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MARCH 2026

REAL PRODUCERS[®]

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Preferred
Partner Spotlight
**HOME STAGING
WORKS**

Pg. 14

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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!

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22
TOP
PRODUCER



Marcy
Martin

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

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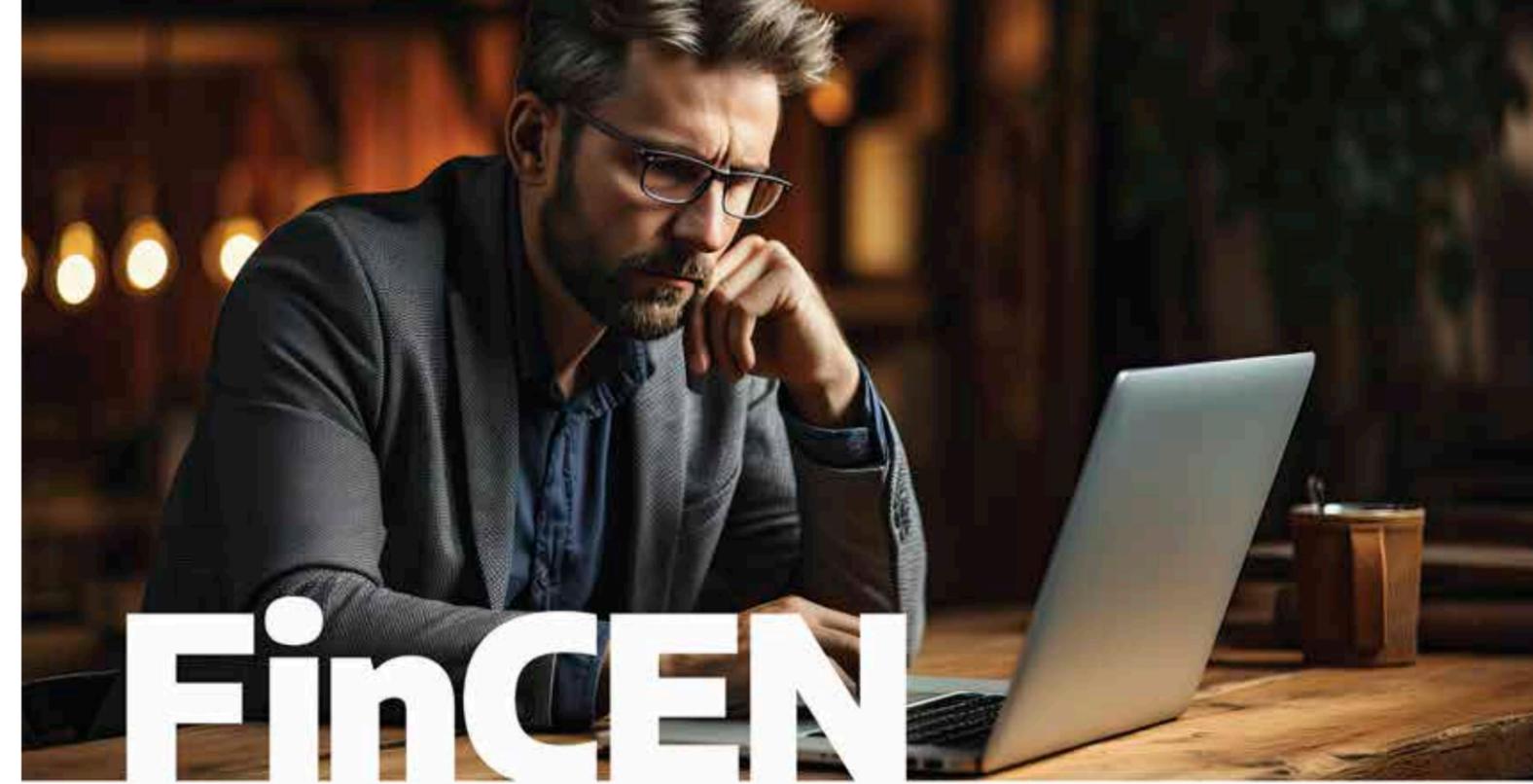
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Made With Kindness Foundation

A Legacy That Leads Forward

COURTESY OF ANGELA NAVEJAS

The Made With Kindness Foundation was created to honor the lives and legacy of Madison Mogen and Xana Kernodle, two young women who embodied compassion, confidence, friendship, and joy. While their lives were tragically cut short, their spirit continues to ripple outward through a movement rooted in leadership, education, and kindness.

What began as remembrance has grown into impact.

Today, the Foundation empowers young women, invests in education, and strengthens community leadership across Spokane and Kootenai Counties. At the heart of this mission is a simple belief: when we build confidence early and lead with compassion, we change the future.

Each year, the Foundation awards scholarships to graduating seniors who demonstrate academic excellence, leadership, and a commitment to kindness. These scholarships do more than fund education, they affirm that character and heart matter just as much as achievement.

Through **Kindness Builds Her**, girls ages 10 and up participate in hands-on leadership and entrepreneurship workshops, receive mentorship from local female business owners, and gain financial literacy skills that help transform ideas into action. It's about moving from "I hope I can" to "I know I can."

And through the Kindness Club, the Foundation connects women and community members with local businesses,



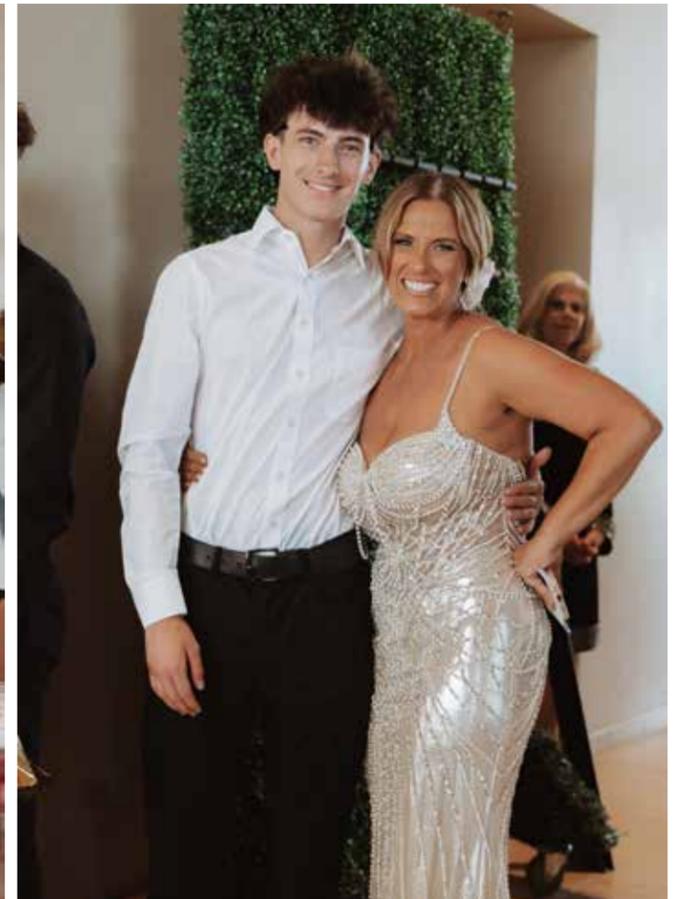
workshops, and opportunities for personal and professional growth, strengthening the leadership ecosystem throughout our region.

On May 2, 2026, the community will gather for the annual Make It Pink Gala, the Foundation's signature fundraising event. The evening is more than a celebration, it is a powerful reminder that kindness is not passive. It is active, intentional, and transformative.

Maddie and Xana led with warmth and heart. Through the Made With Kindness Foundation, that light continues, shaping young leaders, uplifting communities, and proving

that even in the face of tragedy, compassion can build something beautiful.

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HOME STAGING WORKS

BUILT ON PARTNERSHIP, GROUNDED IN SERVICE

BY TERRY & DANIELLE GRUBHAM | HOME STAGING WORKS

There's a moment in every transaction that most people never see—but every great REALTOR® feels.

It's the moment a seller is overwhelmed, timelines are tight, and the home is technically "ready," yet something still feels off. The photos are coming. Showings are around the corner. And the client is looking to their agent for calm confidence and a plan.

That's where we love to step in.

We're Terry and Danielle Grubham, owners of Home Staging Works, and we believe the best listings aren't just "listed." They're merchandised with intention. Not because every home needs the same level of staging, but because every home deserves a clear plan that helps it show up the way it should: in photos, in showings, and in the buyer's mind. Thoughtful home merchandising reduces stress, creates clarity for the seller, and strengthens the REALTOR®'s value. Because when a home is merchandised well, it doesn't just look better, it helps buyers connect faster.

A new chapter and a clear direction

When the opportunity came to step into ownership of Home Staging Works, we stepped into something already established, an Inland Northwest name with a strong foundation and real momentum. We didn't purchase a blank canvas. We stepped into a living, working business that had already earned trust in this market, and we've been grateful for the responsibility that comes with carrying that forward.

From the beginning, our focus has been simple: honor what was built, elevate what's possible, and shape Home Staging Works into a partner-first, service-driven team that REALTORS® can confidently put in front of their clients. Real estate is a relationship business. So is staging. And in a relationship business, reputation is everything.

That's why we talk so much about partnership—not as a buzzword, but as a standard. We want agents to feel like they're not calling "a vendor." They're calling a team that protects their brand, shows up professionally, and helps their client feel genuinely taken care of from start to finish.

What we do and how it supports an agent's brand

Home Staging Works is a home merchandising company. That distinction matters.

Merchandising isn't "popping furniture in a home." It's intentional design that respects the architecture, fits the scale of the space, photographs well, and creates an emotional connection that helps buyers imagine their life there. When the story of a home is clear, buyers move faster and they compete more confidently.

From an agent's perspective, this becomes a value amplifier. A staged listing helps a REALTOR®:

- lead with confidence in the listing conversation
- reduce seller anxiety and decision fatigue
- present a home at its highest potential in photos and showings
- elevate perceived value (without changing the home itself)

Our goal is that when a Realtor works with us, they feel like they've expanded their brand, not by saying more, but by delivering more.

The "Home Staging Works difference" is the experience

We're intentional about how we operate because our work touches real people during a high-stress time. Many sellers are balancing work, kids, moving logistics, repairs, cleaning, and the emotional weight of leaving a home behind.

We want them to feel supported, not judged. Guided, not overwhelmed.

That's why we've built a white-glove approach around consistency and trust: a fully trained and insured team, a deep inventory, four full-time designers, and a full-time crew



that brings both efficiency and care to every install. We love delivering boutique-level attention, but with the capacity and resources needed to serve agents at a high level, even when the market is moving fast.

And if we're honest, the best part of our work is still the simplest part: seeing a client walk back into their home after staging and watching their face change when they finally see what it could be. That moment doesn't get old.

A family story rooted in the Inland Northwest

Danielle is originally from Troy, Idaho, and Terry is from Western Washington. We met in Moscow, Idaho, and in 2014 we moved to Spokane, intentionally, because we saw a community we wanted to build our life in.

We're raising three kids: Bradley (20), Bentley (13), and Amara (7). We love the Inland Northwest because it gives you the best of both worlds: big-town amenities and opportunity with a small-town feel and real community. We're active in our church and our kids' school communities, and we spend a lot of time outdoors camping across the region, often pulling the camper to the coast or up into the mountains depending on the season.

If you catch us on a weekend with friends, there's a good chance there's a board game happening and Terry is cooking a full-on feast. Service is core to who we are—at home, in community, and in business.

What shaped us professionally

For more than 15 years, Terry led business growth across the Western U.S. It was an incredible season for learning, but it also meant time away. Looking back, if we could change anything, it would be prioritizing family and community sooner. We're grateful for what we gained from that chapter, but we're also honest about the cost.

That perspective influences how we lead today. We care deeply about being good stewards, of our market and of our employees. We want to build a healthy team, create opportunity, and lead in a way that's both excellent and human.

That's why we talk so much about partnership—NOT AS A BUZZWORD, BUT AS A STANDARD.



How we define success

Success, for us, is not a number on a spreadsheet. Success is partner satisfaction.

If a REALTOR® and their client feel taken care of, whether through our pay-at-close option or a lower-entry-point merchandising plan, we can hang our hat on that day. We're here to make the agent's life easier, protect the client experience, and elevate the outcome.

Looking ahead to 2026

In 2026, we're focused on access and impact.

With the acquisition of Affordable Home Staging, we're building a pathway for more vacant listings to experience elevated merchandising, while still maintaining our signature track for design-forward, higher-touch projects. Our goal is simple: to help more agents and clients experience what thoughtful merchandising can accomplish, at multiple entry points, without losing the care and intentionality that makes the work effective.

The bottom line

We want to be the partner a REALTOR® can call without hesitation, the kind of partner who shows up with excellence, communicates clearly, cares deeply, and serves consistently.

Because in a relationship business, the way you make people feel is part of the result.

And we're honored to serve the agents and clients who allow us to be part of their plan.

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Meet Marcy Martin

PHOTOS BY PIX'ALL PHOTOGRAPHY

The Sky Isn't the Limit. It's the Starting Point.

Two Lives, One Purpose

I've lived two lives, and real estate is where they collided. I became a mother at 17, raising my daughter while figuring out who I was and how to build a future. I didn't come from wealth or connections; I came from necessity, and that perspective shaped everything about how I operate today. Every deal, every mentorship, and every success at M Martin & Co is grounded in hard work, relationships, and the belief that anything is possible when you refuse to accept limits.

Before real estate, I worked in a retirement home and met the parents of successful business owners. I watched how a well-built career could provide security, freedom, and choice. Many spoke of real estate not just as a job, but as a vehicle for creating opportunity. In 2007, I jumped in headfirst.

Building Relationships, Not Just Transactions

It wasn't easy at first, but I quickly discovered the power of persistence and relationships. One client, in particular, shaped my understanding of this business. He asked to see a \$19,000 home. We met, talked, and connected. That year, I sold him multiple homes under \$35,000. Over a decade later, when he decided to sell all of his rental properties, I had the privilege of helping him sell every single one. We discussed pricing, strategy, and top-dollar positioning.

That trust, built over years, reminded me that success comes from relationships, not transactions.

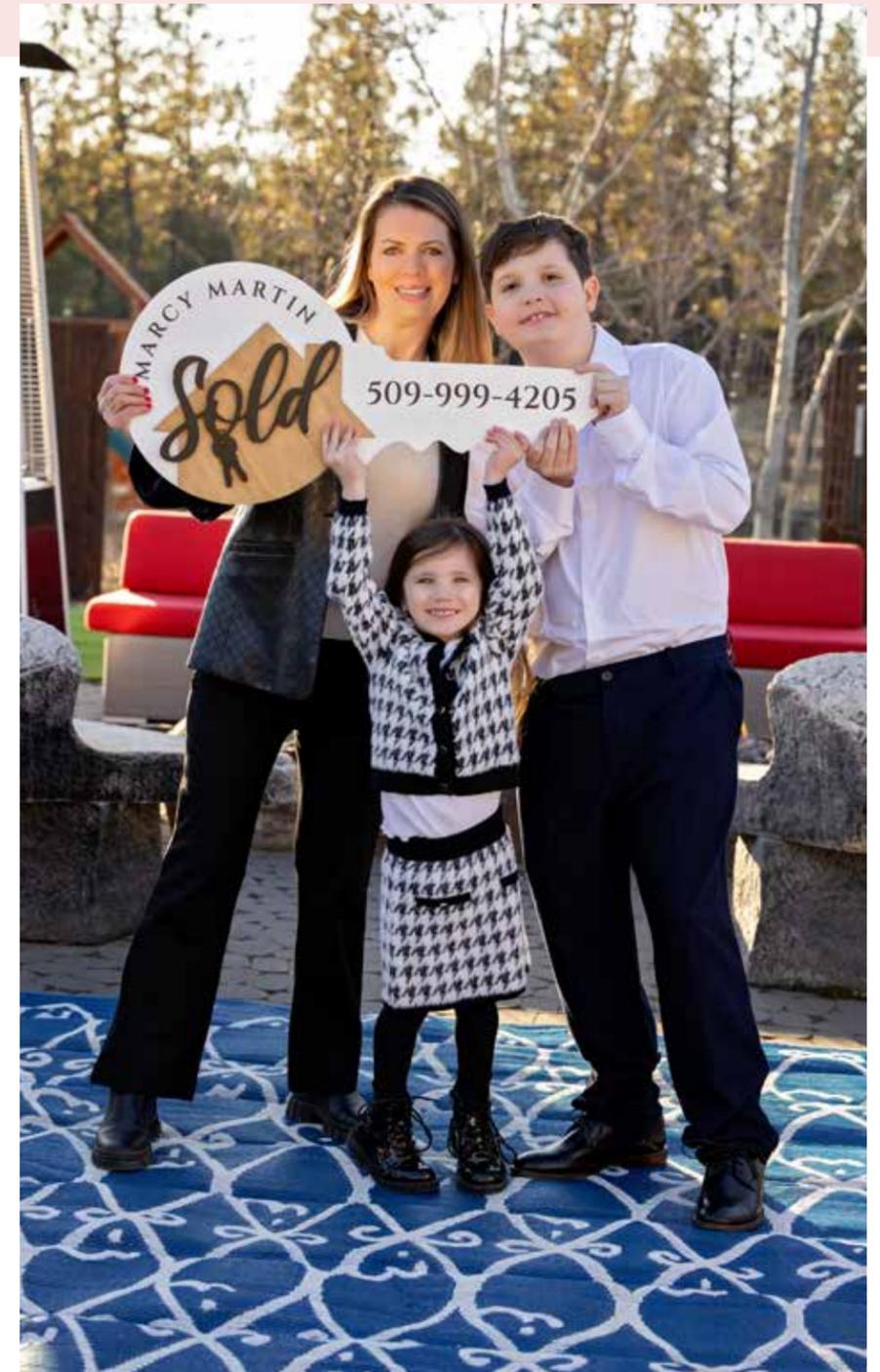


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“There’s no ceiling in this business.

The sky isn’t just the limit.

It’s the starting line.”

Lessons That Shaped Me

I’ve also learned important lessons firsthand. Early on, I owned multiple rental properties and was out of my league. I had no stable income, tenants who were not paying, and no guidance on the right way to do things. That’s when a broker-owner stepped in and changed my trajectory. He told me something I’ll never forget: “This isn’t about who you are. It’s about a bad choice. And no one ever taught you better. Pay attention.”

That lesson stuck, and I carry it into every interaction today.

My second life came later, and it didn’t come easily. My son, now 10, is the result of years of infertility, IVF, and heartbreak. Those years were some of the scariest of my life, but they taught me patience, surrender, and faith at a depth I never knew existed.



Then, in 2020, life surprised me again. I found out I was pregnant with my youngest daughter, completely unexpected. The pregnancy was complicated and terrifying, with moments when neither of us were expected to survive. Today, we are both here, strong, thriving, and deeply grateful. She is a daily reminder that miracles don’t always arrive the way we expect.

Today, I’m a top-producing broker and listing agent in Spokane, Washington, consistently ranking in the top five percent of agents. I close more than fifty transactions and over thirty million dollars in annual volume each year. While numbers matter, the real measure of success is the people I serve, the teams I build, and the careers I help shape. Referrals are the heart of my business.

That vision led me to open M Martin & Co in August 2025. I built this brokerage intentionally, to provide agents with the tools, mentorship, and culture to thrive. We focus on education, accountability, integrity, and growth, creating an environment where high standards are expected,

wins are celebrated, and leaders are developed. My goal has never been to build a business. It’s to create a place where talented agents can surpass what they ever imagined possible.

The Sky Isn’t the Limit

I’ve learned that growth isn’t earned by staying comfortable. It comes from showing up, taking risks, and pushing through challenges. Some days start at 3 a.m. and don’t end until after 10 p.m., but every moment is worth it. I get to help people achieve their dreams, guide agents to reach new heights, and be part of stories bigger than my own.

At the heart of my work are family and faith. They guide how I lead and remind me that success isn’t only about numbers. It’s about impact. Real estate has allowed me to transform lives, create opportunity, and build a legacy I’m proud of. I’ve seen firsthand how mentoring, guidance, and support can change trajectories, both for clients and for agents on my team.

M Martin & Co is more than a brokerage. It’s the culmination of lessons learned, relationships built, and opportunities realized. I didn’t just build a career in





“This isn’t about who you are. It’s about a bad choice. And no one ever taught you better.

Pay attention.”

real estate. I built a life. And now, I get to help others do the same.

“There’s no ceiling in this business. The sky isn’t just the limit. It’s the starting line.”

Real estate has given me more than a career. It has given me freedom. Freedom to be present with my children, to travel, and to truly experience life together. From month-long vacations to spending Christmas in Spain with our former exchange student, who feels more like family than a guest, this business has allowed me to build a life rich in connection and meaning.

Giving back has always been part of that life. Whether fostering children, supporting organizations like Vanessa Behan every Christmas Eve, or simply showing up where help is needed most, I believe even short-term love can make a lifelong difference.

At its core, real estate is about people. I’m honored to walk clients through some of the biggest moments of their lives, from first homes to dream homes to fresh starts. Every situation is different. Every story matters. Some days I’m a negotiator, a problem-solver, or a steady voice in the chaos, but that complexity is exactly why I love this work. I can’t imagine doing anything else.

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