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FEBRUARY 2026

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Our founder, Nick Allard, has been captivated by storytelling since childhood—so much so that he blames Star Wars for setting him on this path. With a Bachelor's Degree in Film and years of experience crafting impactful videos for businesses, he built Theta State Studios to help companies like yours turn ideas into compelling content that engages, educates, and converts.

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18 Kim Hagel-Barkley  
COVER STORY

If you are interested in nominating people for certain stories, please email us at: [june.ladd@n2co.com](mailto:june.ladd@n2co.com)

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# Meet The Team



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Women's Council of REALTORS Spokane-Eastern Washington

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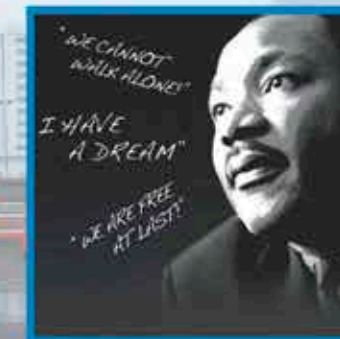
MLK Rally, March, and Resource Fair 2026

Hosted by The Spokane MLK Community Center

When: Monday, January 19, 2026

Time: Rally begins at 10:00am, the March follows, Resource Fair is 11:00am-1:30pm

Where: Spokane Convention Center - 334 W Spokane Falls Blvd, Spokane, WA 99201





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cash bar will serve you throughout the night. More details to come!

Nominations will be cast by members of the public, real estate agents, and our magazine partners for awards such as Community Champion, Industry Icon, Social Media Star, Leader of the Year, and even People's Choice for favorite male and female agents, and more!

04.24.26  
RP AWARDS  
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# CRAZIEST HOME SHOWINGS



"I was showing a couple and their two children for the first time. The houses we were seeing were distressed homes in pretty rough shape. I followed them into the basement and the stairs were pretty rickety. I somehow fell down the stairs and sprained my wrist which was completely embarrassing and hurt like crazy. I was so embarrassed that I didn't want to say I was hurt so I got up and finished showing them the house. The next house I showed them was right down the street so we walked down the street and up the front walkway to the house. There were a bunch of apples laying on the ground and unbeknownst to me, one of the apples got lodged in the heel of one of my shoes and I didn't notice it until my clients pointed it out to me. Needless to say, it wasn't my finest hour but luckily that didn't deter them from continuing to work with me."

- Kim Hagel-Barkley



"One of my craziest home showings definitely takes the cake! The agent hadn't let the sellers know we were coming, and I accidentally walked in on a naked man in the bathroom. Needless to say, it was a very quick exit and a lot of laughs afterward!"

- Angela Navejas



"My craziest home showing was not a home showing. It was a land listing up in Hunter's. Baby REALTOR® Ali had only been in for a year and had never shown that far north before, I was completely unfamiliar with the area. It was February and not currently snowing, but still had snow in the elevated parts of town. Driving from my office in Cheney, one of the options on my directions was 20 minutes faster than the others.

So of course that is what I was going to take! Fast forward to it taking me OVER a mountain instead of around the base. It was a one-way summer road and I made it through so much snow because I have a Jeep Patriot and was delusional enough to try. I almost made it all the way down the backside when there was a tree down... and there was too much snow for be to back up and not any space to turn around. I will always remember this client because he saved my butt! I had basically no service and had to stand on top of my car for one measly bar to send a text. Somehow he found me from my minor directions, 40 minutes later. And hauled my butt out. Never made that mistake again!"

- Ali Pomeroy



"I personally haven't had anything too crazy thankfully but there is one I do remember! I was showing a home to a newer client way up North in an area with no cell service. Everything was going great until my client opened a shed door outside and there was a huge hornet's nest! Right as he had opened it, he yelled and said he was stung. For a few minutes he was in a lot of pain, and he told me he's never been stung before and didn't know if he was allergic or not. It got red and started swelling very quickly. Few more minutes goes by, and he said he started getting a little drowsy, so he sat down. We sat there for probably about 20-30 minutes until he was able to calm down and finally see some swelling go down. Again, we had no cell service and we're probably 45 minutes away from the nearest hospital and all I was thinking in my head that he was going to pass out and I was going to have to rush this guy to the hospital. Thankfully after some time, he ended up being okay!! I followed him back into town to make sure. But whew! Scary moment for sure!"

- Skylar Oberst



"The one that comes to mind is the home with a giant hole dug in the back yard. This hole was big enough to bury a truck in. This home owner apparently dug a tunnel under his house to the garage out back where he made and sold illegal things. We had to sign a waiver just to enter the property! There was secret little rooms and endless "stuff" through out the whole property. Our brave client hopped right down in the tunnels and checked it all out! We didn't get that one (which I was pretty happy about) but we did end up throwing an offer at it."

- Matt and Rachael Mehring



"I walked into a property that had squatters actively in it and my buyer had to chase them out. Not to mention a home with missing subfloor covered in carpet trying to hide the defect, a family of mice living behind the trim in one home, and a home littered in nazi paraphernalia (needless to say the listing agent was notified and my buyers did not choose that home)."

- Rachael Rhodes



"Not really crazy weird but gave me one of the craziest scares ever followed by a really funny laugh. I was face-timing an out-of-town client on a house and so I was by myself going to this showing on a random weekday afternoon. I connected with the listing agent and got confirmation to show the house and I arrived a little early to turn on the main living area lights and it seemed like no one is home. I started the facetime tour outside and start working my way through the house, over to the primary bedroom and see the door is closed. I crack the door open and it looks like someone is under the covers sleeping so I freeze and try to get a better look to see if it actually is someone or not, when all of a sudden I hear a loud bang coming from the room. I instantly hang up on my client and sprint out of the house and call the listing agent to see if there's any way his clients could be home. He reassured me they're not and he had no idea what it possibly could have been. I go back into the house and start to go back to the primary room to peek around the corner and it couldn't have been much older than an 8-week-old kitten jumped from around the corner and attacked my feet. After that happened and almost having a second

heart attack, I realized the sellers had a few pillows under the covers that made it look like someone was there and the kitten was the one that made the noise. I finally called my client back and resumed the facetime tour with the kitten being the house tour guide the rest of the showing. It was great."

- Andrew Graham



"My craziest home showing was when I locked myself and my clients out on the balcony that had no stairs to the ground. my client had to slide down the pillar to go back around front to let us back in."

- Laura van Zwol



"I once scheduled a showing for a supposedly vacant house. I arrived about 20 minutes early and waited in my car across the street. I noticed some people at the front door and thought they must've been there to see it before us, so I didn't think much of it. After a few minutes, I realized that the front door knob was different than it had been previously. A lady was in the yard doing yard work, so I approached her and asked if it was still okay if we saw the house."

- Jacob Mack



"One of my craziest and fun showings was taking a client to an off-grid cabin. We had to take ATVs to the property because the road wasn't maintained enough. It was fun riding ATVs up to the property until my client, who was on the ATV a little behind me said that there was a mountain lion following us. I thought a little crazy. There have been some other crazy stories but I can share those another time."

- Kris Zarek



"In July, I walked into a house, saw the full-size leg lamp from Christmas Story on display, and knew, without a doubt, these were my kind of people!"

- Anna Houston



"Any time I walk into trashed flip houses, or when sellers are asleep when I show up, or any showing I did during COVID. And when I was new, I showed up to the wrong house once and almost got shot."

- Zak Allen



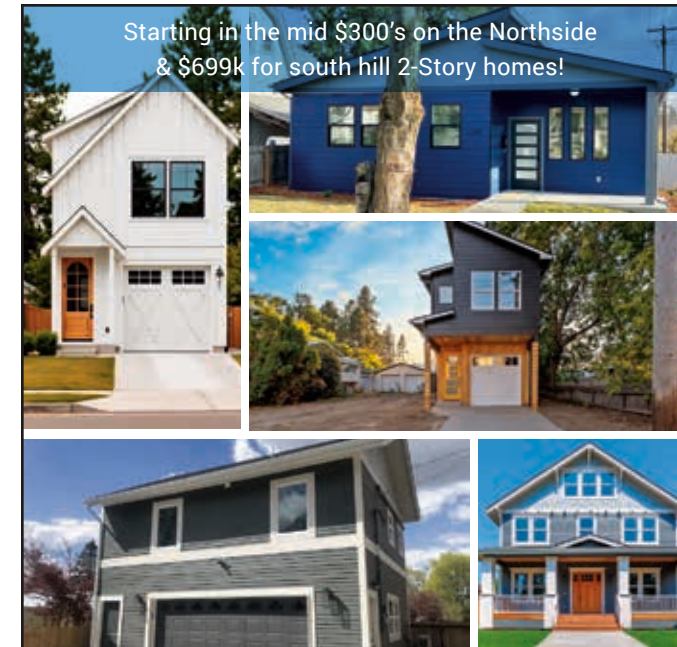
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TOP PRODUCER

# Kim HAGEL- BARKLEY

**How many years have you been a REALTOR®?**  
13 years

**What is your career volume as a REALTOR®?**  
I have completed 514 transactions for a total volume of \$139,277,875 through the end of 2025.

**What was your total volume last year?**  
\$16,644,615

**What awards have you achieved as a REALTOR®?**  
Since joining eXp, I have achieved Icon Status every year. My husband and I also received several awards at our previous brokerage for volume and number of transactions.

**Tell us about your hometown, family, and what you appreciate about living and working in the Inland Northwest.**  
I moved to the Spokane area on January 1, 1970, when my dad was stationed at Fairchild Air Force Base. We moved here from Florida and traveled by car in an old station wagon with my four siblings, my mom and dad, and our dog, Puddles. About four years later, my parents bought a home in the



Photos by Pix'all  
Photography



small town of Medical Lake, just west of Spokane, where I grew up and graduated from high school.

I have always felt fortunate to live in the Spokane area. As a kid, my family went camping frequently at Porcupine Bay on Lake Roosevelt, spending many weekends enjoying the outdoors. When I was a teenager, my older brother had a boat, and he often took us water skiing and swimming at the military resort on Clear Lake.

When I got older and had children of my own, we continued camping and spending time on the water during the summers. In the winter, we went snow skiing almost every weekend at local resorts such as Mt. Spokane and 49 Degrees North, but we mostly skied at Silver Mountain. Nearly every weekend throughout the year was spent outside enjoying everything the Pacific Northwest has to offer. Although I do not camp much anymore, I still enjoy outdoor activities like hiking and walking.

My family is extremely important to me, and I spend most of my time with them when I am not working in real estate. I have three children, three

stepsons, and ten grandchildren who keep me very busy. We host get-togethers at our house at least once a week, and everyone who can make it comes over to play games, eat, and spend time together.

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

I wanted a career change. I was a paralegal for 32 years, and as I got older, I knew I wanted something different. I did not want to work for someone else anymore, and the paralegal work was extremely stressful. My fiancé at the time, now my husband, Greg Barkley, was a REALTOR®. He was on a team, and I would visit his office frequently and observe what he and his teammates were doing, which I found very interesting. He was incredibly supportive and encouraged me to pursue real estate.

The timing felt right, so I decided to take the REALTOR® course. I continued working as a paralegal for a couple of months after receiving my license, then transitioned to real estate full time. It was a huge leap of faith and very scary to change careers at age 51, but I knew that if I stayed focused on helping people and worked hard, I would be successful.

**“The tough lessons and challenging transactions helped me grow and learn how to better serve future clients. Every client holds a special place in my heart and has helped shape me into the REALTOR® I am today, and I would not change that for anything.”**



Photo by Cami Bradley



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**Tell us about your professional journey, your educational background, and what/who influenced your real estate career.**  
My legal background helped me in many ways as a REALTOR®. As a paralegal, I worked in the personal injury department and helped clients who had been in car accidents or experienced traumatic events. I enjoyed assisting them in any way possible, from ensuring medical bills were properly submitted and paid to simply listening to what they were going through.

I did not want to give up helping people, which is why I love real estate so much. My mindset has always been to help clients find the perfect home and do whatever it takes to accomplish that. My goal is to make the process as simple and smooth as possible.

My legal experience also helped me create systems that facilitate smooth transactions. I was accustomed to working with insurance companies, attorneys, paralegals, and court staff, which translated well into coordinating with all parties involved in a real estate transaction. Every person on the team plays a vital role in ensuring success.

My role model has always been my husband, Greg. From my very first day in real estate, he was there to review contract language, answer questions, and support me every step of the way. We make a great team in both marriage and business, and we frequently bounce ideas off each other. I do not know if I would have had the confidence to start this career at my age without his constant support.

What was the biggest challenge you faced when starting out in the real estate industry?  
The biggest challenge was not having a steady paycheck and benefits to rely on, which I had been accustomed to my entire life. That uncertainty gave me strong motivation to work hard and succeed.

**When you're not showing or selling homes, what do you enjoy doing?**  
I love to travel and spend time with my family. I also enjoy cross stitching, quilting, and working on home projects. I have a personal trainer and spend a lot of time at the gym.

**If you could start your real estate career over, what would you do differently and why?**  
I would not do anything differently. The tough lessons and challenging transactions helped me grow and learn how to better serve future clients. Every client holds a special place in my heart and has helped shape me into the REALTOR® I am today, and I would not change that for anything.

**How does real estate fit into your dreams and goals?**  
I know that with hard work, I can accomplish anything I set out to do as a REALTOR®. My dream has always been to help people, and real estate allows me to do exactly that. I have never viewed transactions in terms of money earned, but rather as opportunities to help clients fulfill their dreams. Gaining a client's trust is essential, not only to the transaction but to building meaningful connections during major life moments. I believe people can sense that I genuinely care, and that has contributed greatly to my success.

**Are you involved in any non-profit or charitable organizations?**  
My husband and I sponsor a tree for Christmas Tree Elegance at the Davenport Hotel, which helps raise money for the Spokane Symphony. It is an incredible event that we have been fortunate to be part of for several years.

**What's the best piece of advice you've ever received?**  
Two of my favorite mentors have shared advice that has stayed with me. One attorney I worked for as a paralegal often said, "Don't fix the blame, fix the problem." My business coach frequently reminds me to "give it a five-second funeral and then move on" when facing a difficult transaction or situation. These are words I truly live by. Dwelling on the negative does not allow space to find solutions or create positive outcomes. There is no place for blame. It is far more important to solve the problem and move forward.

**If you had to choose just one, what's been the most rewarding home closing experience you've had?**  
One of the most rewarding closings involved a client who inherited a small amount of money and wanted to purchase a home. I was unsure whether we could find something within his budget, but we ultimately found a foreclosed property he could afford. The transaction was not without challenges. His initial offer lost to another buyer, but that deal fell through, and the seller returned to my client. He purchased the home for \$23,000. Just before closing, we discovered that all the home's wiring had been cut. Remarkably, the foreclosure entity repaired it before closing. That was about ten years ago, and he still owns the home today. He placed complete trust in me throughout the process, and we formed a close bond. He later asked if he could name me as the personal representative of his estate, which was an incredible honor.

**What was your first car as a new real estate agent?**  
A 2005 Toyota Prius

**What's a business goal you want to achieve in 2026?**  
My husband and I have a goal of closing 80 transactions in 2026.

**What do you want to be remembered for in your career?**  
I hope to be remembered for always working hard for my clients, putting their best interests first, and being someone they could truly trust.



Photos by Pix'all Photography

## Favorites

- Favorite Restaurant:** Kalispel Country Club
- Favorite Candy Bar:** Almond Joy, I love the taste and smell of coconut
- Favorite Quote:** Dance like no one is watching, sing like no one is listening, and live each day like it's your last
- Favorite Local Coffee Place:** Ladder Coffee Roasters
- Favorite Vacation Place:** Italy
- Favorite Lake:** Silver Lake, Washington
- Favorite TV Shows:** West Wing, Sons of Anarchy, The Ozarks
- Favorite Book:** *How to Win Friends and Influence People*
- Favorite Alcoholic Drink:** Red wine
- Favorite Motivational Speakers:** Tom Ferry and my business coach, Eric Peterson
- Favorite Celebrity:** Neil Diamond
- Favorite Music:** Frank Sinatra, Etta James, Bing Crosby, Louis Armstrong



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