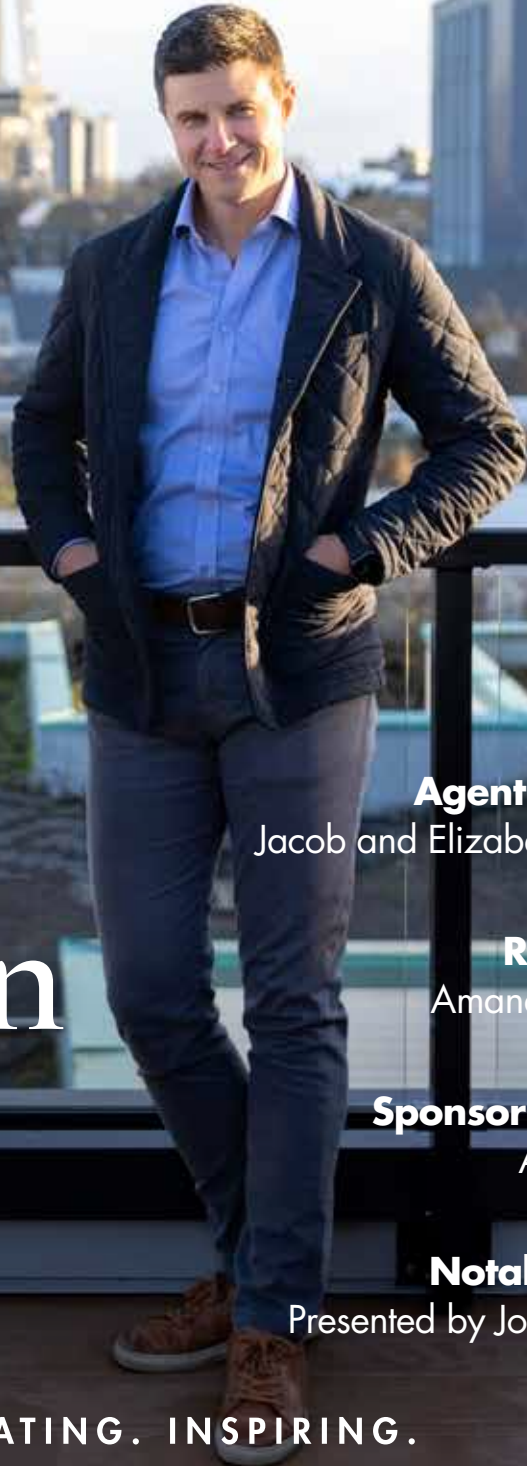


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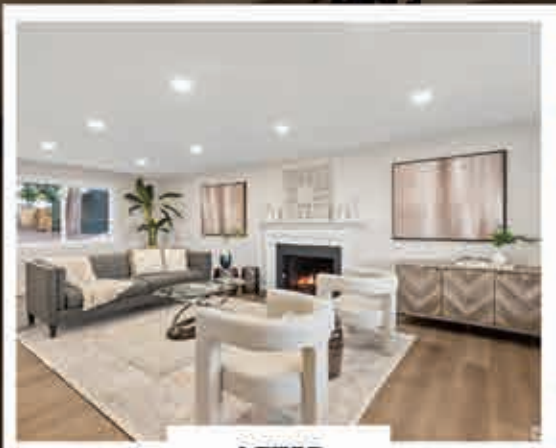


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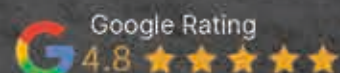
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If you are interested in contributing or nominating REALTORS® for certain stories, please email Shea at [Shea.Robinson@N2Co.com](mailto:Shea.Robinson@N2Co.com).

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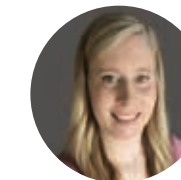
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# PUBLISHER'S NOTE

Welcome to the April publication of Seattle Real Producers!

We are excited to bring you another amazing issue this month. How's the saying go? "April showers brings buyers off the fence." Sounds about right. The beginning of the year was filled with a lot of turmoil—the tumultuous election, the fires in California, and so many other things that made each day hard to ignore the distractions. Ironically, that was one of the things we focused on in our February *Mastering Your Mindset* event.

There are times in life, which seem to come all too often, when we need to block out the noise and focus on being the best version of ourselves in both real estate and in everyday life. The inspiring element of Real Producers is that no matter what is going on in the world around us, this top producing group of brokers has amazing stories to share, and you all continue to do amazing things in real estate.

In March, we gathered at Thornton Creek Commons and highlighted that amazing development in North Seattle and had some wonderful collaboration between our partners and top producing brokers.

Be sure to take a break from your busy day and learn about your peers whether it be our cover story, a rising star, an agent



spotlight, our sponsor spotlight, or our notable home feature. We are here to celebrate the real estate professionals who have earned their success.

Keep an eye out for our second annual Real Impact event happening in late April. As we did last year, we are bringing people together to shed light on the nonprofits making a huge impact in our community and beyond. We'll see you there!

If you'd like to nominate a fellow broker or recommend a quality business, don't hesitate to reach out: shea.robinson@n2co.com.

Warm regards,

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# NAR 2024 YEAR IN REVIEW

## A New Era Begins

WRITTEN BY ELIANA BLOCK



The Sitzer-Burnett settlement was a focal point as national, state, and local associations worked together to keep members and consumers informed—and association leaders laid the groundwork for the path ahead.

The National Association of REALTORS® released its 2024 Year in Review on Tuesday. The 33-page report is an assessment of the organization’s past year, highlighting member benefits across eight areas and promising a new mission-driven era. Last year brought significant milestones for the Association, including settlement of the Sitzer-Burnett lawsuit, implementation of residential practice changes for members, and approval of Culture Transformation Commission recommendations to bring greater accountability and transparency. All this came as members worked to

navigate a challenging market with limited inventory, higher interest rates, and shifting living and work patterns.

“The past year tested our resilience as an industry, as an association, and as individuals,” NAR President Kevin Sears said in a letter that opened the report. “As we embark on 2025, I want to express my gratitude to you—our members, the broker community, the local and state associations, and our MLS and industry partners—for the incredible work you’ve done to push through these challenges and help set the stage for our industry’s future.”

### Building Trust and Collaboration

NAR CEO Nykia Wright said the Association must evolve to meet the needs of members “today and tomorrow,” while building on the momentum generated last year. “In 2024, we cut costs and passed our first balanced budget in at least 10 years,” Wright said. “We also conducted in-depth research to begin laying the groundwork for a new member experience.”

She added, “The work to redefine our broker relationships; better leverage our relationships with

state and local associations to optimize member value; build on our strategic partnerships with aligned Institutes, Societies, and Councils; demonstrate our appreciation for the many volunteer leaders who are instrumental to driving our mission forward; and reposition our staff to meet the ever-growing needs of these stakeholder populations will shape our 2025 activities.”

Wright has engaged two new partners in the effort: In early January, NAR announced that Sherry Chris, former CEO of Better Homes & Gardens Real Estate and ERA Real Estate, would join the Association as a special advisor to help strengthen relationships, build trust, and enhance collaboration with brokerage leaders. On Jan. 15th, Jarrod Grasso was named Senior Vice President of industry relations for NAR, a role dedicated to enhancing the association’s relationship with state and local association leaders. Grasso joins NAR after serving the New Jersey REALTORS® for more than two decades, most recently as their CEO.

### Supporting Member Success

In 2024, to assist members in preparing for practice changes outlined in the settlement, NAR launched facts.realtor to provide updates and guidance. The

More than 1,000 NAR members joined a grassroots effort—as surrogates—in 2024 to help educate consumers about the practice changes.

resource includes more than 120 FAQs, a legal video series that garnered more than 800,000 views, and more than a dozen consumer guides, in English and Spanish, for members to use while working with clients. The Association also provided its Accredited Buyer’s Representation (ABR®) designation course at no cost to members; with nearly 162,000 REALTORS® taking advantage of that benefit.

More than 1,000 NAR members joined a grassroots effort—as surrogates—in 2024 to help educate consumers about the practice changes. Those interested in joining the program can email [surrogates@nar.realtor](mailto:surrogates@nar.realtor).

In the advocacy arena, NAR scored significant wins: defending private

property rights, securing the OK for VA buyers to compensate their brokers directly as the Department of Veterans Affairs studies the issue further, and supporting industry-friendly policies and candidates at all levels of government. The REALTORS® Political Action Committee—which backed 50% Democratic and 50% Republican federal candidates—achieved a 97% success rate in the 2024 election cycle.

Underpinning NAR’s advocacy success is a highly regarded research team that provides thought leadership and produces key housing market data and research reports. In 2024, NAR Chief Economist Lawrence Yun, Deputy Chief Economist Jessica Lautz, and their team spoke at more than 400 in-person and virtual visits across our 1,100-plus local and state associations, brokerages, and third-party organizations. NAR’s research content generated 1.9 million website visits, 240,000 report downloads, and 100,000 social shares in 2024, signifying the appetite members and consumers have for reliable housing data and research reports.

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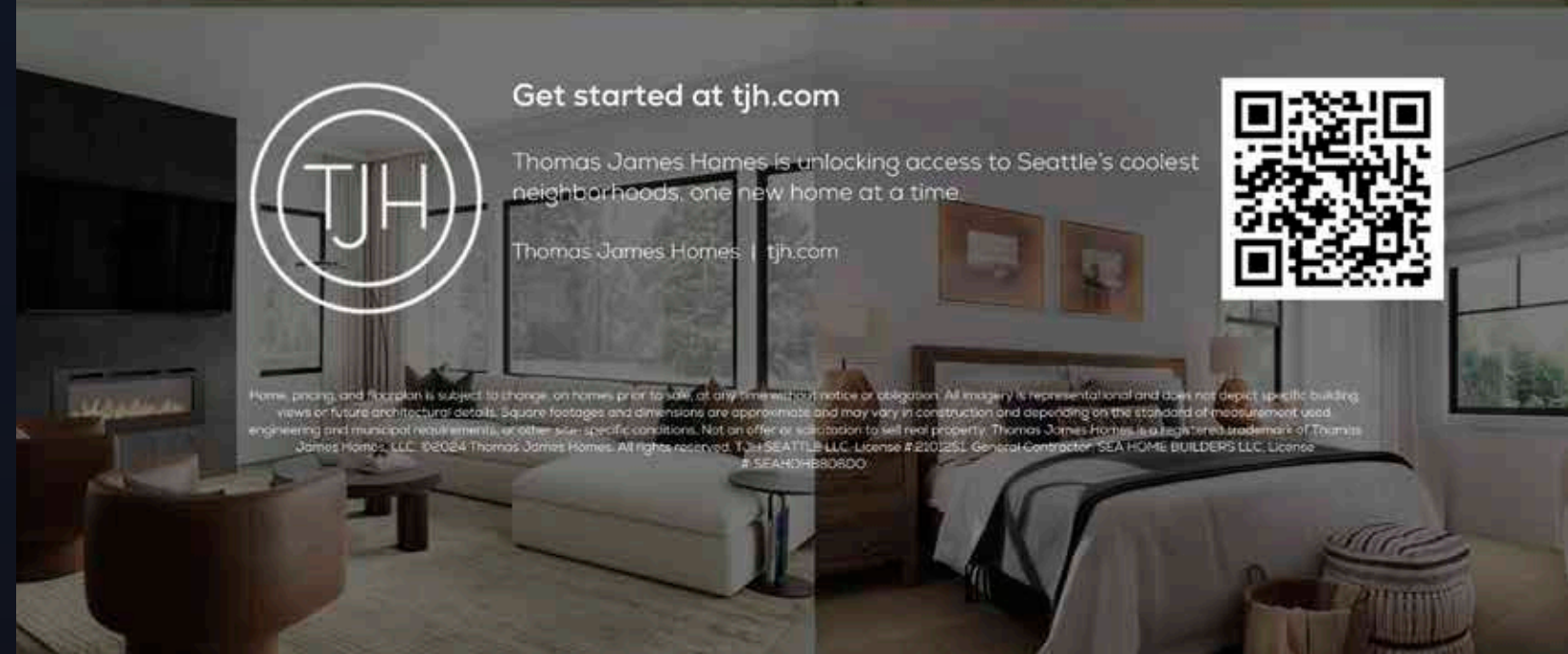
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# Mastering Your Mindset

PHOTOS BY JACKIE PHAIROW PHOTOGRAPHY

On February 12th we got together for the “Mastering Your Mindset” event in the collaboration room in Lincoln Tower. The agents in the room equaled over 1 billion in volume in the past 12 months, so it was an incredibly productive group of brokers. With 2024 being a less than ideal year in real estate, we wanted to spend the morning hearing from seasoned brokers on how they are managing their mindset in 2025.



We dove into everything that makes successful agents who they are, from daily habits, to morning practices, to the best way to finish each day. The goal of this event was for each attendee to leave with at least one thing they could add to their mental approach, their systems, or their team culture that would lead to more productivity. Most of us deal with an incredibly high paced work environment and we heard from brokers who have learned to set boundaries and protect their time. How you approach the end of the day can have a huge impact on your success the following day.

We spoke about leaning in to past clients and what systems people are using to educate their sphere and stay top of mind. We talked about the benefits of social media and how important it is to be authentic in today’s digital world. And overall, the feedback from attendees was overwhelmingly positive.

We want to give a huge thanks to our featured panelists: Nick Glant with Real Residential, Sheri Putzke with Windermere, Tom Skepetaris and Rebecca Mitsui with Alchemy, and



Travis Stewart with Windermere. We truly appreciate their willingness to share and give us insight into how they manage to succeed year in and year out.

Finally, we want to thank our gracious hosts, Keller Williams Bellevue, for providing us with an amazing space in which to gather, and our featured sponsors who made this event possible: Andrea Hansen with Floor Coverings International, Rob Bingham with Outdoor Lighting Perspectives, Brian Wolfe with ProStar Insurance, and Pierce Rankin with Fairway Mortgage.

We look forward to seeing another amazing group next quarter!



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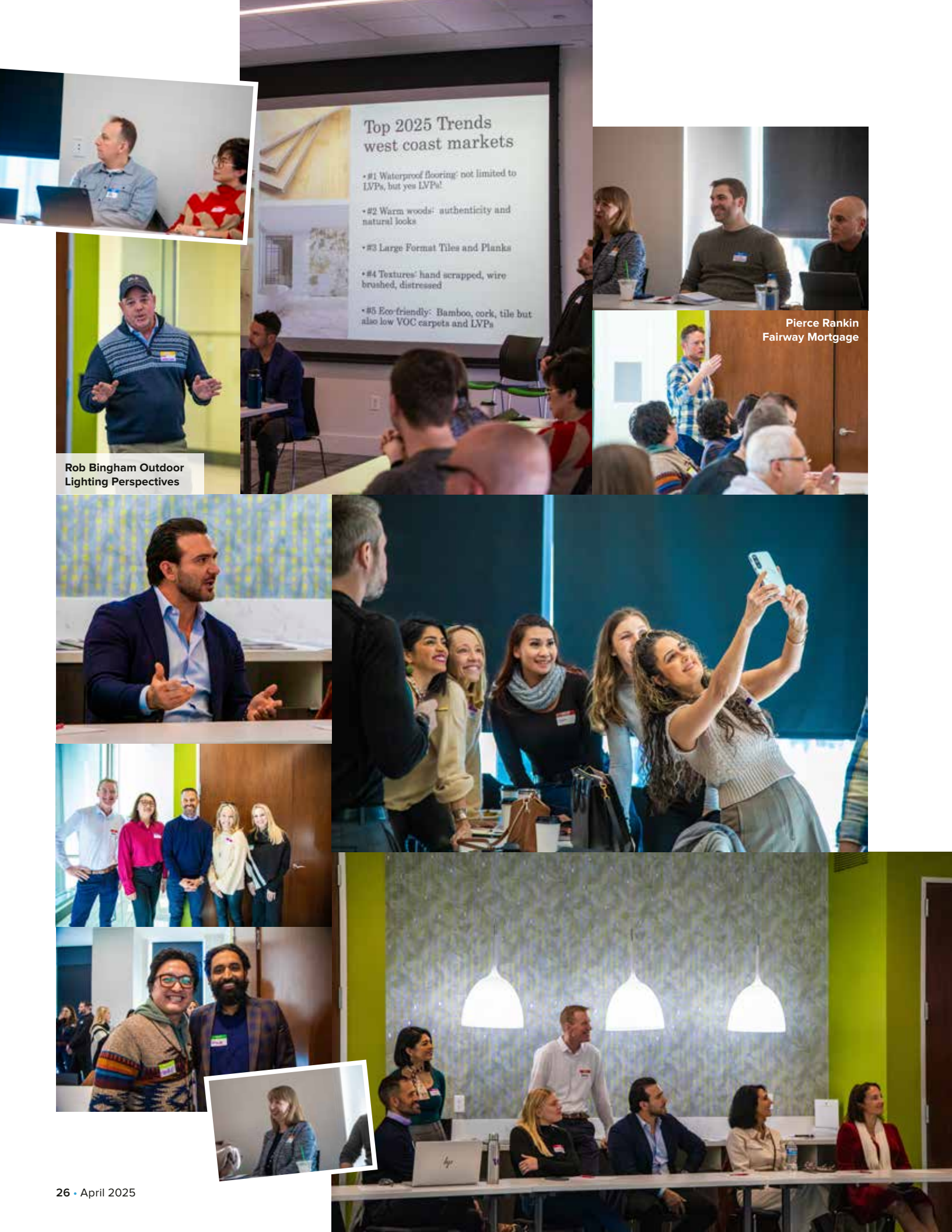
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- #1 Waterproof flooring: not limited to LVPs, but yes LVPs!
- #2 Warm woods: authenticity and natural looks
- #3 Large Format Tiles and Planks
- #4 Textures: hand scrapped, wire brushed, distressed
- #5 Eco-friendly: Bamboo, cork, tile but also low VOC carpets and LVPs

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# A&R Homes

Building Gorgeous, Light-filled Homes That Capitalize on the Beauty of the Pacific NW!

WRITTEN BY JENNY HART DANOWSKI

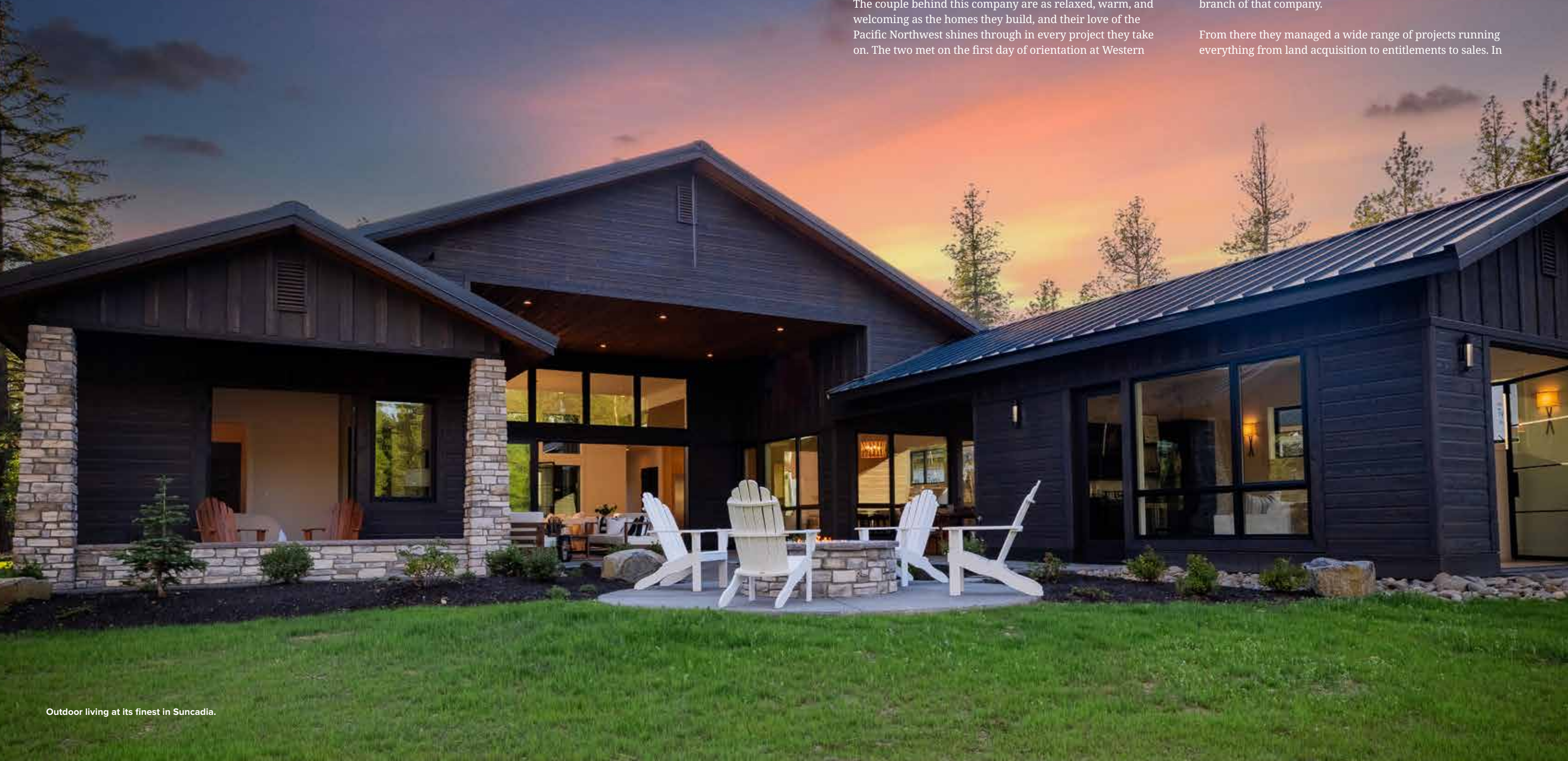
You know you are dealing with a great builder when in your first conversation, you can picture yourself living happily ever after in one of their homes. Such was the case when I interviewed Austin and Rachel Roupe, owners of A&R Homes. Not only did I yearn for the beautiful finishes, open floorplans, abundance of natural light, and stunning outdoor living spaces their homes offer, but also for the ease of having a custom-style home minus the headaches of custom building. To move into a home that has everything I desire without having to make those decisions myself seems like a dream. Yet with A&R Homes, it is a reality.

The couple behind this company are as relaxed, warm, and welcoming as the homes they build, and their love of the Pacific Northwest shines through in every project they take on. The two met on the first day of orientation at Western

Washington University, and the rest was history. They fell in love and married right out of college in 2004.

Unlike Austin, Rachel grew up around the industry. "My dad has been a homebuilder my entire life, so I was very familiar with that process and loved being part of it," she says. After college she went to work for Quadrant Homes in the Seattle area, while Austin took a job in pharmaceutical sales. When her dad asked them to come work for him in California, the two obliged. Austin worked with land acquisitions, while Rachel managed purchasing. After 18 months they were ready to go back to the Pacific Northwest and opened a Washington branch of that company.

From there they managed a wide range of projects running everything from land acquisition to entitlements to sales. In



2016, the two moved on to building infill projects in Seattle and Kirkland which included single family homes, townhomes, and cottage projects, eventually ranking among the largest homebuilders in the Puget Sound Region. They gained great experience, but it was while working on one of their most beloved projects, The Cabins at the Farm in Suncadia, that they discovered their true passion. “That project consisted of 39 single-family homes built in a place we have been going to with our two girls for several years now,” says Rachel. “We fell in love with it due to the golfing, fresh air, kids’ activities, and family environment.”

At the end of that project, Austin and Rachel decided to focus on a different product style and in 2021, started A&R Homes. While A&R Homes began with single-family homes in Suncadia, they are currently breaking ground on projects in Kirkland and Bellevue as well. Today their passion lies in more design-focused, luxury homes. As Austin explains, “We started with Suncadia builds where our goal was to have contemporary, mountain living on one level with lots of windows, big kitchen islands for entertaining, and great outdoor areas as well.”

Here on the Eastside, their projects feature as much natural light as possible, higher ceilings, and large open spaces for entertaining, but are rarely one level due to the smaller lot sizes. And while Rachel loves contemporary design, here she enjoys designing homes with a bit more spin on traditional styles that stand out from the rest while fitting into the surrounding landscape.

Rachel and Austin work with three to four architects and are both incredibly involved in what those designs end up being. “We are the general contractor. We have our site superintendent and subcontractors and manage the entire process all the way to the closing,” she says. Even though these are spec homes, Rachel and Austin insist their homeowners have access to them both during and after the process. “Once a client has purchased one of our homes, I meet with them to do the final walk through and let them know they always have direct access to us if needed,” Rachel adds.

Both Rachel and Austin are very ‘face forward’ with their subcontractors and on their social media as well, which is a newer thing for them. “In the past we would have someone



Austin and Rachel Roupe, owners of A&R Homes, pose with their girls in beautiful Suncadia.

Inset photo: The exterior of one of their Bellevue townhome projects.



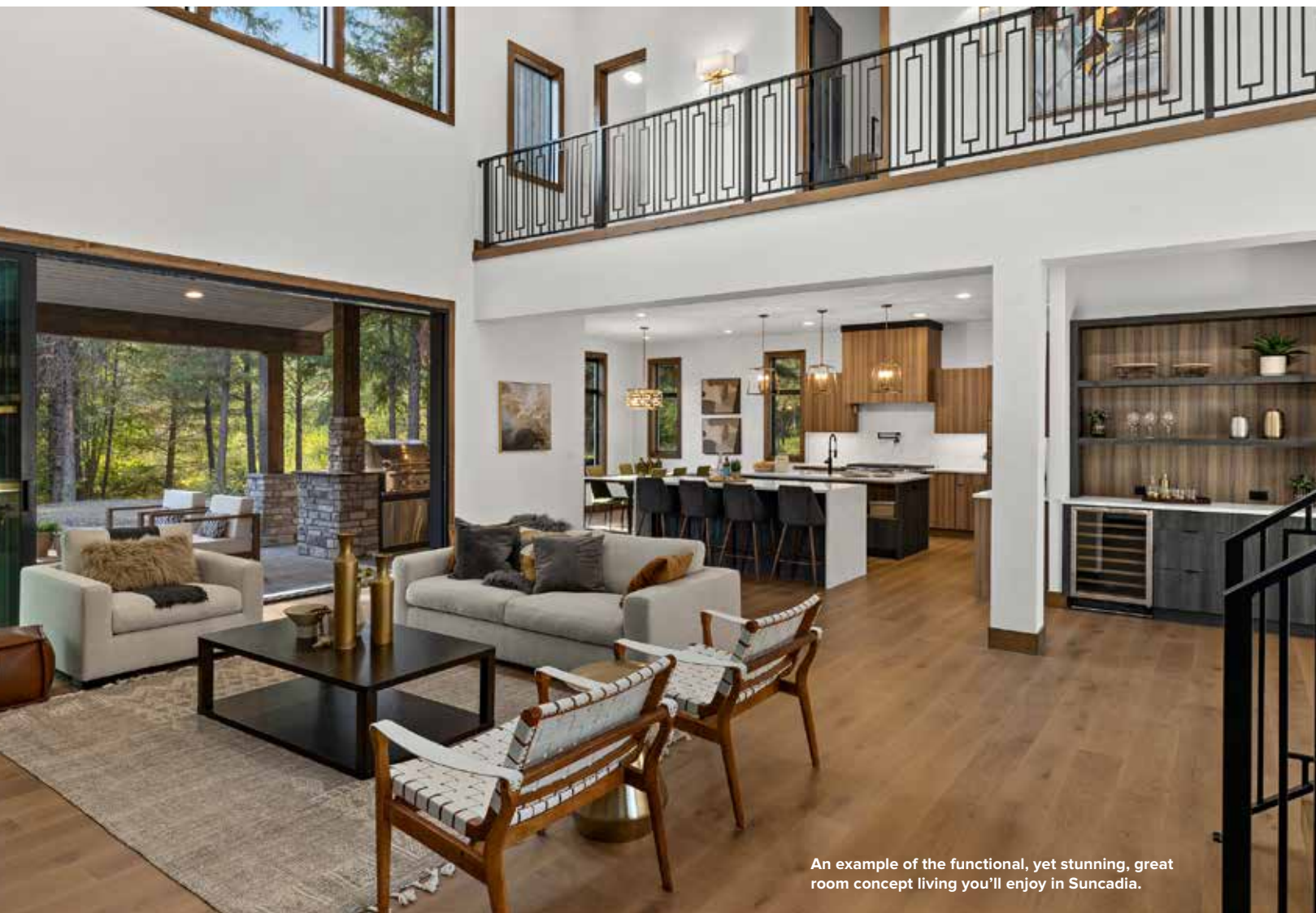
take photos of our homes to put on social media, but now Rachel will be on our Instagram feeds walking through one of our homes, while I will be doing something dumb like a Polar Plunge,” he says laughing.

As for current projects, they just launched their Sundream Collection ([sundreamcollection.com](http://sundreamcollection.com)), located in Suncadia’s Nelson Lakes neighborhood. These homes will feature 2200-2500 square feet of single-story living with open living spaces, tall ceilings, an entertainer’s dream kitchen, and gorgeous outdoor living areas. Homeowners can also add a 500+ square foot detached casita to use as an extra bedroom, office, gym, or lounge. Purchasing a move-in ready Suncadia home from A&R gives you a custom-like home minus the headaches and wait time of a custom build. And for those looking locally, A&R has exciting projects coming up in 2025, so keep an eye out! ([a-rhomes.com](http://a-rhomes.com)).



The Bellevue skyline spreads out beyond this lovely outdoor living space.

Rachel and Austin’s combined strengths have resulted in an amazing company and product. “Austin is a visionary. He is amazing at our marketing and working with our sales teams,” says Rachel. “He is also phenomenal at building relationships and working through floorplans.” Austin reciprocates, saying, “Rachel is an expert at bringing my wild visions to life while including all those unique details people love but overlook themselves when building.” Most importantly, both are passionate about what they do, and it shows.



An example of the functional, yet stunning, great room concept living you’ll enjoy in Suncadia.



The exterior of one of their Juanita Grove homes.



The exterior of an A&R home in Suncadia beautifully complements the mountain setting.





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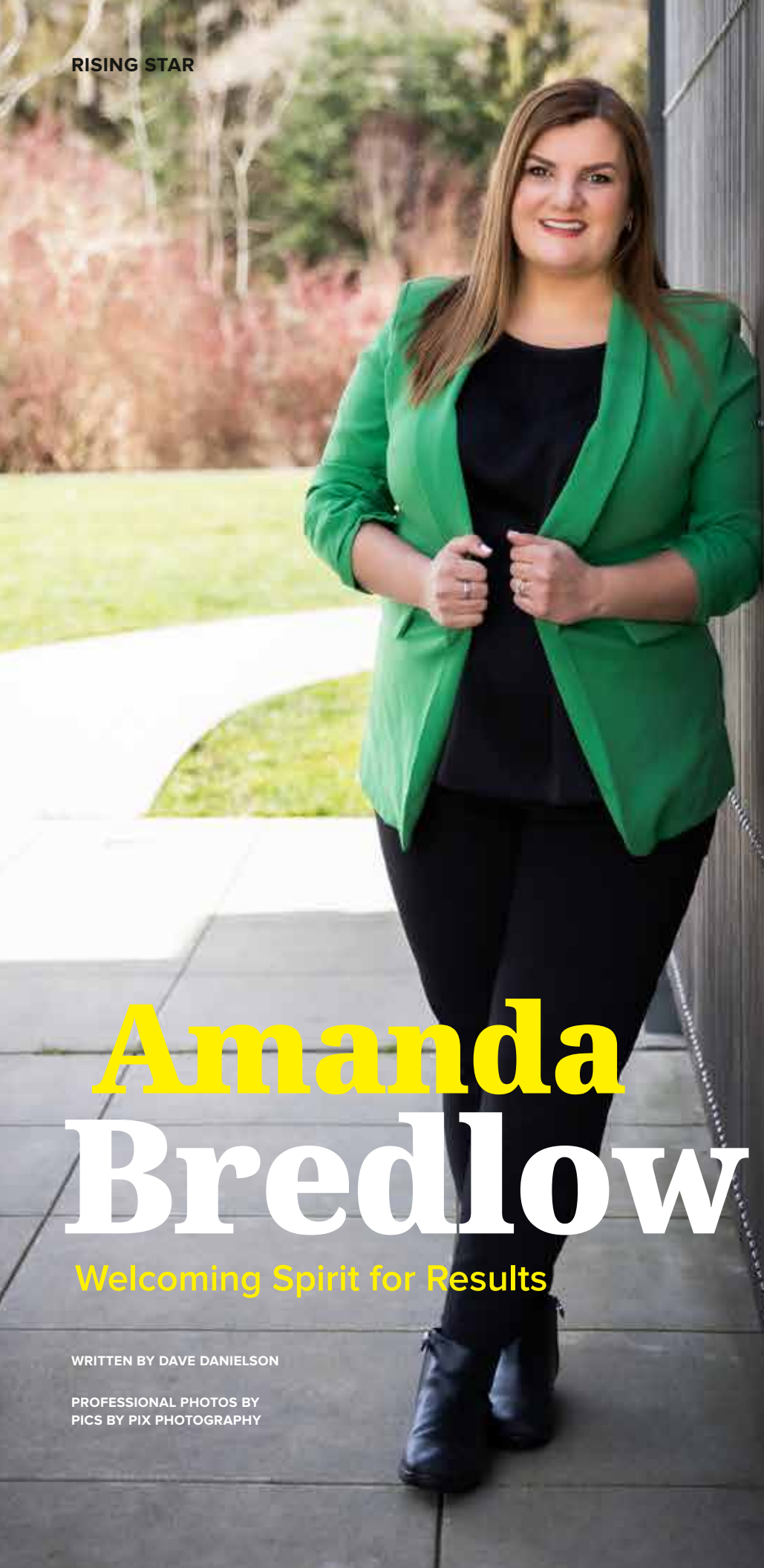
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# Amanda Bredlow

Welcoming Spirit for Results

WRITTEN BY DAVE DANIELSON

PROFESSIONAL PHOTOS BY  
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Amanda Bredlow is more than just a successful real estate broker—she’s a dedicated community member, a world traveler, a language enthusiast, and a former Microsoft marketing project manager. As a fifth-generation Washingtonian, Amanda’s deep roots in the Pacific Northwest, combined with her strong technical background and passion for helping others, have set her apart with her welcoming spirit and her drive to achieve results for those around her.

## From Tech to Real Estate: A Passion for Helping Others

Amanda’s journey into real estate wasn’t traditional. After earning her MBA in marketing from Florida International University, she spent over a decade working at Microsoft, where she managed large-scale marketing projects and helped drive millions in revenue. Despite her success, she yearned for a career that offered more flexibility, especially after she and her husband, Caleb, started a family.

Her first foray into real estate was personal—when she and her husband put an offer on the home they were renting in 2021, Amanda played a crucial role in facilitating the deal. That experience ignited a passion for helping others navigate the often overwhelming home-buying process. She became a Redfin agent before joining Windermere Real Estate–Summit full-time in November 2023. “I love easing the burden for people,” Amanda shares. “Buying a home can be stressful but I break it down into simple, manageable steps, just like I did at Microsoft. My goal is to make the process as smooth as possible for my clients.” Her approach has clearly resonated, as Amanda ranks number one out of 56 agents in Windermere’s program for newer agents. In 2024 alone, her first year as a full-time agent, she closed 13 transactions totaling \$10 million in sales.



## A Global Perspective with Local Dedication

Amanda’s commitment to real estate extends beyond transactions; she’s also dedicated to increasing homeownership in underrepresented communities. As 2024 Vice President of the National Association of Hispanic Real Estate Professionals (NAHREP), she actively supports Latino homeownership. Her fluency in Spanish and Portuguese, cultivated through years of travel and study, allows her to connect with diverse clients on a deeper level.

Amanda’s love for languages and cultures stems from her childhood. She took her first international trip at age 10, traveling through Germany and France just as the Berlin Wall was coming down. Later, she studied in Ecuador during her time at the University of Washington and lived in Brazil for three months, teaching English to professionals. “I’ve been to 34 countries, and those experiences have shaped my understanding of people and their needs,” Amanda explains. “Real estate isn’t just about selling homes—it’s about building communities and helping people find a place where they truly belong.”

## A Legacy of Community Involvement

Amanda’s roots in Washington run deep. Her ancestors settled in the area in the 1800s, and her family has played a significant role in shaping the local landscape. The main fire station in

Bothell and part of Beardslee Boulevard sit on land her family once owned, and her great-grandparents met on Main Street in Bothell in the early 1900s.

Her commitment to her hometown is evident in her extensive community service. She has logged over 400 hours volunteering in Kirkland, serves on the Kirkland City Design Review Board, and is an active member of both the Juanita and Finn Hill Neighborhood Associations. She also participates in “Welcome to Juanita,” an annual multicultural event her father organizes. “I believe in giving back,” Amanda says. “Whether it’s through real estate, volunteering, or organizing diversity events, I want to make a difference in the community that has given so much to me.”

## Balancing Career and Family

Despite her demanding career, Amanda prioritizes her family. She and Caleb, a software engineer, are parents to six-year-old Ruby and their beloved pug, Leo. She’s actively involved in Ruby’s activities, serving as a Girl Scout volunteer, Membership Director of the PTSA at Carl Sandburg Elementary, and coach of Ruby’s peewee soccer team.

Amanda’s experience as a competitive athlete also speaks to her work ethic—she’s played since she was five years old and

was a Division I collegiate athlete on the University of Washington's rowing team. Her team won the national rowing championship in 2002, and many of her teammates went on to win Olympic medals.

#### A Multifaceted Life

When Amanda isn't selling homes, volunteering, or spending time with her family, she pursues an array of personal interests. An adventurer at heart, she has climbed Mt. Rainier and Ecuador's Cotopaxi and Iliniza del Norte. She's also a former competitive triathlete and salsa dancer and has completed the Seattle marathon and the Seattle-to-Portland (STP) bike ride.

Her enthusiasm for diverse experiences is reflected in her love of travel. Just last year, she attended a wedding in Brazil and embarked on an Alaskan cruise.

#### A Bright Future in Real Estate

With her strong work ethic, dedication to clients, and deep ties to the community, Amanda Bredlow is poised for continued success in real estate. Her ability to blend technical expertise with compassionate service has already made her a standout in the industry. "I want to be remembered as someone who is positive, communicative, ethical, compassionate, and thorough," she says. "At the end of the day my job is about helping people build their futures."

Amanda's journey from Microsoft to real estate is proof that success comes in many forms. Whether she's guiding first-time homebuyers, advocating for diverse communities, or giving back to her hometown, she's making an impact that extends far beyond the closing table.



Real estate isn't just about selling homes—it's about building communities and helping people find a place where they truly belong"



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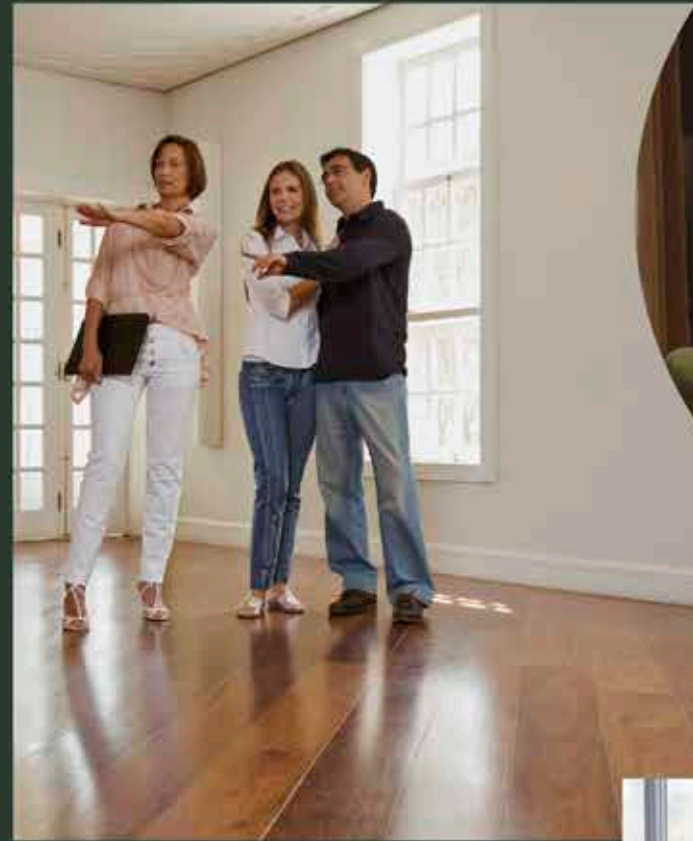
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# A Grand Vision Perfected:

## *Inside This Exquisite Bridle Trails Retreat*

SUBMITTED BY JOHN KRITSONIS, WINDERMERE • PHOTOS BY PAUL M. GJORDING AND ERIK SVEN PHOTOGRAPHY


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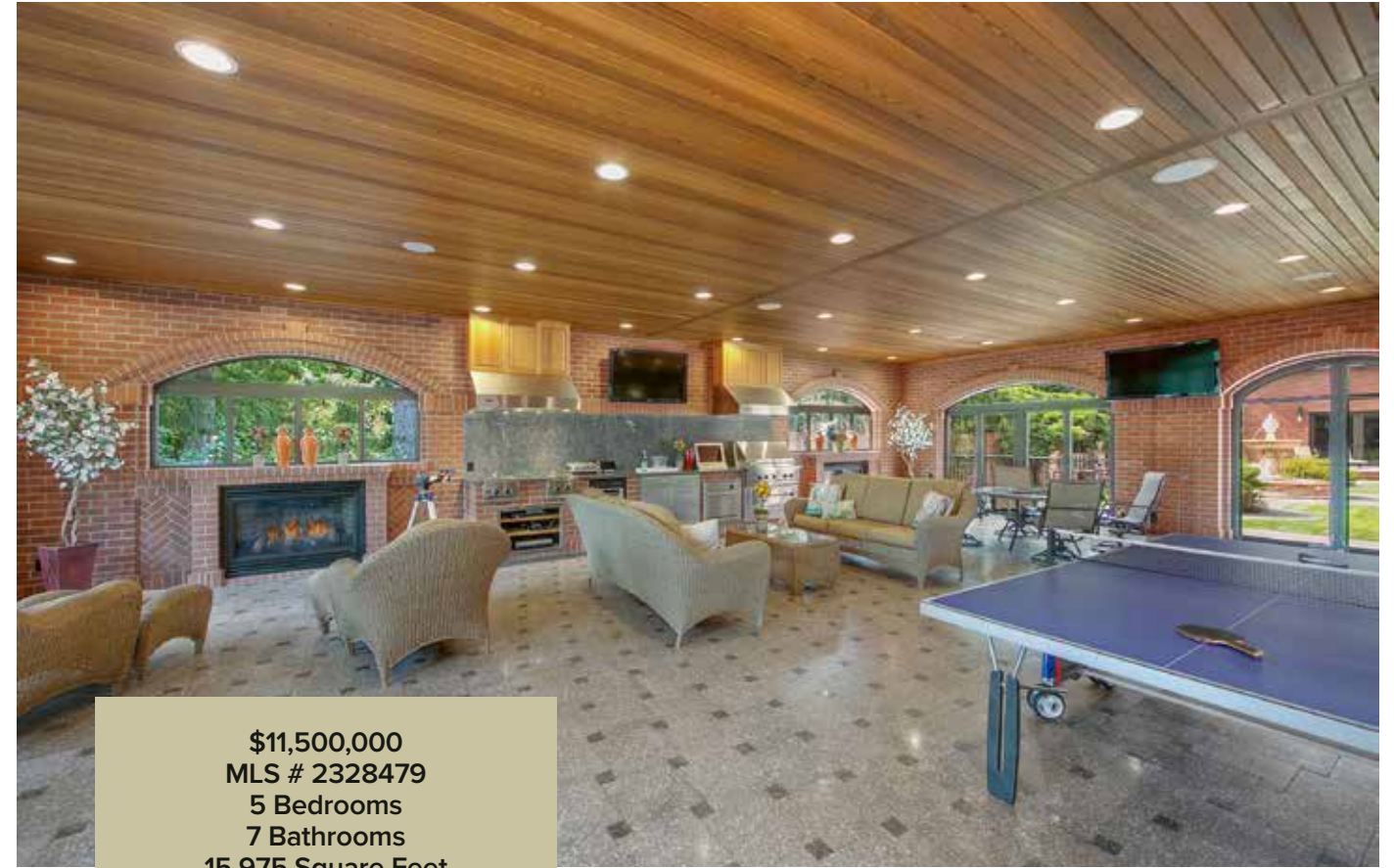



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# Elizabeth & Jacob Weaver

## BUILDING A LIFE AND BUSINESS TOGETHER

WRITTEN BY DAVE DANIELSON • PHOTOS BY FOCUSED MEDIA COLLECTIVE

When Elizabeth and Jacob Weaver decided to work together in real estate, they were already well acquainted with each other's strengths, ambitions, and shared vision. Their journey in both life and business has been a testament to the power of collaboration and mutual respect. As a couple, they've built their careers on the foundation of trust and teamwork, and today, they lead the Jacob Weaver Group at eXp Realty, focusing on providing exceptional service while staying true to their values.

### A Shared Path in Life and Business

Elizabeth and Jacob's journey into real estate began in 2012 with investment properties, though their connection goes back much further. They grew up in the same small town in Idaho, meeting when they were just 12 years old. From childhood friends to business partners, their relationship has always been a blend of personal and professional. "We've been together for a long time," Elizabeth shares. "Our vision of our life started early. For us, it made sense to create a vision for our life and work on that vision together, both privately and in business." Jacob echoes the sentiment, adding, "Business is just a subset of building an amazing life together. It makes sense for us to work together."

Their shared path has evolved over the years, and as they've grown both personally and professionally, they've



found success in investing in real estate. For them, the transition into real estate was a natural progression. Jacob was licensed in 2014, and Elizabeth, who had always been involved in the operations side of their ventures, earned her real estate license in 2023.

### A Problem-Solving Approach to Real Estate

Before becoming a licensed real estate broker, Jacob worked as an electrical engineer for the Department of Defense. His background in problem-solving has shaped his approach to real estate, where he thrives on finding creative solutions for clients. "My mindset has always been about problem-solving—how we get from point A to point B with the resources we have," Jacob says. "Real estate is the same. It's about creating strategies and thinking outside the box to solve issues in unique ways."





Elizabeth, on the other hand, has always been the operations expert, running the day-to-day functions of their business. She takes pride in finding new opportunities for growth and improvement. As Elizabeth says, “I’ve always had a growth mindset, constantly looking for ways to keep growing our business and helping our clients.”

#### The Team: Small and Mighty

After running a larger team in the past, Elizabeth and Jacob have opted for a smaller, more focused approach. Their team, while lean, is highly effective, consisting of Elizabeth, an office manager, two team members focused on media and operations, and two additional sales team members. Together, they provide exceptional service while maintaining a sense of close-knit collaboration that is often lost in larger teams. “We prefer small and mighty,” Jacob says. “Elizabeth runs operations, and we have a fantastic team that works efficiently and effectively to help our clients.”

The team’s success is reflected in the volume of business they manage. The Jacob Weaver Group’s growth over the years has been impressive, but Jacob and Elizabeth both agree it’s not just about the numbers—it’s about the relationships they’ve built with their clients and the trust that comes with it.

#### Family First

While their business is thriving, family remains at the center of their lives. Elizabeth and Jacob have three young daughters, all under the age of six, who are an integral part of everything they do. “Our girls are a big part of what we do,” Jacob says with a smile. “We’re soaking up this time with them, seeing life through their lens.”



“I’ve always had a growth mindset, constantly looking for ways to keep growing our business and helping our clients.”

When they’re not working, the Weavers enjoy spending time with their family outdoors exploring parks, riding bikes, and going on nature walks. They also share the joy of having a dog, which adds to the warmth and activity of their home. Elizabeth emphasizes, “We love having these moments with our kids. It’s important for us to incorporate our family life into all we do. The success of our business and family are equally important as we continue to build our life.”

#### Advice for New Agents

Looking back on their journey, both Jacob and Elizabeth have invaluable insights for those just starting out in real estate. One piece of advice from Jacob is the importance of finding a community that supports your goals. “For the first five years of our investing and sales career, we operated in a vacuum,” he admits. “If I could give advice to new agents, it would be to find your community in the business. That would have cut our journey in

half.” Elizabeth agrees, adding that mentorship is key to growth. “It’s important to find a community that leads you on the path to the kind of business you want to create,” she says. “Mentors make a huge difference. They help guide you and provide the support you need as you grow.”

“We are very grateful for the clients we’ve had and the communities we work in. We’ve been very lucky to have communities that have trusted us with their business.”

#### Gratitude and Community

Though they’ve faced their fair share of challenges, the Weavers are grateful for the clients and communities they work with. After relocating from North Beach to the East Side, they’ve been welcomed into their new communities and have been able to continue building strong relationships with clients. Jacob shares, “We are very grateful for the clients we’ve had and the communities we work in. We’ve been very lucky to have communities that have trusted us with their business.”

For Jacob and Elizabeth, real estate is more than just a career—it’s a way of life. Their shared commitment to each other, their family, and their clients has created a foundation for success.



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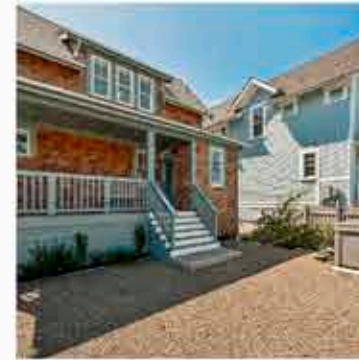
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# Larry & Dan Wilczynski

## Brothers Building Success

WRITTEN BY DAVE DANIELSON • PHOTOS BY FREESTYLE PRODUCTION

The world of real estate is known for its fast pace and constant evolution. But for brothers Larry and Dan Wilczynski, it's also about trust, collaboration, and a shared passion for helping others. As the leaders of the Wilczynski Partners team at Windermere Real Estate, they've not only built a successful business together but also cultivated a reputation for down-to-earth, client-focused service.

### A Family Inspiration

Larry's journey into real estate began with family friends who were Realtors on Bainbridge Island. "Real estate had always intrigued me, so I decided to dive in," he recalls. "I got my license in April of 1998 and began my career at the John L. Scott Lakeside office, in Madison Park." His decision to pursue a career in Real Estate was a natural fit, inspired by the connections and relationships he witnessed in the industry.

For Dan, it was a more practical decision made while attending Bellevue Community College. "I was looking for a part-time job that would support me through school, and Larry suggested I become an assistant to an agent," he explains. "He told me that getting my license would make me even more marketable, so I did." Dan worked as a licensed assistant for two and a half years while finishing his finance degree at the University of Washington Foster School of Business. Once he graduated, he joined Larry at the same office, beginning his real estate career as a solo agent.

### The Birth of Wilczynski Partners

The duo's formal partnership began in 2007, just a couple of years after Dan finished college. By that time, Larry had become very successful in his own right, managing a growing business with a young family at home. "My wife and I had just had our second child and I was incredibly busy," Larry says. "I needed help, so Dan and I decided to partner up." That decision marked the beginning of Wilczynski Partners—a team that would evolve and grow over the years.

### Brothers in Business: A Perfect Pairing

While many people might hesitate to work with a sibling, Larry and Dan found their partnership to be incredibly rewarding. "It's been fun to grow a business together," Larry reflects. "Dan and I have always had complementary personalities, which helps a lot. We trust each other inherently, and that trust makes all the difference."

Dan adds, "I've heard people say they could never work with their siblings, but for us, it's been seamless. We've built

this business on the foundation of trust and respect for each other's strengths."

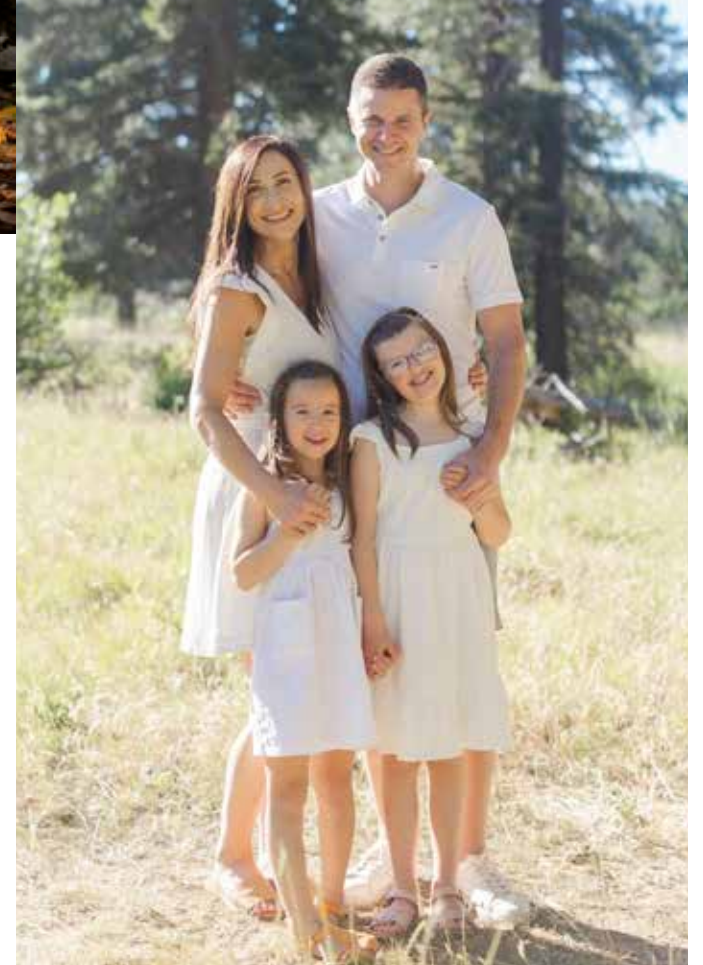
### What They Love About Real Estate

For Larry, the best part of being a Realtor® is the lifelong relationships he builds with clients. "Real estate allows you to evolve in so many ways," he says. "You can reinvent yourself and explore different facets of the business. It's never static. There's always something new to learn and pursue." The relationships he's formed over the years are a testament to the trust and loyalty clients feel toward him and his team.

Dan shares a similar sentiment, adding, "It's incredibly fulfilling to see our clients win, whether it's securing their dream home or selling for a great price. But it's also rewarding to see our team members succeed and receive five-star reviews for the service they provide. That's what drives us."

### Building a Team That Works

Over the years, the Wilczynski Partners team has grown into a well-oiled machine, with 10 members in total. The team is split into specialized roles



“ Down-to-earth, honest, and straight shooters—that’s how we want our clients to remember us.

”

“ It’s incredibly fulfilling to see our clients win, whether it’s securing their dream home or selling for a great price.

to ensure each area of real estate is covered thoroughly. Larry focuses on the resale side of the business, while Dan leads efforts related to land acquisition and new construction. The team includes four full-time buyer’s agents, a new construction listing agent, and support staff for marketing, transaction coordination, and operations.

“We’ve structured the team to ensure we can provide the best service possible to our clients,” Larry explains. “Each of our team members plays a critical role in the business, and they’re all dedicated to providing top-notch service. We couldn’t do it without them.”

In 2024, the team achieved impressive numbers, with 120 transactions and \$126 million in sales volume. This growth is a reflection of both their dedication to their clients and their ability to work seamlessly as a team.

**Family First: Balancing Work and Life**

While business is a major focus for Larry and Dan, they also prioritize family. Dan, who has two young children, enjoys spending time with his family, snowboarding, traveling, and exploring the city with his kids. “I love making memories with them,” he says. “It’s important to me to strike that balance between work and family.”

Larry also cherishes his time with family. He lives with his wife and two sons near

the Arboretum, with one son in college and the other a senior in High School. They genuinely appreciate all that Seattle has to offer, “We love taking advantage of the amenities in the city, from great restaurants to sporting events, plus the proximity to outdoor activities. But mostly for us, it’s about finding time to be with the people who matter most,” he says. “Both Dan and I are fortunate that we have the flexibility in our careers to make our families a priority.”

**Advice for Aspiring Agents**

For those considering a career in real estate, both brothers offer sound advice. “The most important thing is to join a really good team or brokerage that will support your career development,” Larry says. “In the end, real estate is still a relationship business, and there’s a lot more to it than what you see on Instagram. Align yourself with a strong team and always do the right thing for your customers.”

Dan agrees, adding, “Learn from those around you, and always focus on providing value to your clients. Real estate can be incredibly rewarding, but it’s a long-term game. Be patient and stay dedicated to your clients as well as your personal values.”

#### A Team-Oriented Approach

One of the key aspects of the Wilcynski Partners’ success is their commitment to teamwork. “It’s not just about us,” Larry emphasizes. “It’s about the entire team. Our team members have been instrumental in helping us achieve success, and we couldn’t do it without them.”

Their leadership approach emphasizes collaboration, mutual respect, and a shared focus on client satisfaction. It’s this culture of teamwork that has allowed them to grow their business, build strong relationships with clients, and make a positive impact in their community.

#### A Legacy of Trust and Integrity

In the competitive world of real estate, Larry and Dan Wilcynski stand out not only for their impressive sales numbers but also for their unwavering commitment to honesty, trust, and customer service. As they continue to grow their business and support their team, they remain grounded in the values that have driven their success.

“Down-to-earth, honest, and straight shooters—that’s how we want our clients to remember us,” says Larry. “And we want to be generous with our time and expertise, which is something we’ve built over years of experience.”

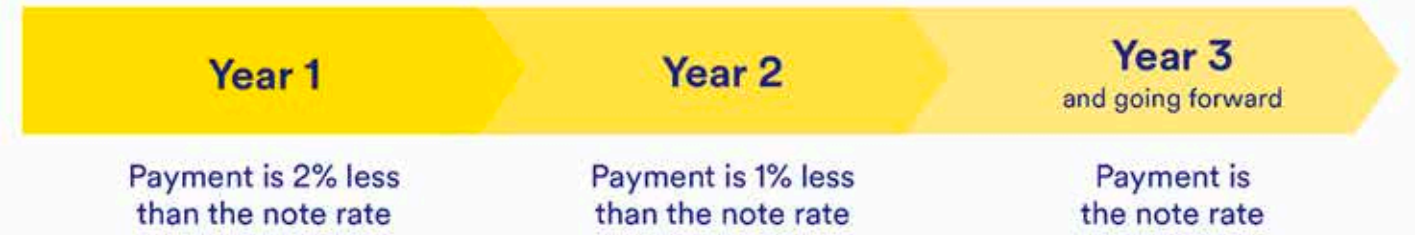


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### Here’s an example of how a 2-1 buydown works:



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## Let’s talk details!



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