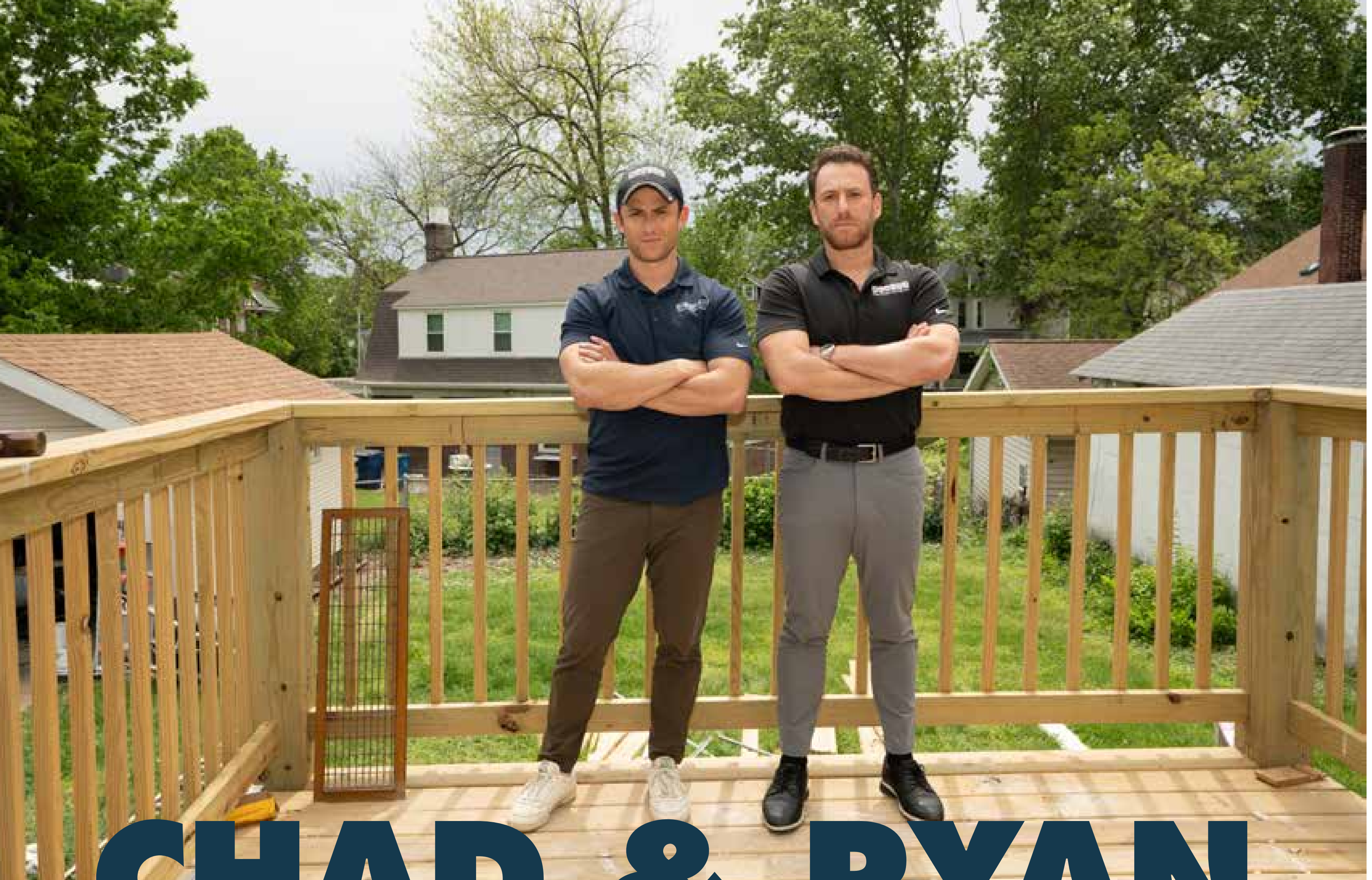


CHAD & RYAN KLAMEN

Rooted in Family

PHOTOS BY KADDOURI PHOTOGRAPHY

IN ST. LOUIS, where relationships often span generations and business is as personal as it is professional, Chad and Ryan Klamen are building something that feels both inherited and newly defined. Working under Klamen Real Estate Group, within Harold M Klamen & Associates, the brothers are part of a four-generation, family-owned real estate business with 100 years of history in the St. Louis area, a legacy that continues to shape both their perspective and their approach.

For Chad and Ryan, real estate is not just a career, it is a continuation of a family name that already carries weight.

"I grew up in Chesterfield, MO with my two younger brothers Chad and Jake, both of whom I now work with," Ryan Klamen says. "I saw my dad as a real estate man and always thought it was great that he worked for himself."

Different Paths, Same Return Point

Despite their shared roots, both brothers initially stepped outside the family business to explore different directions.

Chad Klamen studied business at Mizzou before realizing "the corporate world wasn't the right fit for me." He spent time traveling and eventually returned to St. Louis, where he began building his career in real estate full-time in 2016 after working at Aldi Foods.

Ryan's journey took him even farther afield. After college at KU, he moved to Los Angeles to pursue acting and stand-up comedy. "I was an actor and stand up comedian," he says, before transitioning into sales roles at tech companies. But when COVID-19 hit, everything shifted.

"Safe to say, the covid shut down changed my life for the better!" Ryan says. During that period, he studied for his real estate exam while working remotely and eventually made his way back to St. Louis, first working at a different real estate company and then joining the family brokerage.

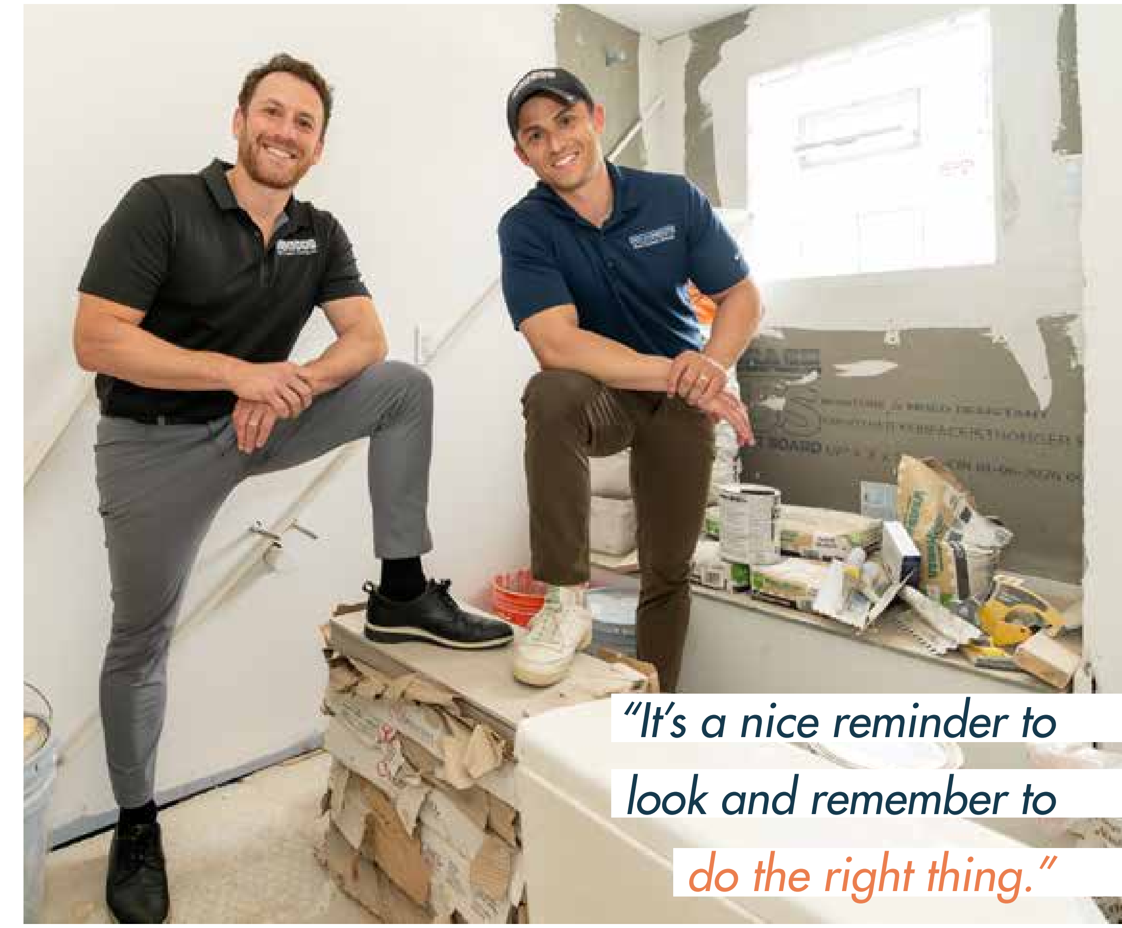
Building the Klamen Ecosystem

Today, both brothers operate within Klamen Real Estate Group, where their roles are distinct but deeply connected.

Chad focuses heavily on acquisitions and operations, with an emphasis on direct buying. "We provide speed, convenience, and clarity, so sellers know exactly what to expect and can move forward with confidence when selling AS-IS," he explains.

More than half of his business comes from referrals—often from agents or attorneys who have a client with a house to sell as-is. "Business isn't just about numbers—it's about people, trust, and doing the right thing even when no one's watching," Chad says. Those referral partners trust him to follow through on his word and provide their clients with a fair, straightforward offer—trust he never takes for granted.

Ryan, meanwhile, works across traditional real estate, investment acquisitions, and property management. "It's a bit of both," he says of his role. "If there is a seller or buyer, I am working on finding the right solution for them. Sometimes for a seller it's an AS IS sale and sometimes it's the traditional listing route. Everyone has a different goal and my job is to find the solution that best fits their needs." He also partners with Chad on select clients and investment opportunities, creating a fluid collaboration between their roles.



"It's a nice reminder to look and remember to do the right thing."

A Business Built on Consistency and Character

While their day-to-day responsibilities differ, both brothers return to the same core principle: relationships matter more than transactions.

Chad describes the early challenge of building momentum in real estate as one of persistence. "One of the most challenging parts of this career—especially early on—is maintaining sustained effort when you're not seeing immediate growth," he says. "Getting the ball rolling in those first few years can feel like pushing a boulder uphill."

For Ryan, fulfillment comes from variety and impact. "What I find most fulfilling is that it is very rare for two days to be exactly the same," he says. "It also is very fulfilling to help people." Their shared commitment to integrity is reinforced daily in their office. "We have the word integrity written on our walls in our conference room," Ryan says. "It's a nice reminder to look and remember to do the right thing."

Looking Forward

As they continue building within a five-person team structure, both brothers are focused on long-term sustainability and growth—particularly through systems, relationships, and investment strategy.

Chad's goal is to "build up strong real estate professionals and leaders within the company so our success is truly a team effort," while Ryan continues balancing multiple roles across sales, investing, and management.

Even their personal lives reflect the pace of growth. Chad welcomed his first child in November, describing fatherhood as "the best (and busiest) chapter yet." Ryan, too, has entered a new season of life, welcoming a son last summer and saying "we love watching him learn and grow".

Different paths, same foundation. For the Klamen brothers, real estate is less about reinvention and more about continuation—of family, of trust, and of a name they are still learning how to expand.