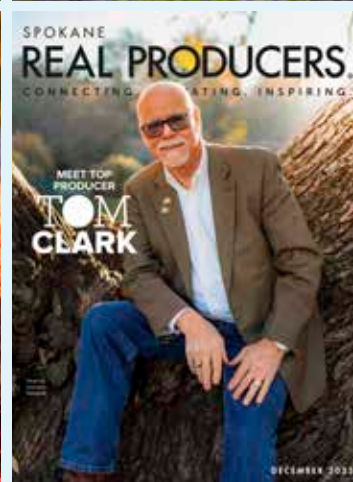


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If you are interested in contributing or nominating Realtors for certain stories, please email us at june.ladd@n2co.com.

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RISING STARS

OF 2023

ANNA HOUSTON

“Stepping out of my comfort zone and trying something new is overwhelming! All the questions run through my head! Am I going to do well? Am I going to like this style of work? Will I still have family time? I think sometimes we get so wrapped up in the “what ifs” that we forget to step out and just have an adventure.”



Photo by Cascadia Designed



Photo by Cascadia Designed

LAURA VAN ZWOL

“Being a REALTOR® is simple, not easy. Everything you put into it comes back out. Being yourself really is the best policy. Once I learned that being the best REALTOR® I wanted to be is what was loved by the people I attracted, that’s when my business started booming. The most important thing in my business is helping people. I don’t want people to just buy a house, I need them to be happy for me to feel successful.”

rising star ◀◀



KORTNEY AUKERMAN

“Real estate isn’t easy money. It’s 24/7, late nights, and a lot of hard work. Be prepared to push yourself each and every day. You won’t have a boss making your schedule and telling you what to do. That being said, if you are willing to put the work in, real estate can change your life.”

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OLIVIA BONE

“I see success as a way of being. Being impeccable with your word, being strong and staying in the fight when you feel like giving up. Staying true to yourself, when the world around you tries to pull you in a million different directions. Easier said than done, but perfect practice makes perfect.”

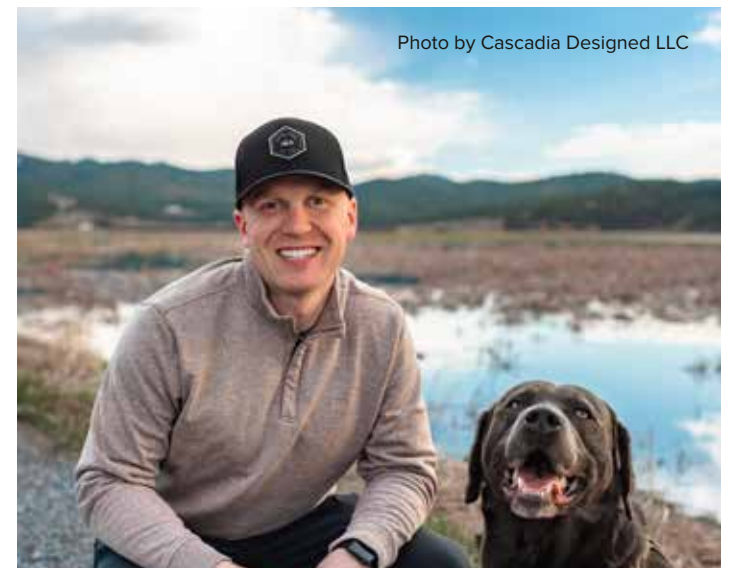


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ANDREW GRAHAM

“I really enjoy being able to drive around Spokane and notice projects that clients on peers are in the process of and seeing new growth in the community. The other part I find rewarding about my job is running into a client at a restaurant or at the store and being able to catch up with them. Whether it’s a new client or past client, I love meeting and reconnecting with people to listen to their stories or creating the start to a new relationship.”

NICK & ASHLEY SALZWEDEL

“Very early on in our business, we knew we wanted generosity to be the star. Our pastor once challenged us with the question, “What is the one thing that breaks your heart and what can you do about it?” The answer to that question for us is childhood cancer so when we started The Salz Team we knew we had to have a philanthropic mission which is when our tagline “Do Well Do Good” was born. Our clients ‘Do Well’ working with us, but they also ‘Do Good’ because every time someone uses us to buy or sell a house, a portion goes directly to ACCOIN (American Childhood Cancer Organization of the Inland Northwest) to help local families fight childhood cancer.”



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SHANE BANGLE

“My favorite part of being a REALTOR® is that I can get to know people and their lives on deeper levels, as I am dealing with intimate details such as a family’s finances and dreams. It is also rewarding to help find the balance between the wants and desires of different members of the family, and finding or creating options that bring about the highest level of satisfaction.”

RACHAEL RHODES

“One of my favorite things ever in real estate is debunking myths that investors have to have hundreds of thousands of dollars to flip homes, because... I simply don’t. Helping first-time flippers understand non-traditional financing and experience ownership and sweat equity to snowball wealth is incredible. Another piece of this I absolutely love is creative options like seller financing, rent to own, and sub to mortgages.”



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ALYSSA CURNUTT

“For me, the traditional route of cold calling and door knocking to build your business just wasn’t something that I was interested in. Given my background in video, I thought I would give it a shot utilizing it in my business. I’m glad I did! Video and social media are the engine of my business and have been the primary source of my growth in the last year. And it is not a coincidence that I am on track to have my biggest year to date. Not only has it improved my personal branding and expanded my sphere - it also helps my clients immensely, by giving them more exposure.”

MATT BRUNNER

“For every single house that I flip, I put a neighborhood library in front of the home. Reading has dramatically changed my life and I fill the library with books that have really helped me. Books like “Think & Grow Rich,” “Can’t Hurt Me,” “The Subtle Art of Not Giving A F***” and more. If one person finds one of these books and it changes their mindset, then it’s worth every penny to invest in the library.”



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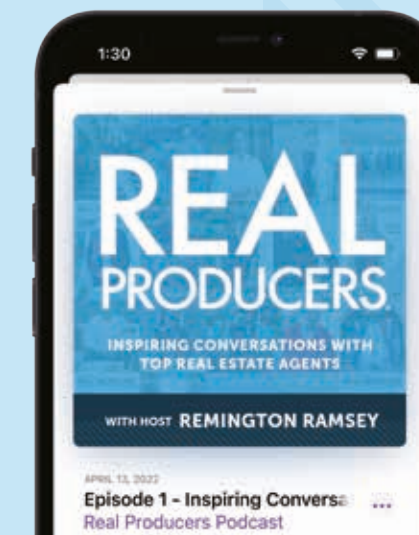


LENNIE RASMUSSEN

“I had an entire team cheering for me – rooting for me. This gave me the strength and determination to press on. And that is where the story turns for me. I came into 2023 with a newfound appreciation and purpose in how I practice real estate. And all of a sudden, I started attracting things, getting more involved in things.”

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RYAN MCDONNELL WITH PRMG MORTGAGE

"I outworked my competition until I could finally outsmart them, and along the way, I learned a cold, hard fact that would supercharge my career. Lenders are a commodity. Referral partners that love us one day, divorce us the next, and borrowers treating lenders like they're on a dating app, swiping left to the next guy or gal offering a .125% lower rate. I refused to allow our services to be commoditized, and my team and I vowed to become an indispensable part of the mortgage transaction by identifying – and satisfying – an urgent void in the mortgage industry."

IN-HOUSE ESCROW

"The part I enjoy most about my work would be people I get to work with, my daughter works in our Bellevue Branch so I get to talk to her every day and I feel like this is the kindest, most productive team I've gotten to work with throughout my years. I get the most satisfaction out of figuring out a solution for my team and clients when they have a more difficult scenario and, of course, the accounting aspect of Escrow." - Kim Richardson, Regional Manager



Photo by Cascadia Designed

AFFORDABLE RESTORATION

"I think REALTORS®/customers having our number is really good for both parties because we can get bids to you very quickly and the job done in a timely manner. Tons of buyers drop out of homes last second due to the findings of "mold" found in the home. That is one of the many things we specialize in and we can mitigate it correctly. Many times, that can save a deal right there just speaking to the potential buyer on why it is or isn't harmful and educating them."
- Brennan Stillinger, Co-Owner



Photo by Cascadia Designed

FIDELITY HOME WARRANTY

"Success to me now is being comfortable, not necessarily wealthy, but having enough. Being able to spend time with my friends & family without worrying about every penny I spend, or being tied down by a time clock. Like many of us, I was hit smack in the face with the realities of what is really important, and that for me, is time with my family."
- Kelly Quinn



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"The Argonne Home Loan Center houses a team of external loan officers who are intent on building relationships with community business partners. They often work with homebuyers who are new to STCU and just learning about credit unions, and may not have been aware that we have a full suite of mortgage products."
- Nick Dotson, STCU Home Loan Sales Manager



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OF SPOKANE POST FALLS

TOP PRODUCERS

OF 2023

▶ top producer



Photo by Alissa Floyd Photography

ZAK ALLEN

“I want to be remembered for helping my crew, building up leaders, and changing lives—but not just with wealth. If my Dream Team doesn’t inspire people to be better, then I’ve failed. If I do all this, have fun, and am loved or hated for being truly me, then I will view that as living the life the Lord has called me to live.”

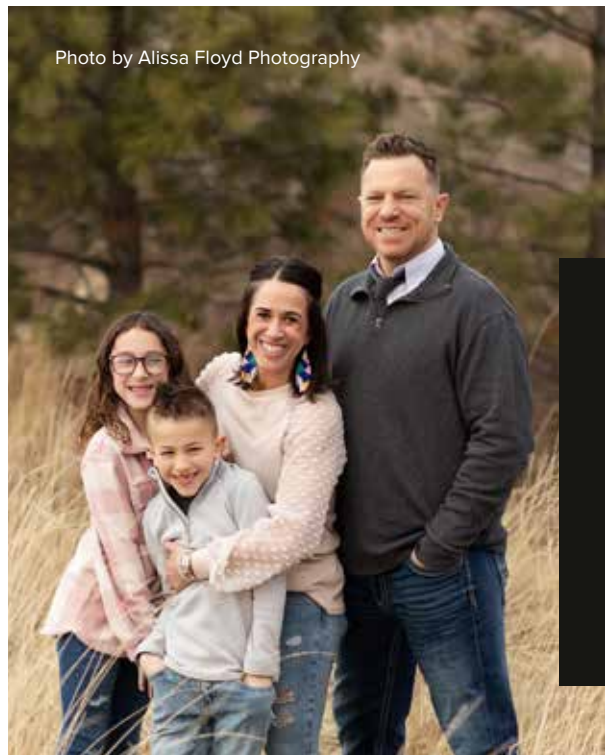


Photo by Alissa Floyd Photography

JEREMY NICHOLS

“Just months after Covid hit, I had some pretty significant health scares that made me realize the importance of what matters most, family. I love spending time with my family. My wife and I spend most afternoons carting the kids off to the next activity. We seem to thrive when our calendar is full, we don’t like being bored.”

Photo by Alissa Floyd Photography



CHASE BAXTER

“My journey involved my immediate village for my first deals (friends and referral partners), meeting new villages to continue growing (Flying Irish), and finally relying on my “paid village” to help take our service to the next level (my team). Your village is going to look different than mine. You may be new to the area, have a smaller group of friends, or not be in a position to hire a team yet. But you have people around you who care about you, are supporting you, and who want you to succeed.”

RICH KING

“At the end of 2018, I stumbled across a book that really changed everything for me. That book was Millionaire Real Estate Agent (MREA) by Gary Keller of Keller Williams Realty. I read about how to truly organize and operate my real estate business like a business. In my previous sales roles with larger companies, I engaged in activities that were statistically most likely to bring profitable results. But I hadn’t been operating my real estate business that way. But MREA showed me how I could bring in more business, deliver a superior level of service to my clients, and still have a life to enjoy outside of work.”



Photo by Pix’All Photography



Photo by Pix'All Photography

BRENDA TAMPIEN & TEAM

"I have a true passion for the variety of homes that we have in Spokane. I joke around saying that if I were a REALTOR® in my hometown (Moses Lake), I would be so bored! Not that it's a terrible place, the homes there just don't have the history and character like the properties in Spokane do. I am not so much a cookie-cutter fan, I enjoy unique architecture, bright kitchens, and inviting decks."

BRAD BOSWELL

"I have been blessed to work for Steve Huettl, owner of Camden Homes and he is responsible for many of the beautiful homes you see in the Morningside, Greenacres and Liberty Lake areas today. Steve told me right away after working for him, "If you want to keep sell- ing my homes, you need to live in one!" I took that to heart and so did he. A year later, I moved into our own Camden home. I'm currently Camden Home's listing agent and I also service the sphere I have built over the past 20 years and more. Loyalty in this business is so important. It comes down to relationships and trust."



Photo by Ryan Lindberg

CHELSEA MCFARLAND

"Real estate has been such a great fit for me. I've been able to pull from my marketing, media and tech background in ways that are so useful. I've also always loved solving problems. Being a REALTOR® has given me such a unique opportunity to connect with people during what is usually such a major shift in their lives, and I feel so honored to be part of that journey with them. I'm looking forward to the years ahead in this industry, and doing all I can to make a positive impact on our community."



Photo by Pix'All Photography

NATALIE RASTALL

"I carved out time in my busy schedule to rest. I hired a new real estate coach and personal fitness trainer. I was excited about the new path I was on. Between my faith and rebuilding my foundation, I was well-rested, reinvigorated, and extremely focused. I had the time for things that were important to me: my faith, family, health, travel, enjoying outdoor activities, and, as always, my business. It was just a matter of finding the right balance."



Photo by Cascadia Designed



Photo by Lindsey Ritchie Photography

MATT & RACHAEL MEHRING

“It is no secret we are young and new to the business and we have loved and appreciated every step so far. Being a younger agent, there is a lot of competition and people sometimes question your ability to do the job and your knowledge over agents that have been in the industry longer, but we have worked well and hard to get to the place that we are in and look forward to continuing to learn more, while educating and guiding our clients through every transaction.”



Photo by Cascadia Designed

TODD GRUBB

“We really feel that we are rising to a whole new level with career-long wisdom and a luxury presence in Spokane and CDA. We are incredibly motivated to help more people buy and sell at a high level. We earn the trust of our clients as we go and when we do stellar work, they trust us to help their friends and family. The occasional bumps in the road can be smoothed out when your clients know you will always take responsibility and have their best interests at heart.”

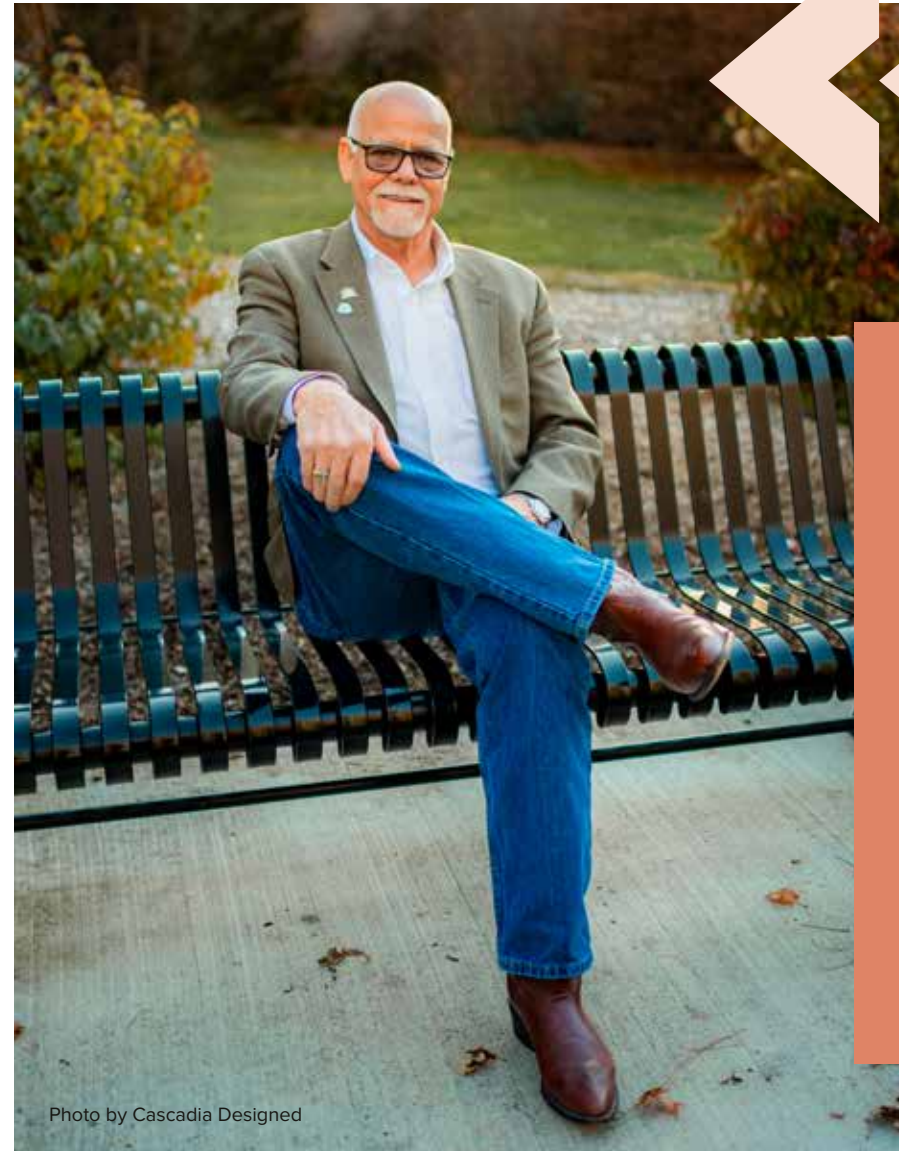


Photo by Cascadia Designed

TOM CLARK

“I’ve been fortunate to make a good living in real estate for most of 30 years. Real estate is not a job to me, it is a lifestyle. I’ve never considered myself to be a top producer but I always tried to take good care of my clients and earn their trust and referrals. I often heard “you shouldn’t have to do that” when I was going out the door to clean out a garage or pick up paint chips on a 90-degree day or create access for a crawl space or some other chore not in the “REALTOR®” job description. My clients always know I have their back and will do whatever it takes to make sure they succeed in their real estate transactions.”

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EVENTS OF 2023



Luncheon at Fête



Wild West BBQ in Hayden



Wine Tasting & Poker Run...Limo Style!



Bling It On: Denim & Diamonds Party

Photos by Aemon Productions



» real events

Photos by Paul Allen

CHRISTMAS MINGLE

Ruby SUITES

A huge thank you to Ruby Suites for putting on our Christmas Mingle! They provided catered appetizers, wine, beer, live music and tours of their beautiful amenities for short-term stays. What a great way to finish out 2023! Wishing you all a happy new year!



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