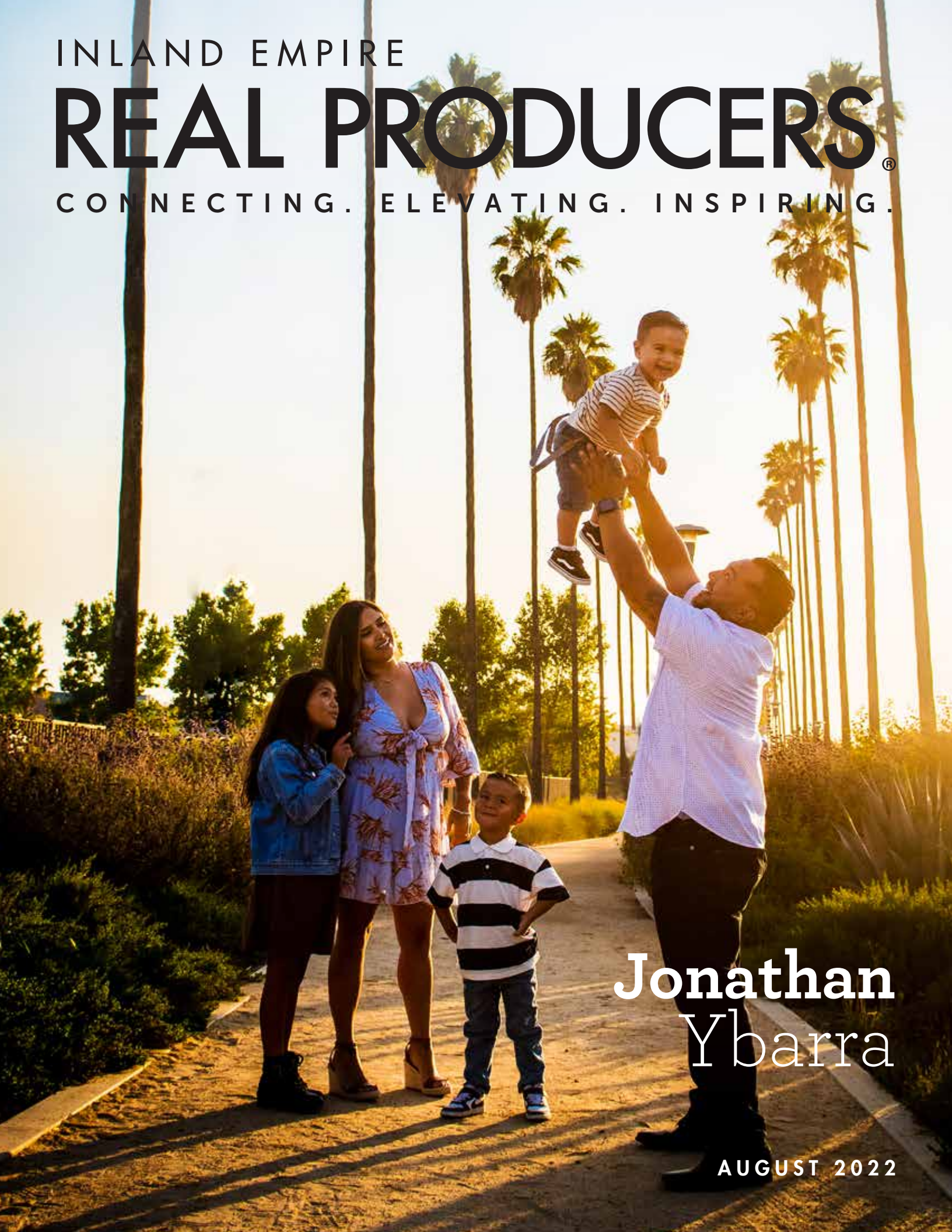


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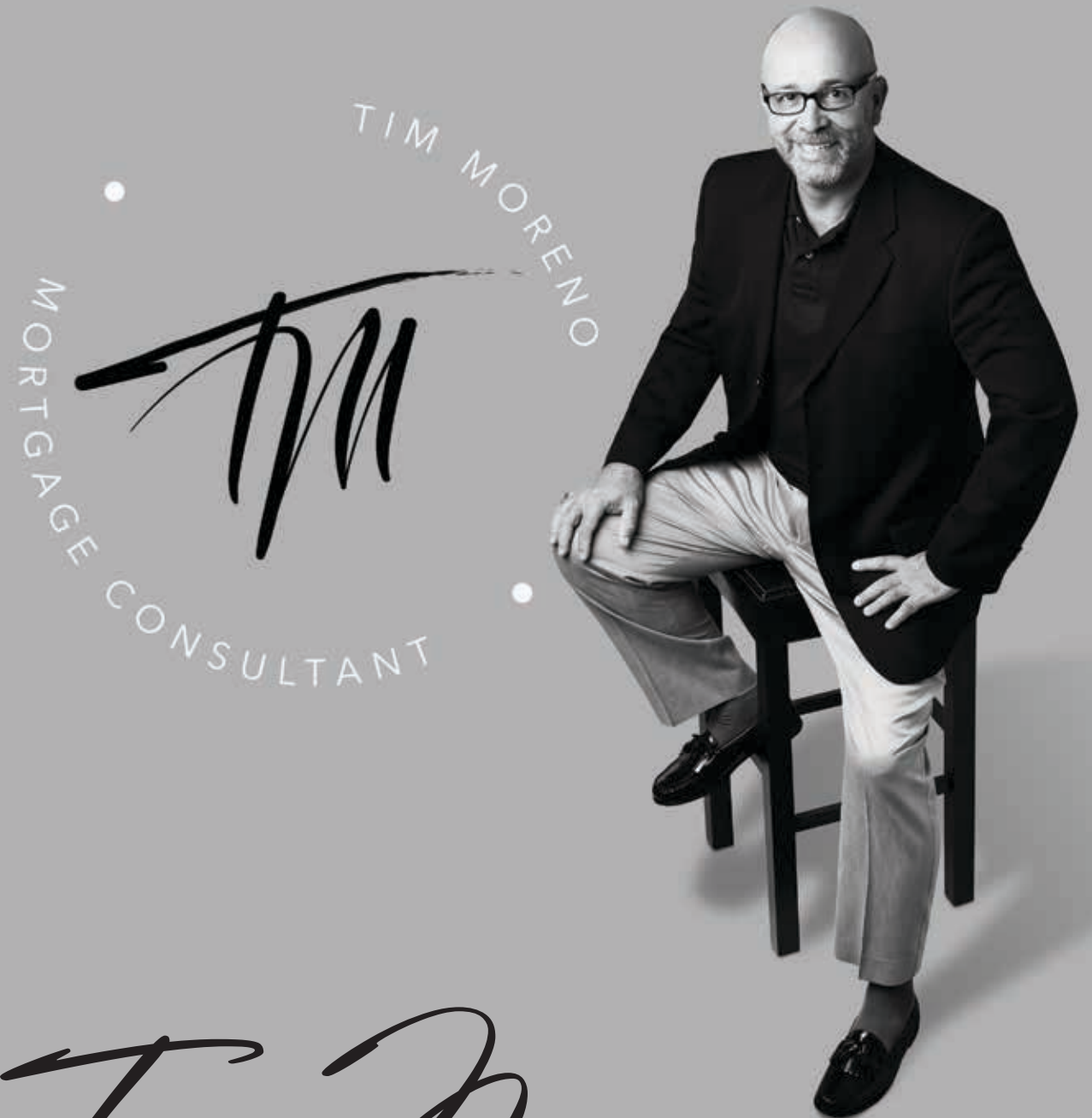
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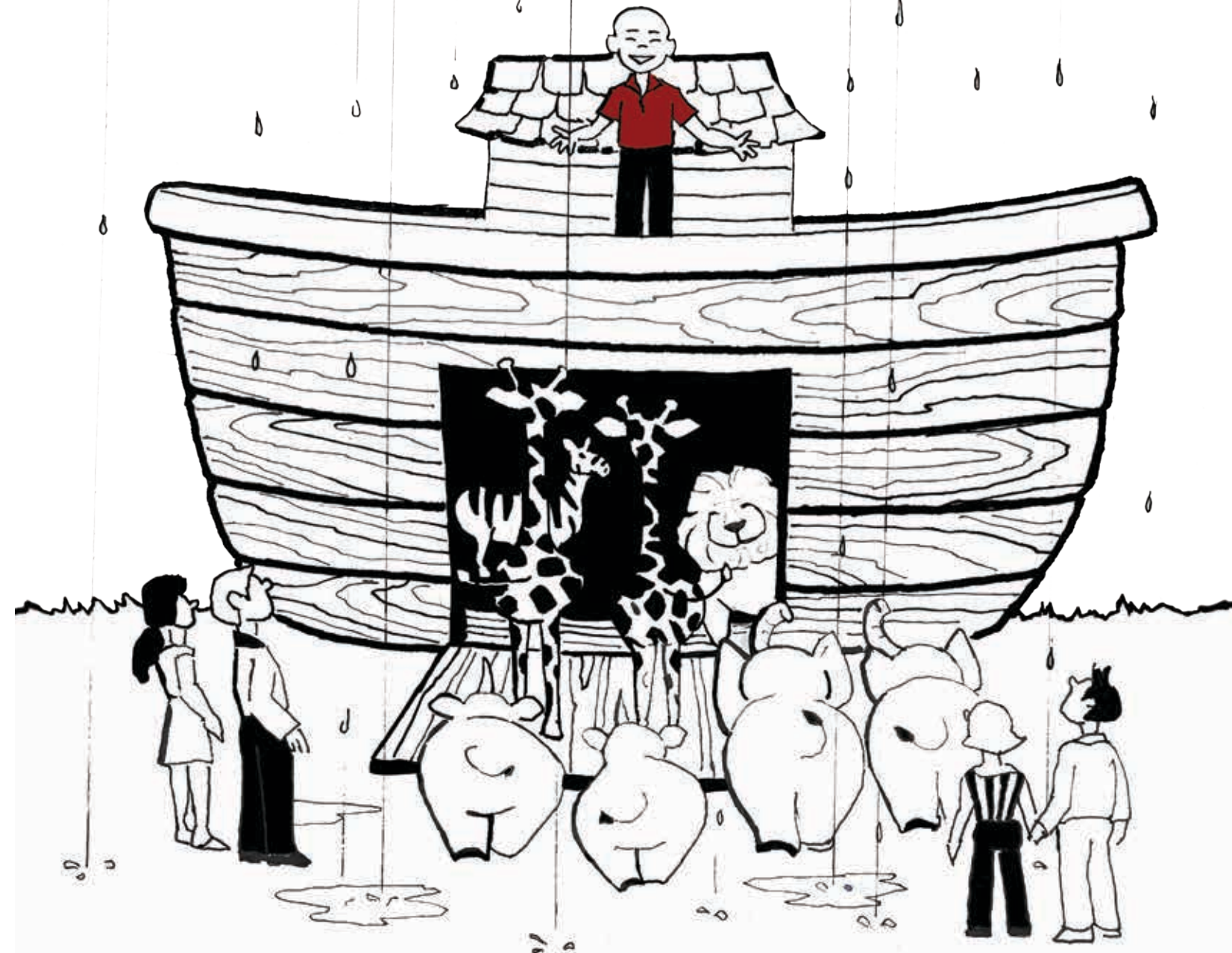


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Steve Swanson
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cover story

Jonathan YBARRA

Written by Dave Danielson, photography by Marissa Menezes



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I LOVE THE
FACT THAT
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ARE RELYING
ON YOU TO
GET THEM
TO A BETTER
PLACE.
PEOPLE ARE
MAKING A
MOVE FOR
A REASON,
WHETHER IT
BE SELLING
OR BUYING.

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THE PRIVILEGE OF
LEADERSHIP DOESN'T
COME WITHOUT
RESPONSIBILITY,
AND IT'S ONE
THAT JONATHAN
YBARRA CHERISHES.

As CEO and team leader with SoCal Prime Properties powered by KW The Lakes, Jonathan is honored to lead those around him toward their goals.

“I love the fact that your people are relying on you to get them to a better place. People are making a move for a reason, whether it be selling or buying,” Jonathan says. “Through that process, there’s a lot of trust that they instill in me. It’s one of those things that’s flattering and an honor. Being able to help transfer those people into a better situation is the most joyful thing about this job that we do.”

Jonathan was born in Bellflower, CA. At a young age, he and his family spent time in Pico Rivera and West Covina before settling in Moreno Valley, where he would spend the rest of his elementary, middle school and high school years. Along the way, he found outlets for

his competitive spark in sports like football and baseball.

After high school, Jonathan attended college for a time and pursued a variety of jobs before working with Pepsi for 10 years as a delivery driver. In time, Jonathan reached a crossroads.

“At that point in my life, I was working way too hard and was keeping my options open. I had hurt my back, and I needed something better for my life. I had a friend who was a loan officer. I tried that for a very short time, then met another lender,” Jonathan recalls. “By this time, I explained that I was interested in real estate, and she connected me with a broker in Rancho Cucamonga.”

Jonathan set up a meeting with the broker. Something clicked. He knew real estate was a direction

...



he wanted to pursue, so he earned his license. Within a short time, he had earned his license, began his career and quickly hit the ground running — earning Rookie of the Year honors.

Challenging times were ahead. Fueled by reckless greed, the nation's economy went into free fall in the late 2000s. Jonathan's business — like that of most people — suffered.

"A couple months went by, and I wasn't receiving any checks, and nobody really wanted to talk about real estate. It was like a taboo word. Then three months and four months passed. This was all 2008 when it crashed,

and I ended up jumping on a sales gig through my father. It was a good job," Jonathan says. "And I ended up going in there and really doing well in sales. It really helped me out and kept me afloat while real estate came back. It helped me brush up on my sales skills too. I was able to bring all of that back to real estate when the market took off again."

He has relentlessly kept building forward day by day through time. Today, he's starting his new team with five licensed agents and counting so far.

Away from work, Jonathan's world is made richer by family, including his wife.



MY HOPE IS THAT PEOPLE WHO GET TO KNOW ME SEE MY GENUINE NATURE IN ALL ASPECTS AND HOW I WANT TO 100% STAY IN A GOOD FRAME OF MIND FOR CLIENTS TO HELP THEM GET FROM ONE PLACE TO ANOTHER.





“She holds so much of the key to my success. Without her, I couldn’t do any part of what I’m able to do,” he says with a smile.

Jonathan and his wife look forward to time spent with their three children — 9-year-old daughter Julissa, 5-year-old son Jonathan and 1-year-old son Jonah.

Jonathan’s upbringing with his parents is something he points to as a foundational chapter. He has great respect and admiration for his parents.

“I have everything to thank them for. They helped set the correct mindset within me as a young child, with our family’s morals and my belief in my Lord and Savior, Jesus Christ,” Jonathan says. “They and my sisters have always been so supportive.”

One of Jonathan’s sisters, Brittney, is a member of the team, serving as training manager.

In his free time, Jonathan has a passion for supporting their children — coaching them. When it comes to giving back, Jonathan is even working on creating his own nonprofit to support the needs of people in the community.

As Jonathan looks to the future, he continues to anticipate ways of making a lasting impact in the lives of those around him.

As he says with a smile, “My hope is that people who get to know me see my genuine nature in all aspects and how I want to 100% stay in a good frame of mind for clients to help them get from one place to another.”

Jonathan Ybarra is honored to lead. It’s clear that those around him feel lucky to follow that lead.

“
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THE KEY TO
MY SUCCESS.
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COULDN’T
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Archive Property Inspection

Steve Swanson

Written by **Dave Danielson**, photography by **Marissa Menezes**

For buyers navigating the uncertain waters of the real estate transaction, it's difficult to make their way through all of the rough seas and unexpected turns and possible headwinds. That's why they must count on their agent's experience and guidance.



We are providing a valuable service to help someone make one of the largest financial investments they may ever make in their lives.

In the same way, it's also crucial to know that you have partners and vendors you can count on during the escrow process. Having a great team around you helps you sail through closing without unnecessary headaches and delays.

That's where Steve Swanson and Archive Property Inspection come in — a trusted resource who can fill in one of the most important puzzle pieces of the transaction.

As owner/operator, Steve feels a deep sense of responsibility for his role. We recently caught up with him at a Team Building event he hosted at The Mad Axer in Lake Elsinore.

"We are providing a valuable service to help someone make one of the largest financial investments they may

ever make in their lives," Steve says. "That's a great feeling being able to fulfill that role."

Steve was born and raised in San Diego and went on to study engineering at San Diego State University. His older brother, Mark, is a civil engineer and available to assist on structural matters when the need should arise. Steve performed framing inspections for the company and was also an expert in the field of heavy equipment and grading operations, and worked for the city of San Diego for over 28 years.

Although he really enjoyed the adrenaline rush of operating the huge earthmovers, he felt that he could have a bigger impact within the real estate industry.

"When I first started Archive Property Inspection, most of the reports were still handwritten. We started producing computerized reports, printing on-site with color photos, and the agents were blown away," he says. "Dozens of these same agents are still with us today. The company was based almost entirely on word of mouth referral and grew one agent at a time."

Today, Steve definitely has that sense of fulfillment — shedding light on the major systems and components of the home.

"We simply provide valuable information in a format that's easy to read and understand. We follow the Standards of Practice for the profession and this allows the agent to best represent their client," Steve explains. "We inspect single-family homes, ranches and estate properties,

manufactured homes, apartment buildings, pools and spas."

Archive Property Inspection has a 20-year track record of proven performance. That success is built on relentless and responsive service. In fact, inspection reports are typically sent the very same day.

One of the things that Steve appreciates about his role in the process is the way we provide a superior level of support for his REALTOR® partners.

"Prior to the idea of 'third-party' inspections, some real estate agents and brokers found themselves in court dealing with claims of 'misrepresentation' about the condition of the property," Steve points out. "This really spawned the entire industry. Of course, brokers and agents were not experts at conditional issues and were unfairly targeted by plaintiff attorneys. Hiring an independent, third-party inspector virtually eliminated that conflict of interest claim."

Through time, Steve's business has continued to grow in scale and scope. They serve about 600 REALTORS® from all over Riverside County and beyond. "If YOU go there, WE go there."

"Lately, we're doing more and more high-end properties of 10,000 square feet or more, as well as multiple dwellings, custom pools, casitas, etc.," he says. "The market has changed, and we are seeing more 'next-gen' situations all the time. People are placing importance on family unity and being close to take care of each other. These multi-unit properties are attractive for that reason."

...



We simply provide valuable information in a format that's easy to read and understand. We follow the Standards of Practice for the profession and this allows the agent to best represent their client.

Generally, he will send out a couple inspectors to speed up the process on these larger projects. He values everyone's time and does not want an agent camped out for five or six hours on any property. He realizes the incredible pressure agents are facing with shorter and shorter contingency periods and can meet the tightest of deadlines. His staff of certified property inspectors, Tom Ramirez, Chet Grisso, Randy Schweitzer, Jorge Navarro, John Bustamante and Zach Basin, are always ready to assist.

Away from work, Steve treasures time with his family, including his

wife, Michelle, and their children — their daughters, Sasha and Shae, and their son, Zachary. They have also been blessed with two grandchildren.

In his free time, Steve enjoys being outdoors — traveling, hiking, attending concerts or cycling at the beach.

When you talk with Steve, it's easy to see his dedication to learning and growing.

"In this business, it's important to always be prepared for the unexpected and to take care of your customers first," he says.

"One thing I always try to keep in mind is to always be ready to learn from every experience. No matter how long you've been doing this, something new always seems to show up now and then. Just when you think you've seen it all, I can assure you ... you haven't. We want to be a beacon of truth for our clients' peace of mind. Outstanding customer service has been the cornerstone of our business model."

When you're looking for a partner who will give you and your clients the same level of premier service that you provide, look to Archive Property Inspection.

Contact Steve Swanson at Archive Property Inspection today!

Website: www.temeculahomeinspection.com



2021

BY THE NUMBERS

HERE'S WHAT THE TOP 500 AGENTS IN INLAND EMPIRE SOLD IN 2021

22,484



TOTAL TRANSACTIONS



45

AVERAGE
TRANSACTIONS
PER AGENT



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SALES VOLUME



\$22.64
MILLION

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VOLUME PER AGENT

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TIFFANIE QUATRARO

Good things in life don't just happen magically out of the blue. They are a product of a lifetime of passion and hard work.

That's the spirit of advancement that Tiffanie Quatraro brings to her work each day.

As a real estate agent with Realty One Group Southwest, Tiffanie is a true, active advocate for those she serves.

"I love getting to know all the special people whom I have the privilege to work with," she says with a smile.

"It's embarking on a journey with every client ... learning their preferences, desires and possibly hardships, too. Sometimes they are selling or buying because it's time for a new, exciting time in their lives, and I love being there for them in that process. I also value the opportunity to support those who are facing a challenge. Regardless of the reason, I take it very seriously and am honored to be a part of their process."

From the start of life, Tiffanie learned what it meant to overcome adversity and keep moving forward in life. She lost her father, who passed away when she was just 4 years old.

"I grew up with my sister and my mom. We didn't have a lot of money, but we were resourceful and creative. We spent our time together sewing, refurbishing furniture we found at garage sales and antique stores and updating the home we lived in that was such a source of comfort to the three of us," Tiffanie remembers.

Tiffanie's grandfather was a real estate agent. He shared his love for all things related to real estate and exposed her to the value a home can offer not only as a source of

security but also as an investment that can generate significant earning potential if chosen wisely. That influence, coupled with exposure to her mother's gift for design, has helped lead Tiffanie to where she is today.

"I adore everything related to house hunting, design and helping people. Before I got my real estate license, while raising our children, I earned an income by investing in and staging homes. I did this right up until getting my license," she says.

Away from work, Tiffanie cherishes time with her family, including her husband of 28 years, Tony, and their children — Tyler, Talia, Tony Jr. and Turner.

"When we were first married after graduating from college, based on my grandpa's guidance, it was important that we purchased a home. It allowed us to accomplish our first big goal as a married couple ... a huge personal milestone," Tiffanie says.

From that point on, every chance she had, she was painting a room, redecorating a space or checking to see what other homes were available on the market. She was hooked.

"I love design and real estate. I like finding things with good bones and giving [them] new life," Tiffanie says.

In her free time, Tiffanie enjoys being with family and friends. The Quatraro family are big dog lovers.

"We have two fur babies — a rescue who is still a puppy and a senior who believes she is THE puppy," Tiffanie says.

“
I LOVE GETTING
TO KNOW ALL
THE SPECIAL
PEOPLE WHOM
I HAVE THE
PRIVILEGE TO
WORK WITH.”



She also likes hiking, spending time at the beach, traveling and volunteering. For many years, she worked as a director of a nonprofit cheer and dance team for athletes who experience disabilities. Her husband and children volunteered alongside her, also attending all of the practices and competitions for the eight years they were involved with the team before moving to Temecula.

As Tiffanie continues to build for the future, she does so with excitement and positivity. She also does so with a deep sense of gratitude.

“I appreciate the fact that I’m surrounded by really supportive, talented friends and colleagues within the industry. They have been incredibly good to me, [offering] support and education while consistently challenging me to push outside my comfort zone. I am deeply grateful.”

Clearly, those around Tiffanie feel deep gratitude for her and the role she plays in their lives, as well.



Thomas Jackson

▶▶ REALTOR® life

Written by Dave Danielson, photography by Marissa Menezes



There are plenty of places during the typical real estate transaction where clients can feel caught up in the process without a lot of progress. Luckily, they have you to keep things progressing the way they should.

That's the same way Thomas Jackson's clients feel.

As a broker associate with Keller Williams Redlands, Thomas has a true heart for helping and streamlining the experience for those around him.

"I like giving the keys to people ... helping people through the transition of buying or selling a home," he says.

"I like trying to make things as easy as possible for them. I take care of estate sales, cleanouts and the sale."

Thomas originally earned his real estate license in 2004, though he didn't actually enter the business until 2012.

As he finished high school, Thomas went on to attend Cal State San Bernardino. It was during his time there that his interest in real estate was piqued. While he was there, Thomas earned three bachelor's degrees in finance, marketing and real estate, which allowed him to go on and get his broker's license. Plus, he also earned two MBA degrees in entrepreneurship and finance.

"One of my professors was a real estate broker. It was fun hearing him talk about finance, which interested me. In the process, he would throw in a lot of information about real estate," Thomas says.

"I took all the real estate classes and got my license. After that, I worked with him on a handful of transactions until the economic downturn hit in 2008."

While Thomas was in school and continuing through 2012, he worked in

the pool and spa industry. Around that same time, he had started growing his own family, so Thomas decided to move forward in real estate.

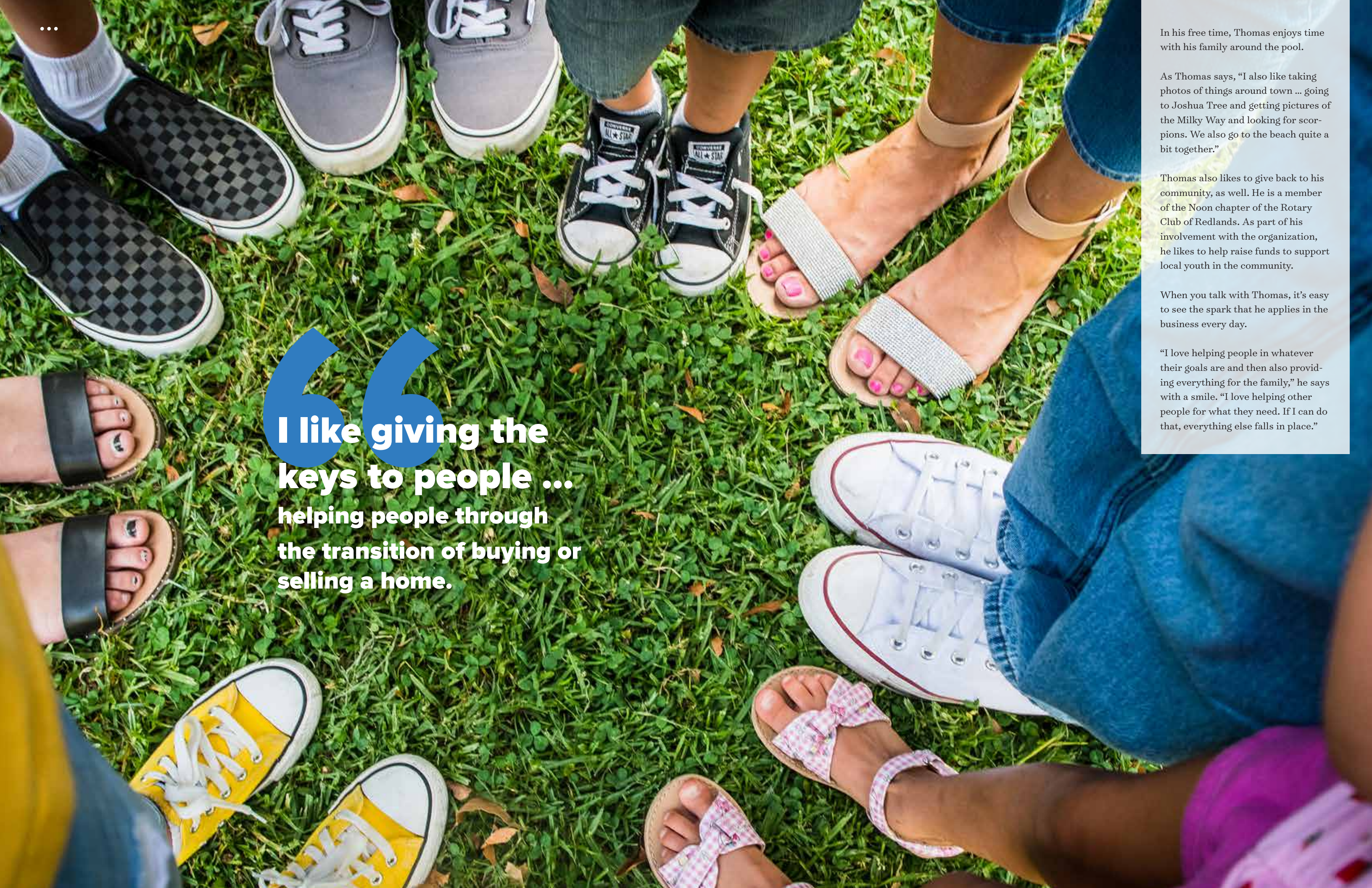
As he dove in, he found success. In fact, he didn't give himself another choice.

"I didn't have a plan B, so I was on the phone all the time, door knocking and conducting open houses on the weekends," Thomas says. "It took me the first couple months to get the first transaction under contract."

He has continued learning, growing and building business since then. In 2021, he recorded an impressive total of 40 transactions, representing \$20 million in sales volume.

Family makes life much richer for Thomas. He treasures time with his wife, Karyn, and their six children — Isabella, Mady, Aiden, Lauren, Elizabeth and Benjamin.

...



**I like giving the
keys to people ...
helping people through
the transition of buying or
selling a home.**

In his free time, Thomas enjoys time with his family around the pool.

As Thomas says, “I also like taking photos of things around town ... going to Joshua Tree and getting pictures of the Milky Way and looking for scorpions. We also go to the beach quite a bit together.”

Thomas also likes to give back to his community, as well. He is a member of the Noon chapter of the Rotary Club of Redlands. As part of his involvement with the organization, he likes to help raise funds to support local youth in the community.

When you talk with Thomas, it’s easy to see the spark that he applies in the business every day.

“I love helping people in whatever their goals are and then also providing everything for the family,” he says with a smile. “I love helping other people for what they need. If I can do that, everything else falls in place.”

NATHAN & APRIL *Devlin*

Written by **Dave Danielson**, photography by **Marissa Menezes**

In a business that is filled with moving parts, deadlines and requirements, it means more than ever to share your personal touch and care with your clients.

That's one of the areas where Nathan and April Devlin excel.

As the owners of Devlin Realty, Nathan and April are fully engaged in the needs and lives of those they serve.

"We love helping people find new homes and negotiating that process. We enjoy helping people find homes that work for them. Everyone is moving for a reason, so helping them achieve their goal is the most rewarding part. The last couple years, we have helped a lot of people who are moving out of state," Nathan says.

"It's not just congrats, escrow is closed and we're done. We spend a lot of time with our clients. We get to know the story of the house they are selling and

their stories as well. Sometimes, it's the house that they grew up in, where the family enjoyed holidays together; other times, it is time to move up, downsize, retire; whatever the reason, it's cool to be a part of people's lives during those times."

April adds: "Real estate is so much more than buying and selling properties; it's walking with people through the best and most difficult seasons of their lives and all the moments in between."

Another joy is working with first-time buyers. "We love seeing the joy they feel when we hand them their keys. They're so happy. It's fun to shop for homes with them while educating them along the way so that they are confident in the decisions they make along the way," Nathan explains.

"The relationships we build with clients and earning their trust means everything to us."

One of the passions April and Nathan share is the path that they share in life and business together.

"We're almost doing double duty with everything. If we're talking about the kids' school work, April may say, 'Can you make the salad? How's that listing?' We go volunteer at our kids' school, and then we're back into real estate appointments," Nathan says. "It's part of our life together. There's not a separation anymore. It all runs together, but not in a bad way — it just works for us."

The two met prior to their careers in real estate when they both worked as first responders for an ambulance company.

"We have been together for 20 years, including 18 years of marriage. We met working on a 911 ambulance," April remembers. "It was not love at first sight. I thought Nathan was pretty pompous, and he kept asking me to go out with him, and I said that I didn't date people I worked with. He then told me, 'My name is Nathan

Devlin, and I always get what I want.' I told him someone should teach him a lesson, but really he has taught me so much," April says, laughing. "I am glad that he didn't take no for an answer."

The two continued along the same path in life. Both of them were working for government bodies. April worked for a school district, and Nathan was in public safety.

"He wanted to get his real estate license because he wanted to help

“

WE LOVE HELPING
PEOPLE FIND
NEW HOMES AND
NEGOTIATING
THAT PROCESS.



...

people buy and sell properties. Nathan got his license in 2011 before our son was born. When we found out we were having our daughter, I stopped working, and we ramped up the business. About two years later, the city Nathan was working for made some serious budget cuts. I told him, ‘So quit and run the business full time.’ We ran the business full-time together, and here we are four years later.”

They started the brokerage in 2014 on the foundation of faith and family. Today, they have a small team and involve their children in the business with elements such as cleaning lockboxes and signs and helping April with staging.

“We are big on family and legacy. Nathan and I are fourth-generation family business owners,” April says.

Away from work, April and Nathan look forward to time spent with their children — 10-year-old son Cooper and 6-year-old daughter Carlee.

In their free time, Nathan coaches Cooper and Carlee in soccer through their church league. He also coaches Cooper in football.

In addition, they are involved in supporting The Path of Life Ministry through the Placemakers program at their church to help transition people from homelessness into homes.

“We believe that everyone deserves a home ... a safe haven and place where they can breathe and feel safe,” April says.

They also give back to the community through education. Both serve as adjunct professors at a local college, with Nathan teaching real estate and EMT principles and April teaching management, marketing and social media courses.

Through all that they do, April and Nathan keep their eyes focused on the needs of those around them, including their partner vendors.

“Whether it’s our lender, our title people, our inspectors, photographer ... we call them our village. We work closely together; they make the magic happen behind the scenes to make us look good. When we eat, our village eats,” April says.

Congratulations to Nathan and April for their efforts that create real results. It all starts with their mindset of faith and family — their willingness and ability to be fully engaged with those they serve.



“

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We had a great event at Callaway Winery in Temecula the evening of June 8th! Over 100 top producers attended and enjoyed wine and flatbread while we watched the sun set over the vineyards. If you'd like to be sure to receive an invitation to our next event (hint: it will be in Riverside in September...) email marissamenezes@n2co.com and we'll make sure you're on the list! Our events are a great way to network with the Inland Empire's top realtors!







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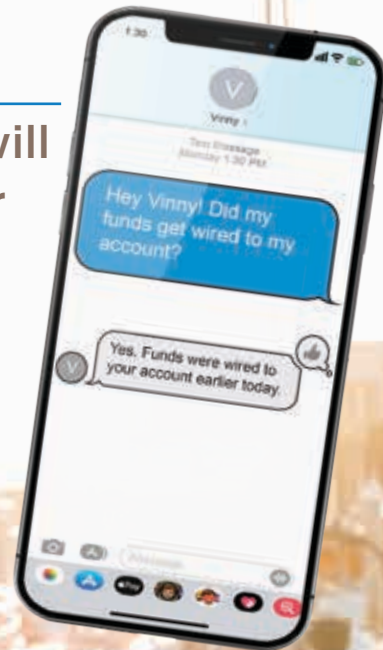


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