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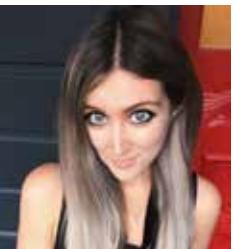
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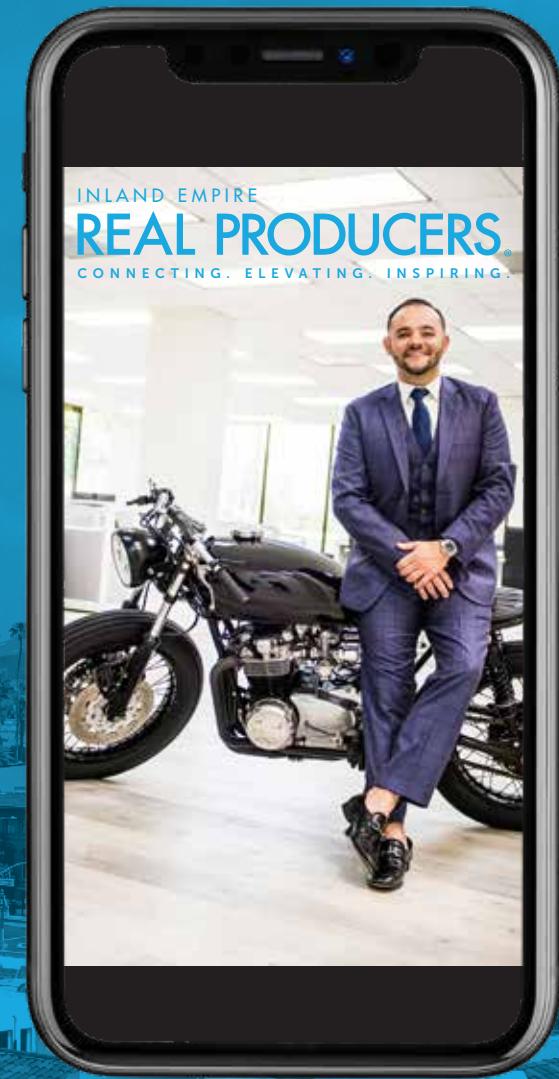
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**FADI  
HAWEILEH**  
PACIFIC REALTY GROUP

► inland empire real producer's first  
rising star turned cover story

Photos By Marissa Menezes



**FADI HAWEILEH** Owner at Pacific Realty Group grew up locally in Upland, California and has always loved the architecture of buildings and homes. A real estate career was a natural choice as Fadi felt he could help friends and family achieve their goals in real estate while being part of something he loved. The best part of Fadi's real estate career so far has been helping clients achieve their real estate goals.

Fadi's focus moving forward is building a company that's culture is all about teamwork and helping one another so that they can help more families and business owners achieve their real estate dreams. Fadi's plan is to build the PRG brand across the Pacific coast helping clients in all of their personal and commercial real estate needs.

...

TENANT DIRECTORY





# LOCKE YOUR LOAN



## ► preferred partner spotlight

Photos By  
Marissa  
Menezes



**LARA LOCKE** is an Inland Empire local, growing up in Moreno Valley and graduating with an Economics degree from UC Riverside. She entered the mortgage industry at 17 and then continued on the same career path after graduation as a loan officer and then Operations Manager at another brokerage in Riverside before starting Locke Your Loan.

Lara says, "I love to educate. I am in a position where I can teach my clients not only about real estate and the mortgage industry, but on how both industries are influenced by what is going on in the stock market, US economy, or even Globally. There is no better feeling than helping a family achieve their goal of owning a home, not to mention what owning real estate does for their financial portfolio." Her business is focused

on rolling out the red carpet for clients with lots of attention to detail, communication, education and a bit of fun along the way. Lara and her team at Locke Your Loan do a great job bringing together her focus on education, great customer service and a little fun through their use of social media. Her advice is, "It doesn't matter if you run a small local shop or a big national company. Social media is an essential piece of our business marketing

strategy. Social Media platforms help us connect with our clients and agents, increase awareness about our brand, and boost our leads. Being branded is not always easy. We need to be polite and empathetic to our audience, but more important be our authentic self EVERY day. Social media has taught us that it's all about quality not quantity and to have patience while growing organically."

# nikita McWells

► featured  
REALTOR®

Photos By  
Marissa Menezes



**Where did you grow up?** I grew up in Melbourne, Australia. I moved to Burbank, California when I was 11 years old. Attended the University of La Verne and ended up getting married and moving to the Inland Empire.

**What did you do prior to real estate?** I currently juggle a dual career. I am a full-time Business Academic Advisor for Western Governors University. I have an MBA and have been working in higher education for 10 years.

**How did you get into real estate?** I purchased my first home when I was 22 years old and loved the process. Since then, I've bought and sold multiple properties. A year after having my son, I decided that I wanted to pursue real estate part-time, however, I've had so much business over the past year and a half that I've been working both careers full time.

**What is your favorite thing about what you do?** I am a people person, and a doer. I love traveling all over SoCal to meet new clients and getting them into their dream home. From the ocean all the way to the desert, I've met the most amazing families and helped them build generational wealth through the selling and purchasing of real estate.

**What are your hobbies/passions?** I love traveling. I've been to 16 countries and after the pandemic, plan to add more stamps to my passport. I'm also a foodie, primarily vegetarian and love trying new cuisine. Oftentimes, my husband and I will drive out several miles to try new restaurants on the weekends.

**What are you excited about?** I'm excited to see my real estate career grow. I've been doing this for such a short amount of time but already feel like I've been doing this for years. I'm excited to get my Broker license and start a real estate company over the

next couple of years. Additionally, I plan to teach real estate courses as I continue my career in higher education.

**Do you have a favorite local spot?** My favorite local spot is definitely Haven City Market in Rancho Cucamonga. It has everything for everyone – outdoor area for the kids to enjoy, a bar with amazing drinks for mom and dad, and delicious food! We love taking the kids there on the weekends after showings to relax and unwind.

**What drives you to succeed?** My childhood definitely drives me to succeed. I started working when I was 15 years old and haven't stopped since. When I look at my children, I am driven to leave a legacy that will follow me for years to come. I want my children to have the same drive as they pursue their passions in the future. Passion drives success, and successful people should always love what they do.

Nikita with her husband Jeremy and children Taj and Zara.



“

People often ask me how I juggle being a mom, wife, and dual-career woman, and I always say *“if you learn how to compartmentalize early, anything is possible.”* As women, we shouldn’t have to choose the role we play – we can play multiple roles, successfully.

”

# LINDSEY

## Sotis-Colon

### PACIFIC REALTY GROUP

**WHAT DID YOU DO PRIOR TO REAL ESTATE?** Prior to real estate, I worked in the event and nightlife industry, with my hands in multiple aspects of it. I owned a staffing company, sending service staff to private events, which I started while bartending at night locally. In addition to these things, I worked for the VIP department for one of the biggest companies in the festival industry and was able to travel and be a part of some of the biggest shows in the world.

**HOW DID YOU GET INTO REAL ESTATE?** For many years I felt very intrigued and drawn to become a REALTOR®. A couple years ago I had a really great conversation with a good family friend whom I look up to. She has done really well herself in her Real Estate career and was supportive of my idea to move forward with a complete career change. She gave me the confidence and push I needed to get licensed and jump in with both feet.

**WHAT IS YOUR FAVORITE THING ABOUT WHAT YOU DO?** I love experiencing the process from start to finish with first-time homebuyers the most. Being able to lead someone to their dream is extremely emotional and rewarding for me. It's important to me in the beginning to break the barrier between not only being their REALTOR®, but to make a personal connection and genuine rapport with each client which leads to a more real and trusting relationship. Walking the path alongside my clients from the first stage of educating them on the process, down to handing over the keys to them as new homeowners, usually ends with tears in my eyes alongside theirs.

**WHAT ARE YOUR HOBBIES/PASSIONS?** I am one of "those" adults that LOVE Disneyland, it is my happy place, I feel excited the way a kid would every single time. My husband and I spend a lot of time during the summer on the water boating in Havasu with our daughters and friends.

**WHAT ARE YOU EXCITED ABOUT?** I'm very excited to continue on this career path and to watch my business grow. I feel very blessed to have Fadi Haweileh as my team leader and to be able to learn from someone I look up and consider a great friend. I have no doubt that I am with the right company and team.

**DO YOU HAVE A FAVORITE LOCAL SPOT?** We have a bike path right behind our home and we enjoy evening rides with the kids on our bikes.

**THOUGHTS ON BALANCING WORK AND FAMILY LIFE?** Finding balance on the teeter-totter between family and my career is greatly attributed to the unwavering support from my husband, Cody. It's important to me to be available to my clients at all times. My family is patient and understanding as I pop in and out of work mode, answering calls at all hours and shushing everyone at the drop of a hat. I do make it a priority to carve out time for our family. Sometimes that means we sacrifice things like keeping the girls up later in order to squeeze in a family bike ride or playing hooky on a weekday to go out on the boat together. Overall, being flexible with our plans, creative with our limited time and tackling the household as a team, makes everything possible.



...



Lindsey with her husband Cody  
and daughters Sadie and Mabie



**GROWING UP MY PARENTS STRESSED HOW  
IMPORTANT IT WAS TO BE SELF-SUFFICIENT AND  
TO NOT DEPEND ON ANYONE ELSE.**

“

This shaped my relentless work ethic as a core value.  
My drive to succeed is fueled by my competitive nature to  
keep outdoing myself.

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