

TOP AGENT MAGAZINE

JENNIE WETTER



When she moved from Atlanta to Kingston, Washington for family reasons, Jennie Wetter’s life changed forever. “I went from four million people to four thousand people and four stop lights,” she laughs.

With a master’s degree in an allied health field, she’d dedicated herself to service, education, and treating people well. She applied her knowledge in the aviation industry, traveling from her home in Georgia to cities across the Country to teach the airlines how to safely transport people with disabilities. In Kingston—too far from the centers of Seattle or the aviation industry—she began looking for another career where she could apply her values and skillset.

“Real estate had been the furthest thing from my mind. I didn’t see myself as a salesperson, and I’d had a couple of bad experiences with real estate agents. The industry had a bad reputation in 2004, with many agents only interested in making money without regard for the impact on clients. I saw an opportunity to provide a better kind of service.”

After getting her license, it took six months to sell her

first house, but things took off from there. Inspired by that success, Jennie launched Infinity Real Estate in 2007—right into the teeth of the recession and housing crisis. By the end of 2008 she had lost everything.

“I did a ton of soul-searching. I was deeply in debt. I almost declared bankruptcy, but canceled the meeting with the lawyer at the last minute.” That turned out to be a defining moment in Jennie’s life. She paid off the debt instead, working a day job in the medical field again and selling houses nights and weekends.



By 2009, she was back to even.

“I’d intended to quit after that. But I’d been so successful that I decided I had to be doing something right.” Others agreed. When brokers began calling to work with her, Infinity was reborn. Jennie finally realized her dream of offering a better kind of Realtor®. “In my previous career I’d taught classes on empathy. I wanted to build Infinity on that—along with a commitment to integrity, strong customer service and good risk management. I wanted clients to know we had their back.”

It worked. Since 2012, Jennie has averaged 50 home sales per year. Infinity’s volume in 2020 was \$105 million, with Jennie personally accounting for \$45 million and 64 transactions. Most clients these days are repeats and referrals. Jennie feels that blessing to her core.

“Not a day goes by that I don’t think about the hard time I went through in the crash. Last year, our profession was booming while so many people were struggling just to get by.” In answer, Jennie launched the 2021 Great Give Back campaign, with the goal of supporting different local community charities each quarter. She also continues her other community work, including Girls on the Run of Westsound, dedicated to promoting a sense of well-being for young girls, and teaching them to be strong, ethically-oriented members of their communities.

Jennie spends most of her time off with her fiancé and their dog, Enzo. But she’s also a Formula 1 racing fanatic, and occasionally even hits the racetrack herself with an instructor. “It seems counterintuitive, but racetrack driving is actually very relaxing,” she explains. “It requires perfect presence, so everything else just disappears.”

As for Infinity, Jennie has no trouble resisting the lure of becoming another super brokerage. “Being a boutique brokerage allows us to adapt much more quickly to changes in the industry than larger firms. More importantly, we can maintain our commitment to empathy and integrity as the foundation of our service to clients.”

And have their back forever.



Infinity
REAL ESTATE
JENNIE WETTER

THE 2021 GREAT GIVE BACK
INFINITY REAL ESTATE

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Great Give Back visit Jenniewetter.com