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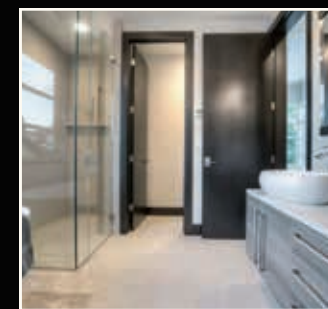
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Welcome to the June issue of *Seattle Real Producers!*

This year seems to be flying by, as we edge closer to summer and the real estate market continues to keep us on our toes. There are homes that fly off the market in a matter of days, while others, equally as beautiful seem to sit longer than expected. Based on what I have heard in agent discussions it doesn't quite make sense. Sometimes that's the nature of this business. Markets shift, patterns change, and still you show up, adapt, and move forward. That consistency is what defines the very best in our industry.

This month's issue is a reflection of exactly that. For our cover feature, we're proud to feature Laura Lynn and her dynamic team, who continues to raise the bar through leadership, collaboration, and building a culture that attracts the right fit.

We're also honored to highlight Rising Star Katie Hemming, whose journey is one of true strength and resilience. And in our Agent Spotlight, Jenn Mueller shares a year marked by meaningful change and family growth, followed by her strongest year yet in real estate. She is a powerful reminder that success often comes through life's biggest transitions.

In mid April, we had the privilege of hosting John Israel, also known as "Mr. Thank You." His message, *Become Irreplaceable*, centered around a simple but profound social experiment: writing five handwritten thank-you cards each day for 365 days straight! From clients to pilots to those closest to him, the reactions he experienced were a powerful reminder of the impact we can have through genuine appreciation.



It was a message that stuck and one worth carrying forward. In a market that doesn't always make sense, how we show up matters more than ever. Let's keep moving forward together.

Warm Regards,

Shea Robinson
Seattle Real Producers



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7439 W Mercer Way, Mercer Island, WA

“This estate represents the gold standard of Lake Washington living,” says Karishma. “It is rare to find a home of this scale, maintained in such impeccable condition. When you combine a prime waterfront location with a floor plan this intentional, you have something truly iconic.”

Set along Mercer Island’s coveted “Gold Coast,” this 6,092 square foot waterfront residence offers a refined balance of scale, privacy, and design. Positioned on a lush 0.41-acre lot, the home captures sweeping views of Lake Washington and the Olympic Mountains, delivering unforgettable sunsets from nearly every vantage point.

With 90 feet of private shoreline and deep-water moorage, the property is designed for effortless lakeside living.

The manicured grounds lead to a private dock, while a custom sauna and lakeside hot tub create a serene outdoor retreat.

Inside, the home is presented in pristine, move-in-ready condition, featuring fresh interior paint, designer carpeting, and beautifully refinished hardwood flooring. The thoughtfully designed layout includes six bedrooms and seven bathrooms, with nearly every bedroom offering a private en-suite for elevated comfort and privacy.

GOLD COAST

luxury

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INTERIOR PHOTOS BY: BAYLEE REINERT (CLARITY NW), EXTERIOR PHOTOS BY: KIRSTEN ROBERTSON OF SKETCHBOX MEDIA





Designed for both entertaining and everyday living, the home features a cinema-style media room, sun-filled solarium, private library, and dedicated fitness space. The chef's kitchen is equipped with professional-grade appliances, a large center island, and new double ovens, ideal for hosting at any scale.

Expansive glass walls frame panoramic lake and mountain views, seamlessly connecting indoor and outdoor living. Every detail has been carefully curated to create a space that feels both luxurious and inviting.

Located minutes from top-rated Mercer Island schools, I-90 access, and premier shopping and dining, this property offers a rare combination of scale, condition, and premier waterfront frontage. More than a home, it is a legacy opportunity on one of the Pacific Northwest's most sought-after shorelines. 🏡



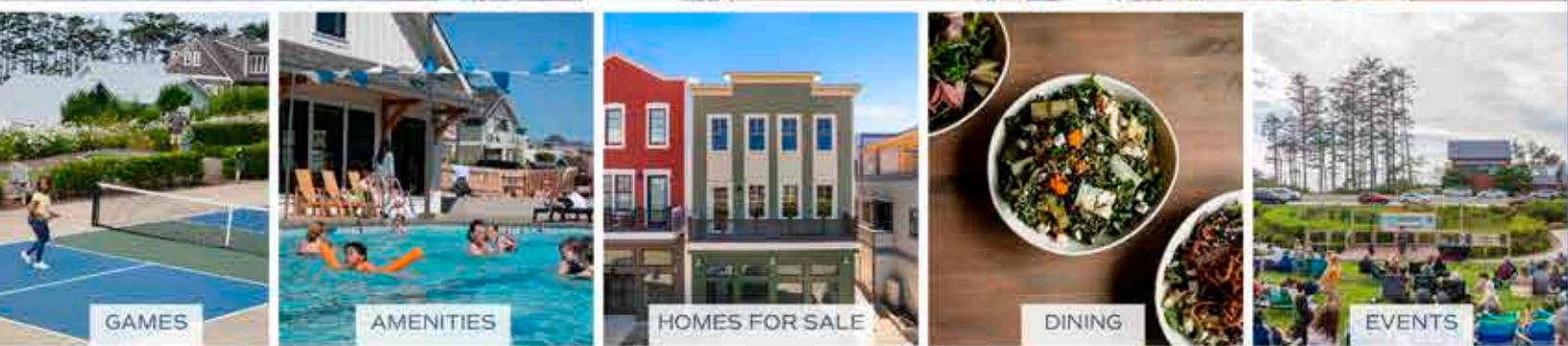
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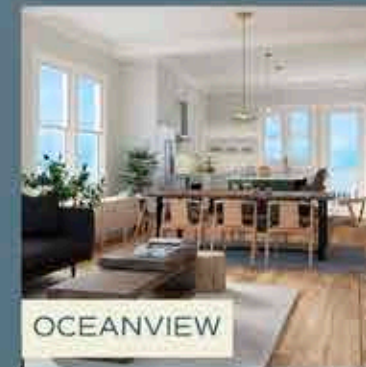
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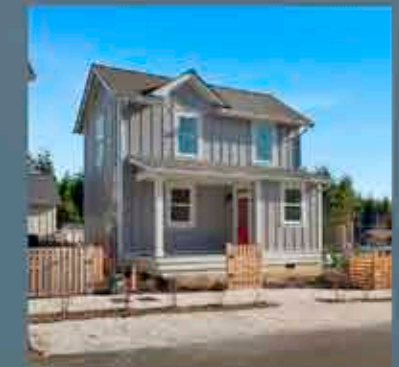
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Melodic Caring Project

Turning Isolation into Connection Through Music



In a city known for innovation, creativity, and community-driven leadership, the Melodic Caring Project (MCP) stands as a powerful example of how purpose and passion can intersect to create meaningful impact. For the business leaders and relationship-driven professionals featured in *Seattle Real Producers Magazine*, MCP offers a compelling reminder: success isn't just measured in transactions, it's measured in transformation.

Founded in 2010 by Levi and Stephanie Ware, the Melodic Caring Project was born from a deeply human moment. When 11-year-old Kaydee was undergoing cancer treatment and unable to attend a benefit concert held in her honor, Levi and Steph streamed the concert directly to her hospital room. What followed was more than a performance- it was connection, hope, and a realization that music could break through the walls of isolation faced by seriously ill patients. That moment became a movement.

Today, MCP is a Washington-based 501(c)3 that has impacted over 60,000 patients and family members worldwide, partnering with over 400

artists and reaching hospitals and patients across 50 countries. What started as a single livestream has evolved into a comprehensive ecosystem of therapeutic, personalized music programming designed to support the emotional, mental, and spiritual well-being of patients, affectionately called "rockSTARS."

At the heart of MCP's work are its core programs, each designed to meet patients where they are- physically, emotionally, and creatively. Their 1:1 Music Therapy Sessions provide personalized, interactive experiences led by certified music therapists, offering patients a safe space to process their journey through music. Group Music and Art Therapy Sessions create consistent opportunities for connection, allowing



rockSTARS to engage with peers who understand their experience.

MCP's Livestream Performances remain a cornerstone of the organization, bringing live concerts directly to hospital beds and home-care rooms around the world. During these performances, artists pause to recognize patients by name, transforming them from spectators into the rockSTARS of the show. Complementing this is the rockSTAR Song Request program, where patients receive personalized messages and songs from MCP's global team of "Rockologists," often during their most difficult moments.

But what truly sets MCP apart, and what resonates deeply with a relationship-focused audience, is its emphasis on community and human connection.

Consider the story of Kaelyn and Adri, two rockSTARS who met through MCP. Living in different states with different diagnoses and navigating the challenges of chronic illness, both struggled with isolation. Through MCP's programs, they connected- and what began as a shared experience turned into a daily friendship. As they describe it, they now "talk on the phone almost every day," supporting one another through doctor visits and difficult symptoms. Their story is a testament to



MCP's ability to create not just moments of joy, but lasting relationships.

Or take the words of rockSTAR Gaby's mother, who shared that MCP provided a place where her child could feel "accepted and not judged" during some of the hardest times in her life. Finally, consider this testimonial from rockSTAR Alisha in Canada: "The support I get from the Melodic Caring Project is unlike any I have experienced. It is someone reaching into my darkest moment and calling it beautiful. It is someone recognizing the struggle as the good fight that it is, and reminding me of its nobility when I forget... My involvement with the Melodic Caring Project has taught me to keep fighting the good fight. You are seen. You are appreciated. You are loved. You are courageous, and strong, and never alone."

These are not just testimonials; they are proof of impact.

And the numbers reinforce the narrative. In recent years, MCP has experienced exponential growth, with programs increasing by over 600% to meet rising demand. Over 4,000 patients receive support annually through music therapy sessions, livestream concerts, and personalized engagement, all offered free of charge to families navigating serious illness.

For the real estate professionals reading this, the parallels are clear.



At its core, your business is about **human connection**, relationships, trust, and showing up for people during pivotal moments in their lives. MCP operates from that same philosophy, meeting individuals in their most vulnerable seasons and reminding them they are not alone.

Seattle has long been a city that champions both entrepreneurship and empathy. Melodic Caring Project embodies both. It's a reminder that when we leverage our networks, our platforms, and our resources with intention, we have the ability to create impact that extends far beyond our industries.

Because sometimes, the most powerful thing we can offer isn't a service, it's a human connection. 🏡



If you are interested in partnering with MCP to accomplish this mission, you can visit: <http://melodiccaring.org>.

Annual Impact recap video_2025: <https://vimeo.com/1134345407?fl=ip&fe=ec>

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Become Irreplaceable With John Israel

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In mid-April, *Seattle Real Producers* had the privilege of hosting an unforgettable event centered around a simple, yet powerful idea: gratitude. Our featured speaker, John Israel widely known as “Mr. Thank You” delivered a message that resonated deeply with everyone in the room.

Before diving into the impact of the evening, we want to extend our sincere gratitude to the incredible partners who made this event possible. Thank you to our Title Sponsor, Casey Oiness Team with Guild Mortgage, for being an amazing host.

We are also grateful for our Presenting Sponsors: Eco Movers, White Glove Hiring and Leverage, Cindy Fraioli with CrossCountry Mortgage, and Stone Insulation and Crawl Space.

A special thank you as well to our Premier Sponsors, JCC Concierge and Adrian Webb Team; our Food Sponsor, Thomas James Homes; our event photographer, Jackie Phairow Photography; and videography by Colby Wisen. Your partnership and commitment to this community made the experience truly exceptional.

John’s message, *Become Irreplaceable*, was built around a simple but transformative practice: writing five handwritten thank-you cards every single day for one year straight. What

began as a personal social experiment quickly turned into something much bigger.

Through his journey, John shared the reactions he received from close family members to clients, to complete strangers like pilots and service workers and how those moments of genuine appreciation created unexpected, meaningful connections.

But beyond the stories, the real takeaway was clear: in a world driven by speed, automation, and efficiency, the agents who stand out are the ones who slow down and connect on a human level. Gratitude isn’t just a personal habit it’s a professional advantage. It builds trust, strengthens relationships, and creates a lasting impression that no transaction alone ever could.

John challenged everyone in the room to think differently about how they show up not just as agents, but as people. We even went as far to give everyone the opportunity to write their own thank you cards. Because being irreplaceable isn’t about doing more; it’s about doing what matters most, consistently and with intention.

It was a powerful reminder that sometimes, the simplest actions leave the greatest impact.



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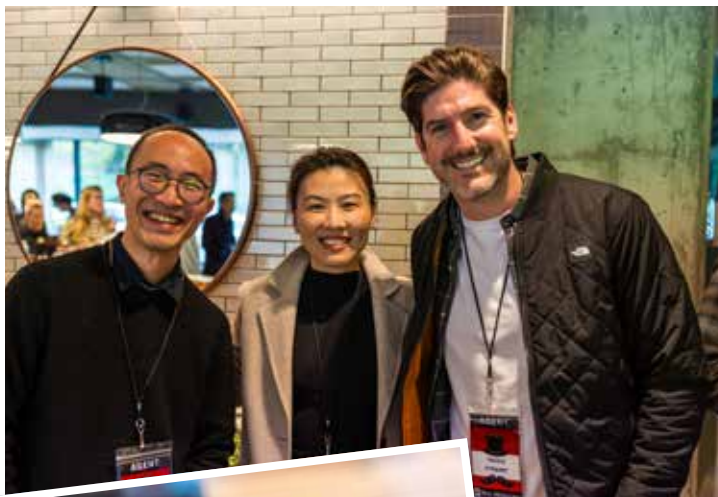


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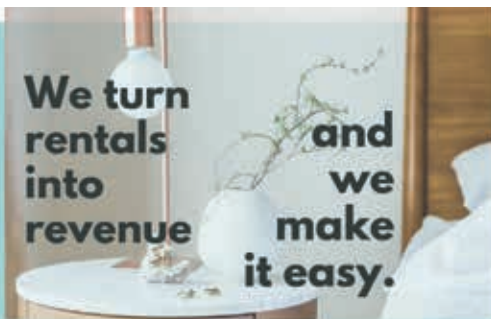


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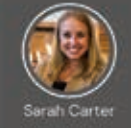
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JENN MUELLER



Elevated by Experience

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For Jenn Mueller, real estate was never a backup plan or a career she stumbled into by chance. It was something she pursued with intention from the very beginning.

Long before she ever earned her license, Jenn was already curious about the industry. In high school, while trying to figure out what path she wanted to take, she found herself drawn to conversations about investment properties and the possibilities that real estate could create. That interest led her to do her senior project on real estate, shadowing agents and top producers to better understand the day-to-day reality of the business.

She did not stop there, Jenn went on to earn her Associate of Arts degree in real estate from Bellevue College, taking a far more intentional route than simply completing the basic clock hours to get licensed. Her goal was clear early on. She wanted to get licensed at 21, and she did exactly that.

From the start, Jenn approached the business with the kind of determination that would come to define her entire career. She entered the industry in 2006/2007, just as the market was shifting into one of its most difficult seasons. Short sales, foreclosures, and distressed properties became part of her earliest real estate education. It was not an easy time to begin a real estate career.

But for Jenn, making the decision to enter real estate meant committing fully. Once she decides on something, she goes all in, and that mindset carried her through the hardest chapters of the market. Early on, she had strong mentors around her and gained

experience helping clients navigate deeply emotional situations. She worked through short sales, foreclosure scenarios, and difficult transitions that required far more than transactional knowledge. They required empathy, resilience, and a willingness to step into hard situations and help people through them. Those early years shaped her in lasting ways.

Jenn recalls helping friends through painful financial losses and guiding homeowners through incredibly personal and difficult moments. In one case, she found herself assisting a

distressed seller who had lived in her home for decades and had no real means of getting out. Jenn recruited family members and loved ones to help pack, clean, and move the seller through the transition. It was hands-on, emotional, and far beyond what most people imagine when they think of real estate.

But that season gave Jenn something invaluable: grit, perspective, and the confidence that she could handle just about anything. Her career continued to evolve when she helped found the Northwest Dream Team after her first broker transitioned from a RE/MAX office to John L. Scott. There, Jenn played a major role in helping build the team from the ground up while also growing her own business alongside two top-producing agents. That chapter was a major stepping stone.

While supporting a fast-paced team environment, Jenn was also developing her own identity within the business. Surrounded by experienced agents and mentors, she began to realize that while the team experience had been incredibly valuable, her long-term calling was to build something of her own. That transition required confidence. Jenn credits many of the people around her for helping her see what was possible. Mentors inside and outside the office encouraged her to step out on her own, reminding her that she had the skills, instincts, and work ethic to succeed independently. Over time, that belief took root.



After eight years at John L. Scott, Jenn made the thoughtful decision to transition to Avenue Properties, drawn by its collaborative culture, modern branding, and forward-thinking energy. Though that chapter was brief, it was meaningful, and when Avenue later transitioned into Compass, Jenn once again chose to trust the people and leadership around her. She has not looked back.

Today, Jenn is with Compass in Totem Lake, where she continues to build a business rooted in relationships, consistency, and care. Her business is largely referral-based, built through friends, family, past clients, social media connections, and a wide professional network she has cultivated over the past two decades. Relationships truly are at the center of everything she does.

Jenn is a firm believer that relationships with other agents matter just as much as relationships with clients. Over the years, that mindset has led to meaningful referral business from fellow Realtors both locally and nationally. Whether it is a Seattle agent needing help on the Eastside or a longtime industry connection remembering her name years after a past transaction, Jenn has built the kind of reputation that keeps her top of mind.

She has also been intentional about building her presence in the Lake Sammamish market, where her lifestyle and business naturally intersect. Living on Lake Sammamish and embracing a life centered around the water, Jenn has made a focused effort to grow her visibility in that community through consistent marketing and brand-



building. That connection to the water is not just a niche. It is personal. It is part of the life she loves, and part of the lifestyle she understands deeply.

Jenn also brings that same sense of intentionality to leadership. Over the years, she has served in numerous roles locally, at the state level, and nationally. She has been heavily involved with the Seattle King County Realtors Young Professionals Network, served on

multiple committees, and continues to contribute through leadership roles with Washington Realtors and Seattle King County Realtors. She was also named to the National Association of Realtors 30 Under 30 class of 2014, an achievement that connected her to an enduring network of high-level professionals across the country. For Jenn, leadership has never been about holding a title. It has always been about making a difference and contributing in a meaningful way. That same mindset carries into this current season of life, which may be one of her most dynamic yet.

Jenn calls last year her “comeback year,” and for good reason. After becoming a mother at 38, navigating life with a young child, and planning a wedding in Hawaii, she still managed to have one of the best years of her career. She finished 2025 ranked number nine in a Compass office of more than 200 agents, a milestone she is rightfully proud of.

It was a year that required discipline, balance, and no small amount of determination.

Today, Jenn continues to grow her brand, Elevated Living, alongside seasoned agent Joanna Sullivan. Together, they maintain a small, intimate team model that allows for collaboration without losing the personalized service Jenn values so much. With the support of a marketing assistant and transaction coordinator, she has built a structure that supports both continued growth and a high level of client care.

As she looks ahead, Jenn’s goals are rooted not only in increasing her numbers but in maintaining balance. Success, to her, means continuing to grow her business while also showing up for her family, her health, her faith, and herself. Because after 20 years in real estate, Jenn Mueller knows that true success is not just about longevity. It is about continuing to evolve, continuing to lead, and continuing to build a life that feels as elevated as the business behind it. ▀



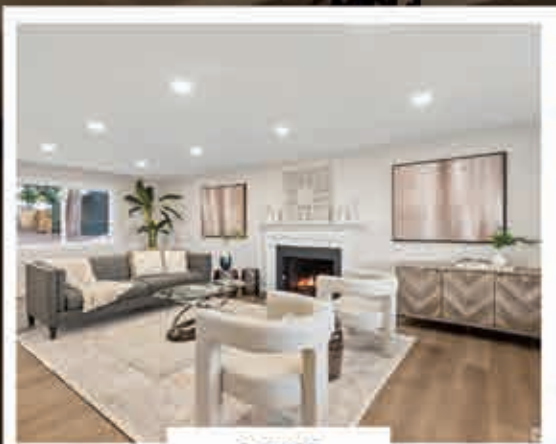


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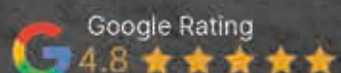
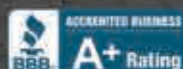
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NW ROOTS CONSTRUCTION

In an industry where timelines, budgets, and expectations constantly collide, NW Roots Construction has carved out a reputation for doing something refreshingly simple: delivering on their promises and doing it well. At the helm is owner Bobby Graham, a builder whose approach blends high-level project execution with a deeply personal commitment to every client he serves.

Bobby's path into construction was driven by more than just an interest in building. It started with a genuine passion for creating and a deep appreciation for the role a home plays in people's lives. "A home is more than just a structure," he shares. "It's where families gather, where milestones happen, and where memories are made." That perspective has become the foundation of his business, shaping not only the projects his team takes on, but the experience they create for every client along the way.

Today, NW Roots Construction specializes in luxury custom homes, large-scale residential developments, and high-end remodels. With a growing team of approximately 12 professionals, the company has expanded

its reach while staying true to its roots: hands-on service, strong communication, and an unwavering commitment to quality. Bobby has been intentional about that growth, ensuring that as the company scales, the client experience only improves.

What sets NW Roots Construction apart is its ability to combine the craftsmanship of a boutique builder with the structure and efficiency of a larger operation. Behind every project is a system designed to keep things running smoothly, from pre-construction planning and budgeting to scheduling, construction, and final delivery. Clients benefit from clear timelines, proactive updates, and a team that is consistently one step ahead.

But beyond the systems and structure, it is the human element that truly defines the company. Bobby operates with a values-driven mindset rooted in Family first, Service before self, Integrity in everything, and Excellence in all we do. The golden rule is not just something he talks about, it is something his team lives by daily. In an industry where miscommunication can derail projects and strain relationships, NW Roots Construction has built its reputation on responsiveness and trust. Calls are returned quickly, issues are addressed early, and clients are kept informed every step of the way.

For real estate agents, Bobby emphasizes the importance of collaboration early in the process. Whether working with buyers considering a piece of land, a teardown opportunity, or a home with remodel potential, bringing a builder into the conversation can unlock significant value. Many properties have hidden opportunities that may not be obvious at first glance, and early insight into feasibility, costs, and design potential can make all the difference.

"A lot of properties look great on paper, but there are always underlying factors to consider," Bobby explains. "Things like grading, utilities, setbacks, or permitting can dramatically impact a project. When we're involved early, we can help clients understand what's actually possible before they make a decision."

This perspective often shifts how buyers and investors approach opportunities. What might initially seem like a challenging or undesirable property can become the perfect project with the right plan in place. Bobby and his team are known for helping clients see beyond the current condition and focus on what a property can become.

That ability to think strategically is evident in some of NW Roots Construction's most notable

Building Vision into Reality, One Detail at a Time

"A home is more than just a structure. It's where families gather, where milestones happen and where memories are made."



projects. Developments like The Suncadia Social showcase the company's strength in managing large-scale, vision-driven communities. With a mix of thoughtfully designed homes and an emphasis on connectivity and livability, projects like this require a high level of coordination between design teams, engineers, and construction crews.



On the other end of the spectrum are detail-driven custom homes like The Grand Retreat, where precision and craftsmanship take center stage. These builds demand an elevated level of execution, where every finish, material, and detail must align



perfectly with the client's vision. Whether managing a multi-phase development or a one-of-a-kind custom home, Bobby's team approaches each project with the same level of focus and care.

While the projects themselves are impressive, Bobby is quick to point out that the most rewarding part of his work is not the scale or complexity. It is the moment a client walks into their completed home for the first time. "Seeing their reaction, knowing we helped bring their vision to life, that's what makes this work meaningful," he says. "We're not just building houses. We're creating spaces where people will live their lives."

Outside of construction, Bobby is deeply invested in the community he serves. He has held leadership roles, including serving as President of the Central



Washington Home Builders Association, and continues to stay involved through organizations like Rotary and the KVH Foundation. His commitment to community reflects a broader belief that builders play an important role in shaping not just homes, but the environments and relationships around them. Looking ahead, Bobby's goals are centered around continued growth with intention.

Professionally, he is focused on refining the client experience, strengthening systems, and partnering on projects where

there is alignment in vision and trust. Personally, he is equally committed to being present for his family and creating a life that balances the demands of business with the moments that matter most.

At its core, Bobby's work is about more than construction. It is about trust, relationships, and delivering something that stands the test of time. Through NW Roots Construction, he has built a company that reflects those values in every project, creating not just homes, but lasting impact for the people who live in them. ▀



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Katie HEMMING

Betting On Herself

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For Katie Hemming, real estate did not begin as a lifelong plan. It began as something much more personal: a decision to finally bet on herself.

Today, Katie is one of the standout rising stars at Every Door Real Estate, building momentum in the Seattle market with a business rooted in hustle, authenticity, and a genuine love of people. But her path into the industry was anything but straightforward.

Like many great agents, Katie wore a lot of hats before she ever sold a home. She spent years working in the startup world, primarily in operations, helping transform other people's ideas into functioning businesses. She describes herself as someone who was especially good at taking another person's vision and building the systems needed to bring it to life.

"I used to always say I was such a good number two," Katie says. "I loved helping other people shine."

That role suited her well. She built a career on being dependable, resourceful, and deeply capable behind the scenes. But life had other plans.

After being laid off just before the pandemic, Katie found herself navigating the uncertainty so many others faced in early 2020. She eventually found a role she loved as a director of operations at a nonprofit. Then everything changed again.

Katie was diagnosed with a serious and life-threatening cancer.

Suddenly, work took a back seat to survival. For nearly a year, her focus shifted entirely to treatment and healing. It was a season filled with fear, uncertainty, and perspective. During that time, the organization she worked for did something extraordinary. They held her position as long as they could so she could maintain her health insurance while she fought through treatment.

When she was finally ready to return to work, however, the company had reached a difficult reality. They could no longer keep the position open.

In a moment, Katie found herself once again without a job and trying to figure out what came next.

Friends had suggested real estate to her for years, but she had always resisted the idea. Like many people, she had a mental image of agents who made real estate their entire identity and approached every relationship as a potential transaction.

But everything changed after one conversation with her husband. While discussing the possibility of entering real estate, he told her he believed in her and asked her a simple but powerful question. Why was she afraid to bet on herself? That question hit hard. Coming out of cancer treatment, with a new understanding of how fragile life can be, Katie realized something important. She had spent years believing in other

people's dreams and helping them succeed. But she had never taken the same leap for herself.

So she decided it was time. She got her license and jumped into real estate with everything she had. The results have been remarkable.

In her first full year in the business, Katie nearly reached \$30 million in sales volume. For an agent just starting out, it is an extraordinary accomplishment. But ask Katie about her success, and she will quickly downplay the numbers. Her answer is simple. She works hard.

From the very beginning, Katie knew she needed to scale quickly. As the primary breadwinner in her family, this career was not a casual experiment. It had to work. That urgency influenced her decision to join Every

Door Real Estate. Coming from the startup world, she immediately recognized the company's culture of growth, collaboration, and forward-thinking leadership.

Katie understood the brokerage model in a way that many new agents might not. To her, joining Every Door felt similar to bringing investors into a startup. Yes, they receive a share of the business, but in exchange, they provide tools, systems, and support that allow the business to grow far faster than it could on its own. That partnership has paid off. Katie credits the leadership team at Every Door for helping her build momentum quickly. From providing access to leads to encouraging her to bring on additional support like transaction coordination and showing assistants, the brokerage has consistently anticipated what she needs to keep growing.



Just as importantly, she says the culture has made a huge difference. At Every Door, collaboration is not just encouraged, it is expected. Agents support each other, share strategies, and celebrate each other's success. Katie quickly found herself both receiving mentorship and offering it. Even as a newer agent, colleagues often reach out to her for advice, especially on prospecting and dialing. Katie has built a reputation for being unafraid to pick up the phone and start conversations.

She is also refreshingly honest about the process. When newer agents ask how she approaches prospecting, she encourages them to simply be themselves. Real estate, she believes, works best when agents show up authentically instead of trying to fit a stereotype.

Katie often jokes with clients about her approach to professionalism. She might not be the agent who arrives in a luxury car wearing a perfectly tailored blazer. More often, she is the relatable professional with a mom bun and a hoodie who happens to be extremely good at her job. That authenticity resonates. Clients feel comfortable with her quickly, and that trust often leads to lasting relationships. Still, Katie is the first to say she is far from finished learning.

Much of her early business has been buyer-focused, which she loves. Buyers bring excitement and optimism to the process. But she is intentionally challenging herself to grow in other areas as well, particularly when it comes to listing homes.

Working with sellers can be more emotionally complex, and Katie admits it has intimidated her in the past. But she is determined to expand her skill set and lean into the areas that push her outside her comfort zone. For Katie, growth means facing what scares you.

Outside of real estate, her life revolves around family, creativity, and connection. She loves spending time with her husband and their kiddo, even though her busy schedule sometimes means taking work calls from the car between activities. She also has a creative side that predates her real estate career. Before entering the startup world, Katie was a full-time musician. She met her husband through music, and the passion never disappeared. Today, she is back in the studio

“
I LOVED HELPING
OTHER PEOPLE SHINE.”



recording a new album, something she describes as both creatively fulfilling and deeply grounding. When she is making music, she says, she is fully present.

That balance between ambition and authenticity is what makes Katie Hemming so compelling. She understands what it means to rebuild, to take risks, and to believe in yourself when the future feels uncertain. Real estate, for her, is more than a profession.

It is proof that sometimes the most important decision you can make is simply choosing to bet on yourself. ▀



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Laura

Building People, Systems, and a Lasting Legacy

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Lynn

Where It All Began

For many in real estate, the journey begins with a spark of interest or a long-held ambition. For Laura Lynn, the thriving business and respected team she leads today began not with a grand plan, but from humble roots, born entirely out of necessity.

Today, she leads over 20 exceptional agents as the driving force behind the Northwest Real Estate Team, alongside a highly skilled operations manager, all supported by the innovation, resources, and expansive ecosystem of Compass. Her path into the industry was anything but conventional.

In the midst of the 2007 to 2008 housing crisis, Laura found herself holding multiple investment properties that no longer aligned with the projections she once believed in. Like so many during that time, she had to pivot quickly.

“I initially got licensed simply to help offset some of the losses we were experiencing in our investment portfolio,” Laura recalls. “At the time, I truly had no bigger vision beyond that.” What began as a practical decision soon became something far more meaningful.

As she worked through her own challenges, friends, neighbors, and others facing similar hardships turned to her for guidance. Laura quickly developed expertise in short sales, bank-owned properties, and loss mitigation, building a reputation as someone who could navigate even the most complex transactions with clarity and care. What began as survival evolved into purpose.

Forged Through Adversity

Laura’s foundation in real estate investing began in the early 2000s alongside her long-time business partner, David Spalding. As the market shifted and uncertainty grew, adaptability became not just important, but essential.

Entering the industry during one of the most challenging markets in history permanently shaped her approach.

“Starting in that kind of market teaches you things quickly,” she says. “You learn resilience, discipline, and the importance of building strong systems because there is no other option.” That lesson deepened in 2010 when David, a 23-year veteran and Black Hawk pilot, was unexpectedly deployed

to the Middle East with little notice. Overnight, Laura found herself solely responsible for the brokerage and business they had begun building together. It was one of the most pivotal seasons of her career.

Out of necessity, Laura built the framework that would define her future success, implementing stronger systems, developing creative grassroots marketing strategies, and refining a boutique-style client experience rooted in intentional touchpoints.

Most importantly, she solidified a mindset that continues to guide her today. “That season taught me that while market conditions will always change, your mindset is what ultimately determines your outcome.”

When David returned, the business grew rapidly, fueled by the foundation Laura had built and their shared commitment to excellence and mentorship. Together, they are building more than a business. They are building a legacy.

A Business Designed Around Life
Real estate was never meant to be a lifelong career, but it quickly became



“

We built our business through relationships, referrals, and taking

exceptional
care of people.”



one that aligned naturally with Laura’s strengths and values. “I loved it almost immediately,” she says. “It felt very natural to me from the beginning.”

As a mother, Laura was equally intentional about building a business that allowed her to remain present for her family while still pursuing professional excellence.

“It was always important to me to build something meaningful professionally while still being present for the moments that mattered most with my family.”

That philosophy continues to shape how she leads today, creating a business that supports both success and balance.

The Organic Evolution of a Team

Laura never set out to build a large team. Growth came naturally, fueled by strong relationships, consistent results, and a reputation for exceptional service. “Our team grew very organically over time,” Laura explains. “We built our business through relationships, referrals, and taking exceptional care of people.”

As demand increased, so did the need for support. What began as administrative help gradually evolved into a fully structured team. By 2015, the vision became more intentional.

Today, Laura leads the Northwest Real Estate Team, supported by a robust infrastructure of marketing, analytics, training, systems, and collaboration through Compass. Yet her focus has never been on growth for the sake of growth.

“I’m not focused on volume for the sake of volume,” she says. “I care far more about building the right team with the right people.” For Laura, that means prioritizing professionalism, integrity, mindset, and client experience above all else.

A People First Culture

Ask Laura what she values most about her business, and the answer is immediate. “It’s the people.”

She speaks with pride about her team, professionals she describes as ethical,

driven, and deeply committed to serving clients at the highest level.

As her own children grew more independent, Laura found herself naturally stepping into a mentorship role, channeling her energy into helping others grow. “There is nothing more rewarding than watching someone build a life for themselves and their family,” she says.

Her leadership style is rooted in mentorship, accountability, mindset development, and consistently elevated service standards.

Because for Laura, success is not defined by transactions, it is defined by impact.

Building Sustainable Success

In an industry often driven by online leads and short-term wins, Laura’s business model stands apart. Her success has been built almost entirely through relationships, referrals, and reputation. “The goal has always been to teach agents how to build a real and sustainable business,” she explains.



Her team is trained not only in residential sales but also in wealth-building strategies, including investing, flipping, wholesaling, and long-term portfolio development.

“It is important to me that our agents understand all the different ways wealth can be created in this industry.” That knowledge creates resilience and opportunity in any market.

Looking Ahead

As Laura looks to the future, her vision remains clear: thoughtful growth,



“

I want to see the people around me truly

thrive.

personally, professionally, & financially.”

intentional leadership, and preserving the culture that defines her team.

She plans to expand strategically while continuing to invest deeply in the people who make it all possible.

More than anything, her passion lies in helping others succeed. “I want to see the people around me truly thrive, personally, professionally, and financially.”

Having built her business through one of the most challenging markets in modern history, Laura understands what it takes to endure and to rise stronger. “If you can build through adversity,” she says, “you realize you are capable of far more than you ever imagined.”

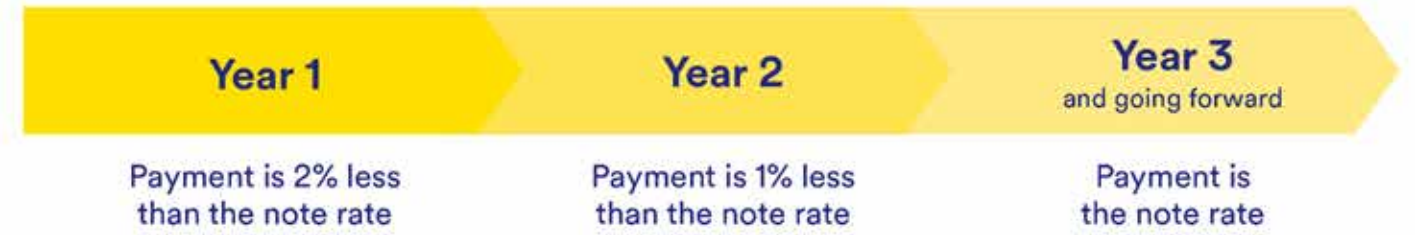
And for Laura Lynn, that belief continues to shape every decision, every relationship, and every step forward in the legacy she and David are building. ▀

How does a temporary buydown work?

A temporary 2 year buydown reduces the interest rate on a home loan for the first two years in exchange for a cash deposit, paid by the seller, buyer or lender.

Temporary buydowns can be added to many standard loan programs such as Conventional, FHA, USDA and VA loans.

Here’s an example of how a 2-1 buydown works:



Buydown program illustration is for educational purposes only. Please contact a Guild Loan Officer with any program questions.

Let’s talk details!



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- 2 Sell a New TJH Home**
Represent a client purchasing one of our new homes and **earn a commission at close of escrow**—supported by a single contract, a defined timeline, and a predictable, end-to-end process.
- 3 Refer & Build**
Refer a client who enters into a TJH Build services contract and **earn a \$50,000 referral fee**. Clients benefit from guaranteed pricing, a defined schedule, and one accountable partner from start to finish—reducing risk and uncertainty.

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