

# TOP AGENT MAGAZINE

## ROSS STOUT

“Ten years ago, I was a minor league baseball player and finishing up my fifth season,” tells Ross Stout. “Then I got hit with an injury.” He pursued his real estate license and got to work. “I jumped in with both feet. My first year, I was able to squeak out twelve sales. The next I hit twenty-four. I kept doubling it. Here I am, ten years later, with a ten-person team, a partner in KUD Properties brokerage, and I’m a top producer in the valley. It’s been a fun ride.”



Ross works out of the greater Palm Springs area. “Being in minor league baseball, I had to be a self-starter and really fight for everything I had. It was my intangibles that kept me going. My determination, my resiliency. I’ve been able to take all those things into real estate with me,” Ross says. Over fifty percent of his total business comes from repeat and referral customers. His great attitude, integrity, and unflappable nature keeps them coming back. “I’m their rock. I’m that even-keel professional that they can rely on. I won’t pass blame or play feelings,” Ross explains.

Ross credits much of his success to his team of agents. “We have such a cool culture here at our brokerage that has organically grown,” he says. “I don’t feel like I’m working. That’s what I like the most.” In 2020, Ross and his cohort at KUD Properties are on track to close around \$90 million. Ross alone is responsible for close to \$25 million. “We always put our customers first,” says Ross. “We get to help somebody make the biggest investment of their life.”

Heavily involved in his community, Ross is always looking for opportunities to lend a charitable hand. He and his team help run and donate to the Pendleton Foundation. “It’s a great cause,” Ross says. “It’s a charity that helps pay for cancer patients’ bills as they receive treatment. We cover utilities, give out gas cards, bring them meals. It’s doing strong work in the community.” KUD Properties is also a platinum sponsor of Modernism Week, a bi-annual premiere event in Palm Springs. “We’re the mid-century modern Mecca in terms of architecture,”

explains Ross. “We’ve been speakers on panels and in showcase homes for four out of the last six years.”

When he’s not at work, Ross loves spending time with his family: his wife of twelve years, Jen, his oldest daughter, Taylor, his middle daughter, Karsyn, and his son, Jake. “I love to hang out with them,” says Ross. They enjoy going to baseball games, eating out, and going to the movies. “Family time is very important.” Ross also loves spending

time with his friends, hanging out at one another’s houses. “Building that strong community really is our passion,” Ross says.

Ross is excited to continue growing his team in the coming years, but he’s in no hurry. “I have a very strong group right now that I have a lot of faith in,” he says. One of his favorite parts of his job is creating new opportunities for up-and-coming agents. “This year, we’ve had three agents in their third year of real estate each produce \$10 million individually. We’re providing a great avenue for people who want to take control of their own business. We’d love to add more agents and offer them a proven model.”



For more about Ross Stout and his team, call 760-258-6369, visit [kudproperties.com](http://kudproperties.com) or email [ross@kudproperties.com](mailto:ross@kudproperties.com)