



We've got you covered, and then some.

Time is money. We'll save you both.









KYLE BUNCH **Agency Owner**



503-917-4430



29718 Town Center Lp W #300 Wilsonville, OR 97070



kyle.bunch@goosehead.com



Luxury Real Estate Marketing Team



TABLE OF CONTENTS









Kathy & Kevin Hall



PDX



n the Rise

30













Customizable Real Estate And Marketing Concierge Services

Designed To Help You Elevate Your Business!

OUR SERVICES Transaction Support | Social Media/Marketing Support

BRIDGETOWNFILES.COM | 503-577-1529





Sustainable Junk Removal

for Real Estate Professionals

It's simple; homes with less clutter show better.

Whether it's extra stuff that was accumulated from years of living in the same place or furniture that's no longer needed, our friendly real estate junk removal specialists can help! Big or small, we'll lug it all.



Close *more* deals and sell *faster* with The Junkluggers!



Why partner with us?

- · Quick, dependable, and on-time
- · Same and next-day appointments
- We guarantee 100% satisfaction
- Full estate clean out service
- Your client will receive a donation receipt for any items we donate
- Impact on sales thanks to junk removal before your properties are listed on the market
- Help moving and staging items
- Empathy and kindness towards your clients during removal
- Simple, volume-based pricing





We donate, recycle, and rehome as much as possible to keep items out of landfills.

1-800-LUG-JUNK • JUNKLUGGERS.COM

4 · March 2024







1031 EXCHANGE & TITLE EXPERT Leader 1031

(503) 481-1122 Leader1031.com

AUTO DEALERSHIP

Jaguar Land Rover Portland (503) 230-7700 landroverportland.com

BATH & KITCHEN REMODELING

Cascade Renovation (503) 246-6433 cascade-renovation.com

BUILDING & REMODELING Brian Schmidt Builder

(503) 636-3191 brianschmidtbuilder.com

BUSINESS IT SOLUTIONS

Trackxi (503) 481-7555 www.trackxi.com/

CPA & BUSINESS ADVISORS

Wolfe Consulting LLC (503) 803-0131 wcportland.com

CRAWL SPACES

M. Leon Construction (503) 643-6631 www.leonconstruction.com/

ENVIRONMENTAL SERVICES

Alpha Environmental (503) 292-5346 AlphaEnvironmental.net

FOUNDATIONS

M. Leon Construction (503) 643-6631 www.leonconstruction.com/

FOUNDATIONS & WATERPROOFING

Terra Firma Foundation Systems (503) 828-3540 goterrafirma.com

HARD MONEY LENDER

them for supporting our TOP REALTOR® community!

Rain City Capital of Oregon (425) 319-7757 raincitycapital.com

HOME WARRANTY

Old Republic Home Protection (509) 990-2589

INSPECTIONS

Home Inspection Team (360) 281-7079 homeinspection teampnw.com

Integrity Home Inspection (503) 246-5076 integrityhome inspection.com

Key Home Inspection (503) 869-4417 keyhomeonline.com

National Property Inspections (503) 757-4442 npiweb.com/pdxmetro

INSURANCE BROKER

Einstein Insurance (503) 336-4348 einsteinins.com

Goosehead Insurance (503) 917-4430 gooseheadguy.com

JUNK REMOVAL & RECYCLING

The Junkluggers (503) 929-4817 junkluggers.com

LANDSCAPE **DESIGN + BUILD**

All Oregon Landscaping, Inc (503) 646-6426 alloregon.com

Landscape East & West (503) 256-5302 landscapeeast.com

LENDING

This section has been created to give you easier access when searching for a trusted real estate affiliate.

Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank

> Jaime Richmond, 1st Security Bank (971) 678-4973 fsbwa.com/loan-officers/ jaime-richmond

Kari Benshoof, Directors Mortgage (503) 709-8123 directors mortgage.com/ loan-officer/kari-benshoof

Nikki Meyerink, Select Lending Services Nikki Meyerink (541) 990-3591 SelectLendingServices.com

Prime Lending - Jim Bruns lo.primelending.com/ jim.bruns/

Tammy Wittren, NFM Lending (503) 970-0761 tammywittren.com

MOVING COMPANY

PDX Movers (503) 746-8795 pdxmovers.com

PAINTER

Arch Home Improvements (503) 290-9071 archhomeimprovementsor.com

PAINTING

Color Perfexion Painting (503) 891-9664 colorperfexionpainting.com

PROFESSIONAL ORGANIZER

Bee Organized (503) 583-0847 beeorganized.com/portland

REAL ESTATE PHOTOGRAPHY / VIDEOGRAPHY

Home in August (503) 407-8083 homeinaugust.com

REMODELING/ NEW CONSTRUCTION

Mountainwood Homes (503) 746-7338 mountainwoodhomes.com

ROOF CLEANING

Happy Planet Softwash (503) 567-1110 happyplanetsw.com

ROOFING

Bliss Roofing (503) 653-6100 blissroofing.com

TITLE & ESCROW

COMPANY Fidelity National Title (503) 317-8596 FidelityPortland.com

First American Title Insurance Company (503) 222-3651 local.firstam.com/or/offices/ tri-county-corporate-office

Lawyers Title (503) 968-1082 oregon.ltic.com

Ticor Title (971) 701-1719 ticortitleportland.com

WFG National Title Insurance Company (503) 828-2137 oregon.wfgnationaltitle.com

TRANSACTION COORDINATOR

Admin by Design (503) 309-9392

Bridgetown Files (503) 577-1529 bridgetownfiles.com

6 · March 2024 Portland Real Producers • 7

PORTLAND

REAL PRODUCERS TEAM



Tiffany Larsson *Publisher*



Karen Alati *Managing Editor*



Michelle Stevens

Photographer



Stephanie Von Allmen Lead Contributor



Tania Lee *Ad Manager*

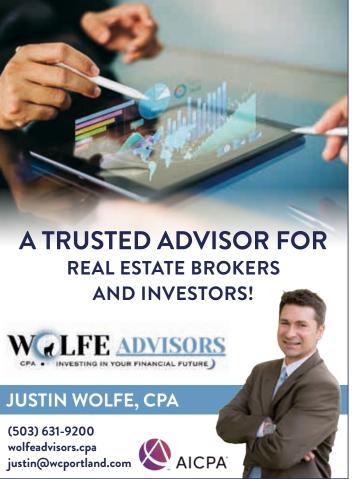


Julie Chandler
Publishing Assistant



Interested in helping contribute to Real Producers Portland? Email **Tiffany.larsson@n2co.com**.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Portland Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.





SIS Select Lending NOTHING BUT **NETWORTH** Give your clients the game winning opportunity with the All In One Loan™ The AIO Playbook allows your clients to SCORE BIG without changing any of their spending habits. How do we **OUTPERFORM** your competitors with this product? It's simple... Become the MVP agent in your client's eyes, Proprietary loan product by partnering with Select Lending Services and bring the winning play to your real Not dependent on rates estate transactions. -Buyers can gain equity quicker for a 2nd home and/or an investment property Nikki Meyerink Venture President I NMLS# 84700 E. nikki.meyerink@selectlendingservices.com



Love Your Landscape

Locally Owned, serving the Greater Portland Metro area since 1980

Call For a FREE Estimate 503.256.5302

CCB# 181577 LCB# 8697

www.LandscapeEast.com



REAL PRODUCERS. Stay Inspired

WORDS OF WISDOM FROM THIS MONTH'S FEATURES

KATHY HALL

Hall Group Properties, at Cascade Hasson Sotheby's International Realty

"We have learned that real estate doesn't have to be done in just one way. There are many different methods and business/team structures available on the path to being a top producer. Find your own path, and it will be uniquely rewarding!"



BETHANY SNOOK

The Nick Shivers Team, Keller Williams PDX Central

"Know your nonnegotiables! It is so easy in real estate to work all the time. This helps set boundaries for work/life balance. Happy REALTORS® equals happy clients!"



KEVIN HALL

Hall Group Properties, at Cascade Hasson Sotheby's International Realty

All top producers share some common traits: Besides being organized and hard workers, they all have excellent business plans and strategies to treat their real estate work as a business. They don't just plan; they actually execute their plans.

They also pay attention to trends and continue to evolve."



A word from our Preferred Partner:

KAARI MISCLEVITZ **PDX Movers**

"Moving can be a heafty investment, but one that is definitely worth it! Peak moving season is Spring/Summer, so it is super important to get your free, no-obligation survey set over a month out from your move date."



TICOR TITLE

MEET THE TICOR TITLE **PORTLAND SALES TEAM**





SARAH DEGLIANTONI

Sales Executive Clackamas 503.349.3939



GRETCHEN LEE Sales Executive

Portland 503.841.8558



DENNIS COTTONE

Sales Executive Lake Oswego 503.989.8178



ALEXSIS WOOLSEY

Sales Executive Hillsboro/Amberglen 503,686,5436



RYAN JACOBSEN

Technology Marketing Specialist 503.347.0202



Portland/Salem 971.701.1719

TICORTITLEPORTLAND.COM | 503.219.1000 | TICOR.RESOURCE@TICORTITLE.COM

10 · March 2024 Portland Real Producers • 11 @realproducers

Meet Kathy & Levin Flail Levin Flail

The Powerhouse Mother-Son Team of Hall Group Properties at Cascade Hasson Sotheby's International Realty

In the world of real estate, Kathy and Kevin Hall stand out as a dynamic mother-son duo, shaping the landscape of the industry with their team, Hall Group Properties, at Cascade Hasson Sotheby's International Realty. As we delve into their journey, it becomes evident that real estate isn't just a career for them; it's a shared passion that spans generations.

"When Kevin decided to join me 10 years ago, I was elated. To know that if things worked out and he became as passionate about the business and serving our clients as I am, my everyday world would become more enjoyable, purposeful, and have a long-term opportunity for a mutually beneficial succession plan," Kathy explains.

"I like to say my career started at around 9 years old when Kathy began her career in real estate in 1997," Kevin reminisces. "My grandmother was also a real estate broker and managed franchises in Southern California, so I am a 3rd generation real estate broker."

Speaking of her mother, Kathy tells us, "My mother was greatly respected as a broker in SoCal - Laguna Beach/Dana Point region. She managed several offices and had a huge base of clients who adored and respected her. I would marvel how, in her later years, after retirement, we



would come across past clients who would rush to Greet her and hug her. Such a role model!"

Family ties run deep for the Halls, with Kevin actively involved in the real estate world from a young age. "I used to go to Kathy's open houses,

help with direct mailings, and even go with her to show property. It was a hands-on introduction that laid the foundation for my future in real estate," he shares.

Kevin's journey into real estate officially kicked off after college when he joined a start-up title company. "This was probably the best introduction to real estate I could have had," he reflects. "After a few years, I obtained my broker's license and transitioned into selling real estate. I am one of the very few fortunate brokers who not only had the best mentors in the business but also had them at my side every step of the way."

Kathy sums it up, "It was a gradual journey that we took together. While I had years of expertise in the mechanics of what makes a successful real estate business and how to best serve my clients, Kevin introduced new opportunities that enhanced what I was already doing. Some years ago, we were among the first brokers to add videos to our listings, which happened at Kevin's urging. He has a keen eye for what the next generation of consumers will respond to and how they prefer to communicate. That has morphed exponentially many times over and is just one tiny example."

For the Halls, the most rewarding part of their business is the appreciation they receive from clients. Kathy tells us, "We sell more than just homes; we sell lifestyle and the local community. Real estate is an every day job, and to do something every day that takes time away from our own family means we love what we do!"

Regarding working with Kevin, Kathy shares, "The mother-son dynamic has only enhanced our working relationship. We bring different perspectives to each of our client's needs and desired outcomes while providing a unified consensus on how best to achieve this. Going to work each day is such a privilege. When many brokers are feeling burned out, I have the pleasure of feeling exhilarated by getting to work towards common family goals and well-being with immense appreciation and understanding from my business partner."



By Karen Alati Photography by Michelle Stevens, Artistique Photography Kathy also shares, "I think the majority of our clients greatly appreciate the family team - they recognize the power that comes from having multi-generational perspectives as well as the gender difference. Some clients naturally gravitate to one of us or the other, and we adjust accordingly. We are both fully informed about the details of each and every client transaction and can seamlessly step in and out to assist at all times. Both our buyers and sellers appreciate this very much."

However, every success comes with its challenges. "Work-life balance is by far the greatest challenge," Kevin admits. "A successful REALTOR® is generally 'always' working, which can make traveling and devoting time to family and friends challenging." Kathy challenged Kevin early in his career to build his own business outside of the family network. "It took time, but after a couple of years in the business, I figured out what groups and clubs to align with to build an entirely new portfolio for our business."

Outside of the real estate world, Kevin met his lovely wife, Jessica, shortly after college. They now have three amazing children: son Welker, who is 7 years old and in first grade, and daughters Emerson (Emmie),

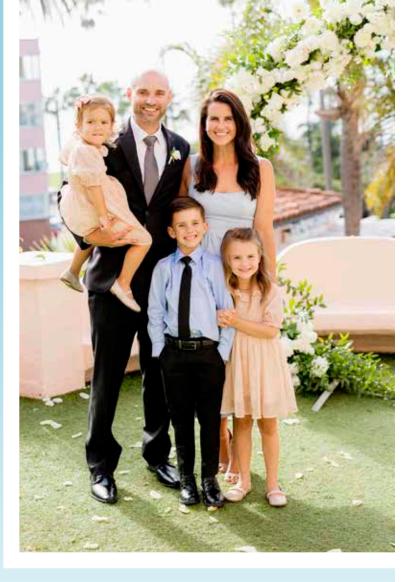
who is 5 years old and in Pre-K, and 2-year-old Collins, who is busy with preschool. Their firstborn, a beloved golden retriever named Layla, rounds out their brood.

As for hobbies, Kevin enjoys sports like golf and soccer, traveling, and relishing good food. "By far, my heart and spare time are with my family," he emphasizes. "I enjoy nothing more than watching my kids learn and grow."

Real estate, for Kevin, fits seamlessly into his dreams and goals. "We live in a wonderful community, and even with traveling to many places around the world, there is no other place we would rather call 'home."

This past year was a big one for Kevin, as they transitioned Hall Group Properties' volume into his name. He shares, "I have always made it a point to create my own positive reputation in our communities beyond our existing family business. Now that my name is out there even more than before, I am passionate about always providing the best service level and experience possible for every one of my clients." Kevin also stepped outside of his comfort zone to appear front and center in his team's real estate videos. He says, "You can check them out on our Hall Group Properties YouTube and Instagram accounts, and your feedback is always appreciated!"

Beyond their business success, the Halls actively support various charities and organizations, emphasizing the importance of giving back to the community. Kevin tells us, "As we have multiple children, we donate school supplies, clothing, and holiday gifts to foster organizations and support Doernbecher Children's Hospital. Locally, we have donated to Meals on Wheels and helped raise funds for local restaurants during COVID. On a larger scale, my wife and I are sponsoring a child in Africa who wouldn't have any financial means to get an education otherwise."



Kathy and Kevin leave us with their advice for aspiring top producers, which is grounded in experience. "Growing a successful real estate business is not an easy task. It takes time, networking, self-discipline, and a solid business plan. If you can, start and learn on a team with a seasoned experienced broker before going out on your own. There are a number of quality, top-producing brokers out there, and you can become one of them. Strategically positioning your real estate practice so your clients have the highest chances of success and achieving their desired goals, as well as curating an extensive network and database, will propel you to success!"

Connect with Kevin and Kathy Hall

Kevin Phone: 503.799.7255

Kevin Email: Kevin@hallgroupproperties.com

Kathy Phone: 503.720.3900

Kathy Email: Kathy@hallgroupproperties.com

Web: HallGroupProperties.com Instagram: @hall_group_properties





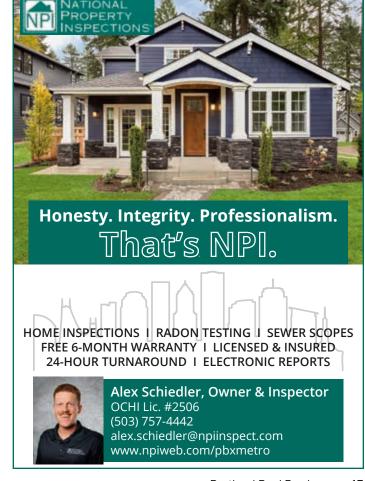
CUSTOM BUILDING AND REMODELING

503.636.3191

To view a portfolio visit: BrianSchmidtBuilder.com

CCB#20270





14 • March 2024 © @realproducers realproducers realproducers results realproducers rea



Transaction Coordination Services



We do more than upload your paperwork- We give you & your clients executive assistant level service. We take care of the deadlines and details so you don't have to!









Inspiring conversations with the nation's top real estate agents.



Same Brand, New Reach – Tune in for free today















Refer EINSTEIN INSURANCE with confidence.

As a full-service independent insurance agency, our primary concern is the care and well-being of our clients. We deliver insurance plans tailored to their specific needs utilizing our strong, reliable insurance carriers, all while developing long-standing relationships with our clients.

"Matt listens to my questions and ensures I understand options. He's quick to respond, and totally takes the pain out of dealing with insurance." -Mary P., customer since 2017

MATT EINSTEIN Your Trusted Insurance Advisor

Office: 503-336-4348 • Cell: 503-7844078 matt@einsteinins.com • www.einsteinins.com

110 S Bancroft Street, Suite A, Portland, OR • Licensed in OR / WA / AZ

HOME **AUTO** LIFE **BUSINESS**





FAST FACTS ABOUT PDX MOVERS

- Open Monday to Friday,
 8 am to 6 pm, with
 remote Saturday staff.
- Specialization in local, interstate, and commercial moves.
- Available seven days a week with flexible pricing.
- Full-service packing and unpacking options.
- Secure containerized/ palletized storage in-house.
- Background-checked and extensively trained movers.
- Free equipment provided, including dollies, blankets, and more.
- Packing supplies available for purchase and delivery.
- Furniture disassembly and reassembly services.
- Valuation provided for goods on every move.
- Transparent pricing with no hidden fees.
- Morning and afternoon time slots available.
- 30-minute courtesy calls to keep you informed.







PDX Movers is a local moving company with a national reach that offers a wide range of services to its customers. They provide local and long-distance moves, storage services, packing and unpacking, and partner with an international shipping company. PDX Movers is a completely customizable moving company, which means that they can tailor their services to meet the specific needs of their customers. For PDX Movers, it's not just about transporting your belongings from point A to B; it's about creating an unforgettable customer experience. Not your average moving company, PDX Movers are masters of their craft.

Founded in 2012 by childhood friends Mike Davenport and David Valencia, PDX Movers was born out of dissatisfaction with the customer service offered by their previous technology company employer. The duo decided to take matters into their own hands, quite literally, by becoming their first employees. Loading and unloading rentals, managing schedules, and ensuring customer satisfaction were their humble beginnings. Fast forward to 2024, and they are on the verge of opening their third location, marking their first venture outside of Oregon.

PDX Movers prides itself on being a completely customizable moving company. Whether it's a local move within Portland, a long-distance relocation, or even an international move partnered with a global shipping company, they've got it covered. Additionally, their services extend to packing

and unpacking, ensuring a stressfree transition for their clients.

What truly sets PDX Movers apart is their unwavering commitment to customer service. Their mission evolved from "mastering the art of moving and logistics" to a lofty goal of becoming the BEST moving company in Portland. PDX Movers has not only met but surpassed their objectives, focusing on post-move concerns with a dedicated customer service team and personalized attention from their sales and coordination staff.

Behind the scenes, PDX Movers boasts a team that thrives on a superior top-down culture where they take great care of their team,



so they take amazing care of you. From tight-knit in-home surveyors to dedicated move coordinators, a robust production team, and thoroughly trained movers – they are a well-oiled machine. The emphasis on creating a positive work environment is reflected in their service quality.

PDX Movers believes the customer experience does not end when the move is over. Not only do they have a dedicated sales and coordination staff assigned to each move, but they have a specialized customer service team for post-move concerns, as well. Mike tells us, "We believe that referrals and repeat business are the best way to get new jobs, and our exceptional customer service and superior service and quality is how we obtain those referrals.

PDX Movers lives up to their tagline, "We are not your average movers," by offering more than just a moving service. Their commitment to providing a touch of comedic relief amidst the stress of moving sets them apart.

Connect with PDX Movers



Phone: 503.987.3799
Email: sales@pdxmovers.com
Web: www.pdxmovers.com
Address: 19585 SW 118th Ave, Suite 1
Tualatin, OR, 97062
Facebook: @pdxmovers
Instagram: @pdxmovers



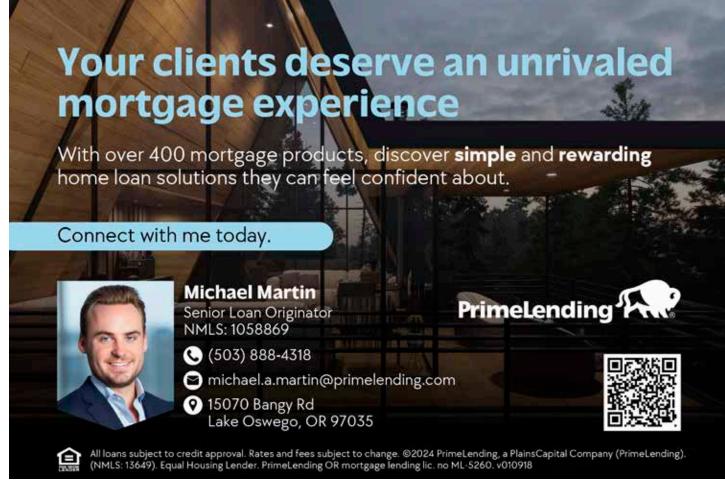
- Billable Through Escrow
- No Cost Transferrable Warranty
- Customized Solutions For Your Buyer & Seller
- Financing Available

- Foundation Repair
- Crawl Space Encapsulation
- Basement Waterproofing
- Concrete Repair
- Wall Stabilization

IF ISSUES ARE HOLDING UP YOUR CLOSING,

TERRAFIRMA CAN HELP!









MUSTY CRAWL SPACE

>> REALTOR® on the rise

The Nick Shivers Team, Keller Williams PDX Central

We are excited to introduce you to REALTOR® on the Rise, Bethany Snook, this month. An agent on The Nick Shivers Team, Keller Williams PDX Central, Bethany is not only a skilled broker but also has extensive knowledge in the mortgage world. Since jumping into the world of real estate, Bethany has not looked back!

When did you start your career in real estate?

My career began in mortgage and land development. Real Estate was the natural next step for me. I have been an agent for about $2\,1/2$ years. Licensed in 2021 and began full-time in 2022. I love it!

What did you do before you became a REALTOR®? Did you have a mentor or someone that helped lead the way?

I had been talking about becoming a realtor for 15+ years. I was my amazing friend Amy Oliver's nanny when her girls were very little. Our plan was to get licensed together. She did, and I got caught up in the mortgage business. Fast forward, and here we are, both working for Nick! Our plan came together, but it just took a little longer than expected. She has helped me more times than I can count. I would be lost without her!

What's your favorite part of being a REALTOR®? / What has become the most rewarding part of your business? I know everyone says this, but I

really do love helping people. I have a passion for helping seniors especially. I lost my mom in April of 2021 pretty suddenly. I find it so rewarding to be able to assist in downsizing, transitioning to assisted living, or moving in with a family member. I think it takes a certain amount of empathy and knowledge to be trusted in these situations. I am always honored when chosen to be that person.

What is your biggest challenge as a REALTOR®?

People's perception of the market is always tough. They see the stories in the media, and it is easy to make assumptions about what is actually happening. What I try to convey is that people will always need to buy and sell real estate, and the sky is certainly NOT falling!

Are there any charities or organizations you support?

Yes! We work very closely with Sell a Home, Save a Child, founded by Nick Shivers and Eric Hatch. 100% of the funds raised by Sell a Home, Save a Child go towards helping fund Forward Edge International's children's programs in Cuba, Haiti, Uganda, Kenya, Mexico, and Nicaragua. These donations provide things like healthy meals, clean drinking water, education, tutoring, etc. There is nothing better than knowing that what you do is helping those in need.







Tell us about your family. Any pets?

I have been with my husband, Michael, for 10 years and married for 9. After years of trying to have a baby, we decided it was time to throw in the towel. We brought home our Goldendoodle, Bing Pawsby, in October 2017. He was going to be an only child... And then I was pregnant! Our daughter, Stevie, is 4.5 and is all personality.

What are your hobbies and interests outside of the business?

Stevie and I love baking. Family movie night is a must. Sunriver, Idaho, and Arizona are a few of our favorite destinations. Disneyland is looming in the future. My husband and I will sneak away for day dates in Dundee. I love to wander and treasure hunt. And lastly, I cherish every moment I get to spend with my friends and family.

Is there anything else you would like to communicate using this **Portland Real Producer platform?**

It's never too late to make a change. I turned 40 a couple of weeks before I got my real estate license. I have hit my stride and will always encourage others to do the same!

Connect with Bethany Snook

Phone: 503.888.5239 Email: Bethany@westonepros.com Web: www.nickshivers.com Facebook: @bethanysnook Instagram: @buffysnook





Local Moving

PDX Movers offers free in-home surveys for accurate bids, with no hidden fees or obligation. These estimates include fully customized moving plans to work with your schedule and special requests. Each move is paired with a dedicated move coordinator, an unmatched production team, and thouroughly trained movers customized for your particular needs.



Long Distance

PDX Movers started out as a local company with a local reach. It has now grown to specialize in residential and commercial moves across the entire



Packing

We offer packing and unpacking for anyone looking. for the full-service experience. Everything packed by PDX Movers is covered by valuation.



Storage

We pride ourselves on our "only move it once" philosophy. Containers are loaded and locked onsite and unloaded directly from the container on the other end. We have drive-up warehouse access with 24-hr notice, Monday-Saturday,



Commercial + White Glove

PDX Movers is a delivery agent for numerous high end furniture distributers and has serviced some of the biggest names in the commercial industry of Portland, Including Blu Dot, SKANSKA, Paramount Transportation Systems, Wayfair, Zippy Shell, DW Fritz and government offices for the State of Oregon.





We are grateful for the opportunity to be your personal liaison with PDX Movers. We know you've worked hard to keep your reputation and standards high, and guarantee we will work just as hard. Let us take it from herel



www.pdxmovers.com

There's an APP for that!

Apps to help make your busy work life easier!

To help make your busy lives a little easier, we searched for apps that work wonders! We asked Top Producers to tell us about their favorite apps.



"I use MyFirstAm from First American Title company daily in my business. My other new favorite technology is Remarkable 2. It is great for note taking, but you can also upload contracts

and disclosures that can be completed in person." AMBER MORGAN, PREMIERE PROPERTY GROUP, LLC



"I wish I had a more profound answer for this one, but of all the apps and programs that I use and love, Google Calendar is what keeps me sane. I could not function without this!"

REBECCA GREEN, SELLINGPORTLANDREALESTATE. **COM TEAM, WINDERMERE REALTY TRUST**



It would have to be the ShowingTime app. I remember trying to schedule and coordinate showings on a spreadsheet or just in notes on my phone. Wasted a lot of time

there! It also simplifies setting up buyer tours! TY LANKHEET, PREMIERE PROPERTY GROUP, LLC



My CRM, Cloze, supported by Cascade Hasson Sotheby's International Realty! It keeps me on task, without a bunch of notes. I have it on my phone and computer, and I can access it anywhere.

YVONNE BLEWETT, CASCADE HASSON SOTHEBY'S INTERNATIONAL REALTY



Open Phone has changed my life. In today's world of technology, we text, email, message, and call. Open Phone has assembled those into one place that my team and I can

all look at. If I'm out backpacking with zero signal and I get a text, my team will see it and can respond. This has been very powerful! It took me too long to realize that my personal phone number is not needed out there in the world. Having a separate work number is professional, more organized, and helps with maintaining appropriate work and life boundaries. **CRISTEN LINCOLN, LIVING ROOM REALTY**

INTEGRITY

Professional

HOME INSPECTION SERVICES

Over 30 years proudly serving OR/WA

> SCAN to easily SAVE our contact info now!



- Servicing Oregon & Washington





OUR SERVICES

- Sewer Scope
- Radon
- Drain Cleaning
- Air Quality





Specializing in foundation and drainage solutions. Family owned and operated for over 40 years.

> Foundation repair and replacement Basement wall strengthening Structural wood rot replacement Crawlspace repair and drainage

(503) 643-6631

office@mleonconstruction.com | www.mleonconstruction.com



Portland Real Producers • 27





FOLLOW US ON FACEBOOK & INSTAGRAM

and join our Private Facebook group





Here are the top 300 for January 2024

#	FIRST NAME	LAST NAME	COMPANY
1	Eugene	Lew	RE/MAX Equity Group
2	Darryl	Bodle	Keller Williams Realty Portland Premiere
3	Kendall	Bergstrom	Cascade Hasson Sotheby's International Realty
4	Marcia	Walsh	Where, Inc
5	Nick	Shivers	Keller Williams PDX Central
6	Kristen	Kohnstamm	Cascade Hasson Sotheby's International Realty
7	Terry	Sprague	LUXE Forbes Global Properties
8	Marc	Fox	Keller Williams Realty Portland Premiere
9	Gary	Cook	Stone Bridge Realty, Inc
10	Sarah	Lutz	Toll Brothers Real Estate Inc
11	Lee	Davies	ELEETE Real Estate
12	Jennifer	Nash	Cascade Hasson Sotheby's International Realty
13	Suzann	Baricevic Murphy	Where, Inc.
14	Alexander	Phan	Keller Williams Realty Professionals
15	Jassi	Akkal	Oregon First
16	Marie	Boatsman	Berkshire Hathaway HomeServices NW Real Estate
17	Martin	Weil	RE/MAX Equity Group
18	Cortney	Robinson	Cascade Hasson Sotheby's International Realty
19	Claire	Paris	Paris Group Realty LLC
20	Jennifer	Maben	Harcourts Real Estate Network Group
21	Becky	Hanson	Pacific Lifestyle Homes Inc
22	Brian	Tienken	eXp Realty, LLC
23	Jason	Gardner	Premiere Property Group, LLC
24	Michael	Smira	John L. Scott Portland Central
25	Drew	Coleman	Opt
26	Patrick	Clark	Inhabit Real Estate
27	Benson	Bui	eXp Realty, LLC
28	Jason	Watkins	Real Estate Performance Group
29	Ginger	Burke	Cascade Hasson Sotheby's International Realty
30	Lora	Smith	Reger Homes, LLC
31	Steve	Louie	John L. Scott
32	Leslie	Hockett	Weekley Homes LLC
33	Amy	Savage	A Group Real Estate
34	Natalie	Thorn	Robbins Realty Group

#	FIRST NAME	LAST NAME	COMPANY
35	Logan	Gerritz	Keller Williams Sunset Corridor
36	Steve	Nassar	Premiere Property Group, LLC
37	John	Tae	eXp Realty, LLC
38	Nicole	Richards	eXp Realty, LLC
39	Leanne	Gillies	Walczyk Associates Realty
40	Beth	Earnest	Earnest Real Estate
41	Carolyn	Hoty	Keller Williams Realty Professionals
42	Bob	Atkinson	Where, Inc
43	Michelle	Hutton	Keller Williams Realty Professionals
44	Kevin	Caplener	Windermere Realty Trust
45	Kerri	Miller	Windermere Realty Trust
46	Xinlu	Li	Kozy Real Estate Group
47	Amanda	Andruss	Renaissance Development Corp.
48	McKenzie	Roth	NextHome Next Chapter
49	Lindsay	Taylor	Keller Williams Realty Portland Elite
50	Anne	Smith	Eleete Real Estate



Here are the top 300 for January 2024

#	FIRST NAME	LAST NAME	OFFICE
51	Alyssa	Hunter	John L. Scott Sandy
52	William	Davidson	Stone Bridge Realty, Inc
53	Sohee	Anderson	Where, Inc
54	Jacqueline	Smith	Keller Williams Premier Partners
55	Casey	Jones	John L. Scott
56	lvette	Flores Schmidt	Premiere Property Group, LLC
57	Kelsey	McConville	Reger Homes, LLC
58	Amy	Asivido	Keller Williams Premier Partners
59	Tyler	Reese	Reger Homes, LLC
60	Lynda	O'Neill	John L. Scott
61	Sharon	Fleming	Coldwell Banker Bain
62	Paul	Wells	Renaissance Development Corp.
63	Lisa	Bowes	Windermere Realty Group
64	Jeff	Edmondson	24/7 Properties
65	Andrew	Galler CRS	Realty Works Group
66	Bonny	Crowley	Portland Principal Realty, LLC
67	Venkatesan	Muthu	Oregon First
68	Megan	Meagher	Keller Williams Realty Professionals
69	Rebecca	Krueger	RE/MAX Equity Group
70	Wenyan	Zhu	Wooster Realty
71	Carina	Liu	Berkshire Hathaway HomeServices NW Real Estate
72	Emily	Bartolme	Windermere Realty Trust
73	Bradley	Wulf	Keller Williams Realty Professionals
74	Katie	Stenhouse	Premiere Property Group, LLC
75	Stephanie	Peck	eXp Realty, LLC
76	John	McKay	Premiere Property Group, LLC
77	Dana	Castro	Richmond American Homes of Oregon
78	Beverly	Moser	John L. Scott
79	Jennifer	Turner	Lovejoy Real Estate
80	Chris	Suarez	Keller Williams Sunset Corridor
81	Terri	Schneider	Keller Williams Realty Portland Premiere
82	Benjamin	Acosta	Rose City Realty
83	Megan	Talalemotu	John L. Scott
84	Kevin	Hall	Cascade Hasson Sotheby's International Realty

#	FIRST NAME	LAST NAME	OFFICE
85	Matt	Booth	RE/MAX Equity Group
86	Stuart	Blaylock	Move Real Estate Inc
87	Susan	Suzuki	Windermere Realty Trust
88	Katelin	Wille	Keller Williams Realty Professionals
89	Darcie	VanderZanden	Keller Williams Sunset Corridor
90	Aaron	Cullen	eXp Realty, LLC
91	Jarrett	Altman	Neighborhood Works
92	Brian	Bellairs	John L Scott Portland SW
93	Cindy	Angeles	Knipe Realty ERA Powered
94	C. Morgan	Davis	Keller Williams PDX Central
95	Terry	Foster	eXp Realty LLC
96	Lyndon	Hansen	Keller Williams Realty Professionals
97	Kasia	Conroy	Coldwell Banker Bain
98	Mike	McHugh	John L Scott Portland SW
99	Brandi	Erskine	MORE Realty
100	Paris	Fettig	Premiere Property Group, LLC



Here are the top 300 for January 2024

#	FIRST NAME	LAST NAME	COMPANY
101	Lane	Elmer	Harcourts Real Estate Network Group
102	Chandra	Noble-Ashford	Think Real Estate
103	Peggy	Hoag	Hoag Real Estate
104	Aubrey	Martin	Keller Williams Sunset Corridor
105	Marlon	Bump	Century 21 North Homes Realty
106	Ajay	Deshpande	Spicer & Associates Realty
107	Suzanne	Clark	Cascade Hasson Sotheby's International Realty
108	Traci	Brown	Keller Williams Sunset Corridor
109	Blake	Nelson	Brantley Christianson Real Estate
110	Carrie	Richardson	Home Team Realty, LLC.
111	Heather	Lamkins	Think Real Estate
112	Judy	Adler	Windermere Realty Group
113	Jean	Trostel	RE/MAX Equity Group
114	Hunde	Abebe	Advantage Realty LLC
115	Jeffrey	Hartley	Peak Realty
116	Alejandro	Contreras-Peraza	MORE Realty
117	Regina	Ananthan	MORE Realty
118	Karina	Stark	Keller Williams Realty Professionals
119	Tyler	Lankheet	Premiere Property Group, LLC
120	Ben	Andrews	Keller Williams PDX Central
121	Nancy	Kelly	Harcourts Real Estate Network Group
122	Ashley	Doty	Hustle & Heart Homes
123	Andrew	Pienovi	Windermere Realty Trust
124	Kristin	Rader	Keller Williams Sunset Corridor
125	Jeanie	Williams	Berkshire Hathaway HomeServices NW Real Estate
126	Chelsea	Wright	eXp Realty, LLC
127	Andrea	Hughes	Handris Realty Co.
128	Jordan	Matin	Matin Real Estate
129	Joe	Liu	Keller Williams PDX Central
130	Elizabeth	Ashenafe	Premiere Property Group, LLC
131	Richard	Compton	Premiere Property Group, LLC
132	Christina	Hamilton	RE/MAX Equity Group
133	Nicholas	Diamond	Real Estate Investment Group
134	Ron	Hale	eXp Realty LLC

#	FIRST NAME	LAST NAME	COMPANY	
135	Li	Lanz	Li Lanz Properties, LLC	
136	Kevin	Smallbeck	RE/MAX Equity Group	
137	Marina	Globak	Allison James Estates and Homes of OR LLC	
138	Trisha	Highland	John L. Scott Portland Central	
139	Bill	Bailey	RE/MAX Advantage Group	
140	Andrea	Dufresne	Cascade Hasson Sotheby's International Realty	
141	Haiting	Qi	Oregon First	
142	Cornell	Mann	Great Western Real Estate Co	
143	Cris	Marin	Great Western Real Estate Co	
144	Jeff	Birndorf	Cascade Hasson Sotheby's International Realty	
145	Mason	Hawes	MORE Realty	
146	Tyler	Horst	Summa Real Estate Group	
147	Bradley	Miller	Thomas Martin Realty	
148	Joe	Fustolo	Soldera Properties, Inc	
149	John	Kearney	You Realty	
150	Marianne	Thelin	John L Scott Portland SW	



Here are the top 300 for January 2024

#	FIRST NAME	LAST NAME	COMPANY
151	Monica	Bakken	Coldwell Banker Bain
152	Winston	Murray	Works Real Estate
153	Mark	Scholz	Keller Williams Realty Portland Premiere
154	Doug	Landers	John L. Scott Portland Central
155	Jim	Nickila	RE/MAX Equity Group
156	Laura	Tinghitella	Weekley Homes LLC
157	Carli	Weckerly	MORE Realty
158	Ryan	Brooks	Premiere Property Group, LLC
159	Connie	Peterson	Premiere Property Group, LLC
160	Virginia	Getz	Windermere Happy Valley
161	Aleksander	Koval	The Koval Group
162	Miranda	Howland	Move Real Estate Inc
163	Jessica	Pool	Keller Williams Realty Professionals
164	Brian	Getman	Where, Inc
165	Kelly	Asmus	Berkshire Hathaway HomeServices NW Real Estate
166	Steven	Richeson	Windermere Realty Trust
167	Marie	Conser	John L. Scott
168	Shannon	Janssen	Coldwell Banker Bain
169	Danielle	Bade	Better Homes & Gardens Realty
170	Caralee	Angell	Angell Realty
171	Bill	Futrell	Windermere Realty Trust
172	P.C	Dindia DeMarco	Investors Trust Realty
173	Nicholas	Eckelman	LUXE Forbes Global Properties
174	Fares	Karam	Premiere Property Group, LLC
175	Robin	Jones	MORE Realty
176	Matthew	Tercek	eXp Realty, LLC
177	Heather	Robbins	Robbins Realty Group
178	Jaimy	Beltran	eXp Realty, LLC
179	Scott	Edelman	Works Real Estate
180	Robert	Chown	503 Properties Inc
181	Steve	Barnes	Weichert, Realtors on Main Street
182	Cody	Jurgens	Cascadian South Corp.
183	Rachel	Narragon	Works Real Estate
184	Dirk	Hmura	The Agency Portland

#	FIRST NAME	LAST NAME	COMPANY	
185	Caitlin	Williams	Keller Williams PDX Central	
186	Blair	Davis	MORE Realty	
187	Tamiko	Warren	eXp Realty, LLC	
188	Andrea	Platt	eXp Realty, LLC	
189	Xinyu	Li	MORE Realty	
190	Travis	Wolpin	Stone Bridge Realty, Inc	
191	Jacqline	Rosa	MORE Realty	
192	Clint	Currin	RE/MAX Equity Group	
193	Mark	Trunk	RE/MAX Equity Group	
194	Tom	Ramsey	John L Scott Portland SW	
195	Cameron	Davis	Move Real Estate Inc	
196	Greg	Rosen	Pacific Pioneer Real Estate	
197	Kristine	Orlandi	Living Room Realty	
198	Jianqiao	Huang	MORE Realty	
199	Jennifer	Myers	eXp Realty, LLC	
200	Kara	Dale-Sonners	Earnest Real Estate	



Here are the top 300 for January 2024

#	FIRST NAME	LAST NAME	COMPANY
201	Tyla	Young	John L. Scott Market Center
202	Mel	Marzahl	Living Room Realty
203	Josh	Halemeier	Keller Williams Sunset Corridor
204	Linda	Heinrichs	Keller Williams Realty Portland Premiere
205	Jason	Anderson	Real Broker
206	Melissa	Shaw	Lewis Realtors
207	Kimberly	Minasian	Neighbors Realty
208	Sally	Gaudina	MORE Realty
209	Heather	Brymer	Keller Williams Realty Professionals
210	Vijay	Gopalswamy	MORE Realty
211	Joylene	Swanberg	Windermere Realty Trust
212	Alexa	Howell	Hustle & Heart Homes
213	Stephani	Neville	Worldrelo Inc
214	Cindy	Ludwig	Coldwell Banker Bain
215	Kali	Vise	eXp Realty, LLC
216	Danell	Stevens	Premiere Property Group, LLC
217	T. Chris	Olson	Premiere Property Group, LLC
218	Todd	Knudsen	Berkshire Hathaway HomeServices NW Real Estate
219	Trisha	Kelly	Georgetown Realty Inc.
220	Nick	Barrale	Knipe Realty ERA Powered
221	Sally	Roach	RE/MAX Equity Group
222	Nicholas	Lilles	Keller Williams Realty Portland Premiere
223	Brad	Heiberg	John L Scott Portland SW
224	Ben	Droukas PC	Living Room Realty
225	Annie	Le	eXp Realty, LLC
226	Sam	Wiener	Works Real Estate
227	Tim	Hardy	Keller Williams Realty Professionals
228	Robin	Malcomson	Opt
229	Thomas	Hall	Paris Group Realty LLC
230	Allison	Grice	KJK Properties PC
231	Andrew	Finkle	eXp Realty, LLC
232	Jeff	Walker	RE/MAX Equity Group
233	Risa	Davis	eXp Realty, LLC
234	Tarah	Pond	RE/MAX Equity Group

#	FIRST NAME	LAST NAME	COMPANY
235	Paula	Osborne	Wise Move Real Estate
236	Thilak	Poriyani House Raju	Oregon First
237	Stuart	Gunderson	Harcourts Real Estate Network Group
238	Greg	Whistler	Premiere Property Group, LLC
239	Steven	Vo	MORE Realty
240	Tami	Liesy	Keller Williams PDX Central
241	Kathryn	King	KJK Properties PC
242	Meghan	Phelps	Windermere Realty Trust
243	Mateo	Barta	Urban Nest Realty
244	Lindsey	Culver	Premiere Property Group, LLC
245	Sandy	Moore II	eXp Realty, LLC
246	Jessica	Bowman	Urban Nest Realty
247	Amy	Tierney	Keller Williams Premier Partners
248	Alexander	Clark	Keller Williams Realty Portland Premiere
249	Joe	Spanish	Windermere Realty Trust
250	Naz	Parsiani	Premiere Property Group, LLC

Disclaimer: Ranking information is supplied by third-party provider and is based on reported numbers. It's provided solely as a complimentary service, and is believed to be accurate, but is not guaranteed or warranted by *Portland Real Producers* or The N2 Company.

HELP YOUR CLIENTS FINANCE CONFIDENTLY

I offer no-obligation consultations and pre-approvals on a range of home loan options, including:

- » First Time Homebuyer and \$5,000 Seller Guarantee
- » Custom Construction, Lot and Land Loans
- » Bridge Loans, Doctor Loans and Asset Depletion Programs

Call Jaime for the home loan expertise you need.





Jaime Richmond - NMLS# 613509 (971) 678-4973 | jaimerichmond.com



Here are the top 300 for January 2024

#	FIRST NAME	LAST NAME	COMPANY
251	Stephen	FitzMaurice	eXp Realty, LLC
252	Andrea	Guest	Keller Williams Realty Professionals
253	Joseph	Shane	Premiere Property Group, LLC
254	Bryce	Guidoux	RE/MAX Equity Group
255	Kelsie	Hopkins Pfeif	Premiere Property Group, LLC
256	John	Velez	Keller Williams Realty Portland Premiere
257	Kathleen	MacNaughton	Windermere Realty Trust
258	Jerry	Enders	Premiere Property Group, LLC
259	Amanda	Brown	Neighbors Realty
260	Andre	Broadous	eXp Realty, LLC
261	Tony	Yan	All Professionals Real Estate
262	Cory	Stevens	Berkshire Hathaway HomeServices NW Real Estate
263	Miao	Wu	MORE Realty
264	Kirby	Arkes	Sean Z Becker Real Estate
265	Melanie	Churilla	Keller Williams Realty Portland Premiere
266	Cheyanne	Hambach	Welcome Home Realty
267	Paul	Trakarn	LUXE Forbes Global Properties
268	Melody	Seabold	Keller Williams Realty Professionals
269	Eileen	Hutchinson	Premiere Property Group, LLC
270	Matthew	Andrews	MORE Realty
271	Debbie	Gaudry	eXp Realty, LLC
272	Eric	Cavanaugh	Nurture Realty, LLC
273	Richard	Wold	Reger Homes, LLC
274	Luis	Serrano	MORE Realty
275	Liz	Holland	Cascadian South Corp.
276	Alia Marie	Hazen	RE/MAX Equity Group
277	Alexander	Johnson	Keller Williams PDX Central
278	Eduardo	Chanez	All Professionals Real Estate
279	Marta	Flori	Where, Inc
280	Adam	Durham	Oregon First
281	Georgette	Dashiell	Premiere Property Group, LLC
282	David	Abrams	Think Real Estate
283	Jeanie	Lovell	Lovell & Hall Real Estate Partners
284	Kayla	McCormick	The Agency Portland

#	FIRST NAME	LAST NAME	COMPANY
285	Tammi	Dupree PC	Keller Williams Sunset Corridor
286	Terri	Boughton	Century 21 North Homes Realty
287	Phe	Le	MORE Realty
288	Andrew	Nordby	Premiere Property Group, LLC
289	Greg	Walczyk	Walczyk Associates Realty
290	Dennis	Gorton	Iron Gate Realty Group
291	Zhaohong	Wang	Kozy Real Estate Group
292	Han	Jiang	Realty One Group Prestige
293	Ann	Gibbons	Evergreen Living Realty
294	Betsy	Menefee	Windermere Realty Trust
295	Shalei	Gall	Works Real Estate
296	Todd	Talcott	Windermere Realty Trust
297	Julie	Craig	MORE Realty
298	Amla	Dhamdhere	John L. Scott
299	Mitch	Foteff	Harcourts Real Estate Network Group
300	Tammy	Smith	Claremont Realty

Disclaimer: Ranking information is supplied by third-party provider and is based on reported numbers. It's provided solely as a complimentary service, and is believed to be accurate, but is not guaranteed or warranted by *Portland Real Producers* or The N2 Company.





CCB#229962





YOUR DREAM HOME IS CLOSER THAN YOU THINK

"Kari was wonderful helping us through this process and explaining everything clearly and in detail. We felt very taken care of."

- Jeffrey D.

Looking to purchase or refinance? Call Kari Benshoof today! 503.636.6000 | directorsmortgage.com



Information subject to change without notice, Qualified borrowers only. This is not a commitment to lend. Call for details. NMLS-3240, Arizona Mortgage Banker License BK-0942517. Equal Housing Opportunity Lender.





Signup for FREE and try at

www.Trackxi.com

Trusted by 100's of Real Estate Agents in Portland

Scan to book a demo







Simplify



Automate

42 • March 2024 © @realprodu



