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TABLE OF CONTENTS

 14 Preferred Partners	 22 The Honor Flight Network	 28 Notable Home
 34 Roman Shulyak	 44 Allison Trull & Lisa Boyd	 48 Cover Story



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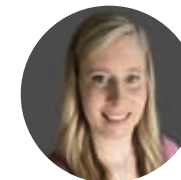
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NOTE

PUBLISHER'S

Welcome to the November edition of *Seattle Real Producers*!

We are so excited to bring you another quality publication highlighting the best and brightest in real estate in the PNW. As we approach the end of another dynamic year, the real estate market in King and Snohomish continues to evolve. This year in Real Estate has presented many challenges and just as many opportunities.

Despite the usual seasonal slowdown, the market in our region is still bustling. In both King and Snohomish counties, suburban areas continue to see high demand, and the recent rate cut has injected new energy into what's typically a quieter time of year. You will find a "By the Numbers" page in the publication that shows the overall production of the top 500 agents who make up our *Seattle Real Producers*. This page shows that through September this group has done more than one billion over what was completed in all of 2023! That is something to celebrate!

This month we are excited to share some incredible stories, a fabulous Notable Home, a nonprofit that focuses on veterans and paying homage to the the sacrifices they made for our country, and so much more! We are here to celebrate



your dedication, expertise, and leadership, all of which set the tone for success in our industry.

As always, we want to extend a special thanks to our valued partners whose ongoing support helps drive our publication, quality events, and the root of new valuable relationships. Here's to finishing 2024 on a high note and laying the foundation for an even stronger 2025!

Warm Regards,

Shea Robinson



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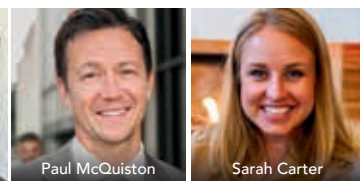
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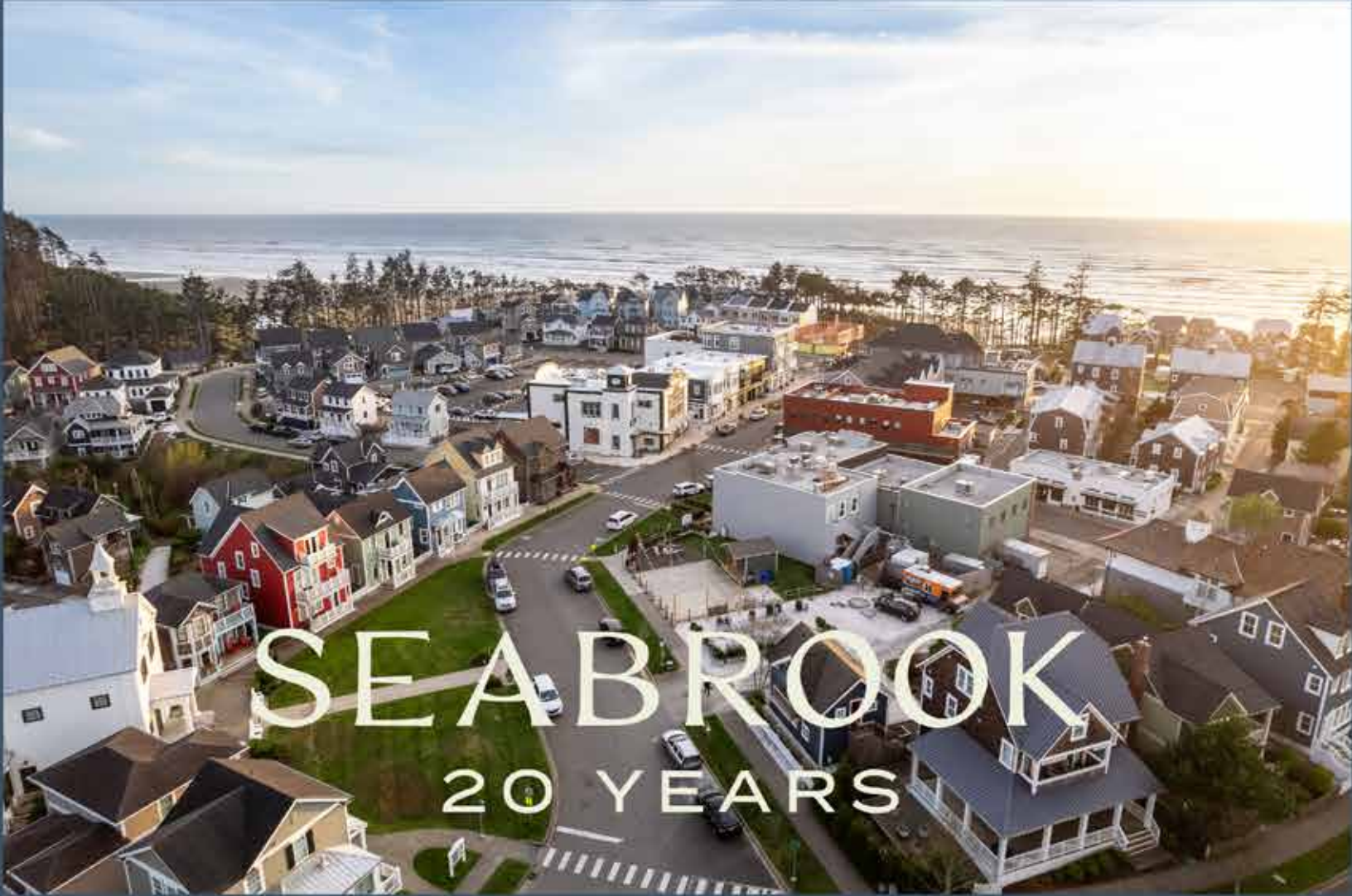
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THE HONOR FLIGHT NETWORK

Written by Denise Rouleau, Board Member Puget Sound Honor Flight · Photos by Eaton Ford & Michael Bury



A full flight of Veterans and their Guardians on the way from Seattle to Baltimore.

A JOURNEY OF GRATITUDE AND REMEMBRANCE

In the spring of 2005, something remarkable began in Springfield, Ohio. Earl Morse, a Physician Assistant and Retired Air Force Captain, was working at a VA clinic when he had an idea that would change lives. The World War II Memorial in Washington, D.C. had just been completed and Earl knew many of the senior veterans he served might never get a chance to see it. So he invited 11 of his fellow private pilot friends to join him, each taking one of his WWII patients to D.C. with two stipulations: The veteran paid nothing, and the pilots served as escorts in D.C. In May of 2005, the first Honor Flight trip took place and by the end of that year, 137 WWII veterans had made the trip to Washington, D.C.

Then in late 2005, Jeff Miller, a business owner in North Carolina who was inspired by Morse, had a similar idea but on the largest scale possible – he wanted to charter commercial jets. He formed Honor Air and began flying large groups of local WWII veterans on charter jets. By the end of 2006, Honor Air had flown more than 300 WWII veterans to their memorial. In February of 2007 Morse and Miller met in Washington, D.C. at the first “Summit” and merged into what is now known as the Honor Flight Network -- a movement that would soon capture the nation’s hearts.

At the close of 2023, nearly 300,000 American veterans of WWII, Korean, and Vietnam wars have taken part in an Honor Flight. Among them are over 1,850 veterans from Western Washington, thanks to Puget Sound Honor Flight, which was formed in March 2013. The organization’s inaugural trip took place in October of that year, during a government shutdown. Despite the obstacles—including having to move road barriers to provide bus access—the trip of all-WWII veterans was an overwhelming success. Nearly every veteran on that first flight said the same thing: “It was the best weekend of my life.”

Since then, four times a year, veterans from Western Washington gather at Sea-Tac Airport for a three-day journey they will never forget. Thanks to Alaska Airlines, they are treated with the utmost care from start to finish. These trips are still completely free for the veterans—a long-overdue “thank you” for their service to our country. During their time in the D.C. area, the veterans visit a dozen memorials and monuments, each standing as a testament to their service and sacrifice—including the WWII Memorial, Vietnam Veteran’s Memorial, Korean Memorial, and Arlington National Cemetery, where over 400,000 souls



Veteran in front of the Wall of Stars in the World War II Memorial. The 4,048 gold stars represent Americans who gave their lives in service during World War II. Each star represents approximately 100 service members.



Changing of the Guard at the Tomb of the Unknown Soldier.

rest. These hallowed sites evoke deep emotions. At Arlington, the veterans witness the solemn Changing of the

Guard at the Tomb of the Unknown Soldier, a moment that often brings tears to their eyes.

Ensuring the safety and wellbeing of each veteran is the highest priority. Each is accompanied by a Guardian—whether family or volunteer, a dedicated individual whose sole responsibility is to ensure their veteran returns home safely and in good spirits. These Guardians pay their own way to accompany a veteran on this cathartic journey—a privilege they hold dear. For many veterans, the trip offers something more than just memories. It provides a chance to share stories they have kept locked away for decades, and to find solace among others who understand their pain. This is especially

true for Vietnam veterans, who often returned home to a country that did not welcome them. For them, the words “thank you” are like a balm for wounds that have festered for years.

One veteran, Mr. L., summed up his experience: “I am unable to explain the relief I now feel from the Vietnam unwelcomed veteran syndrome.” Others echoed his sentiment. Mr. P. said, “Your efforts and dedication are giving veterans the acceptance they need, the dignity they are due, the validation they crave, and the closure they deserve.” Another veteran, Mr.

J., shared, “I never felt welcomed home from the Vietnam War until my trip. I am at peace now and free. Thank you so very much!”

By the end of 2024, Puget Sound Honor Flight will have completed 38 trips, with four more scheduled in 2025. None of this would be possible without the incredible support of an all-volunteer board, medical staff, photographers, and a logistics crew who ensure every detail is precisely planned. Each trip is a monumental effort, costing approximately \$1,000 per veteran.

“ I never felt welcomed home from the Vietnam War until my trip. I am at peace now and free. Thank you so very much! ”



The Vietnam Veterans Memorial chronologically lists the names of 58,318 Americans who gave their lives in service to their country.

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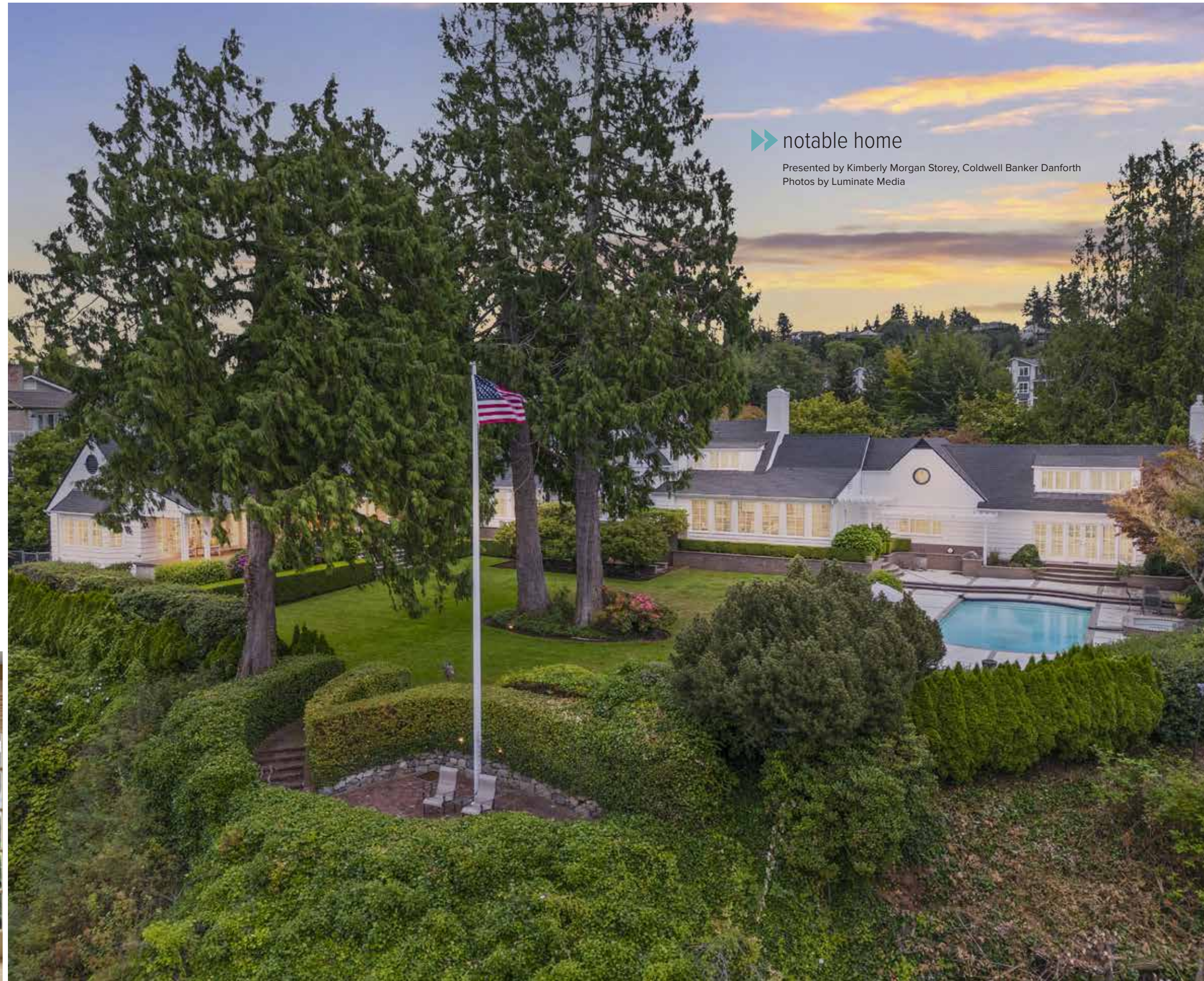
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» agent spotlight

Written by Dave Danielson
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ROMAN



SHULYAK

BUILDING FORWARD

One of the most rewarding parts of business is setting and achieving goals ... and continuing to take the next steps in your life. That's a spirit that is alive and well within Roman Shulyak. Roman is Founder and Managing Broker of Kronos Real Estate. In turn, he is building forward for himself and those around him.

Putting It All Together

Roman's journey into real estate began after he found success in another walk of life. "I grew up working with my dad at a diesel shop," Shulyak recalls. Working alongside his father, his early days were characterized by hands-on work and a drive for learning. His life took a turn when a neighbor, who owned a painting company, hired him to paint houses. One of those houses belonged to Dennis Brown, the former Managing Broker at SASH Realty. The connection with Brown proved to be pivotal. Through their work relationship, Shulyak was introduced to the world of real estate. "Dennis got me excited about it," he says.

At the time, Roman was wrapping up his nursing pre-requisites, but found himself increasingly drawn to real estate. With Brown's encouragement and mentorship, Shulyak embarked on his real estate career, earning his license in November 2013. He landed his first sale and kept building from there.

The Birth of Kronos Real Estate

After 11 years with SASH Realty (six of which were spent as a Managing Broker) Roman decided it was time to strike out on his own. In turn, Kronos Real Estate was born. His new brokerage represents not just a business venture but a personal mission to create a supportive and dynamic environment for other brokers. Kronos Real Estate was designed to start small with Shulyak leading the charge, but he plans to expand by bringing other ambitious brokers on board. "I've had a lot of people asking me for help and wanting to work with me," Shulyak explains. "I'm excited to bring on other brokers along with my Transaction Coordinator."

Passion for the Profession

One of Shulyak's most notable strengths is his skill in negotiation. For him, real estate is not just about buying and selling properties but about mastering the art of negotiation and ensuring all parties involved are satisfied. "My favorite part is the negotiation," Shulyak says. "I love knowing both sides and getting everyone happy." This passion has led to significant achievements. For instance, Kronos Real Estate has nearly \$50 million in real estate under contract currently including many double-sided deals such as a notable \$9.5 million warehouse in Auburn, multiple presale homes in Issaquah for \$5.5 million and \$3.3 million, along with a recent sale in Ravensdale for \$2.8 million, where he brought the seller and the buyer together through Social Media.



His contributions to the real estate industry have not gone unnoticed. In 2022, Shulyak was honored with the 30 Under 30 award by the National Association of Realtors (NAR) and also received recognition from *425 Magazine*. These accolades underscore his commitment to excellence and his impact on the industry.

Words of Wisdom

For those entering the real estate field, Shulyak offers this sage advice. “It’s so much more competitive,” he warns. His strategy for new agents is to leverage their personal sphere of influence. “Make sure everyone knows you are an agent and that you are available to help them,” he suggests. He emphasizes the importance of building relationships and being transparent about your current inventory and capabilities. As he says, “Deliver a VIP experience to make it smooth for them.”

A Commitment to Service

At the heart of Shulyak’s professional philosophy is a spirit of selflessness and generosity. He prides himself on being open and willing to help others improve their craft. Additionally, he is dedicated to giving back, including supporting causes in Ukraine and other areas of need. With Kronos Real Estate, Roman is not only shaping his future but also setting a new standard for client service and professional integrity in the real estate industry.



Shulyak’s dedication to fully representing his clients shines through in every deal he handles. His commitment to securing the best possible outcomes for his clients is a cornerstone of his business philosophy. “I love fully representing my clients to the best of my ability so they can get the best deal possible,” he explains.

Family Foundation

Family plays a central role in Shulyak’s life. He is married to Oksana, and they have a three-year-old son, Remi, and a new baby daughter, Amie. “They are my motivation to push along and keep going,” he says warmly. Shulyak’s dedication to his family is evident in his downtime

activities. He enjoys cruising in his sports car with friends and family, spending time at the park with Remi, and maintaining his fitness through running and workouts.

Giving Back and Professional Growth

Shulyak’s commitment extends beyond his brokerage and family life. He is an active participant in several organizations, including serving on the board for the Young Professionals Network (YPN). Through YPN, he helps organize monthly networking events aimed at fostering growth and development within the real estate community. In addition, Shulyak is involved with his church’s kids ministry and usher staff.



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Allison Trull and Lisa Boyd's Enduring Impact on Puget Sound Real Estate

With more than three decades of working together, the Boyd & Trull team of Coldwell Banker Bain attributes their success to sharing the same values and work ethic. “We are a total partnership,” said Lisa Boyd, “we have different strengths because of our backgrounds, but we work together on everything.” Added Allison Trull, “often we will look at a property from different perspectives when assessing value, but our direction and end values will be the same.”

Admitted statistical junkies, Lisa and Allison love to track the data, details and nuances that drive the market. They cover the greater Puget Sound area, enjoying the challenge to see trends and opportunities that come from a more global perspective. “Servicing a wider area has enabled us to be more attuned to our clients’ desires and open opportunities for them to meet their long-term goals,” Allison reflected.

With her B.S. in Building Construction from the University of Washington, Lisa brings an engineer’s and architect’s eye to real estate. Coming from a high-end construction background with her family building Street of Dream homes and developing properties, Lisa thought that being a realtor would be a brief stop before taking over the family business. “What I discovered was that I loved the diversity, flexibility and opportunities that come from helping clients,” she explained.

About the time Allison married her high school sweetheart – who happens to be Lisa’s brother – Lisa was expecting her first child and invited Allison to join her in the business. With a B.A. in Public Relations and Hospitality from Washington State University, Allison’s marketing and positioning background working on national launch campaigns, corporate relocation, sales, and brand awareness brought a cadre of transferable skills to the business. Some 30 years later the pair agrees: it’s a partnership that works, both professionally and personally.

“We both love the stories and history of our area,” said Allison, “I am a fifth generation Seattleite with deep roots,



reaching back to when Washington was just a territory, so I love to trace the legacy and lore of an area and a property. I enjoy reading the chain of title, the layers of development and knowing the special details that make each neighborhood unique.”

The partners have built their business on forming long-term relationships with their clients, assisting them through lifestyle and family changes. They pride themselves on being present for their clients as needs arise. Noted Lisa: “our clients become a part of our fabric, and we want to be a part of their world long after the sale. We welcome the opportunity to be a resource for referrals, counsel, and assessment as they enjoy and grow their investment.”

Another key piece to their business is collaboration and working alongside other agents in the business be it mentoring, helping them buy or sell their personal homes or joining ventures for marketing tandem properties together. “To be trusted to help a fellow agent with their property is an honor we hold in the highest regard,” said Allison. They are both thankful to be involved in the real estate community as members of Forum XXII – an invitation only alliance of top brokers fostering cooperation with an emphasis on ethics. Allison has been tapped to serve as a Member at Large for the Seattle King County Board of Realtors for the upcoming year. “We pride ourselves on being a realtor’s realtor, with regards to being easy to work with and knowledgeable,” Lisa remarked.

Personally, both Lisa and Allison are avid cooks who enjoy the challenge of culinary execution. They love learning tried

▶▶ agent spotlight

Written by Barbara Pearson
Photos by Focused Media Collective

P the power of Partnership

“ Not all deals are easy. We work hard to both empathize and also keep global to move through a chapter for a fresh start.

We love finding the sweet spot for our clients. ”



and true favorites, an easy shortcut or tackling a new skill set from friends and family. “Food unites us and also has the ability to transport us,” Allison noted, “Lisa has an uncanny ability to peel out flavors of a dish to recreate it at home, while I love an excuse to throw a party and celebrate.” They both agree that they are thankful for family, friends, and colleagues as they continue their successful personal and professional partnership.

Travel is another shared passion. “We both enjoy seeing new sites, architecture, views and most of all the people when you enter a new place,” said Allison. “It invigorates the soul to travel – be it a weekend escape to Suncadia or a boat trip down the Mekong River, unplugging and immersing yourself in nature enables me to appreciate the details

in life. I truly treasure the chance to see new things and I am always amazed at how small the world is with regards to connections and how vast it is to learn and enjoy.”

As they reflect on their work, Allison noted: “not all deals are easy. We work hard to both empathize and also keep global to move through a chapter for a fresh start.” Added Lisa, “we love finding the sweet spot for our clients. When we meet them outside of a professional setting, we see their eyes light up, arms outstretched to give us a hug or just a twinkle with happiness and gratitude. Often, it’s much more than the price we negotiated, it’s the attention to fulfilling their needs and holding out for the right fit, the right timing and that ‘it’ factor.”



Tom Skepetaris *and* Rebecca Mitsui

Making it Rain in Real Estate

Written by Dave Danielson
Photos by Focused Media Collective

There are those leaders who seem to be made for what they do. That's definitely the case when you talk with Tom Skepetaris and Rebecca Mitsui.

Together, as King County's top listing duo for homes sold, they find joy each day "making it rain" for their clients and colleagues at Alchemy Real Estate.

Tom Skepetaris

Tom's introduction to real estate was, in his words, "fate." As Tom recalls, "I was at a point in my life where I needed a fresh start in my career. One day I was looking through the Help Wanted section of the paper and came across an advertisement for a real estate career. Something inside me said I should give it a try."

It was then that Tom joined the John L Scott real estate office in Magnolia. There he gleaned knowledge from the experienced group of brokers in the office who were

mentors to him. Closing his first sale was a pivotal moment for Tom. "I knew then that I had found my thing, and that's how it all started," he says.

Over time, Tom's dedication paid off. He found joy in working with first-time buyers and developed a knack for selling in new developments, often working seven days a week on large projects, which allowed him to hone his sales skills and build lasting relationships.

"I love talking to people," Tom shares. "And in those early years, I learned how to really connect with clients."

Eventually, Tom transitioned to Alchemy, drawn to its diverse real estate model. He knew that Alchemy's approach to new construction sales and working with multiple developers coupled with a robust resale business was exactly what he was looking for.

CHANGING FORM
DORIS CHASE
1969

Rebecca Mitsui

Rebecca's path to real estate started in a much different place. She was inspired by her grandfather, who worked as a chief engineer on an Alaskan crabbing boat. With his earnings, he would buy rental properties, ultimately accumulating a dozen properties over his career. One of those properties became the home for Rebecca and her brother and sister, being raised by their single mom. Her grandfather's ability to provide a stable home for the family is something she will never forget. This early exposure seeing how real estate can change lives left an indelible impression on Rebecca, sparking her interest in the field.

Rebecca began her real estate career after being a stay-at-home mom for nearly a decade. In 2001, when her youngest daughter started kindergarten, she was drawn to do a career that would give her a sense of fulfillment. She chose real estate, realizing that her natural inclination to help people could make a difference in her clients' lives.

"I've always been someone who is inspired to help others achieve their dreams," she explains. "Real estate gave me the chance to combine that passion with a career that's both challenging and rewarding. The best part— it's fun!"

In 2019, having already built her team, Mitsui Real Estate Group, Rebecca was leading several agents in a successful business built mainly on referrals from her long time focus on providing service at a high level. However, she was drawn to Alchemy's business model and reputation in the industry. She admired their ability to innovate with their land use knowledge, something that she knew would help her diversify her career further.

Eventually, she was wooed over to Alchemy, where she brought her team and her expertise in listings. "It's funny, after 20 years in the business, I thought I knew everything," she laughs, "but moving my business to Alchemy showed me that there was still so much more to learn, and it excited me!"

A Dynamic Partnership

When Rebecca teamed up with Alchemy, Tom was already Seattle's top listing broker. Together they discovered that while Tom thrived on working with buyers, Rebecca loved everything about listings— from marketing to client engagement to networking with fellow brokers. This natural balance created an organic synergy between the two, and soon they found themselves working together seamlessly.



"We complement each other perfectly," says Tom. "Sometimes I'm the good cop, sometimes she's the good cop; it just depends on the situation. But we've figured out how to leverage both of our strengths." Rebecca adds, "It's a yin and yang partnership."

Working in tandem Tom and Rebecca brought their combined expertise to new construction projects, a thriving resale business, and everything in between. They built relationships with developers across King County, working on multiple listings simultaneously while ensuring that each client always felt like their only client.

"Our shared phone number and email keep us both up to date on all of the moving parts and pieces of our business,"

comments Rebecca. "Our entire team works very hard to let Tom and I do what we love to do, be the 'face' of our business. We feel very lucky to be at the point in our career doing what we love most. We are able to do all client-facing interactions to keep our clients feeling pampered. Unlike other top teams, we do not hand our clients over to anyone else, that is just not who we are."

Their collaborative approach, complemented by Alchemy's robust infrastructure, has allowed them to navigate the often-complicated world of Seattle's real estate market. "Alchemy specializes in the Seattle corridor," Tom explains. "Our group understands the zoning, city codes, and has even pioneered property types in Seattle like live-work units."



The Alchemy Formula: A Unique Business Model

What sets Alchemy apart from other real estate companies, according to both Tom and Rebecca, is its holistic approach.

“There’s not a company in Seattle that does it all like Alchemy,” shares Tom. “From land use to acquisitions to property management to development to retail sales, we cover all aspects of real estate. The brain power and years of experience underneath our roof cannot be compared.”

This model has enabled the Tom and Rebecca Team to provide a full spectrum of services to their clients. Their success is driven by a deep understanding of the market, the ability to navigate complex deals, and a commitment to working as long as it takes to get the job done.

“Gabe Rosenshine, the founder of Alchemy, always says, ‘lead with value,’” Rebecca notes. “That’s something we all really embrace. It’s not just about making a sale; it’s about doing the right thing for the client and creating value for them. That’s the secret sauce how we earn and keep their business”

Alchemy’s culture, which emphasizes hard work, passion, and integrity, has helped Tom and Rebecca thrive.

“If you buy into the culture of working until the job is done and dedicate leading with value to your clients, you’ll succeed,” Tom asserts. “We call it the Alchemy Formula.”

Defining Success: More Than Just Numbers

For both Tom and Rebecca, success in real estate goes

beyond making money. “It’s not about the money,” says Tom. “It’s about making sure the client feels comfortable and confident in their purchase. If I’m making a living and happy doing it, that’s enough for me.”

One of Tom and Rebecca’s most rewarding experiences involved selling a house for a couple who had gone through several real estate transactions during their 45-year marriage.

“They told us that this was the best experience they’d ever had and they said they had so much fun with us,” she recalls. “That’s what makes it all worth it.”

Future Growth

As Tom and Rebecca look toward the future, they are excited about the potential for growth. While they’re open to expanding their team, they are hyper focused on maintaining the organic nature of their success.

“We’re definitely in growth mode,” states Rebecca. “That said, we want to find people who can passionately embrace the culture of Alchemy.”

For Tom and Rebecca, real estate is more than just a job—it’s a lifestyle. Their journey together at Alchemy, built on trust, mutual respect, and a shared commitment to excellence, has not only elevated their careers but also changed the lives of the clients they serve.

As Tom puts it, “We don’t even think of it as a job. It’s a fun lifestyle, and we can’t imagine doing anything else.”

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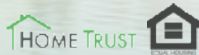


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