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LUIS GUZMAN

Partner Spotlight
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Luis Guzman

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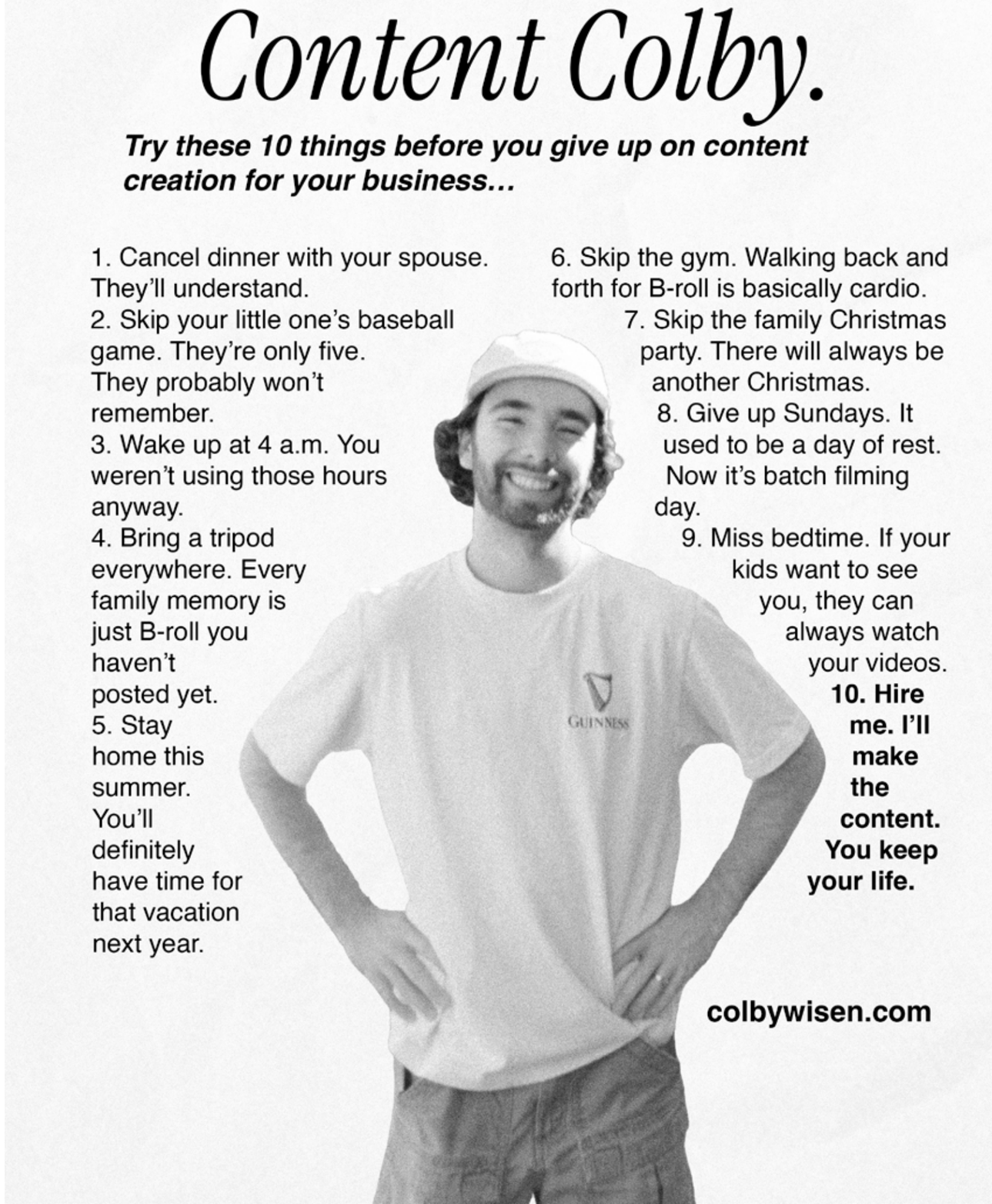
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Welcome to the *December issue* of *Seattle Real Producers!*



Welcome to the December issue of *Seattle Real Producers!*

As we turn the page to December, it feels surreal to think that 2026 is already coming to an end. This year has challenged real estate professionals to work harder than ever, stay consistent, continue learning, and find new ways to remain top of mind with their clients. While the market may look different than it has in years past, the numbers tell an impressive story.

Our "By the Numbers" page highlights what the top 500 agents in the Puget Sound area have accomplished, with more than 12,000 transactions and over $16 billion in closed volume, with time still left on the calendar. That is something worth celebrating. Even in a slower market, this group continues to adapt, serve their clients, and find ways to get deals done.

In this final issue of 2026, we are excited to share the incredible story of Kimberly Johnson and her determination to keep moving forward, knowing that failure was not an option. We also spotlight Luis Guzman, who moved to Seattle a few years ago to see if the area was the right fit. He has since found a home here and discovered his calling in real estate. We are fortunate to share the stories of so many amazing brokers year after year, and each one reminds us why this community is so special.

None of this would be possible without our incredible Preferred Partners. These business owners understand that the value of a relationship goes far beyond a business transaction. They believe in building genuine connections, supporting one another, and growing together.

As we close out 2026, let's finish strong and prepare for whatever 2027 has in store. Congratulations to all our *Seattle Real Producers* on another year of new relationships, inspiring stories, and events that bring us together. Thank you for being part of this community. Here's to finishing the year on a high note and making 2027 another great year!

Warm Regards,
Shea Robinson

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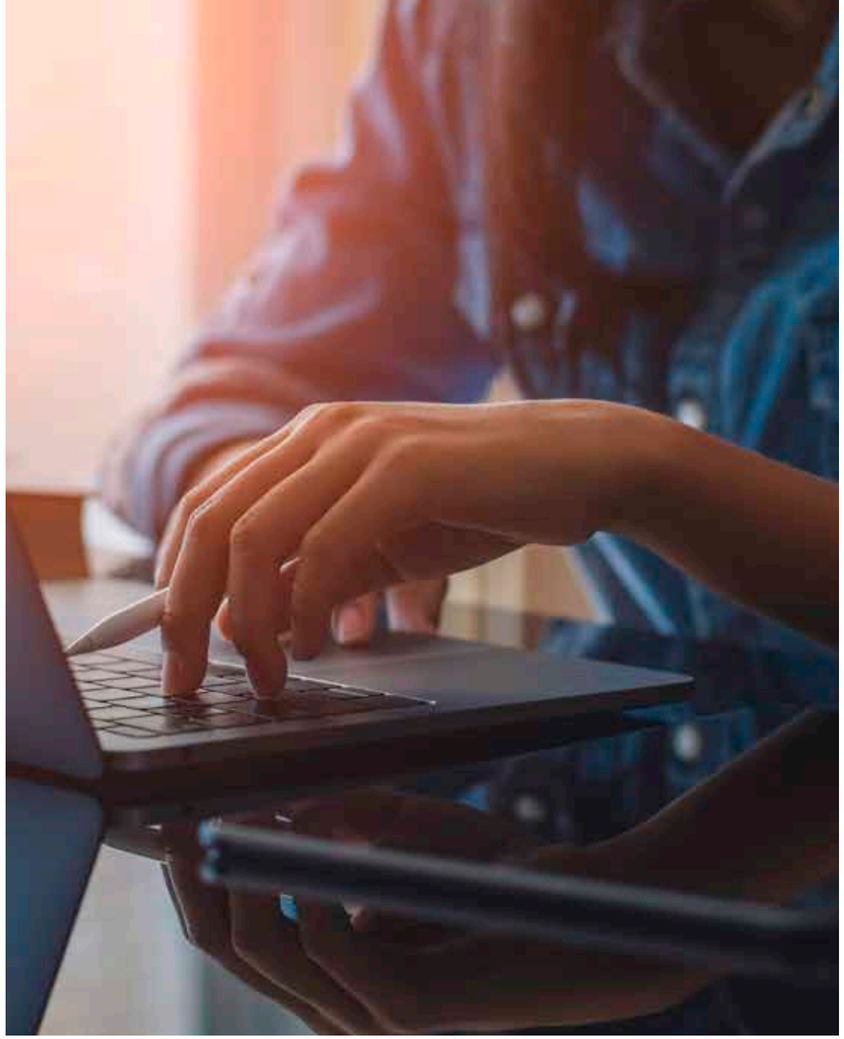
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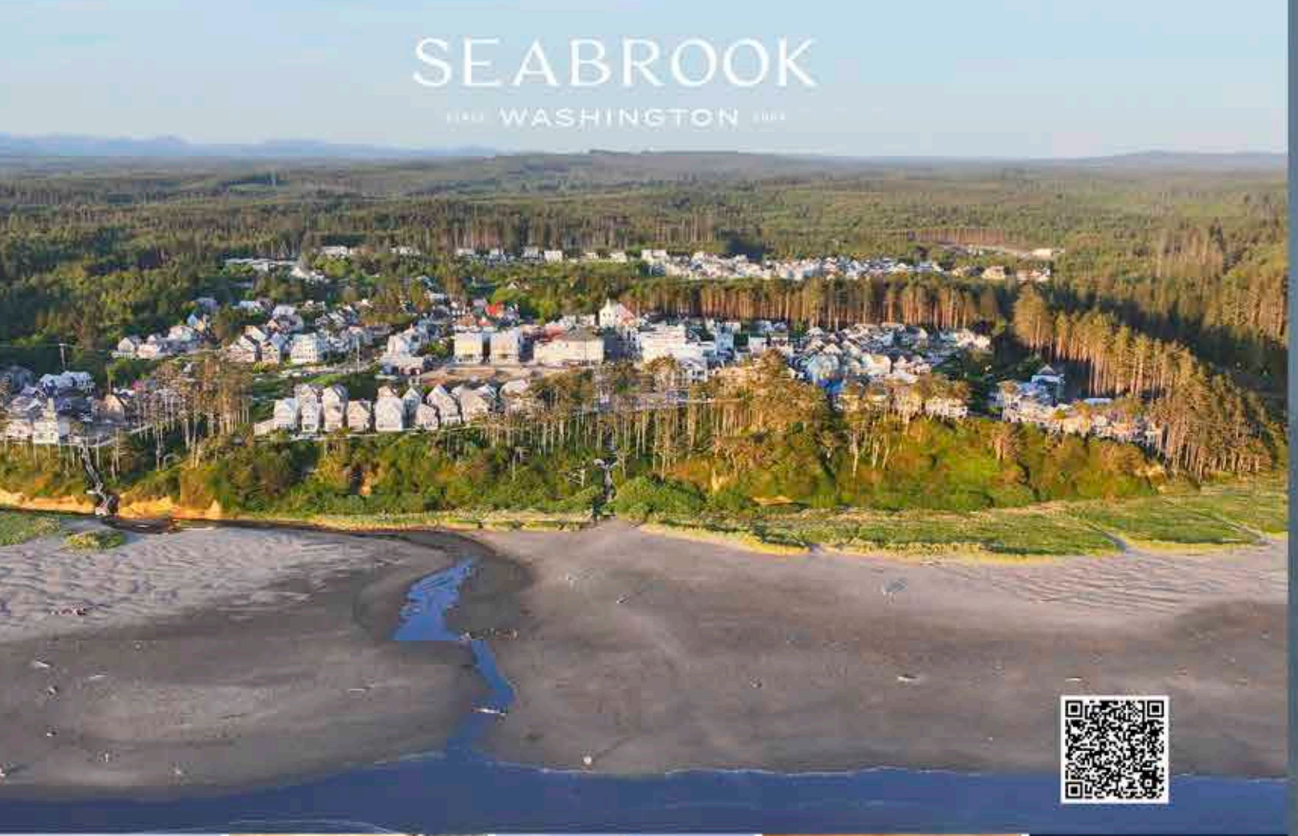
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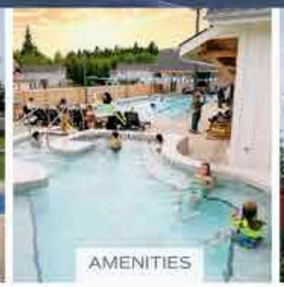


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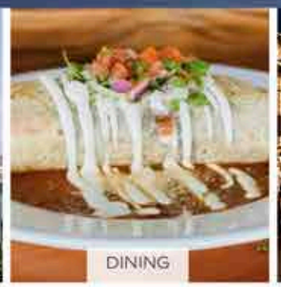
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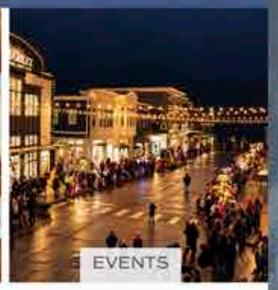



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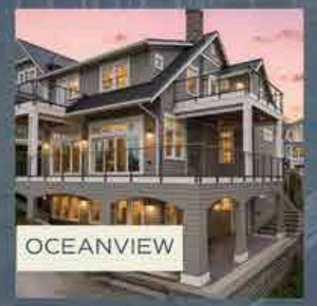
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When a high-stakes home sale hinges on strong first impressions, quick negotiations, and smooth escrow processes, the contractors a REALTOR® recommends speak directly to their own professional reputation and credibility. A single delayed repair or sub-par installation can jeopardize a closing timeline or leave a home buyer second-guessing their purchase.

Jeff Jackl, owner and operator of the Snohomish County-based company The Garage Door Guys, has carefully built his reputation on a simple, uncompromising promise: every single job is executed correctly, safely, and cleanly the first time. For top-producing real estate agents across the Puget Sound region who require a dependable, highly skilled trade partner they can introduce without hesitation, Jeff and his experienced crew deliver exactly that peace of mind.

Jeff's journey toward establishing a standout garage door business was anything but a conventional straight path. A native of Auburn, Washington, he spent his formative career years developing a broad range of professional skill sets across corporate finance, mortgage underwriting, high-volume food service management, and residential construction. It was during an unexpected cross-country relocation toward Florida that he was first introduced to the garage door trade. He quickly discovered a natural mechanical aptitude for the work, paired with a genuine enjoyment of diagnosing complex structural issues and fixing tangible problems for property owners. That rewarding experience kept him dedicated to the industry, eventually leading him to launch The Garage Door Guys in 2018 after more than 15 years of hands-on experience. His diverse background—combining rigorous financial acumen, a passion for culinary arts, and years of customer-centric service—shaped a detail-oriented professional who treats mechanical trade work as a true craft.

Today, The Garage Door Guys manages a full spectrum of specialized overhead door needs, handling everything from routine preventative maintenance tune-ups and safety inspections to emergency spring repairs, heavy-duty cable replacements, smart motor installations, and complex custom framing adjustments for non-standard opening sizes. Operating throughout Snohomish and King Counties, the company serves a versatile portfolio of residential and commercial clients. Their clientele ranges from individual suburban homeowners and custom home builders to high-demand institutional accounts, such as multiple Snohomish Fire Department stations and several regional Les Schwab tire centers. Whether a client requires a sleek, modern glass door for a luxury listing or a high-traffic industrial





rolling steel door, Jeff's team possesses the specialized tools and expertise to accommodate the project seamlessly.

What truly distinguishes The Garage Door Guys from high-volume franchise competitors is an absolute refusal to cut corners or rush through jobs. Jeff is openly transparent that his company may not always be the lowest bid on paper, but the caliber of materials used, precision alignment techniques, and long-term structural integrity behind their work are strictly non-negotiable. "Quality work done right the first time" serves as the foundational operational philosophy behind every service call and complete door system setup. Jeff finds his deepest professional reward in the exact moment a client witnesses the finished product—experiencing the immediate contrast in whisper-quiet motor operation, enhanced curb appeal, and effortless manual balance.

Outside of operating the business, Jeff is a deeply devoted family man. Together with his wife Jamie, he is raising four children: Kylie, 23; Steven, 11; Victoria, 8; and Anthony, 6. The family shares an active passion for the Pacific Northwest outdoors, spending their weekends dirt bike riding on local trails, camping, fishing, and hiking throughout the region. The personal values Jeff holds at home—unwavering presence, integrity, open communication, and follow-through—translate directly into how he leads his business daily. He measures genuine career success not by quarterly revenue metrics or rapid scaling, but by the heartfelt testimonials of satisfied clients and his ongoing ability to remain present for his family's milestone moments.

Navigating the overhead door sector in recent years has presented real challenges, particularly as steep manufacturer price increases on steel, electronics, and hardware post-pandemic have placed pressure on independent contractors. While large national franchises often absorb costs by reducing customer service touchpoints or rushing technician appointments, Jeff has taken a disciplined, hands-on approach. By keeping overhead lean and personally participating in field operations, he ensures that strict quality standards are never compromised to preserve profit margins. This personal oversight guarantees that every installation meets his exacting personal benchmarks.

Looking toward the future, Jeff's vision for The Garage Door Guys emphasizes community impact just as much as business success. A cornerstone long-term goal of his is establishing a dedicated program to provide complimentary garage door service, repairs, and updates to local military veterans, schoolteachers, and active duty service members. He already actively sponsors a veteran-run remote-control park in the community, reflecting a core belief that local businesses should actively lift up the people they serve. This commitment to community service forms an integral part of the legacy he aims to leave for his children.

For real estate brokers needing swift, stress-free assistance during home inspections or pre-listing prep, Jeff's message is warm and collaborative. "Your clients are my clients," Jeff emphasizes. "I want to ensure they are 100% satisfied with the work and the process. I offer flexible scheduling to accommodate tight closing windows and inspection response periods. When you refer my name, you can trust without a doubt that the job will be handled with complete professional care from start to finish."

This level of direct accountability and trade expertise makes The Garage Door Guys an invaluable asset for Seattle-area real estate professionals looking to enhance their client service network. By partnering with Jeff Jackl, agents gain a reliable contractor who treats every single referral as a sacred trust and an extension of their own professional brand.

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PHOTOS BY LIFE N LIGHT

We love highlighting milestones and accomplishments in our publication, and this is no exception. First & Main opening a new location in Woodinville is an exciting step forward and a great reminder that the people we surround ourselves with play a big role in our success. In early October, a wonderful group of people gathered to celebrate with Matt Hart and the FAM brokers as they cut the ribbon and welcomed a new chapter for the brokerage. The evening was filled with energy, optimism, and the excitement of what lies ahead. We want to congratulate First & Main on this exciting milestone and wish Matt and the entire team continued success in their new space!

2026 BY THE NUMBERS

WHAT SEATTLE'S TOP 500 AGENTS SOLD
01/01/26-10/20/26

11,645
TOTAL TRANSACTIONS

TOTAL BUY SIDES
5,327

AVERAGE VOLUME PER AGENT
$31,977,911

AVERAGE TRANSACTIONS PER AGENT
23.3

15,988,955,706
TOTAL VOLUME

TOTAL LISTINGS SOLD
6,318





NAVIGATING *Opportunity* in Today's Real Estate Market

SUBMITTED BY HAO DANG



1. In a market that isn't moving as quickly as it has in the past, what is one thing you've changed in your business that is creating opportunity?
One of the biggest changes I've made is dedicating more time to strengthening the relationships I already have. Instead of constantly focusing on finding new clients, I've been investing in deeper connections with my existing database through client dinners, appreciation events, and meaningful conversations. That investment has created a strong referral foundation and continues to generate opportunities organically.

I've also become even more disciplined about consistency. Success in any market is built on habits, and I've focused on stacking positive habits on top of one another. Every day, I make it a priority to reach out to approximately 20 people, whether they're past clients, friends, family members, or members of my sphere.

I've never believed that we're truly in the business of selling homes. We're in the business of helping people navigate life's transitions. Real estate opportunities are often the result of major life events such as a divorce, job relocation, growing family, promotion, or a desire to move into a better school district. By staying connected and being present during those moments, we position ourselves to serve when the need arises.

When you connect with 20 people a day, that's roughly 4,800 meaningful touchpoints each year. Even if only a small percentage of those conversations lead to opportunities, the impact can be significant.

2. When business slows down, how are you using the extra time differently? Are you investing in relationships, systems, education, your database, marketing, or something else?
A slower market creates an opportunity to focus on the areas that often get overlooked when business is moving at a rapid pace. Relationships remain a top priority, but I'm also investing heavily in systems, education, and process improvement.

I believe this is the perfect time to "sharpen the axe." Staying informed about inventory levels, pending sales, pricing trends, and market activity helps us become stronger advisors when opportunities arise. Continuous education allows us to better serve our clients regardless of market conditions.

I'm also focused on refining systems and processes. Strong systems create efficiency and consistency, allowing agents to spend more time doing the activities that generate business and create value.

On a personal level, I use the additional time to reconnect with clients through coffee meetings, lunches, and home visits. I also make time for activities like tennis, pickleball, and community events. Real estate is ultimately a relationship-driven business, and genuine human connection remains one of the most valuable investments we can make.

Additionally, a slower market provides an ideal opportunity to clean up and update databases while consistently marketing yourself so your network clearly understands what you do and how you can help.

3. What is a creative way you're staying top-of-mind with your clients and sphere right now without simply asking for business?
Client appreciation events have become one of our most effective ways to stay connected without making interactions feel transactional.

The key is that these events aren't about real estate. They're about creating memorable experiences and strengthening relationships. Recently, we hosted an event at a local winery where clients could relax, socialize, and simply enjoy an evening together. We've also organized family-oriented events to create opportunities for parents and children to participate.

Offering a mix of experiences helps engage different groups of clients and encourages authentic connections. People don't want to feel like they're constantly being marketed to. They want to feel appreciated.

When you consistently create opportunities for people to have fun and connect, you naturally stay top-of-mind. The business follows as a result of those genuine relationships.

4. Are there opportunities in this market that might not exist in a hotter market? What are you seeing that other agents might be overlooking?
For experienced brokers, today's market presents tremendous opportunities.

When homes were selling instantly and receiving multiple offers, almost anyone could list a property and experience success. Today's environment is different. Sellers are placing a greater emphasis on experience, expertise, negotiation skills, and strategic marketing because they understand those qualities are necessary to maximize value in a more competitive marketplace.



I also believe agents need to move beyond the mindset of whether it's a buyer's market or a seller's market and instead recognize that it's their market. We can't control market conditions, but we can control our effort, attitude, and activity.

The agents who continue to focus on building relationships, serving clients, solving problems, and finding creative solutions will always find opportunities regardless of market conditions.

There are deals available in every market. The challenge isn't finding opportunities; it's remaining focused enough to recognize them. By staying connected to people, avoiding distractions, and being proactive, agents can create success even when others are waiting for the market to change.

5. What is one idea, habit, or strategy you've borrowed from another industry, another agent, or another business that could help brokers navigate this market differently?
One lesson I recently learned from a successful professional outside of real estate has stayed with me:

"Two cups of warm coffee don't make a hot cup of coffee."

The message is simple: surround yourself with people who challenge you and elevate your standards. Growth happens when you're learning from individuals who are performing at a higher level and thinking differently than you are.

Whether in real estate or any other industry, the people around you have a significant influence on your habits, mindset, and results. By intentionally seeking out mentors, top performers, and successful professionals, you create opportunities to learn, improve, and scale your business more effectively.

In any market, surrounding yourself with the right people can be one of the most powerful competitive advantages you have.



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PRESENTED BY MIKE MOGHADDAS, INTERIOR PHOTOS BY ALA JAVANI, EXTERIOR PHOTOS BY HOMAYOON AMIRYEGANEH

Nestled among towering evergreens and sweeping valley views, Rustic Fern is a 9.74-acre estate in Duvall that blends modern luxury, peaceful surroundings, and unique investment potential. At the heart of the property sits a newly built three-bedroom, three-bath rambler featuring soaring ceilings, panoramic windows, a gourmet kitchen, home office, and a spacious primary suite with a five-piece spa bath. A spectacular three-tiered deck, complete with a covered fireplace and hot tub, extends the living space outdoors.

Beyond the main residence, the 2,160-square-foot Rustic Fern Barn



currently operates as an intimate wedding venue, featuring a custom stone fire pit, private bridal suite, and adjacent 864-square-foot groom's lounge. With 7,500 gallons of water storage and utility lines already in place for potential future cabins, the property offers room for additional possibilities, subject to permits and buyer verification. Just minutes from Duvall's charming downtown, trails, and local dining, Rustic Fern offers a rare combination of rural tranquility, versatility, and convenient access to the greater Eastside.



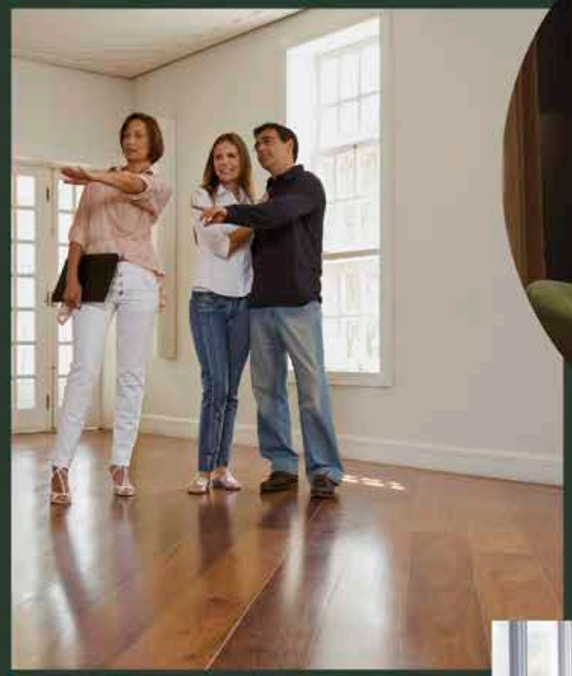






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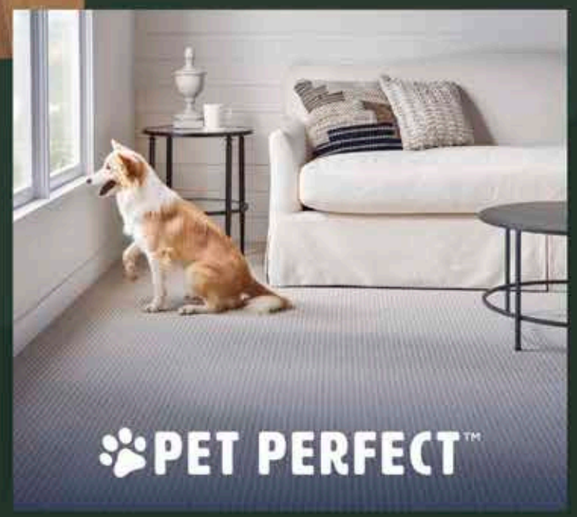
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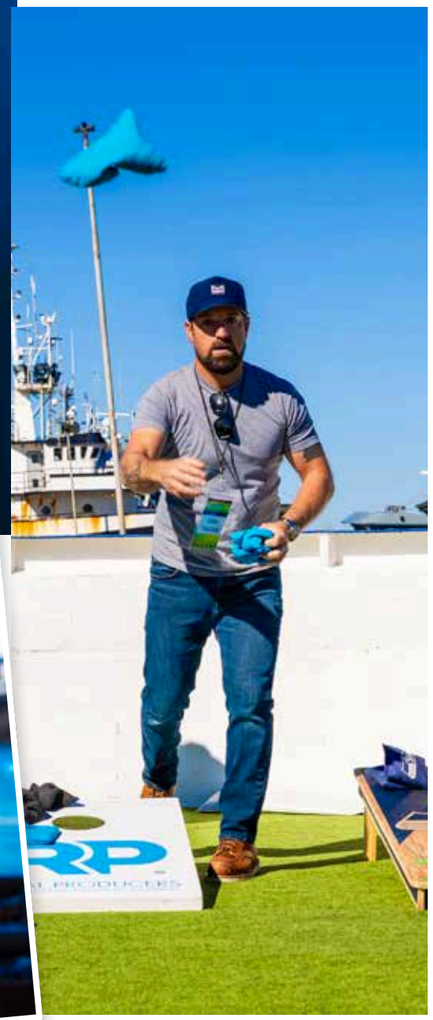












SEAHAWKS *Watch Party*

SEPTEMBER 27, 2026

PHOTOS BY JACKIE PHAIROW PHOTOGRAPHY

In late September we hit the water to cheer on Hawks, collaborate and enjoy the beauty of the our amazing PNW. True to all of our events, this wouldn't have happened without the amazing support of the sponsors who helped make this a day we'll never forget. We want to start by thanking our Premier Sponsor EMC Companies, Dustin and Zoe are truly the reason we got to climb aboard the Trek Ferry. They provided all the snacks in the morning and even thought to bring blankets for those who needed a little warmth during the brisk fall morning.

Catered by Tapped, they provided delicious smash burgers and ensured that no one left hungry.

In addition to that, JCC Concierge, Adrian Webb w/ MIlestone Mortgage, Eco Movers, Open Now and Casey Oiness w/ Guild Mortgage made this day memorable.

The team at Trek Ferry made the day easy and seamless and had everything running like a well oiled machine. In the morning we cheered on our Seahawks and we lived and died by every play in the stressful 4th quarter.

Once the game ended we left the dock and headed out into an absolutely spectacular fall day. We had intense games of cornhole, jenga, listened to music and had a drink or two.

We want to thank everyone who attended and everyone who made this day possible.

If you are ever looking to host a party; brokerage, client appreciation, Seafair or you just want to do something memorable, reach out to the team at Trek Ferry and learn about how they help make your party one people won't forget.


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Luis GUZMAN

THE POWER OF SHOWING UP

PHOTOS BY FOCUSED MEDIA COLLECTIVE

Luis Guzman did not arrive in Seattle with a detailed business plan, a network of clients, or even much knowledge of the local housing market. What he did have was an instinct that real estate was where he belonged and a willingness to put himself in the rooms, neighborhoods, open houses, and conversations that could help him figure out the rest.

Born and raised in Puerto Rico, Luis left home at 18 to attend the University of Tampa, where he played Division II baseball for several years before finishing his degree. He also resold sneakers throughout college to help pay his bills, giving him an early taste of entrepreneurship. After graduating in 2019, a close friend from Seattle invited him to visit the Pacific Northwest. Luis came for a week, returned to Puerto Rico, and eventually decided during the pandemic to make the move to Seattle to see what happened.





Looking back, he describes the decision as something close to fate. Growing up in Puerto Rico, his bedroom had posters of Ichiro, the Seattle Mariners, and the Kingdome. His grandfather had also built several homes, giving Luis an early connection to construction even if he did not yet realize where it would eventually lead.

“I always knew I wanted to be in real estate. I just didn’t really know how.”

When Luis arrived in Seattle, he admits he knew nothing about the local residential market. He earned his license, connected with longtime agent Justin Gazabat, and spent several months learning the business before setting out on his own in early 2021. His first sale came that May, roughly four months after he started seriously pursuing business. Over the following 12 months, he sold approximately $20 million. By his second year, that number had climbed to roughly $30 million.

There was no secret lead source behind the early momentum. Luis simply worked. He estimates that he hosted around 130 open houses his first year and another 140 his second, often stacking five or six into a single weekend. If there was an opportunity to be in front of a potential client, he wanted to be there.

That relentless exposure eventually became an education of its own. In 2023, Luis became increasingly interested in new construction, intentionally hosting open houses for Seattle



> **“THOSE DEALS *made me realize* WHAT I WAS GOOD AT AND WHAT I WASN’T GOOD AT.”**

builders and concentrating on townhomes in a specific price range. He wanted to understand the product, know what buyers were responding to, and learn the inventory well enough that he could recognize an opportunity quickly. Being consistently “boots on the ground” also put him in front of builders who began looking to Luis for feedback because he was the one spending hours talking directly with buyers.

Over time, “Luis the open house guy” evolved into something different.

Luis became increasingly interested in investment properties, flips, teardowns, and land opportunities. His education in that world did not come without some expensive lessons. His first several flips taught him that while he could identify opportunities, operating the construction side himself was not necessarily his strength, and ended up losing a bunch of money on them. Rather than allowing those experiences to stop him, Luis used them to better understand where he could provide the most value.

“Those deals made me realize what I was good at and what I wasn’t good at.”

He began partnering with experienced operators whose strengths complemented his own. Today, Luis focuses heavily on finding and evaluating opportunities, negotiating acquisitions, bringing capital to deals, working with builders and operator partners, and ultimately helping bring properties back to market. At the time of his interview, he had roughly a dozen flips underway.

Even when Luis is not responsible for construction, he remains involved. He walks his projects weekly and continues visiting builder sites because years spent listening to buyers at open houses gave him an understanding of what people respond to, from layouts and natural light to the smaller details that can influence how a home feels.

He is also willing to put his own money behind opportunities he believes in. For Luis, investing alongside a builder or operator is about more than potential return. It is a way of demonstrating that he is committed to their success as much as his own.

That same relationship-first mentality has made other real estate agents one of the most important parts of his business. Luis estimates that roughly 90 percent of his leads come from fellow agents. He has intentionally positioned himself as a resource when an agent encounters a property that may be better





suited for a flip, teardown, or builder than a traditional resale. By studying what builders are buying and becoming deeply familiar with the Seattle and Eastside markets where he spends much of his time, Luis can often quickly recognize where an opportunity might fit.

Despite describing himself as naturally introverted, Luis is constantly showing up. He attends office meetings, industry gatherings, networking events, and conversations throughout the region. He does not calculate the return on every coffee or event because he understands that relationships compound.

“One relationship is going to pay you five times, both ways. You just never know who you’re going to meet.”

That philosophy extends beyond business. Some of Luis’s closest friends in Seattle are people he met through real estate. They mountain bike, dirt bike, ski, and travel together, including trips to Japan and Europe. Real estate gave Luis a career, but in a city thousands of miles from where he grew up, it also gave him a community.

He credits his family for much of the attitude he brings into those relationships. His father was the type of person who knew everyone and everyone would remember him, something Luis recognizes in himself today. From his parents and grandparents, he also learned something even simpler: approach people with respect, positivity, and a good attitude.

That connection to family remains especially meaningful because they are still in Puerto Rico. Luis speaks proudly about being able to share his accomplishments with his parents and grandparents, whom he describes as humble people who are sometimes amazed by what his career has become. Being able to give back to them and make them proud carries a significance no production number can fully capture.

Outside of work, Luis brings the same willingness to challenge himself to nearly everything he does. His two older brothers raced motocross in Puerto Rico, while Luis was the younger brother who was not allowed to ride. These days, he is making up for lost time. He mountain bikes, rides dirt bikes, skis, and has even taken up kite surfing. He is drawn to the uncertainty of trying something new, pushing through the nerves, and discovering what he can do on the other side.

It is not all that different from the way he has approached his career.

Luis does not build his business around rigid annual numbers or carefully written goals. In fact, he doesn’t even own a computer or use a CRM; his phone and his iPad are all he needs. He measures progress by continuing to grow, trying something new, and pushing beyond what he accomplished the year before. He has even begun considering what it might eventually look like to move further into building himself. Whatever comes next, he believes the foundation will remain the same: consistency, relationships, knowing the market, and continuing to show up.

“It takes longer than you think,” Luis says. “This isn’t a five-year business. This is a 25-year business.”

It is a perspective he wishes he could give the version of himself who arrived in Seattle in 2020 knowing almost nothing about the market and eager to make something happen quickly. Six years later, Luis understands that a career is built much the same way he has built his own: one open house, one relationship, one lesson, one opportunity, and one day of showing up at a time.



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KIMBERLY JOHNSON

NO CHOICE BUT FORWARD

LIFESTYLE PHOTOS BY MANDEE RAE, WHITE PARTY PHOTOS BY KYNDAL HAWKINS
HOLIDAY PHOTOS ALEJANDRO SANCHEZ OCHOA



Kimberly Johnson has lived on Queen Anne since 1998. She has changed houses three times over the years, but never strayed far, staying along the same stretch of Western Queen Anne. For Kimberly, there is something meaningful about that.

She grew up in a military family and moved every two years throughout her childhood. By her senior year of high school, her family had landed in Tacoma. After graduating from Curtis High School, Kimberly attended Washington State University and eventually made her way to Seattle. Queen Anne was the first place that truly became hers.

"I never had that one home that meant something," Kimberly says of growing up. "It was just kind of a building that we were living in for two years, and keep it rolling."

Over the years, Queen Anne became the opposite of that. It became the place where she raised her children, knew the people at the grocery store and bank, and developed the kind of roots she hadn't experienced growing up. "I was like, oh, I don't have to move. I'm an adult," she laughs.

It makes sense that Kimberly eventually built a career around helping other people find that same connection to a home. It just took her a while to get there.

Kimberly spent much of her professional life in advertising, including a decade in radio before later working in publishing at Seattle Magazine. She loved homes and design, and agents she knew around Queen Anne would tell her she should consider real estate. But after her divorce, while raising two children on her own, the timing wasn't right. By 2018, her kids were approaching high school, and at 45, Kimberly decided it finally was.

Starting at Zero

Kimberly approached her new career the way she had approached sports. A former college athlete who rowed crew and competed in volleyball and basketball, she believed that if she wanted to perform at a high level, she needed to surround herself with people already doing it.

That led her to an office filled with established agents and to Tamara



Marson, a mentor Kimberly still credits with shaping the way she works today. Kimberly became a sponge, absorbing everything she could. One piece of advice stuck: “Always be agenting.” So she did.

For nine months, Kimberly spent nearly every weekend opening doors at a Wallingford condo building. She sold nothing. She kept showing up anyway.

“That’s the difference when you don’t have a choice,” Kimberly says. “I didn’t have a choice.”

Eventually, business started moving. Then COVID hit. At the time, Kimberly was also operating roughly 10 Airbnb units, which had helped keep her afloat while she built her real estate career. Almost overnight, that income disappeared. In one weekend, she drove a U-Haul from unit to unit, emptying all 10. She remembers sitting on the bumper between moves, crying.

“I was like, I’m going to lose my house.”

With two children at home and significant monthly expenses, Kimberly took out a large personal loan to survive. She had no idea how she would pay it back. She just knew she wasn’t ready to give up. And then, with traditional home tours essentially gone, she pulled out her phone.

Finding Another Way

Kimberly began filming homes. She didn’t know much about editing, but a photographer showed her the basics of a video app over lunch. Kimberly practiced and started touring six or seven properties a day, choosing homes that fit the design-forward point of view she wanted to establish. Her years in advertising and publishing kicked in.

Before real estate, Kimberly had created Seattle Luxe Rentals for her Airbnb business, emphasizing design and aesthetics. That identity naturally evolved into @SeattleLuxeHomes. For Kimberly, “luxe” was never simply about a price point.

If someone had $900,000 to spend, she wanted to show them the best of what $900,000 could offer. The same applied at $1.5 million or $5 million. It was about showing people what was possible. Her video tours began reaching people stuck at home and scrolling through Instagram. Her audience grew quickly, but more importantly, people began reaching out.

> “ALWAYS BE *AGENTING.*”

“I may not have $5 million, but in what I have, she’s going to find me something that I aspire to have,” Kimberly says of the connection she believes people made with her brand.

The business she had been fighting to build finally took off. Then, in 2023, she was tested all over again. As interest rates climbed, Kimberly went nine months without selling a home. She had already repaid the loan that carried her through COVID in two years. Now, she took another personal loan and faced the same decision again.

She could sell her Queen Anne home, downsize, and walk away. She didn’t.

“I’m going to make this work,” she remembers thinking.

And for the second time, she did. Kimberly doesn’t romanticize those years. She readily admits that coming close to losing everything isn’t the glamorous part of the success story. What she is proud of is what happened afterward.

“I did not come from a real estate background,” she says. “I don’t have a family that is going to help me with any kind of finances. This is hard knocks.”

Now, at 54, Kimberly feels like she is hitting her stride. She entered real estate at 45, later than many, but the years since have proven that there was no expiration date on building the career she wanted. If anything, the life and professional experience she brought with her helped shape the agent she has become.



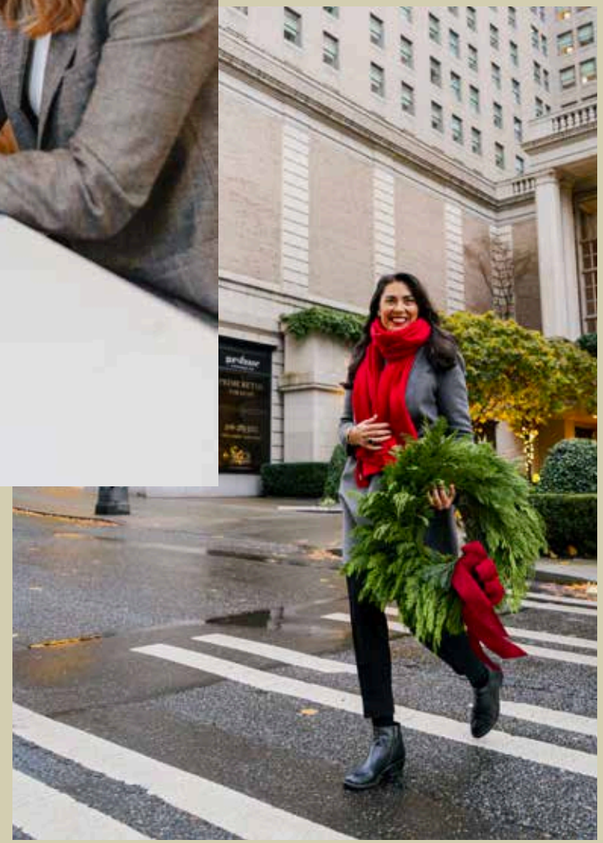


A Place That Means Something

Today, Kimberly brings the same clarity to her clients that carried her through those uncertain years. She knows what she does well and doesn’t try to be everything to everyone. She focuses primarily on the Seattle neighborhoods west of I-5 that she knows intimately, and when representing sellers, she is equally particular. If a client isn’t willing to properly prepare, stage, and present a home, Kimberly is comfortable saying she may not be the right agent.

Her social media is similarly straightforward. Much of what people see is simply Kimberly: real estate, design, cooking, travel, and life as it happens. She believes

> “I NEVER HAD THAT ONE HOME THAT *MEANT SOMETHING,* IT WAS JUST KIND OF A BUILDING THAT WE WERE LIVING IN FOR TWO YEARS, AND KEEP IT ROLLING.”





Client Appreciation Party

people connect with people, not a stream of sales announcements.

"The number one thing people say when they meet me is, 'We feel like we know you. Is that weird?'" she says. "I'm like, 'No, it's not weird. It's awesome.'"

That connection is also what keeps the work meaningful. Kimberly still gets emotional when a client wins the house they have been searching for. She loves running into former clients around Queen Anne and hearing about the projects they're doing in their homes. After spending her childhood moving from place to place, helping someone else find a place that belongs to them has brought her career full circle.

> "IT GIVES ME *PURPOSE.*"

"It gives me purpose," she says.

Outside of work, Kimberly travels often, cooks, loves design, and plays competitive pickleball four or five times a week. Her daughter is finishing college in Paris, while her son, a carpenter, is preparing to move to Japan for an apprenticeship with a temple builder. She jokes that she did too good a job raising independent children. Mostly, she is proud. They watched their mother rebuild her own life, choose work she loved, struggle through some very difficult years, and refuse to let those years decide what happened next. Now, she gets to watch them choose their own paths.

"Do something you love, and the money will follow," Kimberly says. "It will."





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