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& Jason Gasbarra **42**  
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Neetu Dacosta

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If you are interested in contributing or nominating REALTORS® for certain stories, please email Shea at [Shea.Robinson@N2Co.com](mailto:Shea.Robinson@N2Co.com).



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# Welcome to the February issue of Seattle Real Producers!

Welcome to the February Issue of *Seattle Real Producers*!

As we step into February and settle into the rhythm of a new year, 2026 already feels full of momentum and possibility. This is the season to sharpen focus, set intentions, and plan with purpose—for your business, your clients, and the opportunities ahead. I have definitely learned that real estate rewards those who think ahead, stay adaptable, and commit early to the habits that create long-term success. It seems to be one of the biggest elements of success.

The end of 2025 reminded us just how quickly circumstances can change. Unpredictable weather across our region disrupted routines, delayed plans, and forced many of us to pivot on the fly. Moments like those put things into perspective. Our hearts go out to so many people whose lives were turned upside down. I saw many agents helping to raise money, gather donations, and make an impact in surrounding communities.

As we look ahead, there's a renewed sense of optimism across King and Snohomish counties— shifting market dynamics, evolving client expectations, and fresh opportunities. This is the year to lean into what sets you apart, invest in relationships, and elevate the way you show up for your clients and peers.

At *Seattle Real Producers*, our mission remains the same: to spotlight the people shaping our market and to create spaces where meaningful connections happen. We're excited for another year of gathering, collaborating, and celebrating this incredible community at upcoming RP events.

Here's to starting 2026 strong, embracing what's ahead, and building an exceptional year together.

Warm regards,



**Shea Robinson**  
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# Coleton Pantley

## The Climber Who Found his Peak in Real Estate

PHOTOS BY FOCUSED MEDIA COLLECTIVE

**W**hen you meet Coleton Pantley, you immediately get the sense this is someone who doesn't do anything halfway. Whether it's scaling the icy flanks of Mount Rainier in a single push or navigating a multimillion-dollar deal in Seattle's North End, Coleton brings the same mix of focus, fearlessness, and quiet determination to everything he does.

Today, Coleton is part of COMPASS | NK Team, representing over \$30 million in sales in the past year, with an even split of listing and buyer success stories. But if you'd told teenage Coleton he'd end up following in his father's footsteps in real estate, he probably would've laughed you out of the room. "I actively avoided real estate as a teenager," Coleton admits with a grin. His dad, Robert Pantley, has been a developer for over 50 years—and like most kids, Coleton wanted to carve his own path. "It was definitely an act of rebellion," he jokes. But after years of hearing from close friends and family that he'd

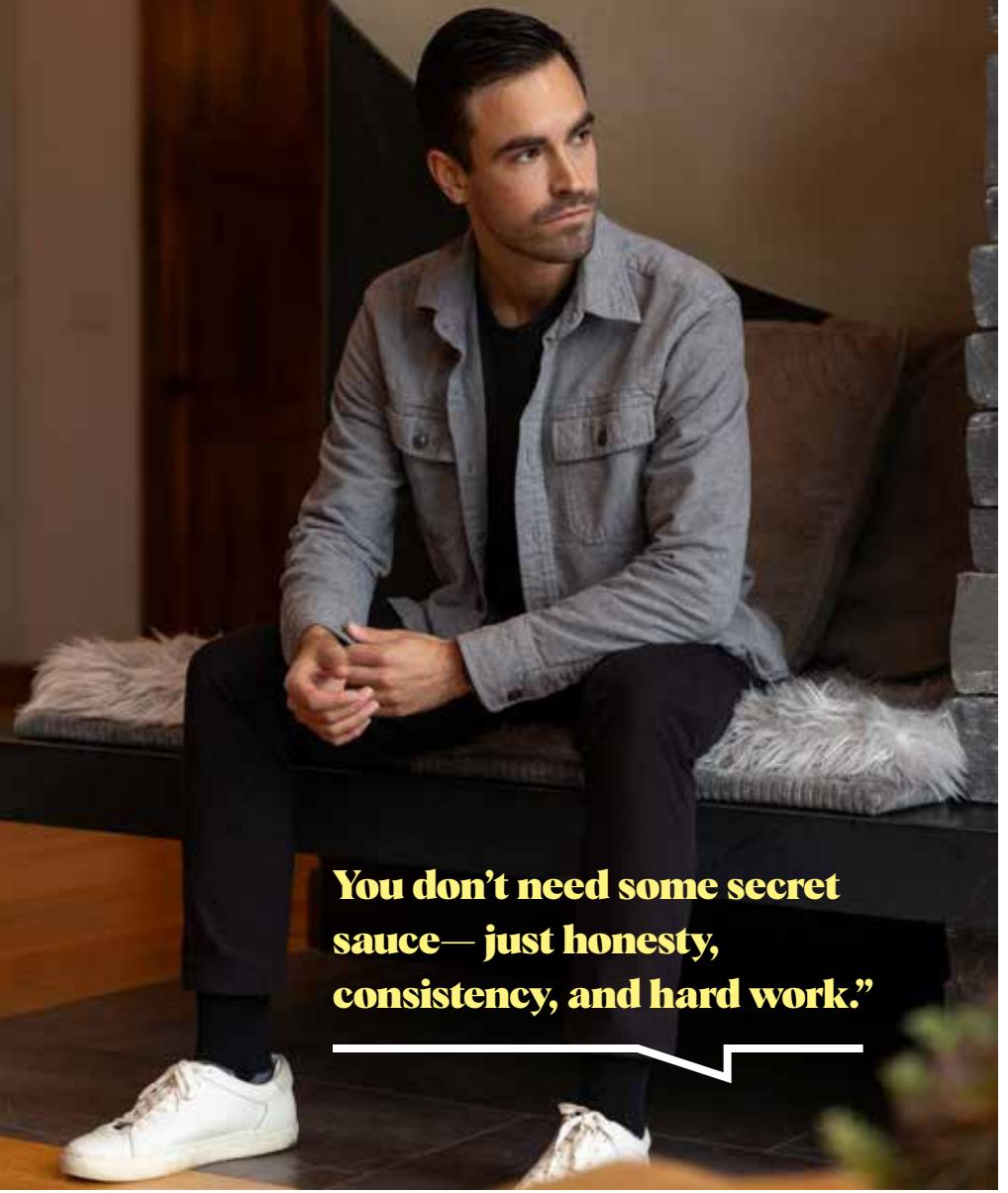


be a natural fit for a brokerage, he finally decided to give it a shot in 2023. The result? A near-instant connection. "I knew almost immediately it was a long-term fit," he says.

That fit came with a serious dose of pressure: Coleton started with no savings, significant debt, and a three-month window to make it work. "That pressure was massively important in my early success," he says. And succeed he did, fueled by a work ethic inspired by his dad's favorite Yoda quote: "Do or do not, there is no try."



**"I just want newer professionals to know they can succeed without being disingenuous."**



**You don't need some secret sauce—just honesty, consistency, and hard work.”**

#### **Driven by Excellence and Connection**

Ask Coleton what drives him and he'll tell you it's a mix of purpose, people, and pride in his craft. "First, I want to provide for myself and my family. I'd rather be paid on results than time," he says. "Second, excellence is the only way. If I'm not outperforming everyone, I see myself as failing. And third—it's about people. I've found so much joy in connection." That last point has become a cornerstone of his business.

Coleton loves the conversations and stories that come with each client relationship. "I've learned more about mushrooms, salsa dancing, volcanology, etc., from my clients than I ever would've otherwise," he laughs. "The constant human interaction has really broadened my perspective of the world." But it's not all small talk and handshakes. What Coleton really prides himself on is creating such a seamless process that clients barely feel the stress of buying or selling a

home. "When a client starts to worry that something's been missed—and it hasn't—that's my favorite moment," he says. "It means I've done my job right."

#### **Mentorship, Mountains, and Meaning**

Coleton's energy extends far beyond closing tables and open houses. He's passionate about mentorship, always eager to both learn from seasoned pros and support newer agents coming up behind him. "There's no shortcut to success," he advises. "Find the hardest worker in your office and double their output. Be yourself, think long-term, and learn from people who've made decades of mistakes so you don't have to."

He's also deeply interested in investment and income-generating properties, a passion inspired by his father's legacy and his friendship with commercial broker, Mitchell Belcher. "I've seen what real estate ownership can do. My goal is to eventually build my own multifamily portfolio and achieve financial freedom," he shares. That freedom, for Coleton, isn't about fancy cars or big city lights—it's about time. Time to be with the people he loves, and time to be in the mountains, where

he feels most at home. And when we say he loves the mountains, we mean LOVES them. Coleton has solo-climbed Mount Rainier, Glacier Peak, Mount Baker, Mount Shasta, Mount Adams, and Mount Hood, all in single pushes. "I'm high-strung by nature," he admits, "but when I'm alone in the mountains, life becomes wonderfully simple." It's also where he met his fiancée, Rachel—fittingly, while climbing Mount Baker.

When he's not scaling peaks or showing homes, Coleton enjoys spending time with his family—parents Robert and Elizabeth, grandma Dolores, siblings Angela, David, and Vanessa, and his nephew Hunter. He shares a special bond with his sister Vanessa, another mountaineer, and fondly recalls a particularly grueling 24-hour un-roped climb up Mount Rainier's Kautz Glacier as one of their defining experiences.

Yet for a guy who thrives on adrenaline, he's got a surprisingly domestic side, too. "Not many people know that I love to cook," he says. "My dad taught me as a kid, and now my sister and I have taken over Thanksgiving. It's become a ridiculously over-engineered multi-day process."

#### **Protecting What Matters**

Outside of business, Coleton is a proud supporter of The Access Fund, The Conservation Alliance, AIARE, NWAC, and the AMGA, all organizations dedicated to preserving wild spaces and promoting mountain safety. "Nothing matters if our natural world ceases to exist," he says simply.

#### **A Real Approach to Real Estate**

For all his drive and adventure, Coleton remains refreshingly down-to-earth. "I don't think I'm special," he says. "I just want newer professionals to know they can succeed without being disingenuous. You don't need some secret sauce—just honesty, consistency, and hard work."

From summing literal peaks to climbing the ranks of Seattle real estate, Coleton Pantley is proof that authenticity and excellence aren't opposites—they're the ultimate combination.



Photo by Enchanted Peaks



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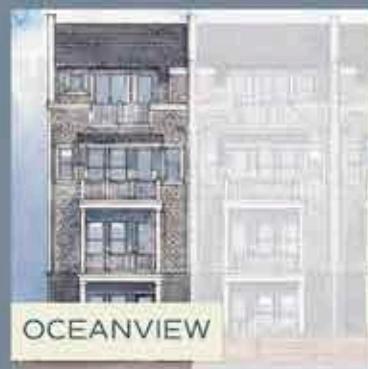
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## BUILDING DREAMS, ONE RELATIONSHIP AT A TIME

PHOTOS BY JACKIE  
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**W**hen you meet Neetu Dacosta, you instantly feel her energy — a rare blend of creativity, curiosity, and heartfelt sincerity. A top-producing Realtor® who has built a thriving business across Sammamish, Kirkland, Bellevue, and Bothell, Neetu radiates both professionalism and warmth. Her secret? A people-first philosophy and an unshakable belief that gratitude, passion, and purpose are the foundation of true success.

Before becoming one of the Eastside's most trusted agents, Neetu's story began far from real estate. Armed with a Master's in Visual Communication from the University of Birmingham, she worked with Discovery Channel in London. But when motherhood called, Neetu paused her corporate career to focus on raising her two children, Anica and Neil. "I took nearly eight years off to be a full-time mom," she shares. "When my kids started preschool, I began to wonder what was next. I wasn't sure I wanted to go back to IT — but then, while buying our second home, something clicked. I found myself reading every contract, researching

every form, and asking endless questions. That's when I realized how much I truly loved real estate."

What began as curiosity soon became a calling. With her husband Carlyle's unwavering support, Neetu took the leap into real estate and never looked back. Since earning her license in 2016, Neetu has achieved extraordinary milestones including more than \$47 million in volume last year along with numerous accolades such as the Five Star Real Estate Agent Award (2024 & 2025) and recognition among the Top 1% in Total Sales Volume (2022). Yet, for Neetu, the real reward isn't found in trophies or titles — it's in the trust of her clients. "The most rewarding moments are when my clients invite me to their housewarmings, baby showers, call me for advice, or refer me to their friends and family," Neetu says with a smile. "Those

are the moments that fill my heart. It's not just business — it's personal."

### A Passion for Growth — and Giving Back

Neetu's passion for real estate runs deep, but it's her boundless curiosity that keeps her evolving. Beyond helping families buy and sell homes, she's ventured into flipping and remodeling with two former clients, Rahul and Pravin, now her trusted business partners. Together, they transform homes with vision and purpose — a reflection of Neetu's creative roots. "I started flipping homes to educate clients about what goes on beyond the walls — from structure and craftsmanship to long-term value," she explains. "It's about empowering people with knowledge so they can make confident decisions."

Her entrepreneurial spirit doesn't stop there. Neetu also owns short-term rentals

in Port Angeles and Seattle, blending her love of design with strategic investments. "I truly eat, sleep, and breathe real estate," she laughs. "I'm always learning, creating, and finding ways to add value — not just to homes, but to the people connected to them." Even as her career soars, Neetu's heart stays grounded in service. She proudly supports the Shankara Eye Foundation, which funds surgeries for those who can't afford vision care in India. "Sight is such a gift," she says softly. "Helping someone see again — that's priceless."

### Family, Faith, and Finding Balance

Neetu's success story is also a love story. She and Carlyle, her husband and best friend, have been married since 2008. Despite their interfaith marriage, they respect each other's faiths and believe each brings their own positives — key elements that helped

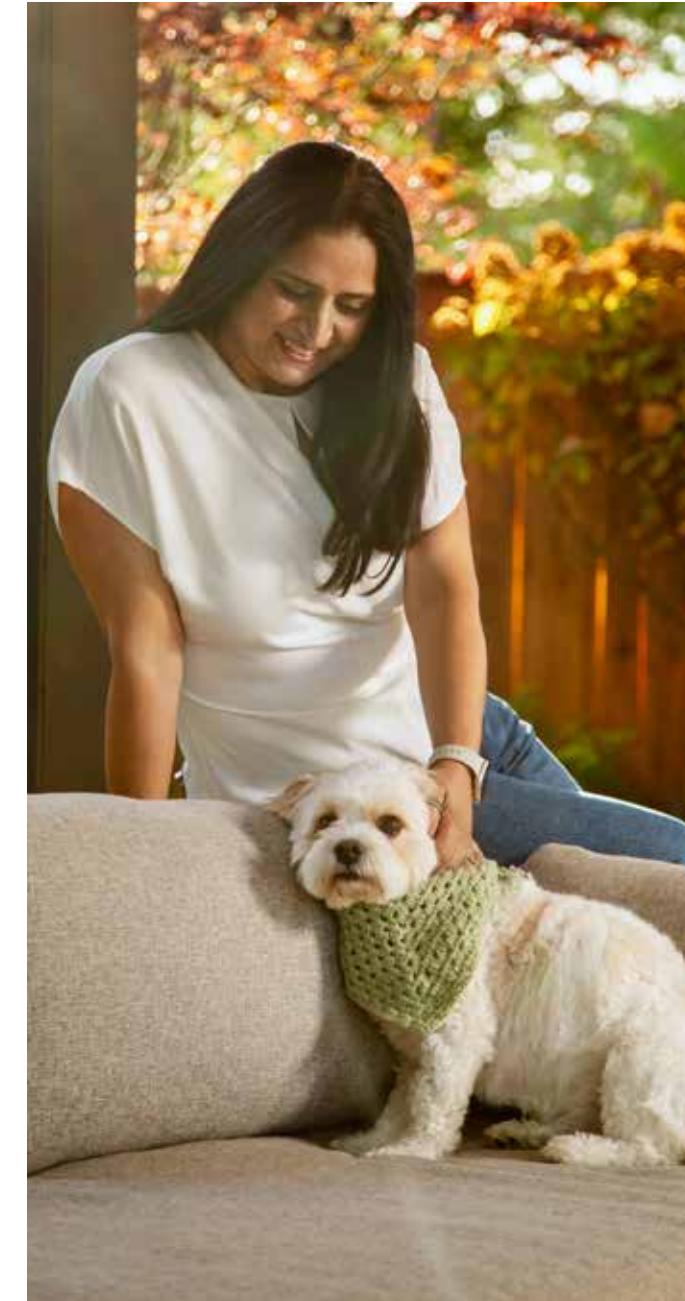




“

I feel incredibly GRATEFUL — for my family, my clients, my partners, my assistant Barbara, and the chance to learn something new

*every day.*



them build a bond rooted in understanding and respect, which has carried them through. Today they share a vibrant life with their two children and their fur baby, Coco. “Our family time is everything,” Neetu says. “Friday movie nights, morning coffee with my husband, late-night chats with the kids — those moments keep us grounded and grateful.”



“It’s how I start my day with love before stepping into the world of real estate.”

#### Lessons in Resilience and Gratitude

Not many know that Neetu once dreamed of becoming an artist — a dream interrupted when her family fled their hometown due to terrorism and she lost her mother at a young age. Though painful, that experience taught her resilience, faith, and gratitude. “It taught me that life itself is the greatest gift,” she reflects. “If you are alive and healthy, you can rebuild and create a new life anytime. Every

challenge holds the seed of something beautiful.”

That mindset shines through in everything Neetu does — whether guiding a nervous first-time buyer, transforming a fixer-upper, or mentoring future Realtors®. Her advice to new agents? “Don’t join real estate just for the money. This business demands patience, consistency, and heart. If your motivation is to serve, success will follow naturally. Keep learning, stay humble, and celebrate every small win.”

“I feel incredibly grateful — for my family, my clients, my partners, my assistant Barbara, and the chance to learn something new every day,” she says. “When you live with passion, purpose, and gratitude, you naturally attract abundance in ways you never imagined.”

For Neetu Dacosta, real estate isn’t just a profession — it’s a journey of connection, creativity, and growth. And through it all, one thing remains constant: “For me, people come first. Always.”



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# FAQ

## About Real Producers

**R**eal Producers magazine started in Indianapolis in 2015 and is now in over 100 markets across the nation and spreading rapidly. Seattle Real Producers launched in August 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 affiliate partners to create relationships with these top performers on a level that they might not be able to achieve on their own.

### 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, they 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 for our writer to conduct an interview to write the article and for our photographers to schedule a photo shoot.

### 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.



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# Lindsey Gudger & Jason Gasbarra

Opening  
Every Door

PHOTOS BY FREESTYLE PRODUCTION





The founders of Every Door Real Estate know this truth better than anyone: success isn't just about hustle—it's about systems, support, and surrounding yourself with people who actually make your business better. Lindsey Gudger and Jason Gasbarra, the powerhouse duo behind Every Door, built the brokerage not on rigid quotas or empty promises, but on real value, relentless work ethic, and a deep respect for how agents want to run their businesses.

Their story starts in a familiar place for many in the industry—Zillow. While working there, Lindsey and Jason had a front-row seat to how agents were being asked to produce more while receiving less meaningful support. The gap was obvious. Brokerages expected high performance but too often failed to deliver the infrastructure agents needed to actually scale. So Lindsey and Jason did what high performers do best: they paid attention, asked better questions, and started building something better.

After getting licensed in late 2014 and spending several years inside a traditional KW office, they began experimenting—quietly at first. Every Door started as a side venture, a services company designed to take friction out of an agent's day-to-day life: lead management, transaction processing, marketing support, and even offer writing when demand made it necessary. Each service wasn't dreamed up in a boardroom; it emerged organically, in response to real problems agents were facing in the field.

Over time, that side project gained momentum. Pressure from Zillow to choose a lane forced a pivotal decision—and Every Door officially became its own independent brokerage. Not because expansion looked flashy, but because independence allowed them to fully commit to serving agents the right way.

What makes Every Door different isn't just the services—it's the philosophy



behind them. Jason naturally gravitated toward sales, recruiting, and marketing, while Lindsey leaned into the technical and operational side of the business. The division of labor wasn't strategic on paper; it was intuitive. Each leaned into their strengths, creating a balanced leadership dynamic that agents immediately felt.

Their growth strategy followed the same logic. Instead of chasing rapid expansion into new markets, they chose to double down on Western Washington, focusing on depth over breadth. Maintaining market share through the Northwest MLS, delivering exceptional service, and building a reputation that travels faster than any ad campaign—that's the game they're playing. And it's working.

Agents don't just stumble into Every Door—they seek it out. Our brokers come to us through a mix of online reputation, high-level referrals, and yes, the occasional personal outreach from Jason himself. We believe the strength of a company lies in its people, and Every Door is intentional about shaping its future. Unlike traditional brokerages that hire anyone with a license, Every

Door selectively brings on brokers with a proven history of contribution, professionalism, and excellence. We are building a community of top performers—not a crowd.

But what keeps exceptional agents here is something even more powerful: culture. It's the backbone of our success and the reason our brokers stay, grow,

and thrive. There are no arbitrary production quotas. No one-size-fits-all definition of success. New brokers are supported, not micromanaged. Autonomy is respected, tools are provided, and growth is treated as a long game.

Lindsey is candid about the realities of the business. The first 12 months in real estate don't define your future. Some agents stumble



out of the gate and later become top producers. What matters more is effort, resilience, and having the right support system when things get tough.

At Every Door, two qualities matter above all else: be a good person and contribute value. That value might come from sales, mentorship, or simply showing up for the team. The expectation isn't perfection—it's commitment.

Both founders bring deeply personal motivations to the table. Lindsey's early drive was rooted in financial success, but over time it evolved into something bigger: helping others unlock their potential and build businesses they're proud of. Jason, competitive by nature, is driven by a desire to be the best option for the clients and agents they serve—not the biggest, but the best fit.

That mindset shows up in the details. Accessibility is non-negotiable. Follow-through is assumed. When Lindsey and Jason commit to something, they don't let go until it's done. Sacrifice isn't a buzzword—it's part of the process.

Now, as their story is being shared through magazine features and industry events, the goal isn't self-promotion. It's a connection. By spotlighting real agents, real journeys, and real lessons, Lindsey and Jason hope to foster stronger relationships across Seattle's real estate community—and maybe spark a few collaborations along the way.

For top-performing agents who know there has to be a better way, Every Door isn't just a brokerage to watch. It's proof that when you build with intention, listen closely, and never stop improving, you can create something that truly opens doors—for everyone involved.



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Let's talk details!



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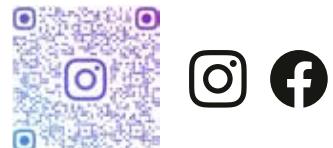
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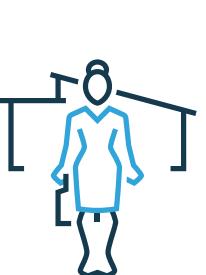
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Here's What The Top 500 Agents in King And Snohomish County  
Sold From 01/01/2025-012/20/2025

**14,602**



TOTAL  
TRANSACTIONS



AVERAGE  
TRANSACTIONS  
PER AGENT

**29.2**



AVERAGE  
VOLUME  
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AGENT

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TOTAL  
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