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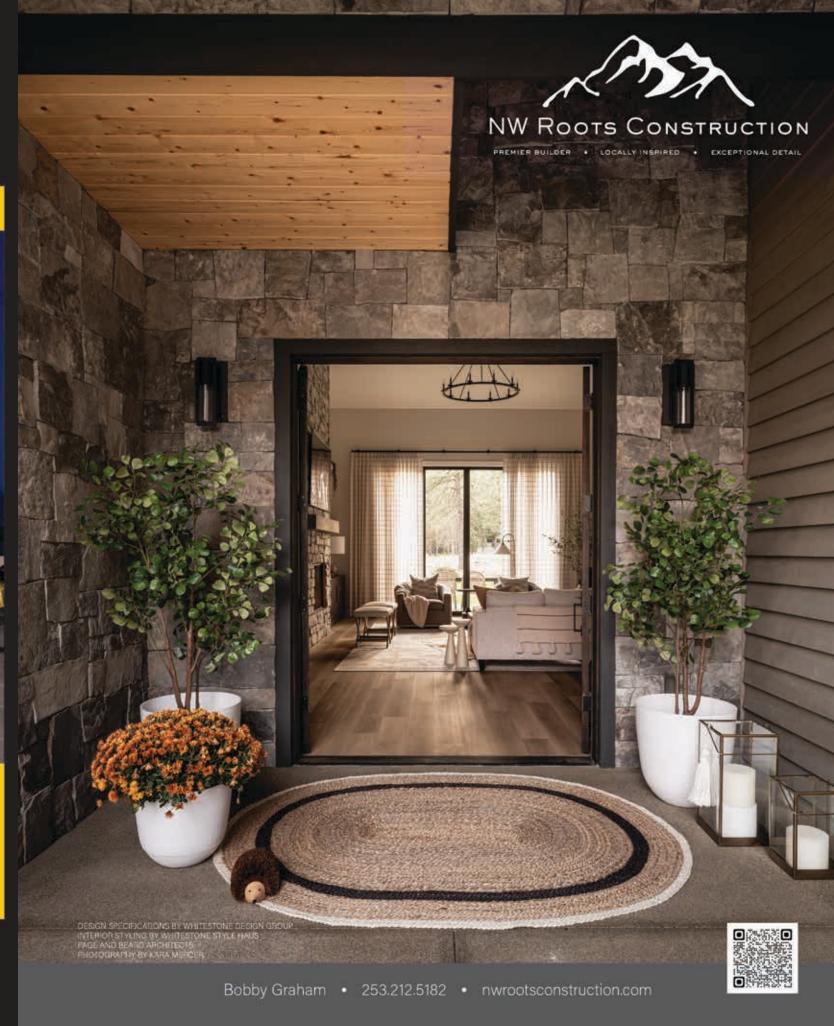
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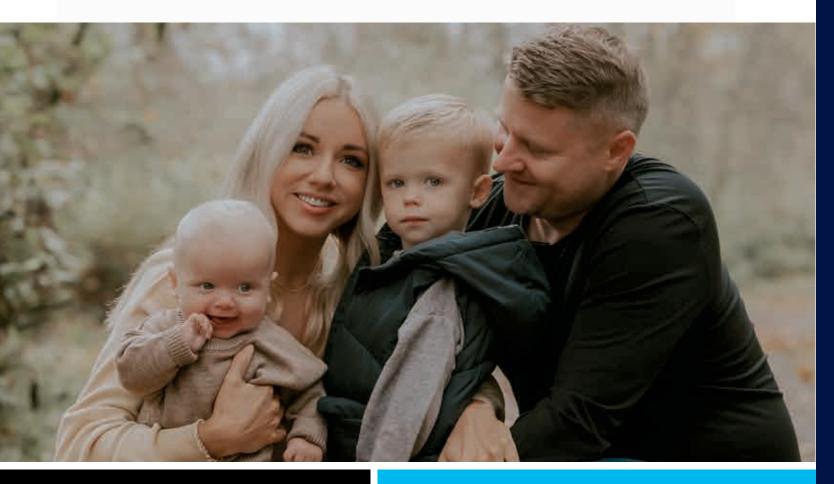
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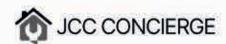
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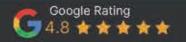


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Congratulations!

You are a Seattle Real Producer!

f you are receiving this magazine for the first time, this means you had an incredible year in real estate in 2024! You are amongst the top 500 producing brokers (by volume) in King and Snohomish Counties. This is not a pay to play real estate brokers! Everything we do and highlight is earned through production and nomination by your peers.

Whether you are receiving this publication for the 2nd time, 5th time, or 7th time, you have shown the ability to consistently succeed in an incredibly competitive and fast paced industry.

Real Producers magazine started in Indianapolis in 2015 and is now in over 140 markets across the nation and spreading rapidly. I relaunched Seattle Real Producers in July of 2019. Name a large city, and we are there or will be soon! In every market, we take the top 500 agents, based on the MLS production, and build an exclusive magazine around those agents.

We share their stories, successes, market trends, upcoming events — really anything that will connect, inform, and inspire, we put in the monthly publication. We strive to inform and inspire the top-producing real estate agents in the local market and connect them socially. The secondary focus is to provide an avenue for our preferred partners to create relationships with these top performers on a level that they might not be able to achieve on their own.

Events!

For those of us immersed in the real estate community, we all get invited to a lot of events. We know how valuable your time at work is, and more importantly, your time with family. We know what it means to make sacrifices. Last year, Seattle Real Producers put on or took part in seven main events including masterminds, panel events, a nonprofit Real Impact event, YPN Blue Bash, an in-person Suncadia event, and in December, a year-end celebration at the W.

We don't plan on slowing down anytime soon, so keep an eye out for the Thornton Creek Commons invite in March, a clock hour class event in Seabrook, WA, and a VIP event in Suncadia. If you are a Real Producer, you are invited. Keep an eye out for Eventbrite's, emails, and texts to make sure you know about our amazing events.

Collaborating with the best brokers in the Puget Sound brings unimaginable value and we want to make sure that if you are sacrificing time out of your day, it is well worth it. Those who have attended our events would tell you it's worth showing up and engaging with your top producing peers.

Breakdown:

Q: Who receives Seattle Real Producers magazine?

A: The top 500 agents in King and Snohomish counties. The list will reset at the end of every year and will continue to update annually.

Q: What is the process for being featured in this magazine?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate REALTORS®. We will consider anyone brought to our attention who is in the top 500 because we don't know everyone's story, so we need your help to learn about them. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion.

Q: What does it cost a REALTOR®/ team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers. Our goal is to showcase the best and brightest and to collaborate. Elevate. Inspire.

We can't wait to connect with the new brokers who have earned their way on to the list this year!

> Nominate a Broker you respect! Email shea.robinson@n2co.com

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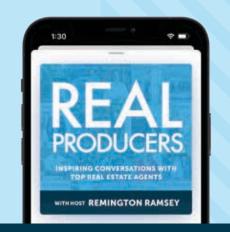
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If you are interested in contributing or nominating REALTORS® for certain stories, please email Shea at Shea.Robinson@N2Co.com.

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Meet The Team



Shea Robinson
Owner
Shea.Robinson@n2co.com



Lindsay Rucker-Robinson *Owner*



Carl Roe
Publishing Assistant
ads_seattlerp@n2co.com



Jenny Hart Danowski *Writing & Editing*



Barbara Pearson
Freelance Writer



Kaitlyn Neitman Freelance Writer



Jessica Ronzo Social Media



Heather MittsSocial Media



Rachael Ann FOCUSED Media Collective



Dru SolbergFreeStyle Production



Melinda Wong Pics by Pix Real Estate Photography



Jackie Phairow Photography



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Mike Colagrossi
Branch Manager | NMLS # 60242
M: 425.223.1997
mikec@loandepot.com
https://www.loanDepot.com/mikec



Augie Bukowski

Branch Manager | NMLS # 107696
M: 206.380.9989
abukowski@loandepot.com
https://www.loanDepot.com/abukowski

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Molly Seefried
Production Manager
425-344-6021
mseefried@loandepot.com



Nicki Syson Client Relations _____nsyson@loandepot.com



Jeff Connor Closing Manager (509) 592-3812







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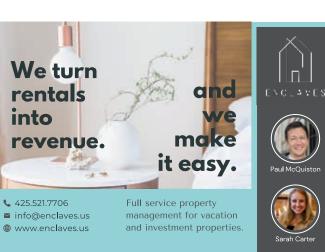


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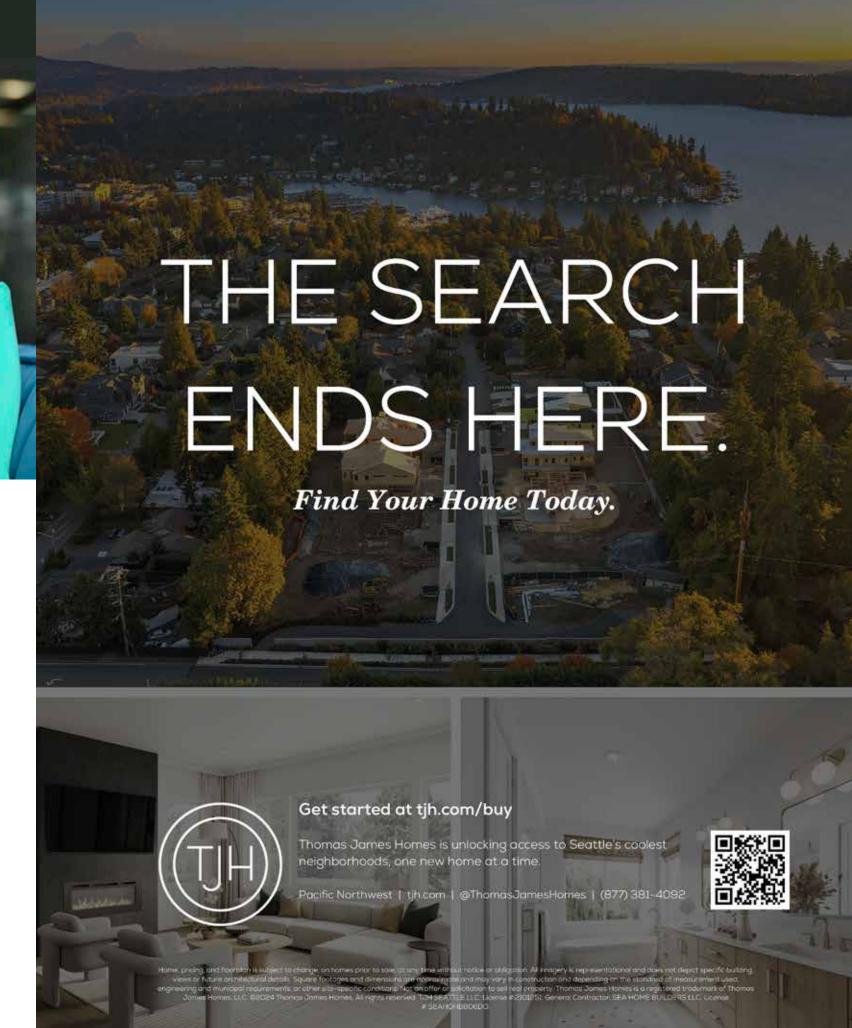












PUBLISHER'S OTE

Welcome to the March issue of Seattle Real Producers!

We are so excited to share this month's issue with a brand new group of Real Producers. The list doesn't completely turn over, because we all know there are brokers who produce at an extremely high level, year in and year out. For many of those brokers, this publication is a mainstay, as they continue to earn the right to receive it. Please make sure you check out the "Congratulations! You are a Seattle Real Producer" article in the front of the magazine. It answers the basic question, why am I receiving this? The simple answer, you earned it.

We have already seen some changes take place in 2025. We have seen a new president sworn in and the changes that come with a new leader in office. We survived the bitter cold that decided to join us in January and March. But even though the temperature might have been chilly, the real estate market has shown signs of heating up.

This month, as we do every other month, we highlight a few amazing brokers, our sponsors, events, and an excellent Notable Home. We are not *Inman News*, so we will not email you 14 times a day and share titles to articles that come from all over the country. We want to share what's happening in our market, and our market alone—the names, faces, producers, leaders, and philanthropists. These are what matter to us, and we hope they matter to you too.

Nurturing existing relationships and cultivating new ones is something brokers thrive on, and many seem to pull off naturally. We are here to connect you, elevate you in your business,



and inspire you to show you what's capable. This is all possible because of our Preferred Partners. They have been recommended by top producing agents who work with them on a monthly, weekly, and in some cases, daily basis. These are the quality businesses that want to build relationships with you and make your life easier.

We appreciate everyone who engages in our platform, and I can't wait to meet more of you in 2025!

Keep an eye out for the next event invite and we'll see you there!

Warm Regards, Shea Robinson



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to a massive yard with a covered patio featuring BBQ, heaters, and a linear fireplace, creating an ideal space for year-round entertaining. Each bedroom includes an en-suite bath and walk-in closet, providing personal retreats for everyone in the family.

The main level offers a seamless flow between spaces enhanced by abundant natural light and soaring ceilings. The impressive kitchen, along with a prep kitchen equipped with a Wolf range, refrigerator, and dishwasher, is a chef's dream. A stylish bar area with an ice maker and beverage fridge looks into the wine room, enhancing the entertainment experience. The two-story great room and large dining room, adorned with custom chandeliers from Morocco, set the stage for gatherings. Additional features include a junior suite with heated bathroom floors, an office, and a convenient mudroom with a stackable washer/dryer.











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Upstairs, custom railings and stairs lead to the open, light-filled hallways. A primary suite is complete with walk-in closets, a coffee bar, and a beverage fridge. The primary bedroom showcases a stunning closet build-out and a spalike bath. Three additional bedrooms each feature private baths and walk-in closets, while a bonus room, powder room, and a laundry room with two sets of washer/dryers complete this level.

The one-bedroom guest house features a living room, full kitchen, laundry area, and powder room, along with its own entrance, parking pad, and one-car garage with an electric car charger. It also has its own courtyard and an outdoor BBQ, making it perfect for extended family, an au pair, or a private office space.

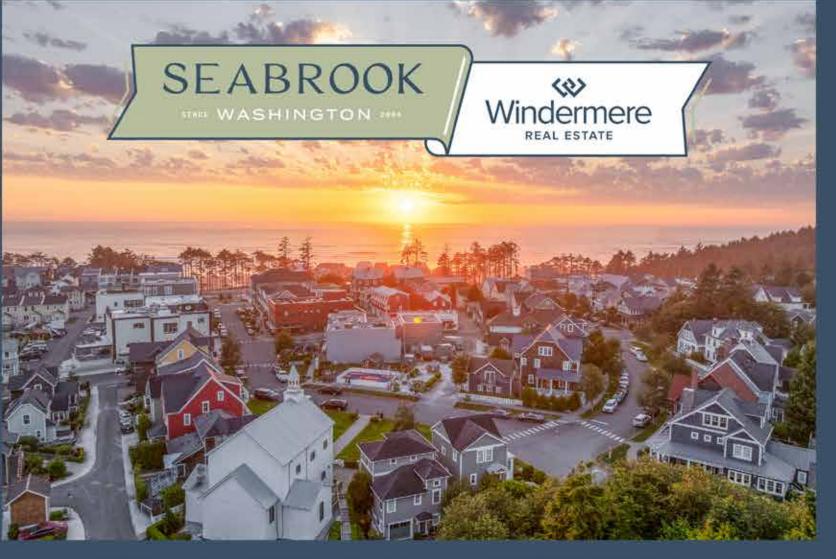






Situated on over half an acre of flat, expansive, and private yard, this property provides ample room to play complemented by multiple outdoor living spaces, two built-in BBQs, and covered patios with heaters. Located in the coveted Medina neighborhood, this home is just minutes from Medina Park, Medina Beach Park, and top-rated schools, making it an unbeatable location for families. With energy-efficient systems, home automation, and high-end appliances throughout, this exquisite residence offers a lifestyle of comfort and luxury. Your dream lifestyle awaits—experience the perfect blend of elegance and functionality in this stunning new construction!





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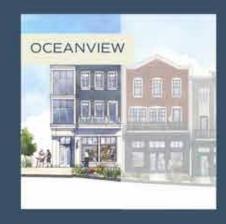
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POVERINTO THE NEW YEAR

PHOTOS BY JOSH SIKORA

In mid January, Adrian Webb of Milestone Mortgage put on an event at his Irish Pub out in Snoqualmie Falls. If you are ever looking to run your own event in a fun atmosphere, don't hesitate to reach out. With the support of Scott Miller of JCC Concierge and *Seattle Real Producers*, this event turned out to be incredible. The pub was packed with top producing broker and real estate professionals and the energy and conversation was palpable.

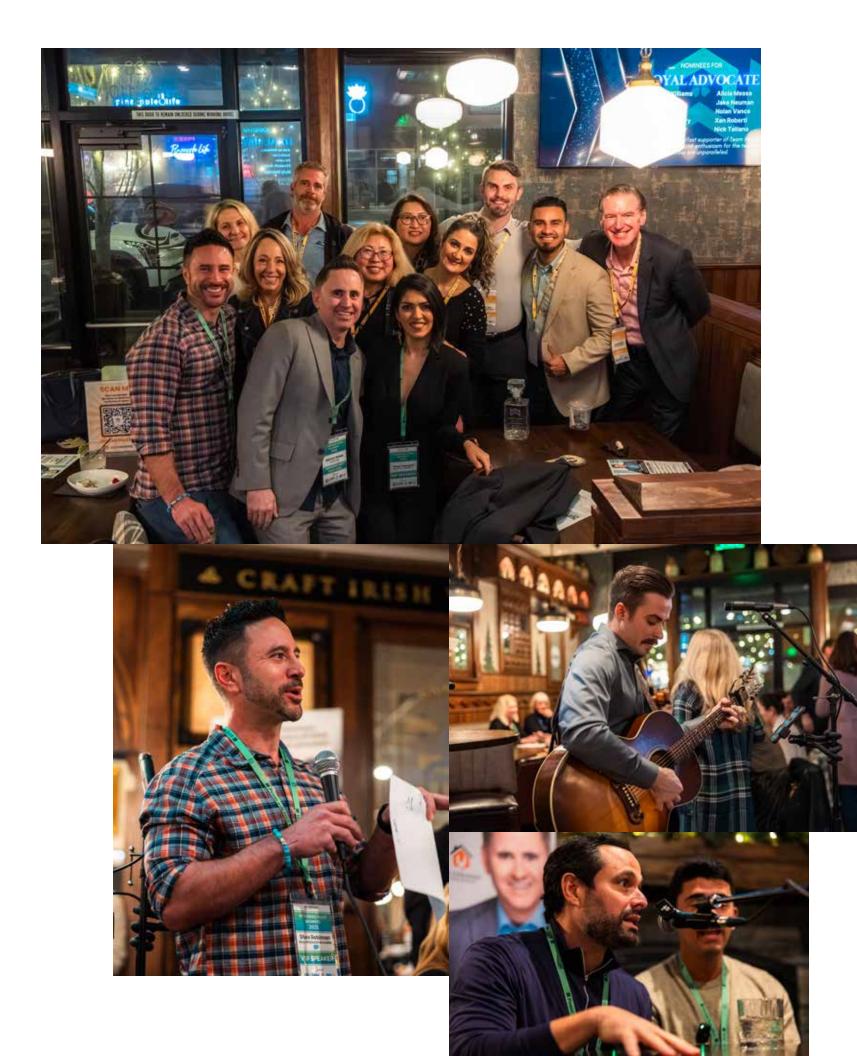
The night began with networking, live music, and cocktails and did not disappoint. In the middle of the evening we hosted two separate panels that gave their take on what they were implementing in 2025, how they were overcoming some new obstacles, and finally, how they aimed to focus on past clients. The first panel consisted of Chris Dalto, Jason Mesnick, Beth

Traverso, and Mike Chaffee. The second consisted of Hao Dang, Yassi Jazayeri, Roy Towse, and Brian Alfi. These panelists produced over 500 million in volume in 2024. Not a bad group to hear from! The night had a bow put on it and, while there were nominations for several different awards, a handful of brokers went home with a customized whiskey bottle and little extra pep in their step.

Events such as these are why what we do is so special-collaborating with those who have a proven track record of success and are also just fun to be around. This is the 2nd year *Seattle Real Producers* has taken part in this event, and we look forward to bringing it back next year.

A huge thanks to all the brokers who were able to attend.











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Julia & Mark Mark

WRITTEN BY DAVE DANIELSON • PHOTOS BY FOCUSED MEDIA COLLECTIVE Making an Impact

Your clients appreciate the experience and expertise you put to work each day on their behalf. In turn, you make a true difference.

Julia & Mark Krill cherish playing that role for their clients, as well. For Julia, real estate is more than just a career—it's a family legacy, a passion, and a way to impact people's lives in a meaningful way. As a REALTOR® and Luxury Advisor at Windermere Real Estate, Julia has been serving clients since obtaining her real estate license in July 1993.

Over the years, she has built a thriving business alongside her husband, Mark, creating a dynamic partnership that combines their unique expertise to provide top-tier service to buyers and sellers alike.

A Family Business Rooted in Passion

Real estate runs in Julia's blood. She began her career working alongside her mother, a highly respected agent who had been selling homes on the Eastside for over 20 years. Julia started as her mother's assistant and buyer's agent, learning the intricacies of the industry before eventually buying out her mother's business and continuing the family legacy.

Julia's passion for real estate is deeply rooted in the joy of helping clients navigate major life decisions. "I love the fact that we're helping people and impacting their lives, whether it's a buyer or an investor," she says. "Guiding them through the decision-making process and advocating for their best interests is incredibly rewarding."

The Power of Partnership

In 2002, Julia's husband, Mark, joined her in the business, bringing with him a wealth of knowledge in construction and investment properties. Their partnership was a natural fit— Julia focused on the marketing, pricing, and staging aspects of real estate, while Mark specialized in inspections and building/ remodeling consultations.

"Having partnered with my mom for a few years, I knew what a familial business partnership looked like," Julia explains. "Mark's understanding of construction is invaluable in this

industry, and we've developed a strong division of responsibilities that plays to both of our strengths."

Their complementary skill sets have helped them build a business that clients trust. Together, they provide a well-rounded approach to buying and selling homes, ensuring that every aspect of a transaction is handled with expertise and care.

A Business Built on Impact and Community For Julia & Mark, real estate is about more than just closing deals—it's about making a positive impact on people's lives. This drive extends beyond their work with clients and into her community involvement. "I'm a big believer in getting involved in the community," Julia shares. "I spent a lot of time volunteering with the Bellevue School District, which ties into my passion for helping others. As REALTORS®, we are consultants who help our clients make informed decisions, and that same mindset applies to giving back to the community."

Julia and Mark support several organizations, including the Bellevue School District, the Bellevue Foundation, and the Windermere Foundation, which focuses on supporting low-income housing initiatives. Their commitment to service extends beyond real estate, making a meaningful difference in the lives of others.





A Record of Success

With over 30 years in the business, Julia and Mark have built a reputation for excellence. Their dedication to client satisfaction and strategic approach to real estate have led to impressive results. In 2024 alone, they completed 40 transactions, totaling \$95+ million in sales volume, a testament to their expertise and dedication.

"Our goal is to help clients maximize their investment potential," Julia explains. "We take the time to offer ideas and recommendations that will not only help them find their dream home but also ensure that they are making smart financial decisions."

Balancing Work and Life

While real estate is an all-encompassing career, Julia and Mark prioritize making time for family and personal interests. They recently moved to downtown Kirkland after spending many years in Bellevue, embracing a new chapter in their lives. Their three children—Connor, Nat, and Ryan—are pursuing their own passions, with careers and adventures that span the country.

When they aren't working, Julia and Mark enjoy spending time outdoors. They own a getaway home on Lake Chelan, where they love summertime activities, snowshoeing, hiking, and enjoying the natural beauty of the Pacific Northwest. Locally, they partake in activities like wine tasting and biking, finding balance amid their busy professional lives.

Advice for Aspiring REALTORS®

For those considering a career in real estate, Julia emphasizes the importance of commitment and perseverance. "Real estate is a lifestyle, not just a career," she says. "You become engrained in your clients' lives, and the unusual hours make it more than a nine-to-five job. You need a genuine passion for helping people, as well as the fortitude and patience to guide them through the process."

She also stresses the importance of self-motivation, business expertise, and an entrepreneurial spirit. "Success in real estate requires consistency. It's about building relationships, staying engaged, and always striving to grow."

A Legacy of Care and Excellence

At the heart of Julia & Mark's success is their genuine care for their clients. "We feel very blessed to receive feedback from clients who appreciate our dedication and sincerity," she says. "We build strong connections, provide trusted guidance, and always put our clients' goals first."

A key part of their team is Jodi LaBow, their Client Services Manager, who has been an integral part of their business for 15+ years. With a strong support system and a passion for excellence, Julia and Mark continue to raise the bar in the real estate industry.

As they look to the future, Julia and Mark remain committed to growing their business and collaborating with other professionals. "I hope to provide value to our local community and fellow REALTORS®," Julia says.

With decades of experience, a deeprooted passion for helping others, and an unwavering commitment to excellence, Julia Krill is not just selling homes—she's making a lasting impact on the lives of her clients and her community.



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Linda Pruitt

Building Stronger Communities

WRITTEN BY DAVE DANIELSON . PHOTOS PROVIDED BY THE COTTAGE COMPANY

When Linda Pruitt co-founded The Cottage Company in the late 1990s, she had a clear vision: To build more than just homes. Her experience in the consumer goods industry and retail sector had instilled in her a deep understanding of what people want—and, more importantly, of what was missing in the housing market. This vision would evolve into something much larger than she ever imagined: A commitment to creating communities that foster meaningful connections.

A Background in Consumer **Goods and Retail**

Linda's path to real estate began in consumer goods, including a role with Federated Department Stores, which later became Macy's. "I was always drawn to the customer—understanding what they wanted, what was missing in the marketplace, and how to meet those needs," Linda explains. "I ran product category divisions, focusing on women's clothing, intimate apparel, and accessories, traveling to Asia and Europe to develop products with a customer-centric approach."

Yet, despite her success in the consumer goods sector, Linda found her true passion in creating spaces where people could truly connect. It was this passion that led to the creation of The Cottage Company, a development firm focused on building not just homes, but communities. The company's philosophy was rooted in creating smaller, carefully crafted homes that would bring people together.

The Vision for **The Cottage Company**

The idea for The Cottage Company was born out of a desire to address the issues that Linda had observed in suburban sprawl. "Many neighborhoods felt anonymous," she says. "People drove into their garages, closed the door, and never saw their neighbors. The human connection was missing."

In the late 90s, Linda and her team embarked on their first development, Third Street Cottages, which consisted of 800-square-foot cottages arranged around a shared courtyard. Inspired by the bungalow-style homes of the pre-WWII years, these cottages offered a sense of community that was sorely lacking in many modern developments. "We wanted to create a space where people could connect, especially in an era where it was increasingly common for families to well-designed homes built around



"I WAS ALWAYS DRAWN TO THE CUSTOMER-UNDERSTANDING WHAT THEY WANTED, WHAT WAS MISSING IN THE MARKETPLACE, AND HOW TO MEET THOSE NEEDS."

community was something people longed for, and The Cottage Company was there to deliver.

The Core Philosophy: Building **Communities. Not Just Homes**

Fast forward two decades, and Linda's commitment to building communities remains at the heart of The Cottage Company's mission. "We don't just build houses; we create communities," Linda says. "We are a development company and general contractor, but our first priority is to design high-performance homes that are thoughtfully planned to connect people."

Over the years, The Cottage Company has completed 11 successful developments, each one focused on creating a tight-knit neighborhood that fosters relationships among home owners.. "Our strategy is to find overlooked parcels of land in already developed neighborhoods," communities in areas where people are

already living, allowing us to integrate into existing neighborhoods."

One such development is Thornton Creek Commons, the company's latest project. Located in Northeast Seattle, Thornton Creek Commons is a pocket community built on a two-and-a-halfacre property bordering the largest watershed in the city. "Thornton Creek is home to wildlife like trout, eagles, and herons," Linda says. "We've designed the community around a shared private park bordering the creek, creating a space where homeowners can connect with nature and one another."

Innovation and Sustainability

Thornton Creek Commons is not only about community—it's also about sustainability. Linda's team has designed the homes to be net-zero capable, meaning they have the potential to generate as much energy as they highly energy efficient and soundproof, creating a living environment that's not only sustainable but also peaceful."

feel isolated," Linda explains. The Third Linda explains. "These are places that consume. "We've made these homes Street Cottages project was a success, offer an opportunity to create what and resonated with a wide variety of we call 'pocket communities.' We're a rarity in the city where noise can be buyers, from young couples to singles not starting from scratch on large, an issue," Linda explains. "It's about and empty nesters. The idea of smaller, empty fields. Instead, we're building

The homes at Thornton Creek Commons are also built with flexibility in mind. Some include studio apartment spaces with level entries, providing the possibility for multi-generational living. This design makes it easier for families to accommodate elderly parents or relatives in need of care, while still maintaining a sense of privacy. "We wanted to create a space that works for people at all stages of life," Linda says.

Beyond the design, The Cottage
Company is proud of the highperformance quality of its homes. All of
the homes in Thornton Creek Commons
are certified with a 5-Star Built Green
Certification from King/Snohomish
County Master Builders Association. This
third-party verification program ensures
the homes meet rigorous standards for
energy efficiency, sustainability, and
environmental impact.

The Impact of the Work
As of now, three families have
purchased homes in Thornton Creek



Commons, and the first owners are moving in. "The right people always show up," Linda reflects. "We don't know exactly who our homebuyers will be when we start building, but we know they will be people who value what we're offering—people who want a beautiful, high quality home in a community that fosters connection."





The process of developing these communities is not without its challenges. Every site is unique, and Linda and her team must carefully navigate each project's specific obstacles. "Innovation isn't easy," she acknowledges. "Every site presents its own set of challenges, but we embrace them. Our goal is to create something special—something that's more than just a place to live."

What has been the most rewarding aspect of Linda's work? The gratitude from homeowners who move into the communities she has created. "People are thankful to have a housing option like this," she says. "They never thought something like this would be possible. It's incredibly fulfilling to see how our work can truly make a difference in people's lives."

Looking Ahead

With the success of Thornton Creek Commons and several other developments under her belt, Linda looks to the future with optimism.



"We're excited to continue creating communities that make a positive impact," she says. "Whether it's through energy-efficient homes, thoughtful designs, or fostering connections between neighbors, we're committed to making a difference."

To learn more about The Cottage Company and its upcoming projects, visit www.CottageCompany.com.



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Sales Volume

32.3

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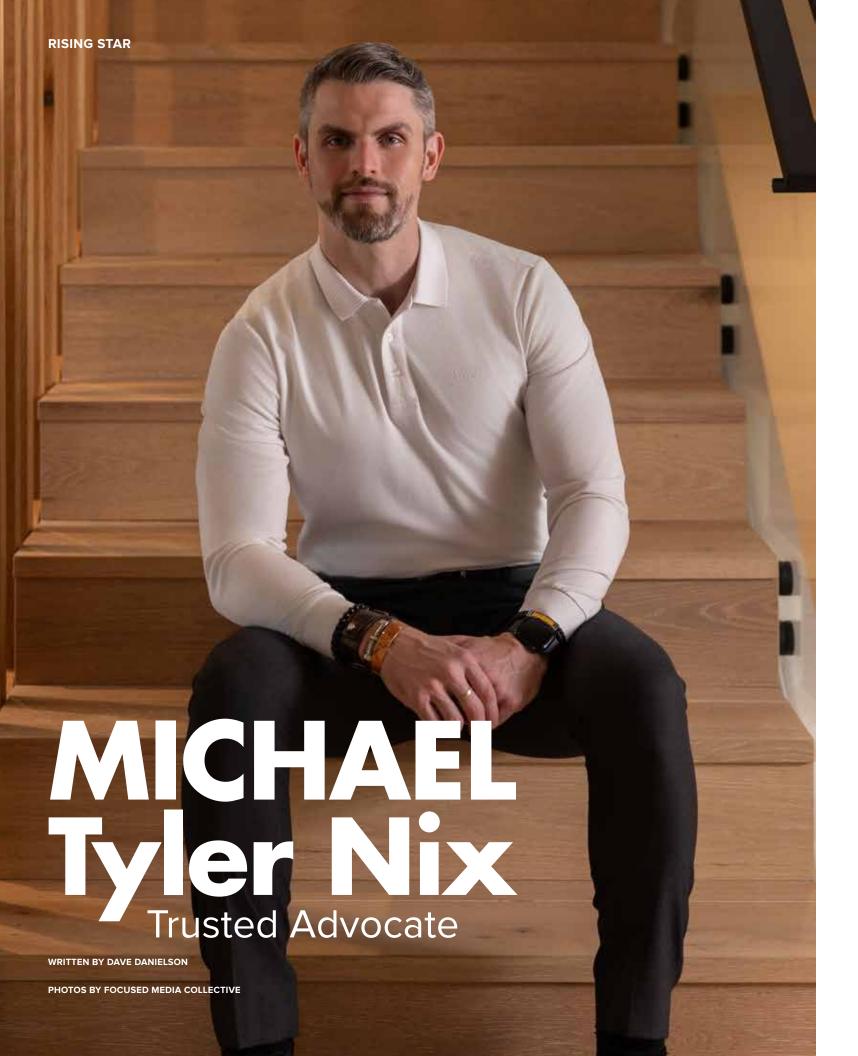
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ne of the greatest compliments that you can earn in this business is knowing that your clients have faith and trust in your ability. That's the feeling that people have when they work with Michael Tyler Nix.

A Humble Beginning in Hospitality

Originally from Raleigh, North Carolina, Michael grew up in a humble entrepreneurial household. It was understood from a young age, "Life is not easy and if you work hard enough, you can be successful at anything you set your mind to."

Knowing how much he enjoyed working with people, Michael spent seven years working at the renowned NC restaurant, The Angus Barn. It was there that he became a sommelier and discovered how he could positively impact people's lives through high degrees of intentional service. His passion for serving people, wine, fine dining, impeccable service and creating lifelong memories, led him to move to Seattle in the beginning of 2018. Upon arrival, Michael found Canlis, a storied restaurant with a reputation for providing generations of guests with exceptional experiences. Michael was inducted on to the dining room staff of Canlis and hung his hat there for the next 3 years.

However, when the COVID-19 Pandemic reshaped the hospitality industry, Michael found himself at a crossroads. Looking for a solution to the challenging times and his next opportunity, he took to the road, operating as a driver for Uber, Lyft and his own private ride company. For the next three years, Michael drove seven days a week, completed over 15,000 trips and covered more than 200,000 miles between 3 different vehicles, getting to know the Greater Seattle area like the back of his hand. He also gained a deep understanding of the communities by talking directly to the people living in them. While on this driving journey, he studied for his real estate license, balancing long hours on the road, with intense focus in preparation for his new career.

The Transition from the Road to Real Estate

Michael earned his real estate license at the end of 2022 and became active in January 2023. He quickly embraced the industry, hosting multiple open houses a week while building relationships with established agents and potential clients. However, just as his momentum was building, he faced a major setback: a torn ACL and meniscus from a flag football injury in March 2023. Resulting in surgery, he was unable to work open houses or drive for 2 months, finding himself in a very tough position.

But as soon as he was able, Michael returned with even greater determination. He dedicated himself to continuing hosting more open houses, remaining positive, consistently showing up and creating meaningful connections. After 11 ½ months and more than 200 open houses, he finally landed his first sale from one of those open houses. This marked the final month of having to drive full-time hours and a major turning point in his career.

Though he had completed his first transaction at the end of his first year, 2024 wasn't guaranteed to be a good year because



of one deal. It was evident to him that he had to continue growing, networking and working hard to bring value to those he crossed paths with. Over the course of the next year, he doubled down on the open houses, acquired a small staging business and managed to balance the rapid growth of his business. Hyper focused month to month, Michael continued securing competitive deals, negotiating major savings, meeting new clients and expanding his network

By the end of 2024, his business had skyrocketed, closing 18 transactions and entering 2025 with 3 pending deals and 1 active listing —many from relationships formed in 2023 and nurtured in previous months. Though this is impressive growth, Michael has expansive goals and higher expectations for himself going forth.

Real Estate: The Ultimate Extension of Hospitality

For Michael, Real Estate is one of the highest forms of hospitality. "I served people at the table for a long time, drove people to and from the table for a long time, and now I'm helping people find their next home to set their own table," he reflects. His approach is deeply personal—every client is treated as a valued guest, with tailored service designed to meet their unique needs and expectations.

"I am incredibly thankful for my upbringing, the impactful journey as a driver during the Pandemic, all the valuable skills and wisdom I obtained while working in the storied



His authenticity and dedication to trust-building set him apart. "My number one goal when getting to know someone is being authentic and trustworthy," he shares. "I strive to establish genuine connections so people feel comfortable and trust me to help them on their journey."

Optimism for 2025 and Beyond

Looking ahead to 2025, Michael is excited about the real estate market's growth and potential. He anticipates increased demand and activity, with more inventory coming onto the market though he expects it to move quickly. As his business continues to grow, he plans to take on more listings while maintaining the high level of service that has defined his approach.

Balancing Work and Life

Despite working tirelessly over the past five years, Michael prioritizes time in nature and making memories with loved ones. Whether hiking, enjoying the water, or simply unwinding outdoors, he understands the importance of recharging outside of work. Family and friends are an important part of Michaels world. He hopes to use his success in real estate to create humanitarian focused businesses down the road. "Don't work for money, work with purpose and for positive impact!"

Advice for New Agents

Michael's journey has taught him invaluable lessons that he shares with aspiring REALTORS®. His top advice? "Work on

leader and professional on a daily basis."

He emphasizes the importance of perseverance, noting that the only way to create opportunities is to put yourself in their path, recognizing them and executing. "Serendipitous events occur way more often in our lives than most people realize... it's the recognition of the serendipity and the execution upon the serendipity that is truly rare... share this perspective with others and the world will be a better place."

A Commitment to Growth and Collaboration

Michael's approach to real estate is grounded in continuous learning and collaboration. "I hope to provide value to the local community and my fellow REALTORS® as I continue to grow

and fine-tune the services I offer. I look forward to learning and working alongside as many great professionals as I can."

As he looks to the future, he encourages others to reach out, connect, and collaborate. With his passion for service, his unwavering work ethic, and his genuine approach to building relationships, Michael Tyler Nix is poised to leave a lasting impact on Greater Seattle's Real Estate landscape.



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