

# TOP AGENT MAGAZINE

## Jeb & Ginger Blasingame



Real estate is truly a family affair for husband and wife Top Agents Jeb and Ginger Blasingame. The two met at a real estate conference and are co-owners of Star Realtors, an agency Jeb's father founded in 1975. Jeb and Ginger both became licensed REALTORS® in 2001, after working in and around the business for many years.

With offices in Granite City and Swansea, and the support of a highly trained and talented team, they are able to close on an average of 600 properties a year, an incredible accomplishment, considering the challenges they face. "Our market is two to three years behind what's happening in the rest of the country, so property values haven't returned to pre-recession levels," Ginger says. Still, they remain one of the top agencies serving Metro East Illinois.

In addition to Jeb and Ginger, the Star Realtors team includes five full-time Buyer Specialists and eight support staff team members. "We have an amazing support staff, most of whom are going on five or more years with the team," Ginger says. "Everyone knows and is very good at their specific job and focuses on that," Jeb adds. Both agree it is that support that allows them to focus on doing what they do best: negotiating great deals for their clients.

Clients who have worked with Jeb and Ginger often remark upon their honest, consistent communication as one of the things that sets them apart. "We follow through and do exactly what we say we're going to do," says Ginger. "And we hear time and time again how that's not what clients are used to." Jeb adds, "We're constantly in touch—at

least once a week, if not more." They have a team member dedicated to solely that purpose, as well as a Communication Guarantee. "I tell clients if they don't hear from us, they can fire us on the spot," Jeb says.

Their combined extensive knowledge and experience relating to all aspects of the business is something else that gives Jeb and Ginger an advantage. "We have come across pretty much everything that can happen during a transaction," Ginger says. "No problem is too big; as long as everyone is willing to work on it, we can figure out a solution."

Jeb and Ginger find it rewarding to see the smiles on clients' faces when they find the perfect house or they sell a home they've been trying to sell for a long time. "It feels great to be part of that," Ginger says. "We specialize in selling homes other agents fail to sell," she continues. "Clients are so happy when the home sells and they can finally move on with their lives."

The team supports the community by raising money for the Kidney Foundation, a cause that's close to their hearts. "Jeb donated a kidney to his nephew," Ginger says. "So it's something that's very special to us."

Looking to the future, Jeb and Ginger have plans to grow the team so they can continue to offer the high level of service they're known for. "We receive around 1,200 buyer calls per month," Ginger says. "And any lead that comes in gets a call back within five minutes versus the industry average of 16 hours!"

To learn more about Jeb and Ginger Blasingame of Star Realtors, call 618-876-0024  
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or visit [www.SoldByStarRealtors.com](http://www.SoldByStarRealtors.com)