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*Shane Tierney*

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With years of combined experience, the Loan Depot PNW team brings unparalleled expertise in the mortgage industry. Michael & Augustus are dedicated to working closely with both real estate agents and clients, offering personalized solutions and exceptional service.

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### Meet The Team



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# PUBLISHER'S NOTE

Welcome to the December edition of *Seattle Real Producers*!

Here we are coming down the home stretch of 2024. While many agents are now making the push to end the year strong, our team at *Seattle RP* looks to reflect on what has been a year of remarkable achievements in the real estate market of King and Snohomish counties.

This year you have exemplified resilience, adaptability, and a relentless commitment to excellence. This year has thrown a lot at anyone involved in the real estate industry. You dealt with lack of inventory and rates that wouldn't go down. You dealt with the NAR anti-trust settlement and everything in between. Despite all that, you've continued to push the boundaries, redefine



success, and set the bar higher than ever. In this final issue of the year, we celebrate and highlight brokers who have not only earned praise through their production, but were also nominated by fellow brokers, a true sign of respect and admiration.

As we look to 2025, let's finish this year strong. It's the perfect time to leverage the momentum you've built and close those final deals, solidify relationships, and plan for an even more successful year ahead. The relationships built through our *Seattle Real Producers* platform serve as inspiration for others in the industry, and we are honored to share your stories and strategies.

We want to express a year's worth of gratitude to our incredible group of *Seattle Real Producer Partners*! We have a collection of hardworking, passionate, and knowledgeable people, people who have invested in relationships and made our platform truly special. Congratulations on all you've accomplished. Let's continue to connect, elevate, and inspire those around us as we lead the way into the new year.

Warm regards,

**Publisher Shea Robinson**



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# MASTERMIND Event Recap

Photos by Focused Media Collective

Our September mastermind was another great event where collaboration produced great results. Bringing together quality brokers we dove into current market conditions and where we see things going. Breaking into smaller groups and diving into investment strategies, lead generation, creating a VIP client strategy and balancing time, health and wellness in a fast paced industry.

Our masterminds will continue to happen each quarter of the calendar year. We aim to provide value to the agent community by focusing on different topics among quality agents and yielding impactful results.

We want to thank Adam Cothes of eXp for being our moderator and bringing tremendous value. A shout out to NexTitle for hosting our group and providing a barista to help wake everyone up.

Lastly we want to thank our other mastermind sponsors: Rob Bingham with Outdoor Lighting Perspectives, Cindy Fraioli with Cross Country Mortgage and Brian Wolfe with ProStar Insurance.

Our next mastermind will be in late January, make sure to keep an eye out for the invite!

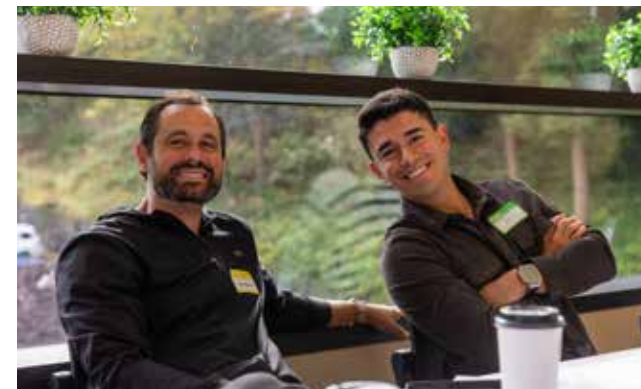


Rob Bingham with Outdoor Lighting Perspectives

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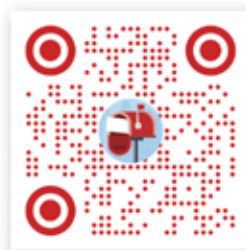
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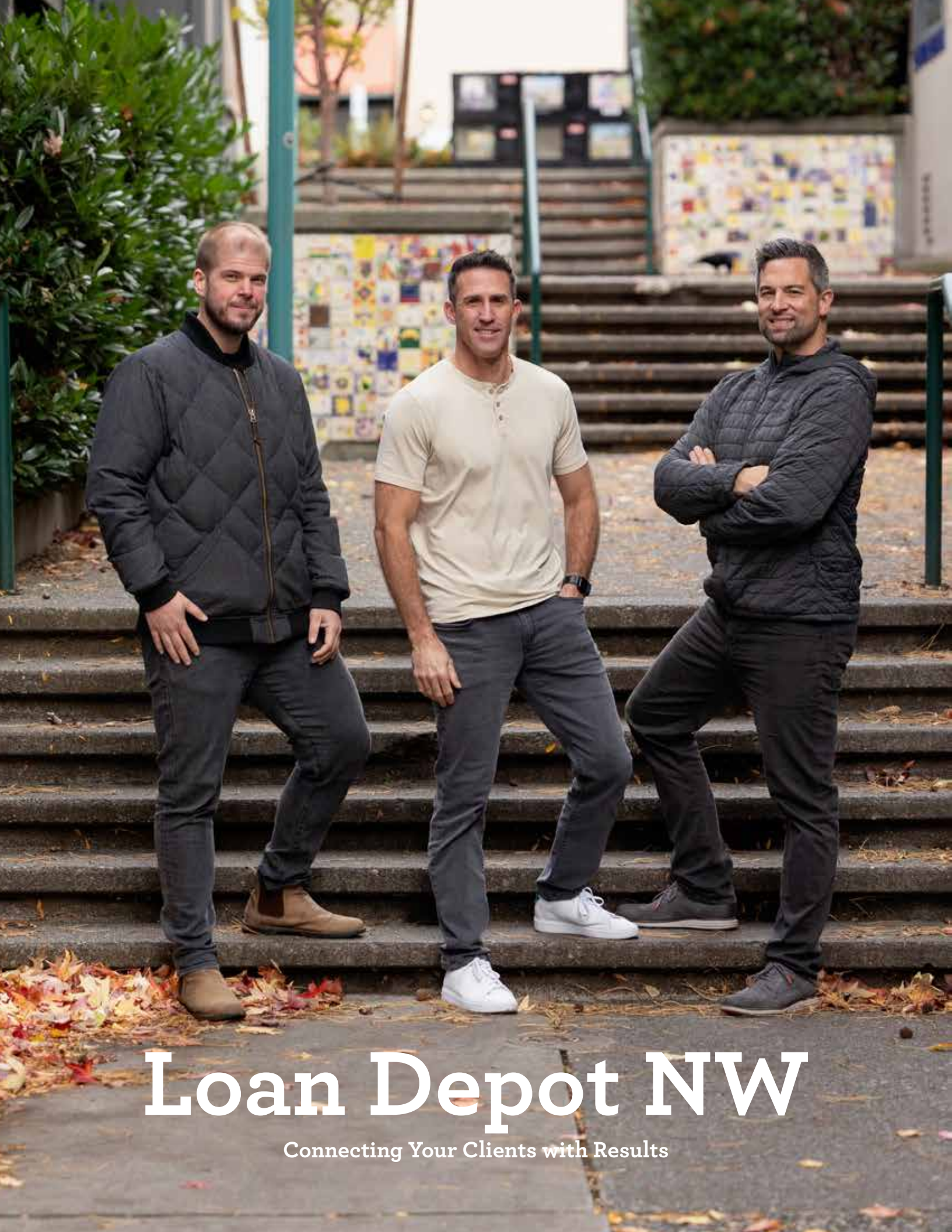
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# Loan Depot NW

Connecting Your Clients with Results

## ► sponsor spotlight

Written by Dave Danielson  
Photos by FOCUSED Media Collective

Day by day, one of the most powerful aspects you bring to your clients is your resourcefulness and ability to help them reach their dreams. That's the same spirit you look for when you partner with others. That's where Branch Manager Mike Colagrossi and his team at Loan Depot NW excel ... in turn, connecting your clients with results.

### A Successful Journey

Mike ventured into the mortgage industry in 2003 after a successful stint in tech sales, particularly focusing on customer relationship management (CRM) and database solutions. His background includes eight years as Area Sales Manager with Bay Equity Home Loans, as well as three years as Branch Manager at NFM Lending. Following the dot-com crash, Mike sought a path that would leverage his skills and interests, leading him to co-found First Rate Financial, which he successfully ran for a decade. His experience during the tumultuous sub-prime crisis shaped his understanding of the financial landscape and reinforced his commitment to ethical lending practices. After merging with Bay Equity Home

Loans, he took on regional responsibilities, further solidifying his expertise in the field.

### Rewarding Role

At Loan Depot NW, Mike leads a dynamic team including Area Sales Manager, Justin Andrews, and Co-Manager, Augie Bukowski. His primary focus is on expanding the company's regional presence while ensuring every client receives personalized, attentive service. "Every mortgage company has the ability to close loans," he explains. "What sets us apart is our ability to communicate with our business partners and gain their trust. We prioritize our clients' interests which fosters longer, stronger relationships. Plus, we have built our team in a way that really empowers our loan officers to drive business by removing the clerical and back-office tasks that can often bog them down."

Mike believes effective communication is key in the mortgage industry. "When agents send referrals to me, I understand that it reflects directly on their relationship with their





clients. I want them to know they can reach out to me with any question and receive a truthful answer that puts their interests first,” he emphasizes. His dedication to transparency and reliability is a cornerstone of his approach to business.

### The Personal Touch

Family is at the heart of Mike’s life, both personally and professionally. He cherishes time with his fiancé, Melissa Waller, a real estate agent with Compass Bellevue, who not only supports his professional ambitions but also shares his commitment to helping clients. Melissa is a Top 1% Agent who was also featured in *Real Producers* and has served as Keynote Speaker for a previous *Real Producers’* Mastermind. “Melissa is so important to me and our family,” Mike says with a smile. Together, they navigate the challenges of raising five children—Olivia, Joe, Tanner, Landon, and Hudson—each of whom is involved in competitive sports.

Mike understands the importance of balance in his life. “This job can be all-consuming, but the kids come first and work comes second,” he states. His dedication to family and community is evident in everything he does, reinforcing his belief that a supportive personal life enhances professional success. Mike and Melissa enjoy supporting Seattle Humane. They share a passion for animals and the outdoors including hiking and skiing with family.

### A Commitment to Community

Mike’s vision for Loan Depot NW extends beyond closing loans. He sees his role as a resource for the community, offering guidance and support that goes beyond the financial transaction. “I want to be available as a resource for everything,” he explains. “The last thing I want to do is overpromise and under-deliver.” This commitment to serving as a



dependable source of information and assistance sets him apart in a crowded market. Whether clients have questions about the mortgage process, need advice on financial planning, or simply want to understand their options better, Mike is ready to lend his expertise. His approach aligns with Loan Depot’s mission to help people, making the mortgage experience as seamless and beneficial as possible.

### The Future of Loan Depot NW

As Loan Depot NW continues to grow, Mike is enthusiastic about the opportunities ahead. With a solid foundation built on trust, communication, and community, he aims to expand the company’s reach while maintaining the personal touch clients have come to appreciate. “Our goal is to make a significant impact in the Seattle area,” he states. “We want to ensure that everyone we work with feels valued and respected, no matter their background or financial situation.”

Mike’s dedication to creating an inclusive and supportive environment resonates deeply in today’s diverse market. By fostering strong relationships with clients and partners alike, he believes that Loan Depot NW can help transform the mortgage experience for everyone involved.

### Contact Loan Depot NW today!

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# Breaking New Ground

Written by Dave Danielson

## THE TRANSFORMATIVE PARTNERSHIP BETWEEN WINDERMERE AND THE SEABROOK COMMUNITY

Thriving communities are created and grow based on a number of factors. One of the most powerful elements is strong relationships like the kind that has evolved over time between Windermere and Seabrook, a community masterminded by visionary developers Casey and Laura Roloff that continues to break new ground for its residents.

### Building from the Ground Up

OB Jacobi, the Co-President of Windermere Real Estate, has real estate in his blood. “I got my license in ‘89,” he shares. Real estate was a family affair for Jacobi, and it didn’t take long for him to immerse himself in it. From working in property management to eventually taking over six Windermere offices in Seattle, OB’s career has evolved alongside the family business. He quickly realized there was much more to managing a successful real estate company than just selling homes. “The business side of real estate is so fascinating,” Jacobi says. “When you move into ownership and management, you’re thinking beyond individual deals. It’s about guiding your agents, providing them with the right tools, and growing the company in a sustainable way.” Under his leadership, Windermere expanded its footprint across several states, managing nearly 50 offices.

### Seabrook: A Dream in the Making

Seabrook, located on the rugged Washington coast, is the brainchild of Casey and Laura Roloff. When Jacobi first heard about Seabrook, it wasn’t just another real estate venture — it was something bigger. “Casey’s passion is contagious,” Jacobi explains. “I’ve been in real estate my whole life, but I had no idea what building a town from scratch really entails. What Casey has created is nothing short of remarkable.”

Seabrook was founded in 2004, and since its inception, is considered to be the most successful vacation community in the Pacific Northwest, selling over \$700 million in real estate. With its charming homes, walkable streets, and sense of community, Seabrook offers more than just a place to live — it offers a lifestyle. Roloff’s vision to create a sustainable, vibrant town resonated with Jacobi. “It’s not just a development; it’s an experience. And when you hear Casey talk about it, you can’t help but get excited,” he says.

Casey Roloff feels that excitement, as well. “Windermere Real Estate was a launching pad for my career,” Casey says. “My real estate career started in college when I worked at Windermere in 1994. It’s surreal to come full circle and partner with a company and brand that I have always admired and looked up to. The Windermere culture and family atmosphere is something we have strived for with our own town building company over the past 25 years. We look forward to building a strong, collaborative partnership and leveraging our shared values to take our coastal town to new heights.”

### A Natural Partnership

The partnership between Windermere and Seabrook was a natural fit. As Jacobi explains, “Casey was facing a unique challenge — while many people had heard of Seabrook, few had actually visited.” This gap presented an opportunity. Windermere, with its 3,000 agents across Washington, was uniquely positioned to bridge that gap. “We saw a way to get people there,” Jacobi says. “Our agents love bringing their clients to unique places, and Seabrook is definitely one of them.”





The collaboration isn't about Windermere marketing Seabrook's homes directly, however, but rather supporting Windermere's agents with the tools they need to serve their clients. "We're not creating marketing plans for Seabrook," Jacobi explains. "What we're doing is helping our agents invite their clients to experience it for themselves."

#### Expanding the Vision

For Jacobi, the partnership with Seabrook represents something new for Windermere, and he sees it as the beginning of more to come. "This is uncharted territory for us as a company, but it's exciting," he says. "We're learning how to be more involved in unique projects like Seabrook, where it's about creating experiences, not just selling properties."

What makes this collaboration particularly exciting for Jacobi is the potential for long-term growth. Seabrook currently has about 1,500 homes planned, and the partnership with Windermere could help them reach those ambitious goals faster. "If we can help Seabrook grow from \$50 to \$100 million in volume, that's a win for everyone involved," he notes.

#### A Community Effort

The partnership has already paid dividends. When Windermere invited agents to visit Seabrook, the response was overwhelming. "We sent out an email, and within a day, we had 40 people ready to go. We could have easily had 2,000 if we kept it open longer," Jacobi recalls.

Windermere has been working to integrate Seabrook into its broader offerings. The company is even exploring ways to hold events and professional development programs in Seabrook. "We have lots of events — from educational classes to client gatherings. Why not host them in Seabrook? It's the perfect setting," he points out. Additionally, Windermere plans to hire a full-time liaison in Seabrook to serve as a bridge between the agents and the coastal community.

"We need someone who knows everything about both Windermere and Seabrook, who can guide our agents and their clients," Jacobi explains. This person will play a critical role in ensuring the continued success of the partnership.



#### The Road Ahead

Today, Seabrook has more than 600 homes, including 300 vacation homes of various sizes and styles available for rent. Looking to the future, Jacobi is optimistic about the long-term vision for Windermere and Seabrook. "We're in this for the long haul," he says. "Seabrook has 20 years of building ahead, and I think there are countless opportunities for us to continue collaborating."

Jacobi acknowledges that the real estate industry is constantly changing, but he's excited to see where this journey will lead. "In real estate, it's hard to say where things will be in five or 10 years, but what I do know is that this

partnership has the potential to reshape how we think about second homes and community living in the Northwest." The partnership between Windermere and Seabrook is more than just a business deal. It's about bringing people together to create something extraordinary. With Windermere's extensive network and Seabrook's unique coastal charm, this collaboration is poised to elevate both brands while offering clients a chance to experience something truly special.

As Jacobi reflects, "Real estate is about more than just homes — it's about building communities, and Seabrook is the perfect example of that."



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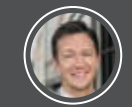
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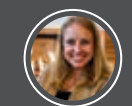
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# IVAN GRISHKO

## agent spotlight

Written by Dave Danielson  
Photos by Freestyle Production



## PURSuing WHAT'S POSSIBLE

Each day you dedicate your experience to guiding your clients closer to their real estate dreams. They look to you to see them through to the closing table. That's a role Ivan Grishko embraces, too. Today, he is the President, CEO, and Owner of The Grishko Group with eXp Realty. In turn, he is a prime example of pursuing what's possible for those around him.

### His First Steps

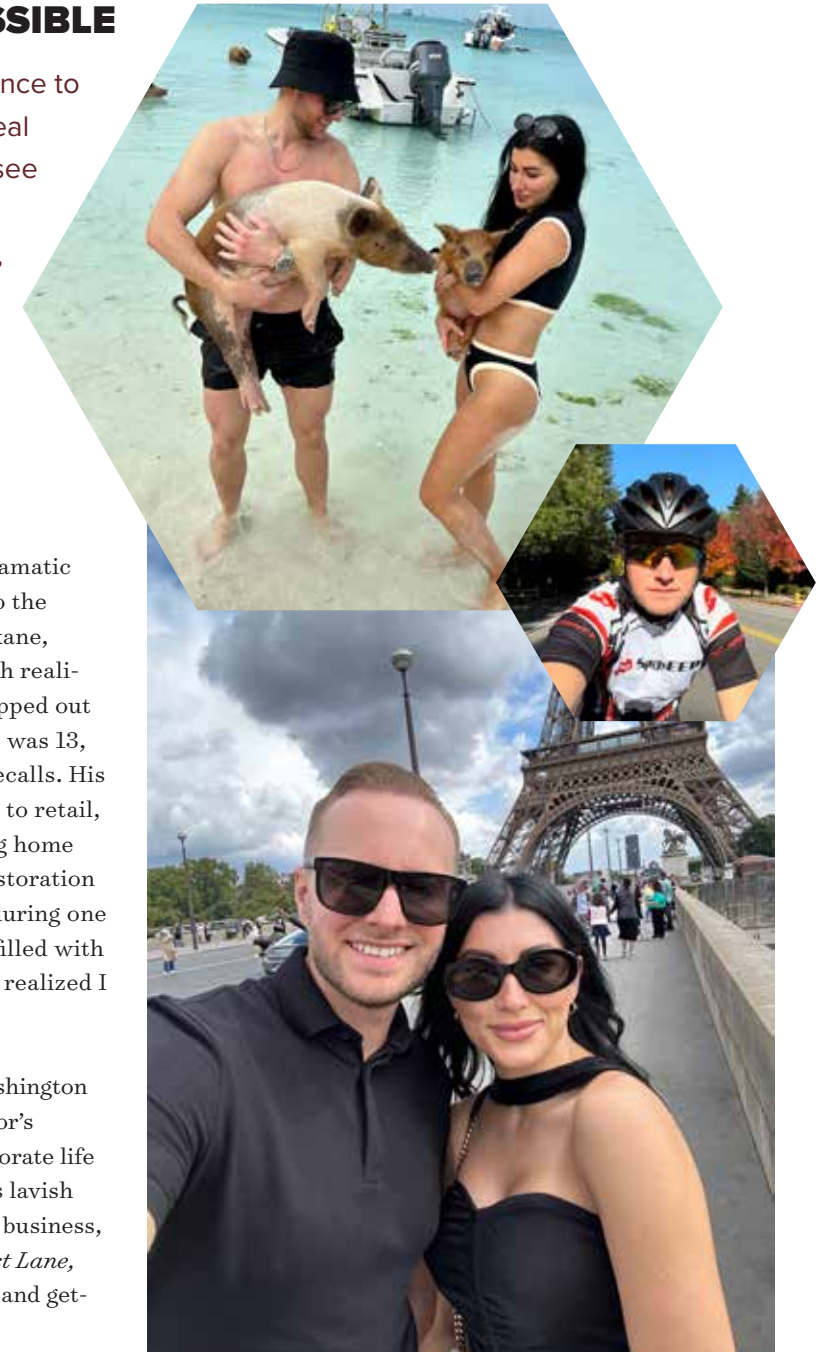
Born in Kyiv, Ukraine, Ivan's life took a dramatic turn when he and his family immigrated to the United States in 1992. Growing up in Spokane, Washington, Ivan was exposed to the harsh realities of hard work from a young age. "I dropped out of high school and started working when I was 13, helping to lay carpet for \$4 an hour," he recalls. His early jobs ranged from working on a farm, to retail, to construction, and by 18, he was working home renovations as a fire and water damage restoration technician doing sewer cleanouts. It was during one particularly grueling job in a crawl space filled with sewage that Ivan had a pivotal moment. "I realized I needed to change my path," he says.

This led him back to college at Eastern Washington University, where he completed his Bachelor's degree. Despite his academic success, corporate life did not appeal to him. Inspired by a friend's lavish lifestyle resulting from his great success in business, as well as a book titled, *The Millionaire Fast Lane*, Ivan decided to explore starting a business and getting into real estate sales.

### Gaining New Ground

After saving money and obtaining his real estate license, Ivan made the move to the Seattle area. Initially couch surfing until he found a place to live, he joined Keller Williams (KW) where he began to build his network and skills. "I met so many amazing people at KW," Ivan recalls. "It was a fantastic starting point for my career."

It took several years of a long uphill battle to build momentum and his skillset. At many points, he thought about quitting. However, Ivan had no Plan B. He had a true passion to help people navigate one of the most significant financial and emotional



experiences of their lives. "Being an advisor during such a pivotal life event is incredibly fulfilling," he says. "I love being a beacon of guidance and helping clients from start to finish."

### Building Strong Bonds

The Grishko Group, founded by Ivan and his wife, Viktoria, has seen impressive growth, with a 2023 transaction volume just shy of \$25 million and a projected \$30 million for 2024. "Over 80% of our business comes from referrals," Ivan explains. "Our job doesn't end when the client closes. That's actually when it begins. We strive to build lasting relationships and care for our clients even after our professional duties end. We become friends."



Ivan's philosophy is that the true value of real estate is not just in the transactions but in the relationships formed. "People might not remember the details of the transaction, but they will remember how you made them feel," he says.

#### A Dynamic Partnership

Ivan's wife Viktoria plays a crucial role in The Grishko Group as their Client Care Coordinator. "We work hard together on building lasting relationships, as transactions come and go but relationships last forever," Ivan says. Their collaboration extends beyond work, reflecting their personal bond and shared commitment to their business. "We love to travel and explore new places," Ivan shares. "Last year, we spent five weeks traveling across Europe."

In addition to traveling, Ivan is an avid cyclist, loves to golf and wake surf, and works out regularly. The couple shares their home with two cats, Sofina and Monica. Sofina, rescued from Ukraine during the war, holds a special place in their hearts.

#### Giving Back

Ivan and Viktoria's commitment to giving back is evident in their support for various nonprofits, particularly animal rescues. "We have a strong connection to our roots and are passionate about helping those back home," Ivan says. Viktoria's family remains in Ukraine, and their experiences have deepened their dedication to supporting causes close to their hearts.

#### Advice for Aspiring Agents

Ivan's advice for those entering the real estate field underscores the importance of relationships and perseverance. "Find a mentor and shadow someone with experience," he suggests. "You can read as many books as you want, but real-world experience is crucial."

His focus on building quality relationships rather than just making sales is a cornerstone of his business model. "People trust you when they see how much you care," he



notes. "Treat every client as if they are your only one, and work as if you're in business for the long term, not just for today."

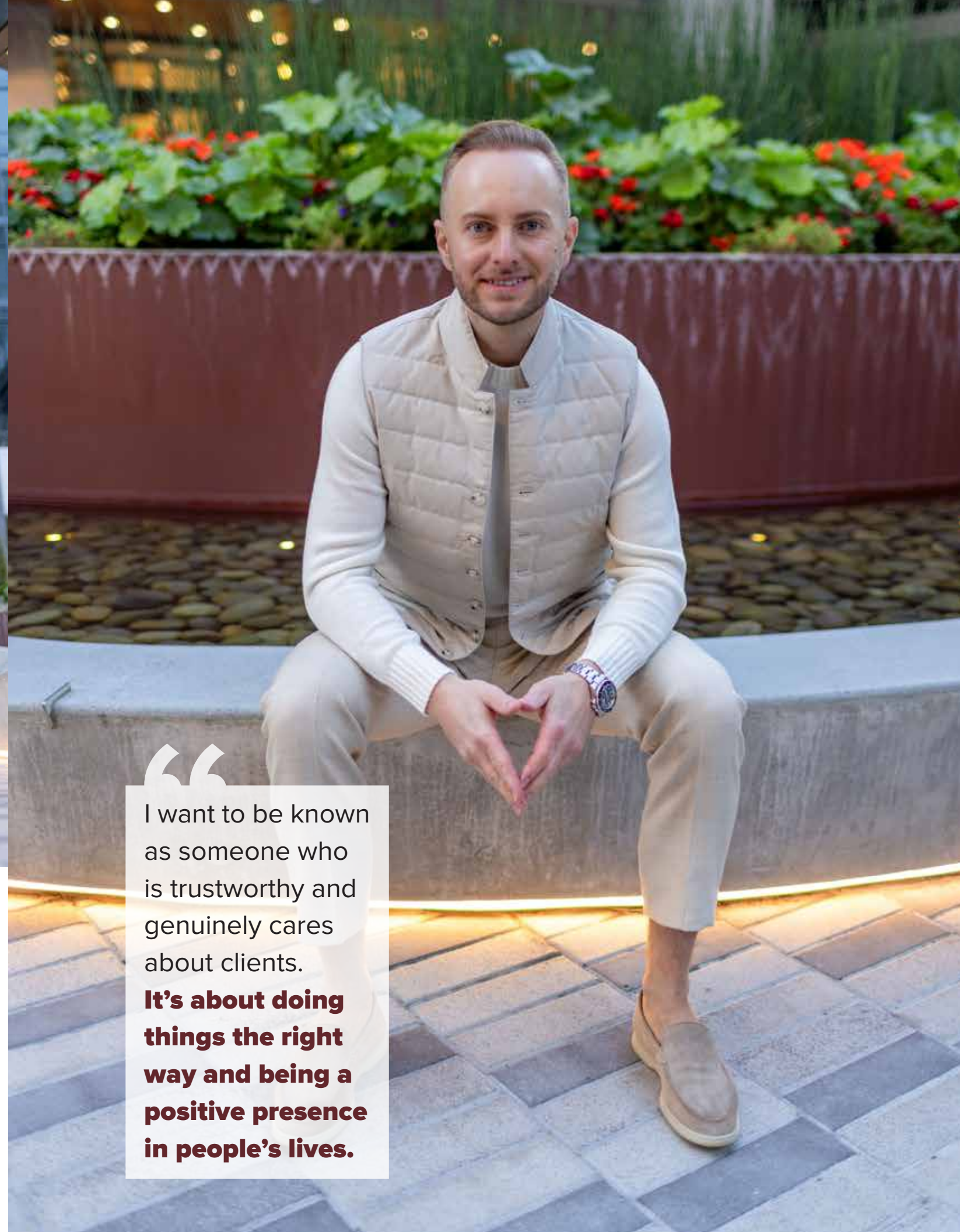
#### Trusted Professionalism

Ivan's vision for his career is grounded in authenticity and a commitment to excellence. "I want to be known as someone who is trustworthy and genuinely cares about clients," he says. "It's about doing things the right way and being a positive presence in

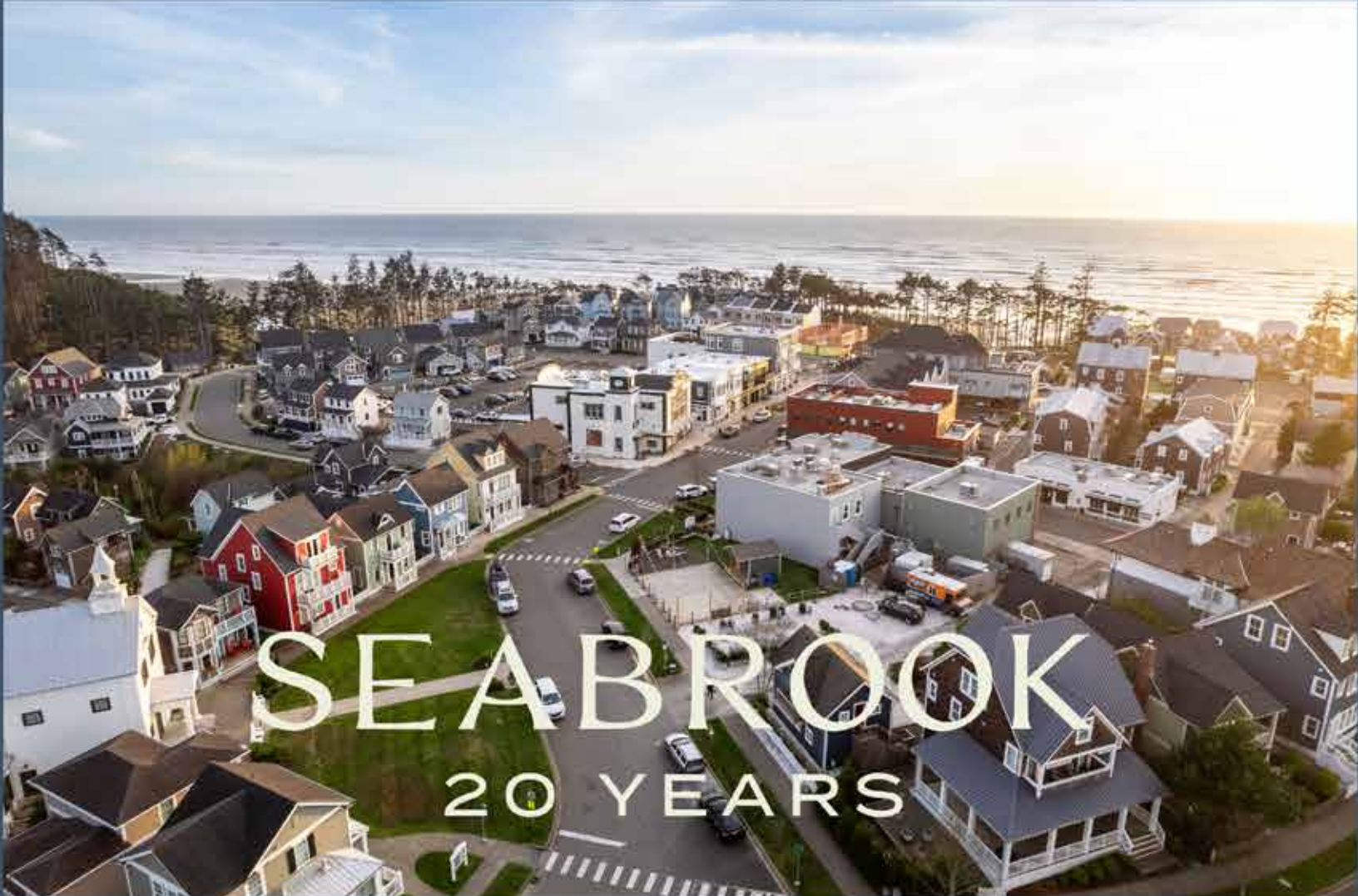
people's lives." As a technician in building a business and a storyteller at heart, Ivan understands that providing a good experience is crucial. "This business can be consuming until you figure out the right levers to make things work," he explains. "Having a clear vision and being adaptable is key."

Congratulations to Ivan Grishko for making good things happen in the lives of those around him by pursuing what's possible.

I want to be known as someone who is trustworthy and genuinely cares about clients. **It's about doing things the right way and being a positive presence in people's lives.**







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# Michael Orbino

A LOOK AT  
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## » cover story

Written by Dave Danielson  
Photos by Freestyle Production

If you're looking for someone who combines professional success, humility, and a genuine commitment to community service, you need look no further than Michael Orbino. A key player on Team Foster at Compass, Michael has not only earned widespread respect in the Seattle King County real estate market, but his path has been marked by dedication, learning, and a sense of responsibility that extends far beyond buying and selling homes.

### A Career Inspired by Curiosity

Michael's first foray into the world of finance came at an early age. By 16, he had already landed a position at Wells Fargo Bank, and by 20, he was the youngest premier banker in the state. "I thought I wanted to be a private banker, managing investments and wealth," he says. But in his time working at Wells Fargo, he developed relationships with clients in real estate, construction, and development, and something about that world sparked his curiosity.

It wasn't long before Michael recognized that his true calling lay in real estate. "Without family wealth or connections, I knew sales would be my way in," Michael says. Wells Fargo supported his transition, offering tuition reimbursement for the real estate courses he took at Bellevue Community College, and shortly after, Michael earned his real estate license.

His career began in earnest, and as Michael quickly proved himself, he moved from general real estate into new construction—a field that would become a hallmark of his career. "One of my early mentors said, 'You've got to show commitment to your trade.' That's what I did—grinded it out, brought buyer feedback to builders, and eventually, I got my shot," he explains. This opportunity, according to Michael, was pivotal. It was during this time that he met Tere Foster, a legend in the industry and now a close friend he considers family who has been a mentor for nearly two decades.

### Leadership and Humility

Michael's rise through the ranks of the real estate world didn't come without challenges, but his approach to leadership has always been organic. When asked about his involvement in leadership

roles, such as his work with the Seattle King County Realtors (SKCR), Michael was quick to point out that leadership wasn't something he actively sought out. "I never sought leadership per se. I was just interested in volunteering and helping. Over time, it grew into what it is today," he explains. His humility shines through when he discusses his leadership style—as he doesn't chase titles or accolades. Instead, he steps up when needed, whether it's mentoring younger agents or filling leadership gaps within the SKCR.

One key moment in Michael's leadership journey came when he was asked to take over the role of president for SKCR. It wasn't a position he had planned to pursue, but when the previous president passed away unexpectedly, the organization called on Michael. As he says, "At first, I was hesitant. I had a lot on my plate, but after talking to our team, they said, 'Go do it, the association needs you.'" That sense of responsibility, along with the encouragement from his partners, convinced him to take on the role.

### Mentorship

Although many see Michael as a mentor, he's reluctant to label himself as such. "I've had people call me a mentor, which I take seriously, but I've never seen myself that way. I'm a teacher, a trainer. Mentorship to me is a higher level of wisdom," he points out.

Interestingly, Michael's own mentorship experiences came in a similarly organic way. He never formally sought a mentor, but through his relationship with Tere Foster, he found someone who, in hindsight, had guided him through much of his career. David Mills and Thuan Howard are new construction icons Michael was also able to work





closely with for years who laid the foundation for him to be qualified to do what he still does today. As he says, “Tere never called herself my mentor, but looking back, she’s mentored me throughout my career.”

Michael’s advice to those seeking mentorship is rooted in authenticity and curiosity. Rather than looking for a formal mentor, he suggests seeking out people who can help solve problems and build relationships over time. This has clearly worked for Michael, who continues to impart wisdom to those around him, even if he doesn’t consider himself a “mentor” in the traditional sense.

#### **Balancing Work and Life: Priorities and Perspective**

For Michael, success isn’t just about professional achievements. His perspective on life, particularly as a father, reflects a more balanced approach. While he acknowledges that his drive and perfectionism have fueled his career, he also admits that he’s learned to ease up on himself. “I used to be a perfectionist to the point of OCD, and it handicapped me,” he says. Now, he’s more focused on being present for his family, particularly his two young daughters, and embracing imperfection. “I want my daughters to learn to read this year, and I think I can do better. But you know what? I don’t have to be perfect to still be awesome,” he adds.

Michael’s commitment to both his family and his profession is evident in the way he structures his days. Despite the demands of his career, he ensures he spends quality time with his children. He’s lucky to have an amazing fiancé who’s aligned with him on simple things like having dinner together as a family nearly every night. He’s also learned that part of being successful means being adaptable and realistic about priorities.

#### **The Secret to Success**

When asked about the secret to his success, Michael’s answer is straightforward. “I’m in the office a minimum of four days a week, and for most of my career, it was



seven,” he shares. For him, being physically present in the office helps create the mental space for productivity and focus. Dressing the part is another habit that has stayed with him since his early days in banking. “You’ll almost never see me without a collared shirt and jacket. It’s about showing up prepared, not just for others, but for myself,” he adds.

But above all, Michael attributes much of his success to the people around him. “Surround yourself with great people. That’s been key for me,” he says. He also emphasized the importance of community and collaboration

in real estate. Networking at broker opens, learning from others, and simply showing up with an open mind have been crucial in his journey.

#### **Leadership Through Service**

Michael Orbino’s journey from a young banker to a respected leader in real estate has been marked by curiosity, hard work, and a deep commitment to helping others. Whether it’s through his leadership roles in organizations like SKCR, his informal mentorship of colleagues, or his dedication to his family, Michael’s approach to life and work is grounded in service, humility, and continuous learning.






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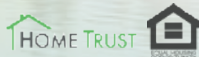


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