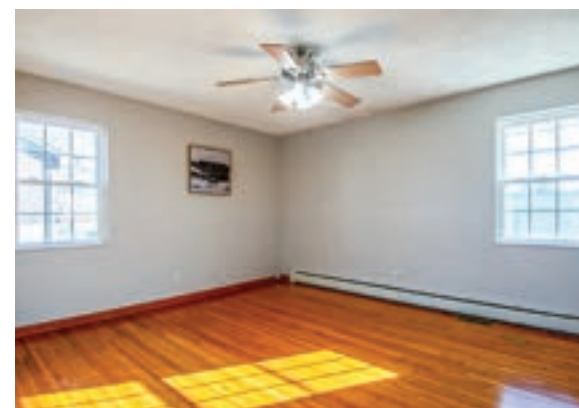
3



2



2,622



CALL (573) 690-7268 TO SCHEDULE A SHOWING



3176

## State Road AA

This uniquely charming 4 bed, 3 bath home sits on 29 1/2 wooded acres. The sizable living room features a great picture window which offers plenty of natural light and an open floor plan that flows into the modern farmhouse kitchen. The large family room is perfectly sized for gathering all your family and friends, while the sunroom is a great space to relax with a glass of tea and watch the world go by. The spacious primary bedroom has an abundance of closet space and its own private bathroom. This home has been well taken care of and has had many updates; in 2020 a new roof & gutters & new siding were installed, and in 2022 new flooring was installed throughout most of the home. The 40x40 Shop has 4 overhead doors (3 car-garage). This home has something for everyone!



\$429.9K



Holts  
Summit



4



3



2,937

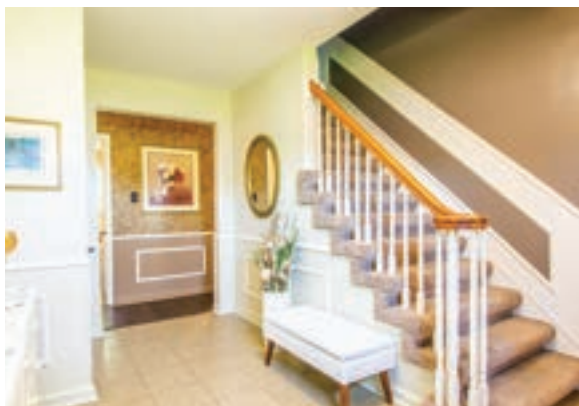




130

## Angel Lane

This 5 bed, 2 1/2 bath home with numerous updates is nestled on 6.5 level acres in a quiet subdivision with easy access to neighboring cities. Enter the spacious foyer that flows into the formal dining room. The kitchen features granite countertops, abundant cabinetry, a gas range + electric oven. Enjoy time with friends & family in the living room by the fireplace or step out onto the patio to take in the view. With another room on the main level that could be used as bedroom & 5 bedrooms upstairs, this home has plenty of space! Downstairs boasts a large family room, library with built-in bookcases, & plenty of storage. The wooded acreage has tons of potential while the open areas are perfect for lawn games, gardening, or adding a pool. Rare blend of in-town living with country privacy.



\$398.5K

Holts  
Summit

5



2.5



3,524



**CALL (573) 690-7268 TO SCHEDULE A SHOWING**



12204

## Dogwood Drive

This home is between JC/HS (above the Hwy. 63 corridor) right at the Katy Trail in the prestigious Bluffmount Estates. Having 5 garages, 4 bedrooms & 3 baths, this home is spacious. The scenic neighborhood is only the beginning when you enter this home. Fresh paint & flooring are throughout, with a great room, kitchen and office (built-in desk and shelving) on main. Decking, both covered & uncovered, lets you feel the nature of the surrounding woods. The master has a private bath & separate laundry room right next door with built-in everything! Downstairs has a family room, bedroom & 2 separate garage areas, totaling 3 garage doors. Lennox heating/cooling, water softener, central vacuum & tons of storage. This home is a must-see as this area rarely comes on the market. Spot will love it!



\$399.5K

Holts  
Summit

4



3



2,630



**CALL (573) 690-7268 TO SCHEDULE A SHOWING**



1592

## Summit View Drive

Come see this 4 bedroom, 3 bath home on 2+ acres of wooded privacy. Nestled behind the neighborhood, for a secluded feel, this home has room for all your hobbies and equipment with 2 garages on the main and 2 full ones out of the basement. When entering, you will love the designer colors that make this home a cheery place for everyone to enjoy. The main level, has a split bedroom, open floor plan with a kitchen you will gather around. The abundant oak cabinets are accented by the hardwood floors that lead into the dining area. BBQ out the back deck or on the covered patio area with only your woods behind. Downstairs is an oversized family room along with a half bathroom, 4th bedroom with its own bathroom, and 2 car garage. This is a home you must see!



\$245K



Holts  
Summit



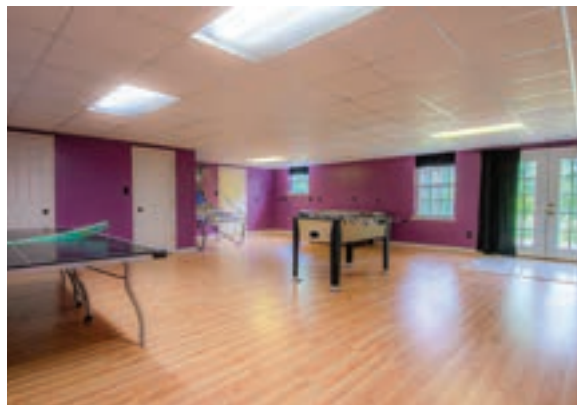
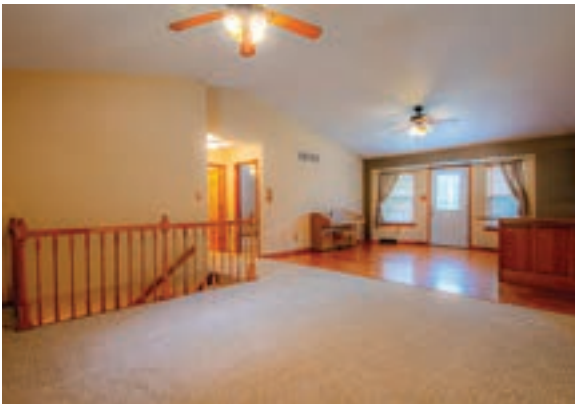
4



3.5



2,948





13

## Echo Bluff Spur

This must see new build is nestled down a private drive on 5 wooded acres at the beautiful Bluffs Development. The one-level home has an open floor plan which opens up the living room and kitchen into a focal point. Lasting laminate flooring is throughout, including the primary bedroom, with carpet in other two bedrooms. Everyone will gather in the designer kitchen with oversized island area, all appliances (including refrigerator), gorgeous custom cabinetry, and granite countertops. The split bedroom plan leaves the primary bedroom a place to relax by stepping into the tiled shower with glass door plus 2 vanities. This home offers the stunning beauty of nature, the feeling of privacy and seclusion, and yet is just 5 minutes away from the Missouri River Bridge



\$419K

Holts  
Summit

3



2



1,646



**CENTRAL MISSOURI**  
INSPECTION SERVICES

**Zachary Carey**  
Owner/Home Inspector

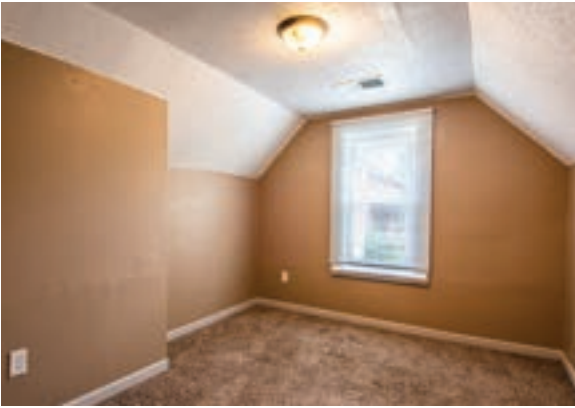
**Richard Ives**  
Home Inspector

*Call today!*  
**573-694-0994**

CentralMOis1@gmail.com



**CALL (573) 690-7268 TO SCHEDULE A SHOWING**



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217

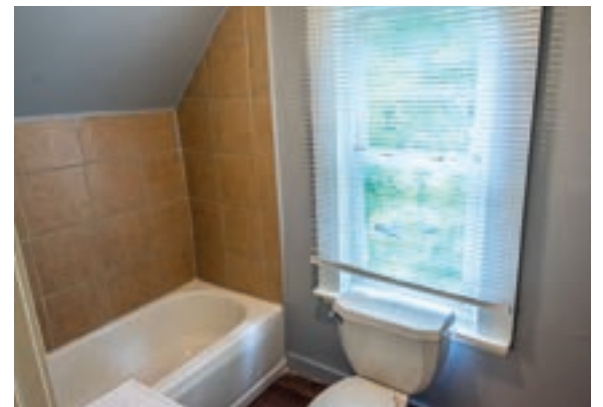
## Olive Street

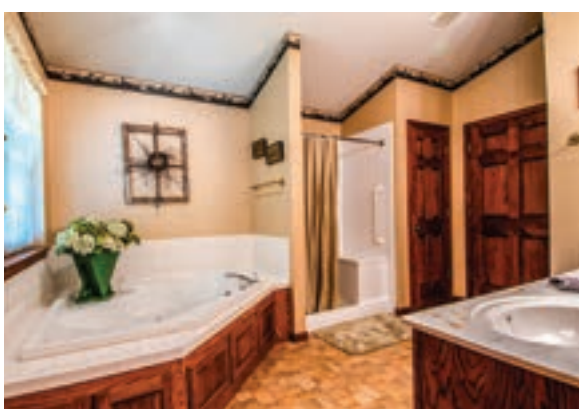
Remodeled 4 bed, 2 bath home with a new roof and water heater installed six months ago, and countertops and appliances had been replaced a year ago. Primary bedroom located on the main floor. It has a nicely sized backyard for gatherings. Come See! Sale is "As is". \$1000 concession for shrubs



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 \$124.9K  Jefferson City  4  2  1,799





12133

# County Road 4040

**SOLD**

Gorgeous 4 Bed, 3 Bath home on 3.4 acres in the peaceful Whispering Woods Subdivision. Entering the home, you'll notice the warm wood floors of the kitchen/dining combo and the ample cabinet space. Vaulted ceilings in the living room give an open and airy feel, while the fireplace provides a cozy focal point. Step out onto the back deck for a beautiful view of the backyard. The primary bedroom features a specialty ceiling, jetted tub in the private bathroom, large walk-in closet, and access through french doors to the screened in porch. There are two more bedrooms on the main level, and the downstairs features an oversized family room, a sizeable additional bedroom, and full bath providing plenty of space! This house has been well-maintained and the roof was just replaced last year.



\$379.9K



Holts  
Summit



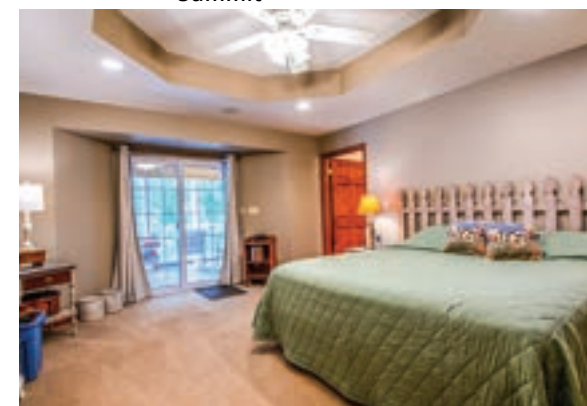
4



3



3,368



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Heather Hagner

*2nd VP - Mortgage Loan Officer  
NMLS#673311*

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10780

## Old US Hwy 54

This gorgeous like-new home is in the latest section of the prestigious Southwind Meadows Development. This one level home has an open floor plan with 1640 finished sq. ft. When entering, the tall ceilings of the living room make this space look grand as it leads into the kitchen with custom cabinets by J & J Custom Cabinetry. The rich, medium tones of the knotty alder wood make these cabinets stand out as the focal point of the main part of the house. An oversized island is just perfect for doubling the workspace while you cook in this luxurious setup with many extras like nickel finished hardware, pull out trash bin, appliance suite, built in silverware divider, soft-close cabinetry and many extras. The primary bedroom features a large private bath and oversized walk-in closet. This home is handicapped accessible. There is plenty of storage space in the garage. Must see!



\$314.9K

Holts  
Summit

3



2



1,640



**CALL (573) 690-7268 TO SCHEDULE A SHOWING**



11999

## Paradise Ridge

Under Contract

DUPLEX FOR SALE: 2002 construction, 2 oversized bedrooms, 2 baths, 1 car garage on 2 acres located just miles from Holts Summit. Each unit has an open concept with ample amount of natural lighting. Buy the duplex, live in one side and rent the other for extra income, or rent out both units. Either way, the investment opportunity could be great. Don't miss out!



\$170K



Holts  
Summit



2



2



2,700



JEFFERSON CITY, MO  
573-635-6614

**MAKE THE SWITCH. CALL TODAY!**




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 Lot 1
 

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## County Road 385

This must see new build by Kenny Shelton Construction is on 4.12 acres w/ NO RESTRICTIONS! The 4 bedroom +5th bedroom (office), 3 bath home has an open floor plan. The designer kitchen has custom cabinetry made out of knotty alder with a customized drawer design, oversized island and specialty lighting. The rich wood floors on the main are just stunning as they span the open area of the living room and kitchen. The primary bedroom leads into the bathroom with tiled shower & floor, plus double sinks with the same custom cabinetry. There is a full kitchen down (except stove) with an expansive island to gather around. There is a spacious family room & theater room (no equipment), storage & 3rd garage make this home have something for everyone with wooded acreage behind.



\$555.9K

Holts  
Summit

4



3



3,726

(Photos are of similar finished home, same floor plan)



**CALL (573) 690-7268 TO SCHEDULE A SHOWING**



Lot 2

## County Road 385

SOLD

This gorgeous 3 bed, 2 bath new build is all one level and is located on 4 +/- acres. Enter into the oversized great room, which flows through an archway to the spacious kit/din combo with granite countertops, specialty ceiling, and custom grey-stained cabinets with tile backsplash. Enjoy your morning coffee or long evenings watching the sun set from the covered patio overlooking this gorgeous level 4 acres. Primary bedroom has coffered ceiling and walk-in closet. The attached private bath features double sinks, custom cabinets, and beautifully crafted tiled shower with full glass shower door where you will want to soak up the steam. The 3 car garage offers plenty of extra space for all your recreational toys! This home is one of those hard to find new builds in the country on acreage!



\$399.9K



Holts  
Summit



3

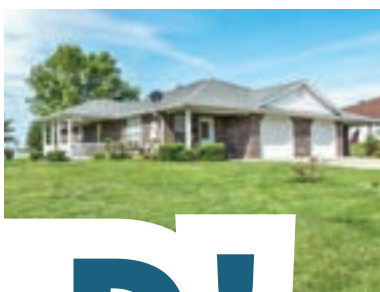


2



1,753





**SOLD!**



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BUILD IT

## Lots & Land



# Legacy Estates

Main Level is a minimum of 1,450 sq. ft.

Split-Level is a minimum of 1,500 sq. ft. *(with 900 on the Main Level)*

Two-Story is a minimum of 1400 sq. ft. *(with 900 on the Main Level)*

Front side of the home shall be brick or approved hard surface





Just on the edge of town and minutes from direct access to Hwy 54! This upscale development features wide, paved streets and lots ideal for walk-out basements, many with wooded backyards. Several phase 1 lots are available and ready for you to build your dream home! Come take a drive through this wonderful development with many beautiful homes already constructed! Utilities include city sewer, electric and water.

Call the McMichael Team, today! (573)-896-9991.

**CALL (573) 690-7268 TO SCHEDULE A SHOWING**

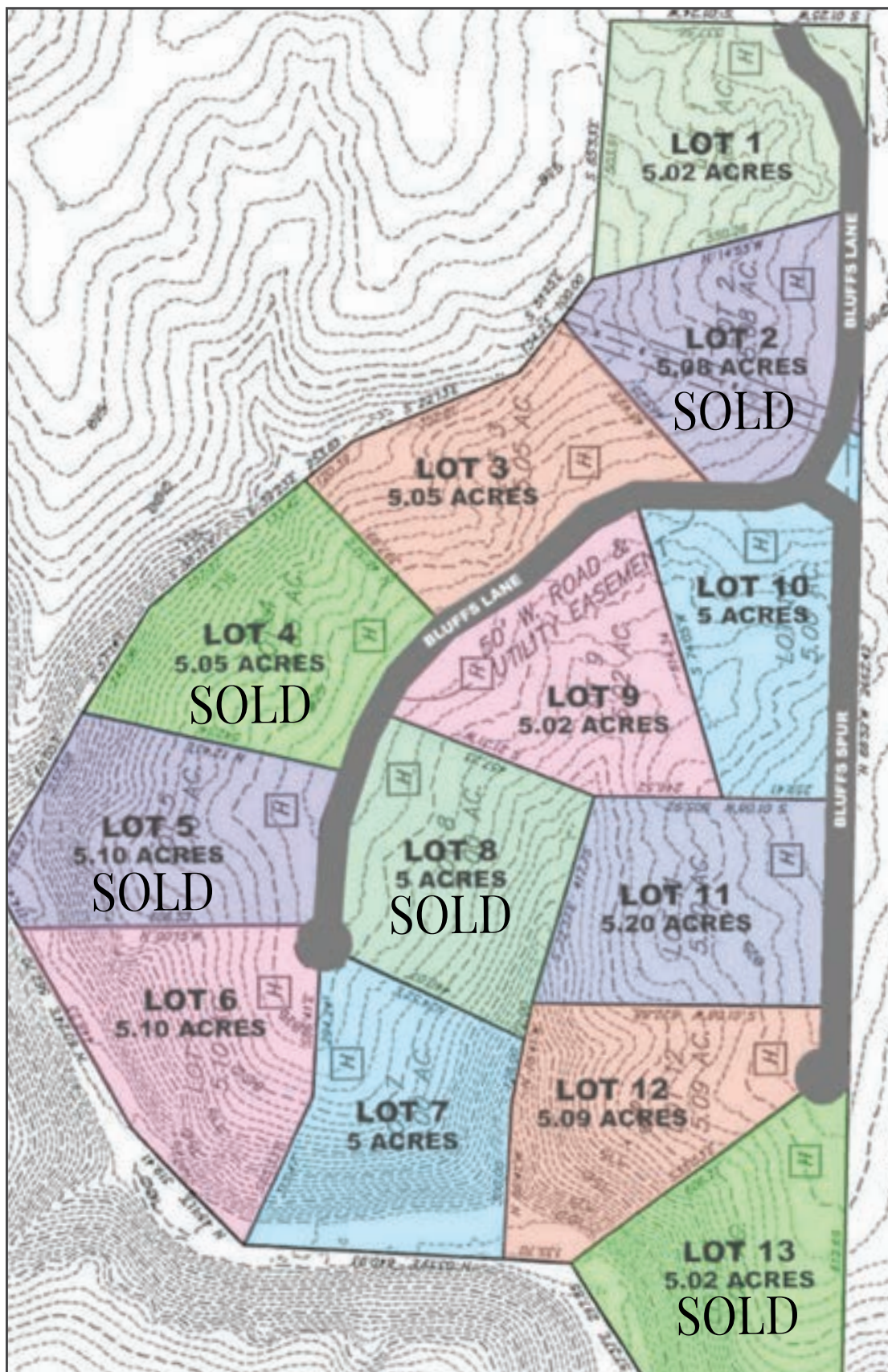


— Lots 1-13 —

## The Bluffs

Several secluded places have been broke open recently & this one is my childhood favorite! Our family's land bordered the back part of what we called, "The Bluffs." Just across from here is where we used to sneak across, so I know every inch of this place, formerly the Rich Homestead. The first section was broke as city lots, but finally to the back, it was worth the wait! Every 5 acre lot is different, with some backing up to a series of bluffs & creeks; some are grass with woods as the back border; and some are solid woods. Perfectly placed off the prettiest ridge I have seen. Min. of 1,500 fin. sq. ft., no lagoons, private road, county water, Ameren Electric plus Callabyte High-Speed Internet. Put your hiking boots on and let me show you "The Bluffs" (without sneaking in this time)!





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## Sterling Ridge

Finally, we are the Best LOTS in the Sterling Ridge Development. This pristine development follows the contour of a wide ridge, allowing for large lots and paved streets + sidewalks in the county! Just 5 minutes from the MO River Bridge and (as the crow flies) on a close bluff to the Canterbury Winery, this development has the first phases of all custom homes that are immaculately kept. The yards are groomed & ready for a "Best Yard" competition, if there were one. Electric, water, & a subdivision treatment facility for waste water are all in place. There are mature trees making some lots very suitable for full walkout basements. There are also lots that would be ideal for larger slab homes if you are desiring to keep it all on one level. (Holts Summit)





TBD

## Business 54

This commercial lot is one of the last along the Business 54 stretch. This location fronts Business 54 and also backs nicely up to Tennyson Road as well. No subdivision restrictions are on this tract of land. Could be used for a new business site or any type of commercial use.



\$100K



Fulton



1.6 Acres

TBD

## Angel Lane

SOLD

0.79 acre lot on a quiet, wooded cul-de-sac. Water, city sewer, electric and gas are available. Lot is primarily wooded, allowing for many recreational opportunities. Located at the end of a cul-de-sac, the entire subdivision only has a few houses on it. Even though you are in the city, because of the seclusion, you will think you are in the country. The seller had custom house plans drafted specifically for this lot. See attachment.



\$24.2K



Holts Summit



.79 Acres

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## Autumn Ridge Drive

**Under Contract**

0.96 acre lot for sale conveniently located minutes away from the Missouri River Bridge, minutes away from Highway 63 (to Columbia), and minutes away from Holts Summit. If needing a lot for commercial use, a duplex lot, or a triplex lot, you will want to see this property.



\$30K



Holts Summit



.96 Acres

9613

## Engineers Road

Weekend getaway spot for your camper conveniently located across the road from the Osage River on Engineers Road (Osage City). Public water is available at the meter on the property. Electric is available, but will require a meter to be set. Boat ramp access to river is across the street. Come spend your weekends with your favorite people and Spot!



\$35K



Jefferson City



.22 Acres



## Kayla Lane

7.8 acres close enough to be convenient yet, far enough away to be country. There are several locations on this 7.8 acre tract you will find to be ideal building sites. Surrounded with hardwoods, beautiful trees, privacy. Come see!



Holts  
Summit

7.8  
Acres



## Kayla Lane

7.9 acres close enough to be convenient yet, far enough away to be country. There are several locations on this 7.8 acre tract you will find to be ideal building sites. Surrounded with hardwoods, beautiful trees, privacy. Come see!



\$98.75K

Holts  
Summit

7.9  
Acres

## Sky View Drive

This 4.6 acre lot is conveniently located just minutes from Highway 54. If you need a lot to build that dream home, this is the lot for you. Come see!



\$63 .9K

Holts  
Summit

4.6  
Acres



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**LOTS 10 & 11**


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## Dereks Way

Located at the end of a private street, this lot is a perfect opportunity for anyone looking to build a townhome, or duplex with utilities (County Water, Ameren Electric, gas, and Sub Treatment Sewer) already available. Situated in a mature subdivision and located just off of County Road 4036. Nestled just two minutes for the MO Rover Bridge at the heart of Jefferson City and easy access to the Columbia corridor. Lying just perfectly for a walkout basement or single level home, this land is situated in a superior spot, offering a beautiful view of the terraced backyard and woods.

**LOT 10****LOT 11****\$28K****Holts Summit****.36 Acres****\$28K****Holts Summit****.28 Acres**


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**64**


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## Opossum Trot Road

This generational farm is nestled back in the woods on a one-lane road leading to 96 acres. This land is bordered by a rock bottom creek (having fish) with established woods, bottom ground, hay fields and wildlife. The farmhouse is still on site which was built in the 1800's and the other part in the 1960's - partly insulated. It has an earthquake proof well - cased 640 ft. deep, 180 ft. lined, pump set at 350 ft., water level 150 ft. - and a 750 gal. septic tank. This land is partly fenced for cattle and 6-8 deer are yearly hunted off this land. An abundance of other smaller wildlife are here as well. Firewood has been cut in the woods for winter. This land has raised a generation but the land is ready for returning to its former glory, to be reworked by new owners.

**\$675.29K****Bellflower****96.47 Acres**

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**MIDWEST**  
**TITLE & ESCROW, LLC**



2316 St. Mary's Blvd. Ste. 110, Jefferson City, MO 65109

Phone: (573) 635-0615 Fax: (573) 635-0724

# Happy New Year!

An optimist stays up until midnight to see the new year in. A pessimist stays up to make sure the old year leaves.

You can get excited about the future. The past won't mind.

In 2023, we hope you make some mistakes. If you're making some mistakes then you're making new things, learning, living, pushing yourself, changing yourself, changing your world, and more importantly - you're just doing something.

What the New Year brings to you will depend a great deal on what you bring to the New year.

It is never too late to be what you might have been.

Make small changes in your life to see big results.

Tomorrow is the first blank page of a 365-page book.

Celebrate endings... for they precede new beginnings.

Don't cry because it's over. Smile because it happened.

Like the dreams of the future better than the history of the past.

Your present circumstances don't determine where you can go. They merely determine where you start.

Cheers to a new year and another chance for us to get it right.