

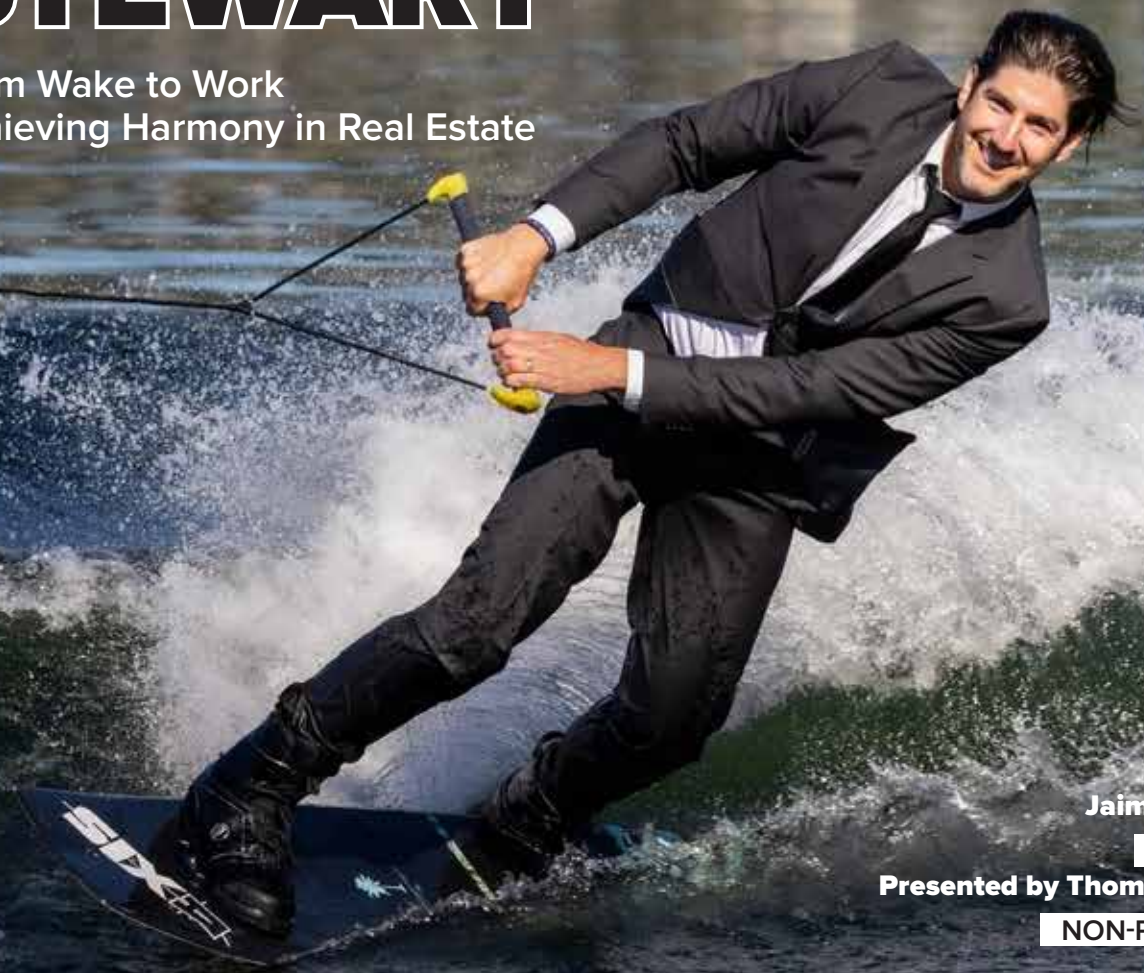
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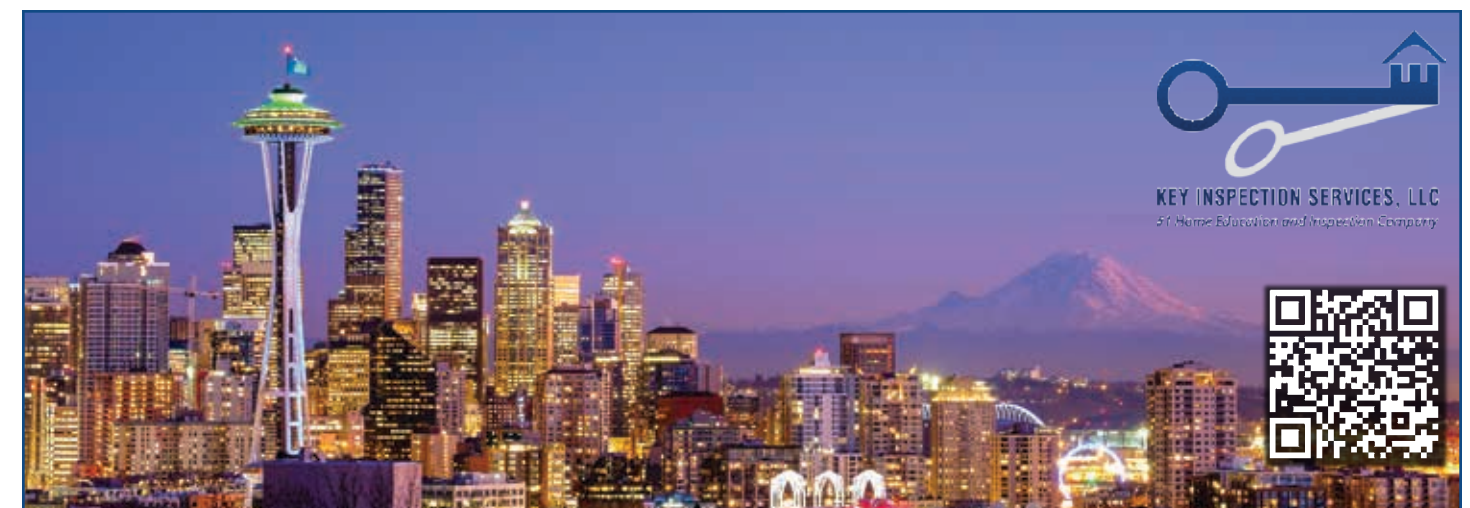
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NOTE

PUBLISHER'S

Welcome to the July issue of *Seattle Real Producers!*

If you couldn't tell by the cover, summer is here and it's okay to work hard and play hard. The past few months have been full of amazing events. In April we hosted another successful Mastermind, with a room full of top producing agents and our hard working partners. In May we got together at Mark Ryan and focused on making a Real Impact in our community highlighting 6 local nonprofits. In early June we highlighted an incredible property presented by The Cottage Company and Alchemy real estate. We love being part of such impactful collaboration between passionate and hardworking agents and our incredible partners.

This month is no different. Our cover feature Travis Stewart is an incredible broker with Windermere and shows that it's ok to work hard and enjoy life. He was willing to take part in a one of a kind photoshoot, and if you haven't seen the videos yet, be sure to check out our *Seattle Real Producers* Instagram. Our rising star, Jaime Watson with eXp, has found her stride early in her career by pouring everything she can into her clients. With a focus on staying healthy and active and a willingness to collaborate with other agents, it's helped her find success early in her real estate journey.

Our Notable Home, presented by Thomas James Homes, is a truly incredible property in West Bellevue. Keep an eye out for more incredible homes on both



sides of the water. This month's sponsor spotlight highlights Enclaves, a go to in short term property management. They can help with many different scenarios when it comes to clients needing a home while finding their forever home, and many other situations that Real Producers might run into.

Finally, our nonprofit feature on Rainiers Athletes shows the incredible work they are doing with kids in our community and helping them find their path to success.

We want to thank all the Seattle RP partners who make this all possible and please enjoy this issue while basking in the PNW sunshine!

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Discover Modern Sophistication in Bellevue's Lochleven: A Thomas James Homes Masterpiece

Presented by Sarah Skryabnev Photos by Candi Kintzley of Clarity NW

“Step into the epitome of modern luxury at 9421 NE 1st Street, a striking creation by Thomas James Homes in Bellevue’s Lochleven Neighborhood. As a Top 10 Builder in the Eliant HomeBuyers’ Choice Awards 2024 for First Year Customer Service Experience and First Year Quality Experience, Thomas James Homes sets a new standard for upscale living, renowned for its quality and craftsmanship.

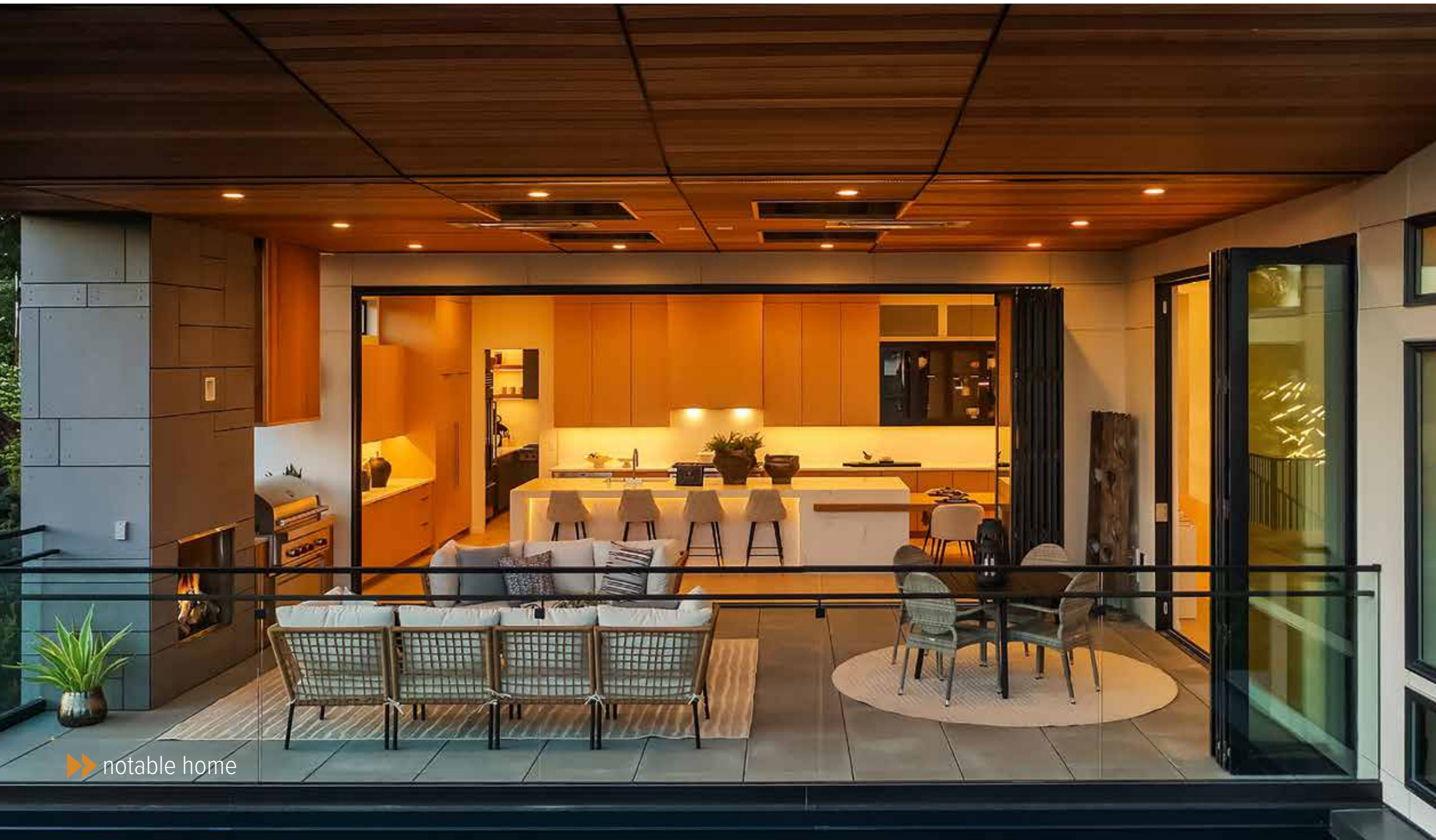
Designed for those seeking something truly unique, this residence boasts a custom reverse floorplan, a bold departure from the ordinary. This innovative



design offers a fresh perspective, perfectly tailored to the distinctive features of this lot.

Partnering with McCullough Architects, Thomas James Homes has crafted a home that redefines modern sophistication. The exterior showcases a masterful fusion of materials – cedar soffits, stucco, hardi, and concrete – creating a striking facade that seamlessly integrates with its surroundings.

Step inside, and you’ll find yourself immersed in an open-concept main level, where expansive living and dining areas effortlessly flow into a chef’s kitchen and scullery. It’s a space designed for both functionality and style, with sleek finishes and abundant natural light creating an atmosphere of refined elegance.



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notable home

“Our design team devised the perfect structure for this dramatic lot: the home is configured with movable glass wall systems at every level to enhance the experience of living amidst Meydenbauer Bay,” explains Jim Riela, our Division President, capturing the essence of this collaboration.

But it’s the details that truly set this home apart. Warm wood accents throughout add a touch of natural warmth, while the seamless blend of slabs and tiles enhances the contemporary aesthetic, creating a sense of cohesion and harmony throughout the space. Kerf door jams, drywall finished window wraps, and recessed hinges exemplify the commitment to modern design, offering a clean and minimalist aesthetic that is both timeless and sophisticated.

A dedicated office space on the main level offers a quiet retreat for work or study, reflecting the homeowner’s desire for innovation and versatility. Meanwhile, the lower level features a flexible and expansive rec room, complete with a kitchenette and fitness room, along with a fifth bedroom for added convenience.

With an elevator providing seamless access to every floor, this home exemplifies the commitment to effortless living. As a Real Producer presenting this exceptional property to your clients, emphasize the unique design and impeccable craftsmanship that define Thomas James Homes. Invite them to experience firsthand the unparalleled blend of architectural brilliance and contemporary luxury that awaits within these walls. For here, amidst the tranquil beauty of Lochleven, lies a home that dares to be different, offering a lifestyle that is truly one-of-a-kind.



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SHAPING THE FUTURE



In another record-breaking year, Rainier Athletes raised \$555,000 at the 2024 Shape the Future gala, held at the Hidden Valley Field House in Bellevue. Funds from Shape the Future will help Rainier Athletes connect Bellevue students furthest from educational and social justice with long-term, one-on-one mentorship and opportunities to pursue their passions, ultimately building an enduring sense of belonging.

Shape the Future 2024 lived up to its reputation as the most unique nonprofit party in Bellevue. The event was packed with fun, innovation, and playful energy.

Middle schoolers helped guests customize their name tags with stickers and ribbons. A mentor/mentee pair coached guests through the paper airplane toss (a play on the traditional wine toss). Instead of passed hors d'oeuvres, guests dug into a tater tot extravaganza. The onstage program kicked off with a "pre-game show" where sponsors scrambled to collect ping pong balls dropped from a piñata by two students.

Abdul, a high school senior, shared his Rainier Athletes journey with the crowd: "I've been a part of the Rainier Athletes community since elementary

school. Every week, every month, every year, I met with a mentor who believed in me and inspired a belief in myself. After many years of having my own dedicated Rainier Athletes mentor, I decided it was time I completed the cycle and became a mentor myself."

Guests also heard from community leaders about mentorship's impact on the wellbeing of our entire community. Kelly Aramaki, Bellevue School District Superintendent, shared about the immense need for mentorship locally. Elaina Morris, Rainier Athletes Board Member and President & CEO of Ascend Hospitality Group, shared a personal take on the power of mentorship in her own journey.

Summing up the power of the evening, Rainier Athletes' Executive Director and Founding Mentor, Jesse Franklin, said, "In community we can accomplish anything. When you leave here tonight, remember one idea - together we will shape the future."

Join the Mentoring Movement
Rainier Athletes started with one mentor, three students, and some Little League gear in 2013. After a decade of impact, the organization now reaches over 1,000 individuals across the Bellevue School District.

Want to join the Rainier Athletes community? Rainier Athletes is seeking volunteer mentors to help clear their wait list! Mentors come in all ages and from all walks of life, from high school juniors, to CEOs, to retirees. Students are ready to connect with mentors about more than sports - they are also artists, activists, and engineers. It only takes one hour per week to make an exponential impact.



WITH RAINIER ATHLETES

Written by Rae Macker
Photos by Red Fish Blue Fish Photography



About Rainier Athletes

Rainier Athletes' mission is to inspire and affirm our youth's sense of purpose and belonging by intentionally connecting their core community of teachers, coaches, families, and mentors. The student's journey starts in 4th or 5th grade and continues every week, every year, through high school graduation and beyond. Each student is matched with a one-on-one mentor who meets with them weekly, fully sponsored to participate in extracurriculars, and motivated to achieve

through Rainier Athletes' classroom engagement and self-advocacy model.

Rainier Athletes and Shape the Future are supported by sponsors tms, Amazon, the Bacon Family Foundation, BTG Benefits, Costco, and many more corporate and community partners.

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APRIL MASTERMIND

In late April we got together for another impactful mastermind. This event would not have been possible without our sponsors: Randy Cornwall of NexTitle, Kris Jackson with ProStar Insurance, and the founder of Seabrook, WA, Casey Roloff.

We kicked off the event by hearing from SKCR President Michael Orbino. He laid out factual and relevant information about the NAR settlement and how it effects us in Washington. Everyone in the room benefitted from hearing Michael's eloquent and straightforward approach on best practices, how

brokers should be educating their clients, and much more. We are so appreciative of Michael for taking time to come speak to our group. Casey Roloff, the founder of Seabrook, was able to show how Seabrook started and how bright the future is going to be for the gorgeous beach town.

The second half of the mastermind was all about collaboration, from buyers presentations, to navigating the market, to so many other elements of real estate. We can't wait for the next time we get together with our Real Producers community.



TAKEAWAYS FROM ATTENDEES

"I was very honored to have been in this exclusive room and also to see so many familiar faces. It was great collaborating, learning, and listening to everyone in their respective markets and their thoughts on the ongoing challenges we all face. I think now more than ever, it is paramount that we collaborate and support each other to defend our industry and our clients. I always tell my clients that this is the largest financial transaction in their life and not only is having representation important, it's crucial to find an agent who knows what they're doing and will have your best interests in mind. Truly, you pay for what you get. I am actually very glad that Washington and our REALTOR representatives fought to get the 'Buyers Brokerage Agency Agreement' legally required. We are 1 of the 18 states who has done this so far and it's paved the way for an easier and necessary transition to what will ultimately come into fruition.

The RP mastermind event was such a great time. I also enjoyed hearing from your sponsors. We love Seabrook and hearing from Casey and will

continue to push that to our clients. NexTitle and ProStar Insurance were very interesting and unique from other companies in their fields.

Thanks for everything you do, Shea! I love learning and collaborating with our top producing agents in the area and also learning about new sponsors and how they may help my business or clients!" -- Michele Liang

"Hearing Michael's call to action and asking us to advocate on the behalf of our industry I felt compelled and pulled to move in a direction that changes the course of our industry. I want to be more than a transactional broker and leave a lasting legacy." -- Tanya Mock

"One of the takeaways I found very interesting was how Michael and other NAR members go above and beyond to represent us in the courts, helping out our industry and our businesses. It's great that Washington state is ahead of the game and it's due to our representation from them." -- Crystal Dickerson

"My biggest takeaway was how every company is settling with the lawsuit..08 on the dollar owed and that the NWMLS is considering whether it will pay or not. I'm glad the speaker was able to negotiate the language of the buyer agency agreement so we can have open houses and serve our sellers without demanding a signed buyer agency agreement." -- Jennifer Beeler

"It was a great event and really loved hearing from Michael and the update on NAR/SKAR and lawsuit background. Honestly, that could have been a 2-hour discussion on it's own. My other big takeaway was I need to up my game for buyer presentations. Adam's slide deck was IMPRESSIVE! Such good conversations on what other agents are doing and what everyone is seeing in the market." -- Elizabeth Avery

"Why isn't this room packed with brokers? This was such valuable information and great to collaborate with other successful brokers." -- Matthew Chapman



ENCLAVES

ELEVATING THE WORLD OF SHORT-TERM RENTALS

In the world of rental properties, long-term rentals are much more common than short- and even mid-term rentals. Yet, for those in need of a rental for a few weeks or up to six months, locking into a year-long lease makes no sense. Luckily, Enclaves is in our own backyard and specializes not only in short (29 days or less) and mid-term rentals (one to six months) but in high-end, well-appointed enclaves where guests can settle in and enjoy a fantastic experience.

But it's not all about the guests. For homeowners or investors searching for their next opportunity, Enclaves is the perfect property management partner. As Sarah Carter, Chief Sales and Marketing Officer, says, "We help owners maximize their ROI by renting their property out for them and managing all of the day-to-day. That includes marketing of the property across multiple channels, rate management, 24/7 guest service, cleaning, maintenance, etc." They also keep their properties stocked with high-end amenities, including a coffee setup unique to our well-caffeinated city!

Drawing from her prior work experience at Vacasa, the largest short-term rental management company in the US, Sarah brings unparalleled expertise to Enclaves. With an equally strong foundation in hospitality, Sarah and the team at Enclaves are dedicated to ensuring that both property owners and rental guests receive nothing short of an exceptional experience.

THE TEAM

Speaking to that, Sarah met Enclaves founder and managing director, Glenn McQuiston, six years ago when he had a rental property that she was hoping to bring on as a client. When he let her know he already owned and operated a



short-term rental company himself, they got to talking further and realized his sons, Paul and Devin, who also work for him, had gone to high school with Sarah. The two stayed connected and last year Glenn let her know he was ready to grow his company and would love to have her join the team. "I was looking to get back to something local and more focused on the hospitality guest experience, so this was the perfect fit," she says.

Sarah attributes the company's success to Glenn's extensive business background in 'so many things,' including law, real estate investment, private equity advisory, tour operations, and even having worked as an executive for a cruise line at one time. Founded in 2016 as Seattle's Best Stay, the company recently rebranded

to Enclaves, as they are hoping to expand to other cities and states in the future. In addition to Glenn and Sarah, the Enclaves team includes:

- **Devin McQuiston, Director of Property Administration.** Devin is the go-to for guests during their stay keeping each home stocked with all the amenities; pointing them to the best coffee shops, restaurants, and tourist attractions in town; and answering any questions they might have. He manages all cleaning and maintenance operations as well.

▶ sponsor spotlight
Written by Jenny Hart Danowski

The Enclaves team (left to right): Devin, Glenn, Sarah, and Paul.

- **Paul McQuiston, Director of Business Development.** Paul has been in the real estate appraisal industry for 20 years and is now the principal at Alpine Appraisal Group. He thrives on finding unique opportunities for Enclaves and their investor clients through his vast real estate network.
- **Adriana Pinheiro, Director of Systems Integrations & Technical Support.** Adriana makes it all happen on the back end, coordinating the various tech platforms, partners, and tools that drive Enclaves' business daily.
- **Sara LeBaron, Social Media Manager & Designer.** Sara is instrumental in letting the public know about Enclaves through its social media platforms. She also serves as Creative Director with marketing tools and provides owners with interior design services as needed.

WHAT ENCLAVES CAN DO FOR YOU

As a property management company with a focus on short- and mid-term rentals, Enclaves serves three types of clients:

- **Real Estate Partners:** This means you, the people within *Seattle Real Producers*. If you know someone who might benefit from Enclaves' services, connect with Enclaves and you won't be disappointed. As Sarah points out, "We pride ourselves on an elevated level of service, so we aren't taking just any property and putting it out there. We want to ensure that our offerings are premium, high-end properties featuring attractive design and guest-pleasing amenities. We feel that way about our partners as well. We want to work with the best of the best, which is what we have found in *Seattle Real Producers*."
- **Homeowners:** Any owner with an investment property, or perhaps a vacation home, is their target client. For example, someone who has moved to Seattle for work, buys a townhouse, and later is transferred out of state but plans to still visit and wants to keep that property as an asset. "We will provide a complimentary income estimate of what their property could make as a short-term rental with us, and will do all the work for them to rent it out," Sarah explains.



- **Guests:** These are people looking for a short-term place to stay for vacation, while remodeling their home, while in-between the sale of a home and the purchase of the next, or while visiting here for work or other purposes. Whatever the reason, Enclaves will ensure their stay is amazing. Enclaves knows that happy guests mean return guests, and return guests mean great occupancy and happy homeowners!

Currently around 90% of Enclaves' inventory of rental homes is in Seattle, but they do have properties they partner with in Arizona and in other parts of Washington state. "We seek out every opportunity to evaluate its potential and establish if it is the right fit for our portfolio and team, and if we can help the owner reach their real estate goals," Sarah explains.

In conclusion, Enclaves wants to be your go-to resource for all things involving short- or mid-term rentals. With every city and county having its own ever-changing rules, regulations, insurance requirements, and so on regarding these types of rentals, Sarah and her team are here to advise you and your clients!

To learn more or to view their current inventory, go to www.enclaves.us or reach out to info@enclaves.us.



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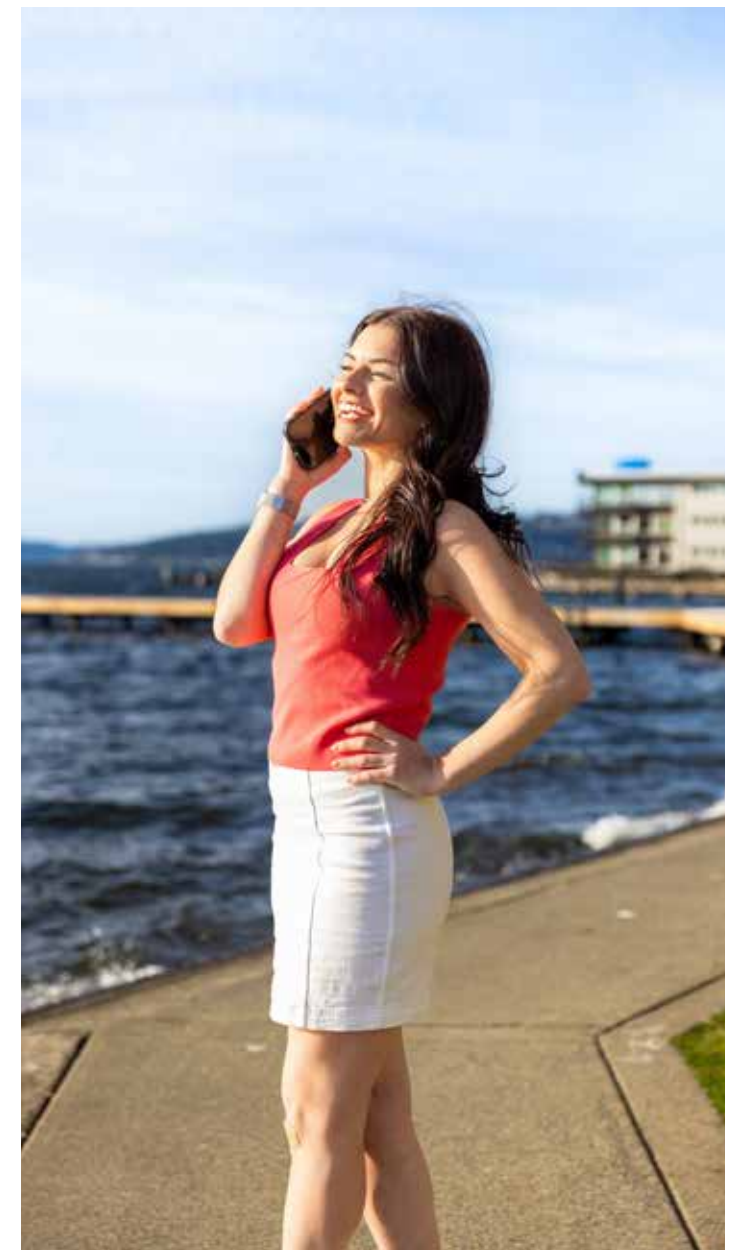
Jaime Watson's Rise in Real Estate

As a realtor with eXp Realty, with her own fast-growing team only five years after gaining her license, Jaime Watson reflects, "I liked houses growing up, and the process of buying and selling always intrigued me. I thought it seemed like an exciting career...and it has not disappointed!"

Starting her career in banking, Jaime quickly worked her way up to personal banker and small business specialist roles. But she did not find this fulfilling, seeking more. "I wanted to get out of the branch and into the field. I started selling cars, working at a dealership, which went well," she shares, "but I was not as passionate about cars as I am about homes."

For her start in real estate, Jaime found a position as the front desk coordinator at Century21 in downtown Kirkland. Again, she quickly grew in that role and expanded her responsibilities. "I managed accounting, commissions, and all the operations, coordinating the teams including some who were overseas. I saw a lot of agents come and go, and knew I could do the job as well, if not better, myself," she says. "The checks that I saw were motivating! So in 2019, I got my license, and the brokerage owner offered me an ownership position, but I wanted to build my own brand."

After a short stint learning the marketing side of the business at COMPASS, Jaime connected with MN Custom Homes CEO Saun McFadden, who recommended her to RE/MAX, which became another valuable experience in Jaime's development. She highly commends their approach, saying, "They offered me my first real position in real estate. I was at RE/MAX for



two years and loved it. They were most encouraging about doing your own thing, but I knew I still wanted to build my own brand.”



Subsequently recruited by eXp, she explains the impact of joining this organization on her business. “I made the switch and put myself through all their certification classes,” she explains. “Their amazing resources have been a huge trigger for me in growing my own business. Today I am always on (with the phones ringing constantly). I am maximizing my existing client business, lead flow, and always try to build.”

Now in her third year with eXp, Jaime has been recruiting to her team by building her downline, a key advantage of eXp. She believes that is where eXp really delivers value— in managing your downline and setting up your mini brokerage.



Now devoting a portion of her time to managing her downline, Jaime explains, “While it takes time, I have a tough time saying ‘no’ if somebody needs my help. I am always there for them at any time of the day. Sometimes I talk to each of them for two hours a day, answering their questions and preparing them to get them moving on their own.”

Jaime could not be more positive about all the expertise, events, and programs available to her through eXp. Working with eXp has particularly helped with the support system, software, and website with keyword search to support her downline’s queries, issues, and management of their pipelines. As a member of eXp’s co-founder group, Jaime has access to a special Facebook Messenger group with hundreds of agents nationally available to answer questions. Enjoying this new dimension of her work, Jaime says, “It’s fun because it’s collaborative.”

Managing her downline reminds Jaime of how she herself entered the business and grew her own brand. “I enjoy helping them reach their goals, and I don’t think about the paycheck,” she comments. “I remember how many times I struggled by myself when I was just starting out; it can be a lonely business.”

Jaime’s own personal mentor continues to be Michelle Wilson, who was running Century 21 when Jaime started as office manager there. “Although Michelle has moved away from the area, we talk by

phone and Zoom, and she still runs events. She is a personal inspiration for me.”

Her clients and her own transactions with both sellers and buyers remain her number one priority; the timing of her career has

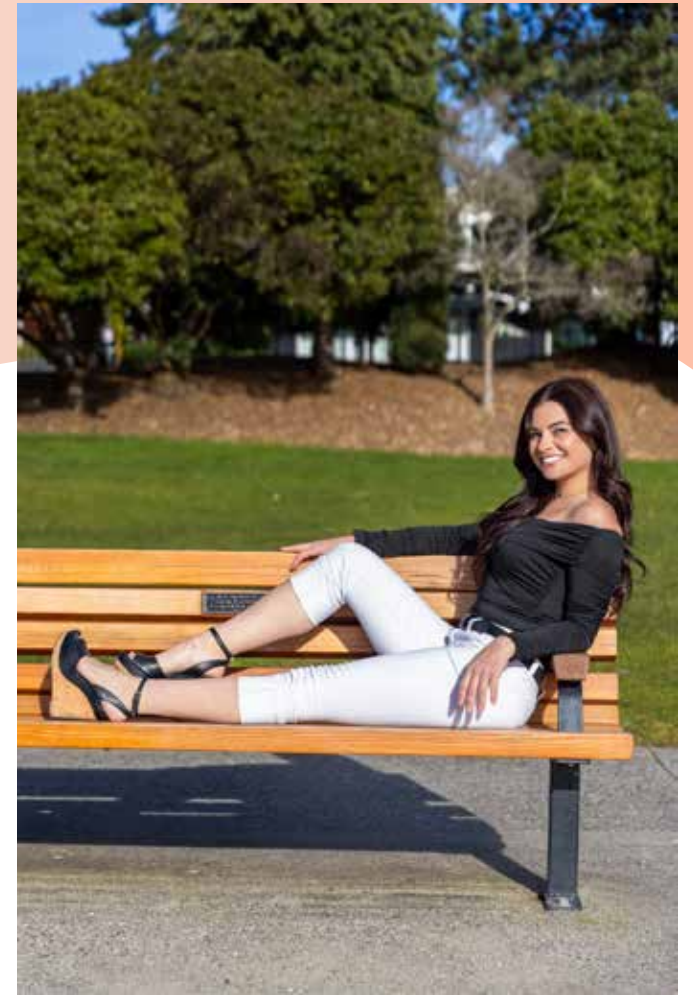
allowed her to gain experience in many different market conditions. “There are so many variables in real estate right now,” she explains. “There are areas that are going crazy and others with houses just sitting on the market, so you must be on top of what is

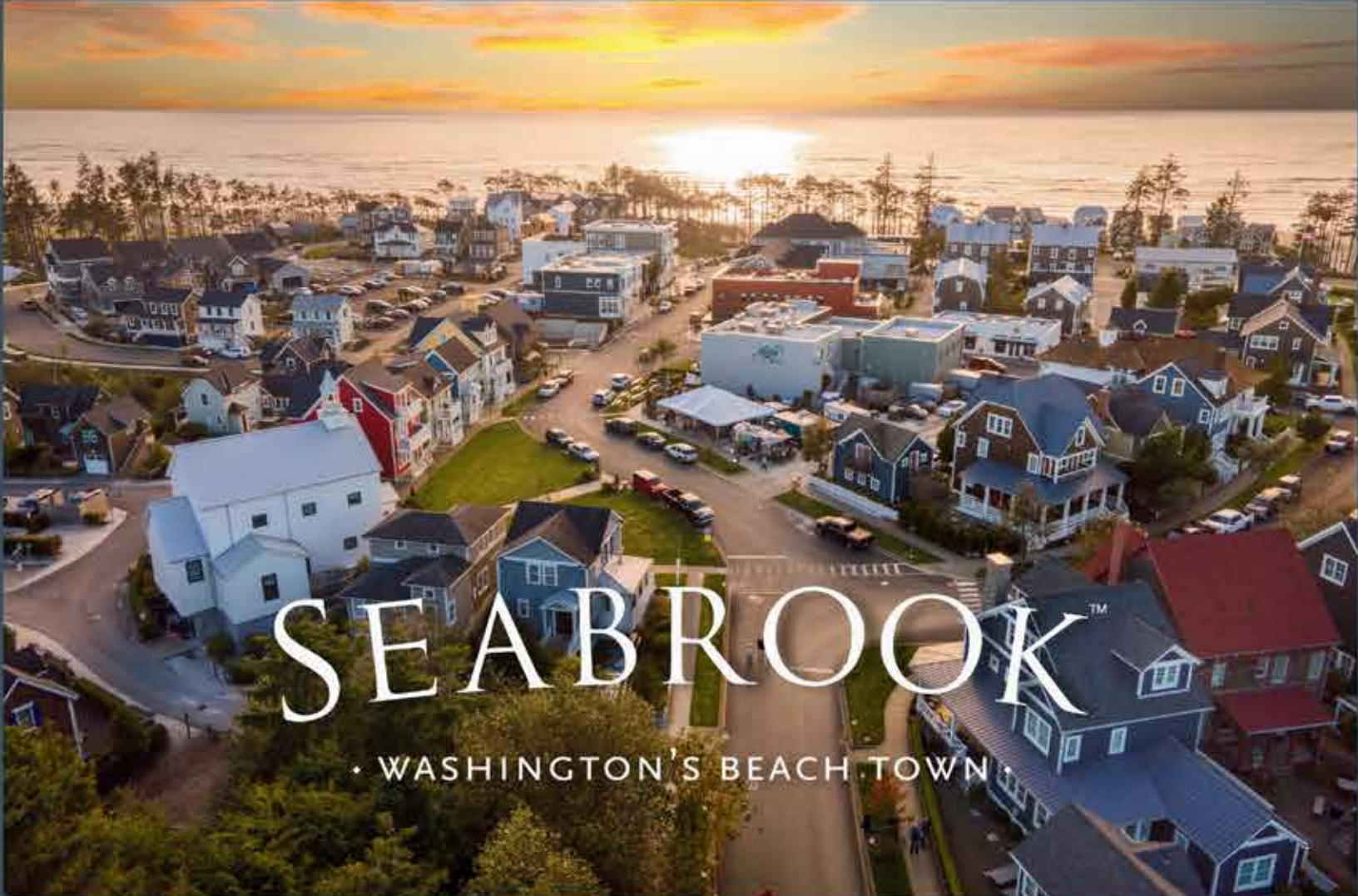
happening. I have seen and learned so much. I do not focus on specific price points and I treat all my clients the same, which is why I receive so many referrals.”

Although she learned the marketing aspects of the business early on, Jaime’s use of social media has evolved as she explains, “I am now taking a more personal approach and as a result I’m seeing a lot more responses from people. Facebook is still my number one, but I am now focusing on Instagram as well.”

As an extremely social person, Jaime enjoys spending time with a wide circle of friends— boating, going on trips, and attending shows (the Gorge is her favorite event). She loves participating in local community, culinary, and travel events, and is always up to discover a new restaurant.

For Jaime, the challenge in real estate is to be confident. “My solution is to be prepared and be ready for questions and objections that may arise in a negotiation.” She is continually learning and taking classes, and highlights the certified negotiation accreditation from eXp that she has earned as a significant contributor to her continuing success. “It is the gratitude from my clients after they tell me I have helped them find their dream home,” she concludes. “That’s the best part!”





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Travis Stewart

» cover story

Written by Barbara Pearson
Photos by Freestyle Production

Navigating the Waters of Real Estate with Passion and Precision

Eastside native Travis Stewart, Broker and Team Leader at Windermere Real Estate's Kirkland office, was born in Bellevue, then moved to Kirkland just before he started kindergarten. "I am an only child," Travis explains. "My parents wanted me to make neighborhood friends whom I would go to school with from kindergarten through graduation. My folks sold that family home just two or three years ago!"

Travis's father grew up in Shoreline, and every summer a neighbor would take him and his siblings to his lake house. They would waterski all summer long. Travis shares, "Ultimately for my father, the goal of his life—the goal of all goals— was to be a family that owned a boat." By the time Travis was born in 1984, his parents had built a place on Lake Roesiger in Snohomish County, where his father continued to waterski "with me as a one year old strapped in a baby seat in their boat with my mother driving," he smiles. By the age of two, Travis was kneeboarding with his dad, kneeboarding by himself when he was three, then progressing to waterskiing and eventually barefooting.

By the age of nine, Travis was competing, as was his father, at water ski tournaments

every weekend in the summer. "Then someone turned up at a competition with a prototype wakeboard. "I tried it and loved it," he continues. "Although my dad was pushing me into waterskiing, wakeboarding was so much more fun!" Taking the sport more seriously between the ages of 13 and 15, Travis won multiple amateur tournaments around the area. By the time he turned 16, he had won all the state circuit tournaments and was the Washington State Champion in a semi-pro wakeboard division. This led to an entry into Nationals in Texas, competing against 300 wakeboarders from states that host water ski tournaments. "Miraculously, I had the run of my life and won Nationals!" Travis confirms. With interest from sponsors and encouragement from his parents, he moved to Orlando, Florida and began his journey as a professional wakeboarder.

"I competed on the Junior Pro Tour for a full year and got to a spot where the X Games—my goal— became very close," Travis explains. However, just two weeks before the X Games qualifier, he suffered an ACL tear. "I watched my entire life just vanish as a 19-year-old for whom wakeboarding was everything," he says. Despite



aggressive surgery and intensive physical therapy, at the next competition he blew his knee out again. “I thought I’d missed the mark. I had a hurt knee and a really bruised ego. It was a wonderful, amazing dream, and a crazy ride. But it was over,” he adds.

Returning to live with his parents, Travis attended college in Bellevue, where he met a fellow student whose father owned an appraisal company. Introduced to the President and Manager at the interview, Travis was astonished by their final question, “Which view from your office window would you prefer?” So, in 2005, he joined Scott Mahon Appraisal Services and worked his way up from apprentice trainee to becoming a certified real estate appraiser in 2007.

Travis had some early exposure to real estate, as his mother had obtained her license when he was in 7th grade, and he quickly became her resource to answer questions and concerns, particularly with the state of the market in 2007 and 2008. “As an appraiser, for 2 years I was the guy bringing you bad news,” he continues. “I would come to your house that you bought for \$600,000 and would have to tell you it’s now worth \$450,000.” Burnt out, when somebody in his sphere suggested he get into title and escrow, he jumped at the opportunity. He joined Stewart Title and Escrow in 2010. “I learned how to do outside sales, to offer value, to be a resource, and to get outside of my comfort zone,” he confirms.

“Then in 2012 my mom told me that the real estate market was starting to take off again, so I asked her if there was an opportunity for



us to work together. We figured out an agreement where I would be her apprentice; we would build something together and someday I might take over,” Travis explains, “but it took some pretty thick skin, because people always commented about me being the kid who worked with his mother in her business!”

But four core friends stood behind Travis, and their introductions and referrals became the foundation of his business, while he watched how the people he admired—not necessarily in real estate—worked and emulated them. “In my early years, I never said no,” Travis says. “I did everything and went everywhere, but now heading into my 12th year, I don’t have a problem saying no if I need to prioritize my family or other interests.”

“I give everything, my whole heart, and I don’t hold much back, so there is no game playing,” shares Travis. “Over the years, I’ve learned that you need to have your clients’ back 100%. You should really be selective about the people you work with, so they bring you joy as much as you bring them joy. That is why referrals have been such a blessing; you are a product of the people you hang out with. I love the feeling of putting on a ‘superhero cape.’ Give me something impossible and let me see if I can



solve it (in most cases, I can!) and it has been rewarding and wonderful to gain relationships and clients for life.”

For years Travis’s business was numbers driven, but in the last few years, through coaching, the team has ironed out the model of what they want to achieve. “This has changed from hitting a dollar amount; I now ask how many people we need to help in order to achieve our goals, based on an average price point,” Travis explains, “so it’s all in the math. How many presentations do we have to do to have actual hot leads each month? How many people do we need to help each month when we don’t do a lot in December and January except reflect and plan— and when I aim to take a little time in July and August to play on the lake?”

Looking to the future, Travis wants to be sustainable enough to give back to his community. “I want to find a way to be the one that teaches kids how to wakeboard or waterski, or do fun stuff on the lake,” he enthuses. “At some point, I would like to get a commercial driver’s license, rent a bus, and do the ski bus that I remember as a kid. I’d pay for the ski tickets and rental equipment, then pick you up on the bus. Come with your kids— let’s go!”

Travis concludes, “What motivates me is getting the positive affirmations back. When people say that there’s a reason they want to work with me—not just because of real estate—but because they want to be around my energy, those are the people I will go to the ends of the earth for because I’m happy to be a positive beacon of hope and a resource to so many people around me.”



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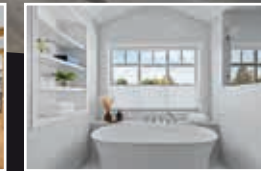
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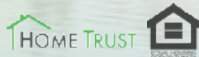


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