



▶ real producer

By Carol Rich
Images by Wes Mosley

KYLE EDWARDS

KELLER WILLIAMS CLASSIC PROPERTIES REALTY

Kyle Edwards, Keller Williams Classic Properties Realty, is known for his strong work ethic and commitment to getting the details right. But as diligent as he is in his work, Edwards is equally dedicated to maintaining calm and harmony in his personal life.

“Balance is everything,” he said. “I love the hustle and bustle of real estate — and pleasing people and answering their questions — but everyone has to have balance in their life.”

Growing up, Edwards spent summers working with his grandfather, Dave Edwards Sr., the president of Edwards Steel. His grandfather’s work ethic and conscientiousness made a powerful impression on Edwards — who today mirrors these traits himself.

Edwards is a member of one of central Ohio’s best-known real estate families — and family members shaped his interest in home sales and introduced it as a career option. His father, Jim Edwards, is a REALTOR® who provided him with early industry inspiration by taking him along to open houses. Edwards’ great uncle, Pete Edwards Sr., is a residential and commercial developer who launched high-profile Columbus area projects that include the Brewery District and Tuttle Crossing.

“My mom is athletic and very competitive in a fun way,” he said. “She always pushed me to be true to who I am, but to excel and try 100 percent.” Growing up, Edwards channeled his own love of competition into sports.

In 2005, he graduated with honors and a finance degree from Elon University, where he played men’s Division I soccer and was a varsity letterman.





After college, Edwards wanted to move somewhere new that would test his limits both personally and professionally – a place where he didn't know anyone or have a safety net. So he relocated to St. John, U.S. Virgin Islands. At St. John, he met a bar/restaurant owner who hired him on the spot, and he became the business's manager. In 2007, Edwards' brother, Curt, opened a fast-casual pizza restaurant in the heart of downtown Chicago and recruited Edwards to join him. After growing the business for three consecutive years, the brothers were ready to leave Chicago for other opportunities, and they sold the restaurant.

"I was dating my wife, and she asked me, what are your long-term career goals?" he remembers. "I thought, I love to work with people. I grew up in real estate, so I started planning it all out."

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I WAS TRAINED BY MY FATHER TO PROVIDE GOOD CUSTOMER SERVICE, UNDERSTAND YOUR MARKET AND LET THE BUSINESS GROW ORGANICALLY.

Edwards moved back to Columbus and joined his dad's Edwards Team, Keller Williams Classic Properties Realty. "I was trained by my father to provide good customer service, understand your market and let the business grow organically," he said.

From the start, Edwards knew real estate was the perfect fit for him. "I loved every bit of it," he said. Even performing small tasks, like putting up For Sale signs or loading listings, made him happy, and he appreciated the day-to-day freedom and diversity. "I got licensed in 2010, and I've been selling ever since," he said. "I'm excited and honored to be in the industry."

Edwards went out on his own in 2019 as a solo REALTOR® with Keller Williams Classic Properties Realty. Today he has an operations manager and transaction coordinator, Alexis Bowman, and an executive administrator, Sarah Boyd. Both excel in their roles, which has allowed Edwards to focus more on work-life balance and growing his business.

Edwards says he values the guidance and support he received from mentors like his dad and Colby Byrne of the Byrne Group with Keller Williams Classic Properties Realty so much that

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Sarah Boyd, Alexis Bowman, and Kyle Edwards

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he always advises new agents to find mentors. “Mentorship is big for me,” he said. “It offers you different perspectives and insights to help you grow as a REALTOR®. Never think you know everything or that you can do this job by yourself. Mentors are key.”

Edwards lives in Upper Arlington — the third generation of his family to do so — with his wife, Christine, the

director of client services for Origo Branding. The two have a daughter, Quinn (9) and a son, Levi (7), plus a French bulldog named Nova.

Edwards has a passion for fly fishing — an interest he shares with others in his family. “Both of my grandfathers were into fly fishing. They would take my father, brother and me on a fly fishing trip every year to places in northern Ohio, Wyoming,

Idaho and Colorado,” he said. “I just love being out on the stream, connecting with nature. It allows me to be present and is a form of meditation for me.”

Edwards shares his love of the outdoors with his wife and their two children, who also enjoy fly fishing and camping.

Music is another passion for Edwards. “My parents were always playing music in our house while I was growing up.



Quinn, Kyle, Levi, and Christine Edwards



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TO BE IN THE INDUSTRY.**

My dad was big into 60s and 70s rock, and I took to it at a young age. I remember being in grade school and staying up late, sneaking a radio into my room to listen to the Grateful Dead hour.” Edwards says he is always listening to music. It helps him to focus his thoughts and be calm. He can often be found at live concerts around town, enjoying many different genres of music.

Music and nature help Edwards achieve work-life balance. “In my business life,” he said, “I draw on my personal and professional experiences to provide clients with a tailored approach, placing value on exceptional customer service, hard work and fun.”

