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DECEMBER 2026

Elijah Meschke

+

Agent Spotlight
RYAN SCHAFER

Partner Spotlight
TIM MEDUNA
with Northern Mortgage

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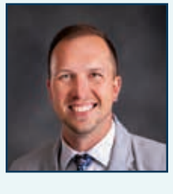
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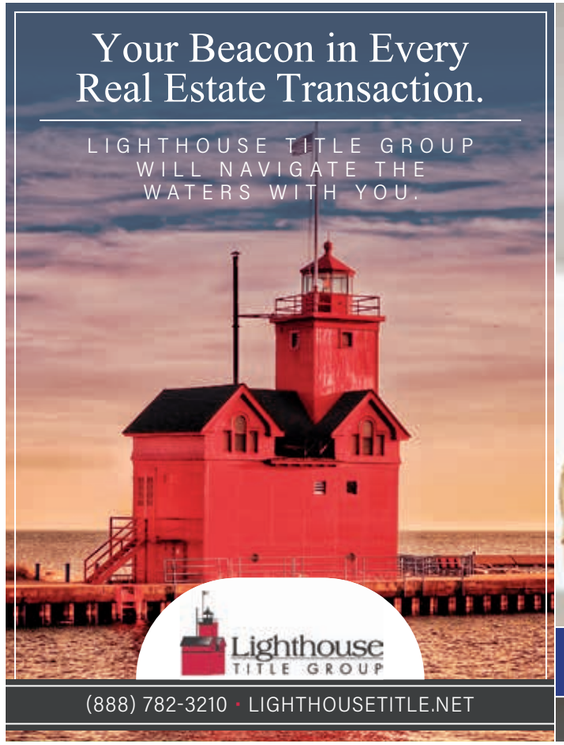
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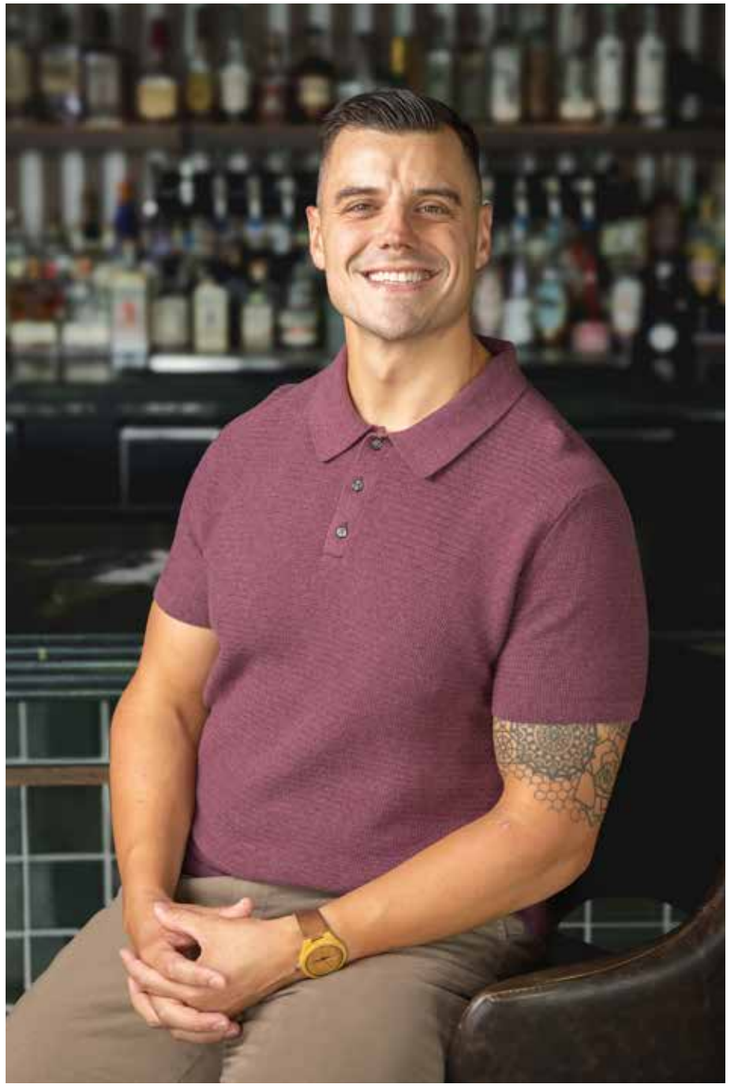




Ryan SCHAFER

The Competitive Spirit Behind Every Transaction

PHOTOS BY JACOB HARR WITH PHOTOREAL
PHOTOS TAKEN AT ADA HOTEL



Ryan Schafer found his way to real estate by following the same competitive drive that once carried him onto a competition floor in front of thousands. After leaving a promising career as a supply chain engineer to compete professionally in CrossFit, he entered real estate during one of the industry's toughest markets and has grown his business by earning his clients' trust.

Ryan grew up in Northville before attending Grand Valley State University, where he earned degrees in industrial engineering and mathematics while playing collegiate lacrosse. After graduation, he accepted a job as a purchasing engineer, but it didn't take long for him to realize the corporate world wasn't where he wanted to spend his career.

"I just knew that I was not meant to do it long term," Ryan said. "Within a pretty short period of time — really, within the first two years — I thought, 'I cannot see myself doing this for 40 years.'"

After joining one of West Michigan's first CrossFit gyms in 2013, Ryan quickly discovered a new passion. What began as a hobby eventually led him to leave corporate America and train full time. During his five-year professional career, he competed twice at the CrossFit Games, the sport's world championship, alongside three of his closest friends.

As Ryan's competitive career began winding down, he and his wife were





Photo by Becca Elizabeth Photography

preparing to welcome their first child. He knew he wanted a profession that offered both competition and flexibility, but he had no desire to return to a desk. Through the relationships he had built at 8th Day Gym, Ryan connected with mentors in commercial, investment, and residential real estate before eventually joining Nate and Brandi Harr's real estate team at Reeds Realty, now known as Realiant Real Estate, as its first agent in 2023.

Ryan's first year coincided with one of the toughest real estate markets in more than a decade. Instead of seeing the conditions as a setback, he viewed them as an opportunity to prove he could succeed under pressure. Now in his fourth year of licensure, Ryan has expanded his business every year while competing in a West Michigan market of nearly 7,000 licensed agents.

For Ryan, much of his success has come through relationships he spent years building in the CrossFit community.

Roughly 75% of his transactions during his first two years came from people within that network or referrals connected to it.

Ryan prefers to grow his business through relationships he has built over the years, not billboards or door hangers. A colleague once told him that satisfied clients become "moving billboards," an idea Ryan has embraced by prioritizing referrals over traditional advertising.

"I don't chase an end number. I'm not driven by that," Ryan explained. "I just truthfully want to make sure that every deal I do, I am connected to it."

Even as his business has grown, Ryan has remained committed to keeping his family at the center of it. He and his wife, Jehricole, live in Rockford

"I don't chase an end number. I'm not driven by that. I just truthfully want to make sure that every deal I do, I am connected to it."



Photo submitted by Ryan Schafer

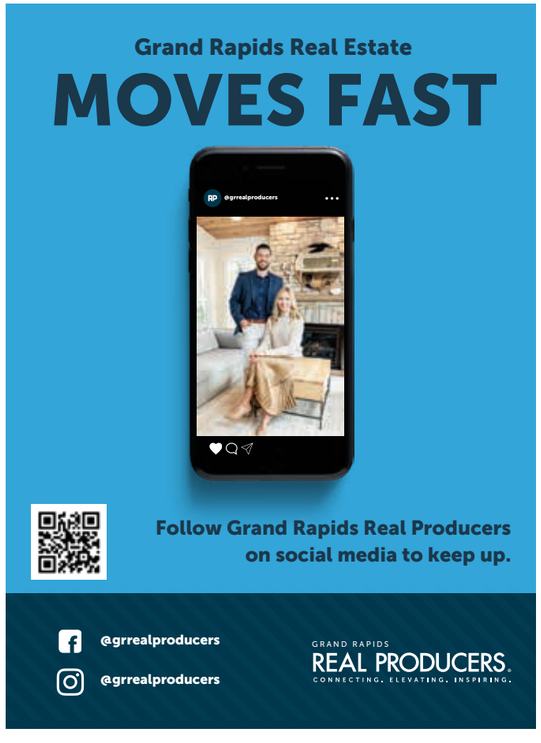
with their two daughters — Keagan, 3, and Hattie, 1. Their garage has even been transformed into a full CrossFit gym, bringing a piece of the sport that shaped Ryan's life into their home. One of Ryan's proudest personal milestones came earlier this year, when his wife was able to stay home with their daughters full time, a goal they had worked toward for years.

Ryan also enjoys giving back to the community that helped launch both his athletic and professional careers. Inspired by a close friend who serves as a K-9 officer with the Grand Rapids Police Department, Ryan organizes an annual endurance fundraiser benefiting Project K-9 Hero, which supports retired and injured police and military working dogs. "Everybody loves dogs, and everybody should love the police," he said.

As his business continues to prosper, Ryan remains focused on building a career that reflects his priorities. For him, the goal has never been simply to grow as large as possible, but to create a life that provides for his family while allowing him to stay connected to the clients who trust him.

For Ryan, success isn't measured by the number of homes sold but by the trust he earns with every client. By staying personally invested in each transaction and putting relationships first, he's building a business that reflects the same commitment and discipline that have guided him every step of the way.







We Ask. You Answer.

What's one way you give back to your community?



I volunteer at our church with the kid's ministry. **Andrew Boness** — Enviro-Decon Services



Sponsoring community events, both personally and professionally, is an important way to stay connected to the communities we serve. Investing our time, resources, and support helps foster meaningful partnerships and contributes to the development of future leaders and impactful programs. I believe that strong organizations, such as Foundation Specialist, have a responsibility to give back, and some of the most lasting successes come from helping our communities thrive. **Bryan Foster** — Foundation Specialist, LLC



I like to give back locally to organizations. **Terra Csotty** — Real Producers



I try to find ways daily to help, even if it's something small such as smiling at a stranger or paying for coffee for the person behind me. Sometimes, it's the little things that can have the most impact on someone. **Ashley Streight** — Real Producers



Backpack food delivery for Hand2Hand. **Micah Childress** — The Move with Micah Team - Five Star Real Estate



Volunteering for FFCF. It's a great charity that keeps the money local, and it is an all-volunteer charity, so 100% of the funds go to the people in need. **Pamela Merriman** — 616 Realty



I like to do volunteer work! **Luana Nakano** — Luana Nakano Photography

TIM MEDUNA with Northern Mortgage

A Commitment to Better Mortgage Experiences

PHOTOS BY JACOB HARR WITH PHOTOREAL
PHOTOS TAKEN AT ADA HOTEL

Tim Meduna brings an attentive mindset to the mortgage industry and the West Michigan housing market. As a loan officer at Northern Mortgage in Byron Center, he combines thorough financial analysis with personal care, helping homebuyers navigate one of the biggest financial decisions of their lives with clarity and confidence.

For Tim, his journey into mortgage lending began in Jenison, Michigan, where he learned the importance of community. Early in his career, he worked for a local title company and regularly interacted with mortgage lenders. Those experiences sparked his interest in the industry and showed him how to build a career centered around both financial expertise and helping families achieve homeownership.

Over the past 20 years, Tim has made relationships with local real estate professionals a fundamental part of his business. Instead of viewing transactions as one-time opportunities, he focuses on investing in the businesses and success of his real estate partners. For six years, he has brought that philosophy to Northern Mortgage, surrounding himself with high-performing colleagues who continue to challenge him to raise his own professional standards.



Tim believes continued growth requires both accountability and a willingness to learn. He has participated in The CORE Training coaching group for the past eight years, working alongside top mortgage and real estate professionals from across the country. The experience has strengthened his daily discipline and reinforced a business model built around preparation, education, and consistency.

Tim takes a comprehensive approach to financing, looking beyond the basic requirements of a loan to understand each buyer's full financial picture. Instead of placing buyers into standard loan programs, he evaluates future property tax implications, considers different financing scenarios, and makes sure projected monthly payments fit within their actual comfort level. His goal is to not only get clients approved, but to also help them make a well-informed decision that leaves them in a stronger financial position after closing.

Some of Tim's most rewarding experiences have come from the challenging files that require persistence and creative problem-solving. One memorable example involved a family whose loan had already been declined



Photo submitted by Tim Meduna



by three different lending institutions. Tim took over the complicated file, worked through its details, and ultimately secured their approval. The family kept the news from their children until the closing documents were signed, afraid of creating another disappointment. After the closing, the parents recorded a video revealing their new home to their kids.

Tim's experience with challenging loans reflects the persistence and adaptability he brings to the broader mortgage industry, where changing interest rates, shifting guidelines, and market volatility can quickly alter the lending landscape. Tim responds by staying focused on the areas he can directly influence. One of his guiding principles is "control what you can control." For Tim, that means controlling his activity, his energy, and how he shows up each day.

Tim's consistency extends to his relationships with real estate professionals. Beyond helping others with their financing, he wants to be a dependable resource for agents and their clients, offering thorough pre-approvals, clear communication, and thoughtful loan structuring that helps buyers understand their options before they reach the closing table.

Away from work, Tim prioritizes time with his family. He and his wife, Jessica, have been married for 19 years and live in Hudsonville with their two sons — Landon, 16, and Carter, 13. Tim is often attending his kids' baseball, football, and golf events whenever possible. The family's home on a small lake also provides a place to slow down, whether Tim is taking Jessica and their two dogs out on their 10-by-16-foot boat or simply enjoying a quiet evening by the water. He also spends some of his downtime on local golf courses.

As he looks to the future, Tim wants to continue deepening his relationships with local real estate agents while helping local buyers make well-informed financial decisions. He plans to remain focused on thorough pre-approvals and personalized lending strategies that give clients comfort not only at closing, but in the years that follow.

Tim measures success by the trust he builds and the people he has the opportunity to help along the way. At Northern Mortgage, he has shaped his lending business around long-term relationships, earning the confidence of clients and real estate partners through consistent service and genuine investment in their success. As the industry continues to change, Tim remains focused on providing the support that helps families move with peace of mind toward the next chapter of their lives.

For more information about Northern Mortgage, visit northernmtg.com or call Tim directly at 616-514-9740.







ELIJAH Meschke

PHOTOS BY JACOB HARR WITH PHOTOREAL

PHOTOS TAKEN AT ADA HOTEL



Success Begins With Serving Others

At 21 years old, Elijah Meschke has already built a real estate career that many agents spend decades pursuing. In less than two years, he has earned recognition as a Top 100 real estate agent in the Grand Rapids market by leading with service instead of sales. "The biggest thing for me with running a successful real estate business is having a servant heart," Elijah said. "You have to genuinely care about your clients way beyond the numbers and beyond the transaction."

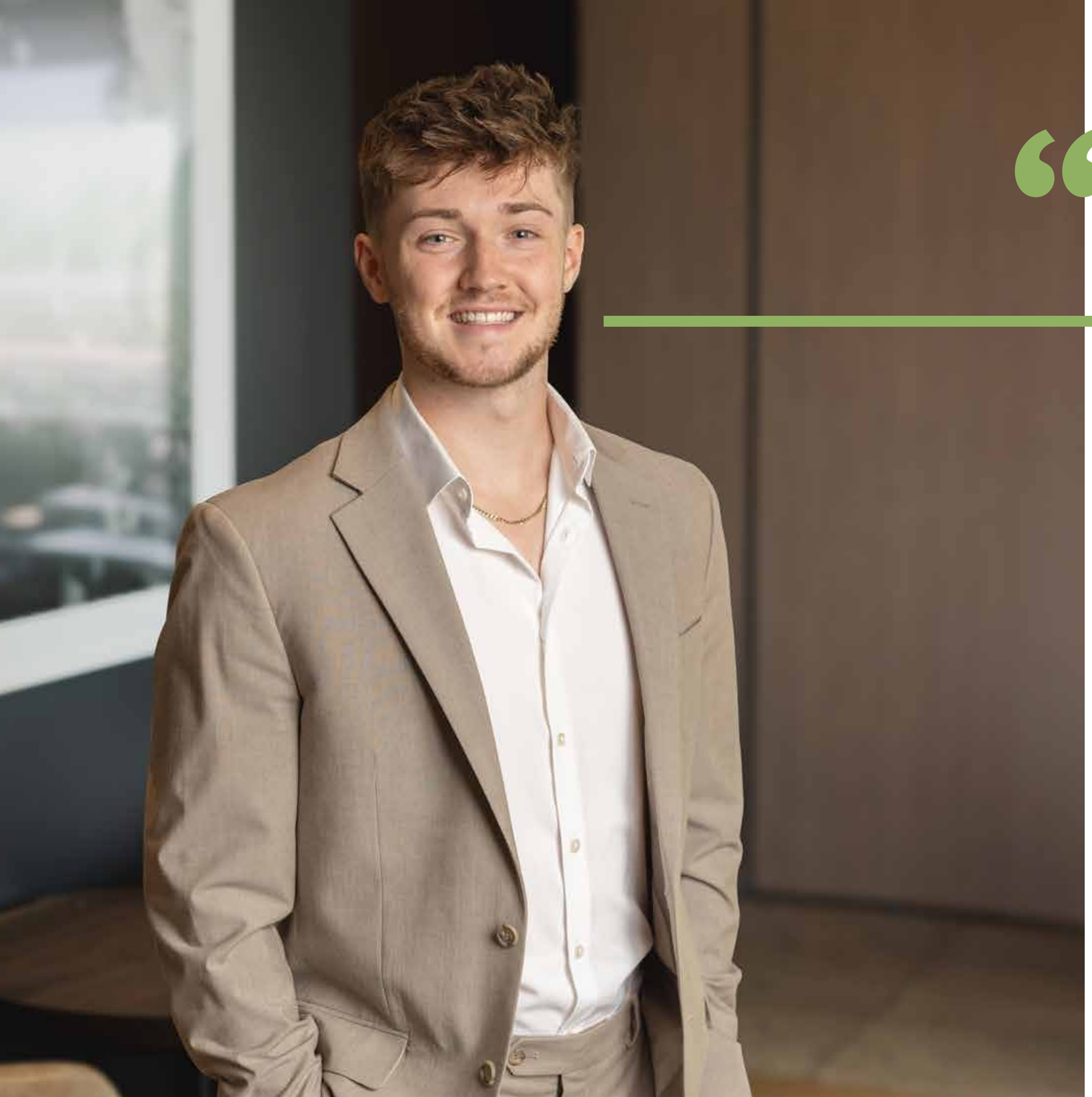
A lifelong Grand Rapids resident, Elijah always had an interest in real estate, but his path into the industry was unexpected. After graduating high school, Elijah worked for a landscaping company until health issues made the physical demands of the job impossible. "I loved the job, but I couldn't do it anymore," he recalled. "I was doing DoorDash just to make ends meet before I decided to give real estate a shot."



Photo by Brenda Kamp with Sweet Willow Photography

Elijah earned his real estate license at just 20 years old, and when he started his career in January of 2025, he immediately committed himself to building relationships throughout the community. "It's not just what you know — it's who you know," he explained. "Every week I was meeting people, asking about their stories, and making connections wherever I could."

While launching his real estate career, Elijah was completing a double major in business management and Creativity & Innovation through Cornerstone University's Honors Program, balancing college coursework with a rapidly growing client base. "I just jumped in headfirst," he said. "I've been really blessed



It's not just what you know — it's who you know.

Every week I was meeting people, asking about their stories, and making connections wherever I could."

with great clients, great experiences, and a career that I genuinely love."

Today, Elijah operates as a solo agent at United Realty Services while handling an impressive transaction volume. By the middle of 2026, he had already completed 58 transactions year-to-date, including several off-market sales. "It's busy," he admitted. "There are a lot of late nights, but there's nothing like it. I love what I do."

Although he currently works independently, Elijah credits several mentors for helping him get started, including his broker, Tim VandenToorn, and fellow agent Kyle Westrate. "They taught me so much early on," he said. "Having people who were willing to invest in me made a huge difference."

Elijah has always believed that relationships come before commissions. He understands clients can quickly recognize whether an agent is sincerely looking out for them or is simply focused on closing a deal. "People can tell when you're caring about them just to earn a commission," he said. "I want people to know I genuinely care about who they are and what's going on in their lives."

Elijah's commitment to serving others is rooted in his faith. He begins each day reading Scripture and credits his relationship with Christ as the foundation of both his personal life and his business. "Christ is the center of everything," he shared. "I can only truly serve others when my heart is filled with Him. I want to share the same love He has shown me through the way I care for my clients."

Outside of real estate, Elijah rarely sits still. He recently married his wife, Selah, in June of 2026, and the couple is beginning this next chapter together while Elijah continues renovating their new home. When he does find time to slow down, Elijah enjoys being on the golf course, playing soccer, and sharing summer nights with friends on the lake or around the fire.

While Elijah has already accomplished a lot in less than two years, he sees this as only the beginning. His long-term vision includes expanding into commercial real estate, earning his broker's license, and potentially opening his own brokerage. "I would love to start a brokerage," he said. "You never know what the future holds."

For Elijah, success has never been measured by the number of homes he sells, but by the people he has the opportunity to help. "It's about serving people well, earning their trust, and leaving them better than when you first met them," he said. With a strong foundation and a clear vision for the future, Elijah is just beginning to make his mark on the real estate industry.





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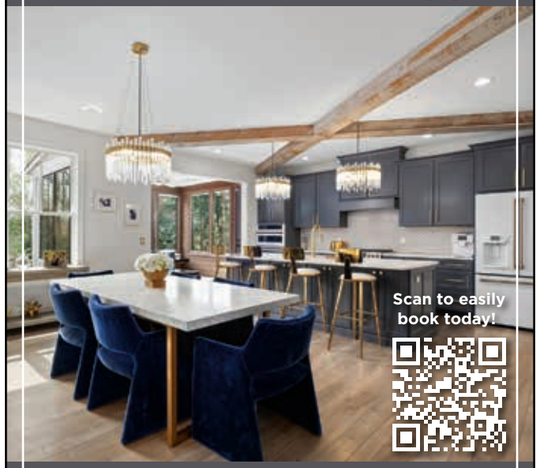
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See you in the new year!

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