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1

**Schedule Intro Call**

2

**Schedule Home Visit to Prepare Property Condition Report**

3

**We Present Max Profit Analysis & Project Proposal with you**

4

**We manage and complete the project!**



AS-IS VALUE	REPAIR COST	SALES PRICE
<b>\$425,000</b>	<b>\$126,500</b>	<b>\$635,000</b>
<b>ADDITIONAL OWNER PROFIT</b>		
<b>\$83,500</b>		

★★★★★

*It was incredible that my house went mutual after only 3 days on market!! I'm grateful for Scott and his JCC Concierge Team for making the house look great, they really never missed a beat! They even paid for my housing and living expenses to help bridge the time gap! I would definitely recommend Scott and the JCC Concierge Team, they'll take good care of you!*

*Shane Tierney*

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**Brian Alfi**  
Windermere Shoreline

“ They make the process simple; it takes no money out of pocket and they handle all issues. It's a process I can trust for my clients because I know it will be a beneficial outcome.

**Nolan Vance**  
Concierge RE Partners

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If you are interested in contributing or nominating REALTORS® for certain stories, please email Chad at [Shea.Robinson@N2Co.com](mailto:Shea.Robinson@N2Co.com).

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With years of combined experience, the Loan Depot PNW team brings unparalleled expertise in the mortgage industry. Michael & Augustus are dedicated to working closely with both real estate agents and clients, offering personalized solutions and exceptional service.

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- **Collaboration with Real Estate Agents:** We value the role of real estate agents in your home-buying journey. Our collaborative approach ensures that all parties are aligned, making the process seamless and efficient. We prioritize clear communication and quick responses to keep transactions on track.
- **Customized Loan Solutions:** Whether you're clients are first-time homebuyers or a high end repeat buyer with a complex loan, we offer a range of loan products designed to meet their specific requirements.
- **Local Expertise:** As specialists in the Pacific Northwest market, we understand the regional nuances that can affect your mortgage options. Our local knowledge helps us anticipate challenges and seize opportunities unique to this area.
- **Exceptional Customer Service:** From your initial inquiry to the final closing, our team is committed to providing a high level of service. We pride ourselves on being responsive, transparent, and supportive throughout the entire process.

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## Meet The Team



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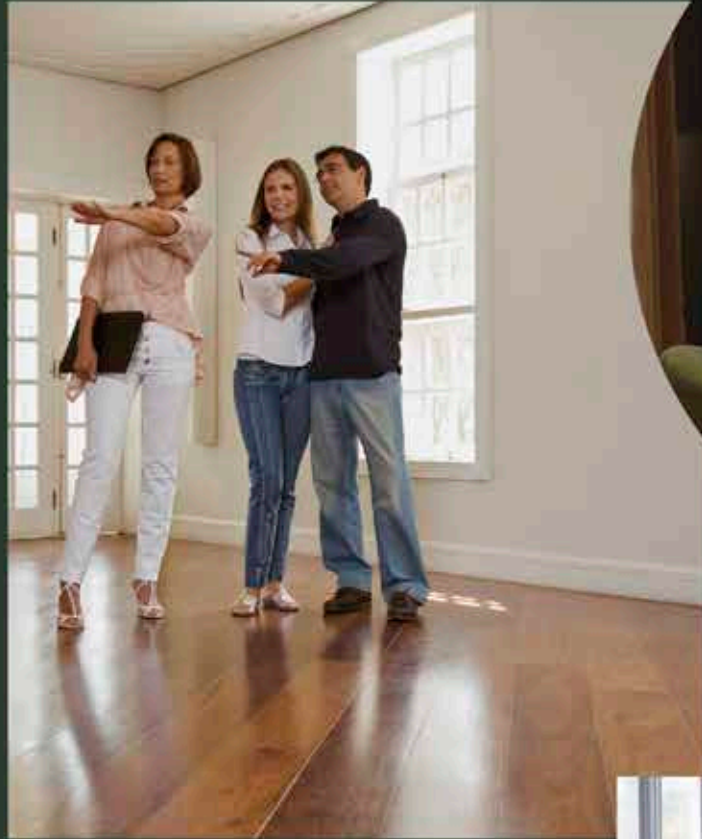
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# NOTE

PUBLISHER'S

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

Although it's scary to think that fall is already here, the changing of the colors indicates a transition into new beginnings and new opportunities in real estate and in life. We have had so many opportunities to collaborate this year. We've taken part in Masterminds, panels, and nonprofit events, experiencing areas like Suncadia and Seabrook, and have much more in store. The beauty of *Seattle Real Producers* is that we put an emphasis on relationships and collaboration. Any tenured agent will tell you that relationships are not only the driving force behind their success, but also a reason for success itself.



As leaders in this everchanging market, you are part of an elite group that continuously sets the standard for excellence. This publication is crafted with you in mind—those who not only meet expectations but consistently exceed them. In the fast-paced world of real estate, staying ahead of trends and understanding the nuances of our unique market is paramount. The Puget Sound area is not just a place to live; it's a lifestyle. The homes you represent aren't just properties; they are sanctuaries that reflect the aspirations of those who reside

in them. Your ability to connect buyers with their ideal homes is what makes you an invaluable asset to this region.

All of this is possible because of our incredible partners whose job is to make your clients' lives easier. Our platform would not exist without them.

Wishing everyone a seamless transition into the fall season!

Warm Regards,

*Shea Robinson*

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# Beautifully Designed Luxury Living on Union Hill

▶ notable home

Submitted by David Hogan of Windermere  
Photos by Amaryllis Lockhart of Clarity NW





D

Pristine living on Union Hill. This East Coast inspired custom residence is stunning in every sense of the word. Magazine-worthy from the stately arrival, through the interior, and out to the spacious acreage. The Living and Kitchen are breathtaking with impressive window placement, abundant light, double islands, fireplace, and millwork. Custom finishes and touches are an understatement - vintage lighting, unrivaled architecture, and quality construction.

Superb layout offers Primary Suite and office on main. Lower level complete with custom bar, movie room, exercise, bedroom wing, guest quarters, 2nd laundry room, and abundant storage. Outdoor fun with entertaining deck and patio overlooking the scenic grounds. A magnificent offering.

David states "If I was in the market, I would purchase this home. Meticulously maintained, beautifully designed, curated from top to bottom. It's a showstopper."



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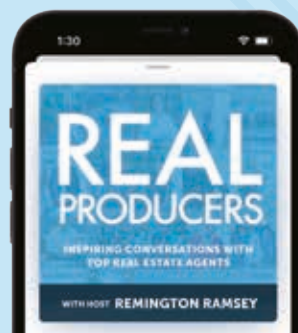
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# Kayla Preston

Written by Barbara Pearson · Professional photos by FreeStyle Production

Passionate about her life and her work, Kayla Preston says she lives every day as though it might be her last. “All our days can’t be a ten out of ten,” she says, “but imagine if we all made two choices: to be happy in ourselves, and to make someone else’s day special. For me that means valuing my relationships with my clients and team. Every day, my favorite outcome is to make or save my clients the most money, and to provide an outstanding experience when doing so.”

Now a senior broker at Every Door Real Estate, Kayla grew up in Mukilteo and graduated in Strategic Communications from the Department of Communication and Media at Seattle University in 2009. Despite a challenging start, she has been immersed in the Pacific Northwest real estate market in a variety of roles. “The year 2009 was a terrible time to graduate college,” she explains. “I was competing against experienced, high-level professionals who were losing their jobs. Through a summer job connection, I began my career in property management working on some well-known buildings in the Seattle area. I immediately found the sector fascinating.”

Moving to Zillow, Kayla sold advertising on the platform but pivoted to train agents to provide better client experiences and, ultimately, do more business. “I talked to thousands of agents across the country, helping them deliver better results while also finding out what did and didn’t work for them,” she continues. “I learned many skills from marketing,

to finance, to negotiation. Zillow has a wonderful company culture, and I formed lasting friendships there.”

Invitation Homes, a real estate investment company funded by Blackstone at the time, recruited Kayla in 2013 as the industry emerged from recession. “This



was a true start-up, and I was the first person hired in the Portfolio Operations Division.” Kayla says. “We grew a property portfolio, acquiring at auction and managing construction crews to rehab properties as rentals. Every week we bought anywhere from 20 to 50 properties, and I managed 3600 properties in the Pacific Northwest!”

Always ready for a new challenge, Kayla decided it was time to become a real estate broker. “I’d experienced property management, the best software tools at Zillow, and now the corporate world,” she explains. Her relationships in the industry led her to Keller Williams. “I am grateful I started my broker career there,” she continues, “as my mentor pushed me outside of my comfort zone and provided opportunities for business and education. Networking was important there. I was invited to speak at national events and conventions, sometimes to audiences as large as 15,000 people. It was wonderful to reconnect with brokers around the country with whom I had interacted remotely at Zillow!”



““””

***I need to live every day like it's my last.***

I work and live the way I do because I want to say 'yes' to every single opportunity. For me, success is living a happy and full life.



Every Door Real Estate was started by a team with whom Kayla had worked closely at Zillow, and she joined them in 2018. “It felt like coming home,” she enthuses, “and at first, we were less than 20, and now we are 120 agents. They are an unparalleled success and their secret is training. There is a feeling of comfort and joy in working with people you like and know well. Although I operate as an independent agent prospecting, scheduling, and negotiating, I have a team who manages marketing and administration.” Kayla’s business is 50/50 helping buyers and sellers and she covers all of King and some parts of adjacent counties. With her extensive network and immersion in the market for so long, referrals are the engine of her growing business.

Fourteen years ago, at the age of 22, Kayla was diagnosed with an extremely rare lung cancer. “I am the only person in medical history to have had this condition,” she says, “and I had my right lung removed. I was not a smoker. I lived a healthy, active lifestyle. It is one-of-a-kind.” Kayla has been through many surgeries as well as chemotherapy and radiation over the years, most recently being earlier this year. “It is under control. I do

think of it as a blessing in an odd way. You can’t sink into despair - you learn to see the positives and live life to the fullest,” she says. “If it’s unusual to be a 22-year-old cancer patient, it’s even more unusual to find someone missing a whole organ, and to be active on top of it!”

In school Kayla was involved in many extra-curricular activities and societies, including cheerleading, women’s chorale, leadership coaching, and public speaking mentoring. As her career progressed, she frequently volunteered for community activities and fundraising. Cheerleading led to her now ten-year commitment to CHEER Seattle.

Speaking of her involvement with typical passion, Kayla explains, “CHEER Seattle is a group of adult volunteer cheerleaders who raise spirits, awareness, and funds for the LGBTQIA+ community. Since our inception in 2014, we have raised over \$100k for local nonprofits in the Greater Seattle area. We practice once a week for three hours and perform at events throughout the year, including the Seattle Marathon, Mariners games, the Pride Parade, and other businesses and venues. We raise funds at events and rely strongly on the generous donations of our patrons.”

Kayla highlights how every year, CHEER selects a beneficiary for their fundraising a local nonprofit that shares their philosophy of community health and wellness. “In 2024 we chose the Lavender Rights Project, a by-and-for Black Trans led organization in Washington State that provides critical social services and advocacy work for the most marginalized in our community.”



In performing at CHEER, Kayla enthuses about the high-flying stunts and pom team dances she urges everyone to experience. “I won’t go into all the technical terms, but people are tossed in the air, there’s pyramids, and there’s people on top of people while the dance team twirls, kicks, and leaps. It’s quite a show! We have a repertoire of different stunts and dances that we tailor to our audience and the nature of the performance,” she enthuses.

Throughout her work as a broker, her cheerleading, and her life, Kayla concludes: “I need to live every day like it’s my last. I work and live the way I do because I want to say ‘yes’ to every single opportunity. For me, success is living a happy and full life.”



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# A NIGHT OF

# REST

ENDING HUMAN TRAFFICKING IN KING COUNTY



“Calvin” often felt invisible at home... His parents were engrossed in their careers, and he often felt unloved and lonely. He started spending a lot of time gaming and in online chat rooms, where he found someone who seemed to care about him. This person persuaded him to run away, promising a new start together. Instead, Calvin was lured into a life of exploitation and sex trafficking. He eventually found help at REST, but the trauma he endured requires ongoing care and support.

Stories like this happen every day; the vulnerabilities of youth make them particularly susceptible to exploitation, as they often seek love, acceptance, and security in all the wrong places. Organizations like REST - Real Escape from the Sex Trade - offer hope. Human trafficking is an often hidden crime that affects communities everywhere, operating in plain sight yet remaining largely unrecognized. It involves the exploitation of individuals through force, fraud, or coercion. It's an issue that reaches across all demographics in all cities. As unsettling as it may be, this form of modern-day slavery can happen in our own backyards, impacting the most vulnerable members of society. Understanding what sex trafficking looks like and how to prevent it is vital for protecting our community and offering support to survivors in their journey toward healing.

It's not just a distant problem in the news, in movies, or in far-off places; it is real and happens right here in Washington. And it's not just what you see on Aurora or the streets in downtown Seattle, it is just as prevalent in Bellevue, Mercer Island, and, in the neighborhoods we call home. It often hides in plain sight, affecting thousands of people every night in King County, including hundreds of vulnerable youth. This isn't happening in someone else's city—it's happening in our backyards and our front yards. The reality is chilling, but there is hope.

REST is at the forefront of the effort to end sex trafficking in Seattle. We provide support for victims of trafficking, and expand pathways to freedom, safety, and hope for survivors. Our team

is dedicated, but we can't do it alone. We need your help to make a real, lasting impact. Every voice, every volunteer, and every donation makes a difference in this critical fight.

Imagine if we all came together to confront this issue head-on. What if you could be part of the solution? By standing with REST, you're not just giving a donation; you're giving someone the chance to reclaim their dignity, future, and independence.

To learn more about the work we're doing and how you can get involved, we invite you to visit our website: [www.iwantrest.com](http://www.iwantrest.com). Better yet, join us at A Night of REST, our annual gala, on October 17th at The Sheraton in downtown Seattle. This event is more than just a fundraiser—it's a powerful evening where survivors share their stories, our dedicated staff speaks about the fight against trafficking, and you can witness the strength and resilience of survivors through our art show.

Don't let this issue remain hidden. Seek out more information. Stand with us, use your voice to raise awareness, and together, we can make our community a place where no one is exploited. Visit our website or attend A Night of REST to be part of the change.





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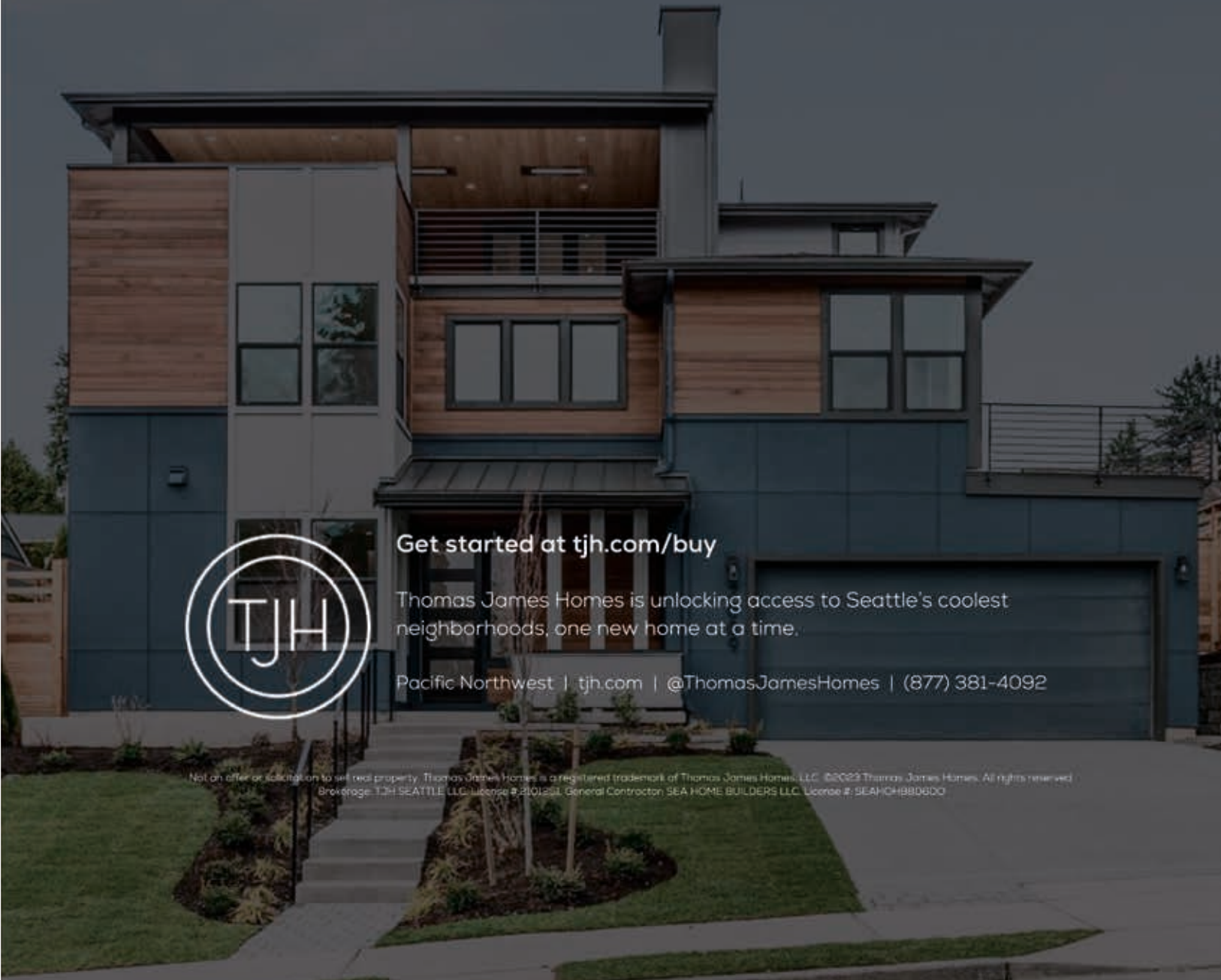
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# McGinness

## Family Insurance Inc.

COVERING WHAT MATTERS MOST

Written by Dave Danielson



As part of guiding your clients to the next chapter in their lives, you help them open doors to the place where they will make memories for years to come. In turn, it's important to also provide them with a partner who can help them protect all that they hold so dear. That's why it means so much to have a partner like Cam McGinness and McGinness Family Insurance Inc. on your side.

### Reach and Impact

Founded in 1999 by Mike McGinness, the agency began with a commitment to excellence and a focus on personalized customer service. Today, under Cam's leadership, the agency continues to uphold these values while expanding its reach and impact.

Cam McGinness's journey into the insurance world is a testament to his unwavering dedication to service. It began with a childhood aspiration during a 7th-grade project, where he declared his intention to follow in his father's footsteps. After joining the United States Marine Corps in 2009, Cam's path took him through rigorous training and two combat deployments in Afghanistan, serving as a Radio Operator with 3rd Light Armored Reconnaissance. His service, which included multiple patrols and classified duties, culminated in the rank of Sergeant.

### Coming Home

Despite being offered a re-enlistment opportunity, Cam chose to prioritize his young family back in Washington, reflecting his deep commitment to his personal values. Returning from military service, Cam embarked on his career in insurance by joining his father's agency in April 2013. Starting from the ground up, he learned the intricacies of the business, from door-to-door sales to managing complex insurance policies. His hard work and perseverance paid off when he purchased the agency from his father in September 2019. Under his stewardship, McGinness



Family Insurance has continued to grow, now managing nearly \$16 million in premiums—a significant leap from the \$7 million when Cam took over.

What sets McGinness Family Insurance apart from competitors is its comprehensive approach to customer care. The agency prides itself on not just meeting, but exceeding regulatory requirements and ensuring clients fully understand their coverage options. Cam's involvement with the National Advisory Board, overseeing the West in Sales process, underscores the agency's commitment to excellence and industry leadership.



Cam's dedication to his clients is evident in every aspect of his work. "I love helping people," he says. "This career allows me to serve my clients, my team, and my community." Cam is quick to thank those who have been integral to success, including Agency Manager Rachel Pritchard, and Sales Manager Ashley Snedeker. As he says, "I couldn't have done it without them."

### Community Engagement

Cam's involvement extends beyond insurance, as he actively collaborates with numerous real estate agents to ensure their clients have the coverage they need. Recently, he assisted a real estate agent in securing a policy for a client, despite the policy not being his own. Such acts of goodwill exemplify the agency's ethos of going above and beyond for their clients and partners.

For real estate agents in the Seattle area, Cam's advice is invaluable. "Ask your client to obtain a home insurance quote before submitting an offer," he suggests. "Insurance companies have changed their policies, and some no longer provide coverage in specific zip codes or exclude certain types of insurance." This proactive approach can save clients from potential pitfalls and ensure smoother transactions.

One memorable experience that highlights the agency's commitment to service involved a challenging claim. Cam recalls dealing with an irate client whose accident was complicated by the fact that he had driven another vehicle off the road. Despite the complexity of the situation, Cam's patient handling of the claim ensured both parties were safe, and the claim was processed efficiently. It's stories like these that illustrate



Toys for Tots with The Sebasta Group of John L Scott



the agency's dedication to navigating the sometimes tumultuous waters of insurance with integrity and care.

Cam's involvement extends into the community as well. He is an active member of the Mill Creek Rotary, serving on the board as a Program Chair. His commitment to community service is demonstrated through his annual efforts to gather toys for Toys for Tots and his involvement in charity events such as delivering Thanksgiving meals to families in need. These activities reflect his belief in giving back and supporting those around him, further enhancing the agency's reputation as a community-oriented business.

Looking to the future, Cam's aspirations for McGinness Family Insurance are ambitious. He aims to continue growing the agency while maintaining the high standards of service that have become synonymous with the McGinness name. The focus remains on personalized care, ensuring that each client receives the attention and coverage they need.

When you're looking for a partner that will help you ensure what matters most, look to McGinness Family Insurance Inc.

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Cam's local Rotary group preparing meals on Thanksgiving



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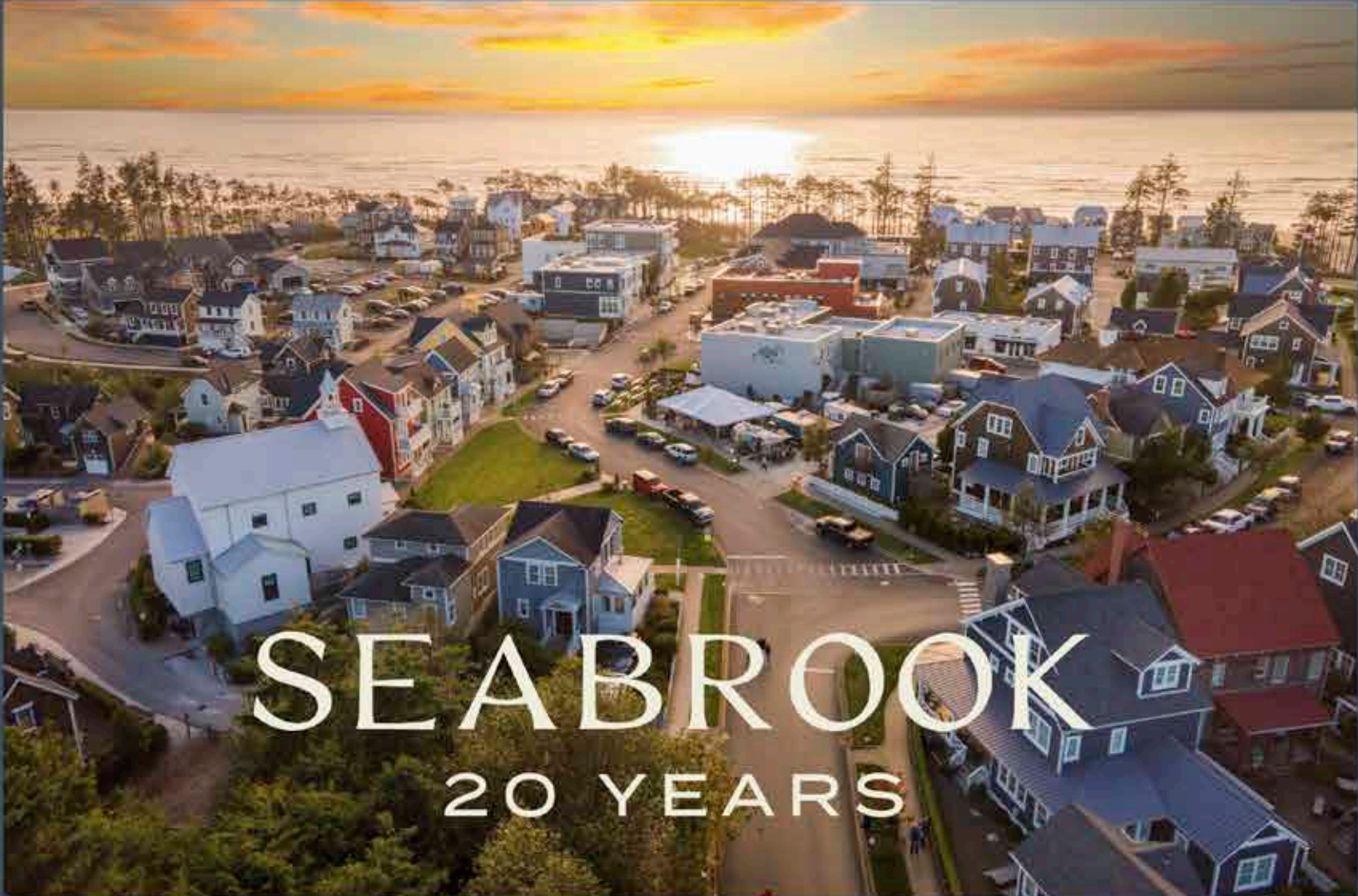
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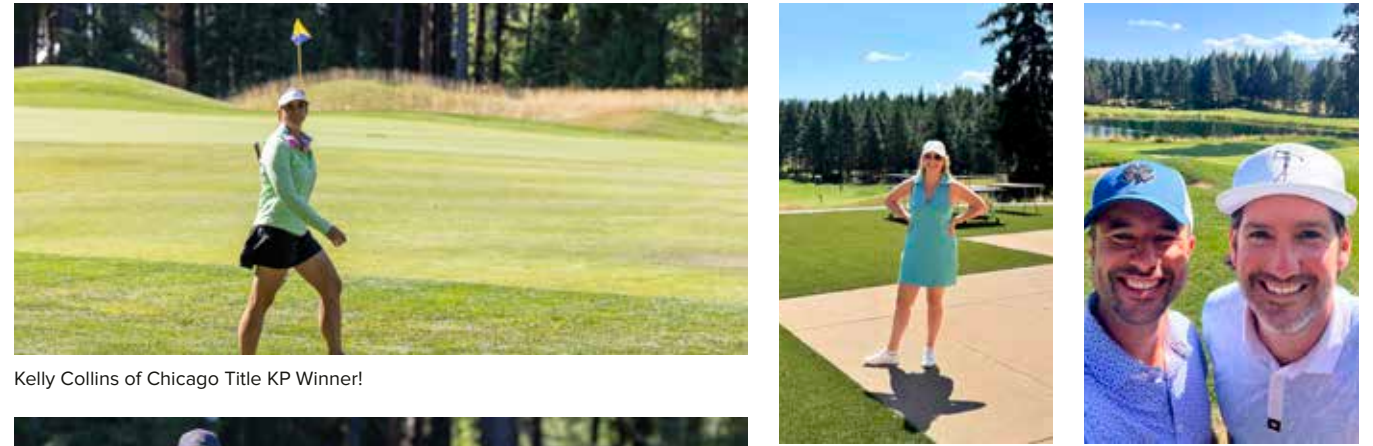
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With the support of them and our Suncadia builder partners this turned out to be a fantastic event for real estate professionals to discover Suncadia and build new relationships over dinner and drinks.

We had never held an event outside of our immediate area and if this was any indication for future events, this definitely won't be the last time we venture out of the area.







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Chris Vargas of ProStar Insurance Long Drive Winner!

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# BETH KOVACEVICH



A LEGACY OF EXCELLENCE IN REAL ESTATE

## cover feature

Written by Barbara Pearson  
Photos by FOCUSED Media Collective

With a remarkable 25-year career in real estate, Beth Kovacevich has built a reputation for excellence, first with John L. Scott, then Windermere, and now with Marketplace Sotheby's International Realty (MSIR). Recently awarded the #1 Realtor at MSIR for 2023, Beth has earned numerous 5-star reviews from satisfied clients. A recent client shared, "Beth is AMAZING! She guided us through the purchase and sale of several homes with expertise and dedication, ensuring we got top dollar for our sale and the best deal for our purchase. Her knowledge and negotiation skills are second to none. You are in fabulous hands with Beth, and I will recommend her to everyone I know!"

Beth's approach to real estate is defined by her philosophy: "Buying and selling homes should be fun, collaborative, and have minimal stress. It is

paramount to provide open, honest, and timely communication among all parties, ensuring that everyone is well-informed throughout the process. I am passionate about guiding clients through the process, striving to create the best possible experience and positive outcome."

A Washington native, Beth knows the area "like the back of her hand," having never lived outside the state. She and her husband, Brian, recently celebrated their 30th wedding anniversary with a family vacation to Mexico, accompanied by their son, Chandler, and daughter, Ashlyn. Chandler, who rowed for the University of Washington's national championship team, is now a software sales professional and a music producer in Seattle. Ashlyn, a Magna Cum laude graduate of Gonzaga University, works as an insurance claims adjuster and plans to move back to the area soon.



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Beth's journey to real estate success began after graduating from Washington State University with a degree in Business Marketing. She spent 17 years as a Senior Account Manager for Otis Elevator Company, where she was consistently recognized as a Top Sales Producer. Her expertise in sales, customer relationship-building, and negotiation laid the foundation for her transition to real estate, where she ultimately joined Sotheby's International Realty eight years ago to work with a global luxury brand known for its unparalleled service and marketing reach. "We provide luxury service at every price point," she says.

"Cherishing Relationships for Life" is Beth's tagline and it reflects her commitment to her clients. As an independent broker, she relies on a transaction coordinator for seamless transactions and administrative tasks, allowing her to focus entirely on her clients. Her ideal clients are friendly people who appreciate her advocacy and often become lifelong friends. She has a special knack for working with first-time buyers, saying, "I guide them every step of the way, ensuring they are protected, informed, and confident in their decisions."



Beth's dedication to her clients is evident in her actions. Recently, she advised out-of-town clients against purchasing a home after a troubling inspection, saying, "I couldn't let them buy this house because it was going to be a money pit." This unwavering commitment is why so many of Beth's clients remain loyal and refer her to others. Her extensive knowledge of Washington allows Beth to serve a wide range of areas. Based in MSIR's Woodinville office, she frequently helps clients across the Eastside and beyond. "Recently, I helped a client purchase a beautiful waterfront home in Kingston," she recalls.

A dedicated community member, Beth supports Seattle Children's Hospital as well as having volunteered as a 'Big Sister' for over 30 years. She enjoys mentoring new realtors and sharing her wealth of experience and knowledge.

When not immersed in real estate, Beth loves to travel with her husband. They frequent Mexico--particularly their favorite spot, The Beloved in Playa Mujeres--and enjoy local getaways to the San Juan Islands, with Orcas Island a personal favorite. Many might be surprised to learn that Beth was crowned 'Mrs. Washington America' in 1996 and competed in the Mrs. America Nationals. "It was a wonderful experience that I will cherish for a lifetime!" she says with a smile.

Understanding that buying a home is one of the biggest decisions people make, Beth ensures her clients feel confident and informed. "It's about helping people achieve their real estate goals, helping them find exactly where and how they want to live, and fulfilling their dreams," she concludes. "When you do that, you've truly succeeded."



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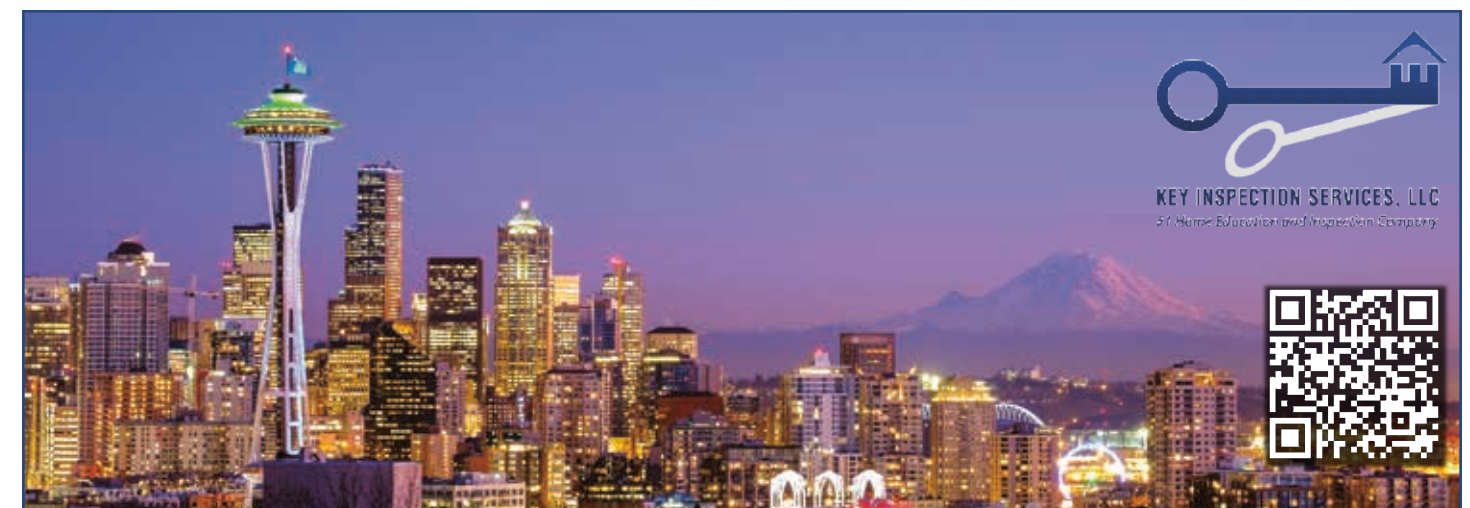
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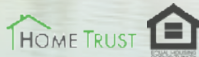


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