

# JEN KOSTOS TOMMY PARTIN



## BUILDING A LEGACY

### ▶▶ trailblazer

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*Jen Kostos has built a thriving career that combines her love for helping people and her diverse life experiences. Licensed in 1999, Jen's journey in real estate has been shaped by a deep-rooted commitment to her clients and a passion for making homeownership dreams a reality.*

Growing up in Cleveland, Jen has spent her life developing essential skills that have proven invaluable in her real estate career. As a mother of four, she mastered multitasking, communication, and patience – qualities that seamlessly transitioned into the dynamic world of real estate.

The profound sense of purpose and the journey of growth she has shared with her children has become a driving force that continues to shape her path. However, it was in the moment that her first child was born that laid the foundation for her commitment to family and the values that guide her both personally and professionally. She reminisces, “The moment I looked into my first born's eyes gave me purpose in life as we grew up together.”

Jen's international experience, having traveled to over 25 countries, has enriched her career in unexpected ways - citing the exposure to diverse cultures and people has honed her communication, organization, adaptability, and teamwork skills. This global perspective has undoubtedly contributed to her success in understanding and serving a wide range of clients.

A game-changer in Jen's real estate journey however was the involvement and addition of her eldest son, Tommy, to her business in 2006. The addition prompted the beginning of the Partin Kostos Team, now with eXp Realty. Starting as an assistant, Tommy has evolved into a vital member of their team as an agent, team lead, mentor, and coach. Together, they have created a dynamic and successful partnership, and have expanded their team with agents playing at the top of their game, achieving stellar success that is unparalleled.

The majority of the team's business stems from long lasting relationships and referrals. The team's persistent spirit, strong negotiation skills, and a service-obsessed attitude all combine to create an exemplary approach to the real estate industry, with a strong focus on customer service. Locally known and globally connected, the team has earned awards such as, “Salesperson of the Year”, multiple “5-Star Customer Service”, and “Top Selling Team” awards.



Addressing the challenges posed by the COVID-19 pandemic, Jen and Tommy demonstrated resilience and innovation. They spearheaded the creation of the “Virtual Digz” service, allowing clients to buy and sell properties with minimal physical contact. Leveraging virtual options like Dotloop, 3-D virtual walk-throughs, and Zoom meetings, the team adapted to the changing landscape, ensuring clients’ needs were met with creativity and efficiency.

Passionate about helping their clients achieve their lifelong dream of homeownership, Tommy emphasizes the role of technology in staying connected and providing efficient service. Their commitment to putting clients’ best interests first and working diligently for a minimum of five hours each day is the advice they impart to the next generation of top producers.

Reflecting on her journey, Jen advises her younger self to, “Live every day as if it were your last and don’t sweat the small stuff!” They find fulfillment in meeting new people every day and witnessing the diverse lifestyles reflected in the homes they encounter. For Tommy and Jen, the joy of assisting clients during one of the most significant investments of their lives, is truly rewarding and remains the team’s driving motivation.

Beyond their professional endeavors, Tommy and Jen are actively involved in supporting charities such as The Caring Coral and The Strongsville Dynamic Dance



**“LIVE EVERY DAY AS IF IT WERE YOUR LAST AND DON’T SWEAT THE SMALL STUFF!”**

Force Competition Team, but family holds a special place in their heart. Jen’s close-knit family, including her three grandchildren, remains a source of joy and fulfillment. Whether painting on canvas, hitting the gym, or traveling, Jen cherishes moments with her family and friends, creating memories through annual family vacations to Florida and other warm locales, as well as European adventures. With a desire to share her life story, Jen looks toward the future with plans to write a biography for her children, passing down the wisdom gained from a life well-lived. Tommy’s personal time is spent with family and remains a source of happiness and strength. Whether coaching his son’s soccer team, playing board games with family, or traveling, he appreciates these moments with the people he is closest with. He believes that nothing beats a positive attitude and strong relationships.

Together, Jen and Tommy exemplify the heart and soul of real estate. Their journey is defined by resilience, passion, and a genuine commitment to helping others achieve their homeownership dreams. Their collaborative spirit and innovative approach, especially in the face of challenges like the COVID-19 pandemic, underscore their adaptability and client-centric focus. With their family, friends, and a legacy in mind, Tommy and Jen aren’t just navigating the world of homes; they’re crafting a story of enduring impact and meaningful lifelong connections.