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MAY 2026



Michelle McCabe

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RP 2025 BY THE NUMBERS

HERE'S WHAT PORTLAND'S TOP 500 AGENTS SOLD:

$9,359,971,727
TOTAL SALES VOLUME OF THE TOP 500

13,202
TOTAL # OF TRANSACTIONS OF THE TOP 500

$18,719,943
AVERAGE SALES VOLUME PER AGENT IN THE TOP 500

26
AVERAGE TRANSACTIONS PER AGENT IN THE TOP 500

PORTLAND REAL PRODUCERS IS A POWERFUL NETWORK!

TOP PRODUCER

Michelle McCabe

PARTNERSHIP OVER PERSUASION

BY KERRY HINRICHS

When Michelle McCabe got licensed in 2014, the decision came with a bit of irony.

After growing up in a real estate family—where dinner conversations revolved around REOs, flips, and investment strategy—she swore she would never join the industry.

"I wanted to carve my own route," Michelle says.

Instead, she pursued merchandising management at Oregon State University and built a four-year career at Nordstrom, working across multiple sectors before becoming a styling and custom relationship manager. In that role, she trained an elevated sales team to cultivate meaningful, long-term relationships with top clients.

She loved the people. She loved the sales strategy. She loved the design.

But the entrepreneurial spirit that ran in her blood was impossible to ignore.

While traveling during a yearlong sabbatical, Michelle experienced what she calls her "Oprah aha moment." Real estate was the perfect marriage of everything she loved: design, merchandising, relationship-building, and business ownership.

Two mentors shaped her early years. The first was her father, a forward-thinking investor who inspired her to think creatively and believe that loving your work changes everything. The second was Susie Hunt Moran at Windermere Real Estate, whose referral-based model felt like a natural extension of the client-first culture Michelle experienced at Nordstrom.

That foundation still defines her business today.

The Strategy Behind Every Listing

What Michelle loves most about being a Realtor® is the layered nature of the work.

"I thrive coming into a home and assessing it from a merchandising perspective," she explains.

For her, preparing a home for market isn't just about cleaning and staging. It begins with identifying the likely demographic for the property. From there, she evaluates which improvements will yield the strongest return and then project-manages the process so sellers aren't overwhelmed.

It's creative vision backed by practical strategy.

In one memorable instance, after Michelle guided sellers through a full home preparation process, they were so re-enamored with their property that they briefly reconsidered selling altogether.

"That," she says with a smile, "felt like a win."

A Lesson That Changed Everything

Like many seasoned agents, Michelle's biggest growth came through challenge.

Several years into her career, she lost a listing after strongly encouraging staging—without first fully understanding the sellers' deeper priorities. She assumed, as many agents do, that maximizing sale price was the ultimate goal. It wasn't.



"What they really wanted was a smooth, simple process that didn't disrupt their lives—even if that meant leaving money on the table."

That experience reshaped her approach. Today, Michelle spends significant time asking thoughtful, layered questions before making recommendations. She lays out all options clearly and supports clients in achieving their goals—even when those goals look different than what she might personally choose.

It was a pivotal shift from persuasion to partnership.





> **Having a team you love spending time with adds so much joy and efficiency to everyday life."**

Building a Team You'd Want to Join

Michelle's advice to a future Top Producer is simple: build a team you'd want to be part of, regardless of the role.

In an industry often marked by turnover, she is proud to say she has had zero turnover in ten years. She hires for character, cultivates mutual respect, and fosters an environment where people genuinely enjoy working together.

"There's no way I could do this well on my own—physically or mentally," she says. "Having a team you love spending time with adds so much joy and efficiency to everyday life."

Her advice to her 18-year-old self echoes her father's wisdom: If you love what you do, you never have to work a day in your life.

Don't Miss It

Outside of real estate, Michelle's greatest joy is her family. She and her husband—and business partner—Matt are raising two young children, Jack (7) and Emma (3). Motherhood reshaped her understanding of balance in a profession that often resists it.

Matt carries a small quote in his wallet that simply reads: "Don't miss it."

"That centers me like a bolt of lightning," Michelle says. "It reminds me to be disciplined in both my mom-world and work-world."

When she's not serving clients, Michelle is most rejuvenated outdoors. She has a goal of visiting every park and green space in the Portland metro area—turning family time into an adventure and a way to explore neighborhoods in a deeply personal way.

Michelle McCabe's business is rooted in design, strategy, and relationships—but it's sustained by intention.

From Nordstrom-trained relationship builder to a referral-driven real estate leader, she has built a career that merges creativity with clarity. Through every client she serves, every team meeting, and every family outing, she carries the same guiding reminder:

Don't miss it.

CONNECT WITH MICHELLE

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OREGON NW HOME INSPECTIONS

Building Trust, One Home at a Time

BY KERRY HINRICHS

In a region where homes carry both character and history, the work of evaluating them requires more than technical skill. It calls for judgment, care, and a genuine respect for the people who live inside those spaces. Oregon NW Home Inspections has built its reputation around exactly that kind of work—thoughtful, consistent, and centered on the homeowner experience from beginning to end.

Serving the greater Portland area and Central Oregon, the team offers a full range of services, including comprehensive home inspections, radon testing, sewer scope inspections, tank sweeps, mold and air quality testing, and pest and dry rot (WDO) inspections.

What distinguishes them, however, is not simply the scope of what they do, but how they approach each inspection. The work is never rushed or reduced to a checklist, but carried out with attention to detail and an understanding of the home as a whole.



That perspective starts with Brandon.

As the owner, he brings a steady, measured presence to the business—one that clients notice quickly. There is no pressure and no overpromising, just a clear commitment to doing the work well and communicating clearly along the way. In an industry where expectations can easily drift, Brandon has built a culture that values follow-through, clarity, and respect for the client's time and investment.

That mindset carries through every phase of the experience. From the initial conversation to the final report, clients are guided in a way that feels organized and thoughtful. Findings are explained clearly, questions are welcomed, and next steps are outlined with care. Rather than navigating uncertainty on their own, homeowners feel supported by a team that brings clarity and perspective at each stage.

Many of those homeowners come through referrals—friends, neighbors, and clients who have already worked with the team. There's a level of trust that exists before the inspection even begins, built on consistent experiences and word-of-mouth confidence within the community.

The advantage of working with Oregon NW Home Inspections is also found in the breadth of services they provide. By offering everything from general home inspections to radon testing, sewer scopes, and air quality assessments, the team is able to deliver a more complete understanding of a property. Instead of piecing together information from multiple providers, clients receive a cohesive, well-rounded evaluation they can trust.

Behind that consistency is experience. The team brings years of practical knowledge to each inspection, along with a commitment to quality that includes licensed and insured work and warranties that reflect confidence in the work they deliver. Just as important is how that experience is applied—with restraint, professionalism, and an understanding that each home, and each client, is different.

For many homeowners, these moments are deeply personal. They are not simply about a property, but about gaining a clear understanding of its condition and what to expect moving forward. Oregon NW Home Inspections approaches that responsibility with a level of care that does not go unnoticed.

It's reflected in what clients say after the inspection is complete—feeling informed, respected, and genuinely taken care of throughout the process. One client shared that working with the team felt "straightforward and honest from start to finish," noting that communication was consistent and expectations were always clear. That kind of experience builds something more lasting than any single inspection—it builds trust.

That trust is, in many ways, the foundation of their growth. Much of their work comes through long-standing relationships and referrals, reflecting the confidence they have earned over time. It is not driven by volume or visibility alone, but by a steady track record of doing the work well and treating people with care.

In the end, what Oregon NW Home Inspections offers is not just a report, but a reliable and thoughtful approach to understanding the spaces people call home. Under Brandon's leadership, that approach remains consistent—grounded in experience, guided by integrity, and carried out with a quiet confidence that speaks for itself.



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Elysse Ralph



BUILT FOR THIS

BY KERRY HINRICHS

From the outside, it might look like real estate was a pivot—but for Elysse, it feels more like a culmination. "Every step I took before this led me here," she says. She's now entering her fourth year in the business, and it's clear she's found the place where challenge, purpose, and people truly intersect.

After years in the corporate world, Elysse knew she was craving work that demanded both strategy and heart. Real estate offered exactly that. It stretched her intellectually, gave her room to solve complex problems, and, most importantly, allowed her to make a tangible difference in people's lives. "I wanted work that mattered," she says. "Helping someone through one of the biggest milestones of their life—that's meaningful."

She didn't follow a traditional mentorship path, though not for lack of respect for one. Elysse is naturally self-directed—someone who learns by doing and figures things out along the way. She sought wisdom from peers, observed people who were thriving, and absorbed lessons wherever she could find them. The early days came with a learning curve, but grit, curiosity, and an eagerness to grow carried her forward. Once she found her rhythm, she took off. Today, she's known for her relentless advocacy, fierce work ethic, and commitment to giving every client a truly elevated experience.





Before real estate, Elysse built a career as a project manager overseeing major advertising campaigns for creative agencies and large brands. She also produced video and photo shoots—fast-paced, high-pressure environments where communication, deadlines, and problem-solving were everything. Earlier roles in outbound sales and recruiting taught her how to build relationships and books of business from the ground up. Looking back, she credits those chapters with shaping how she operates now. "All of it translates," she says. "Sometimes I thank my younger self."

What she loves most about real estate is the story. "Being invited into someone's life at that moment is such an honor," she says. One memory still stands out: her first multiple-offer win. The intensity, the responsibility, the waiting—and then the call. "When I heard, 'Congratulations, your client's offer was accepted,' I screamed, cried, and jumped around my house," she laughs. She carries that energy into every deal, often reminding clients, "The right house will say yes to you."

Many of those clients don't stay clients for long—they become friends, neighbors, and part of her wider community. That sense of connection matters deeply to Elysse. "Community is everything," she says. "I never take that for granted."

Her biggest challenge? Staying out of her own way. Like many high achievers, she occasionally forgets her own strengths. When that happens, she leans into the people around her—uplifting, community-minded friends and colleagues who remind her who she is. She's also grounded by the constant encouragement of clients who reflect back the impact she's had during pivotal moments in their lives.

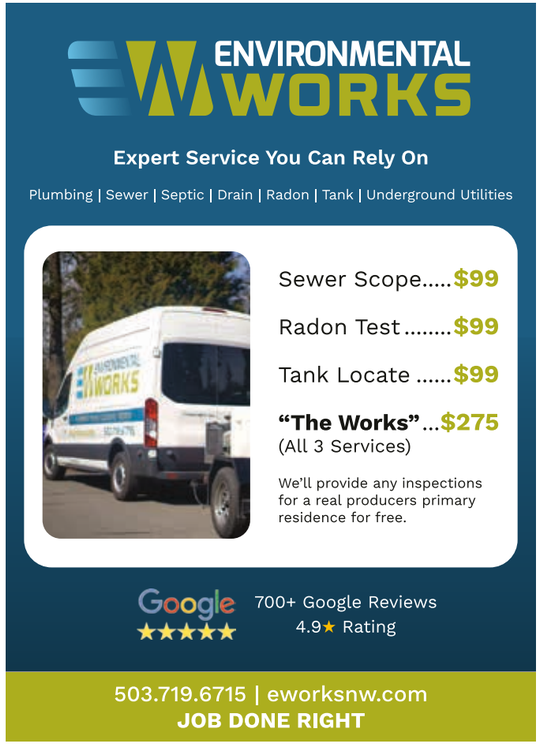
At home, Elysse lives with her partner, Mike, and their two dogs, Harley and Cooper. Their house—with its big yard—is a gathering place, often filled with friends, food, and laughter. "I love being the go-to house," she says. Outside of work, you'll likely find her at the movies (large popcorn and peanut M&M's required), adventuring with her dogs, or channeling her lifelong creativity into styling and design. With an artist's eye and a natural sense for space, she finds joy in seeing homes come to life.

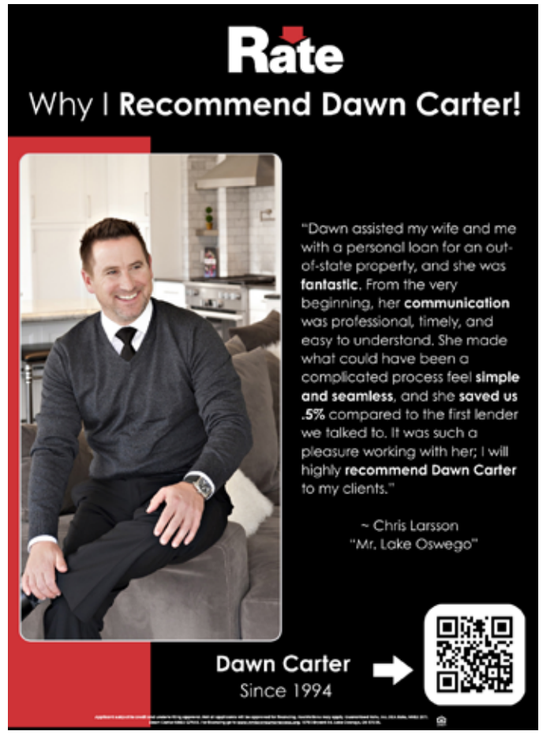
Her advice to future top producers is simple and honest—fail fast, stay curious, and keep learning. Rejection will happen—pivot and keep going. And to her 18-year-old self? "Be kind to yourself," she says. "You're not a robot. You're growing into something you can't yet imagine. Enjoy the moments in between."

Above all, Elysse is undeniably grateful—for her clients, her referrals, and the quiet supporters cheering her on. "None of it goes unnoticed," she says. And it shows.

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9	Aaron	Moomaw	Cascade Hasson Sotheby's International Realty
10	Erin	Rothrock	Windermere Realty Trust
11	Stephanie	Peck	eXp Realty, LLC
12	Michael	Beirwagen	Berkshire Hathaway HomeServices NW Real Estate
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59	Claire	Widmark-Wright	Premiere Property Group, LLC
60	Claire	Paris	Paris Group Realty LLC
61	Emily	Hetrick	Keller Williams PDX Central
62	Nicholas	Ferrer	LUXE Forbes Global Properties
63	Lauren	Goche	Think Real Estate
64	Emily	Handris	Handris Realty Co.
65	Yi	Liu	Oregon First
66	Michelle	McCabe	Windermere Realty Trust
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68	Sean	Robbins	eXp Realty, LLC
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83	Bill	Bailey	RE/MAX Advantage Group
84	Tim	Whiting	MORE Realty
85	Andrew	Berlinberg	Keller Williams Realty Professionals
86	Bryce	Rosenbaum	Harcourts Real Estate Network Group
87	Jimi	Hendrix	Neighbors Realty
88	Tessa	Gold	John L. Scott
89	Linda	Cohn	Coldwell Banker Bain
90	Rachel	Smith	Modern Homes Collective
91	Kimberly	Parmon	Living Room Realty
92	Amy	Romberg	Windermere Realty Trust
93	Clint	Currin	RE/MAX Equity Group
94	Kendel	White	Premiere Property Group, LLC
95	Megan	Barrett	Windermere Realty Trust
96	Tracy	Hasson	Cascade Hasson Sotheby's International Realty
97	Karen	McLaughlin	Windermere Realty Trust
98	Spencer	Voris	Keller Williams Realty Professionals
99	Megan	Hannah	Opt
100	Jake	Barakat	Opt

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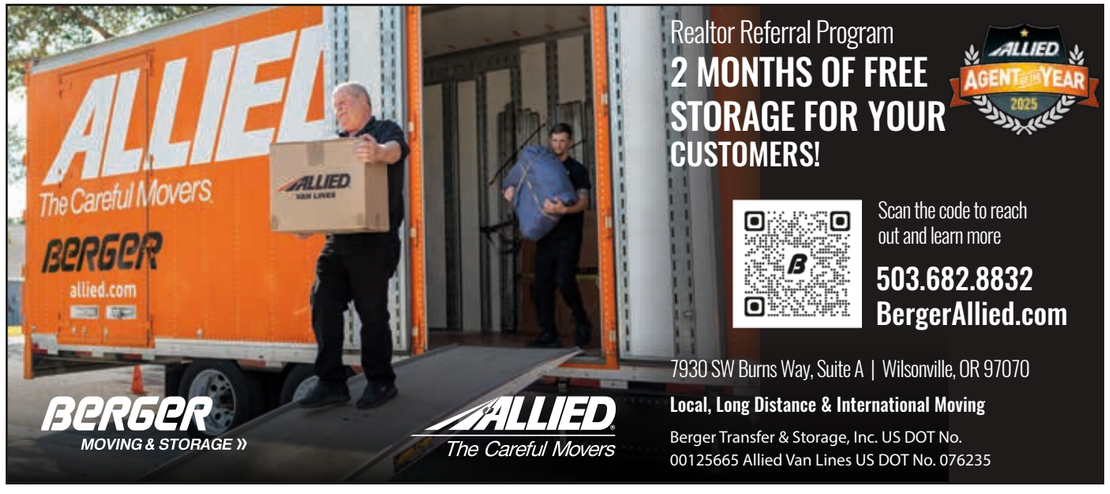



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TOP 300 YTD STANDINGS

TOP 300 Jan through March 31, 2026 based on sales data *see disclaimer

#	FIRST NAME	LAST NAME	COMPANY
101	Megan	Jumago-Simpson	Keller Williams Realty Professionals
102	Aubrey	Martin	Keller Williams Sunset Corridor
103	Andy	Arthur	Sunline Realty Group
104	Tracy	Peterson	Better Homes & Gardens Realty
105	Carolyn	Hoty	Keller Williams Realty Professionals
106	Aaron	Pontius	Opt
107	Zachary	Eaton	Keller Williams Realty Professionals
108	Marcia	Walsh	Where, Inc
109	Shannon	Janssen	Coldwell Banker Bain
110	Jennifer	Venable	John L. Scott
111	Linn	Holdhusen	Keller Williams PDX Central
112	Li	Lanz	Li Lanz Properties, LLC
113	Katelin	Wille	Keller Williams Realty Professionals
114	Cristen	Lincoln	Living Room Realty
115	Gina	Hosford	Better Homes & Gardens Realty
116	Riley	Costello	Cascade Hasson Sotheby's International Realty
117	Ajay	Deshpande	Spicer & Associates Realty
118	Joe	Liu	Keller Williams PDX Central
119	Heather	Robbins	Robbins Realty Group
120	Kristin	Rader	Keller Williams Sunset Corridor
121	Ellie	Gartland	Stellar Realty Northwest
122	Sanam	Dowlatdad	Where Real Estate Collaborative
123	Jess	McDonough	Neighbors Realty
124	Melissa	Shaw	Lewis Realtors
125	Linda	Heinrichs	Keller Williams Realty Portland Premiere
126	Rene'	Susak	Windermere Realty Trust
127	Alexander	Clark	Keller Williams Realty Portland Premiere
128	Erika	George	Living Room Realty
129	Lisa	Hanna	Eleete Real Estate
130	Rebecca	Krueger	RE/MAX Equity Group
131	Lauren	Sheehan	eXp Realty, LLC
132	Yonette	Fine	Living Room Realty
133	Chao	Tan	MORE Realty
134	Kevin	Smallbeck	RE/MAX Equity Group
135	Colleen	Ritt	Where, Inc
136	Amanda	Andruss	Renaissance Development Corp.
137	Todd	Crawford	John L. Scott
138	Pam	Waldman	Keller Williams Realty Portland Premiere
139	Chris	Bonner	Neighbors Realty
140	Tatyana	Gavrilyuk	MORE Realty
141	Andrew	Galler CRS	Realty Works Group
142	Eric	Lehouiller	Real Broker
143	Chunjuan	Ye	Brantley Christianson Real Estate
144	Scott	McAvoy	Knightsbridge International Real Estate, LLC
145	Heather	Paris	Paris Group Realty LLC
146	Marcus	Brown	Realty One Group Prestige
147	Cindy	Angeles	Knipe Realty ERA Powered
148	Seth	Prickett	MORE Realty
149	Brian	Bellairs	John L. Scott
150	Korrie	Hicks	KOR Realty

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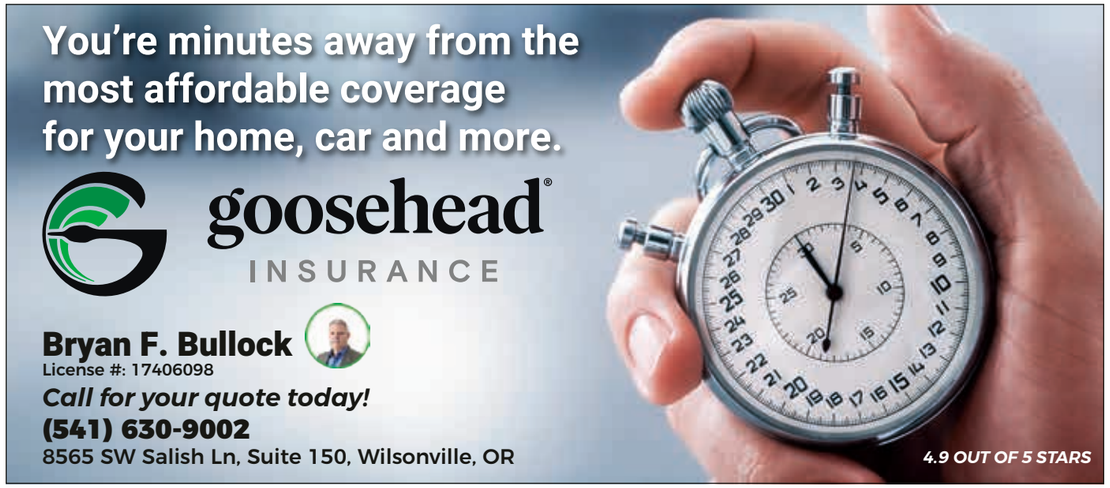


TOP 300 YTD STANDINGS

TOP 300 Jan through March 31, 2026 based on sales data *see disclaimer

#	FIRST NAME	LAST NAME	COMPANY
151	Virginia	Getz	Windermere Happy Valley
152	Eileen	Hutchinson	Premiere Property Group, LLC
153	Dill	Ward	eXp Realty, LLC
154	Matt	Crile	Windermere West LLC
155	Natalya	Oreste	Berkshire Hathaway HomeServices NW Real Estate
156	John	McClung	Harcourts Real Estate Network Group
157	Vanessa	Calvert	Cascade Hasson Sotheby's International Realty
158	Lulu	Barker	Windermere Realty Trust
159	Chris	Olson	Premiere Property Group, LLC
160	Megan	Feil	Urban Nest Realty
161	Chris	Casebeer	Cascade Hasson Sotheby's International Realty
162	Jeffrey	Hartley	Peak Realty
163	Marie	Conser	John L. Scott
164	Brian	Tienken	eXp Realty, LLC
165	Michael	Smira	John L. Scott Portland Central
166	Leigh	Flynn	Wise Move Real Estate
167	Brandi	Erskine	MORE Realty
168	Joan-Marie	Rogers	Windermere Realty Trust
169	John	Soper	MORE Realty
170	Timothy	Saeland	RE/MAX Equity Group
171	Allison	Fuller	Keller Williams Sunset Corridor
172	Tyson	Bolster	Georgetown Realty Inc.
173	Christine	Monty	RE/MAX Equity Group
174	Andrew	Pienovi	Christie's International Real Estate Evergreen
175	Eduardo	Chanez	All Professionals Real Estate
176	Katie	Fracasso PC	Living Room Realty
177	Meg	Dorick	Urban Nest Realty
178	Bradley	Thurman	Windermere Realty Trust
179	Jenna	Hasson	Cascade Hasson Sotheby's International Realty
180	Quinn	Irvine	MORE Realty
181	Marisa	Swenson	Modern Homes Collective
182	Amanda	Folkestad	eXp Realty, LLC
183	Robert	Christie	Equity Oregon Real Estate
184	Terry	Foster	eXp Realty, LLC
185	Robert	Chown	Where, Inc
186	Beth	Benner	Real Broker
187	Jessica	LeDoux	Living Room Realty
188	Erik	Bennett	Metro West Realty
189	Chelsea	McAlister	Urban Nest Realty
190	Carrie	Gross	Windermere Realty Trust
191	Jazzmin	Reece	Lark and Fir Realty LLC
192	Melissa	Wicks	Reger Homes, LLC
193	Mike	Howe	Knipe Realty ERA Powered
194	Julie	Hoem	Soldera Properties, Inc
195	Noah	Kragerud	Keller Williams Sunset Corridor
196	Blair	Davis	MORE Realty
197	Veronica	Park	Keller Williams Realty Portland Premiere
198	John	Sieling	Branch Real Estate
199	Drew	McCulloch	Windermere Realty Trust
200	Mallory	Kaus	Windermere Realty Trust

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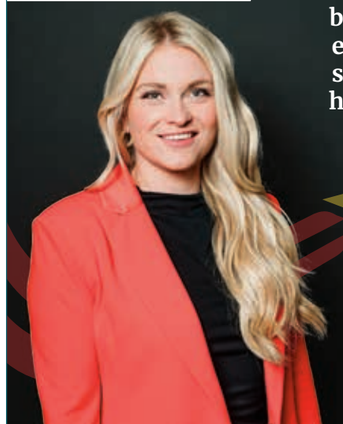
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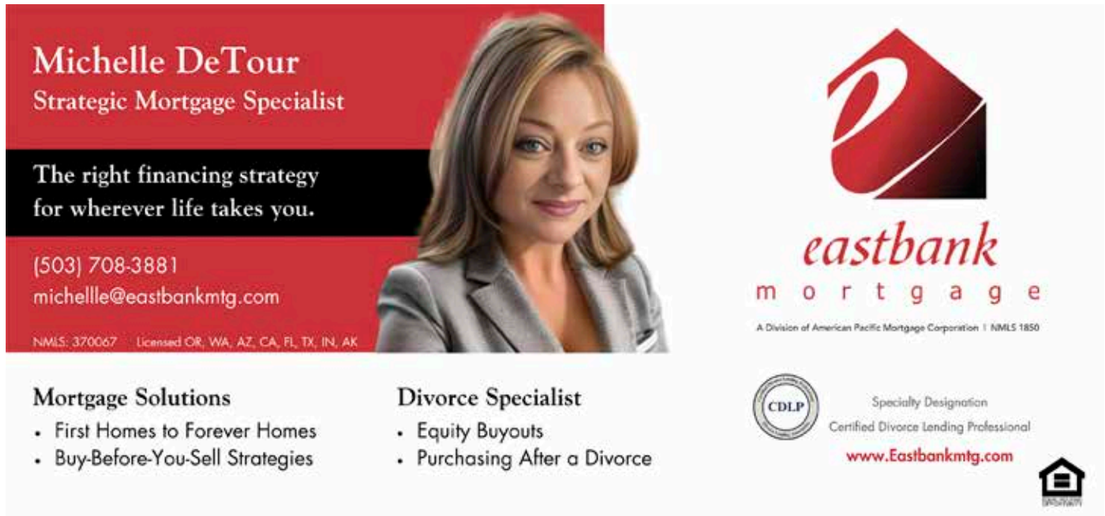


TOP 300 YTD STANDINGS

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#	FIRST NAME	LAST NAME	COMPANY
201	Kelly	Fitzmaurice	Harnish Company Realtors
202	Robert	Law	John L. Scott
203	Dan	Volkmer	Windermere Realty Trust
204	Stephen	FitzMaurice	eXp Realty, LLC
205	Temara	Presley	John L. Scott Portland Central
206	Matt	Mahaffy	Windermere Realty Trust
207	Leilani	Powell	Found It LLC
208	Tom	Stubbs	RE/MAX Equity Group
209	Steve	Kaer	Kaer Property Group
210	Andrea	Hartman	Cascade Hasson Sotheby's International Realty
211	Jennifer	Maben	Harcourts Real Estate Network Group
212	Alexander	Phan	Keller Williams Realty Professionals
213	Caitlin	Riley	ODonnell Group Realty
214	Kate	Steinberg	Urban Nest Realty
215	Jonathan	Kennedy	MORE Realty
216	Jamie	McWilliams	Opt
217	Cary	Perkins	Windermere Realty Trust
218	Mathew	Wray	Keller Williams Realty Portland Premiere
219	Nathan	Neubauer	Where, Inc
220	Teresa	Coon	Premiere Property Group, LLC
221	Rees	Bettinger	Premiere Property Group, LLC
222	Jim	Arnal	Windermere Realty Trust
223	Michael	Enloe	Premiere Property Group, LLC
224	Jennifer	Singer	Keller Williams Sunset Corridor
225	Lizbeth	Abbott	Tree City Real Estate
226	Shea	Steel	RE/MAX Equity Group
227	Benjamin	Yang	NextHome Realty Connection
228	Jeffry	Wiren	Premiere Property Group, LLC
229	Michael	Ladich-Rogers	Sunline Realty Group
230	Tomas	Navarro	Keller Williams Realty Professionals
231	Alison	Derse	Real Broker
232	Jamie	Hinkel	The Broker Network, LLC
233	Mary Jo	Avery	Avery Bunick Properties
234	Darcie	VanderZanden	Keller Williams Sunset Corridor
235	Christina	Smith	John L. Scott
236	Elysse	Ralph	Real Broker
237	Allison	Grice	KJK Properties PC
238	Greg	Walczyk	Walczyk Associates Realty
239	Lauren	Rose	Works Real Estate
240	Aryne	Blumklotz	Living Room Realty
241	Kyle	James	Knipe Realty ERA Powered
242	Jarrett	Altman	Neighborhood Works
243	Steve	Odermann	LUXE Forbes Global Properties
244	Hunde	Abebe	Advantage Realty LLC
245	Lance George	Marrs	Portland Modern Real Estate
246	Dag	Mavrolas	Premiere Property Group, LLC
247	Deena	Kraft	Windermere Realty Trust
248	Kerri	Miller	Windermere Realty Trust
249	Craig	Olson	Urban Pacific Real Estate
250	Ron	Brister	Soldera Properties, Inc

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#	FIRST NAME	LAST NAME	COMPANY
251	Jessica	Karman	Windermere Realty Trust
252	James	Loos	Windermere Realty Trust
253	Jim	Doak	John L. Scott Portland South
254	Tim	Walters	RE/MAX Equity Group
255	Martine	Tammik	Keller Williams Sunset Corridor
256	John	Nieland	Cascade Hasson Sotheby's International Realty
257	Chrissy	Hamlin	Harcourts Real Estate Network Group
258	Sandy	Fogle	Windermere Realty Trust
259	Bill	Gaffney	Change Realty, LLC
260	Cee	Webster	Neighbors Realty
261	Eris	Rule	NextHome Next Chapter
262	Cris	Unger	Premiere Property Group, LLC
263	Charity	Chesnek	Think Real Estate
264	Melissa	Framiglio	Premiere Property Group, LLC
265	Casey	Jones	John L. Scott
266	Hannah	Novak	The Agency Portland
267	Katie	Sengstake	Windermere Realty Trust
268	Ben	Andrews	MORE Realty
269	Atussa	Valenti	Coldwell Banker Bain
270	Laurel	Marquand	Think Real Estate
271	Rhett	King	Opt
272	Ellen	Payne	Think Real Estate
273	Christian	Burghardt	Reger Homes, LLC
274	Teddi	Schill	Barnes Portland
275	Ben	Droukas	Windermere Realty Trust
276	Fabienne	Augustine	MORE Realty
277	Patrik	Antich	Think Real Estate
278	Traci	Odem	Nova Realty NW, LLC
279	Marissa	Andersen	eXp Realty, LLC
280	Mary Kay	Wilson	Claremont Realty
281	Kathleen	Myers	RE/MAX Equity Group
282	Alicia	Selliken	Real Broker
283	Elisha	Alcantara	Kinected Realty, LLC
284	Alexis	Halmy	Windermere Realty Trust
285	Jason	Gardner	Premiere Property Group, LLC
286	Julie	Summers	Coldwell Banker Bain
287	Christopher	Kelly	Berkshire Hathaway HomeServices NW Real Estate
288	Martin	Weil	RE/MAX Equity Group
289	Emily	Wagoner	The Agency Portland
290	Alexander	Grimaldi	Windermere Realty Trust
291	Richard	Wold	Reger Homes, LLC
292	Krista	Britton	Real Broker
293	Chandra	Noble-Ashford	Think Real Estate
294	Kelly	Hagglund	The Kelly Group Real Estate
295	Elizabeth	Davidson	Cascade Hasson Sotheby's International Realty
296	Eric	Hagstette	Inhabit Real Estate
297	Steve	Rosling	Cascade Hasson Sotheby's International Realty
298	Julie	Stephens	Reger Homes, LLC
299	Karoline	Ashley	Windermere Realty Trust
300	Viddy	Trojee	Realty First

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