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REAL Pets:

Meet Patti and
Rob Gage's Menagerie

Photography by **Michelle Stevens,**
Artistique Photography

MEET
GERI & TIM
PENNER

PENNER GROUP PROPERTIES
WITH MORE REALTY

JUNE 2023

Meet Husband and Wife Dream Team,

PENNER

GERI & TIM

PENNER GROUP PROPERTIES WITH MORE REALTY



► top producer

By Lead Contributor, **Stephanie Von Allmen**
Photography by **Michelle Stevens, Artistique Photography**

For our June Top Producers spotlight, we introduce you to dynamic duo Geri and Tim Penner of Penner Group Properties. As part of the MORE® Realty team, the couple is dedicated to providing exceptional service and a seamless transaction process for their clients.

For both Geri and Tim, real estate is their Second Act. Prior to becoming a REALTOR®, Geri owned an environmental consulting firm in Ontario, advising her commercial and industrial clients on how to stay compliant with environmental legislation. “Our forte was helping banks to approve commercial properties for loans and mortgages by performing Phase I and II Environmental Site Assessments,” explained Geri.

In her free time, Geri found herself constantly perusing the newspaper and internet for homes in her area and became quite knowledgeable about the local market. Recognizing her growing passion for the industry, one of her sons suggested she pursue a career in real estate, and that single comment changed her career trajectory.

In 2006, under the mentorship of Dale Dyer, a long-time realtor, and friend, Geri began her journey to becoming a real estate agent. Garnering her license in Ontario was a laborious task that involved the completion of six modules and passing six three-hour exams. She passed with flying colors and hit the ground running with her first job at Keller Williams Golden Triangle Realty, Kitchener, Ontario, in 2006.

Similarly, Tim’s professional career did not begin in real estate. With a degree in electrical engineering, he enjoyed a long and fruitful career in the technology industry. “My focus varied over the years from being involved in early AI to Communication Systems to Digital Video Compression systems,” described Tim. His job brought the family to the Bay Area, California, in 2011 and then to Portland, Oregon, in 2014.

After more than twenty-five years in tech, Tim found himself ready for a change, driven by a desire to have more control over his schedule. “I was fortunate to have a live-in mentor in Geri,” exclaimed Tim. “Her capacity to switch career paths so successfully and her ability to excel in the industry, no matter where she practiced her craft, has always impressed me.”



Tim made the switch to real estate in 2016, and the couple joined forces to form Penner Group Properties in 2017. According to Geri, the two have different strengths and look at situations from different perspectives. “Tim is very detailed in his work, whereas I tend to be more to the point, which I believe strengthens our business tremendously. In addition, we both understand that real estate is not a 9-5 job, so we support each other throughout every single transaction.”

From Tim’s point of view, their collaboration works so well because they are very like-minded. “Geri has more tech-savvy than a lot of engineers I have worked with. We constantly communicate, so we are always up to speed on every client and every transaction.”

We asked Geri and Tim to share their favorite aspects of being a REALTOR®. “Hands down, my favorite part of the job is the many friends we have made along the way,” said Geri. For Tim, it’s the love of working with first-time homeowners. “Their excitement over the purchase of their largest investment is contagious!”

As for challenges working in the industry, Geri struggles a bit when drastic shifts in the market occur but tends to roll with the punches and doubles down on the work output. In Tim’s case, his biggest concern is managing clients’ expectations properly. “If we do this correctly, the home sales and purchase experiences can be one of incredible excitement for our clients as they look at moving onto the next great stage in their personal journeys.”

Outside of work, Geri and Tim enjoy spending time with their six children and six grandchildren. “Tim and I have a ‘Yours, Mine and Ours’ perfectly blended family,” commented Geri. “We love the fact that our children and stepchildren interact so well together, and we feel very blessed to play the role of Opa and Oma to our six grandchildren.”



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Our clients are our top priority, and helping them with an attitude of service and gratitude is our greatest passion.



Connect with Geri and Tim Penner

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deeply appreciate music and have become prolific concertgoers. “We especially enjoy the bands from our heyday in the '70s and '80s,” Tim admitted. “While COVID slowed us down for a beat, we are always on the lookout for a good show!”

Ultimately, the real estate industry has allowed Geri and Tim to succeed on their own terms. Working independently, albeit under the guidance of a brokerage, suits the two perfectly. The couple concluded, “Our clients are our top priority, and helping them with an attitude of service and gratitude is our greatest passion.”

Also, Geri and Tim share an affinity for travel in their free time. They try to globetrot a few times a year and favor a cruise to a landlocked experience. Another commonality is their love for stained and fused glass, a skill Geri perfected so well she began to teach others the craft!

While Geri claims that the music gene skipped a generation in her case, Tim has a long history of playing music – guitar primarily but also banjo and mandolin. “Admittedly, my favorite pastime is music, but I have also assembled a nice little woodworking shop which I hope to one day use to build instruments!”

Although Geri doesn't share his talents, both

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From start to finish Kari answered my texts, emails and phone calls – early and late. She was organized, patient, accessible, knowledgeable and just fun to work with. This was my first home purchase and that can be daunting – but having a really strong team makes all of the difference.

- Alayah S.

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