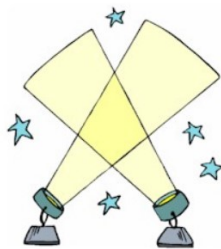


Seller Spotlight



REALTORS® are highly motivated and charismatic business people, able to understand and bridge the needs of clients on both sides of a property transaction. We often also are solo practitioners, or interact only with those professionals in our brokerage or immediate locale. In this recurring feature, the Online Washington REALTOR® will introduce Association members from across the state.

Kimberly Brangwin was among those nominated for the W.A.R. 2000 Achievement Award. She was noted for her 20-year commitment to excellence in real estate, including service in many leadership roles in both the Seattle-King County Association of REALTORS® and W.A.R.



Name: Kimberly Brangwin

Position and Location: Managing Broker, Seattle Metro office of Coldwell Banker Bain.

A REALTOR® Since: 1988

Designations Earned: Broker

How I Chose this Career: I have a background in teaching and the theatre, and I felt that I could use both to succeed in real estate.

Why I Stay with It: It is challenging and provides an opportunity to grow and learn each day. I feel I really can make a positive difference in people's lives.

I Participate in the State Association to: Be a liaison between the REALTOR® community and my office. I want to be informed so I can inform my agents. Legislative Day provides a time to learn more about our government and to represent the interests of my area to them.

Most Challenging Part of the Job: To be in the moment with people, to actively listen to them and give back what they need as much as what they want. To stay ahead of the learning curve in the law and technology so I can work efficiently in our changing environment.

I Get Up Early/Stay Late to: Read literature, go to the theatre/movies, cook for friends.

Outside Interests: Travel, Jane Austen (literature), home decorating, fundraising for the arts, volunteering for Historic Seattle.

What I did on my Last Vacation: My husband and I went to Boston (I had a Jane Austen Society conference) and traveled around New England for a couple of weeks. We go to the Oregon Shakespeare Festival in Ashland each year.

Why I'm Looking Forward to this Year: My husband and I downsized this year by selling our big house on Capitol Hill in Seattle, and moved to a wonderful flat in The Victoria (a 1920s condominium on Queen Anne). Since I don't have a yard and big house to take care of, I will have more time for work and play.

My Hot Tip for Colleagues: When you approach your business with heart and ethics, you can always feel good at the end of the day. The money will follow when your passion is helping people find homes.

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