



Stephanie McCarthy
Owner/Realtor, Real Living NW Realtors

For over 20 years I have been involved in the Real Estate industry in many capacities. It started in escrow, then a Sales Rep for a National Title company, to selling and assisting with mergers and acquisitions for Coldwell Banker, ERA and GMAC Real Estate franchises. I later joined my husband in starting our own Real Estate Company. 2001 we started McCarthy Real Estate and later joined the national brand, Real Living Northwest, Realtors. Today we have 22, full time Brokers that make up our team at Real Living. It is so amazingly rewarding to help people find their residence so they too can create a gathering place where memories are made. Aside from the sentimental piece, it is typically one of the largest purchases, be it a home or investment property. Buying real estate is an investment that can jump start or add to your financial portfolio. All in all, Real Estate is a passion that continues to flow in our lives. It is very important when hiring a professional REALTOR in navigating you through the process, that they are knowledgeable on trends and markets, able to facilitate the process and connect you with the proper people along with expert negotiating skills. This is where I can step in and help you to find the best investment for your needs.

- I am a REALTOR, Certified Residential Specialist (CRS)
- Performance Management Network certification (PMN)
- Member of the Northwest Multiple Listing Service
- Premier Service Award Recipient
- Voted 5 Star Realtor through Seattle Magazine
- Global Relocation Specialist
- Former 2016 President for WA State Women's Council of Realtors
- 2018 Director of Programs for Greater Snohomish WCR

Keoki McCarthy
Owner/Designated Broker, Real Living NW Realtors

I was born in Hawaii, hence the odd first name. I was lured here by Washington State University at a college fair and very quickly knew I would be here for life. I graduated with a Political Science degree and later an MBA. I hold the highest real estate broker license type in the state of Washington - Designated Broker. I train other agents on how to prepare contracts and how to best represent clients so I am confident you will not find a more knowledgeable broker. When I'm not being a broker, you'd probably find me being the family chauffeur shuttling around my daughters to their schools, choir practice, gym or other fun events. Give me a shout, and I promise I'll not only be fun to hang out with during this process, but I will work to achieve your real estate goals whatever they may be.

The McCarthy's



Hi, my name is **Katie Estes** and I am the *Office Manager/STAR Coordinator* at Real Living NW Realtors.

I am the Mom that decided Real Estate would be my career long ago. I love interaction with people in general. I worked as a daycare provider when my own children were small so that I could be with them during their formative years. Real Estate afforded me the freedom to earn extra income and also have a piece of the outside world. As Office Manager for Real Living NW Realtors I am the Administrator for all of our Realtor professionals. I help with questions, paperwork, ordering, marketing, hand holding and a positive outlook that helps a bad day become a better one.

I work with all of our STAR agents to insure that their transactions are smooth from start to finish for them and their clients. This includes setting up and Listing their properties, producing a flyer, mailing postcards, posting signs and assigning a keybox for feedback and follow up. With transactions I send out introductions, take care of NWMLS changes, open Escrow and keep everyone notified of additions to a contract. I am also the gate keeper for opening and closing the office, vendor accounting, and invoicing. I can include being known to help set up events, assist in charity drives, and make clients comfortable when they enter our beautiful office.

Hi, my name is **Natalya Kotok** and I am the *McCarthy Team Coordinator* at Real Living NW Realtors.

My role includes, but is not limited to:

- **Marketing/Advertising**, including but not limited to; Real Estate flyers, website creation, email campaigns, creating ads for community newspapers/magazines
- **Transaction Coordinator** - Working with our The McCarthy's to insure that their transactions are smooth from start to finish for them and their clients. This includes setting up and Listing their properties, producing a flyer, mailing postcards, posting signs and assigning a keybox for feedback and follow up. I send out introductions, take care of NWMLS changes, open Escrow and keep everyone notified of additions to a contract.
- **Video Marketing/Editing**
- **Overseeing Day-to-Day Operations**
- **Appointment scheduling** for clients & business professionals
- **Calendar management** & detailed coordination of meetings
- **Coordinating travel**, booking & management
- **Exceptional skills with MS Office applications** including Word, PowerPoint, Office & Excel
- **Relocation Specialist** - Contacting Relocation clients & assessing their home needs.
- **Broker to Broker Referrals** - Managing Outgoing and Incoming Referrals
- **Managing & Coordinating Office events** such as Business Planning Sessions, Community events, and Holiday parties