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JANUARY 2025

REAL PRODUCERS[®]

YEAR IN REVIEW ISSUE



A Look
Back at our
Amazing
Agents in
2024





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Nolan Vance
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Contents

IN THIS ISSUE

- 12 Preferred Partners
- 14 Meet The Team
- 15 Follow Us on Social Media!
- 16 Publisher's Note
- 18 2024 Recap
- 22 Out in the Field Throughout 2024!
- 26 A Look Back at our Amazing Agents in 2024

If you are interested in contributing or nominating REALTORS® for certain stories, please email Shea at Shea.Robinson@N2Co.com.



26
COVER STORY

A Look Back at our Amazing Agents in 2024

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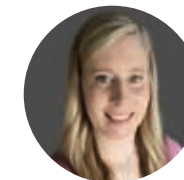
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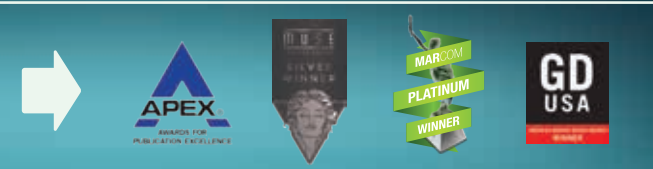
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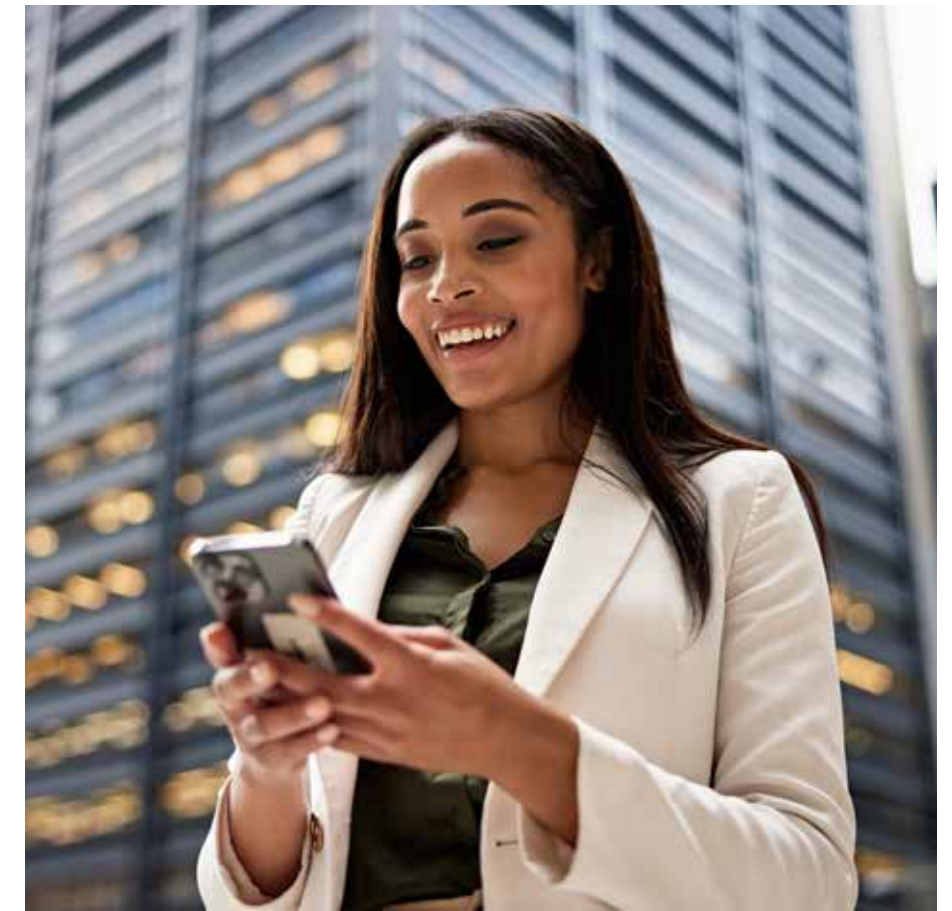


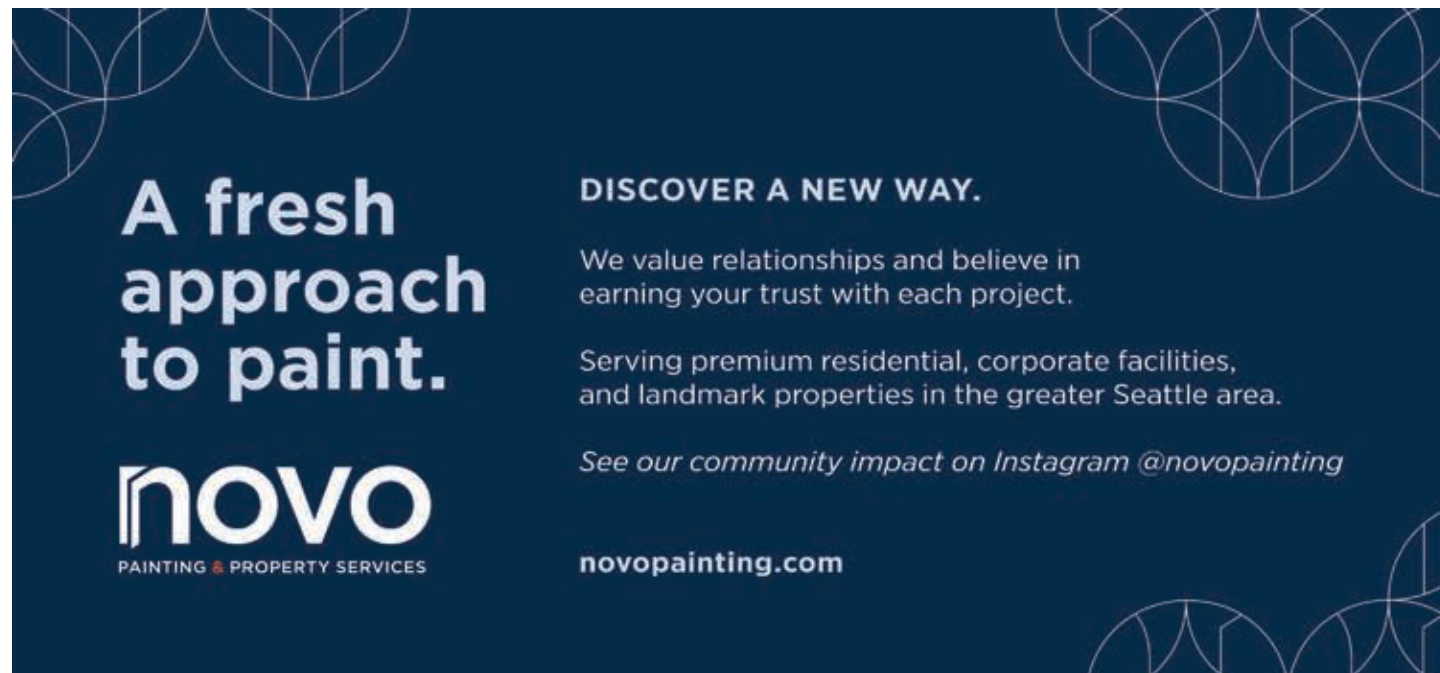
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Publisher's Note

Welcome to the January Edition of Seattle Real Producers!

Every year, it feels incredibly surreal to find ourselves at the start of a new year. While it's a bit bittersweet to wrap up 2024, this issue takes us back through an incredible year of collaboration, inspiration, and success.

I know that anyone immersed in real estate in the PNW had a lot on their plate this past year. The beauty of Real Producers is that, while many may have struggled, this group of brokers continues to find success regardless of market conditions.

We came together on countless occasions this year and found immense value in collaboration. Last January, we hosted a mastermind and Adrian Webb's **Powering into the New Year** event. In March, we held a panel event at the Kirkland Realogics office, courtesy of Brian Hopper. We discussed the NAR settlement, market conditions, and the best new practices for the buyer's agency agreement. In April, we hosted our second mastermind, bringing an incredible group of brokers together.

In May, we held our first-ever **Real Impact** event, where we highlighted six local nonprofits addressing various issues in our community. June saw us supporting the YPN Blue Bash event, which was an absolute success. In August, we gathered a group of brokers in Suncadia to tour homes built by A+R Homes and NW Roots Construction. We capped off the event with a happy hour, a hosted dinner, and golf the next morning.

We hosted our final mastermind in September and concluded the year with a one-of-a-kind event at the W Hotel in Bellevue, ending the year on a high note.



Our magazine, events, and overall platform would not exist without the support of our Preferred Partners. This collection of businesses is an asset to so many quality real estate brokers in the area, making transactions seamless and helping clients improve their homes month after month.

I would also like to extend my gratitude to our amazing team at Seattle RP. From writing and editing

to photography, social media, and beyond, I am incredibly fortunate to be surrounded by such talented real estate professionals, partners, and team members.

Congratulations to everyone on your achievements in 2024, and here's to the endless possibilities that await in 2025!

Warm regards,
Publisher Shea Robinson

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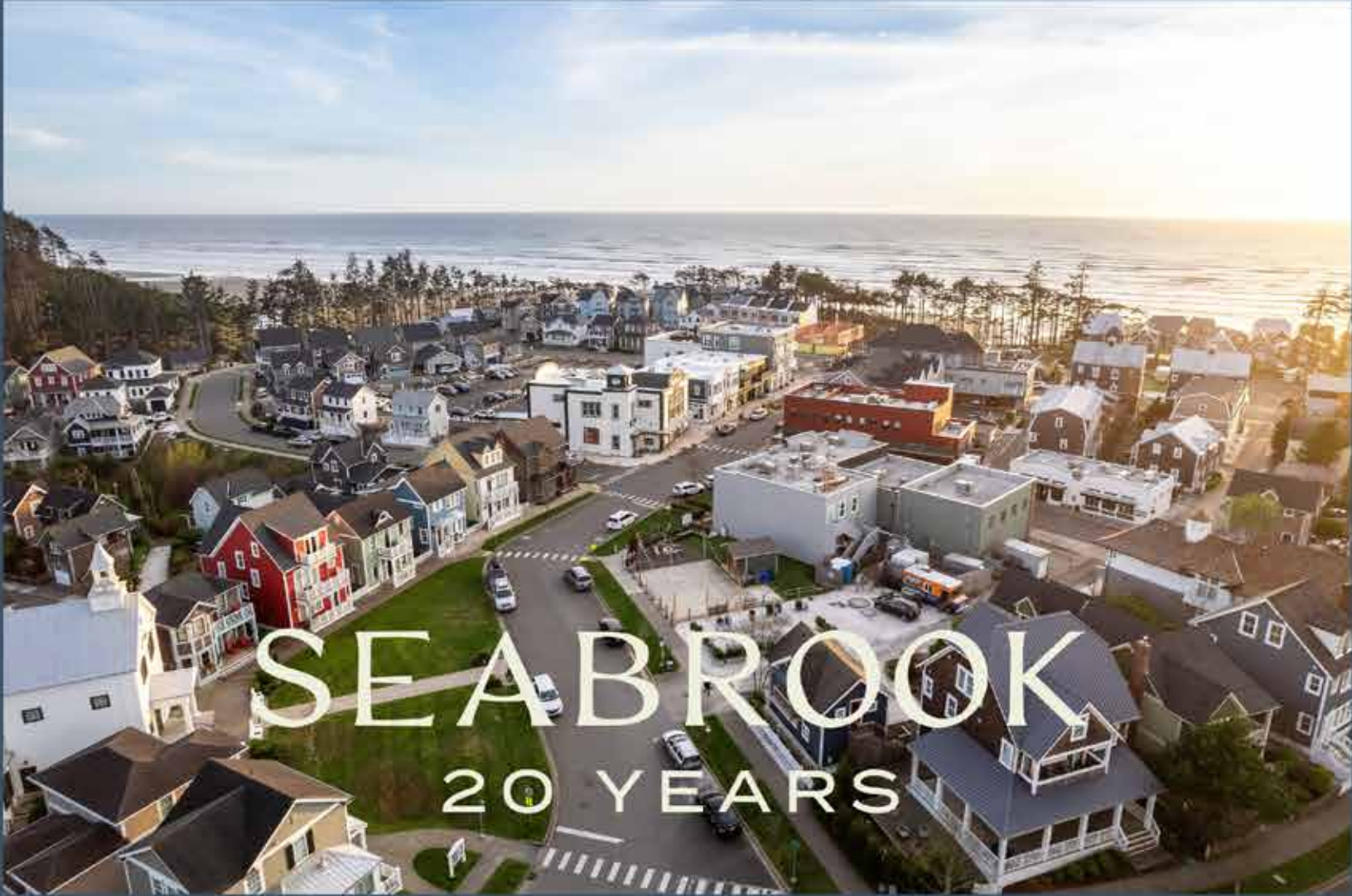
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YEAR *in* REVIEW

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2024





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As we wrap up another year, we want to take a moment to thank you for your continued trust and support. It has been a pleasure working with you, and we're grateful to have you as part of our journey.

We look forward to delivering certainty and trust to power your real estate transactions in 2025.

Happy Holidays and a Happy New Year!

Scan to enjoy our holiday playlist.

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1. “The Crown Jewel” on Ruby King Loop Presented by Brian Hopper & Dan Redwine

Discover a dream home where luxury meets nature in the scenic hills above Cle Elum and Roslyn. Nestled on nearly 1 acre, this residence overlooks Tumble Creek’s 3rd hole and features stunning floor-to-ceiling windows that flood the space with light. The inviting interior boasts warm tones and textures, creating a cozy atmosphere. A chef’s kitchen includes a gas range and farmhouse sink, while bi-fold doors lead to a covered patio with a firepit, perfect for gatherings. Just a bike ride from the charming city of Cle Elum, enjoy local shops and restaurants. Outdoor enthusiasts will love year-round activities like camping, fishing, and mountain biking. This home offers the perfect blend of comfort and adventure.

2. December Mastermind Recap

On December 13th, a group of *Real Producers* gathered for a collaborative mastermind event focused on sharing insights and enhancing business efficiency. Hosted by NexTitle Puget Sound, the event featured presentations on AI technology for organizing business, the importance of referrals, hyper-local farming strategies, and innovative business perspectives. Key speakers included Ivan Grishko, Melissa Waller, and Alex Mont-Ros. Special thanks were extended to sponsors and organizer Adam Cothes for their support. This event reinforced *Seattle Real Producers*’ mission to connect and elevate real estate professionals, with plans for a follow-up in 2024.



3. Elevation in Real Estate Through Collaboration

Introducing Jason Mesnick, Chris Dalto, and MDG Residential

Chris Dalto emphasizes that at MDG, it’s not about the number of agents but the brand presence and client care. Jason Mesnick, a former contestant *“The Bachelor”*, transitioned to real estate after realizing the industry’s vibrancy compared to his previous job in insurance. Both he and Chris, a former police officer who overcame personal challenges, joined forces in fall 2022, combining their strengths to create a supportive team culture. In November 2023, they moved to Real Broker to align with their entrepreneurial ambitions and social media-driven approach. Their team currently has a combined social media following of over 2 million, they aim to build a strong brand presence, impact lives, and leave a legacy for their families while staying active and connected to their values.

4. Building her Business one Client at a Time

Sankari Subburaman

Sankari Subburaman’s journey began in Southern India, where she met Prashanth during her undergraduate studies. After moving to Singapore for work, Sankari took a job opportunity in New York, while Prashanth pursued



a Master’s in Seattle. They married in 2011, and after starting a family, Sankari obtained her real estate license in 2021. She quickly found success by focusing on a data-driven approach, helping clients make informed decisions. As her business grew, the couple aimed to enhance their social media presence and create a YouTube channel. Balancing work and family life remains a priority as they plan for 2024, embracing both challenges and excitement.

5. Sponsor Spotlight - NexTitle Puget Sound

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NexTitle Puget Sound, led by founder Stephen Routh, offers a unique model where brokers can share in the company’s profits while providing exceptional title and escrow services. Company President Randy Cornwall and long-time partner Stefanie Jones joined NexTitle during a surge in refinance activity during the pandemic. They focus on partnering with high-producing brokers across various firms, emphasizing ethical standards and a white-glove closing experience. Benefits for partners include profit sharing, networking opportunities, and a commitment to client relationships. Additionally, NexTitle actively contributes to the community through charitable partnerships and individual



volunteer efforts, fostering a supportive culture among its team.

6. The National Association of Minority Mortgage Bankers of America (NAMMBA) Seattle

The National Association of Minority Mortgage Bankers of America (NAMMBA) is dedicated to promoting collaboration, education, and professional development for minorities in the real estate and finance sectors. Founded in 2016 by Tony Thompson, NAMMBA focuses on increasing diversity, equity, and inclusivity, while also introducing students to careers in these industries. The Seattle Chapter, established in early 2023, aims to engage with industry professionals and enhance community involvement through networking events and outreach to schools. Recognized as the 2023 Chapter of the Year, they emphasize closing the BIPOC homeownership gap and promoting financial literacy. Support for membership is encouraged to further their initiatives.





1. Sponsor Spotlight - Mary Grace Insurance Agency: A Journey of Sincerity, Community, and Expertise
 Mary Grace Insurance Agency, founded by Mary Grace in 2019, prioritizes sincerity and community engagement in the insurance sector. Originally driven by a personal quest for life insurance, Mary expanded her offerings to include home and auto coverage. With a focus on personalized service, the agency

builds trust through transparent guidance and genuine relationships. Active in the Shoreline community, Mary fosters connections beyond transactions, viewing insurance as a means to educate and empower clients. Her dedication is exemplified in her proactive support during emergencies. Looking ahead, she aims to strengthen partnerships and continue helping individuals achieve their insurance goals.

2. A Stunning Eford West Edge Property Presented by Steve Snider of Real Residential

A mesmerizing estate overlooking a stunning seascape via unobstructed views with 290' of Puget Sound Waterfront. Meticulously designed by Cutler Anderson and of the utmost quality, pure Pacific Northwest: Incredible sunsets, Olympic views, enchanting coastline, expansive grounds, board-formed concrete walls, Douglas fir, flamed granite, vaulted ceilings & walls of windows. Lush 2.5 acres with grounds & view front & center; level lawns, natural stream, aspen trees, resident mallards, 1.4 MM pounds of imported granite. Flex pavilion with 1,790 square feet, walls of windows, 17-foot ceilings, kitchenette, full bath & attached garage. Remarkable, stunning, breathtaking, phenomenal, significant, unparalleled, words do no justice.



3. Michele Schuler Establishes Lifelong Connections with Clients as the Key to Success

Michele Schuler, Managing Broker at Realogics Sotheby's International Realty, believes that establishing lifelong connections with clients is the key to success in real estate. With a finance background and a meticulous, data-driven approach, she excels in effectively communicating with her analytical clientele. A lifelong Washingtonian, Michele has transitioned from corporate finance to real estate, earning recognition as a top producer. She emphasizes collaboration and creative engagement, hosting educational events to connect brokers and buyers. Michele's philosophy centers on trust and thoughtful guidance, focusing on client relationships rather than transactions, which she views as the true measure of success.



4. From Dental Hygienist to Successful Real Estate Agent Suzanne Fortune

Suzanne Fortune, founder of The Fortune Group at Windermere Woodinville, believes true success lies in helping others—both clients and team members. A former dental hygienist and avid skier, she transitioned to real estate in 2017 after a successful career in flipping houses. Her community focus extends to her nonprofit, Soccer2Unite, which supports underprivileged children in Uganda by promoting soccer for all genders. With a dedicated team, Suzanne emphasizes personalized service, particularly for families going through major changes and estate sales. Balancing work with family and passions like Argentinian Tango, she embodies a philosophy that values deep relationships over mere transactions.



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**1. Elegance and Seclusion:
Unveiling the Black Nugget Estate
Presented by Lynn Crane**

Discover the stunning Black Nugget Estate, an architectural masterpiece set on 20 tranquil acres near I90. This private sanctuary combines luxury and convenience, featuring five spacious bedrooms, a gourmet chef's kitchen, and a heated 5-car garage. The luxurious primary suite enhances comfort, while an additional 3,700-square-foot building includes a sport court, expansive gym, and fully-equipped kitchen, perfect for recreation and entertaining. The fenced and gated property is designed for off-grid living, making it an ultimate retreat in Issaquah. Designed by award-winning architect Jim Castanes, this 8,000-square-foot estate offers endless possibilities for relaxation and enjoyment.

**2. Empowering Excellence
Robert Ott's Leadership Journey at
RainTown Realty**

Robert Ott's leadership journey at RainTown Realty reflects his commitment to empowering others. Originally a restaurant manager, he transitioned to real estate driven by a desire to make a significant impact on people's lives. After facing setbacks during the market crash, Robert hired a coach to regain balance between work and family. He founded RainTown Realty with a focus on a supportive culture prioritizing the wellbeing of his 30 agents over profits. As Chief Revenue Growth Officer, he mentors his team and shares insights from audiobooks. Looking ahead, Robert plans to expand RainTown with new locations in Seattle and Spokane, aiming to help even more individuals improve their lives.

**3. Sponsor Spotlight
Seabrook Celebrates 20 Years, not with
Nostalgia of the Past but with an Eye to
the Future**

Seabrook, Washington celebrates 20 years of growth, transforming from a dream into a vibrant community focused on sustainability and connectivity. Founded by Casey and Laura Roloff in 2004, the town embodies new urbanism, prioritizing walkability and community engagement. Future developments include a town center, school, medical facilities, and a regenerative farm, transitioning Seabrook from a vacation spot to a desirable residential area. Upcoming projects like the Makers village will foster creativity and provide affordable housing. With a vision to become the premier vacation destination by 2031, Seabrook emphasizes "unreasonable hospitality," ensuring memorable experiences for all guests and residents.



2

**5. Meet Chandra Vennapusa
of eXp Realty**

Chandra Vennapusa's inspiring journey began in Tirupati, India, before he moved to the U.S. for education and career opportunities. After working in various cities he joined Expedia and later Amazon, where he juggled a demanding job and pursued real estate. With his wife Rupa's encouragement, he earned his real estate license in 2017 and quickly rose to the top ranks in Washington state. In 2021, he expanded his business to Texas, thriving despite pandemic challenges. Today he leads successful teams across Dallas, Austin, and Seattle, prioritizing customer service and teamwork. Chandra attributes his success to Rupa's support and aims to inspire others through his story.



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**4. The Fearless Entrepreneur:
Hervé Kidiadi's Rapid Rise in the Real
Estate World**

Hervé Kidiadi arrived in Seattle from the Democratic Republic of the Congo in 2015 speaking no English. Despite initial struggles, including working as a janitor and facing homelessness, he persevered and eventually transitioned into real estate. With a strong work ethic and a determination to create opportunities, he quickly rose to success as an independent realtor with eXp Realty. Hervé focuses on building relationships through social media and hosting numerous open houses monthly. Passionate about helping others, particularly minorities, he aims to double his business and recruit new team members, embodying his belief in achieving personal fulfillment while uplifting others.

**6. YPN is Growing and You
Should Be Part of It**

The purpose of the Seattle King County REALTORS Young Professional Network (SKCR YPN) is to engage young members in a meaningful way while expanding industry knowledge between real estate professionals through enhancing opportunities for professional growth, providing avenues to association leadership, and shaping policies that meet the needs of young real estate professionals. SKCR YPN hosts a variety of monthly networking events throughout the greater Seattle area including a Network and Brunch at the Washington Athletic Club (WAC) and local Happy Hours. While SKCR YPN promotes membership to younger brokers, there are no exclusions to any members who wish to participate.



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1. 247 5th Avenue West, Kirkland
Presented by Mike Moghaddas, COMPASS

Designed by highly-acclaimed mwworks Architecture and E&H Construction, this built-to-last home is truly one of a kind. Sensational, naturally lit modern interiors flow endlessly throughout this custom open-concept West of Market masterpiece. Designed with sustainable materials, this 3 bedroom plus den offers minimalist lines and floor-to-ceiling windows, allowing the outside in while preserving privacy and tranquility. Magnificent poured-in-place concrete forms, glass, and steel emphasize nature and the surrounding environment. Wood finishes pair with sliding shutters that open to sunset views over the lake. Nestled in the highly desirable West of Market and close to Google, Heritage Park, Waverly Beach, top-rated Lake Washington schools and downtown Kirkland, this gorgeous home is a true gem.



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2. From Banker to Broker: Bob Steedman

Bob Steedman transitioned from a successful banking career at Wells Fargo to becoming a managing broker at Windermere's Yarrow Bay office. After adopting his sons and dedicating years to family and community work, he returned to banking but soon felt the need for a change. Encouraged by his partner, he enrolled in a real estate class and joined Coldwell Banker, where he thrived under mentorship and quickly advanced to management roles. In 2021, he accepted the position at Windermere, fostering a collaborative environment among brokers. Outside work Bob enjoys traveling with his partner, exploring new cultures and cuisines and cherishing a fulfilling family life.



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3. Seattle King County First Citizen Award Recipient Todd Leiweke

Todd Leiweke, CEO of the Seattle Kraken, has been named the 2024 Seattle King County First Citizen, recognized for his leadership in sports and philanthropy. Colleagues



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describe him as a visionary champion for inclusion and community impact. Leiweke's philanthropic efforts, including the One Roof Foundation addressing youth homelessness and environmental justice, exemplify his commitment to improving lives. He previously chaired the United Way of King County's campaign during the recession, raising over \$100 million. The award will be presented at a banquet on May 16th, celebrating individuals dedicated to enhancing the community's quality of life through their talents and contributions.

4. The Heart of Real Estate: Heather Maddox's Commitment to Clients and Community

Heather Maddox, a dedicated real estate agent with Windermere Real Estate, has built her career on strong relationships and a commitment to her clients. Since starting in 2008 she has focused on first-time buyers, successfully navigating market challenges including the recession. Heather's diverse business now serves both buyers and sellers, with 95% of her clients coming from referrals.

Balancing her real estate career with family life, she actively supports her three children's sports activities while maintaining a structured work schedule. Passionate about educating the next generation of agents, Heather aims to elevate the industry's reputation, believing in the transformative power of professionalism and client care.

5. Networking Brunch & Learn with YPN

On March 20th, members of YPN gathered at the Washington Athletic Club for a "Brunch and Learn." With a room full of talented up-and-coming agents in attendance, they were extremely fortunate to hear from a panel of speakers including Tere Foster of Compass, Craig Gaudry of Windermere, and Renee McGahan of Keller Williams. Each of these seasoned and successful agents talked through their real estate career and what milestones brought them to where they are today. Knowing that nothing is given in real estate and everything must be earned, it was really fun to see how much passion there is in the industry whether you are a newer agent or someone that has been doing it for



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over 35 years. YPN continues to grow and elevate the real estate industry in our area, and we look forward to collaborating on future events!

6. Rising Star: Brandon Tuttle

Brandon, a passionate real estate agent at SASH, began his journey in hospitality before pivoting to real estate during the pandemic. With a focus on serving seniors, he offers a unique concierge service that assists clients with moving and home management. Brandon's commitment extends beyond real estate; he's deeply involved in community service, supporting affordable housing initiatives and domestic violence survivors through nonprofits. He believes in the power of relationships over transactions and aims to build a reputation based on client satisfaction. Looking ahead, he hopes to invest in rental properties while prioritizing community impact and personal fulfillment.



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1. Thornton Creek Commons

Presented by The Cottage Company and Alchemy Real Estate

The Cottage Company, alongside Alchemy Real Estate, presents Thornton Creek Commons in North Seattle, emphasizing community-focused and sustainable living. Unlike conventional large-scale developments, they build modest homes that foster neighborly connections, featuring unique designs and environmentally-friendly practices. Their commitment to sustainability includes repurposing materials, achieving Built Green 5-star certification, and minimizing waste—evident in their recent project that reused 90% of materials from a former church. Thornton Creek Commons offers enriching experiences, such as a meditation garden and dog park, reflecting a vision for urban development that harmonizes quality living, nature, and community.



2

2. Sponsor Spotlight:

Jordan River Moving & Storage: Taking the Stress Out of Your Move

For over 20 years Jordan River Moving & Storage has emphasized quality and community support, thriving even amid industry challenges in 2023. Founded by Sean Joseph and Kobi Bracha, the family-run company has expanded to serve the West Coast and East Coast, offering a full range of moving services including specialized support for senior relocations. With a focus on integrity, their highly-trained team has garnered multiple service awards and a strong referral network. Committed to community engagement, they run initiatives like “Move for Hunger,” reflecting their dedication to helping both clients and local residents.

3. Combining Real Estate with Social Impact:

The Story of Matthew Chapman

Matthew Chapman, the first “social realtor” in Seattle, combines his passion for community with real estate through his firm, Chapman Homes. Growing up in a real estate family, he transitioned from youth ministry and life coaching to real estate, inspired by a friend’s recommendation. Matthew partners with nonprofits, donating a portion of his commissions to support local causes, and creates personalized keepsakes for clients that highlight the impact of their sales. He organizes a Thanksgiving event to raise significant funds for selected nonprofits. Balancing his business between Seattle and the Eastside, Matthew values family and community, emphasizing personal service and expert neighborhood knowledge while being a fierce negotiator for his clients.

4. StolenYouth:

A Fight Against Child Trafficking

StolenYouth, founded in 2012, addresses the alarming issue of child sex trafficking, with over 500 children trafficked annually in Seattle alone. Co-founder Patty Fleischmann emphasizes the need for awareness, celebrating the mayor’s declaration of May 7th as “Child Sex Trafficking Prevention Day.” With



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over \$11 million raised, the organization connects victims to vital resources and supports survivors through initiatives like the Ginny Meisenbach Survivor Support Fund, which has provided over \$217,000 in grants since 2017. Additionally, the Empowerment Fund, created with the Robin’s Nest Family Foundation, offers educational and job training support to help survivors rebuild their lives.

5. Eric Shull:

Leading with Integrity and Purpose

Eric Shull, Principal Managing Broker at John L. Scott, was awarded the 2023 Agents’ Choice Award for his mentorship and tech expertise. Starting his career after being inspired by his snowboarding coach, Eric transitioned from a customer service role to a successful real estate career, emphasizing relationship-building. He leads a team of 160 brokers,



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aside competition fosters positive outcomes. Special thanks to platinum sponsors Adrian Webb and Scott Miller (JCC Concierge) and gold sponsor Brandon Brockway-Ring (Key Inspection Services). A final shoutout to Brian Hopper for hosting—looking forward to the next gathering!

7. Patrick DeLeon:

From Sales to Real Estate Success

Patrick De Leon’s journey into real estate began after he fell in love with Seattle while managing sales at Nordstrom. After buying his first home in Redmond, he realized he wanted to pursue real estate full-time. With a background in sales and a strong support system, he made the leap, eventually following his mentor to Windermere Yarrow Bay. There, he thrived by learning from experienced brokers and fostering a culture of collaboration. Family motivates his drive, inspiring him to give back. For Patrick, real estate is more than a career; it’s about creating opportunities and making a lasting impact through integrity and service.



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focusing on empowerment and business planning. Beyond real estate Eric organizes fundraising events like the RAGNAR relay for children’s hospitals. A cardiac arrest survivor, he values life’s moments more than ever, inspiring others with his commitment to integrity, innovation, and community service in his leadership role.



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6. Collaboration at its Best: Kirkland Panel Event Success

On March 28th, Realogics Sotheby’s hosted a dynamic panel event in Kirkland focused on current market conditions and the NAR settlement. Panelists Hao Dang (Windermere), Brandon Brockway-Ring (Key Inspection Services), Adrian Webb (Hometrust), and Randy Cornwall (NexTitle) provided insightful perspectives, while audience engagement sparked thought-provoking discussions. The event highlighted the power of collaboration among top producers, emphasizing that setting



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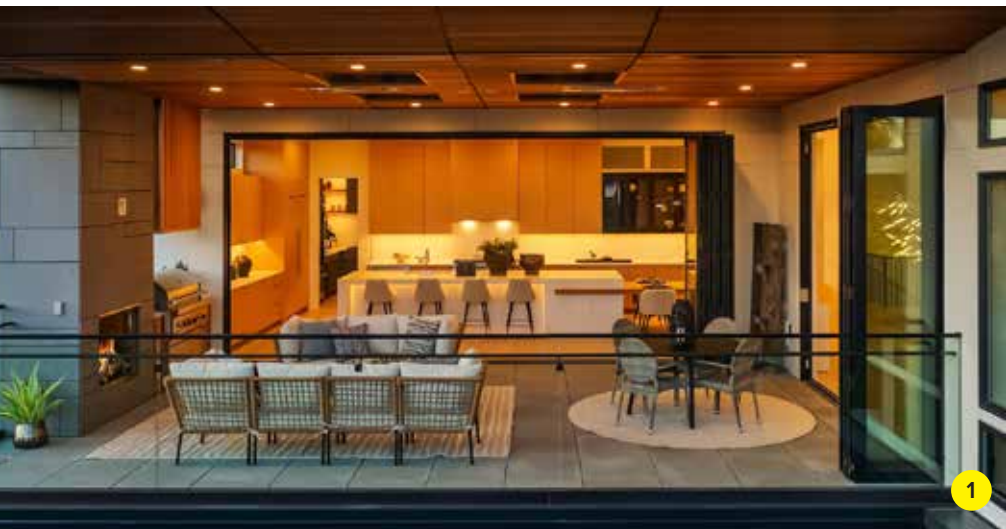
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1. Discover Modern Sophistication in Bellevue's Lochleven: A Thomas James Homes Masterpiece

Presented by Sarah Skryabnev

Discover modern luxury at 9421 NE 1st Street, a stunning Thomas James Homes creation in Bellevue's Lochleven neighborhood. Recognized as a Top 10 Builder in the Elicant HomeBuyers' Choice Awards 2024, this residence features a unique reverse floor plan designed for both style and functionality. Crafted in partnership with McCullough Architects, the home showcases a striking facade of cedar, stucco, and concrete, while the interior boasts an open-concept layout, warm wood accents, and sleek finishes. With movable glass wall systems, an elevator, and versatile spaces, this property redefines upscale living offering a lifestyle of innovation and sophistication. Experience the exceptional craftsmanship and architectural brilliance that sets this home apart.

2. Shaping the Future with Rainier Athletes

At the 2024 Shape the Future gala, Rainier Athletes raised an impressive \$555,000, marking a record-breaking year. Held at Bellevue's Hidden Valley Field House, the event engaged attendees with innovative activities including a paper airplane toss and a tater tot feast.



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High school senior Abdul shared his journey, emphasizing the importance of mentorship, which Rainier Athletes provides to students from elementary through high school. Community leaders highlighted the significant local need for mentorship. With a decade of impact, Rainier Athletes seeks new volunteer mentors to support its mission of fostering belonging and purpose among over 1,000 Bellevue students. Join the movement today!

3. April Mastermind Event Recap

In late April a successful Mastermind event brought together industry leaders, thanks to sponsors Randy Cornwall of NexTitle, Kris Jackson of ProStar Insurance, and Seabrook founder Casey Roloff. SKCR President Michael Orbino opened with insights on the NAR settlement's impact on Washington brokers, emphasizing client education. Casey Roloff shared Seabrook's origins and promising future. The second half focused on collaboration, covering buyer presentations and market navigation. Attendees left inspired and eager for the next gathering with the *Real Producers* community.

4. Elevating Short-Term Rentals: Enclaves' Unique Approach

Enclaves specializes in high end short- and mid-term rentals, providing exceptional experiences for guests while maximizing ROI for property owners. Founded by Glenn McQuiston and now led by Sarah Carter, the team combines expertise in hospitality and real estate to ensure top-notch service. Enclaves offers comprehensive property management, from marketing to maintenance, catering to homeowners, real estate partners, and guests. With a commitment to quality and personalized experiences, Enclaves is poised for growth beyond Seattle, ensuring both guests and property owners enjoy a seamless, elevated rental experience.

5. Building a Brand:

Jaime Watson's Rise in Real Estate
Jaime Watson's rise in real estate reflects a blend of determination, strategic



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career shifts, and a passion for helping others. After starting in banking and selling cars, Jaime found her true calling in real estate, joining eXp Realty in 2019. With her fast-growing team she's built a strong personal brand focused on client relations, mentorship, and leveraging eXp's resources for success. Jaime enjoys empowering her downline, learning from mentors, and adapting her marketing strategies, especially through social media. Her dedication to client satisfaction and continuous growth makes her a standout in the competitive real estate market.

6. Travis Stewart: Navigating the Waters of Real Estate with Passion and Precision

Travis Stewart, Broker and Team Leader at Windermere Kirkland, grew up on Lake Roesiger and began his journey as a competitive wakeboarder, winning Nationals at 16. After an ACL injury cut his career short, he transitioned to real estate, working as an appraiser, title specialist, and eventually teaming up with his mother in 2012 to build a real estate business. Known for his work ethic, Travis prioritizes client relationships and referrals. He has shifted his focus from numbers to helping people, aiming to give back to his community through teaching kids to waterski. His passion for service and positivity drives his success in real estate.



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1. Ryan Niles of Cornerstone Home Lending

Ryan Niles, a seasoned lender at Cornerstone Home Lending, balances fatherhood and a demanding career with grace, crediting his calm demeanor to his experiences as a dad. With 19 years in the industry, he focuses on empowering agents to thrive in today's challenging real estate market. Ryan creates personalized game plans for agents, offering innovative financing solutions like temporary buydowns to increase buyer affordability and closing deals quickly. His team also helps move stale listings creatively, enhancing agent success and client satisfaction. Committed to continuous education, Ryan fosters strong relationships with his agent partners, ensuring they have the tools to succeed.



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2. Real Impact Event Recap

In late May, the "Real Impact" event took place at the beautiful Mark Ryan tasting room in Woodinville, spotlighting six local nonprofits addressing crucial community issues. The event was a success, thanks to Heritage Restaurant's exquisite catering, and generous sponsorship from JCC Concierge, Thomas James Homes, and others. Attendees learned about impactful organizations such as Atlas Free, which fights sex trafficking; Mary's Place, which ensures no child sleeps outdoors; and Forefront Suicide Prevention, among others. This gathering aimed to raise awareness and support for



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these nonprofits, fostering connections between agents and meaningful causes.

3. Artistry and Innovation: Experience Elevated Living in a Custom-Designed Retreat Presented by Sheri Putzke of Windermere

This stunning home blends modern design with luxury, featuring custom details throughout. Floor-to-ceiling windows offer breathtaking lake, city, and mountain views while flooding the interior with natural light. The great

room wraps a two-story atrium with a fig tree, quail, and canaries, creating a seamless connection to nature. Five ensuite bedrooms, including a guest suite, plus a lower-level MIL with private entry. A detached ADU includes a 1-bed, 1.5-bath unit with a rooftop deck. Smart home features, gorgeous landscaping, and proximity to waterfront shops, dining, and exceptional schools complete this extraordinary property. Sheri especially loves the koi pond, saltwater aquarium, and unbeatable sunsets.

4. Chelsea Halverson: A Rising Star in Seattle Real Estate

At just 27, Chelsea Halverson was named a 2023 NAR 30 Under 30 Honoree, marking her as one of the nation's top young real estate professionals. A former figure skater and Alaska native, Chelsea built a thriving career, closing \$50 million in sales in just three years with COMPASS. She now operates as an independent agent, focusing on client education and personalized strategies in Seattle's challenging market. Recognized for her leadership, she chairs the Seattle King County REALTORS® YPN and continues to empower others through networking, mentorship, and her advocacy for building meaningful industry relationships.

5. Alee Heidar: Building Relationships and Delivering Dreams in Real Estate

Alee Heidar's journey into real estate began after a career in consulting, driven by his entrepreneurial spirit and desire for meaningful work. After moving to Seattle with his wife, he quickly found success working with top brokerages and earning prestigious recognition, including being named to the *425 Business Magazine's* '40 Under 40' list. Alee leads The Heidar Group at Engel & Völkers, emphasizing personalized service and authenticity in every transaction. His goal is to foster long-term relationships, always putting his clients' needs first.



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Alee's commitment to integrity and community service sets him apart as a true industry leader.

6. Adrian Chu: A Visionary Real Estate Entrepreneur

Adrian Chu, founder and CEO of Specialty Real Estate Group, discovered his passion for real estate at age seven. Combining his early fascination with finance and entrepreneurship, Adrian strategically built his career by obtaining a real estate license at 19, investing in properties, and gaining a mortgage license. After transitioning from engineering to real estate development, Adrian launched Specialty Design+Build and later founded his full-service brokerage, Specialty Real Estate Group. Known for his expertise in new construction, commercial transactions, and property management, Adrian now leads a team of 38 agents. Committed to innovation, he also mentors aspiring professionals and gives back to his alma mater, the University of Washington.



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1. Jackie Phairow:
Capturing Your Life's Story!
 With over a decade of experience, Jackie Phairow is a professional photographer specializing in both studio and outdoor sessions. She helps families preserve memories with high-quality portraits, offering personalized guidance from location selection to outfit advice. Jackie's mission is to bring your cherished moments off digital screens and onto your walls with beautiful, lasting prints. Whether through framed artwork, custom albums, or canvas, Jackie ensures each image withstands the test of time. With a 100% satisfaction guarantee, she's dedicated to creating beautiful, meaningful portraits that families will treasure for generations.

2. Literacy Source:
Empowering Adults, Strengthening Communities
 Since 1986, Literacy Source has provided free literacy programs for adults, offering education in reading, writing, English language, GED preparation, and digital literacy. Located in Lake City, the organization serves nearly 800 students annually, many of whom are immigrants,

refugees, and asylees. Their classes help adults succeed in daily life including securing employment, navigating healthcare, and achieving citizenship. Inspired by stories like Meseret's, a student who opened a coffee shop after completing Literacy Source's programs, the organization fosters personal and economic growth, ultimately creating a more thriving community. Join Literacy Source in making a lasting impact through donations, sponsorships, and volunteering.

3. Architectural Brilliance:
A Glimpse into Ralph Anderson's Masterpiece in Bridle Trails Presented by Wes Jones and Ebbie Smith of Keller Williams Realty Bellevue
 This recently modernized Ralph Anderson-designed home offers an unparalleled blend of modern sophistication and Pacific Northwest beauty. Nestled in a serene, tree-lined



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setting, the home features Tigerwood-lined interiors, radiant heating, and five bedrooms, including two primary suites. The gourmet kitchen boasts quartz countertops and high-end appliances. Additional amenities include a pickleball/tennis court, wine cellar, solarium, and a koi pond in the courtyard. Adjacent to Bridle Trails State Park, this private retreat offers luxury living just minutes from Bellevue's top amenities. Wes calls it "one of the most architecturally significant homes" he's encountered—truly a one-of-a-kind opportunity.

4. Henry Shim Leads with Innovation and Integrity
 Henry Shim, President of Real Estate Seattle, Inc., leads with a passion for helping clients achieve their homeownership dreams. Starting his career in real estate in 2004, Henry has navigated market changes, remodeled 25 homes, and built a successful team, The Henry Shim Group, with nearly 500 transactions. His approach emphasizes integrity, innovation, and collaboration. Beyond business, Henry is dedicated

to philanthropy and enjoys spending time with his family. Known for his positive outlook and commitment to continuous learning, Henry advises aspiring professionals to find mentors and prioritize client relationships, making him a respected figure in Seattle's real estate community.

5. Neda Perrina:
Driven by Grit, Family, and Exceptional Service in Real Estate
 Neda Perrina, a Founding Member of Realogics Sotheby's International Realty, attributes her success in real estate to one word: grit. With a background in sales, management, and financial services, Neda pivoted to real estate to balance work and family life. Known for her exceptional client care, Neda specializes in relocations and works with clients across all price ranges, treating them like family. She values teamwork and is deeply involved in her community, from school fundraisers to helping those in need. Ranked among the Top 100 agents globally, Neda's focus on service and authenticity continues to drive her success and client satisfaction.



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1. Beautifully Designed Luxury Living on Union Hill Presented by David Hogan of Windermere

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.

2. Grit and Gratitude: Kayla Preston's Journey of Resilience and Community Impact

Kayla Preston's life is defined by resilience, grit, and a deep commitment to both her clients and community. A senior broker at Every Door Real Estate, Kayla's career began in property management and evolved through pivotal roles at Zillow and Invitation Homes. Diagnosed with rare lung cancer at 22, she has never let this challenge define her, continuing to live life to the fullest. Passionate about volunteering, Kayla has been a key member of CHEER Seattle, raising funds and awareness for the LGBTQIA+ community. With an infectious energy, Kayla's success stems from living each day as if it were her last, embracing every opportunity.

3. A Night of REST: Ending Human Trafficking in King County

Calvin's story is a heartbreaking example of how vulnerable youth can fall prey to exploitation and

sex trafficking. Lured online and manipulated into running away, he was trapped in a life of abuse before finding help at REST (Real Escape from the Sex Trade). Sadly, stories like his are not rare; human trafficking affects vulnerable individuals everywhere, including Seattle and its suburbs. REST is leading the fight against sex trafficking by offering survivors a path to healing. You can

help make a difference by supporting REST's work through donations, volunteering, and attending their annual gala, A Night of REST.

4. McGinness Family Insurance Inc.: Covering What Matters Most

Cam McGinness leads McGinness Family Insurance, a trusted agency founded in 1999, with a focus on personalized care and integrity. After

serving in the U.S. Marine Corps, Cam joined his father's agency in 2013, eventually purchasing it in 2019. Under his leadership, the agency has grown significantly, managing nearly \$16 million in premiums. Cam's commitment extends beyond business, helping real estate agents and their clients navigate complex insurance needs. Actively involved in the community, Cam supports charitable causes and gives back through service. For reliable coverage and exceptional service, McGinness Family Insurance is a trusted partner.

5. Beth Kovacevich: A Legacy of Excellence in Real Estate

With 25 years of experience, Beth Kovacevich is a top-rated realtor at Marketplace Sotheby's International Realty, recognized for her expertise in sales, negotiation, and client care. Recently awarded #1 Realtor for 2023, Beth's philosophy focuses on making the home buying and selling process enjoyable and stress-free. A Washington native, Beth excels in serving a broad range of clients, from first-time buyers to luxury buyers. Her unwavering commitment to clients, strong communication skills, and personal touch make her a trusted advisor, with many clients becoming lifelong friends. Beth also supports local charities and mentors new realtors.

6. Discover Suncadia with A+R Homes and NW Roots Construction

In August, we gathered in Suncadia to offer real estate agents and partners a sneak peek into the future of the resort. Attendees toured stunning homes by NW Roots Construction and A+R Homes, including the largest build in Suncadia. We also learned about the exciting new development, Suncadia Social. A special thank you to our sponsors: All Covered Painting, Adrian Webb, NW Roots, and Seattle RP. The event highlighted new opportunities and partnerships, paving the way for future collaborations outside our immediate area.



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**1. The Honor Flight Network:
A Journey of Gratitude
and Remembrance**

In 2005, Earl Morse and Jeff Miller created a groundbreaking initiative to honor America’s veterans: the Honor Flight Network. What began as a small gesture to fly WWII veterans to Washington, D.C. has now expanded to include veterans from the Korean and Vietnam Wars. Since 2013, Puget Sound Honor Flight has provided nearly 1,850 local veterans the opportunity to visit the memorials dedicated to their service. These trips are lifechanging experiences offering veterans a chance for reflection, camaraderie, and peace. All flights are free thanks to generous donations.



**2. Timeless Elegance
Meets Waterfront Living
Presented by Kimberly Morgan Storey,
Coldwell Banker Danforth**

Welcome to this one-of-a-kind estate, where luxury meets breathtaking beauty. This former Weyerhaeuser Mansion offers unparalleled privacy & sweeping Western panoramic views of the Puget Sound. Watch ferries glide across & enjoy the surrounding wildlife. Nestled on 1.29 acres of lush, mature landscaping with medium bank waterfront, this home offers timeless elegance. Featuring 6 beds, 8 baths, stunning crystal chandeliers, 2 primary suites, wine room, exercise room, in-ground pool for relaxing, 2 kitchens including a chef’s kitchen & great room that opens to an outdoor patio; this estate is perfect for everyday living & grand entertaining. Unwind every evening with spectacular sunsets—this isn’t just a home, it’s a serene retreat.



3. Roman Shulyak: Building Forward

Roman Shulyak, Founder and Managing Broker of Kronos Real Estate, has built a thriving business by blending his passion for negotiation with a client-first approach. After starting in real estate in 2013, Shulyak launched Kronos with a vision to create a supportive, dynamic brokerage. With nearly \$50 million in contracts, including high-value deals,



he’s set a new standard in real estate. A committed family man and active community member, Shulyak’s advice to new agents is to leverage personal connections and always deliver exceptional service. His drive, integrity, and dedication continue to shape his success and industry impact.

**4. The Power of Partnership:
Allison Trull and Lisa Boyd’s Enduring
Impact on Puget Sound Real Estate**

With over 30 years of success, the Boyd & Trull team at Coldwell Banker Bain

thrives on collaboration. Lisa Boyd, with her engineering background, and Allison Trull, a seasoned marketer, bring complementary skills that help clients navigate the ever-evolving real estate market. Specializing in the Puget Sound area, they value long-term relationships, ensuring clients’ needs are met both during and after a sale. Passionate about history, community, and client satisfaction, their work extends beyond transactions—creating lasting bonds and a reputation for excellence in real estate.



5. Alchemy’s Dynamic Duo:

Tom Skepetaris & Rebecca Mitsui
Tom Skepetaris and Rebecca Mitsui are redefining real estate success as King County’s top listing duo at Alchemy Real Estate. With Tom’s passion for working with buyers and Rebecca’s expertise in listings, their collaboration has created a seamless partnership that thrives on trust, communication, and a shared commitment to excellence. Their holistic approach, supported by Alchemy’s comprehensive business model, allows them to navigate complex deals and deliver exceptional results. Focused on providing value, not just sales, their success is built on integrity, client satisfaction, and a deep understanding of Seattle’s dynamic market. Together, they’re “making it rain” for clients and colleagues alike.



1. Mastermind Event Recap

The September Mastermind event was a success focusing on market conditions, investment strategies, lead generation, and work-life balance. Attendees collaborated in smaller groups, gaining valuable insights. The event, moderated by Adam Cothes of eXp, was hosted by NexTitle and sponsored by Rob Bingham (Outdoor Lighting Perspectives), Cindy Fraioli (Cross Country Mortgage), and Brian Wolfe (ProStar Insurance). Quarterly Masterminds aim to provide value to the agent community by

tackling diverse topics. The next Mastermind is set for late January.

2. Meet Mike Colagrossi from Loan Depot NW

Mike Colagrossi, Branch Manager at Loan Depot NW, leads a team committed to delivering personalized, transparent mortgage services. With over 20 years in the industry, Mike's experience includes roles at Bay Equity Home Loans and NFM Lending. His approach emphasizes strong communication, trust-building, and empowering loan officers by reducing back-office tasks. A family man with a passion for community, Mike balances his professional ambitions with family life and philanthropy. He aims to expand Loan Depot NW's reach while maintaining a personal, client-focused approach, ensuring everyone receives



clear, trustworthy guidance throughout the mortgage process.

3. Breaking New Ground: Windermere and Seabrook's Transformative Partnership

Windermere Real Estate and Seabrook, a coastal community created by visionary developers Casey and Laura Roloff, have formed a powerful partnership focused on creating lasting, vibrant communities. Windermere's OB Jacobi, with decades of real estate experience, sees Seabrook as more than just a development—it's a lifestyle. The partnership aims to bridge the gap between Seabrook's allure and potential buyers, helping agents offer clients unique experiences rather than just properties. With plans to expand Seabrook's reach, this collaboration is set to transform second home ownership and community living in the Pacific Northwest.

4. Ivan Grishko: A Journey from Hard Work to Real Estate Success

Ivan Grishko, President and CEO of The Grishko Group with eXp Realty, has built a thriving career in real estate after a challenging start. Immigrating from Ukraine in 1992, Ivan worked multiple tough jobs before pursuing a



college degree and venturing into real estate. After years of perseverance, he grew his business to nearly \$25 million in transactions in 2023. Ivan and his wife Viktoria, who serves as Client Care Coordinator, prioritize lasting relationships over transactions. With a commitment to trust and community, Ivan's approach has earned him a strong reputation and a dedicated client base.

5. Sleek & Sophisticated: Inside a Stunning Medina New Construction Home Presented by Broker Franklin Melzer, Keller Williams

This exceptional 5-bedroom, 6.5-bath modern home in Medina spans 6,629 square feet on nearly a 20,000-square-foot lot. Featuring a gated entry, a two-story atrium with skylights, and expansive outdoor living spaces, the home boasts high-end finishes throughout. Highlights include a gourmet kitchen, scullery, sauna, fitness room, and a luxurious master suite with a private deck. Designed by McCullough Architects and built by MGM Construction and AM Development, this home showcases meticulous attention



to detail. The development team, known for luxury residences in Clyde Hill and Medina, continues to create homes that blend design, craftsmanship, and luxury seamlessly.



6. Michael Orbino: A Leader Grounded in Service and Humility

Michael Orbino, a key member of Team Foster at Compass, has built a successful career in real estate driven by curiosity, hard work, and community service. Starting at Wells Fargo as a young banker, Michael transitioned to real estate, where he became a trusted expert in new construction. His leadership style, shaped by humility, led him to serve as President of Seattle King County Realtors (SKCR) during a time of crisis. Committed to mentoring others, Michael advises aspiring agents to focus on relationships and problem-solving. Above all, he emphasizes the importance of family, community, and surrounding oneself with great people to achieve success.





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