

SEATTLE

MARCH 2026

# REAL PRODUCERS<sup>®</sup>

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THE K2 GROUP



Leadership Spotlight:  
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**AND SARAH WILHITE**

Agent Spotlight:  
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Notable Home:  
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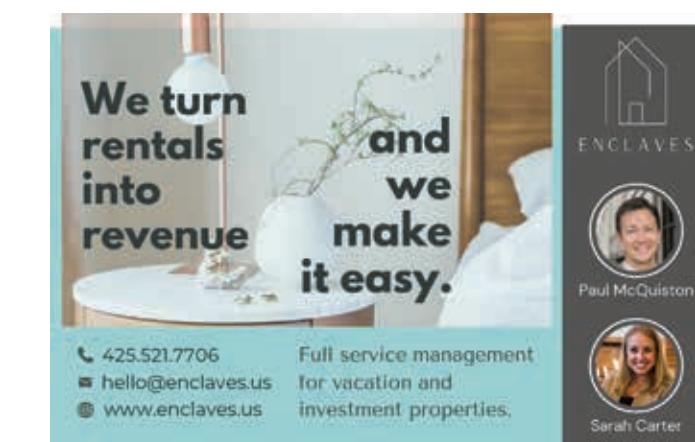
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# Meet The Team



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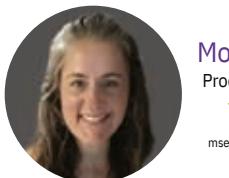
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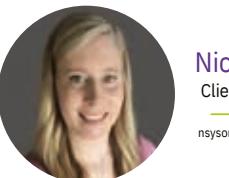
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## Meet The Team



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# Congratulations!

## YOU ARE A SEATTLE REAL PRODUCER!



If you are receiving this magazine for the first time, this means you had an incredible year in real estate in 2025! You are amongst the top 500 producing brokers (by volume) in King and Snohomish Counties. **This is not a pay to play real estate brokers! Everything we do and highlight is earned through production and nomination by your peers.**

Whether you are receiving this publication for the 2nd time, 5th time, or 7th time, you have shown the ability to consistently succeed in an incredibly competitive and fast paced industry.

*Real Producers* magazine started in Indianapolis in 2015 and is now in over 150 markets across the nation and spreading rapidly. I relaunched *Seattle Real Producers* in July of 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 your stories, successes, market trends, upcoming events — really anything that will connect, inform, and inspire, we put in the monthly publication. We strive to connect the top-producing real estate agents in the local market and create a community. The secondary focus is to provide an

avenue for our preferred partners to create relationships with these top performers on a level that they might not be able to achieve on their own.

### Events!

For those of us immersed in the real estate community, we all get invited to a lot of events. We know how valuable your time at work is, and more importantly, your time with family. We know what it means to make sacrifices. Last year, *Seattle Real Producers* put on or took part in some amazing events: Master your mindset mastermind, magazine celebrations, Suncadia Social event at the Bellevue Club and an event in Suncadia, turning Codes into Clarity panel event, Luxury Masterclass and AI Mastermind. We are also here to support many local non-profits, including SKCAR, YPN, Women's Council Of Realtors Metro and Snohomish and AREAA to name a few.

We don't plan on slowing down anytime soon, so keep an eye out a grand opening at a Luxury property, a Navigating New Construction event in March, John Israel Mr. Thank You on April 22nd, A Seabrook and Suncadia event in early summer and so much more! If you are a Real Producer, you are invited. Keep an eye out for Eventbrite's, emails, and texts.

Collaborating with the best brokers in the Puget Sound brings unimaginable value and we want to make sure that if you are sacrificing time out of your day, it is well worth it. Those who have attended our events would tell you it's worth showing up and engaging with your top producing peers.

### Breakdown:

**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, 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.

**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.

We can't wait to connect with the new brokers who have earned their way on to the list this year!

Nominate a Broker you respect! Email [shea.robinson@n2co.com](mailto:shea.robinson@n2co.com)

# Welcome to the March issue of Seattle Real Producers!

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

We are so excited to share this month's issue with a brand new group of Real Producers. The list of the top 500 doesn't completely turn over, because we all know there are brokers who produce at an extremely high level, year in and year out. For many of those brokers, this publication is a mainstay, as they continue to earn the right to receive it. Please make sure you check out the "Congratulations! You are a Seattle Real Producer" article in the front of the magazine. It answers the basic question, why am I receiving this? The simple answer, you earned it.

In a world currently filled with a good amount of chaos, Seattle RP is meant to highlight the positive, uplifting and powerful stories that make up this agent community.

This month, as we do every other month, we highlight a few amazing brokers, our sponsors, events, and an excellent Notable Home. We are not *Inman News*, so we will not email you 14 times a day and share titles to articles that come from all over the country. We want to share what's happening in our market, and our market alone—the names, faces, producers, leaders, and philanthropists. These are what matter to us, and we hope they matter to you too.

Nurturing existing relationships and cultivating new ones is something brokers thrive on, and many seem to pull off naturally. We are here to connect you, elevate you in your business, and inspire you to show you what's capable. This is all possible because of our Preferred Partners. They have been recommended by top producing agents who work with them on a monthly, weekly, and in some cases, daily basis. These are the quality businesses that want to build relationships with you and make your life easier.

We appreciate everyone who engages in our platform, and I can't wait to meet more of you in 2026!

Keep an eye out for the next event invite and we'll see you there!



Warm Regards,  
**Shea Robinson**  
*Seattle Real Producers*

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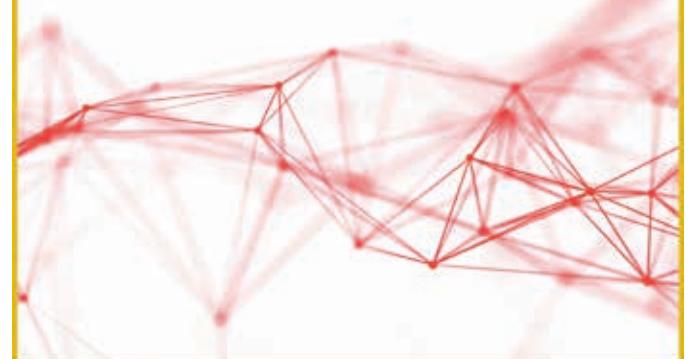
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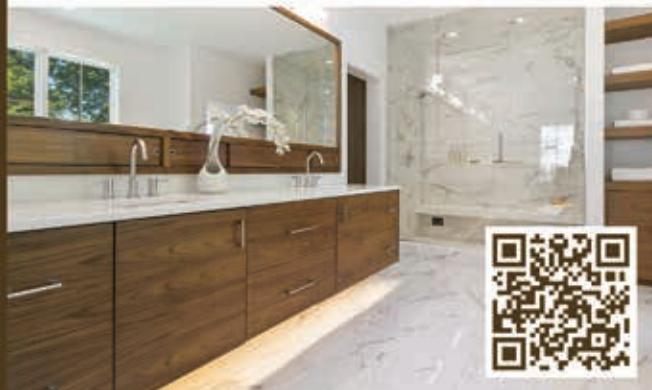


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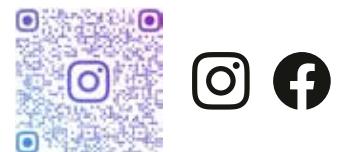
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# A Modern Masterpiece in Medina

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**S**et on a private lot on one of Medina's favorite streets, this striking new construction redefines modern luxury through bold architecture and forward-thinking design. Crafted with sustainability and convenience in mind, the home features 100% electric functionality, solar power, an elevator, dual zero-emission fireplaces, Control4 home automation, integrated speakers, and a full security system.



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A dramatic pivot door opens to a light-filled living space framed by floor-to-ceiling windows, where clean lines and a refined neutral palette set the tone throughout. The thoughtfully designed layout offers six bedrooms, including two expansive primary suites with spa-inspired baths, along with a bonus room, private office, and a 935-square-foot one-bedroom ADU—ideal for guests or extended living.

At the heart of the home, the gourmet kitchen is outfitted with Wolf and Sub-Zero appliances and anchored by an impressive 18-foot island. A dramatic 40-foot motorized multi-slide door seamlessly connects the interior to a private courtyard, creating an exceptional indoor-outdoor experience designed for entertaining. More than a residence, this home represents the future of luxury living in Medina.

More than a residence, this home represents the **future of luxury living in Medina.**





*From Opposite Paths to a Shared Vision*

# Kevin Sarbora & Sarah Wilhite's Story

PROFESSIONAL PHOTOS BY JACKIE PHAIROW PHOTOGRAPHY

#### Different Beginnings

Kevin Sarbora and Sarah Wilhite did not start from the same place, and they did not take the same route. Their story is about two very different paths converging into a shared life, a shared business, and a clear point of view on what a modern real estate company can feel like.

Kevin grew up in Kirkland, Washington and attended Inglemoor High School.

As a teenager, he thought dropping out made sense when he landed a job at Guitar Center, and he eventually graduated about two years later than most of his peers. Sarah was the opposite in school. She graduated two years early, moving through her education with focus and urgency. Those early differences still show up today in the way they lead: Kevin is creative and instinctive, and Sarah is structured and decisive.



In his twenties, Kevin worked in restaurants. He was a chef, a butcher, and a bartender. He learned how to work hard and connect with people, but he also burned out, and he is open that he had a reckless decade that included a few run-ins with lawmen. During those same years, Sarah was already working in real estate, helping investors buy out-of-state properties for long-term buy and hold strategies. She developed a disciplined, long-range mindset and a deep respect for the responsibility that comes with guiding big decisions for families and investors.

#### A Fateful Meeting and New Direction

They met through mutual friends when Kevin was 28. At the time, Sarah was deeply involved in real estate and Kevin was still in the restaurant world, looking for a different future. Their connection was personal first, but Sarah quickly saw Kevin's potential.



She encouraged him to give real estate a try. Kevin quit his job, got licensed, and they jumped in together, motivated and determined to make it work. They learned fast, built momentum, and grew through the early years of building a business while also building a life together.

#### Building a Business and a Family

They started a family quickly, raising two children while growing their work in parallel. In 2018, they formed Design Realty as a branch office and operated under another brokerage. In 2019, they started their team, leaned into online platforms, and built a relationship with Zillow that helped them scale. For years they grew as a white-labeled team, refining a client experience that felt high-touch, consistent, and personal. Behind the scenes, they were also building the systems and support structure they believed agents deserved.



#### An Independent Vision

In 2024, they founded Designed Realty as an independent brokerage. Today, the company operates from a flagship office overlooking Lake Washington in Kirkland and supports a growing team of 85 agents at the time of writing. Kevin leads as founder and strategist, focused on vision, technology, and building repeatable systems that remove friction for clients and for agents. Sarah leads as CEO and operator, focused on execution, standards, and culture. Their shared philosophy is that a brokerage should feel like a home base: warm, open, and high-performing, with technology and support that help good agents do great work.

**Their shared philosophy is that a brokerage should feel like a home base: warm, open, and high-performing, with technology and support that help good agents do great work.**

He stays creative through painting, playing drums, and a podcast that keeps him connected to ideas and people that inspire him. Sarah is an avid concertgoer and finds joy in live music and shared nights out in Seattle.

#### Life Beyond Real Estate

Life outside real estate matters to them because it keeps the work grounded. Their schedule revolves around their kids, weekend basketball games, family dinners, and time outdoors, including days at Stevens Pass and bombing down Shim's when they can. Kevin still loves cooking and hosting, and



they are designing is bigger than a brokerage name. It is a culture built on support, clarity, and care, where high performance is the result of people being set up to do their best work, and where success still leaves room for family, creativity, and a life they are proud to live.



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# Sandi Tampa



**Engineering  
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PHOTOS BY FOCUSED  
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**W**hen you sit down with Sandi Tampa, it doesn't take long to realize she's built her real estate career with equal parts precision, perseverance, and heart. Her story isn't just about sales numbers or market cycles—it's about relationships, resilience, and staying curious in an ever-changing industry.

Sandi's journey into real estate began in 2005, but not by accident. With a background in engineering and corporate start-ups, she already knew how to think strategically, solve complex problems, and stay disciplined under pressure. As she and her husband explored investment properties shortly after they started a family, Sandi watched her real estate agent and realized she could do that job, and do it really well. Real estate offered something her corporate role didn't: flexibility, autonomy, and the chance to build something deeply personal.



After interviewing with several brokerages, Sandi found her home at Windermere. The deciding factors? Encouragement from leadership, a supportive office culture, and—most importantly—the practicality of a location that worked for a busy working mom. It was a decision rooted in both logic and lifestyle, a balance she continues to value today. Of course, no real estate story from that era is complete without mentioning the 2007 market crash. For Sandi, she had just gotten traction with her business only to have it dissolve overnight. Those years were tough. The mortgage meltdown slowed her business significantly, but she didn't walk away. Instead, she leaned on her engineering mindset—adapt, innovate, and keep moving forward. That grit, she says, still defines her approach today.

Fast-forward to now, and Sandi runs a streamlined, referral-driven business built on strong systems and trust. She is the sole licensed agent on her team, supported by her husband Bob and Casey Kith, who manage the many behind-the-scenes details. Rather than scaling for the sake of size, Sandi is intentional about how she grows, collaborating with buyer's brokers when it makes sense and staying hands-on with her clients.

Her business is intentionally relationship-based. Sandi has never been drawn to transactional models or high-volume lead platforms. Zillow and new

construction roles didn't align with her style—and she's okay with that. She focuses on clients who seek her out, often through referrals, online reviews, and long-standing connections in her database. One of her favorite success stories involves a past client who unfortunately needed to move to assisted living and sell his dream home that Sandi helped him buy years ago. It was a unique and complicated property and there were bumps in the road, but at the end her client, who was a real estate investor with dozens and dozens of real estate transactions under his belt, pulled her aside and said I was the only agent he believed earned their compensation. For Sandi, that kind of feedback matters more than any metric.

Innovation also plays a big role in her success. From creating her own listing videos to continually refining her systems, Sandi stays engaged by



**Ask Sandi what keeps her going, and she'll tell you she's competitive—but in the best way.**

evolving with the industry. She credits much of her growth to ongoing education and mindset work—everything from business coaching and the Core program to Buffini and Ninja masterminds. Add in daily podcasts, books, and weekly “refreshments” with industry colleagues, and it's clear she treats personal growth as non-negotiable.

Ask Sandi what keeps her going, and she'll tell you she's competitive—but in the best way. She sets clear goals (ideally one transaction per week), tracks her progress, and stays consistent without losing sight of life outside of work. Travel is a big passion, with adventures ranging from camper vaning in



New Zealand, exploring Southeast Asia and hiking Patagonia, with an upcoming ski trip to Zermatt.

Community also matters. Sandi recently hosted a client pie event featuring a fundraiser for Mary's Place, is a strong supporter of the Windermere Foundation, and is participating in a mastermind for women over 50, continuing her commitment to connection and giving back. While she's candid about wanting to deepen her nonprofit involvement, her openness to collaboration and impact speaks volumes. Collaboration, having a heart of service, and integrity are some of Sandi's core values. Whether she's navigating market shifts, mentoring peers, or helping clients feel truly seen, Sandi proves that long-term success in real estate isn't just built—it's earned, one relationship at a time.





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# Karishma Kiri & Dhilip Gopalakrishnan



***The Tech Trailblazers Who Rewrote the Rules of Real Estate***

PHOTOS BY FOCUSED MEDIA COLLECTIVE

If you ask most people how they ended up in real estate, you'll hear everything from "I've always loved houses" to "I wanted more flexibility." But if you ask Karishma or Dhilip, you'll get a different kind of story—one that starts in global tech, winds through entrepreneurial triumph, and ultimately lands in a place rooted in purpose: helping people make one of the biggest personal decisions of their lives with clarity and confidence.

Karishma, co-founder of The K2 Group Real Estate at Windermere, didn't just enter the industry in 2013—she strategically, intentionally, and passionately reimagined what the role of a real estate advisor could be, and Dhilip soon joined her in this shared passion. Judging by their 400+ clients, recognition by Forbes, and a *Seattle Times* Luxury Realtor Gold Medal, their vision has resonated. But to understand their success, you have to understand their "why."

#### **From Microsoft Powerhouse to Real Estate Visionary**

Before she ever walked into a listing appointment, Karishma was making waves at Microsoft. She became one of the company's youngest directors, winning awards and launching products and major global initiatives. She also co-owned Resultrix, a digital agency that was ultimately acquired by Publicis Groupe. Her husband and partner, Dhilip, was carving out his own path in the tech world – first at Microsoft and then at a successful tech startup. So when they decided to leave tech to enter the real estate industry, many were baffled. "We had gone through our own home purchase and were underwhelmed by the overall intellectual rigor. It felt too transactional and buyers and sellers were not getting the guidance and service they deserved," laments Karishma.

So they set out to be the change agents themselves, bringing a higher level of advisory skills, strategic thinking, and client care to an industry so fundamental to society. "We had between us negotiated contracts with governments, developed



analytics for billion-dollar business investments, and more. We wanted to leverage these skills to fundamentally serve our community," adds Dhilip.

#### **Ikigai: The Compass Behind the Mission**

At the heart of their business is a concept they hold close: Ikigai, the Japanese philosophy representing the intersection of doing what you love, what you're good at, what the world needs, along with what you can be paid for. "To discover one's calling and special capabilities and to serve the world to one's fullest ability is the core spirit of Ikigai, and we found it in Real Estate," says Dhilip. Their mission became simple: Be the trusted resource for clients in all things real estate and aspire to be the best in what they do. "Just like we count on our doctors or teachers to be the best in service of society, the world is similarly counting on us to be the best in our domain. The pursuit of excellence in our craft is therefore core to how we think and work," adds Karishma.

#### **Clients First—Always**

If there's one theme that echoes through every part of the duo's story, it's this: they care deeply and they protect fiercely. That's why their favorite part of the business isn't the accolades, the volume, or the luxury listings. It's the people and how they are served. Karishma and Dhilip have helped everyone from special-needs teachers to high-profile CEOs and executives achieve their real estate goals. And every single one of those clients receives the same

level of diligence, care, and strategic guidance. It's this philosophy that has built their reputation as a relational powerhouse rather than transactional brokers, and the trust their clients place in them is the fuel behind their drive.





“

Remember, a transaction for you is a life event for your client. **Never lose sight of the responsibility.”**

#### A Team Built on Growth and Purpose

Even with their remarkable personal success, Karishma and Dhilip are just getting started. They are intentionally growing The K2 Group—serving more in the community, while helping their team members achieve their own life goals. And with their K2 Learning Labs, they are sharing their trade craft with other Real Estate agents. Their course titled “Listing Homes like a Product Manager” has reached 100’s of other agents through various forums. “We heard from so many agents how this class has transformed their mindset and business. This only gives more meaning to our journey,” says Karishma.

#### Beyond Real Estate: Heart, Hobbies, and Humanity

Karishma’s depth extends far beyond her career. She credits her parents—Arun and Nupur Kiri—for shaping her values of generosity and service. Growing up in her mother’s flower shop taught her work ethic, creativity, and the joy of building something with heart. And then there’s Dhilip’s parents, Uma and Gopalakrishnan, whose focus on placing duty above self continues to influence his outlook on life and business.

Outside of work, Karishma can be found golfing, doing Pilates, or spending time with her circle of friends and family. Meanwhile, Dhilip is working out or listening to his favorite composer, Ilaiyaraaja. Together, they support a robust list of charities, including Upaya Social Ventures, Windermere Foundation, Uplift Northwest, Lake Washington Tech scholarships, Food Lifeline, and Pratham. “Social impact through entrepreneurship” is a passion they share.

#### Looking Ahead

For Karishma and Dhilip, real estate isn’t just a career—it’s a calling that helps them live with purpose. They dream of continuing to make meaningful impacts in people’s lives, growing their team with intention, elevating the standard of what it means to be a real estate advisor, and sharing more with their industry peers.

If they could leave future Realtors with one piece of advice, it would be this: “Remember, a transaction for you is a life event for your client. Never lose sight of the responsibility.”



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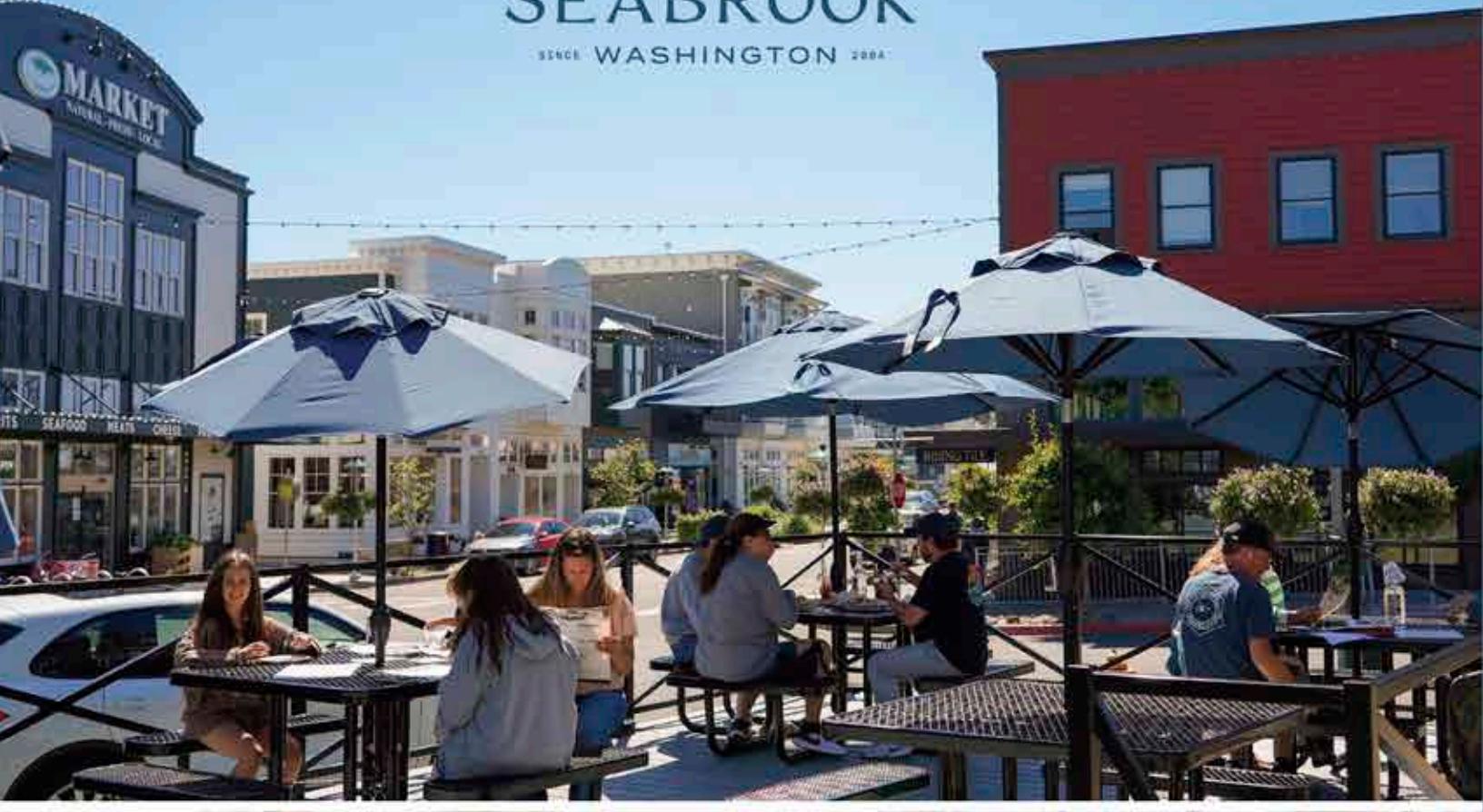
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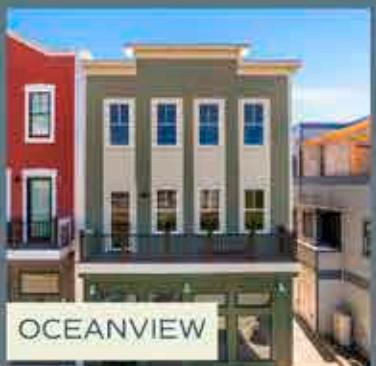
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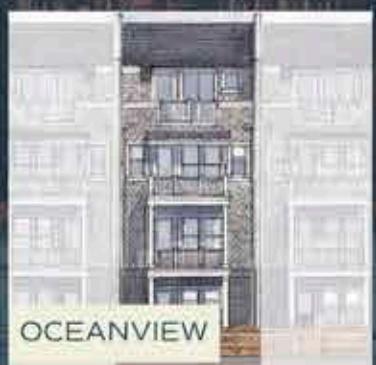
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