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Sheri Putzke

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Helping "Feed the Need" in Issaquah

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Path of Perseverance

And More!

Cover Photo By: **Cecile Miller**

AUGUST 2019

SHERI PUTZKE'S

MANTRA HAS SERVED HER AND HER CLIENTS WELL

**WORK HARD,
STAY HUMBLE,
AND BE KIND**



▶▶ top producer

Written By: **Carla Swedish**
Photos By: **Cecile Miller**



A strong work ethic and empathetic kindness show up in Sheri Putzke's #1 passion, which is "complete client satisfaction". Sheri understands that a real estate transaction is "always a big deal" and not just from a financial perspective. Purchasing or selling a home usually occurs because of something else going on in a client's life - marriage, a growing family, death, divorce, or a new job. Sheri considers it a privilege to help her clients negotiate transitions that are often emotional and overwhelming. "I like to solve problems and help people. I try to remain even-keeled, staying focused on resolving any issues. When a real estate need arises, I want to be the person they call," she says,

Sheri's transition into real estate was natural, albeit unexpected. Her husband Mark has built homes for over 20 years and is the sole proprietor of Chandler Homes. Initially, Mark had a business partner whose wife was a real estate agent. When Mark bought out his partner, he suggested Sheri get her license. Sheri has never regretted her decision. Now she and Mark both "live and breathe" real estate. "I help him, he

helps me," she explains. They enjoy going to open houses together, keeping current on the latest and greatest in new trends and fun ideas.

Sheri was primarily a stay-at-home mom to the couple's three children - Tristan, Ashley, and Chloe - when she started with Hallmark Realty in downtown Kirkland. The low-key, mellow office was a convenient fit for her. In 2009, when her youngest started full-time school, Sheri joined Windermere. Windermere's technology, education, resources, contacts, and Accountability Group program were instrumental in taking her business to the next level. In her Accountability Group, Sheri and two other agents of similar age and with similar time in the business bounced ideas and best practices off each other. Knowing Sheri's experience with her husband's construction business, one group member connected Sheri with CamWest (now Toll Brothers).

Working onsite for several years with CamWest dramatically increased Sheri's expertise with new home sales. The hours were long, but the opportu-

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nity for learning and meeting new clients was priceless. Sheri's knowledge deepened by answering questions about everything from foundations to finishes, guiding buyers through the selection of custom structural options and interior finishes, and educating buyers on the build process. "Site work required a huge commitment, sometimes 5-7 days per week, but eventually the time and tenacity paid off," says Sheri.

To this day, selling new construction remains an important component of Sheri's business. Builders seek Sheri's well-regarded opinion on floor plans, finishes, and pricing. While new construction sales are "not for everyone" given the structured schedule, Sheri credits it with helping jump-start her real estate career. Additionally, understanding what goes into building a home has given Sheri the skill to help buyers, even on resales, better understand inspection issues and possible remedies.

Fourteen years later, Sheri's clientele is predominantly comprised of past clients and their family and friends. Sheri averages 50+ closed transactions a year and has repeatedly been recognized as one of the top realtors in King and Snohomish counties. However, financial success is not Sheri's motivation. She "pays absolutely no attention" to the dollar values, focusing instead on creating the best possible experience for her clients. When asked about her awards, Sheri "stays humble", simply referring people to her website (sheriputzke.com).

Sheri has never forgotten her early years in real estate and the challenges of building a business. Though she continues to hold open her own listings, Sheri gives other agents the opportunity to do so whenever pos-

sible, knowing how much those experiences helped her. "I greatly value my relationships with other agents. We are at our best when we work cooperatively--attending one another's open houses, sharing information and resources, and always treating each other with respect," she says.

Sheri's best advice to newer agents?

"Just keep going. There were so many times I wanted to quit in my first year. I felt overwhelmed and intimidated. I stuck with it, asked hundreds of questions, and my confidence grew." Sheri also stresses the importance of honesty. "Always consider today's buyer as a future seller. Being forthright with them about the value/desirability of their home purchase (and with sellers about the market value of their home) fosters trust," she advises. Sheri educates first-time homebuyers on the care and maintenance of their home and remains a resource for them after the sale closes.

For more experienced agents, Sheri advocates surrounding oneself with the "best in the business". She says, "As you get busier, you can't do it all yourself. It's important to build a team of like-minded professionals to support you."

Sheri is a "one-man show" and the primary contact to her clients, but she acknowledges she couldn't do it without support. She credits her long-time Transaction Manager, Danielle, with helping keep close track of contract deadlines and handling most aspects of the job that require sitting at a desk. It would drive Sheri crazy to sit in a chair all day but Danielle, though licensed, prefers working "behind the scenes". The two make a great team. "Support" also includes a Social Media Manager, expert stagers and photographers, and top-notch Escrow and mortgage professionals.



Often working far more than 40 hours a week, Sheri strives to keep everybody (meaning clients, Mark, and her children) happy. Working hard is easy. Balance is the challenge. "It is getting easier now that my children are older, but rarely does a day go as planned. My work happens when it happens," she admits.

Daily exercise is a critical component for restoring balance--running or working out helps to calm and clear Sheri's mind. The family's second home in Suncadia also offers respite.

Sheri truly loves her on-the-go, fun, interesting, ever-changing job. She chose her tagline, *Love Where You Live*, because "The Pacific Northwest offers such stunning natural beauty. Views are a passion of mine, and it's amazing to integrate a great view with incredible architecture. It's such an honor and privilege to live and work here. I love my home and my community. I want my clients to feel the same way!" Her success and client satisfaction rating suggest they do.

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 PHOTOGRAPHY

www.cecilemiller.com cecilemillerphotography@live.com 425.830.5373

TOP 200 STANDINGS

Teams and Individuals Date Range: 1/1/2019 - 06/30/2019

Top Producer - Market Share Report - Teams and Individuals - Total Sales in \$ Volume

Rank No	Agent	Office Name	Total Sales in Units	Total Volume	Listing Sales in Units	Buyer Sales in Units
1	Foster, Tere	Compass Washington	44	241,304	32	12
2	Hass-Klein, Margo	Coldwell Banker Bain	148	94,141	112	36
3	Gudger, Lindsey	Every Door Real Estate	167	83,600	1	166
4	Ginn, Randy	Windermere Real Estate/East	49	75,041	42	7
5	Nair, Arjun	FlyHomes	88	64,698	0	88
6	Yam, Li Yi	FlyHomes	88	62,225	0	88
7	Clapp, Haleh	Compass Washington	6	58,455	4	2
8	Riley, Anna	Windermere Real Estate/East	22	57,496	17	5
9	Billington, Beth	Coldwell Banker Bain	35	53,991	27	8
10	Hill, Mona	LGI Realty	139	53,551	139	0
11	Loveless, Bryan	Windermere R.E. Northeast, Inc	18	53,528	9	9
12	Cahill, Brad	Compass Washington	26	53,115	20	6
13	Van Wyck, Dustin	Windermere RE/Capitol Hill, Inc	54	52,468	47	7
14	Vij, Manu	The Agency Northwest	57	49,565	18	39
15	Song, Yang	Horizon Real Estate	60	48,703	4	56
16	Lindor, Karl	Windermere Real Estate/East	21	47,093	15	6
17	Johnson, Matthew	John L. Scott Everett	129	46,863	123	6
18	Miklos, Beata	Savvy Lane Inc	96	46,469	91	5
19	Dainard, James	Heaton Dainard, LLC	68	45,923	60	8
20	von der Burg, Mark	Compass Washington	32	45,231	21	11
21	Skepetaris, Tom	Alchemy Real Estate	64	45,121	56	8
22	Hansen, Jonathan	Lakeway Realty, Inc.	86	44,247	45	41
23	Allen, Terry	Coldwell Banker Bain	4	41,775	4	0
24	Eastern, David	Windermere Real Estate/East	27	40,867	20	7
25	Marsh, Nancy	Windermere RE North, Inc.	56	40,497	44	12
26	Lemasters, Carrie	DR Horton	40	39,905	31	9
27	Harper, Jennifer	Coldwell Banker Bain	18	39,804	13	5
28	Hoffman, Bruce	John L. Scott Everett	80	39,779	77	3
29	Luecke, Robert	ShopProp Inc.	50	39,105	8	42
30	Dang, Hao	Windermere Real Estate/East	51	39,028	10	41
31	Kannasani, Roopa	The Agency Northwest	53	38,870	8	45
32	Bennion, Robert	Compass Washington	16	38,811	9	7
33	Turnure, Lisa	Coldwell Banker Bain	15	38,494	9	6
34	Howard, Thuan	Keller Williams Eastside	30	38,448	30	0

Rank No	Agent	Office Name	Total Sales in Units	Total Volume	Listing Sales in Units	Buyer Sales in Units
35	Fraser, Kimberly	John L. Scott, Inc.	47	37,506	29	18
36	Wolverton, Robert	Conner Real Estate Group, LLC	32	36,920	26	6
37	Trull, Allison	Coldwell Banker Bain	17	34,068	11	6
38	Maxey, Shawn	Keller Williams Realty	80	33,879	76	4
39	Nye, Chris	MLS4owners.com	82	33,777	73	9
40	Butler, Bret	Compass Washington	32	33,592	24	8
41	Cunningham, Samuel	Compass Washington/Seattle	19	32,153	10	9
42	Creer, Javila	Windermere Real Estate Midtown	31	31,674	18	13
43	Ader, Shawna	Windermere Real Estate Midtown	16	31,271	9	7
44	McConnell, Sean	Compass Washington/Seattle	47	31,063	4	43
45	Ham, James	John L. Scott, Inc.	24	30,198	21	3
46	Cobb, Adam	Windermere Real Estate GH LLC	24	30,059	15	9
47	Sessoms, Daniel	Realogics Sothebys Intl Rlty	17	29,929	13	4
48	Conover, Kris	John L. Scott, Inc.	21	29,259	13	8
49	Kritsonis, John	Windermere Real Estate/East	22	29,122	15	7
50	Ward, Heidi	Windermere R.E. Wall St. Inc.	17	28,241	12	5

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TOP 200 STANDINGS

Teams and Individuals Date Range: 1/1/2019 - 06/30/2019

Top Producer - Market Share Report - Teams and Individuals - Total Sales in \$ Volume

Rank No	Agent	Office Name	Total Sales in Units	Total Volume	Listing Sales in Units	Buyer Sales in Units	Rank No	Agent	Office Name	Total Sales in Units	Total Volume	Listing Sales in Units	Buyer Sales in Units
51	Hira, Katie	DR Horton	68	27,841	66	2	85	Marrese, Anthony	Windermere Real Estate/East	26	24,197	21	5
52	Oppfelt, Tina	Quadrant Real Estate LLC	21	27,504	16	5	86	Morrison, Michael	Morrison House Sothebys Intl	25	24,061	19	6
53	Vanderbilt, Marc	DR Horton	37	27,498	36	1	87	Schoepfer, Toril	Toril Sells Houses Team	63	23,895	62	1
54	Schuldt, Craig	DR Horton	58	27,496	56	2	88	Whittlesey, Art	Windermere Real Estate/East	9	23,758	7	2
55	Lenihan, Tim	Windermere Real Estate Midtown	33	27,492	17	16	89	Granahan, Julie	Redfin Corp.	37	23,587	36	1
56	Hendrickson, Gary	BHHS South Sound Properties	50	27,018	48	2	90	Rosenwald, Greg	Compass Washington	11	23,580	7	4
57	Chalker, Patricia	John L. Scott, Inc.	15	26,874	14	1	91	Kenoyer, Chet	Windermere Real Estate Whatcom	25	23,412	14	11
58	Pedersen, Erik	Keller Williams Western Realty	72	26,648	64	8	92	Middleton, Mark	Realogics Sothebys Intl Rlty	21	23,304	10	11
59	Porter, Ian	Windermere RE/Capitol Hill,Inc	27	26,579	17	10	93	Papke, Robert	RE/MAX Alliance	27	23,150	22	5
60	Michael, Mercury	Charter Real Estate	30	26,574	18	12	94	Johnson, Laurence	Windermere Real Estate JS	38	23,117	36	2
61	Lamb, Lyndsay	RE/MAX Town Center	50	26,564	27	23	95	Torres, Junior	Windermere R.E. Wall St. Inc.	24	22,995	12	12
62	Rombakh, Max	Windermere Real Estate/East	20	26,438	9	11	96	Lystad, Bruce	John L. Scott Mill Creek	30	22,986	27	3
63	Burmester, Valerie	Marketplace Sothebys Intl Rty	19	26,283	11	8	97	Bhak, David	John L. Scott Mill Creek	35	22,889	28	7
64	Weisfield, Kelly	Compass Washington	7	26,218	4	3	98	Berman, Blake	TRELORA	47	22,809	45	2
65	Foster, Paul	Lennar Sales Corp.	33	26,144	32	1	99	Radovanovich, Lee	Redfin Corp.	23	22,745	0	23
66	Rourke, Rosie	John L. Scott, Inc	57	26,098	56	1	100	McDonald, Maren	DR Horton	32	22,600	31	1
67	Frazier, Rebecca	Keller Williams Tacoma	52	26,019	47	5	101	Brodsky, Vera	Coldwell Banker Bain	27	22,490	12	15
68	Godwin, Shoshana	Redfin Corp.	25	25,782	0	25	102	Jones, Susan	Windermere Real Estate/East	16	22,453	14	2
69	Wade, Derek	RE/MAX Metro Realty, Inc.	30	25,590	28	2	103	Folk, Dennis	Gateway Real Estate	52	22,378	43	9
70	Chen, Sherrie	AgencyOne	30	25,577	3	27	104	Gordon, Douglas	Matrix Real Estate, LLC	31	22,319	23	8
71	Posanke, Joan	John L. Scott, Inc	40	25,555	34	6	105	Clark, Albert	Compass Washington	25	22,133	20	5
72	Dales, Kim	Windermere Real Estate Co.	22	25,510	12	10	106	Sjolin, Jill	Windermere Real Estate/HLC	21	22,110	9	12
73	Lombardo, Corinne	Windermere RE West Campus Inc	33	25,327	24	9	107	Traverso, Beth	RE/MAX Northwest Realtors	32	21,924	19	13
74	Lazarus, Yuanling	John L. Scott, Inc.	19	25,224	13	6	108	Madeley, Vonna	Coldwell Banker Evergreen	47	21,909	40	7
75	Schuler, Michele	Coldwell Banker Bain	16	25,006	6	10	109	Harris, Michael	Windermere RE/Capitol Hill,Inc	28	21,901	17	11
76	Johnson, Cameron	Richmond Realty of Washington	39	24,972	28	11	110	Hall, Julie	Windermere Real Estate/East	29	21,887	13	16
77	Holden, Lori	John L. Scott, Inc.	10	24,790	7	3	111	Snider, Steven	Compass Washington/Seattle	17	21,659	10	7
78	McGeough, Breffni	TEC Real Estate Inc.	6	24,782	5	1	112	Stewart, Travis	Windermere Real Estate Central	22	21,543	9	13
79	Sather, Andy	John L. Scott, Inc.	25	24,779	19	6	113	Moghaddas, Mike	Compass Washington	17	21,274	4	13
80	Filer, Shawn	Compass Washington	10	24,670	6	4	114	Lang, Kelli	RE/MAX Gateway	50	21,258	45	5
81	Mehr, Krista	Erik Mehr and Associates	30	24,453	21	9	115	Danieli, Maria	Windermere Real Estate/East	16	21,252	12	4
82	Vanous, Renee	Windermere Real Estate/East	25	24,447	18	7	116	Buchan, Kimberly	Toll Brothers Real Estate, Inc	29	21,247	27	2
83	Patton, Kenneth	Caliber Real Estate	70	24,333	63	7	117	Bacos, Deborah	Redfin Corp.	23	21,156	4	19
84	Putzke, Sheri	Windermere Real Estate/East	20	24,252	12	8	118	Lewandowski, Lori	John L. Scott, Inc	58	21,115	40	18

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119	Petrich, Scott	Redfin Corp.	23	21,038	0	23	153	Knowles, Kimberly	Windermere Real Estate Midtown	15	18,877	9	6
120	Watts, Polly	Maxim Properties Corp. of WA	54	21,026	54	0	154	Roberts, Alise	Maple + Main	24	18,835	21	3
121	Whitaker, Cori	Windermere RE North, Inc.	24	20,916	16	8	155	Clark, Christina	Coldwell Banker Bain	7	18,761	4	3
122	Baber, Tamar	Redfin Corp.	14	20,897	8	6	156	Snyder, Mary	Compass Washington	8	18,746	6	2
123	Hansen, Forbes	American Dream R. E. Services	8	20,784	4	4	157	Akers, Karen	Lennar Sales Corp.	35	18,744	28	7
124	McCray, April	Pulte Homes of Washington Inc	20	20,778	19	1	158	Stusser, Carlie Ann	DR Horton	18	18,714	17	1
125	Cai, Janice	Hometown Advisor R/E, LLC	16	20,773	5	11	159	McLean, Patrick	Nick McLean Real Estate Group	75	18,685	70	5
126	Groome, Travis	Keller Williams Rlty Bellevue	13	20,760	7	6	160	Vennapusa, Chandra	Skyline Properties, Inc.	26	18,639	0	26
127	Babb-Nordling, Ann	RE/MAX Northwest Realtors	26	20,613	19	7	161	Hjelseth, Brandon	RE/MAX Northwest Realtors	32	18,570	12	20
128	Hokenson, David	Redfin Corp.	38	20,573	18	20	162	Stern, Rene	Windermere R.E. Wall St. Inc.	12	18,447	8	4
129	McMurray, Melissa	Lake & Company	18	20,487	15	3	163	Miner, Matthew	Coldwell Banker Bain	25	18,429	14	11
130	Monroe, Scott	Windermere R.E. Wall St. Inc.	26	20,380	15	11	164	Price, Casey	Windermere Real Estate M2 LLC	28	18,366	9	19
131	Allan, Margo	Compass Washington	8	20,303	6	2	165	Wilczynski, Larry	Windermere Real Estate Midtown	19	18,365	18	1
132	Adler, Rachel	Windermere Real Estate/East	15	20,242	9	6	166	Lions, Michelle	Allison James Estates & Homes	31	18,354	14	17
133	Bear, Ida	Windermere RE West Sound Inc.	51	20,137	22	29	167	Kimura Hsu, Robyn	Windermere RE Mercer Island	10	18,327	4	6
134	Hyatt, T.C.	John L. Scott Mill Creek	35	20,020	29	6	168	Rollinger, Sarah	Redfin Corp.	27	18,210	22	5
135	Lalji, Zaffer	RE/MAX Northwest Realtors	24	19,916	7	17							
136	Beylund, Heidi	DR Horton	45	19,856	38	7							
137	Andrews, Travis	Paragon Real Estate Advisors	3	19,835	2	1							
138	Morris, Kaitlin	Lennar Sales Corp.	31	19,797	27	4							
139	Munson, Darren	Windermere R.E. Mill Creek	32	19,655	23	9							
140	Blankenau, Sarah	Redfin Corp.	21	19,535	0	21							
141	Mangina, Nicole	Windermere Bellevue Commons	19	19,523	9	10							
142	Rau, Jeff	Suncadia RE Sales Company	37	19,462	18	19							
143	Todd, Kendra	Keller Williams Greater Sea	29	19,427	14	15							
144	Blomgren-Weatherford, Carol	Lennar Sales Corp.	32	19,422	27	5							
145	Ferrelli, Tony	Windermere R.E. Northeast, Inc	14	19,337	11	3							
146	Paige, Dennis	Realogics Sothebys Intl Rlty	15	19,336	7	8							
147	Nagpal, Geetika	Keller Williams Eastside	19	19,275	7	12							
148	Bills, Amber	The Amber Bills Group	37	19,266	32	5							
149	Du, Qin	RE/MAX Northwest Realtors	21	19,260	8	13							
150	Lam, Lisa	Windermere Real Estate/PSR Inc	37	19,200	14	23							
151	Mostofi, Kamran	TEC Real Estate Inc.	23	19,038	10	13							
152	Aleong, Ingrid	Real Property Associates	21	18,950	21	0							

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169	Kelly-Billings, Kathleen	Redfin Corp.	18	18,181	0	18
170	Keeth, Dustin	Windermere RE/South, Inc.	16	18,140	12	4
171	Kasam, Srinivas	Skyline Properties, Inc.	32	18,106	2	30
172	Seddon, Rick	John L. Scott, Inc.	36	18,076	34	2
173	Shiflett, Joshua	RE/MAX Whatcom County, Inc.	36	18,075	24	12
174	Junglov, Robert	Home Team Real Estate	20	18,020	16	4
175	Graham, George	John L. Scott, Inc	46	17,877	22	24
176	Hartung, Marie	Redfin Corp.	31	17,849	26	5
177	Kelly, Cynthia	Compass Washington	22	17,800	10	12
178	Davis, Brooke	RE/MAX Metro Realty, Inc.	24	17,744	8	16
179	Mikshanskiy, Marianna	Sterling Johnston Real Estate	47	17,741	38	9
180	Laevastu, Steve	Windermere RE Greenwood	18	17,735	18	0
181	Quedado, Francis	Redfin Corp.	26	17,683	3	23
182	Hurst, Heidi	RE/MAX Northwest Realtors	32	17,680	17	15
183	Holley, Moira	Realogics Sothebys Intl Rlty	8	17,667	5	3
184	Pepin, Kurt	Redfin Corp.	22	17,651	19	3
185	Glant, Nicholas	Compass Washington	7	17,633	4	3
186	Bothra, Niles	Keller Williams Eastside	22	17,602	6	16
187	Reeves, Randall	Windermere Real Estate/East	19	17,586	14	5
188	Black, Eileen	John L. Scott, Inc.	19	17,577	14	5
189	Sanchez, Frederick	Redfin Corp.	44	17,528	43	1
190	Bye, Jonathan	John L. Scott, Inc	31	17,521	28	3
191	Johnson, Mark	Keller Williams Tacoma	29	17,504	28	1
192	Bennett, Hal	Redfin Corp.	41	17,494	41	0
193	Kennedy, Stephen	RE/MAX Metro Realty, Inc.	14	17,487	13	1
194	Carr, Ben	Windermere Real Estate Co.	20	17,473	6	14
195	Bedney, Dayna	Lennar Sales Corp.	32	17,355	23	9
196	Egdes, Clive	Windermere Real Estate Central	16	17,352	9	7
197	McCormick, Nicole	Redfin Corp.	23	17,331	23	0
198	Parker, Savannah	Abbey Realty Inc	59	17,297	18	41
199	Brown, Robert	Toll Brothers Real Estate, Inc	12	17,248	11	1
200	Ford, Sarah	Coldwell Banker Bain	11	17,233	8	3