

# Carina Liu

Berkshire Hathaway Home Services NW

#### **REALTOR ON THE RISE:**

Jennifer Schurter, Real Broker LLC

**PARTNER SPOTLIGHT:** 

Kyle Bunch, Goosehead Insurance
TOP 300 STANDINGS

January through September 2024

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NOVEMBER 2024



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# Words Of Wisdom

FROM THIS MONTH'S FEATURES

#### **CARINA LIU Berkshire Hathaway Home Services NW**

Vision, action. evaluation, and correction. Repeat as many times as needed. Remind yourself to smile and be happy frequently.



### **SCHURTER** Real Broker LLC When you're going through

it, keep going. Whether you think you can or you can't, you're right.







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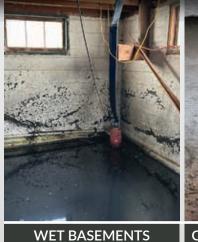


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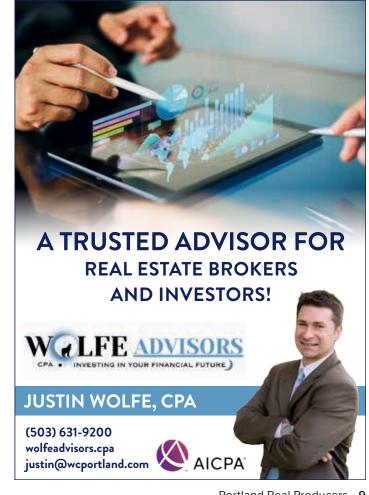
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#### From Restaurants to Real Estate

Before venturing into real estate, Carina co-owned a Chinese restaurant. She had worked part-time in restaurants during her college years, and right after graduating from Portland State University, a couple of friends approached her with the idea of opening a Chinese fast/healthy restaurant.

The restaurant, located in Forest Heights, was named Joy Wok—a name inspired by Amy Tan's book *The Joy Luck Club*, which fascinated Carina at the time.

Her experience in the restaurant industry equipped her with a unique set of skills that translated seamlessly into her real estate career. The demanding nature of running a restaurant taught her the importance of hard work, exceptional customer service, and meticulous attention to detail—all crucial qualities for a successful REALTOR®.

#### Rewards of the Job

For Carina, the most rewarding aspect of being a real estate agent is the profound impact she has on her clients' lives. "Being a real estate agent gives my life meaning, almost like it's a calling," she says.



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WHEN I
HELPED
MY FAMILY
BUY THEIR
FIRST
HOME, I
REALIZED
REAL
ESTATE
WAS MY
CALLING.

99



Her ability to negotiate and solve problems has earned her the trust and admiration of her clients. This is exemplified by the glowing feedback from clients like Sarah Kao of Milwaukie: "Carina has a deep understanding of the housing market. Her analysis and judgment are very accurate. She is not only professional, careful, and positive but also incredibly patient. She is absolutely trustworthy. I am very fortunate to have such an outstanding real estate agent."

Despite over 20 years in the business, Carina remains driven to succeed. "I aim to achieve the highest recognition and rewards within

the company as a milestone in my career," she shares, highlighting her dedication to excellence and continuous improvement.

#### **Life Beyond Real Estate**

Carina's personal life is as vibrant as her professional one. With grown children, a loyal German shepherd, and a tortoise, her household is full of love and activity. Outside of work, Carina enjoys dancing, reading, crafting, hiking, and arranging flowers. She also actively supports missionaries, charities, and her church, which she attends regularly. These interests not only provide her with relaxation and fulfillment but also inspire her creative and meticulous approach to her real estate practice.

#### **A Trusted Name in Real Estate**

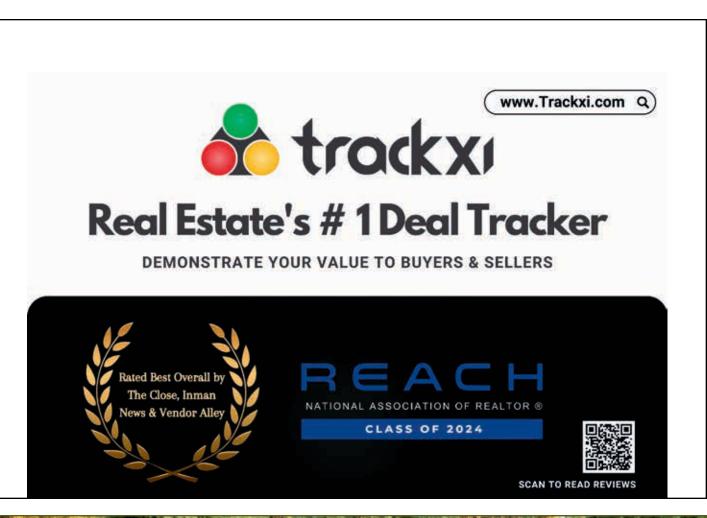
Carina Liu's journey from restaurant co-owner to top producer in real estate is a testament to her hard work, dedication, and passion for helping others. Her ability to balance her career ambitions with her personal interests makes her a well-rounded and highly respected figure in the real estate community. Carina's expertise and commitment to impacting her clients' lives have made her an invaluable asset to many in our community.

To reach Carina Liu, you can call (503) 705-5389 or email her at cliu@bhhsnw.com.











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detail counts and you
need a partner that can
deliver a seamless, top-tier
experience and provide the
widest insurance options. This is
where Kyle Bunch and his team
at Goosehead Insurance come
into play, setting themselves
apart as a premier partner
for insuring luxury assets.

#### Unmatched Options for High Net-Worth Clients

What sets Goosehead Insurance apart in the high-net-worth space is the unparalleled range of options available to their clients. "Most brokers will carry one, maybe two, high-net-worth carriers," Kyle explains, "but we have four options in this space, which allows us to truly find the best fit for our clients." This extensive selection ensures that athletes, executives, and other luxury clients receive the same bespoke, high-end experience they require from their insurance broker.

#### **Seamless Nationwide Coverage**

Another significant advantage Goosehead Insurance offers is the ability to write policies in all 50 states. High-net-worth clients often have complex needs-relocating across state lines, purchasing second homes, or investing in properties nationwide. "We can make it a seamless experience for the client," Kyle notes, highlighting the value of continuity in managing these sophisticated insurance portfolios. This capability not only simplifies the process for clients but also provides peace of mind, knowing that their assets are protected, regardless of location.



#### A Focus on Strong Partnerships

Goosehead Insurance's entire business model is built on forging strong relationships with real estate professionals, primarily realtors and lenders. "Our team structure is designed to ensure a seamless experience for both our partners and the clients they refer," Kyle emphasizes. From the initial referral to policy binding and beyond, Goosehead's fully licensed team is always on hand to assist with payments, policy changes, or claims. The team's dedication extends to a specialized group focused solely on ensuring that insurance binders are promptly delivered to lenders, avoiding any delays that could impact a real estate closing.



## 6677

OUR TEAM STRUCTURE IS DESIGNED TO ENSURE A SEAMLESS
EXPERIENCE FOR BOTH OUR PARTNERS AND THE CLIENTS THEY REFER



#### A Proven Track Record and a Growing Team

Celebrating four years as brokers with Goosehead and 12 years in the industry, Kyle and his team have solidified their reputation as leaders in personal lines insurance. With the recent move to a new office, the team—including Matt, Trey, Dan, and Isaiah—is expected to grow, ensuring the same top-tier experience to every referral partner and client. As one of the fastest-growing personal lines insurance companies in the country, Goosehead Insurance is well-equipped to meet the evolving needs of the high-net-worth market.

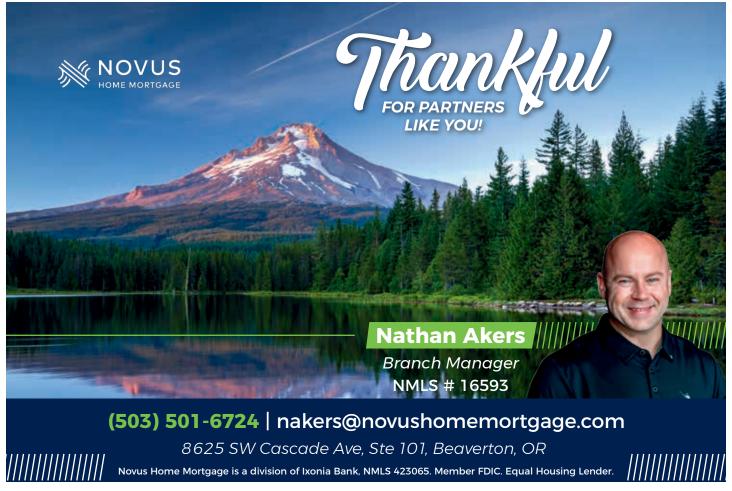
#### A Personal Touch

Beyond the professional accolades, Kyle is a family man, balancing his thriving business with a busy household. His three daughters, Miriam, Millie, and Gemma, keep him and his wife on their toes with dance, sports, and an upcoming family trip to Louisiana and the Taylor Swift Eras Tour. This personal connection underscores the genuine care and dedication Kyle brings to every aspect of his life, including his work with clients and partners.

In a market where excellence is the standard, Goosehead Insurance, led by Kyle Bunch, stands out for its unmatched offerings, nationwide reach, and commitment to building strong, lasting relationships. For realtors and lenders looking to provide their high-net-worth clients with the best possible insurance experience, partnering with Goosehead Insurance is a decision that reflects their own dedication to quality and service.

To contact Kyle at Goosehead Insurance: Email: kyle.bunch@goosehead.com Office: (503) 567-1633 Direct: (503) 917-4430 Web: www.gooseheadguy.com



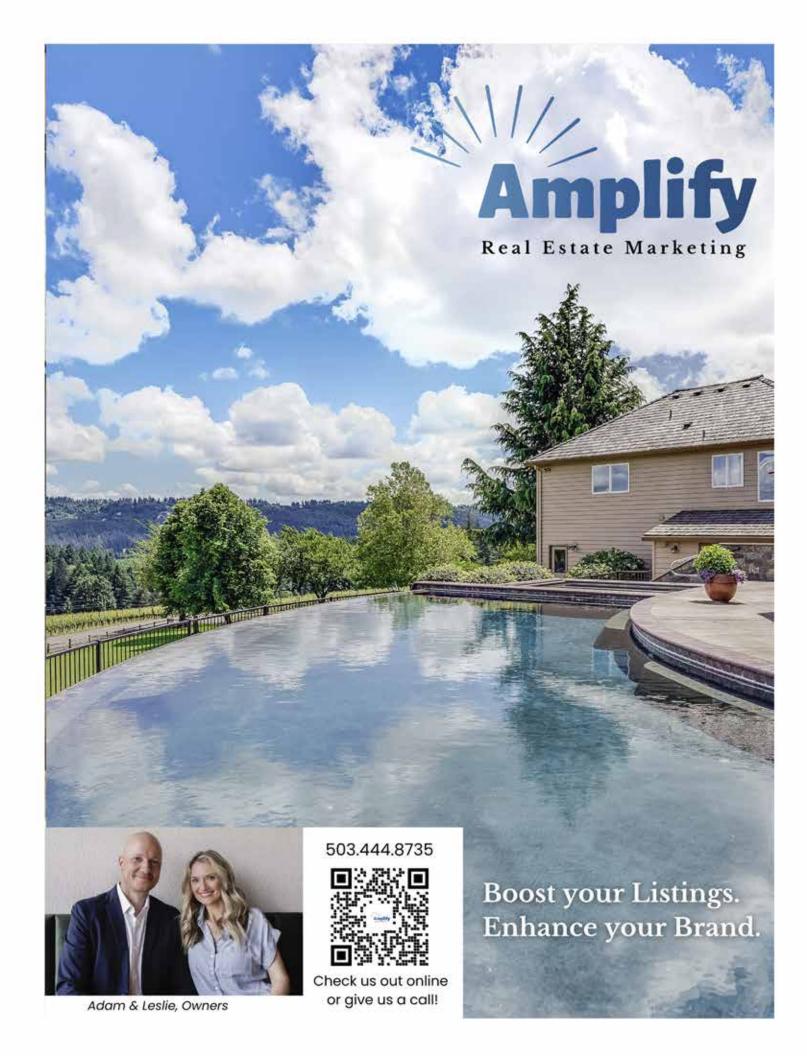






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**HOW JEN SCHURTER** 

TRANSFORMED
A CORPORATE
CAREER INTO REAL
ESTATE SUCCESS.

en Schurter's journey into real estate was driven
by a desire for autonomy and a passion for building
relationships. Prior to becoming a REALTOR®, Jen
spent 12 years at iHeartMedia, where she excelled
in cultivating business-to-business relationships,
negotiating with clients, and developing media
campaigns. In this high-stakes environment, Jen built her skills
in client service, problem-solving, and strategic thinking—all
of which have proven invaluable in her real estate career.

"I was drawn to real estate because I longed for something that was my own, where I could build my empire with the autonomy I craved," Jen explains. "The corporate world taught me a lot, but I always felt that I was meant for something different—something that challenged me every day and allowed me to make a meaningful impact on people's lives."



Jen's transition into real estate in 2020, right in the midst of the COVID-19 pandemic, marked a significant turning point. Her success in the industry didn't come by chance; it was fueled by her involvement in the Tom Ferry ecosystem and The Massive Agent Society. In addition, her brokerage, Real Broker, also provided incredible support and growth from all the amazing agent resources. These communities provided her with mentorship, camaraderie, and the support she needed to thrive.

"I believe my success is a direct result of the amazing people I've met through these networks," Jen shares. "We support each other, share ideas, and navigate the challenges of the industry together. It truly does take a village."

For Jen, the most rewarding aspect of being a REALTOR® is the relationships she forms with her clients. "It's almost impossible to pick a favorite part of being a REALTOR®, but if I had to choose, it would be the people," she says. "I love making new friends out of clients, getting to know them, and helping them through one of the most important decisions of their lives."

Jen compares each client's closing to the end of a great TV season, where the story concludes, leaving a sense of fulfillment and a bit of nostalgia. "The most rewarding part is knowing that I was a small but significant part of my clients' stories, helping them find the home where their most precious memories will be made."

One of Jen's biggest challenges in real estate is managing her growing business while maintaining the high level of personal service she's

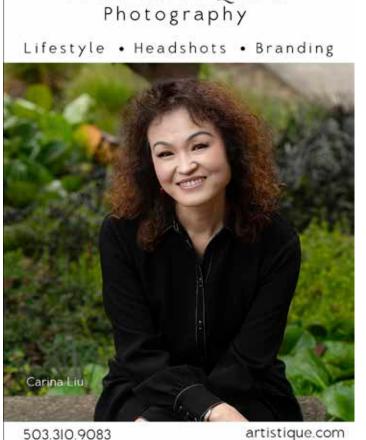


family also includes two beloved dogs, Duke, a German Shepherd, and Gigi, a terrier mix rescue from Mexico. As an outdoor enthusiast, Jen and her family enjoy exploring the wilderness and embracing the simple joys of country life. Having grown up on a family farm in the north Willamette Valley, Jen continues to honor her agricultural roots by growing a garden each year and preserving their harvest using traditional methods. Jen Schurter's journey from the corporate world to real estate is a testament to her determination, passion for people, and commitment to excellence. As she continues to grow her business and deepen her

To contact Jen Schurter: Email: jen@jenschurter.com Phone: (503) 351-6569 Instagram: @jenschurter Facebook: @jenniferschurterhomes

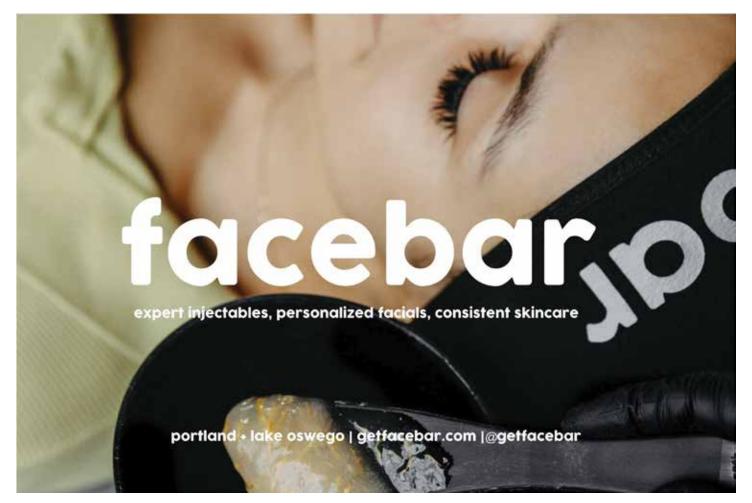


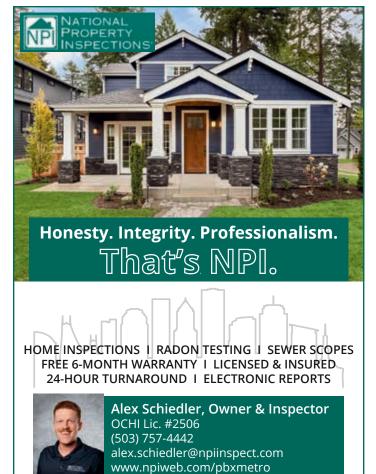




ARTISTIQUE









Here are the Top 300 Jan through Sept YTD Sales Volume

| #  | FIRST NAME | LAST NAME        | COMPANY                                        |
|----|------------|------------------|------------------------------------------------|
| 1  | Darryl     | Bodle            | Keller Williams Realty Portland Premiere       |
| 2  | Steve      | Nassar           | Premiere Property Group, LLC                   |
| 3  | Justin     | Harnish          | Harnish Company Realtors                       |
| 4  | Marc       | Fox              | Keller Williams Realty Portland Premiere       |
| 5  | Dirk       | Hmura            | The Agency Portland                            |
| 6  | C. Morgan  | Davis            | Keller Williams PDX Central                    |
| 7  | Brittany   | Gibbs            | Move Real Estate Inc                           |
| 8  | Nick       | Shivers          | Keller Williams PDX Central                    |
| 9  | Terry      | Sprague          | LUXE Forbes Global Properties                  |
| 10 | Claire     | Paris            | Paris Group Realty LLC                         |
| 11 | Kevin      | Hall             | Cascade Hasson Sotheby's International Realty  |
| 12 | Kendall    | Bergstrom        | Cascade Hasson Sotheby's International Realty  |
| 13 | Megan      | Talalemotu       | John L. Scott                                  |
| 14 | Stephanie  | Peck             | eXp Realty, LLC                                |
| 15 | Marie      | Boatsman         | Berkshire Hathaway HomeServices NW Real Estate |
| 16 | Suzann     | Baricevic Murphy | Where, Inc.                                    |
| 17 | Kimberly   | Gellatly         | Berkshire Hathaway HomeServices NW Real Estate |
| 18 | Amy        | Savage           | A Group Real Estate                            |
| 19 | Erin       | Rothrock         | Windermere Realty Trust                        |
| 20 | Matthew    | Tercek           | Real Broker                                    |
| 21 | Stephen    | FitzMaurice      | eXp Realty, LLC                                |
| 22 | Mimi       | McCaslin         | LUXE Forbes Global Properties                  |
| 23 | Carey      | Hughes           | Keller Williams Realty Professionals           |
| 24 | Lee        | Davies           | ELEETE Real Estate                             |
| 25 | Dan        | Volkmer          | Windermere Realty Trust                        |
| 26 | Jassi      | Akkal            | Oregon First                                   |
| 27 | Andrea     | Guest            | Keller Williams Realty Professionals           |
| 28 | Jordan     | Matin            | Matin Real Estate                              |
| 29 | Anna       | Woodland         | TNHC Oregon Realty LLC                         |
| 30 | John       | Tae              | eXp Realty, LLC                                |
| 31 | Travis     | Wolpin           | Stone Bridge Realty, Inc                       |
| 32 | Andrea     | Hughes           | Handris Realty Co.                             |
| 33 | Brian      | Bellairs         | John L Scott Portland SW                       |
| 34 | Paul       | Wells            | Renaissance Development Corp.                  |
|    |            |                  |                                                |

| #  | FIRST NAME | LAST NAME     | COMPANY                                       |
|----|------------|---------------|-----------------------------------------------|
| 35 | Jason      | Gardner       | Premiere Property Group, LLC                  |
| 36 | Gary       | Cook          | Stone Bridge Realty, Inc                      |
| 37 | Clint      | Currin        | RE/MAX Equity Group                           |
| 38 | Katie      | Fracasso PC   | Living Room Realty                            |
| 39 | Carrie     | Secanti       | D.R. Horton                                   |
| 40 | Marisa     | Swenson       | Modern Homes Collective                       |
| 41 | Michelle   | McCabe        | Windermere Realty Trust                       |
| 42 | Laura      | Wood          | Think Real Estate                             |
| 43 | Kevin      | May           | Coldwell Banker Bain                          |
| 44 | Kristen    | Kohnstamm     | Cascade Hasson Sotheby's International Realty |
| 45 | Rick       | Brainard      | Premiere Property Group, LLC                  |
| 46 | Taya       | Mower         | Keller Williams Sunset Corridor               |
| 47 | Ajay       | Deshpande     | Spicer & Associates Realty                    |
| 48 | Jennifer   | Maben         | Harcourts Real Estate Network Group           |
| 49 | Chandra    | Noble-Ashford | Think Real Estate                             |
| 50 | Marcia     | Walsh         | Where, Inc                                    |
|    |            |               |                                               |

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|----|------------|----------------|------------------------------------------------|
| 51 | Laurie     | Gilmer         | Think Real Estate                              |
| 52 | Breylan    | Deal-Eriksen   | Deal & Company Real Estate                     |
| 53 | Tatyana    | Gavrilyuk      | Keller Williams PDX Central                    |
| 54 | Kristin    | Rader          | Keller Williams Sunset Corridor                |
| 55 | Macey      | Laurick        | Windermere Realty Trust                        |
| 56 | Noah       | Kragerud       | Keller Williams Sunset Corridor                |
| 57 | Heather    | Robbins        | Robbins Realty Group                           |
| 58 | Jason      | Watkins        | Real Estate Performance Group                  |
| 59 | Michael    | Smira          | John L. Scott Portland Central                 |
| 60 | Greg       | Messick        | RealtyNET, LLC                                 |
| 61 | Kevin      | Hall           | Cascade Hasson Sotheby's International Realty  |
| 62 | Linda      | Skeele         | Windermere Realty Trust                        |
| 63 | Alexander  | Phan           | Keller Williams Realty Professionals           |
| 64 | Darcie     | VanderZanden   | Keller Williams Sunset Corridor                |
| 65 | Megan      | Jumago-Simpson | Keller Williams Realty Professionals           |
| 66 | Andrew     | Galler CRS     | Realty Works Group                             |
| 67 | Leanne     | Gillies        | Walczyk Associates Realty                      |
| 68 | Tracy      | Hasson         | Cascade Hasson Sotheby's International Realty  |
| 69 | Jeff       | Capen          | Windermere Realty Trust                        |
| 70 | John       | McKay          | Premiere Property Group, LLC                   |
| 71 | Lauren     | Goche          | Think Real Estate                              |
| 72 | Jenna      | Hasson         | Cascade Hasson Sotheby's International Realty  |
| 73 | Jennifer   | Turner         | Lovejoy Real Estate                            |
| 74 | Sarita     | Dua            | Keller Williams Sunset Corridor                |
| 75 | Connie     | Vera           | eXp Realty, LLC                                |
| 76 | Tyler      | Lankheet       | Premiere Property Group, LLC                   |
| 77 | Vijay      | Gopalswamy     | MORE Realty                                    |
| 78 | Elizabeth  | Ashenafe       | Premiere Property Group, LLC                   |
| 79 | Carina     | Liu            | Berkshire Hathaway HomeServices NW Real Estate |
| 80 | Pam        | Waldman        | Keller Williams Realty Portland Premiere       |
| 81 | Patrick    | Clark          | Inhabit Real Estate                            |
| 82 | Emily      | Hetrick        | Keller Williams PDX Central                    |
| 83 | Jennie     | Hill           | Keller Williams Realty Portland Premiere       |
| 84 | Karina     | Stark          | Keller Williams Realty Professionals           |

| #   | FIRST NAME | LAST NAME  | OFFICE                               |  |
|-----|------------|------------|--------------------------------------|--|
| 85  | Susie      | Hunt Moran | Windermere Realty Trust              |  |
| 86  | Shawn      | Meier      | TNHC Oregon Realty LLC               |  |
| 87  | Calle      | Holmgren   | Friday and Company                   |  |
| 88  | Rebecca    | Krueger    | RE/MAX Equity Group                  |  |
| 89  | Lori       | Wika       | MORE Realty                          |  |
| 90  | Karen      | McLaughlin | Windermere Realty Trust              |  |
| 91  | Aimee      | Virnig     | Windermere Realty Trust              |  |
| 92  | Bonnie     | Roseman    | Living Room Realty                   |  |
| 93  | Beth       | Benner     | Living Room Realty                   |  |
| 94  | Venkatesan | Muthu      | Oregon First                         |  |
| 95  | Casey      | Jones      | John L. Scott                        |  |
| 96  | Eduardo    | Chanez     | All Professionals Real Estate        |  |
| 97  | Emily      | Corning    | Hustle & Heart Homes                 |  |
| 98  | Carolyn    | Hoty       | Keller Williams Realty Professionals |  |
| 99  | Katharine  | Granum     | Hustle & Heart Homes                 |  |
| 100 | Tyler      | Reese      | Reger Homes, LLC                     |  |

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Here are the Top 300 Jan through Sept YTD Sales Volume

| #   | FIRST NAME | LAST NAME     | COMPANY                                        |
|-----|------------|---------------|------------------------------------------------|
| 101 | Bill       | Bailey        | RE/MAX Advantage Group                         |
| 102 | Rocky      | Loring        | Reger Homes, LLC                               |
| 103 | Richard    | Wold          | Reger Homes, LLC                               |
| 104 | Susan      | Jurgensen     | Welcome Home Realty                            |
| 105 | Danell     | Stevens       | Premiere Property Group, LLC                   |
| 106 | Katie      | Spurlock      | Windermere Realty Trust                        |
| 107 | David      | Shuster       | ELEETE Real Estate                             |
| 108 | Jim        | Arnal         | Windermere Realty Trust                        |
| 109 | Sara       | Clark         | ELEETE Real Estate                             |
| 110 | Kelly      | Asmus         | Berkshire Hathaway HomeServices NW Real Estate |
| 111 | Linda      | Heinrichs     | Keller Williams Realty Portland Premiere       |
| 112 | Andrew     | Pienovi       | Windermere Realty Trust                        |
| 113 | Sara       | Gray          | John L. Scott Portland Central                 |
| 114 | Karoline   | Ashley        | Windermere Realty Trust                        |
| 115 | Steve      | Kaer          | Kaer Property Group                            |
| 116 | Erika      | George        | Living Room Realty                             |
| 117 | Hannah     | Novak         | Keller Williams Sunset Corridor                |
| 118 | Declan     | O'Connor      | Cascade Hasson Sotheby's International Realty  |
| 119 | Melinda    | Hood          | MORE Realty                                    |
| 120 | Eduardo    | Reyes         | John L. Scott Portland South                   |
| 121 | Lauren     | Sheehan       | eXp Realty, LLC                                |
| 122 | Hunde      | Abebe         | Advantage Realty LLC                           |
| 123 | Flora      | Amir-Alikhani | TNHC Oregon Realty LLC                         |
| 124 | Michael    | Beirwagen     | Berkshire Hathaway HomeServices NW Real Estate |
| 125 | Cristen    | Lincoln       | Living Room Realty                             |
| 126 | Yascha     | Noonberg      | Living Room Realty                             |
| 127 | Brian      | Coffelt       | Pacific Lifestyle Homes Inc                    |
| 128 | Zachary    | Eaton         | Keller Williams Realty Professionals           |
| 129 | Mark       | Charlesworth  | Keller Williams PDX Central                    |
| 130 | Annika     | Laing         | Harnish Company Realtors                       |
| 131 | Katie      | Sengstake     | Windermere Realty Trust                        |
| 132 | Aubrey     | Martin        | Keller Williams Sunset Corridor                |
| 133 | Jennifer   | Venable       | John L. Scott                                  |
| 134 | Chris      | Suarez        | Keller Williams Sunset Corridor                |

| #   | FIRST NAME | LAST NAME | COMPANY                              |  |
|-----|------------|-----------|--------------------------------------|--|
| 135 | Blake      | Nelson    | Brantley Christianson Real Estate    |  |
| 136 | Tracy      | Wiens     | John L. Scott Portland Central       |  |
| 137 | Blair      | Davis     | MORE Realty                          |  |
| 138 | Ariel      | Sasser    | Property Group NW                    |  |
| 139 | Lora       | Smith     | Reger Homes, LLC                     |  |
| 140 | Ben        | Andrews   | Keller Williams PDX Central          |  |
| 141 | Amanda     | Andruss   | Renaissance Development Corp.        |  |
| 142 | Jesse      | Dill      | Premiere Property Group, LLC         |  |
| 143 | Bill       | Gaffney   | Change Realty, LLC                   |  |
| 144 | Mary Jo    | Avery     | Avery Bunick Luxury Properties       |  |
| 145 | Michelle   | Hutton    | Keller Williams Realty Professionals |  |
| 146 | Brie       | Marquez   | Toll Brothers Real Estate Inc        |  |
| 147 | Phe        | Le        | MORE Realty                          |  |
| 148 | Brian      | Tienken   | eXp Realty, LLC                      |  |
| 149 | Christine  | Monty     | RE/MAX Equity Group                  |  |
| 150 | Tessa      | Gold      | John L. Scott                        |  |

**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.



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Here are the Top 300 Jan through Sept YTD Sales Volume

| #   | FIRST NAME | LAST NAME     | COMPANY                                        |
|-----|------------|---------------|------------------------------------------------|
| 151 | Grant      | Massey        | RE/MAX Equity Group                            |
| 152 | Aaron      | Pontius       | Opt                                            |
| 153 | Korrie     | Hicks         | KOR Realty                                     |
| 154 | Chad       | Meier         | Living Room Realty                             |
| 155 | Jessica    | Corcoran      | ELEETE Real Estate                             |
| 156 | Sharon     | Bloudek       | Living Room Realty                             |
| 157 | Katelin    | Wille         | Keller Williams Realty Professionals           |
| 158 | Tyson      | Bolster       | Georgetown Realty Inc.                         |
| 159 | Drew       | Coleman       | Opt                                            |
| 160 | Li         | Lanz          | Li Lanz Properties, LLC                        |
| 161 | Bob        | Atkinson      | Where, Inc                                     |
| 162 | Chris      | Bonner        | Cascade Hasson Sotheby's International Realty  |
| 163 | Judy       | Adler         | Windermere Realty Group                        |
| 164 | Saket      | Shrivastava   | Keith McCue Realty                             |
| 165 | Sue        | Hill-Sullivan | Windermere Realty Trust                        |
| 166 | Jeff       | Walker        | RE/MAX Equity Group                            |
| 167 | Lynda      | O'Neill       | John L. Scott                                  |
| 168 | Aaron      | Moomaw        | Cascade Hasson Sotheby's International Realty  |
| 169 | Grace      | Kim           | Keller Williams Realty Portland Premiere       |
| 170 | Kami       | Price         | eXp Realty, LLC                                |
| 171 | Matt       | Gorman        | John L Scott Portland SW                       |
| 172 | Andrew     | Berlinberg    | Keller Williams Realty Professionals           |
| 173 | Jennifer   | Lillie        | Premiere Property Group, LLC                   |
| 174 | Gary       | Potts         | John L Scott Portland SW                       |
| 175 | Allison    | Grice         | KJK Properties PC                              |
| 176 | Patrick J. | Henry, P.C.   | Coldwell Banker Bain                           |
| 177 | Sarah      | Ruffner       | Where, Inc                                     |
| 178 | Mathew     | Wray          | Keller Williams PDX Central                    |
| 179 | Eugene     | Lew           | RE/MAX Equity Group                            |
| 180 | Angela     | Stevens       | Keller Williams Realty Professionals           |
| 181 | Temara     | Presley       | John L. Scott Portland Central                 |
| 182 | Todd       | Knudsen       | Berkshire Hathaway HomeServices NW Real Estate |
| 183 | Lillian    | Foster        | Move Real Estate Inc                           |
| 184 | Kathleen   | MacNaughton   | Windermere Realty Trust                        |
|     |            |               |                                                |

| #   | FIRST NAME | LAST NAME       | COMPANY                                       |
|-----|------------|-----------------|-----------------------------------------------|
| 185 | Alicia     | Dart            | Soldera Properties, Inc                       |
| 186 | Claire     | Widmark-Wright  | Premiere Property Group, LLC                  |
| 187 | Sean       | Becker          | Sean Z Becker Real Estate                     |
| 188 | Sherry     | Hawkins         | Knipe Realty ERA Powered                      |
| 189 | Alexander  | Clark           | Keller Williams Realty Portland Premiere      |
| 190 | Ryann      | Reinhofer       | Thoroughbred Real Estate Group Inc            |
| 191 | Liz        | Warren          | Keller Williams PDX Central                   |
| 192 | Troy       | Martin          | Real Estate Performance Group                 |
| 193 | Riley      | Costello        | Cascade Hasson Sotheby's International Realty |
| 194 | Kevin      | Caplener        | Windermere Realty Trust                       |
| 195 | Andrew     | Misk            | The Agency Portland                           |
| 196 | Patty      | Schmitz-Thursam | John L. Scott Market Center                   |
| 197 | Maria      | Cerri           | Premiere Property Group, LLC                  |
| 198 | Dana       | McElligott      | RE/MAX Equity Group                           |
| 199 | Elliott    | Moore           | Where Real Estate Collaborative               |
| 200 | Tai        | Faux            | Think Real Estate                             |
|     |            |                 |                                               |

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Here are the Top 300 Jan through Sept YTD Sales Volume

| #   | FIRST NAME   | LAST NAME | COMPANY                                        |
|-----|--------------|-----------|------------------------------------------------|
| 201 | Krishnakumar | Regupathy | Krishna Realty                                 |
| 202 | Lisa         | Willett   | Cascade Hasson Sotheby's International Realty  |
| 203 | Dill         | Ward      | eXp Realty, LLC                                |
| 204 | Doug         | Landers   | John L. Scott Portland Central                 |
| 205 | Heather      | Paris     | Paris Group Realty LLC                         |
| 206 | Cricket      | Forsey    | Keller Williams Realty Portland Premiere       |
| 207 | Cary         | Perkins   | Windermere Realty Trust                        |
| 208 | Victoria     | Buck      | Stellar Realty Northwest                       |
| 209 | Xinyu        | Li        | MORE Realty                                    |
| 210 | Lara         | James     | Keller Williams Realty Portland Premiere       |
| 211 | Tammi        | Dupree PC | Keller Williams Sunset Corridor                |
| 212 | Jeanie       | Williams  | Berkshire Hathaway HomeServices NW Real Estate |
| 213 | Michele      | Bennett   | Urban Nest Realty                              |
| 214 | Betsy        | Menefee   | Windermere Realty Trust                        |
| 215 | Jessica      | LeDoux    | Living Room Realty                             |
| 216 | Toni         | Mikel     | Bluebird Real Estate                           |
| 217 | Steve        | Odermann  | Windermere Realty Trust                        |
| 218 | Sanam        | Dowlatdad | Where Real Estate Collaborative                |
| 219 | Sohee        | Anderson  | Where, Inc                                     |
| 220 | Rachel       | Narragon  | Works Real Estate                              |
| 221 | David        | Caldwell  | Real Broker                                    |
| 222 | Amber        | Turner    | Think Real Estate                              |
| 223 | Alexander    | Assefa    | Keller Williams Realty Portland Elite          |
| 224 | Bryce        | Rosenbaum | Harcourts Real Estate Network Group            |
| 225 | Rob          | Levy      | Keller Williams Realty Professionals           |
| 226 | Kris         | Burley    | Keller Williams Realty Portland Premiere       |
| 227 | Dorothea     | Chakos    | Berkshire Hathaway HomeServices NW Real Estate |
| 228 | Alison       | Derse     | The Agency Portland                            |
| 229 | David        | Abrams    | Think Real Estate                              |
| 230 | Troy D       | Doty P.C. | Northwest Realty Source                        |
| 231 | Christy      | MacColl   | Windermere Realty Trust                        |
| 232 | Steve        | Louie     | John L. Scott                                  |
| 233 | Darrin       | Amico     | Amico Group Realty                             |
| 234 | Tamiko       | Warren    | Real Broker                                    |

| #   | FIRST NAME | LAST NAME  | COMPANY                                       |  |
|-----|------------|------------|-----------------------------------------------|--|
| 235 | Freddie    | Figueroa   | Cascade Heritage Real Estate Group            |  |
| 236 | Troy       | DeVries    | John L. Scott Sandy                           |  |
| 237 | Brian      | Gentry     | John L. Scott Sandy                           |  |
| 238 | Jarrett    | Altman     | Neighborhood Works                            |  |
| 239 | Joe        | Buffington | Weekley Homes LLC                             |  |
| 240 | Heather    | Lamkins    | Think Real Estate                             |  |
| 241 | Bradley    | Wulf       | Keller Williams Realty Professionals          |  |
| 242 | Kelly      | Sandstrom  | Suburbia Realty Group                         |  |
| 243 | Kevin      | Mapes      | Keller Williams Sunset Corridor               |  |
| 244 | Grant      | Williams   | Urban Nest Realty                             |  |
| 245 | Amy        | Toyoshima  | Toyoshima Realty                              |  |
| 246 | Casey      | Riley      | Cascade Hasson Sotheby's International Realty |  |
| 247 | John       | McClung    | Harcourts Real Estate Network Group           |  |
| 248 | Kevin      | Smallbeck  | RE/MAX Equity Group                           |  |
| 249 | Tyler      | Horst      | Summa Real Estate Group                       |  |
| 250 | Desirae    | Carroll    | Pulte Homes of Oregon                         |  |
|     |            |            |                                               |  |

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Here are the Top 300 Jan through Sept YTD Sales Volume

| #   | FIRST NAME  | LAST NAME   | COMPANY                                        |
|-----|-------------|-------------|------------------------------------------------|
| 251 | Timothy     | Saeland     | RE/MAX Equity Group                            |
| 252 | Lauren      | Hasson      | Cascade Hasson Sotheby's International Realty  |
| 253 | T. Chris    | Olson       | Premiere Property Group, LLC                   |
| 254 | Tascha      | Gamroth     | Realty One Group Prestige                      |
| 255 | Julie       | Williams    | ELEETE Real Estate                             |
| 256 | Keith       | Sjodin, P.C | Windermere West LLC                            |
| 257 | Amanda      | Rammer      | RE/MAX Northwest                               |
| 258 | Dar         | Rodgers     | Wholehearted Homes                             |
| 259 | Jeff        | Moe         | Premiere Property Group, LLC                   |
| 260 | Genie       | Shook       | John L Scott Portland SW                       |
| 261 | Rick        | Sadle       | Keller Williams Realty Professionals           |
| 262 | Martin      | Weil        | RE/MAX Equity Group                            |
| 263 | Wenyan      | Zhu         | Wooster Realty                                 |
| 264 | Sarah       | Hesselman   | Premiere Property Group, LLC                   |
| 265 | Mitch       | Foteff      | Harcourts Real Estate Network Group            |
| 266 | Michele     | DesCombes   | Keller Williams Realty Professionals           |
| 267 | Eric        | Lehouiller  | Oregon Choice Group                            |
| 268 | Andre       | Hage        | MORE Realty                                    |
| 269 | Anne        | Stewart     | eXp Realty, LLC                                |
| 270 | Bev         | Blume       | Keller Williams Realty Portland Elite          |
| 271 | Ward        | Spears      | Eleete Real Estate                             |
| 272 | Норе        | Beraka      | Think Real Estate                              |
| 273 | Joe         | Fustolo     | Soldera Properties, Inc                        |
| 274 | Matt        | Crile       | Windermere West LLC                            |
| 275 | Nicholas    | Lilles      | Keller Williams Realty Portland Premiere       |
| 276 | Bob         | Sisul       | Harcourts Real Estate Network Group            |
| 277 | Christopher | Kelly       | Berkshire Hathaway HomeServices NW Real Estate |
| 278 | Jeffry      | Wiren       | Premiere Property Group, LLC                   |
| 279 | Eileen      | Hutchinson  | Premiere Property Group, LLC                   |
| 280 | Susan       | Hildreth    | RE/MAX Equity Group                            |
| 281 | Elizabeth   | Ramos       | Keller Williams Sunset Corridor                |
| 282 | Maria       | Fitzgerald  | Windermere Realty Trust                        |
| 283 | Russell     | Clum        | Cascade Hasson Sotheby's International Realty  |
| 284 | Marcella    | Morris      | Real Broker                                    |

| #   | FIRST NAME | LAST NAME    | COMPANY                                       |
|-----|------------|--------------|-----------------------------------------------|
| 285 | Rebecca    | Barron       | Neighbors Realty                              |
| 286 | Traci      | Brown        | Keller Williams Sunset Corridor               |
| 287 | Shannon    | Janssen      | Coldwell Banker Bain                          |
| 288 | Ashley     | Bronson      | Cascade Hasson Sotheby's International Realty |
| 289 | Pat        | Bangerter    | Eleete Real Estate                            |
| 290 | Chris      | Dawkins      | Keller Williams PDX Central                   |
| 291 | Adam       | Kaplan       | Branch Real Estate                            |
| 292 | Elisha     | Alcantara    | Kinected Realty, LLC                          |
| 293 | Adriana    | Gavozdea     | Premiere Property Group, LLC                  |
| 294 | Bonny      | Crowley      | Portland Principal Realty, LLC                |
| 295 | Amy        | Sedgwick     | MORE Realty                                   |
| 296 | Olivia     | Rush         | Living Room Realty                            |
| 297 | Victoria   | Wriglesworth | Harcourts Real Estate Network Group           |
| 298 | Ash        | Amstutz      | Urban Nest Realty                             |
| 299 | Cindy      | Angeles      | Knipe Realty ERA Powered                      |
| 300 | Jeff       | Edmondson    | 24/7 Properties                               |

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## **Annamarie Kooning**

**NW Executive for 1031 Exchanges** annamarie.kooning@Leader1031.com Toll-Free Direct/Text: 855-425-1031 Cell: 503-481-1122

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