

**Wellsville Chamber of Commerce  
Chamber Spotlight  
Layton Real Estate  
By: Morgan Adams**

Our tenth Wellsville Chamber of Commerce Spotlight focuses on Layton Real Estate, located at 517 Main Street. Owned by Barbara Kearney, Layton Real Estate has two employees—Sarah Klamm and Kim Hoehn, who are the realtors and independent contractors.

Barbara (Layton) Kearney's family dates back to 1898 with Barbara's great grandfather, Asa Converse, who bought the city newspaper that remained in her family for many years. In 1975 Glenn Layton Sr. held the position of Mayor of Wellsville. Barbara's grandmother was Elizabeth Hope Converse Nichols (also known as Grandma Layton), Wellsville's most well-known personality as an artist. For 30 plus years, Barbara's brother, Steve Layton, was the President of the Wellsville Bank before it changed ownership to Landmark Bank. Between many of her family members serving the town of Wellsville over the years through city offices, the local Chamber of Commerce, the WHS Booster Club, Wellsville Days events, and much more; her family has volunteered for many groups and activities that serve as the backbone to the Wellsville community.

Glenn Layton, Sr. started Layton Real Estate in 1967 with a pencil and a pad of paper. In 1990, Glenn Layton Jr. joined his father in the family business. Jr.'s many years of experience working with people, and his unique knowledge of the oil production business allowed him to help countless families realize their dreams throughout his tenure in real estate.

Layton Real Estate is still locally owned and operated, but it is now in the hands of Barbara (Layton) Kearney (Glenn Layton Jr.'s youngest daughter). When Barbara joined in 2003, she brought to the business her skills and expertise in customer service, sales, and marketing from her thirteen years in the corporate world. She became the broker/owner of the business in 2008. Personal integrity was (and still is) the driving force for all of Layton Real Estate's transactions.

Layton Real Estate's agents distinguish themselves from the competition by providing a superior level of quality service, exceptional marketing, and 43 plus years of combined knowledge and experience.

With the agents' unique knowledge of the market, continuous learning, and a relentless "can-do" attitude, Layton Real Estate offers seamless transactions at a fair price. In fact, they have a single commission charge that comes with no extra fees or upfront costs, which is based only on the net purchase price of your offer (Purchase Price minus Buyer Closing Costs).

In addition, Layton Real Estate provides top notch marketing with professional photography and drone photography, complete and guaranteed confidentiality,

maximum exposure on social media, and professional representation. Their goal is to have the client walk away feeling great about their experience and the outcome.

“In real estate it’s not about the size of the company you work for. It’s about the quality you provide with every transaction. All real estate companies use the same MLS, but it’s what we do afterwards that sets us apart,” says Layton.

Layton Real Estate is proud to have maintained a profitable company for 54 years, while providing high quality services to their clients. They have high standards set for themselves and for each transaction. They ensure their involvement in every step of their client’s transaction to guarantee their client’s get the highest value and make the best financial choices.

Typical Day? In real estate there is no such thing. Each day they are adjusting and changing to their client’s needs. “We go where our referrals take us,” stated Layton. “Most of our business comes from satisfied clients telling their friends and family about our services.”

Real estate agents at Layton Real Estate are in and out of the office, but they are up to date with technology. They can be reached at their office at (785) 883-2379, with the calls going directly to their cell phones. They also have voice mail, texting, e-mail, a chat feature on their website ([www.LaytonRe.com](http://www.LaytonRe.com)), plus much more.

Layton Real Estate is grateful for client referrals of sellers or buyers that are looking for integrity in their agent. “We guarantee we will be someone you can trust, and you will be treated just like family. In addition, we have 43 years of combined experience from expert agents, with that experience and knowledge only working in the client’s best interest,” stated Layton.

Layton Real Estate strives to remain focused on how to best market property over changing technology and ensures they can continually educate clients in the real estate market.

When looking to buy or sell real estate, give Layton Real Estate a call. They will provide the expertise and personal care to help make your transaction seamless.

