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2024 Volume: \$7 million
2023 Volume: \$5 million
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How many years have you been a REALTOR®?
8 years

When did you start your career in real estate?
In the fall of 2016, I began as Jim Lister's licensed assistant, selling new homes in Eagle Ridge for Greenstone Homes, Morse Western Homes, Hayden Homes, and Paras Homes.

What did you do before you became a REALTOR®?
Throughout college, I worked for Hogan Law Group as a closing assistant. After graduating from Gonzaga University in the spring of 2015, I moved to Los Angeles to pursue a career in child psychology and development. However, I soon realized that big city life wasn't for me. I returned home in the fall of 2016 and was given the opportunity to try out real estate, this time on the sales side instead of the closing table. I also coached soccer for Lewis and Clark High School and taught Barre at a local studio as side hustles.

What were the life events that led you to become a REALTOR®? Like many college graduates, I wasn't sure what I wanted to do post-graduation. I have a bachelor's degree in Psychology, with a minor in Sociology and Criminal Justice from Gonzaga. Once I decided not to pursue grad school, I figured following in the footsteps of my mother, Pam Novell, and my sister, Kenzi Kiefer (Novell), wasn't a bad idea. Why not try it out for a year and see how it goes? Well, eight years later, here I am, successfully selling real estate on my own.

Who has influenced you the most when thinking about becoming a REALTOR®? I am a second-generation REALTOR®. My mom, Pam Novell, is the current owner/broker for Windermere Manito. Real estate raised me, if you will, as my Aunt Dorothy Novell and our close family friends are all in the business. My sister, Kenzi Kiefer (Novell), is also a licensed REALTOR®.

What has been the most rewarding part of your business? The most rewarding part of my business has been assisting families throughout the years, especially those who have used my services for more than one transaction. I am my clients' biggest cheerleader and love getting calls from them when they're ready to upgrade their living situation, following the plan we set in place years before. As the daughter of a REALTOR®, I moved around a lot, so I completely empathize with the moving process! Recently,



“
I enjoy listening to clients share their own memories in the homes they've cherished.



we sold my Grandma's house, which had been in our family for over 60 years—a place we always counted on. I enjoy listening to clients share their own memories in the homes they've cherished.

What was your biggest challenge as a REALTOR®? The biggest challenge has been being perceived as “young” in the business. I'm almost 32, and I've bought and sold a few homes myself, and helped with hundreds more as a licensed assistant and now as a full-time REALTOR®. Despite this experience, many assume I'm too young to know what it takes to sell or purchase a home.

How does real estate fit into your dreams and goals? My husband and I are currently building our dream home in Hayden, Idaho. The connections we've made through my business and his have significantly influenced our decision to build. I thoroughly enjoy the design process and draw inspiration from all the homes I've toured to create a space that best fits our needs and lifestyle.

What's your favorite part of being a REALTOR®? Every deal is different. Each day offers an opportunity to learn something new or meet someone new that I can add to my sphere and use as a connection to better serve my clients.

Tell us about your family and what you like to do together. A question I always get at gatherings is, “Do you still have the pig?” The answer is yes! I now have multiple actually: Sir Loin, Moo, Sassy, and my newest addition, Frankie. They are all miniature pigs, and because I don't have the word count, I'll refrain from getting on my pedestal about the different types of pigs and how miniature they really are. On my first date with my now-husband, Sir Loin was non-negotiable, although I did concede and refrained from letting Loin sleep in our bed. Now, we have more because Loin couldn't be in the barn by himself..

Derek Dunn (my husband) is a Hayden local, so after a few years of dating, I sold my 12-acre farm behind Eagle Ridge and crossed the state line with



the promise of building my dream barn. He held up his end of the deal and then some—we now live on five acres in Hayden with his dream shop, my dream barn, and someday, our dream home. At our wedding last year, he even surprised me with two mini Highland cows as my wedding gift!

All the animals I own (except for my cows) have been acquired second-hand. I tend to be a sanctuary for animals that need a new home. There has never been a time in my life (except for about a year in LA) where I haven't had an animal. I plan to expand our hobby farm in the near future with mules, chickens, and whoever else might need a home.

This is quite contrary to how I grew up. I was a city South Hill kid, graduated in 2011 from Lewis and Clark High School, played collegiate soccer at Whitworth, and recreational soccer at Gonzaga. I was also on Gonzaga's Bomb Squad, the hip hop dance team that performed at basketball games. When I returned from LA, a switch flipped. I wanted land, a place to call my own, and all the animals I could get.

In January 2023, I gave birth to my daughter, Rylee Joan Dunn. She has become an excellent helper on the farm, and I'm looking forward to teaching her the responsibilities of homeownership and farm life.

My husband owns an excavation company, Elk Ridge Excavation, which operates solely in North Idaho. When we're not working, you can find us on the lake or up the river. In the fall, and a few other months of the year, we're often scouting for bear, elk, and deer. My husband is an avid hunter, and I'm slowly learning.

Are there any charities or organizations you support? I am an active member and volunteer of the Spokane Home Builder's Association, where I serve as the Event Chair/Coordinator. We promote the workforce industry and advocate for pro-housing legislative and regulatory issues that have a national impact on the industry. We also help promote local businesses in the industry, educating them on opportunities to grow their business and be more successful.

Being new, what advice would you give to someone else interested in becoming a REALTOR®? Although I'm not new to the industry, it is high risk, high reward. There have been several recent changes to the industry, and I would encourage newcomers to really educate themselves and be prepared. Definitely seek advice from experienced agents and spend time in your office learning how to better your business.

If there is ONE thing you want to be sure the article captures about you as a person, how you run your business, or what others can learn from you, what would that be? I have a lot of experience from my time as a closing assistant, and I rely on it in every transaction to understand the fees clients face when buying and selling a home and how to read a title report. I believe agents can learn a great deal from their favorite closer to better prepare their clients and avoid surprises at the closing table.





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Meet Top Producer **JOHN GRAHAM**

THE LEGACY GROUP

John Graham, the dynamic CEO and owner of The Legacy Group Real Estate, didn't always envision himself in the real estate industry. With a rich background in business and sales, John was driven by a deeper motivation—the desire to build something of his own, to lead a team, and to coach individuals toward their personal and professional best. This passion for coaching and leadership, combined with his unwavering commitment to helping others, made real estate a natural fit for his aspirations.

However, John's transition into real estate wasn't without its challenges. While his experience in sales and business provided him with a solid foundation for the interpersonal aspects of the job, the nuances of the real estate industry proved to be a steep learning curve. The Legacy Group, with its established systems and operations, presented John with the immediate challenge of mastering these internal processes and understanding the team dynamics that were already in place.



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When John first joined The Legacy Group, it was a small team of fewer than ten. He had to quickly get up to speed with the systems and learn how to grow and expand the team. It wasn't just about recruiting agents and administrative staff; it was about building a cohesive unit that could work together effectively.

Under John's leadership, The Legacy Group has grown from a tight-knit group of five agents to a thriving team of over 30. This growth didn't happen overnight; it was the result of John's relentless drive to coach, mentor, and inspire those around him. For John, real estate is more than just a business—it's a platform for helping people achieve their goals, whether they're clients, team members, or colleagues.

"Real estate aligns perfectly with my dreams and goals because it allows me to do what I love most: coaching people to grow personally, professionally, and financially," John says. "I take great pride and pleasure in being there for others, no matter what they need. That's what drives me every day."

Looking back on his journey, John acknowledges that if he could do anything differently, it would be to embrace patience more fully. "I've always been someone who drives fast and wants to push through situations," he admits. "But I've learned that it's often better to be patient, to come from a place of curiosity rather than just pushing forward. Patience allows for a deeper understanding and more thoughtful decision-making."





John's love for his work is matched only by his love for the Pacific Northwest, where he lives and works. "There's something special about the people here," he says. "They're open-minded, kind, and they have a genuine love for the outdoors. Plus, the changing seasons add a unique beauty to this place. It's a great environment for both living and working."

Under John Graham's leadership, The Legacy Group has not only expanded in size but also in its impact on the lives of those it touches. The Legacy Group stands as a testament to John's vision, perseverance, and dedication to helping others succeed. As he continues to lead with passion and purpose, there's no doubt that John and his team will keep making their mark on the real estate industry for years to come.

The Legacy Group, established in 2007 by Seth Maefsky and Claudia Restrepo, was born from a passion to empower families with a future-focused approach. Their goal was clear: to shape the real estate landscape with a forward-thinking mindset, ensuring that every family could build a lasting legacy. In 2012, John Graham joined the team, bringing his leadership as CEO and

later co-owner, further enhancing the company's dynamic vision. Being a cornerstone in the real estate industry for 17 years, The Legacy Group boasts a collective 175 years of experience among its team members. In 2023, they expanded their reach by acquiring Top Agent Team, allowing them to better serve clients in the Spokane, Tri-Cities, and Northern Idaho regions. This partnership will enable The Legacy Group Real Estate to assist more families and clients, expanding their reach and capabilities in the real estate market.

With this merger, The Legacy Group now has an increased service area, providing top-tier real estate expertise to more communities throughout Washington and Idaho. The combined strengths of both teams will ensure a higher level of service, more comprehensive market coverage, and an unparalleled commitment to meeting the diverse needs of their clients. This strategic move has propelled The Legacy Group to new heights, resulting in nearly \$1.8 billion in sales and assisting over 5,800 families and friends. Their commitment to excellence and client satisfaction remains unwavering as they continue to grow and thrive.



“
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 what drives me every day.**
 ”

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The Legacy Group has won over 100 impressive awards and accolades throughout the years. More recently, in 2021, they were selected to be featured on *The American Dream*, a testament to their influence and success in the real estate industry. They have also been recognized by *Real Trends The Thousand 2023* as the #1 Largest Team in Spokane for Volume and Transactions. Moreover, they achieved remarkable rankings in Washington, being placed #7 in Transactions and #11 in Volume. The Legacy Group has also won Top Group Volume, Top Group Transactions, and Top Group GCI for Keller Williams CDA/Sandpoint in 2023. These honors reflect The Legacy Group's dedication and leadership in the market.

The Legacy Group Real Estate isn't just about property and transactions; it's about building communities and shaping futures. One of the most meaningful partnerships for The Legacy Group is with Spokane Legacy Basketball, a local youth women's basketball club. Through this collaboration, the group has become a driving force in helping young women succeed both on and off the court.



John Graham has a deep passion for mentoring these young athletes. He takes immense pride in the fact that they've helped over 70 girls earn more than \$6 million in college scholarships. But for John, it's about more than just scholarships. It's about the relationships he's built with the players over the years, guiding them through both their athletic and personal journeys.

John sees himself as a father figure to many of these young women, offering support and guidance in real-life situations beyond basketball. Whether it's helping them find jobs, offering them opportunities to work with him, or writing letters of recommendation, John is dedicated to their growth and success. His commitment to these athletes is a testament to the values that The Legacy Group stands for—fostering personal development, creating opportunities, and building lasting relationships.

As he continues to lead with passion and purpose, there's no doubt that John and his team will keep making their mark on the real estate industry for years to come.





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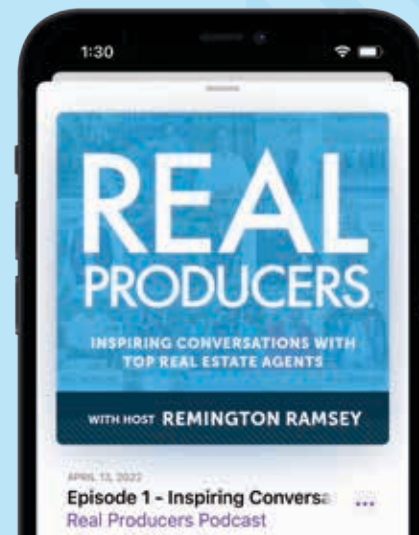


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