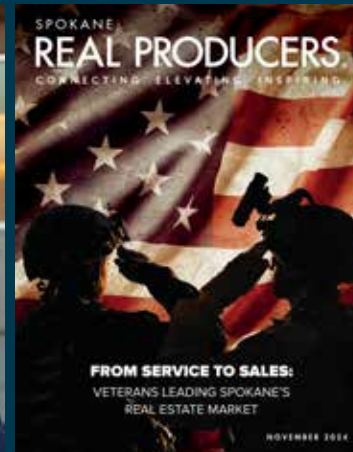


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Contents

PROFILES



10 2024 Rising Stars



16 2024 Veterans Tribute



20 2024 Top Producers
COVER STORY



If you are interested in nominating people for certain stories, please email us at: june.ladd@n2pub.com

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ALI POMEROY

“One day you’ll start to learn all the contracts and be incredibly overwhelmed... suddenly, things don’t even take a second thought. It’s like driving a stick shift!”



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SKYLAR OBERST

“While the prospect of becoming a REALTOR® may seem straightforward, the key is resilience. There were moments at the start of my career when self-doubt crept in, and I questioned my business. Questioned whether I’d ever be “good enough.” The crucial takeaway is not to let these moments define your path. It’s normal to face challenges, but perseverance is the key to success. Don’t give up, as success often comes to those who persist through the initial hurdles. And I am so glad I didn’t!”



Photo by Pix'All Photography

NIKKI KUBAS

“I deeply care about people and have a heartfelt desire to see them thrive in life, whether it’s by guiding them through real estate endeavors or being a nurturing presence they can turn to for support and loving advice.”

REANNA GUERRERO



Photo by Rene Guerrero Photography

“Success as a now 22-year-old is all about finding your groove and making strides toward your goals. It’s about figuring out what lights you up and diving headfirst into it. For some, it might mean acing exams, landing internships, or hustling to make ends meet while pursuing your passion project. For me, it means exploring new opportunities, because now is our chance to fail. We are young, we don’t have to have everything figured out. We have this opportunity to be able to do whatever we want in life! Ultimately, success at 22 is about embracing the journey, staying true to yourself, and chasing after what sets your soul on fire.”

HAYDN HALSTEAD

“I don’t think I’d be where I am today without someone to lean on and someone that was willing to stick with me while I figured out this crazy business... Haydn from 2019 would be absolutely stoked to see where he is now. Living in a beautiful home in the Audubon neighborhood, getting married to an amazing woman, playing music on the weekends, volunteering to teach kids music when time allows, and getting to help people every day find their place in Spokane.”



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NELLIE OTOUPALIK

“While my upbringing has certainly dealt me a unique hand of cards, through it all, I’ve learned to turn challenges into opportunities and to never surrender to adversity.”

Photo by Paige O. Gullikson



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ELIZABETH MACADAM BEARD

“Spokane has become home—something I have realized is the most sacred of spaces. It’s where I truly emerged into adulthood, learned hard and valuable life lessons, accomplished huge milestones, met my husband, and grown into the person I am today.”

JAMIE REYES

“Being a REALTOR® is more than a transaction. For me, it’s building relationships and lifelong friendships; being able to help families not just find a house but a place they can call home.”



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RHEANNON ANDROCKITIS

“Seeing the happiness of a person or family when they find their home is incredibly rewarding... It’s about creating lasting memories and helping people achieve their dreams.”



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CAYLIN NOVELL

“Every deal is different. Each day offers an opportunity to learn something new or meet someone new that I can add to my sphere.”



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LABRINA WINFREY

“Real estate, for me, isn’t just a career—it’s the fulfillment of a lifelong passion for creating spaces where families feel connected and truly at home.”



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JOHN LANGFORD

"I did three tours in Iraq from 2003 to 2009. The gratitude that the Iraqi people expressed once they were free from a dictator, was incredible and it was incredibly satisfying to know what we were a force for good."



DAVE REYNOLDS

"To me Veterans Day allows for people who may not have felt any level of appreciation for the sacrifice (family time, physical or mental health or any others) they made while serving the greatest country in the world. Many veterans I have met have told me they don't believe their job was very significant just because they were not engaged in combat. The truth couldn't be further from this, every single man and woman who has contributed is what continues to ensure protection of the freedoms we all enjoy."



NICOLE & STEPHEN MALUBAY

"I am honored to have served but even more honored to know the soldiers in my life. My husband who is still serving in the Army Reserves is going on 28 years now and is the one I spend every Veterans day with." - Nicole



RHEANNON ANDROCKITIS

My father and grandfather both served in the military, and I'm sure at a young age it was instilled in me to join. I decided to talk to a recruiter after high school and joined. I was drawn to the opportunity not only to explore different parts of the world but also to build a meaningful career. I think I was looking for adventure and a sense of purpose and I did. It was and still is one of the best things I did with my life.

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JACKIE SANDOVAL

“When I started my real estate journey, I wanted to make sure that I helped people who were like me, people who felt hopeless, people who felt like owning a home was such a far-off dream that it would never be achievable, and people who just needed a little guidance...My ultimate goal is to help guide anyone and everyone through the process of homeownership, and all I ask is for everyone to “Trust The Plan.”



JEFF THOMAS

“I have had to work extremely hard to get to where I am in my career and all of the struggles I have had to get to this point have made me so much stronger. This last year I had to go back to the basics and I did a lot of those things that I did in the past to earn business. It was pretty humbling to find out that this past year was my best year to date and it was easily one of my hardest years.”



JENNIFER CLEMENS

“Throughout my college and post-college years, I learned so many different aspects of business and life that I was able to apply to my real estate business. From complex spreadsheets, I had to create and manage to support massive amounts of data to the presentations I crafted to simplify and summarize results translated directly to creating and presenting buyers presentations, listing presentations, and multiple offer worksheets. I think very strategically and that is so helpful in creating individualized marketing plans and crafting winning offers for my buyers. I hope that someone reading this takes to heart that they should never stop learning and growing and it is never too late to try something new, learn a new skill, and apply existing skills to new situations.”



DESIREE RENSHAW

“It is essential to take risks – even at the cost of looking like a failure – and to support others who take risks and put themselves out there.”



**TRAVIS LITRAS
& KALI BUTLER**
PHOTO BY CASCADIA DESIGNED

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Photo by Cally Duncan

CHRIS CANNING
“It’s sitting in bed at the end of each day knowing that I’ve done everything I could do in that day to make myself and those around me happy and content.”



Photo by Pix'All Photography

BILLY DEESE
“I had to go through all that, in my past, to be where I am today. As much as I wish I could change some things, I don’t think I should, or else I might not be where I am today.”

**JOHN GRAHAM
& THE LEGACY GROUP**
“I’ve always been someone who drives fast and wants to push through situations, but I’ve learned that it’s often better to be patient, to come from a place of curiosity rather than just pushing forward.”



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JUSTIN THOET
“Real estate became not just a passion, but a lifeline...Every challenge, every detour, has shaped me into the person I am today.”



JACOB MACK
“The business of an agent is sometimes like a roller coaster. There are highs and lows, and I’ve learned to enjoy the hustle and grind when things are busy and to take advantage of quality time with family when things slow down.”

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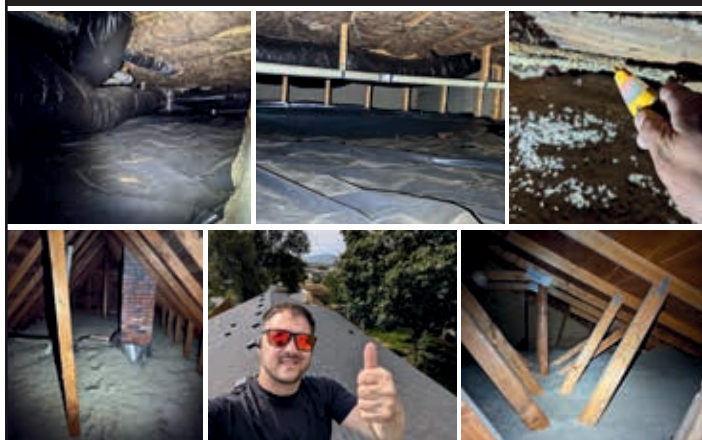


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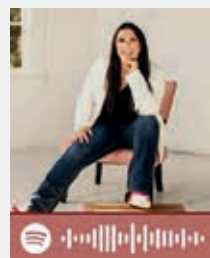
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We are proud to support Mikayla as she balances her professional role with her personal advocacy. Her strength and dedication inspire our team every day, reminding us of the importance of fostering a workplace that values life outside the office.

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Thurs, February 13th

Save the Date 5:30pm - 8:00pm

Location: TBD



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