# *Douglas Kunz Builds a Real Estate Business Defined by Accessibility and Trust*

Douglas Kunz has built his real estate career around a principle that shows up in every interaction: be available, be honest, and follow through. As a Realtor with In the Home Zone Realty, he has spent the past 12 years helping buyers and sellers across Florida navigate the process with clarity and confidence, with a strong focus on first time buyers and veterans.

His approach is simple, but it addresses one of the most common frustrations in real estate. During his interview, Douglas made his position clear. “I eat, sleep, and drink real estate, so you text or call me, I’m there.” That level of accessibility is not a marketing line. It is the foundation of how he operates day to day, and it is one of the main reasons clients continue to return and refer others.

Douglas works heavily with first time buyers and veterans, a focus that connects directly to his own background. After serving in the military, he transitioned into real estate with a mindset rooted in discipline, accountability, and service. That experience allows him to guide clients through the process with patience and structure, especially those navigating homeownership for the first time or using VA financing.

Over time, that consistency has translated into measurable results. He has surpassed 80 million dollars in total sales volume and was recognized as a Top 60 real estate agent in Brevard County for 2025. He has also ranked in the top one percent nationwide among agents working with Veterans United clients, one of the largest VA lenders in the country. In 2025 alone, he completed 25 transactions through that network, reinforcing his position as a reliable resource for veteran buyers.

Still, the numbers only tell part of the story. Approximately half of Douglas’s business comes from repeat clients and referrals. That balance reflects a deeper level of trust built over time. Clients consistently describe him as responsive, knowledgeable, and fully invested in their outcome. Many highlight how he answers calls at all hours, explains each step clearly, and remains involved even after the transaction is complete.

His philosophy is grounded in how he was raised. Treat people the way you want to be treated, regardless of price point or situation. That mindset carries into every transaction. Whether working with someone relocating from another state, buying their first home, or searching for the right long term fit, Douglas focuses on reducing stress and helping clients make informed decisions with confidence.

He is also direct about who he works best with. He wants to help people who are ready to be guided and supported through the process. For those clients, he brings a combination of communication, speed, and steady guidance that keeps transactions moving without unnecessary pressure.

At the center of his work is a clear standard. Do not settle for mediocrity. For Douglas, that means being present, answering the phone, and doing everything possible to secure the right outcome for the people who trust him with their move.

Through In the Home Zone Realty, Douglas Kunz continues to build a business defined by accessibility, trust, and long term relationships. For clients looking for a Realtor who prioritizes communication and follows through at every stage, his approach remains straightforward: be there when it matters and deliver on what was promised.