

STEPHEN N. CRITCHFIELD
BROKER/PARTNER

Stephen Critchfield began his real estate career thirty-years ago in Wichita, KS. After graduating from college, he spent the next six months in basic training and advanced training for the Kansas Army National Guard. After completing his active duty, he spent the next two years in the advertising business. He was then recruited to join the management team of Landmark Communities as Vice President of Marketing. This land development company was responsible for the re-development and marketing of the 3500-acre planned community of Comotara for the owner, Citibank of New York. Steve's responsibilities included the preparation of the marketing plans and the organization and management of the in-house sales team who sold the commercial, industrial, airpark and residential land portions of the project, including two residential golf course developments.

After successfully liquidating the Comotara project ahead of schedule, Steve formed his own real estate company, Critchfield Inc. Critchfield Inc. developed and sold land both on its own account and through joint venture relationships established with area landowners. The company also provided consulting services to other landowners, financial institutions and builders in the region. Steve latter added a residential construction company that built from thirty to fifty homes per year each of the next seven years. During this time, Steve was elected to two terms as the President of the local builders association as well as serving as a Director of the National Association of Homebuilders. The Sales and Marketing Executives also awarded Steve the Sales and Marketing Manger of the year Award during this period.

After twelve years of operations in Kansas, Steve and his family decided to relocate in 1994 to the rapidly growing resort and family-friendly town of Branson, Missouri. Steve and a partner formed Milton Critchfield Inc. that specialized in commercial/investment real estate sales and land sales. Steve latter purchased his partner's interest in the company in 1999. In September 2001, CJR Commercial Group invited Steve to join their new Branson office. Steve continued to consult with regional builder/developers as well as selling land, and commercial/investment properties. Steve successfully closed from ten to nineteen million dollars per year in sales during this time at CJR Commercial Group. In the summer of 2005, Steve and Bob Huels Jr. left CJR to form their own company, Commercial One Brokers LLC.

In addition to his real estate duties, Steve serves on the District Marketing Council and advertising committee of the Branson Lakes Area Chamber of Commerce, Past President and Board Member of The Tri-Lakes Board of REALTORS, a member of the Skaggs Hospital marketing committee, The Daybreakers Rotary Club, Downtown Branson Main Street Association Economic Development Committee and Business Team Member of his church.