

SPOKANE

MARCH 2025

REAL PRODUCERS[®]

KURT
BURGAN

PHOTO BY
CASCADIA DESIGNED

CONNECTING. ELEVATING. INSPIRING.



Your dog wants that big backyard.

With low down payment options and competitive rates, our FHA loans could make their dreams come true.

Speaking of a dream come true, qualified first-time buyers can get 50% off their origination fee.*

Visit stcu.org/buy or call us at (509) 344-2966.



*Origination fee discount available for qualified first-time homebuyers or those who have not owned a home in the last three years. Contact us for details. Loans subject to approval.



stcu

GOLF LESSONS

*Grow your golf skills
and contact Josh for current
rates and availability!*

Joshua Grenier, PGA
CoachJoshGolf@gmail.com
(208) 770-0170



REAL
PRODUCERS
PODCAST



**Inspiring conversations
with the nation's
top real estate agents.**

*Same Brand, New Reach –
Tune in for free today*

Listen on
Apple Podcasts

LISTEN ON
Spotify

Listen on
amazon music



podcast.realproducersmag.com

**Don't Leave
Your Future
to Luck.**

**Get Life
Insurance
Today!**



Let me show you how you can protect the people
and things you love!



COUNTRY
Financial
Kelly Bass Agency

Kelly Bass

509-444-8821

502 N Mullan Suite A
Spokane Valley, WA 99206

Kelly.Bass@CountryFinancial.com

HOME • AUTO • LIFE • BUSINESS

"COUNTRY Financial®" is the marketing name for the Country Financial family of affiliated companies (collectively, "COUNTRY®", which include COUNTRY Life Insurance Company®, COUNTRY Mutual Insurance Company®, and their respective subsidiaries, located in Bloomington, IL. 1020-601HC_A_25605-6/1/2023

Contents



Kurt Burgan **20** TOP PRODUCER

PROFILES



12 Hakuna Matata Moving



IN THIS ISSUE

- 6 Preferred Partners
- 7 Meet The Team
- 12 Real Partner: Hakuna Matata Moving
- 20 Top Producer: Kurt Burgan

If you are interested in nominating people for certain stories, please email us at: email goes june.ladd@n2co.com

A home warranty that works like a charm.

Fidelity National Home Warranty helps real estate agents grow their business by providing quality home warranty products with exceptional service.

homewarranty.com

KELLY QUINN
509-216-1957
Kelly.Quinn@fnf.com

SPENCER LADD
509-714-5703
spencer.ladd@fnf.com

CRES ADVANTAGE
By Fidelity National Home Warranty

FIDELITY NATIONAL HOME WARRANTY

AF HONEST HOME SERVICES LLC

Discover how we can help save you time and make sure you get the money you deserve from your insurance company during the process of rebuilding or remodeling your home

We Offer Full-Service General Contracting, HVAC & Electrical Services

After your home is damaged by water, fire, smoke or mold and you're ready to rebuild, let us help restore your home!
We negotiate with your insurance company on your behalf

FREE PHONE CONSULTATIONS • LOCALLY WOMAN OWNED

509-537-3632 • HonestAFServices.com • afhhsllc@gmail.com

WA HVAC / GENERAL: AFHONHH785KD | WA ELECTRICAL: AFHONHH7852D
IDAHO HVAC LICENSE # 069921 • IDAHO ELECTRICAL LICENSE # 070516

Frozen Pipes?

CALL YOUR HOME RESTORATION SPECIALIST

24/7 Emergency Response!
Water Damage Removal • Flood Restoration
Mold Restoration • Fire Restoration

AFFORDABLE RESTORATION

208-661-8264 • www.affordable-restoration.com

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

BUSINESS COACHING

Success Without Sacrifice Coaching
(509) 499-0698
linktr.ee/successwithout sacrifice

BUSINESS NETWORKING

Women’s Council of REALTORS®
(509) 710-9466

CLOSING GIFTS

Gifts With An Edge
(509) 701-2130

Kiendly Personalized Gifts
(406) 212-9963

CREDIT RESTORATION

Credit Fix JOE
(509) 342-7775

ELECTRIC & HVAC

AF Honest Home Services
(509) 904-7977
www.honestahomeservices.com

GARAGE DOORS & REPAIRS

Spokane Overhead Door
(509) 482-7262

GOLF INSTRUCTOR

Joshua Grenier
(208) 770-0170

HOME / BUILDING INSPECTIONS

Diamond Quality Inspections
(708) 479-6781

Pillar to Post

(509) 720-7813

HOME WARRANTY

Fidelity National Home Warranty
(509) 216-1957

HVAC SERVICES

Bigfoot Mechanical
(509) 487-5058

INSURANCE

Naomi Kahn Agency - Naomi Kahn
(509) 489-1200

INSURANCE SERVICES

Kelly Bass - Country Financial
(509) 444-8821

Lauren Gurske Agency

- Farmers Insurance
(509) 921-8966

LEGAL SERVICES

The BOBA Group
(509) 218-9684

MORTGAGE LENDER BECU

(206) 770-9615

Carrie Eutsler - Global Credit Union

(208) 370-2681

Idaho Central Credit Union

(509) 672-5100

Jamie Larrigan - Cross Country Mortgage

(509) 218-5565

Josh Murray - Nexa Mortgage

(208) 920-9299

McDonnell Mortgage Team

(714) 654-7368

STCU

(509) 755-3730

MOVING SERVICES

Hakuna Matata Moving
(208) 741-3443

PHOTOGRAPHER

Cascadia Designed
(509) 999-6417

PROFESSIONAL PHOTOGRAPHY

Pix’All Photography
(509) 998-7897

PROPERTY MANAGEMENT

Deese Property Management
(509) 590-5603

RESTORATION - WATER, FIRE & MOLD

Affordable Restoration
(208) 699-7409

TITLE & ESCROW

CW Title and Escrow
(509) 558-2800

Vista Title & Escrow

(509) 328-7171

Washington Title & Escrow Company

(208) 660-6636

WFG National Title Company of Eastern Washington

(509) 922-2222

VIDEOGRAPHER

Brian Mulroy Photography
(917) 226-8166

Meet The Team



June Ladd
Owner/Publisher
june.ladd@n2pub.com



Spencer Ladd
Social Media Coordinator



Maria Ladd
Editor & Ad Manager



Hannah Givas
Pix’All Photography



Jennifer Roberts
Cascadia Designed LLC



Brian Mulroy
Videographer
(917) 226-8166



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



CHERIE WELCH | (509) 672-5021
www.iccu.com/cherie | NMLS: 650265



CYNDEE WOOD | (360) 460-8790
www.iccu.com/cyndee | NMLS: 1619044



KARI OLSEN | (509) 672-5018
www.iccu.com/kari | NMLS: 742356



TERRI PETERSON | (509) 939-1955
www.iccu.com/terri | NMLS: 191625



JESSICA SHEW | (509) 672-5019
www.iccu.com/jessica | NMLS: 582946

DON'T GO TO JUST ANYONE. Connect with one of our local Mortgage Loan Officers today and get a loan from the **#1** mortgage lender in Idaho*. Whether building, buying, or moving up, Idaho Central has the home loan to fit your needs.



YOU FIND THE HOME WE’VE GOT THE LOAN

- Fast approvals and closings
 - No-fee and low-cost loan options
 - Fixed-rate and adjustable-rate loans
- Special first-time homebuyer loans
 - Construction, land, & lot loans

*Based on 2023 Idaho county data. **Equal Housing Lender.**

TUNE IN

WHERE TITANS
OF REAL
ESTATE TELL
THEIR STORY

To be the best, you have to learn from the best. Real Producers Podcast shares the obstacles, lessons, and true stories of real estate greats.

Hear from different real estate leaders every episode. An extension of Real Producers magazine, we have the ear — and trust — of chart-topping agents nationwide.

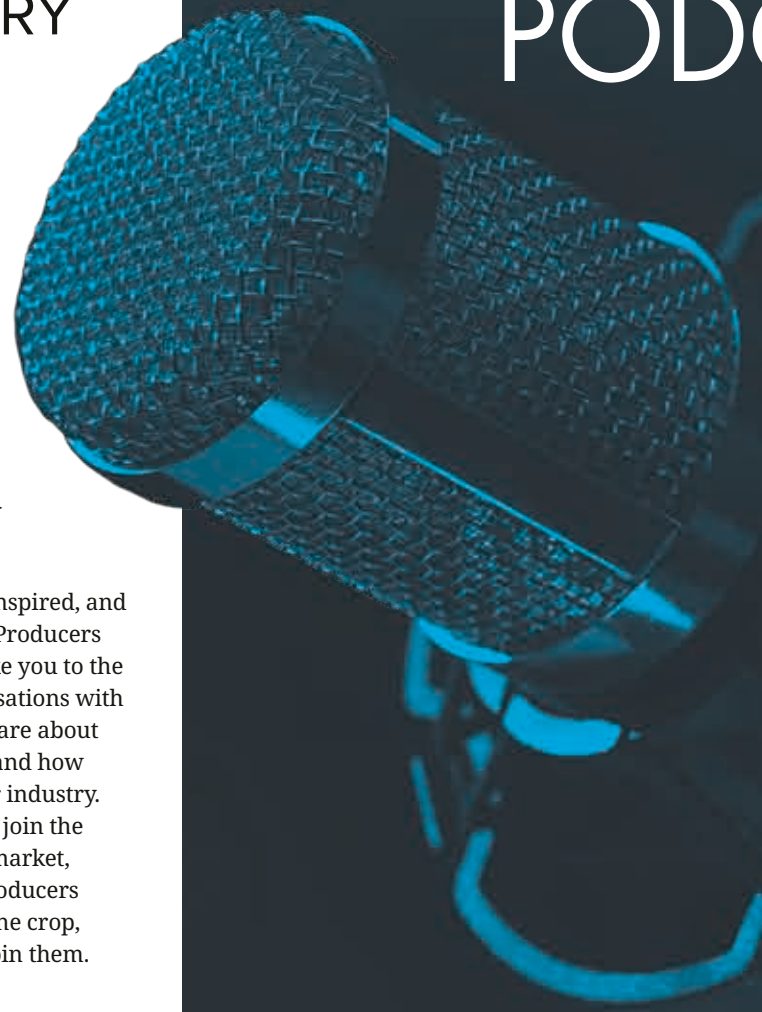
Ready to get motivated, be inspired, and take action? Tune into Real Producers Podcast for advice that'll take you to the next level. Hear raw conversations with real estate GOATs as they share about the adversity they've faced and how they came to dominate their industry. Who knows — maybe you'll join the top 1% in your office, your market, or even the country. Real Producers Podcast is for the cream of the crop, and for those who wish to join them.



**TO TUNE IN, VISIT
OUR WEBSITE:**
Podcast.realproducersmag.com

Or, look up “Real Producers”
with host Remington Ramsey
on Apple Podcast or Spotify.

TO THE REAL PRODUCERS PODCAST!



WE ADD THE FINISHING TOUCH TO YOUR HOME OR BUSINESS

As your recognized leader of garage doors in Spokane, WA, we promise to provide you with superior service and quality products no matter what. At Spokane Overhead Door, “Our doors will always open for you.”

509-482-7262
spokaneoverheaddoor.com

Showroom at 3820 E Dalke Ave

Spokane, Wa 99217

Christy@Spokaneoverheaddoor.com



**ARE YOU FRUSTRATED WITH YOUR GARAGE DOOR?
IS IT GETTING STUCK OR REFUSING TO OPEN?**

IT'S TIME TO CALL SPOKANE OVERHEAD DOOR.

Our garage door technicians can evaluate your garage door problem and help you understand your options. Call the garage door company that has had thousands of satisfied customers since 1994.



WHY CHOOSE US?

- Thinking of getting a garage door? We have a spacious showroom that highlights our extensive selection.
- Most days we offer same day service, and stock doors can usually be installed the next day.
- whether you own a home or a warehouse we have the right garage door for you. Find yours today.

C.H.I. 
a NUCOR company
Authorized Dealer





Your trusted partner in mortgage lending.

You need more than just a lender for your clients' home loan. You need a partner that works with you (and them) every step of the way. With flexible financing, clear communication, 97%+ on-time closing, and a world-class NPS, BECU feels like an extension of your team. Because we all want to get your client into the home of their dreams. **Power in People.**

Learn more at becu.org/realestateagents



Membership required. Restrictions apply. Boeing Employees' Credit Union
NMLS ID 490518. All Pacific NW residents are eligible to join. Insured by NCUA.



A NOT-FOR-PROFIT CREDIT UNION

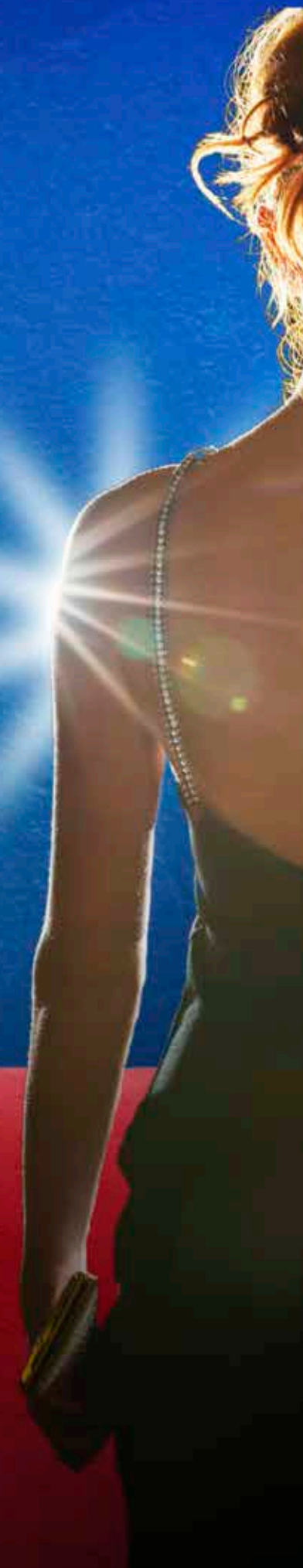


THE AWARDS NIGHT
FOR SPOKANE REALTORS®

04.25.25

DINNER. AWARDS. HOLLYWOOD GLAM.

RSVP & DETAILS:
srpawardsgala.eventbrite.com





PREFERRED PARTNER SPOTLIGHT:

HAKUNA MATATA MOVING



I was born in Nairobi, Kenya, to an American father and an African mother. In 2003, I moved to Montana with my father, where I learned the importance of kindness, fairness, and reliability—values that have shaped me into the person I am today. From an early age, I pushed myself to work hard, whether in sports, jobs, or life, which naturally made me a leader.

In 2019, I reconnected with my older brother and his wonderful family. They were all entrepreneurs, and their drive inspired me to take control of my own

future. Their encouragement helped me realize that I could build something of my own—a business rooted in the values I was raised with.

One phrase that has always stuck with me since childhood is Hakuna Matata. It's a Swahili saying that means no worries, and it has been a guiding principle in my life, helping me navigate challenges with a positive mindset. Moving is one of the most stressful transitions in life, and I wanted to bring that same sense of ease to my clients. That's why I built my moving

company—to make the process smoother, less stressful, and to ensure that every customer feels a little bit of Hakuna Matata during their transition.

At the heart of my company is trust, hard work, and a commitment to treating people with kindness and fairness—just as I was taught growing up. Whether it's a local move or a long-distance transition, my team and I are here to make sure you can focus on the next chapter of your life while we handle the heavy lifting.



My favorite word is
'approved'

Summer is at its peak—which means buyers are zeroing in on the perfect piece of land or the home of their dreams. Don't miss out on helping them cross the finish line! I've got the loan products and expertise to make your clients' homebuilding dreams come true.



Carrie Eutsler | NMLS #1294520
Sr. Mortgage Loan Officer | 208-370-2681 | carrielends.com

Let's work together—**give me a call today!**



GLOBAL
CREDIT UNION

PROFESSIONAL REAL ESTATE *Photography*
The best investment to help you and your listings **STAND OUT!**




For quotes or to schedule your listing today, call Hannah Givas ☺
pixallphotography.com | hannah@pixallphotography.com | (509) 998-7897

Success
WITHOUT SACRIFICE
6-WEEK INTENSIVE

Virtual Group Coaching Program

Unlock your full potential and create the success you desire without sacrificing your well-being.

WHAT YOU'LL EXPERIENCE:

- Week 1: Foundation Setting & Vision Clarity
- Week 2: Creating Your 10X Vision
- Week 3: Energy Optimization & Peak Performance
- Week 4: Boundary Setting & Time Mastery
- Week 5: Systems & Support Structure
- Week 6: Creating Your RAMP Roadmap for 2025

When: Thursdays, 10-11:30 AM PST
Start Date: April 17th, 2025
Early Bird Pricing: Only \$997 through April 4th
After April 4th, the price increases to \$1,497



Ready to create the success you deserve? Sign up now!
Email: info@successwithout sacrificecoaching.com



The BOBA Group
Serving families & preserving legacies



WILLS • TRUSTS • POWER OF ATTORNEY • PROBATES
ESTATES • LEGAL SERVICES • AND MORE...

Stan Orlowski Chief Problem Solver
(509) 218-9684 • stan@thebobagroup.com
www.thebobagroup.com

WFG National Title Company of Eastern WA
a Williston Financial Group company



At WFC, everything we do is...
BECAUSE OF YOU®

Central Office/ Title Plant	Cataldo Escrow Office	Mullan Escrow Office	Northside Office	Omak Office
25 West Cataldo Suite A Spokane, WA 99201 P: 509.922.2222	25 West Cataldo Suite B Spokane, WA 99201 P: 509.532.5000 F: 509.532.9009	1420 N. Mullan Rd. Suite 100 Spokane Valley, WA 99206 P: 509.227.6474 F: 509.928.9801	7307 N. Division St. Suite 302 Spokane, WA 99208 P: 509.789.8565	715 Okoma Dr. PO Box 2118 Omak, WA 98841 P: 509.422.3490 F: 509.826.3820

wfgtitle.com/eastern-washington


HAKUNA MATATA MOVING
is your no worries Moving company servicing
the local area and also to and from the 48
contiguous states




It means NO WORRIES!


CODY LAWSON
Owner
cody@hakunamatatamoving.com
(208) 741-3443
www.hakunaMATATAmoving.com

- ✓ Free No Obligation Estimates
- ✓ Fully Licenses & Insured
- ✓ Great Reputation & Great Rates



BMULROY PHOTOGRAPHY
Real Estate Media
SPokane, COEUR D'ALENE & BEYOND

Capturing a home is more than just taking pictures to me. I treat every home, seller and client with the same level of respect and value. The value of a home is not the price, but the opportunity it can create for each seller. I like to think I help both the sellers and buyers of a home close one chapter and start the next one. I can't wait to meet and work with you and your clients next!



917-226-8166
bmulroyphotography@gmail.com
bmulroyphotography.com

Fresh, new look for the CW Market Trend Report

Build your business and maximize your marketing budget!

- Use it as a real estate review tool with new and past clients
- Offer insight on how a property may fare on the market
- Explain and support your pricing strategy
- Every Home Book and Home Portfolio includes this valuable report

- Eight years of sales history
- Most recent assessed value
- Cost per sq. ft.
- Homes sold per year
- Year built
- Length of ownership
- Bedroom count
- School district report card

To order, please contact CW Property Research
Judy Ano, Tracy Ano, Andy Garcia, Zoey Harvey & Bailey Ferguson
1-855-CWTITLE | cwservice@cwtitle.com





AMY JOHNSON
509.720.6366
ajohnson@cwtitle.com

CW title AND ESCROW SPOKANE
2025 E 29th Ave, Spokane, WA 99203 | spokane@cwtitle.com | 509.558.2800



INSPECTING with Integrity.

PROFESSIONAL HOME INSPECTION SERVICES TAILORED TO YOUR NEEDS.

VALUE: 3 Month Warranty Through Recall Check • Honor Guarantee
Same Day Report • Pay At Closing

SERVICES: Residential • Listing / Pre-Sale • 11th Month Warranty
6 Month Annual Inspection • Sewer Scope • Radon Test



Contact us today for a thorough and reliable inspection.

Jay@DQInspect.com | www.DQInspect.com
(509) 255-3688
Serving Idaho & Washington



As a mom of three, including a son with Down syndrome, Kelsey Heintz has learned the value of protecting and advocating for what matters most. At Naomi Kahn Insurance, she's dedicated to educating families on their insurance needs—helping them understand risks, identify coverage gaps, and ensure they're fully protected.

Kelsey is driven by her passion for advocating for others, and she's here to help you safeguard your family's future with the right coverage.

Reach out to Kelsey today
for thoughtful guidance and trusted expertise.

At **Naomi Kahn Insurance Agency**, our people are our greatest strength—and their passions and stories make us who we are.


Naomi Kahn Insurance Agency - Faith moves mountains; We make sure you're covered for the climb.



KELSEY HEINTZ
Operations Manager
25011 E Trent Ave, Ste B
Newman Lake, WA 99025
Kelsey@naomikahnagency.com

Call 509-489-1200 today!

Your Thoughtful
GIFTING PARTNER
kiendly



Closing ♦ Houseiversary ♦ Thank You ♦ Referral



Boost your brand and stay top of mind with impressive gifts that strengthen client relationships and increase referrals.



KATLYN SOL
OWNER
(406) 212 - 9963
contact@kiendly.com



Home inspectors are not HVAC professionals. Only an HVAC professional can ensure systems are safe and functional.

Insurance and home warranty companies deny pre-existing damage which can be a very costly out of pocket expense for homeowners. To ensure you are completely covered schedule your full system inspection today!

Get your buyers HVAC system inspected by us.

We offer pre-purchase inspections with detailed write ups giving sellers and buyers peace of mind

(509) 487-5058
info@bigfootmechanical.com
bigfootmechanical.com





PILLARTOPOST®
HOME INSPECTORS

Keith Robertson, Owner

509-720-7813

keith.robertson@pillartopost.com
keithrobertson.pillartopost.com

★★★★★
Over 2,200 5 Star Reviews

"Home Inspection Since 1999"



SCAN ME



www.deesepropertymanagement.com • admin@deesepropertymanagement.com • 509-872-5254



It's the season of Love & Referrals



REPAIR THE SCORE TO OPEN THE DOOR.

Google ★★★★★

FACTOID: ONLY CREDIT REPAIR COMPANY IN SPOKANE!

100 DAY MONEY BACK GUARANTEE

LIVE RESULTS



Credit Fix JOE™
— Cloud Based Credit Repair Partners —

Located Inside Yokes on Argonne
9329 E. Montgomery Ave. | Spokane Valley, WA 99216
509-342-7775 | www.CreditFixJOE.com

SCAN TO BOOK TIME!



Experian TransUnion Equifax



Your Protection + Our Passion

LET'S CONNECT!

Experience elevated client satisfaction with our tailored approach, streamlining processes for peace of mind. Specializing in realtor and lender partnerships. Treating your clients like family!

WHY CHOOSE US?

FRIENDLY GUIDANCE

We simplify insurance, offering friendly, personalized assistance & education so you leave feeling confident in your coverage.

TRUSTED PARTNERSHIP

We're invested in your well-being & understanding your needs. We're dedicated to building a relationship built on trust & care, not just a transaction.

LOCAL SUPPORT

Come experience the difference of working with a community-focused agent who understands the importance of standing behind their clients.

WA ♦ ID ♦ AZ ♦ OR ♦ CO

COVERAGE FOR:

- Home
- Auto
- Life
- Business
- Specialty
- Umbrella

509-921-8966
LGurskeAgency.com
Agency@LGurskeAgency.com
9119 E Boons Ave, Spokane Valley, WA 99206






CASCADIA DESIGNED

WEDDING | ELOPEMENT | LIFESTYLE | BRANDING







JEN ROBERTS - PHOTOGRAPHER

509.999.6417 | cascadiadesigned@gmail.com | @cascadia_designed

Meet Top Producer KURT BURGAN

PHOTOS BY CASCADIA DESIGNED

Favorite Quote:

“Just keep swimming.” Simple, but it sticks with me. That little line from Finding Nemo has so many applicable meanings and has gotten a lot of people...grown adults... through plenty of tough moments. When things feel overwhelming (or even if I’m just feeling unmotivated), I remind myself to just take the next step—because moving forward, even if it’s slow, is what really matters.

Favorite Lake:

Liberty Lake isn’t just where I live—it’s home in every sense. The tight-knit community, summer days at the beach with my girlfriend and friends... it’s hard to beat. Coeur d’Alene is stunning and obviously a great “go to,” but Liberty Lake is hands down my favorite. Also, I love that driving on the main street feels like you’re in a whole different part of the United States.

Favorite TV Show:

The Office will always have a special place in my heart. The dry humor, and the painfully awkward characters and the fact that they’re able to throw in a joke every 7 seconds is astounding. I’ve watched it so many times that I could probably hop in mid episode anywhere in the show and be

able to quote the next line. Not something I’m proud of...but something that’s true.

Favorite Book:

Rich Dad Poor Dad completely changed the way I think about money. It was the first book that really opened my eyes to the power of investing and financial freedom. Safe to say, it played a big role in leading me to real estate.

Favorite Motivational Speaker:

Tony Robbins impact is undeniable, and I’ve seen firsthand how his coaching has transformed people’s lives—including some close to me. The guy could probably convince a rock to be a diamond if you gave him enough time.

Favorite Sport:

Brazilian Jiu-Jitsu was a huge part of my life from the time I was 15. I trained constantly, competed in tournaments, and worked my way up to a brown belt. It taught me discipline, resilience, and the importance of knowing how to escape a chokehold (which, surprisingly, hasn’t come in handy in real estate—yet). A neck injury put my training on pause, but the life lessons and relationships from that time are a big part of who I am today.





What was your total volume last year?

Just under \$19 million in sales volume last year.

Tell us about your hometown and family, and what you appreciate about living and working in the Inland Northwest.

I was born and raised in Spokane, out on the Palouse Highway, and I've spent my entire life here. The sense of community in this area is something special—I've got lifelong friends who feel more like family, and I can't imagine calling anywhere else home (even if our winters test my mental fortitude). As for activities, I'm up for pretty much anything active—hiking, rock climbing (indoor...not on an actual rock like those lunatics), biking, you name it. But honestly, my favorite thing is just spending time with the people I care about. Doesn't really matter what we're doing, as long as there's good company.

What motivated you to pursue a career as a REALTOR®?

Honestly, I kind of stumbled into real estate. I was in college, feeling lost, and had no real direction. I figured, "Why not?" My parents were looking to buy a property at the time, so I thought I'd get my license and help them out. What started as a "let's-see-where-this-goes" decision turned into a career I genuinely love. Sometimes, the best things in life happen when you least expect them.

What was the biggest challenge you faced when starting out in the real estate industry?

Any agent will tell you—the first year (or first few years if you don't find your footing) in real estate can be brutal. I bounced around between brokerages, trying different business models, and figuring out what worked for me.

Each one had its pros and cons, and I learned along the way, but it wasn't until I joined Haven Real Estate Group that I felt like I had the right tools and leadership to really take off. Looking back, the biggest challenge wasn't finding clients—it was finding the right environment to grow.

Describe the key factors that contributed to your professional journey, including your educational background, career influences, and role models.

One of the biggest influences on my real estate career wasn't real estate related—

it was Brazilian Jiu-Jitsu. The journey through the ranks taught me discipline, persistence, and resilience, all of which are just as essential in this industry.

Starting out, both Jiu-Jitsu and real estate can feel overwhelming—like being a white belt, where every lesson is new, everything is scary and progress comes from determination. Just keep showing up. Over time, as you develop skills and build confidence, you start to find your rhythm. Pretty soon you understand the world you find yourself in, hone your craft, and make it your own.



When you're not showing or selling homes, what do you enjoy doing?

Real estate keeps me busy, but when I'm not working (or editing videos about work), I love spending time with the people who matter most. My girlfriend and I have a standing weekly date night that we never miss—it's our little tradition, no matter how crazy life gets. Every couple of weeks, I also get together with family for dinner, which is always a great way to reset.

If you could start your real estate career over, what would you do differently and why?

If I could go back, I'd focus way more on personal growth rather than just memorizing contracts and processes. Early on, I kept myself busy, made enough to get by, but played it safe because the growth needed to get to where I was going looked intimidating. My career was okay, but it wasn't until I surrounded myself with the right people—supportive colleagues who challenged me to grow—that things really took off. That shift changed everything. Looking back, I'm incredibly proud of the personal, professional, and relational growth I've experienced along the way.

How does real estate fit into your dreams and goals?

Like most in this business, I'd love to own 100 rental properties, build long-term wealth, and have the kind of financial freedom that real estate makes possible. But my focus is to be one of the "best" agents in Spokane—not based on production numbers, but on how well I serve my clients and am able to guide them. If I sold half as much as I did last year but knew I gave my clients the best experience possible, that would be a win in my book.

Are you involved in any non-profit or charitable organizations?

The Foreverest Movement is a cause that means a lot to me. It was founded by my friends Chad and Amy after they lost their son, Everest, in 2021. They turned their pain into a mission: to make sure no one has to navigate grief alone. What started as a community 5K has grown into a nonprofit providing support, resources, and education to families experiencing loss. They're currently in the process of becoming a verified 501(c)(3), and by mid 2025, they should be fully live. If you want to learn more, visit foreverestfoundation.com/landing.

What's the best piece of advice you've ever received?

This one's easy. My brother, Brandon, once gave me a simple but powerful piece of advice that he probably doesn't even remember. I was struggling with anxiety and debating whether I should reach out to a friend. He looked at me and said, "If you're going to spread something positive—just do it." He probably doesn't even remember saying it, but it shifted my perspective. Now, if I feel like saying something kind or encouraging someone, don't overthink it—just do it.

If you had to choose just one, what's been the most rewarding home closing experience you've had?

Every closing is rewarding in its own way, but one that stands out was helping a first-time homebuyer secure an assumable mortgage that likely will set up their entire financial future. Interest rates were sitting around 7%, but I found a needle in the haystack—a 2.7 percent assumable loan with a minimal balance. The process was a grind (banks don't exactly love making these deals easy), but we pushed through, and in the end, my client walked away with an incredible home and an unbeatable rate. Knowing that I helped set him up for financial success really made the struggle worth it.

What's a business goal you want to achieve in 2025?

This year, I'm not focused on increasing transaction volume or chasing bigger numbers. Instead, I'm committed to building deeper relationships and elevating my level of service I provide to my clients. Real estate is most fulfilling when you know your clients are receiving the care, attention, and exceptional experience they deserve. That's where I'm dedicating my energy this year.

What do you want to be remembered for in your career?

I want to be remembered as a guide, not a salesperson. My goal is never to "sell" a client on anything, but to ensure they feel confident, informed, and empowered in their decisions. Real estate isn't about sales—it's about guiding people through one of the biggest financial decisions of their lives. When you focus on helping, providing value, and being a trusted resource, everything else falls into place. That's the legacy I want to leave behind.





Spring Into Gifting with Cutco!

Give a gift that's as timeless as the season – practical, premium, and guaranteed for life!

Perfect for: Client appreciation
Weddings & anniversaries
Mother's Day & more

Show you care with gifts they'll use every day and treasure forever. **Call Me Today!**



Tara Michielli
509.701.2130
tara@giftswithanedge.com
www.giftswithanedge.com

Cutco Gifting Professional

DON'T RELY ON LUCK TO BUY A HOME.

Call us instead!

We are here to help with all your home loan needs
Purchases · Refinancing · Home Renovation and Improvement Loans · Consolidate Debt




Jamie Larrigan
NMLS #132237
M. 509-218-5565
Jamie.larrigan@ccm.com
Jamielarrigan.com



Travis Popp
NMLS #1132755
M. 509-991-5049
Travis.popp@ccm.com

welcome HOME

crosscountrymortgage.com

Branch NMLS #2384250
Company NMLS #3029



LET'S GET STARTED AND FIND THE PERFECT LOAN FOR YOU



Joshua Murray
SENIOR LOAN OFFICER
NMLS# 1128211
(208) 920-9299
jmurray@nexamortgage.com
www.NEXAmortgage.com

Apply Now!



NMLS#1660690 | AZMB: 0944059 | NEXA Mortgage, LLC

NEXA Mortgage

WTC
WASHINGTON TITLE & ESCROW COMPANY

NEW TO LIBERTY LAKE,
But not new to excellent Title and Escrow services!

INTRODUCING WTC COMPANION
CONVENIENT | ACCURATE | RELIABLE




SARA FOUNTAIN

VISIT COMPANION.WATITLE.COM
OR SCAN HERE FOR MORE INFORMATION!
SaraF@watitle.com
Cell: 509-385-1474
NIT: 208.765.3333 WTC: 509.818.1690



NIT & WTC ARE PART OF THE MOTHER LODGE FAMILY OF COMPANIES
2207 N Molter Rd, Suite 103 • Liberty Lake, WA 99019 • 509-818-1690

Happy New Year!

Thank you to all our clients for an incredible year!
May your Holiday Season be filled with Joy,
and the New Year be a blessed one.

We look forward to serving you in 2025!



Unparalleled Customer Experience. **Really.**
Downtown Spokane • North Spokane • Spokane Valley • Stevens County

Why I'm a part of **Women's Council of REALTORS®** Spokane Eastern Washington



Gwen
Arrand
EXIT
REALTY

Being part of this network isn't just about real estate—it's about community, growth, and support. This network has helped me become a better REALTOR® and leader while also expanding my connections across the country. In fact, I recently had the opportunity to refer clients to a fellow Women's Council of REALTORS® member in Arizona, and it was a perfect fit! Join me on this journey where professional excellence meets meaningful relationships, and together, we continue to grow and support one another.

I feel that the WCR is a fantastic group of women, and I have made some great friendships and business relationships. Everyone is very friendly and inviting. I love that it's a group of women who support each other in business. I feel that being a part of the WCR has helped my business to grow to the next level. I love being apart of this group!



David &
Melissa
Lancaster
REAL FOCUSED
REALTY

Being a part of WCR has really helped grow our business by leaps and bounds! They've always be so welcoming and I truly believe everyone there is all about helping one another grow in any and all ways!

Who doesn't want more people to have fun with and lean on? The WCR (my squad) connects me with others amazing professionals to learn from, fostering both personal and career growth. Being part of this larger community allows me to make a more significant impact by staying informed and leveraging my network. WCR also provides opportunities to volunteer, giving back with purpose to help others succeed, and to attend educational opportunities. Through these connections and resources, I am empowered to contribute to a stronger, more vibrant community. All of these contribute to my overall purpose and happiness!!



Angela
Reynolds
DIRECTORS
Mortgage



Melinda
Kimberle
real

SPEED DATE! YOUR TRADES

SAVE THE DATE
Thursday, April 17th

Members: \$25
Non-Members \$45

EVENTS Jennifer Evans naf THE WELLS GROUP SPOKANE
REAL PRODUCERS
CONNECTING. ELEVATING. INSPIRING.





THE BUYERPOWER™ ADVANTAGE

**BEAT YOUR COMPETITION WITH A
"SAME AS CASH" OFFER**

FULLY UNDERWRITTEN UPFRONT

NO FINANCING CONTINGENCIES

CLOSE IN AS LITTLE AS 8 BUSINESS DAYS



**FINANCING AND
STRONG AS CASH,
THAT'S POWER.
BUYERPOWER.**



RYAN MCDONNELL
Team Lead / Mortgage Advisor | NMLS ID# 922597

McDonnell Mortgage Team
1265 Corona Pointe Court, Suite 301, Corona, CA 92879

M: (714) 654-7368
O: (714) 654-7368
RMcDonnell@prmg.net
buyerpower.com

©2023 Paramount Residential Mortgage Group, Inc. ("PRMG") NMLS ID #75243; 1265 Corona Pointe Court, Corona, CA 92879; All Rights Reserved. Licensed by The Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act, License #433299; Finance Lenders Law License #B030903; AZ Mortgage Broker License #B03387; Georgia Residential Mortgage Licensee #32087; IL Residential Mortgage License #18.6760962; KS-Licensed Mortgage Company, #MC.0025996; Massachusetts Mortgage Lender and Broker License, #MC75243; MS Department of Bank and Consumer Finance; NY Mortgage Broker License #3683; NH Banking Department 17593-MB; Dept. of Banking in the Commonwealth of PA, #37894; RI Licensed Lender, #20122998LL; and is also approved to lend in the following states: AL, AK, AR, CO, CT, DE, DC, FL, HI, IL, IA, KY, LA, ME, MD, MI, MN, MO, MT, NJ, NM, NC, ND, OH, OK, OR, SC, SD, TN, TX, UT, VT, WA, WY, WI, WY. For licensing and other disclosures please visit: <https://www.prmg.net/licenses/>. For licensing information, go to: <https://www.nmlsconsumeraccess.org/>. PRMG is an Equal Housing Lender. Questions? Comments? Email: Feedback@PRMG.net