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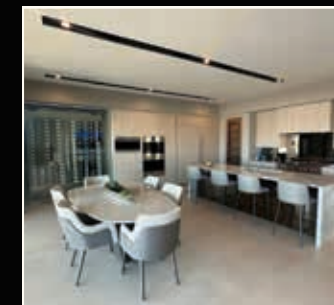
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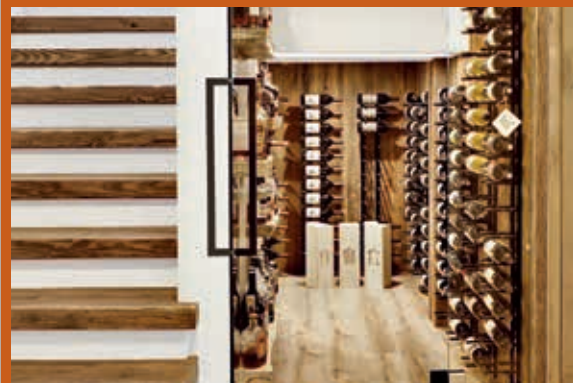
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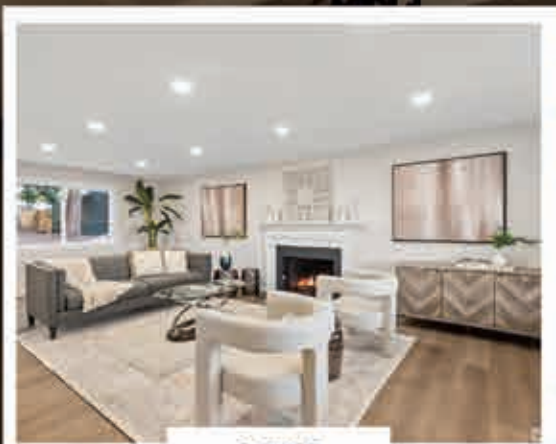


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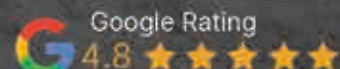
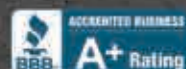
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Javila
Creer

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COVER STORY

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Brian Davis



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42 Winter Rankin Team At Fairway Mortgage



30 All Covered Painting & Property Service



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



Welcome to the
September issue of
Seattle Real Producers!

As we turn the page into September,
it's hard to believe another Pacific

Northwest summer is coming to
a close. Why does the summer
have to go so quickly?!

While this market has
certainly presented its
share of challenges, I hope
everyone was able to take
advantage of those incredible
August days that remind us
why we all choose to call this
place home. Long evenings, time
with family and friends, and the
beauty of the PNW are the rewards for
all the hard work each of you puts in
throughout the year.

One of the things I admire most about
the Seattle real estate community
is our willingness to come together,
share ideas, and support one another,
especially during a changing market.

That spirit of collaboration is exactly
what makes this community so special.
We're excited to share some incredible
stories this month!

We're looking forward to bringing
everyone together again at our big
Seattle Real Producers event at the end
of September. Keep an eye out for the
event invite.

None of this would be possible without
the incredible support of our Preferred
Partners and the amazing brokers
throughout our market who believe
in our mission. Your investment in
this community allows us to create
meaningful experiences that bring value
far beyond the pages of this magazine.

Warm Regards,
Shea Robinson



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Together, we've helped reduce the cancer death rate by 34% since 1991, contributing to nearly 4.5 million fewer cancer deaths in the United States. Today, there are more than 18.6 million cancer survivors nationwide, parents, spouses, friends, neighbors, and coworkers who have more birthdays to celebrate and more memories to make because of advances in prevention, early detection, treatment, and care.

Here in Washington, those advances are happening close to home. The American Cancer Society is currently investing nearly \$16 million in 29 active research grants across our state. These investments support scientists who are discovering better



treatments, improving the quality of life, and bringing hope to patients and families today while shaping the future of cancer care.

But our work extends far beyond the laboratory.

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cancer-related medical appointments, ensuring that transportation is never the reason someone misses treatment. It's one of the most meaningful ways members of our community can make a direct impact on another person's life.

The real estate community has always been built on relationships, service, and investing in the places we call home. Those same values make Realtors®, brokers, lenders, and industry partners incredible champions in the fight against cancer. Whether you're introducing a new corporate partner, organizing a company volunteer day, sponsoring an event, or simply sharing our mission with your network,

MORE THAN A MISSION

▼

**Every partnership
whether it's a
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a few hours,
a business
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or a family making
a donation
helps ensure
that no
one faces
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and Snohomish County
Night of Hope Gala
provide opportunities for
philanthropic and business
leaders to invest in lifesaving
research while building
meaningful community

connections. Companies also
engage through employee
volunteerism, sponsorships,
workplace giving campaigns,
and leadership opportunities
that create lasting impact
beyond a single event.

Every partnership whether
it's a volunteer giving a few
hours, a business sponsoring
an event, or a family making
a donation helps ensure that
no one faces cancer alone.

While we celebrate the
progress we've made, we
also recognize that more
than 618,000 people in the
United States are expected to
lose their lives to cancer this
year. We cannot slow down
now. Continued investment

in research, patient
support, and advocacy
is essential to creating a
future where everyone
has an equal opportunity
to prevent, detect, treat,
and survive cancer.

This work isn't simply about
statistics. It's about helping
someone get to chemotherapy.
It's about funding the next
breakthrough treatment. It's
about giving families more
birthdays, more graduations,
more anniversaries, and more
ordinary moments together.

Every one of us has the
ability to make a difference.

Whether you volunteer
as a Road To Recovery
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event, become a corporate
sponsor, introduce the
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to your business, or make a
financial contribution, your
involvement helps bring
hope to patients today while
fueling the discoveries that
will save lives tomorrow.

Together, our community
has the power to ensure that
hope is more than a promise,
it becomes a reality for every
person facing cancer. 🌱

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Originally designed in 1934 by renowned architect Harrie T. Lindeberg and thoughtfully reimagined by acclaimed designer Clive Lonstein in 2023, this extraordinary Georgian-inspired estate stands among Seattle's most architecturally significant private residences. Tucked within the prestigious gated enclave of The Highlands, the 8,490-square-foot home offers five bedrooms, nearly seven bathrooms, and an exceptional blend of historic elegance and modern luxury.

CONTINUED ►



Meticulously restored to honor its architectural legacy while embracing contemporary comfort, the residence has earned recognition from *Architectural Digest* for its timeless design and impeccable

craftsmanship. More than an exceptional home, it is a legacy estate where celebrated architecture, storied history, and one of Seattle's most coveted addresses come together in a truly once-in-a-generation offering. ▼



Set on 2.28 private acres, the estate is surrounded by breathtaking grounds designed by the legendary Olmsted Brothers, where mature trees, manicured gardens, seasonal blooms, and sweeping views of Puget Sound create an atmosphere of unparalleled beauty and tranquility. Grand entertaining spaces, refined interiors, and thoughtfully curated amenities, including a deep-water spa with a BADU SwimJet counter-current swimming system, make the home equally suited for intimate living and large-scale gatherings.

ALL COVERED PAINTING & PROPERTY SERVICE



For more than a decade, All Covered Painting & Property Services has built its reputation not just on beautifully finished walls, but on the kind of reliability and follow-through that homeowners in the greater Seattle area have come to count on. What began in 2011 as a focused painting operation has grown into something considerably broader, all while holding tightly to the values that shaped it from the start.

Founder Rich Wall, Operations Manager Caitlin Kernan, and their team set out with a clear purpose from day one: deliver high-quality work while building a company that both employees and customers are genuinely proud to be part of. Their commitment to the people doing the work and the people receiving it has shaped every decision along the way. Training, accountability, clear communication, and a deep respect for the spaces they enter are not afterthoughts at All Covered. They are the foundation.

“We believe that great results don’t happen by accident,” Rich and Caitlin explain. “They come from a clear process, attention to detail, and a team that takes ownership of their work.”

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That philosophy translates directly into how the company approaches every project. Interior and exterior painting remain at the core of what they do, with an emphasis on meticulous surface preparation and high-quality materials. But All Covered has expanded well beyond the brush. Carpentry and rot repair address damaged siding, trim, and structural elements before paint ever touches a surface. Pressure washing, soft washing, roof and gutter cleaning, and window washing help homeowners maintain and protect their properties year-round. And for those who want their home to shine during the holiday season, the team also handles professional lighting installation, from design and setup through takedown and storage.

For West Bellevue homeowners specifically, Caitlin offers straightforward advice rooted in years of experience: stay proactive. Small issues like peeling paint, minor rot, or clogged gutters have a

way of becoming much larger and more expensive problems when left unaddressed. The same principle applies to choosing who does the work. Preparation and quality matter far more than the lowest bid, and working with contractors who communicate clearly and set honest expectations makes the entire experience smoother from start to finish.

What clients frequently mention is not just the quality of the finished product but how the process feels along the way. Responsive scheduling, consistent updates, and a team that shows up when it says it will are details that matter enormously when a project is underway in your home. The company backs all of that with an industry-leading warranty and a satisfaction guarantee, giving customers confidence that their investment is protected long after the final coat dries.

All Covered Painting & Property Services has earned the trust of individual

homeowners, real estate professionals, and commercial clients alike across the Seattle, Washington area, and that breadth of experience shows in how smoothly projects run. For neighbors in West Bellevue

looking for a single, dependable team to handle a wide range of property needs with consistent professionalism, they are well worth a conversation. 📞



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INFLECTION POINT LUXURY EVENT

There are moments that reshape an industry. Not because of a single transaction or market shift, but because leaders decide to come together, share ideas, and prepare for what lies ahead.

That was the driving force behind **The Inflection Point**, an exclusive gathering hosted by Jen Cameron, Stacy Marinello, and myself at an exceptional luxury estate. The property list by Jen Cameron is located at 2045 250th Place Northeast Sammamish, WA. With food and drinks provided by John Howie himself, everyone had the chance to taste excellence.

The event was full of the Pacific Northwest's leading brokers gathered for one purpose: to explore where luxury, wealth, and opportunity are headed, and how our industry can be ready for one of the most significant economic transitions in modern history.

The conversations centered around a reality that is already beginning to unfold: **over the next decade, trillions of dollars in wealth will transfer from one generation to the next.** This unprecedented movement of capital will redefine luxury real estate, investment strategies, philanthropy, and how advisors serve affluent families.

Preparing for that future requires more than understanding market statistics. It demands collaboration across industries.

Throughout the afternoon, experts from luxury residential real estate, global wealth management, commercial real estate, land development, and financial planning shared perspectives on how the next generation of wealth holders will think differently about ownership, investment, and legacy.

Global luxury expert **Moira Boyle**, Head of Global Luxury at Altrata (Wealth-X), delivered insights into ultra high net worth trends around the world, providing valuable perspective on how global wealth continues to influence local luxury markets.

The Luxury Residential panel featured industry leaders Jay Kipp of Realogics Sotheby's International Realty, Kelly Weisfield of Compass Seattle, Michele Schuler of Real Residential, Paul Lester of The Agency Beverly Hills, Rick Franz of Windermere, and Zar Zanganeh of The Agency Las Vegas. Together, they discussed what today's luxury clients expect, the importance of relationship-driven business, and how collaboration creates better outcomes for clients navigating increasingly complex transactions.

The conversation extended beyond residential real estate. Scott Cameron of Land Advisors Organization, Jay Bennett of Kidder Mathews, and Tyler Mooney of Merrill Lynch explored the broader relationship between land, commercial investment, capital markets, and long term wealth creation. Their discussion



reinforced that luxury real estate no longer exists in isolation. It is part of a much larger financial ecosystem.

Perhaps the most valuable takeaway from the day wasn't a market prediction or economic forecast. It was a reminder that no single professional has all the answers.

As wealth becomes increasingly sophisticated and clients seek trusted advisors who can guide them through complex financial decisions, the strongest professionals will be those who build relationships beyond their own specialty. Luxury brokers, financial advisors, estate planners, developers, commercial experts, and wealth managers all have an opportunity to create more value when they work together rather than independently.

The Pacific Northwest luxury market has always been built on relationships, integrity, and community. As the next decade unfolds, those qualities will become even more important.

The conversations were inspiring. The connections were invaluable. The setting was unforgettable.

The Inflection Point demonstrated what happens when an industry chooses collaboration over competition. The future of luxury real estate belongs to professionals who are willing to learn from one another, strengthen one another, and collectively elevate the client experience.

Because when the room is elevated, the business follows. 🏡





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When it comes to one of the largest financial decisions of your lives, having a knowledgeable, steady guide on your side makes all the difference. The Winter Rankin Team at Fairway Mortgage, based in Kirkland, Washington, has built a reputation for doing exactly that.

Pierce Rankin serves as Branch Manager for the team's Kirkland office, and the numbers behind his work speak clearly. With more than 800 client reviews and an average rating of 4.94 out of 5, the level of trust Pierce and his colleagues have earned across the greater Seattle area is no accident. It reflects a consistent, deliberate commitment to putting clients first, from the very first conversation through closing day and beyond.

Fairway Independent Mortgage Corporation has

long positioned itself as a lender that pairs genuine service with a wide range of loan options. For buyers, builders, and homeowners exploring refinancing, the breadth of that product menu matters. The team works to match each client with a loan structure that fits their specific situation, whether that means a conventional purchase loan, a refinance that lowers monthly obligations, or a path to building new. The goal is never to fit a borrower into a product. It's to find the right product for the borrower.

What sets the Winter Rankin Team apart in a competitive lending market is an emphasis on clear communication and personal guidance. As the team's own philosophy states, "Financing a home is one of the biggest commitments you will ever make." That framing matters because it shapes how Pierce and his colleagues approach every file. They aren't processing transactions. They are walking alongside people through a consequential chapter of their lives.

That human-centered approach resonates in a



“

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region where the real estate market moves quickly, and the stakes are high. For the real estate professionals we work alongside every day, a reliable lending partner isn't a luxury. It's a necessity. Agents need to know that their clients are in capable hands, that timelines will be honored, and that communication won't drop off after the application is submitted. The Winter Rankin Team has built their practice around delivering exactly that kind of partnership.

The team's Kirkland location places them squarely in the heart of the Eastside market, with reach across the broader Seattle metro. Whether a client is purchasing their first home, upgrading to accommodate a growing family, or refinancing to take advantage of shifting conditions, Pierce and his team bring both the product depth and the personal attention to move the process forward with confidence. ▀

**CONTACT
US!**

For real estate professionals looking to strengthen the experience they offer their clients, or for buyers ready to take the next step, the Winter Rankin Team at Fairway Mortgage is a resource worth having in your corner. Learn more at fairway.com/lo/pierce-rankin-1480352, or reach the team directly at 206-397-1287.

WHAT'S A PROMO?

A Promo is a unique promotional piece created for agents featured in the pages of Real Producers. A previously printed Real Producers article is transformed into a four- or eight-page leave-behind, laid out like the original article with limited customization.

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- Farm your favorite neighborhoods



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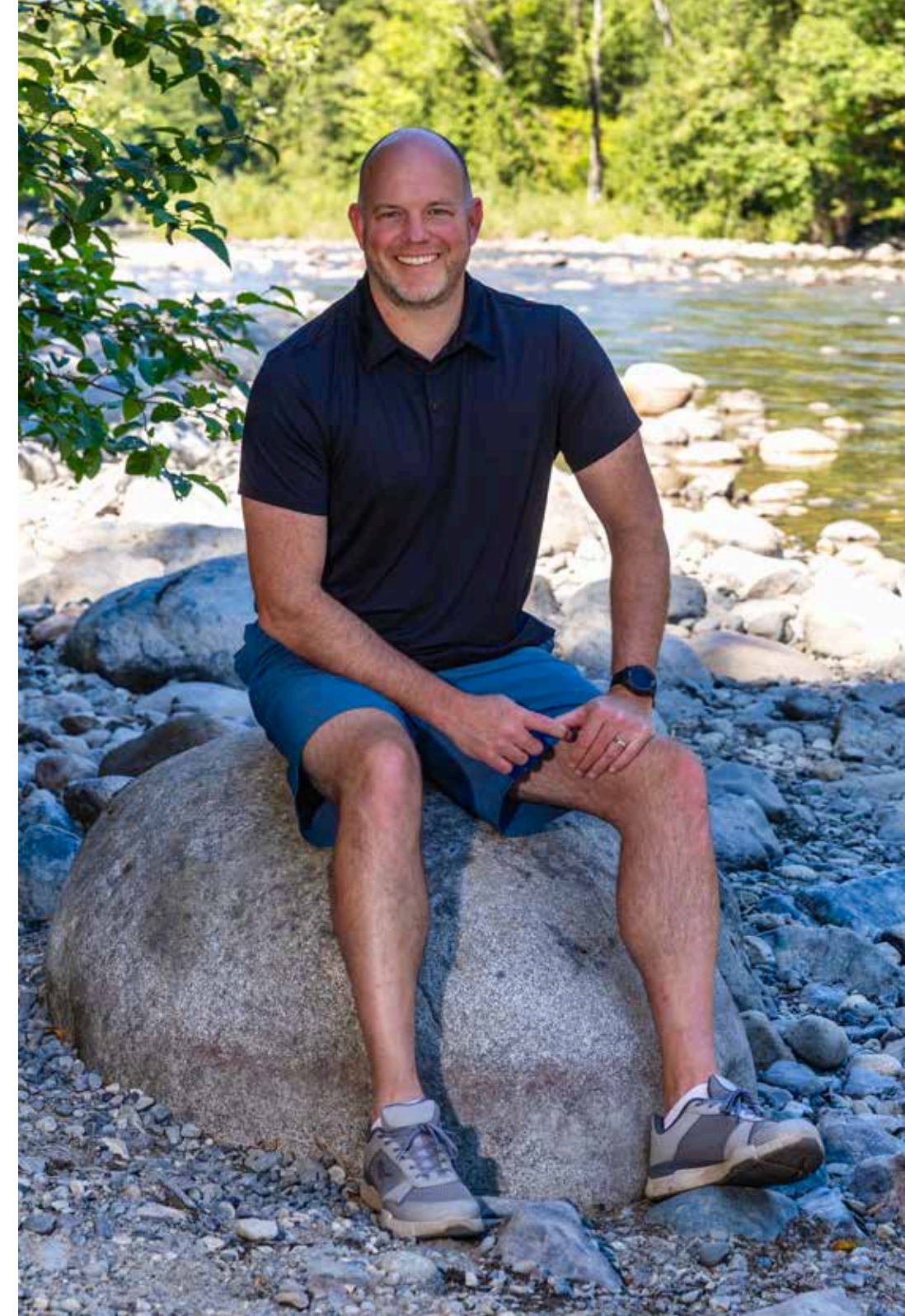


Long before Brian Davis launched Snoqualmie Valley Real Estate, he was simply someone who loved being outside, building things, and creating opportunities for others. Those themes have followed him throughout every chapter of his life, from his time in the Navy to commercial real estate, coaching basketball, and ultimately building a brokerage rooted in community.

After serving in the Navy, where he graduated first in his class and naturally stepped into leadership roles, Brian entered commercial real estate. He spent more than six years with Regency Centers, learning the intricacies of leasing, asset management, contracts, and managing massive budgets. The experience gave him a strong business foundation, but despite the success, something was missing. Sitting in an office in Bellevue with a view of the mountains, Brian found himself looking east more than he looked at spreadsheets. The outdoors were calling. He loved the work, but he knew he wanted something different.

"I just wanted to be outside," he says. "I wanted something that felt more connected to people."

That realization eventually led him into residential real estate in 2015. At first, he had no illusions about instant success. He knew he had to earn his place. Brian immersed himself in the business. He sat at open houses every weekend without hesitation. He installed signs, carried lockboxes, cleaned homes, and did whatever was needed to support his mentor and learn the business from the ground up. Nothing was beneath him. Every opportunity was a chance to get better.



"I just tried to figure out how to separate myself," he says.

As he gained experience, Brian also began thinking about something bigger. He knew he eventually wanted to build his own brokerage,

but he didn't want it to revolve around his name.

"Davis Realty just sounded boring," he laughs. "Nobody's searching for that."

Instead, he became fascinated by the community he loved.



decades coaching basketball and building training programs. Those experiences taught him that teaching and talking are not the same thing.

“Brokers love to think they can teach because they can talk,” he says. “But that’s not always true.”

Instead, Brian believes in apprenticeship. He believes people learn best by doing. His agents join him on calls, meetings, and appointments. He wants them to experience the business in real time and learn the skills that truly matter. Negotiating,

building relationships, communicating with clients, and solving problems are lessons that cannot be taught from a manual.

That same philosophy extends to the way he approaches growth. While many business owners focus on lofty goals and rapid expansion, Brian prefers a different approach.

Inspired by the principles in Atomic Habits, he believes success is built through consistency and incremental progress.

“My goal is simple,” he says. “Move the needle with one person every day. Meet one new person every day. Practice every day.”

As a lifelong athlete and coach, he compares business to preparing for a championship. Teams don’t win titles by obsessing over the final game. They win by focusing on today’s practice.

“We didn’t win championships by talking about championships,” he says.

“We focused on what we needed to do today.”

That mentality has shaped the growth of Snoqualmie Valley Real Estate. Brian intentionally moved slowly. When he first launched the brokerage, people constantly asked how many agents he had.

“None,” he laughs. “Zero.”

He knew he had to become efficient himself before bringing others into the business. He wanted systems, processes, and leadership in place before asking anyone to trust his vision.

“Going slow helps you go far,” he says.

Today, Brian dreams about expanding the hyperlocal model he has created. He envisions open houses throughout every town in the Snoqualmie Valley and eventually building similar boutique brokerages in mountain communities and outdoor recreation towns. But even those dreams are approached with patience and purpose.

Away from work, Brian finds clarity in nature. Each fall, he retreats to the Tetons for what he jokingly calls his executive planning retreat. Rather than sitting in conference rooms and attending seminars, he spends time hiking, journaling, and dreaming about the future.

Because for Brian Davis, success has never been about building the biggest company. It’s about creating something meaningful. Something lasting. Something bigger than himself. And one intentional day at a time, that’s exactly what he’s doing. ▀



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Javila CREER

The Art of *Paying Attention*

PHOTOS BY FOCUSED MEDIA COLLECTIVE

Javila Creer did not grow up dreaming about a career in real estate. In fact, when the opportunity first appeared, she did not even realize she needed a license.

CONTINUED ►

Javila Creer did not grow up dreaming about a career in real estate. In fact, when the opportunity first appeared, she did not even realize she needed a license.

Just before graduating from the University of Washington's business school in 2003, Javila entered a job market still feeling the effects of the dot-com bust. She had worked throughout college but had never completed an internship, and the résumés she sent

to prospective employers went unanswered. Following advice to conduct informational interviews with anyone she knew who had an established career, she met with a short list that included her boyfriend, the manager of the gym where she worked, and her uncle David, a successful real estate broker in Kirkland.



Her uncle's advice was direct: Do not go into real estate. Success was too unpredictable, he told her. However, if she insisted on trying it, she should sell new-construction condominiums for Leslie Williams.

Never one to back away from a challenge, Javila sent Leslie a cocky email and landed an interview. The meeting went well until Leslie asked where Javila's real estate license was.

"My driver's license?" Javila remembers responding.

Although she did not get the sales position that day, someone in the office overheard the conversation and offered her weekend work assisting at new-construction sites. With no other job prospects and nothing to lose, Javila accepted. She quickly discovered that she enjoyed the work, learned from both excellent and less-than-excellent brokers, and earned her license by the end of the summer.

When offered another assistant position, she pushed for more.

"I said something ridiculous like, 'I'm worth way more than that,'" she recalls.



"I really believe brokers together are stronger," Javila says. "I'd rather be working in real estate than working on real estate."

For Javila, working in real estate means being physically present. She continues to drive clients throughout Seattle,

"Either give me a site to sell or I'm going to find another job."

They gave her four townhomes in West Seattle. Javila spent her days sitting at the sales site with a flip phone, a boombox and a Sade CD playing in the background. She sold all four homes, then moved on to larger communities and prominent downtown projects. What began almost accidentally became a nearly decade-long education in high-volume real estate.

By 2011, Javila was one of the few Downtown Seattle site-sales brokers with something to sell as the market struggled through the aftermath of the Great Recession. When her final project ended and new developments had dried up, she initially assumed her "after-school job" was over and that it was time to choose a different career. Instead, she realized she genuinely liked real estate.

In early 2012, a friend encouraged her to join Windermere's Lakeview office. Javila did not interview with competing brokerages or build an elaborate transition plan; She just met with the office manager, liked what she heard, and made the move.

Years of managing dozens of transactions at once prepared her well for resale. She also entered the office willing to help other brokers with anything they did not want to take on, from modest condominium buyers to overflow work. Her generosity led to referrals, which accounted for roughly half of her business during her first year at Windermere.

CONTINUED ►

"I'd rather be working in real estate than working on real estate."



carries commercial auto insurance, and rarely considers a desk to be her office. Her buyers typically begin with what she calls a ‘three-hour tour’. After a brief introductory conversation, Javila selects a range of homes, including properties they are likely to love and others that will help clarify what they do not want.

She believes the drive between showings is just as valuable as the homes themselves. In the car, clients

talk more freely, couples reveal that they define the same words differently, and small comments uncover needs that never appeared on an initial wish list. A passing mention of a Peloton room or a disagreement over what makes a home feel “light” can completely reshape the search.

“I learn so much more, and then I’m able to be a better adviser because I have all the context,” she says.



She takes an equally thoughtful approach with sellers. Javila helps establish the ideal outcome, timing, and strategy, then hands the preparation plan to her team. Her listing manager, Emily, oversees the detailed organization behind the scenes, while another team member handles tasks requiring hands and feet in the field. Once the home is ready, Javila returns to guide pricing through a live, dynamic market analysis rather than simply emailing pages of statistics.

Her team was built around complementing strengths rather than duplicating them. Javila wants to spend her time with clients, inside homes and in the moments when decisions are being formed. She looks for team members who naturally enjoy the organization and execution she is more likely to procrastinate on.

“The goal is to find people who gravitate toward the things I don’t,” she says, “so we can all be living our best lives.”

Despite producing at a high level, Javila does little traditional self-promotion. She hosts an annual holiday party featuring her husband as Santa, holds her own open houses and participates in shared advertising and nonprofit support with a close group of respected brokers. Most of her business comes from clients who remember the experience and return years later.

She describes real estate not as a career, but as a lifestyle. It is unpredictable, immersive, and always on call, much like a never-ending Little League All-Star season. Yet it also gives Javila the freedom to shape her days around what matters most: helping clients make thoughtful choices, walking Green Lake, traveling with her family, enjoying slow mornings and getting a full night’s sleep.

Javila may have entered real estate by accident, but more than two decades later, very little about the way she practices it is accidental. ➡

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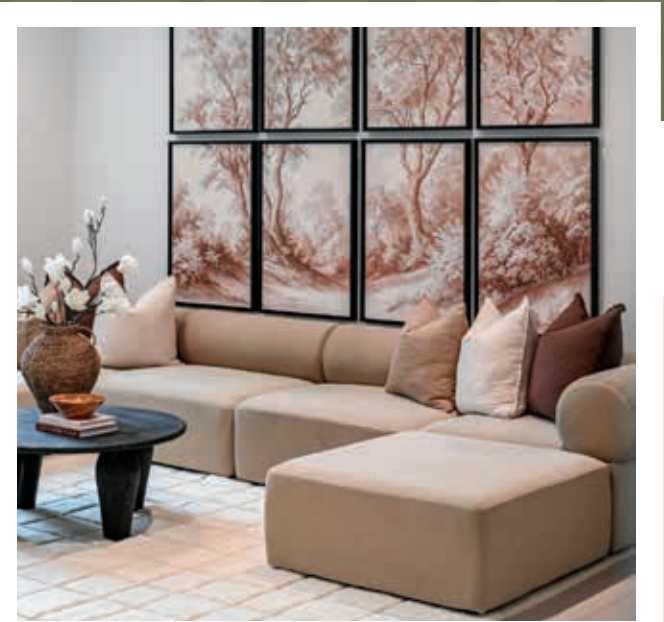


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