



## Nate Gaddis & Maggie Zhang

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**A**s we move through the year of the dragon, it is increasingly obvious we are in a time of tremendous change.

Jaw-dropping technological innovations and rapidly evolving economic conditions are disrupting entire industries, with real estate being no exception.

Yet, the dragon year itself is a celebration of change, and the opportunities for growth that flow with it.

Here at Wai Pacific, we whole-heartedly welcome the transformation happening within our industry, including long-overdue regulatory changes.

Where others are cutting back operations, we are recruiting new team members, investing in new systems, and couldn't be more excited for the future.

All of this is made possible thanks to the remarkable clients from around the Pacific (and beyond) we've been honored to serve, who continue to support a business model that is over 90% referral driven.

You sustain and inspire us, and we promise to never forget: we are only as good as the service we provide to you.

Wishing you the best of health and good fortune.

-Nate Gaddis President | Wai Pacific

**WAI PACIFIC**  
A COMPASS REAL ESTATE GROUP

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