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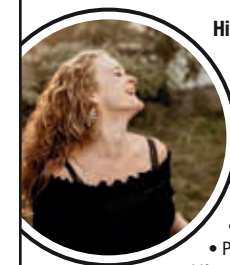


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**Michael Colagrossi**

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# NOTE PUBLISHER'S

Welcome to the June issue of *Seattle Real Producers*.

We are so proud to bring you another amazing publication. Is summer here already? Time never stands still, and neither do our elite group of Real Producers. We continue to be inspired by this amazing group of brokers and what they are able to accomplish month in and month out, and this year is no different.

In May, we focused on making a positive impact with our *Real Impact* event. The theme continues this month as we highlight those who are making an impact in real estate and in our local community. Our cover feature, Matthew Chapman, is a Seattle-based real estate broker who redefines success by blending expert services with social impact, donating a portion of each sale to local nonprofits.

Our agent spotlight focuses on Patrick De Leon. His journey into real estate began when he fell in love with Seattle. His career pivot took courage and a supportive mentor, but it was his commitment to serving clients with integrity and the inspiration from his family that transformed his new role into a thriving passion.

This month's leadership article highlights Eric Shull, a Managing Broker at John L. Scott and winner of the 2023 Agents' Choice Award. Eric leads 160 brokers, leveraging his technology skills and mentoring expertise to inspire and empower his team, all while staying active with his passion for running, fitness, and photography.

We also have an incredible Notable Home presented by The Cottage Company and Alchemy Real Estate. This one-of-a-kind offering is a gated community set



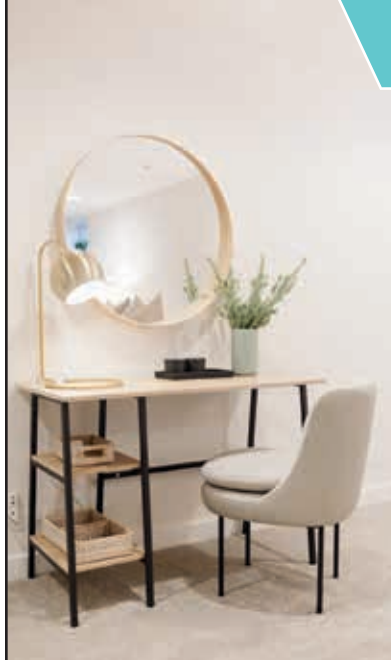
on 2.5 acres in North Seattle with 9 highly functioning homes complete with parking, a dog park, and a meditation garden. It's such a unique opportunity, we are collaborating with them for an event on June 4th. Keep an eye out for more details.

Last but not least, we shed light on StolenYouth and its fight against trafficking right in our back yard. Additionally, check out tickets for the Champions of Change celebrity All Star Game.

A huge thanks to all of our partners for making this possible and the incredible brokers who build up our real estate community.

*Warm Regards,*  
**Shea Robinson**


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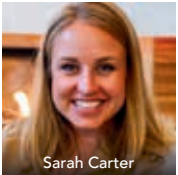
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**A Vision Rooted in Community**  
From its inception, The Cottage Company has been dedicated to building communities that foster connection and attachment among neighbors. Unlike traditional single-family homes that often prioritize size and isolation, The Cottage Company emphasizes a sense of belonging and **CONNECTED** living. This ethos is reflected in the design of their homes, which feature richly detailed millwork, solid wood flooring, traditional pitched roofs, and custom touches that give each residence a unique character.



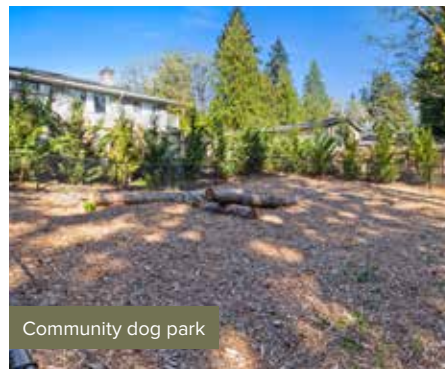
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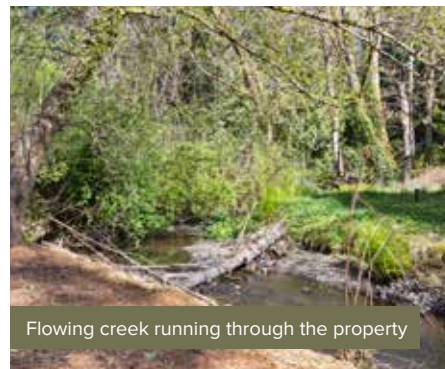
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Community dog park



Flowing creek running through the property



Tranquil meditation space

**The Cottage Company: Building Communities with Heart and Purpose**

In a world where urban sprawl and large-scale developments often take center stage, The Cottage Company stands out as a beacon of community-focused design and sustainability. Founded with a mission to create modestly-sized homes that offer innovative and sustainable living solutions, The Cottage Company has become a pioneer in redefining the concept of detached residential infill housing in existing single family neighborhoods.

What sets The Cottage Company apart is its commitment to creating homes that are not only visually appealing but also environmentally sustainable. The homes are built to a higher standard of quality and performance, achieving Built Green 5-star certification and potentially reaching net-zero energy consumption. Each community and its homes are custom-designed and site-specific, with architects bringing innovative ideas and designs that enhance both functionality and aesthetics.

#### Thoughtful Design and Sustainable Practices

The Cottage Company is not just building homes; it's creating ecosystems. One of the key differentiators is the use of repurposed materials. The traditional construction process generates significant waste, but The Cottage Company takes a different approach. By deconstructing existing structures and reusing materials, they reduce their environmental footprint. In their latest project, they diverted 90% of the deconstruction materials from the former St. George Episcopal Church from the waste stream, reusing them in the construction of new homes. This commitment to sustainability is not just an environmental stance; it's a fundamental part of their philosophy.

#### A Unique Community Experience

The Cottage Company's developments offer more than just homes—they provide unique experiences that enhance the quality of life for residents. The Thornton Creek Commons community, for example, features a meditation garden, a dog park, and a creek running through the property. This idyllic setting took nearly four years of planning and approvals, reflecting the company's dedication to creating something truly special. The site, a riparian corridor, with open spaces and woodland areas, had been neglected and overgrown. Working with King County's HELP program, The Cottage Company undertook the challenging task of restoring the area, removing invasive vegetation, and reintroducing native plants to create a vibrant and sustainable riparian habitat.

#### A Model for the Future

The Cottage Company's vision goes beyond individual projects. They aim to create a model for "what's possible" in urban development. By combining high-quality construction, sustainable practices, and community-oriented design, they demonstrate that residential new housing development can be both beautiful and environmentally responsible. Their commitment to creating arboretum-like



Shared fire pit



private parks within their communities speaks to their broader vision of connecting people with nature while providing a space that fosters lasting relationships.

In an era when rapid urbanization often leads to cookie-cutter developments and environmental degradation, The Cottage Company is a refreshing reminder that thoughtful design, sustainability, and community can coexist to create places that are not only livable but truly enriching.

<https://www.cottagecompany.com/Communities/Thornton-Creek-Commons.aspx>



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# Jordan River Moving & Storage

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Sharon (Sean) Joseph, Owner of Jordan River Moving & Storage

For over two decades Jordan River Moving & Storage has focused on quality, integrity, and giving back to the community. No doubt that is why in 2023, when so many other moving companies were collapsing due to soaring interest rates that were forcing homeowners to stay put, Jordan River managed to not only stay afloat, but to take great care of its employees. Founded in 2000 by Sharon (Sean) Joseph and Yaacov (Kobi) Bracha, this family owned and operated company started with nothing but a few trucks and strong backs. Today they have offices in Kirkland and the Portland/Vancouver area (servicing the West Coast, Pacific Northwest, and Canada); as well as on the East Coast (servicing South Carolina and New York). They also have large warehouses on both coasts to store items if needed during your transaction.

When I spoke with Sean this year, he was thrilled to report that business was on a definite uptick compared with last year at this time. Besides being a full-service moving company, not a broker, Jordan River has multiple licenses listed on their website that allow them to service your needs while directly avoiding the middleman and saving you money. They have authority to perform local moves in multiple states and are military approved to haul and store DOD shipments. They also specialize in moving the elderly and are listed on the Answers for Elders

website ([www.answersforelders.net](http://www.answersforelders.net)) as a preferred mover.

Speaking to this, Sean has been posting podcasts on the Answers for Elders website that are packed with information on what is most important to consider when moving the elderly. “We specialize in senior moves, and a lot more senior living communities are utilizing our services now because they realize our expertise in this area,” he says. For this reason, senior moves now make up a substantial portion of their business, so they are expanding those services in 2024.

Another area in which they have become a powerhouse is international moves. Yet regardless of whether you’re moving locally, long distance, or overseas, their committed team will assist you throughout your relocation. Their fully equipped movers are trained to handle complete home and office moves. Relocation consultants will provide you with quality customer service before, during, and after your move. Customers can pack boxes on their own or opt for a full-service move with Jordan River’s highly trained employees packing everything. If you have treasured antiques, a piano, or a motorcycle, no worries. Jordan River partners with multiple auto transporters to fulfill all your shipping needs anywhere worldwide.

Multiple service awards from companies like Angie’s List, as well as being a preferred mover for Microsoft, also top their list of achievements. The bottom line is, repeat customers and referrals have kept the company thriving year after year. These referrals say it all:

*“This is not my first time having this amazing company help me. They are incredible. On time, efficient, quick... And oh so kind. My list could go on and on. The crew? Kind, huge hearts and they go over and beyond being understanding and helpful! I would not have any other company help me!”*— Teri H.

*“From scheduling to a very efficient delivery, this was a great experience. Highly recommend!”*—Torrence B.

Most importantly, Jordan River prides itself on having honesty and integrity, something often missing from the industry. From the moment you talk to their sales staff to the moment you receive your goods from their movers, this pride is evident. “Our movers are highly trained, drug free, and work exclusively for our company,” says Sean. “Many of our employees have been with us for over ten years, as we are more like a family.” Sean also considers his local community to be part of the Jordan River family, supporting many of the Lake Washington schools as well as offering clients their “Move for Hunger” program. “Our movers will pack any unopened, non-perishable items free of charge for our customers and deliver them to the local food bank,” says Sean proudly.

What Sean is most proud of, however, are the relationships Jordan River has established within the local community. As Sean points out, “It’s in our nature. We ourselves came here as foreigners, so we have the patience and understanding to work with clients of all backgrounds and ethnicities and those clients reward us by recommending us to friends and family and using us for their own moves.”

Finally, Sean wants to thank the realty community for supporting Jordan River Moving and Storage by regularly referring clients to them. “We have expanded our presence in the realty community between 2023 and 2024 so that a majority of our business now is coming from realtors and realtor referrals,” he says gratefully. “Even I was surprised at the level of support and referrals we are getting from realtors. *Seattle Real Producers* has helped with that, but this segment of our business was already growing prior to that, so we thank you all!”

To schedule your move or learn more about their services, go to [www.jordanrivermoving.com](http://www.jordanrivermoving.com).



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**Date:** Friday, June 28th

**Time:** 7 p.m. tip off

**Location:** Climate Pledge Arena

**Details:** Beyond witnessing the exhilarating competition of Seattle sports legends on the court, your ticket purchase fuels our commitment to fostering community resilience and empowerment. Guided by principles of dignity and collaboration, we strategically fund local organizations that share our vision of access and opportunity for all. By attending, you directly contribute to initiatives providing comprehensive support to families in need, fostering lasting change and self-sufficiency. Our funding philosophy goes beyond financial assistance, emphasizing strategic partnerships and capacity building. We believe in investing in a community's potential to shape its own future narratives.

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To sponsor the event or learn more, contact Bookie Gates at [bookie@championsofchangefoundation.org](mailto:bookie@championsofchangefoundation.org) or Jen Motes at [jen@monteroproductions.net](mailto:jen@monteroproductions.net).

For updates, go to [www.championsofchangefoundation.org](http://www.championsofchangefoundation.org).

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COMBINING REAL ESTATE WITH SOCIAL IMPACT:

THE STORY OF

# MATTHEW CHAPMAN



cover feature

Written by Barbara Pearson  
Photos by Focused Media Collective

**AS THE FIRST 'SOCIAL REALTOR' IN THE SEATTLE AREA, MATTHEW CHAPMAN ATTRIBUTES HIS SUCCESS TO "MY FAMILY OF CHEERLEADERS: MY PARENTS, MY MOTHER-IN-LAW, MY BROTHERS, AND MY WIFE, WHO HAVE ALL HELPED ME GET HERE TODAY AND CONTINUE TO ENCOURAGE ME TO GO FURTHER." A BROKER WITH WINDERMERE REAL ESTATE / EAST, INC., IN BELLEVUE, MATTHEW'S SOCIAL ENTERPRISE FIRM IS CHAPMAN HOMES.**

Growing up in Kirkland, Matthew comes from a family steeped in real estate. Both brothers followed their father into the mortgage business, and his mother-in-law has had a 30-year career as a realtor. Yet he began his own career working in youth ministries and then worked as a life coach in a nonprofit helping individuals discover their gifts and develop their passions. During this time Matthew learned to appreciate the importance of locale. "My work with the non-profit was very neighborhood centric. I helped people become more rooted, good students of the places where they lived, and integrated into the life of their neighborhoods. I saw how much better society could be when everyone cared about where they lived, as well as their own homes," he explains.

Sadly, the nonprofit's funding limited Matthew's development. But a 'lightbulb' moment arose during a conversation with a friend in San Diego who had a similar heart for place and recommended a new career in real estate. "An important premise for me is the role neighborhood plays in our lives," Matthew says, "and Seattle has over 50 neighborhoods, with more on the Eastside. What better way to see them grow than through helping people find



the right homes in the right places? It was time for a change, and at the same time, it was the continuation of the dream with which I started out."

Thus, eight years ago, Matthew began his career in real estate with the mentorship of his mother-in-law, Linnea Jones, an Associate Broker at

the Windermere Kirkland-Northeast office. He was inspired by the idea of social real estate as practiced by 2roofs in Bellingham, Whatcom County's social enterprise in real estate where 10% of every fee goes into their giving fund which supports local nonprofits, advocates for low-income housing, and shares stories of hope.

Matthew set out to bring this concept to the Seattle area. “I partner with nonprofits here and when somebody buys or sells a home with me, I donate on their behalf to one of those nonprofits,” he explains. “After the sale, I’ll send a hardcover book with pictures of the home that tells the story of the lives the sale helped to empower.” Stressing that the social aspect is not the only reason to hire him, Matthew adds, “People come to me because I am an expert in the neighborhoods in which I work, and I deliver an excellent and personal service as a realtor. But the social aspect differentiates me and creates a talking point about my clients’ homes that makes them proud, and that they can share.”

As the end of the year approaches, around Thanksgiving Matthew organizes an event in which he makes a significant donation. “I select some of my nonprofits and put together a video of their work. I promote it on social media and my website so that the public learns more about their work, and I invite people to vote on which nonprofit should receive funds,” he says. “Last year, I put up \$25,000. We had a ton of people participate. The winner received \$15,000, the runner-up \$5,000, and the others \$1,000 each for participating. I have been doing this for five or six years now.”

Reflecting on his roots and love of the neighborhoods in which he works, Matthew explains his journey: “I live in Columbia City in South Seattle, my office is in Bellevue, and I grew up in Kirkland. My business is split equally between Seattle and the Eastside. My kids go to school in Bellevue, so we live in the two worlds, on both sides of the lake.”

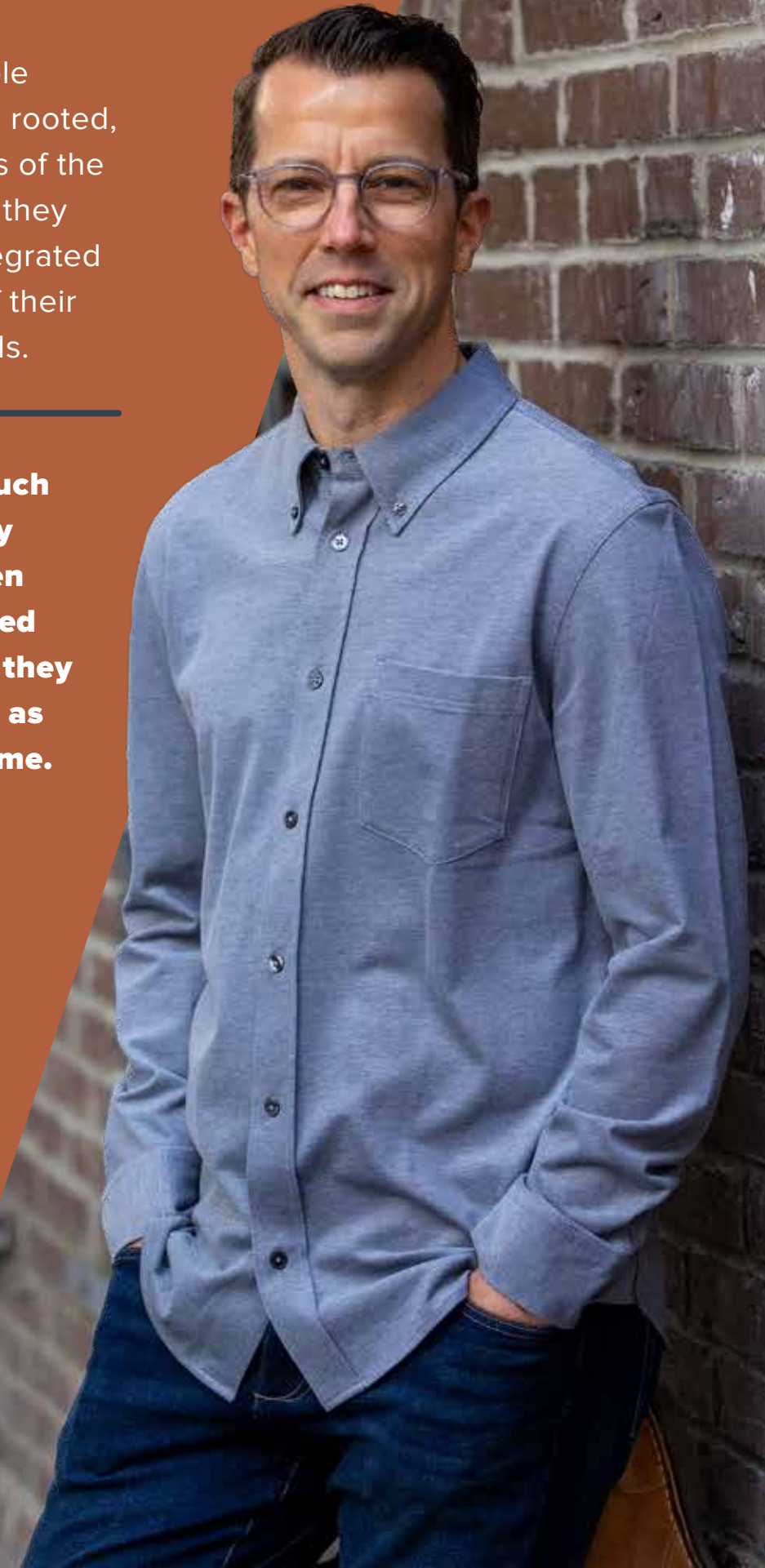
Married for 25 years, Matthew and his wife share two sons, ages 17 and 13, both competitive in sports. “They both play basketball on their local sports teams,” Matthew says, “and as a family we talk about what success is. I give the same advice my family gave to me, that all you can do is try your best. It’s about values, not being the biggest or the richest.” His perfect day is focusing on his sons. “I love going to the gym and playing basketball with them. I help coach my son’s basketball team. We love to travel and enjoy skiing, hiking, being outdoors and, especially, being on the water. We have E-foils, powered surfboards so we can be on the lake anytime without a boat.”



“ I helped people become more rooted, good students of the places where they lived, and integrated into the life of their neighborhoods.

**I saw how much better society could be when everyone cared about where they lived, as well as their own home.**

”



Consistent with the values he learned through his family, Matthew's ambition is to grow his business, but not necessarily to build a large team. "I have more of the subcontracting mindset," he explains, "so I work with a wide variety of people, including stagers and photographers, people who show the homes, and social media and admin managers."

“  
**I partner with nonprofits here and when somebody buys or sells a home with me, I donate on their behalf to one of those nonprofits.**  
”

Proud of his social contributions, at the same time Matthew understands what matters to be successful in real estate. "People often find themselves in intense situations. To give them the best advice, I always stay calm, cool, and collected," he concludes, "but what might surprise people about me is that to get the best deal, I am a rather fierce negotiator!"



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# STOLEN YOUTH

## NOT ON OUR WATCH

“At least 500 children and youth (under age 24) are trafficked each year in Seattle alone, and many more are at risk of exploitation online every day,” said Patty Fleischmann, co-founder of StolenYouth. “We are grateful to the mayor’s office for answering our call to declare May 7th as ‘Child Sex Trafficking Prevention Day’ to help raise awareness of this epidemic and one of the human rights issues of our time.”

Founded in 2012 to prevent child sex trafficking before it happens, connect victims to resources and services, and empower survivors to live positive and productive lives, StolenYouth is the only local organization focused exclusively on ending child sex trafficking across the state. Since its inception, StolenYouth has raised over \$11 million to fight the sexual exploitation of children and youth.

“Sexual exploitation of youth is at an all-time high in this post-pandemic, digital era, and the problem is only growing, but so is our fortitude in the fight against child sex trafficking,” said Renee Wallace, a StolenYouth board member. “No child should be bought or sold for sex, and every victim of exploitation deserves compassion, access to services, and a way out when they wish to leave ‘the life.’”



**The Ginny Fund**  
The Ginny Meisenbach Survivor Support Fund was established by StolenYouth in memory of our beloved co-founder, Ginny, to honor her vision

of supporting individual survivors through small, but important grants. Since its establishment in 2017, we have granted over \$217k, empowering survivors on their healing and recovery

journey. From medical costs and legal fees to ensuring stable housing and access to education, your donation will help survivors tackle these challenges head on. Even small gifts have a significant impact. By supporting the Ginny Fund, you become an essential part of our collective effort to empower survivors who have endured unimaginable hardships and provide them with the opportunity to create a brighter future. Your contribution is pivotal and can create lasting change.

Since 2017, we have given more than 250,000 in grants to survivors in need - and by the end of this calendar year, it will be closer to \$300,000. That total represents more than 250 individual survivors impacted. The grants range in size but the average Ginny Fund grant these days is \$500. This kind of one-time emergency funding often doesn’t require a huge sum of money but is so hard to come by - so even when the amount is smaller, the impact remains big.



### About the Empowerment Fund

The Empowerment Fund was created in partnership with the Robins Nest Family Foundation to support survivors of sex trafficking & exploitation as they change the circumstances of their lives. An education or job training is key to a survivor fully escaping ‘the

life’. That’s why the Empowerment Fund grants are specifically for education & career-related costs.

**To learn more about StolenYouth and its amazing mission, follow them on:**  
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Building a Winning Culture:

# HOW **ERIC** SHULL

▶▶ leadership spotlight

Written by Barbara Pearson

## Leads with Integrity and Innovation



Voted winner of the 2023 Agents' Choice Award for Managing Broker, Eric Shull of John L. Scott says, "To be recognized as a leader is always wonderful, but it matters most when it's recognition by one's peers." The Award cited Eric's reputation as a trusted mentor to his brokers, as well as his outstanding technology skills and deep contract knowledge. John L. Scott has more than 3,000 agents and 100 franchised and company-owned offices in Washington, Oregon, Idaho, and Northern California.

The John L. Scott company-owned offices ranked 19th in the top Power Broker firms by sales volume in the 2024 RISMedia Power Broker Report. They also ranked among the top 25 real estate firms in the nation at #3 in transactions per broker associate and #6 in dollar volume per broker associate. Eric manages 160 licensed brokers in his role as Principal Managing Broker at the John L. Scott Real Estate Kent North Office in Kent, Washington.

Born in New Zealand (his family lived there for 16 months while his grandfather ran a major electrical contract), Eric grew up in the Puyallup and Tacoma areas. He became a professional snowboarder when the sport was in its infancy, traveling and competing all over the United States and Canada. He recalls participating in the first ESPN-sponsored event which subsequently grew to become the X Games at a time when there were few careers and not yet much money to be earned in the sport.

Advice from his long-term snowboarding team coach, Phil Kennedy, led Eric to consider a career in real estate. "Phil told me that real estate is fundamentally about relationships. He said he saw me as authentic and had watched me build relationships and earn the trust of people wherever we went in cities all over the country," Eric explains. "Although I knew nothing about the business at first, I decided to give it a try and started out as an on-site customer service representative on a new construction plat, a role possible then without a license."

A fast learner, Eric mastered the processes and documentation quickly and was soon spending more and more time with clients. He



decided it was for him and obtained his license in 2000, working first out of the JLS Puyallup Canyon Road office. Despite being without formal training or a mentor, his work ethic and ability to make connections enabled him to build his business. He attributes his move from agent to management to his skills in mentoring others and teaching technology.

"I'm a tech nerd and love computers and websites," he explains, "and I was asked to teach other agents in the brokerage. In 2005 I obtained my manager's license and JLS hired me to manage their Fife Location." Eric quickly became Managing Broker, then Principal Managing Broker, and his title is now Office Leader and Business Coach.



Leading 160 independent contractors and their many assistants is a challenge Eric relishes. “Leaders become great not because of their power but because of their ability to empower others,” he continues, “We have a monthly hybrid sales meeting attended by close to 90 agents, although nothing is mandatory. I teach them how to develop business plans, in which we are big believers: a business plan is your GPS. I also brief them on how to use our marketing resources, as we have our own marketing person in the office as well as marketing directors in the corporate office.” At the same time, Eric still finds time to manage his own real estate transactions.

A major responsibility for Eric is to manage the overall profitability of the team, as well as their individual and collective financial performance. “It’s not for everyone, and sometimes we need to manage them out. Or we may recommend a move to another office. Everyone knows this is an office for top producers. They also know we give them the best training, including keeping them informed of the many changes to the Department of Licensing laws in Washington State and our Northwest Multiple Listing Service (MLS),” he explains.

As a lifelong runner and advocate for health and fitness, Eric organizes and participates in the RAGNAR

relay race that the JLS team runs annually as a fundraiser for the John Scott Foundation. “It’s a 200-mile relay race. Each team has 12 runners, in two vans of six each. We run from Canada all the way down to Langley, Washington, and have been doing it for nine years (other than in 2020 during COVID),” he says. “The foundation raises money for uncompensated care for children’s hospitals and goes to whichever children’s hospital is closest to one of our broker offices. We’ve helped raise millions of dollars, and 100% of the money is transferred straight to the hospitals, with no overheads!”

For the same cause, Eric and the team participate in SMOOCH, the event run every December by the Seattle Musicians for Children’s Hospital, another other important fundraiser supported by the foundation. The team also takes part in the ‘One Big Kiss’ Radiothon broadcast live from Children’s on Kiss FM with Bender Cunningham.

Continuing to snowboard and mountain bike, another great passion for Eric is photography, which he has practiced since junior high. For years he shot with film and developed his own photographs, and now shoots mirrorless and edits in a Lightroom. He focuses on music concerts, portraits, and landscapes.

In 2021, Eric had a life-changing experience. “I was running on the Burke Gilman trail, preparing for Ragnar, when I suddenly felt that something was wrong, and that I needed to find help,” he explains. He remembers nothing more until he woke up from a coma days later. An emergency room vet who was cycling nearby recognized that Eric was in cardiac arrest and began CPR before an ambulance arrived. After his heart had been shocked twice, Eric was taken to the hospital where three stents were inserted. Two months of cardiac rehabilitation followed.

The experience has transformed Eric’s outlook on life. “Now I do not take any single moment of life for granted,” he concludes.



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De Leon

Written by Kaitlyn Neitman  
Photos by FOCUSED Media Collective

## Patrick's Inspiring Journey

As a sales manager at Nordstrom, Patrick De Leon traveled across the United States, but it was his time in Seattle that truly captured his heart. So when the opportunity arose to relocate from San Francisco to this vibrant city, he didn't hesitate. A few new jobs and neighborhoods later, Patrick was ready to become a homeowner. After attending an open house event for what would soon become his first home in Redmond, Patrick's unexpected journey into the world of real estate began.

"Merely two months after I closed on my first house, I decided I wanted to enter the real estate market," Patrick reflects. With a solid background in sales, real estate felt like a natural next step. Initially balancing real estate with his corporate job as a Product Manager, Patrick soon recognized that his part-time commitment didn't align with the high level of service he aspired to provide. "It felt like a disservice to my clients," he concedes.

Confronted with this realization, Patrick took the courageous step to pursue a full-time career in real estate, despite some reservations. "I was worried at first," he confesses. "It felt akin to purchasing a one-way ticket to another country," he says, acknowledging the uncertainty of such a career change. "Fortunately, with a strong support system, I was able to make the jump."

After interviewing several offices to find a place to hang his license, Patrick met Bob Steedman of Coldwell Banker Bain in Bellevue. The connection was immediate, and Patrick was convinced that Bob was the right mentor for him. "I spent about four months there before Bob left for Windermere Yarrow Bay, and I immediately said, 'I'm going to follow Bob.'" Despite skepticism from his peers, who insisted it was too soon and his business too young, one 9 a.m. phone call changed everything.

Lew Mason, the branch manager at Yarrow Bay and Bob's predecessor, reached out to Patrick. "He mentioned he knew I was newer to the business but had been highly recommended," Patrick recalls. By extending an invitation to meet on the same day, Lew took a chance on Patrick, who seized the opportunity, rearranging his schedule to accommodate the meeting. This pivotal moment propelled Patrick to where he needed to be.





At Yarrow Bay, Patrick thrived, embracing opportunities to learn from his peers and expand his team. He attributes his success to the generosity and expertise of the brokers in the office, who freely share their time, knowledge, and wisdom. “Real opportunities stem from their kindness, and I always ensure to pay it forward,” he says.

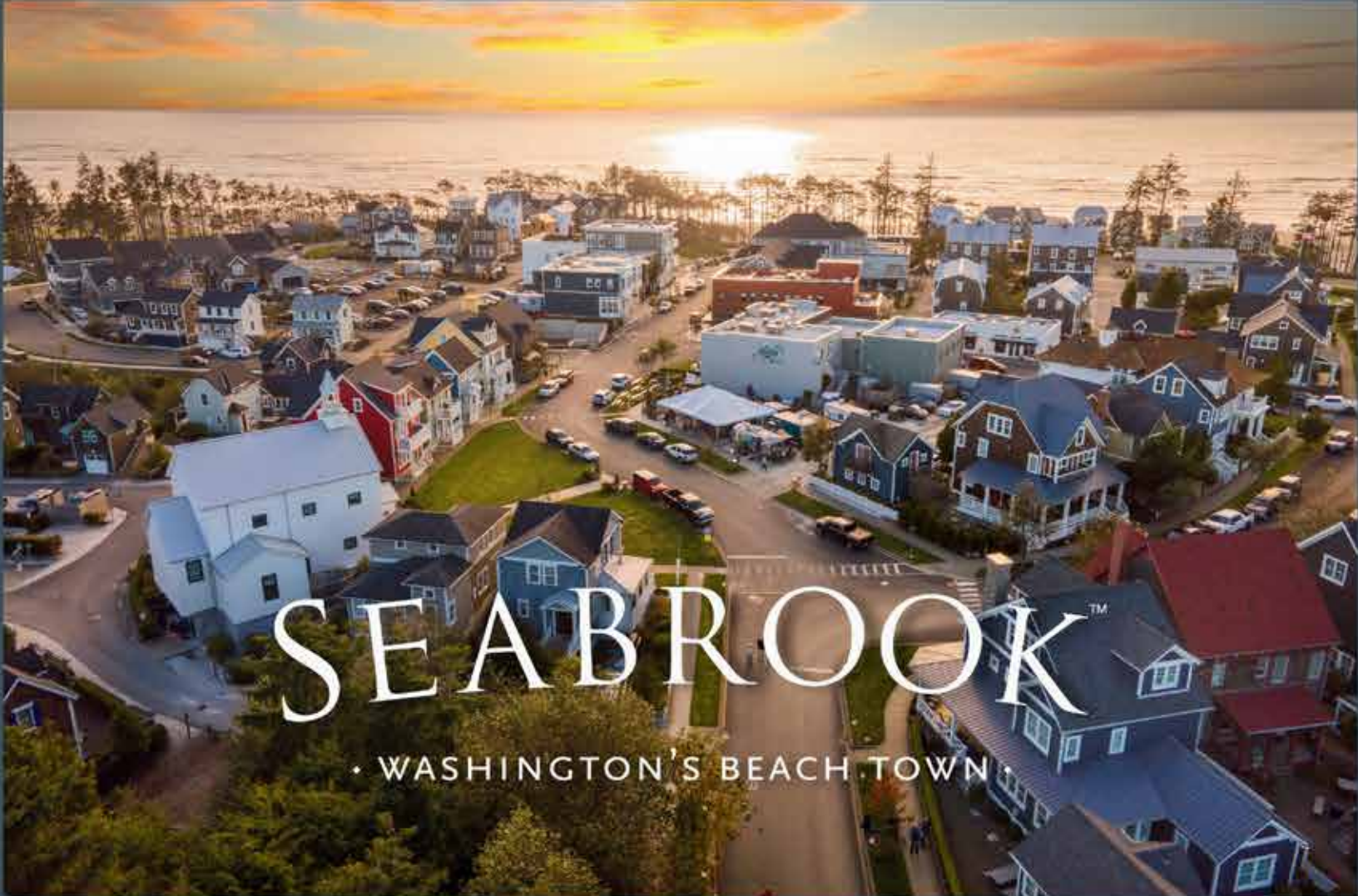
When setting business goals, Patrick prioritizes actions and accountability. “We establish team goals for various aspects such as the number of open houses we’ll do a year, expanding our knowledge, manifesting what we want for ourselves and, most importantly, for our clients,” he explains. “Hard work yields rewards, and I strive to instill this in my team.” He also empowers his team to set and pursue their own goals, providing them with the necessary templates and tools to ensure success and an unmatched level of service.

Family serves as Patrick’s driving force in expanding his business. “My family means everything to me,” he says. “Their support and sacrifices inspire me to push my limits and strive for greater achievements.” Despite the geographical distances, Patrick cherishes every opportunity to reunite with his loved ones. His success in real estate enables him to give back to his family in meaningful ways, which fills him with immense gratitude for his accomplishments. “I’m truly grateful for what I’ve been blessed with,” he shares.



For Patrick, real estate transcends a mere profession; it’s a means to create opportunities and make a meaningful impact. As he continues navigating the ever-evolving landscape of the industry, his commitment to integrity, humility, and serving his clients remains steadfast.





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# March Panel Event

Photos by Jackie Phairow Photography

On March 28th we gathered in Kirkland Realogics Sotheby's event space for a panel event. The reason this event was so successful is simple, collaboration. Our panelists did an amazing job giving their view of the market and we talked through current market conditions with a focus on the NAR settlement.

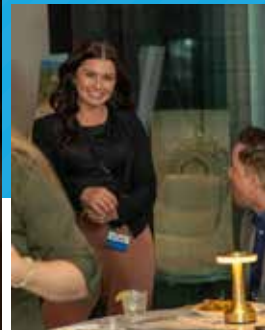
We want to thank Hao Dang of Windermere, Brandon Brockway-Ring of Key Inspection Services, Adrian

Webb of Hometrust and Randy Cornwall with NexTitle. Although it was a panel event, we had many audience members giving their ideas, feedback and asking thought provoking questions.

It was so inspiring to see top producers aligning and collaborating. When we are able to set aside ego, which brokerage you belong to and are open to share, only good things can happen.

We'd like to express a huge thanks to our sponsors! Our platinum sponsors Adrian Webb and Scott Miller with JCC Concierge and our Gold sponsor Brandon Brockway-Ring with Key Inspection Services. We couldn't have put on the event without them.

One final shout to Brian Hopper for hosting us and we look forward to getting together again soon.



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