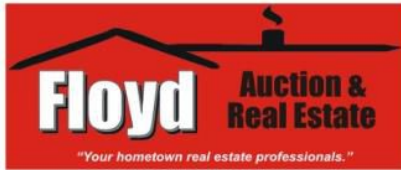


CHAMBER MEMBER SPOTLIGHT



This chamber member spotlight features **Floyd Auction & Real Estate, LLC.**

Tell us a bit about your business.

Floyd Auction & Real Estate, LLC is *Your Local Hometown Real Estate Professionals.* "Our job is to assist you, either as the Seller in marketing or as the Buyer in purchasing real estate. We also provide real and personal property live auctions, as well as online auctions through our online company **Amber Waves Auction.**"

What got you interested in real estate and auctioneering?

"I spent a large portion of my youth following my dad Lon and Larry Giefer to auctions all across south central Kansas. These experiences led to a passion to assist Buyers and Sellers in all of their real and personal property marketing needs."

Mike and Susan obtained their real estate licenses and started selling real estate with Larry Giefer as their broker in 1999. They then opened their office and began selling homes and land in the local market. After the passing of Larry Giefer in 2011, Mike and Susan changed the business name to **Floyd Auction & Real Estate, LLC** to continue to serve the real estate needs of Kingman and surrounding communities. "This was important to us to have our own small business as that is the foundation of a small community like Kingman."

Since starting your business, what has been your biggest win?

"Becoming diversified with other avenues of business has been a huge win for us as real estate is an industry that fluctuates throughout the year. In 2017, we started our new company **Amber Waves Auction, LLC** as another auction service for our customers that want to sell just a few items without taking everything to a live auction."

We now market and sell through AuctionTime.com. This opportunity has afforded our customers great advantages in selling their equipment with worldwide marketing by bringing a much broader base of Buyers all while keeping it local. We strive everyday to bring the absolute best local service to our real estate Sellers and Buyers as well as our live and online auction customers. **Amber Waves Auction, LLC's** motto is *Local Service, Global Marketing.*"



What makes you different than other agents?

"Over the last several years, Kingman has noticed an increase of real estate agents from outside the area. This has been a challenge as it has been assumed by some sellers that those agents are able to offer better marketing of a property simply because they work for a large, widely known company. This has proven to be a misconception as **Floyd Auction & Real Estate, LLC** and it's realtors are able to offer the same online marketing, social media marketing, local advertising, and additional services just like the competitors, if not better."



“Where else can you walk in and personally talk to your realtor one on one at any time between 8 am and 5

pm? With a local realtor, you are guaranteed superior customer service. Our services are also available after hours and weekends by appointment. Our local realtors have the knowledge and hometown touch that other agents just cannot provide. We pride ourselves on representing what Kingman and surrounding small town offer — a *great sense of community.*”



What are your personal goals right now?



“Whether we are selling a home, assisting a Buyer, working a live auction, or selling online, our ultimate goal is to offer an optimal buying and selling experience to the people of our community. We are your local hometown real estate professionals and failing our community is NOT an option.”

Do you have a favorite or common phrase you like to use?

“SQUIRREL!” - Mike Floyd

Floyd Auction & Real Estate is located at 309 N Main in Kingman. If you have questions about your next auction or want to know about current listings, you can reach them at 620-532-1887.

For more information on services and listings, be sure to check out www.floydsells.com

This Chamber Member Spotlight has been brought to you by the Kingman Area Chamber of Commerce.

Thank you for supporting your community! We are Kingman proud.