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Longtime real estate industry leader, Christian Barnes, is now a top national female principal owner

Barnes is the new majority owner and CEO of Better Homes and Gardens Real Estate Kansas City Homes, the city's third largest real estate brokerage

OVERLAND PARK, Kan. (Nov. 10, 2020) – Christian Barnes is the new president and CEO of Better Homes and Gardens Real Estate Kansas City Homes, the third largest brokerage in Kansas City. In an industry traditionally dominated by men, the longtime industry leader becomes one of real estate's top female principal owners. Barnes succeeds the firm's founder, David Cooper, who will remain with the company in an advisory capacity.

Today, Better Homes and Gardens Real Estate Kansas City Homes, with eight offices and 450 agents, is the fourth largest affiliate in the Better Homes and Gardens Real Estate network based on 4,335 properties sold, and a sales volume of \$1.4 billion. Barnes is now the top-ranking female principal owner in the national BHGRE® network and the fourth highest-ranking female principal owner in the Realogy family of brands.

Barnes, who began her career as a real estate agent with Better Homes and Gardens Real Estate Kansas City Homes nearly 13 years ago, was a single mom who worked her way up the leadership ladder. She joined the company in 2007 as a sales associate after a career in television advertising sales, and most recently served as Director of Career Development. In this leadership role, she instituted a strategic business planning program for agents, which resulted in a 35% increase in unit production. Barnes also refined the company's training system, increasing learning sessions by 276% over last year.

"When this opportunity was presented by David, I was excited to build upon the company's many accomplishments and guide it toward continued growth," said Christian Barnes, president and CEO of Better Homes and Gardens Real Estate Kansas City Homes. "I have a fierce loyalty to this company and the BHGRE brand. I've been able to experience the BHGRE® brand as an agent, as a member of management, and now as an owner. I can honestly say this: there is no other brand I would want to be associated with. I am honored to carry the torch of leadership and be at the forefront of helping the next generation of real estate leaders reach their highest potential," said Barnes.

Over the years, Barnes' hard work and dedication to her job, her clients, the community, and the industry, was recognized and honored through several prestigious awards. Recently recognized as Realtor® of the Year by the Kansas Association of REALTORS®, Barnes is also active in the leadership of the National Association of REALTORS®. She is currently a member of its prestigious Leadership Academy, a year-long intensive leadership program for just 18 REALTORS® from across the nation. Barnes has also been

chosen to lead NAR's 2021 Commitment to Excellence committee, and in 2022, she will serve on the extended leadership team.

"From day one, Christian embraced the real estate business and achieved great success as an agent and in management," said David Cooper, the former president and CEO of Better Homes and Gardens Real Estate Kansas City Homes. "She inspires people to reach their highest potential through leadership, skill development and impactful coaching. With Mike and Chris, she has assembled an excellent management team to complement her many strengths. Together, they will ensure business continuity and achieve new growth milestones for the company and continued success for the agents," said Cooper.

In addition to Barnes, company ownership includes Mike Belzer, who has served as an owner and the firm's Chief Financial Officer since 2004. Belzer will remain as CFO, overseeing the budget strategy and financial operations of the company. Christian's husband, Chris Barnes, a successful entrepreneur with a track record of growth in manufacturing, technology and transportation, will assume the COO role, providing a unique perspective to spur innovation at the firm.

"Christian is a proven leader and I'm excited to explore new ideas with her and Chris as we grow," said Mike Belzer, CFO of Better Homes and Gardens Real Estate Kansas City Homes. "As the next generation of leaders of the company, we are looking forward to evolving and growing as we meet the needs of home buyers and sellers, today, tomorrow and into the future," said Belzer.

About Better Homes and Gardens Real Estate Kansas City Homes

Since its inception in 2004, Better Homes and Gardens Real Estate Kansas City Homes has grown to encompass eight offices and more than 450 agents serving the greater Kansas City market. With a corporate office in Overland Park, Kansas, Better Homes and Gardens Real Estate Kansas City Homes is the fourth largest affiliate in the Better Homes and Gardens Real Estate network with 4,335 properties sold, and \$1.4 billion in sales volume.

About Better Homes and Gardens Real Estate LLC

Better Homes and Gardens Real Estate LLC is a dynamic real estate brand that offers a full range of services to brokers, sales associates and home buyers and sellers. Using innovative technology, sophisticated business systems and the broad appeal of a lifestyle brand, Better Homes and Gardens Real Estate LLC embodies the future of the real estate industry while remaining grounded in the tradition of home. Better Homes and Gardens Real Estate LLC is a subsidiary of Realty Holdings Corp. (NYSE: RLGY), a global leader in real estate franchising and provider of real estate brokerage, relocation and settlement services. The growing Better Homes and Gardens® Real Estate network includes nearly 13,000 independent sales associates and more than 370 offices serving home buyers and sellers across the United States, Canada, Jamaica, The Bahamas, Australia and New Zealand. Better Homes & Gardens® is a registered trademark of Meredith Corporation licensed to Better Homes and Gardens Real Estate LLC and used with permission. An Equal Opportunity Company. Equal Housing Opportunity. Each Better Homes and Gardens® Real Estate Franchise is independently owned and operated.

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