

Stellar Realty NW creates community space

Things have gone extraordinarily well for Tim Kizziar since he ventured into the world of real estate five years ago.

“It sounds trite, but I feel really blessed,” he said. “I don’t really completely get it, how well it’s gone.”

Establishing Stellar Realty NW in a new, community-oriented space on Hood Avenue (across the street from Sisters Ace Hardware) is way of creating an agency that is customized to Sisters.

“I had contemplated opening my own brokerage, but I didn’t really want to,” Kizziar said.

The duties of operating a brokerage, Kizziar feared, would take away from what he wants to focus on — which is serving clients. By affiliating with Stellar Realty NW out of Bend, Kizziar feels he has helped create an effective hybrid of a franchise and a small independent brokerage — one that fits him and Sisters.

“I get all the benefits without the burdens of being a sole proprietor,” he said.

A dozen agents have independently joined Kizziar in a space deliberately designed to be much more than a real estate office.

“This is a community space,” Kizziar said, looking around at a

comfortable, airy, open floorplan that he foresees being used by a variety of people for wine tastings, poker nights, book clubs — all, of course, awaiting a return to greater normalcy.

“We have a shortage of gathering places in Sisters.”

From the space to the nature of the business, Kizziar is creating something unique — and very “Sisters.” Something built around people and a sense of community.

“It’s really an organic way to build a business,” he said of the gathering of agents. “Everyone’s a different story. I don’t think there’s even a theme running through it. I guess if you could say there’s a theme, it’s very relational.”

Kizziar identifies the keys to success in real estate as “competency, connection, and creativity.”

Creativity is at a premium right now, in a market driven by high demand and low interest rates.

“There are definitely more buyers than sellers,” Kizziar said.

That means he’s had to come up with extraordinarily creative ways to connect buyers and sellers — even sellers who didn’t really know they were sellers until he came up with an idea that worked.

Kizziar clearly relishes



PHOTO BY JIM CORNELIUS

overcoming challenges and finding solutions. And creativity and connection is on display in the physical environs he has developed.

“That’s the vibe I’m trying to create here,” he said. “I’m trying to create a co-op.”

Kizziar says that he doesn’t specialize in any particular type of property. He has worked with residential properties in town, large agricultural properties in the Sisters Country hinterlands, commercial real estate,

and ranches.

“My area of focus or expertise is the Sisters area,” he said.

Kizziar’s operating principles are neither complicated nor esoteric. And they’re rooted in a personal outlook that dwells on service as a first principle.

“I just genuinely try to do the right next thing, do it with all my heart and expect nothing in return,” he said. “Good things just come back to you if you genuinely serve people and don’t expect anything. Good things come back.”

New Stellar Realty NW Branch Office Open!



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Branch Manager Tim Kizziar leads a team of 11 independent brokers with international reach from a beautiful new community gathering space in Sisters. When passion intersects with set-up, really good things happen!

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