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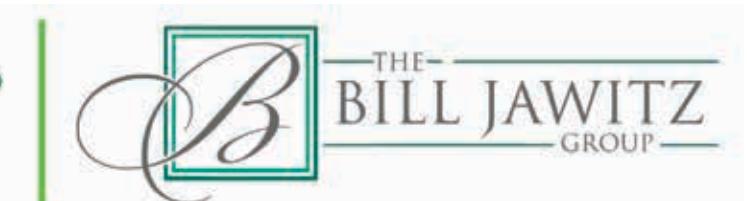


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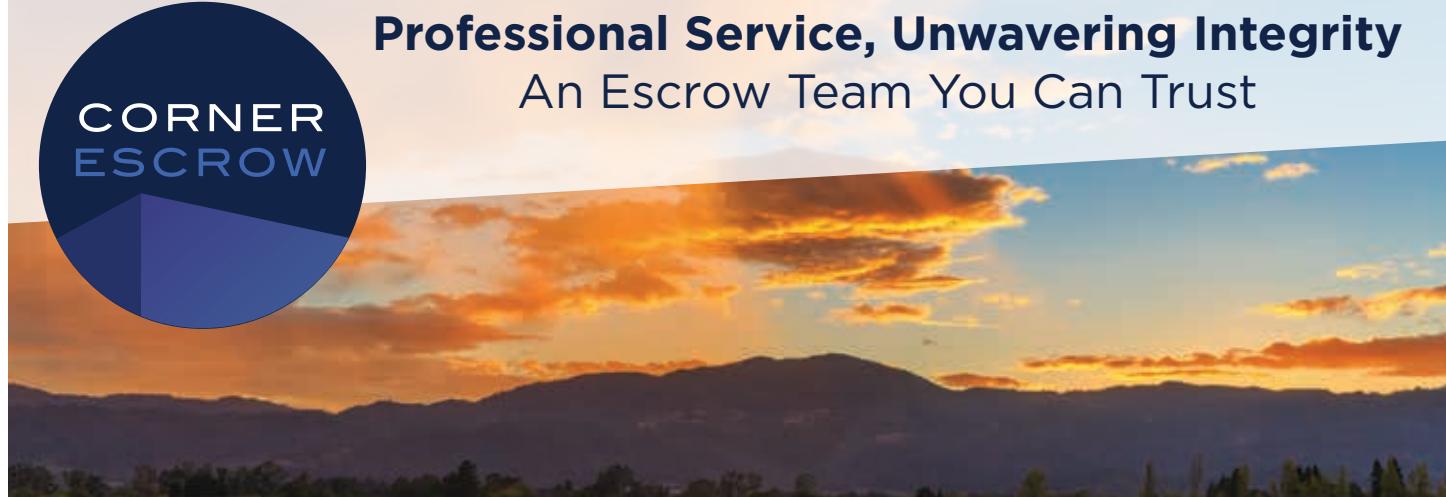
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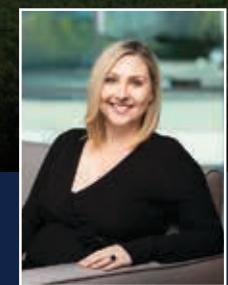
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## ► cover story

Written by **Dave Danielson**  
Photography by **Marissa Menezes**

# Ana DITTAMO

Think about the goals you have set, achieved and surpassed in this business. It's very special what you've done.

Truly, you have reached a special level of success in real estate. Of course, those achievements that you have accomplished didn't just magically appear out of nowhere.

Those milestones came through focus and resilience ... through sustained action day by day.

#### **Spirit of Success**

That's the same, strong spirit of success that Ana Dittamo represents as a leading force in the local real estate landscape.

As REALTOR®, Principal Agent and perennial President's Club member with Redfin, Ana keeps her eyes on the prize ... focused squarely on the people she serves.

"There are some days in this business that are tough, but I know that I am helping families achieve their dream of home ownership," she says with a smile.

#### **Early Spark**

Ana earned her real estate license in 2001. But her story began growing up in Chicago, Illinois. Her entrepreneurial spark came to the surface early on.

"I was the kid on the playground selling candy from Costco to earn money for new video games."

#### **Heading West**

As she came of age, Ana moved to San Jose, California, where she graduated from San Jose State University. I have a bachelor's degree in Business Administration, minoring in Hospitality.

There she met her husband, Mike. From there, they moved to Iwakuni, Japan, where they lived for three years, before moving back to California ... to Tustin, San Clemente and Murrieta.

"When we moved to Murrieta I had three children at the time. So it was very important to me that I had options. As part of that, I wanted to have the flexibility of working and staying home with the children. Real estate was a great option, as I could work around my children's schedule," Ana remembers.

"When I got into the business, I first worked for Tarbell for 12 years, then Realty One Group for one year then found Redfin," Ana says.

"I have worked for Redfin for seven years."

#### **Growing Through Time**

Today, Ana serves as a Principal Agent at Redfin, where she is a 200 Centurian and President's Club member. She builds success while building and nurturing strong bonds.

"I love helping my first-time homebuyers find a home. It's very heartwarming being able to hand



“

**I LOVE HELPING MY FIRST-TIME  
HOMEBUYERS FIND A HOME.**

IT'S VERY HEARTWARMING BEING ABLE TO HAND  
THEM THE KEYS TO THEIR HOME AND HAVING  
THEM UNLOCK THE DOOR FOR THE FIRST TIME  
AND SEEING THEIR TEARS OF JOY ”



**I LOVE IT WHEN MY CLIENTS INVITE ME OVER AFTER THEY CLOSE ON THEIR HOME AND SHOW ME HOW THEY DECORATED, WHAT IMPROVEMENTS THEY MADE AND HOW MUCH THEY LOVE THEIR HOME.”**



...

them the keys to their home and having them unlock the door for the first time and seeing their tears of joy,” Ana says.

“I love helping my buyer’s find their home, handing them the keys to their home. I love it when my clients invite me over after they close on their home and show me how they decorated, what improvements they made and how much they love their home.”

The signs of Ana’s success are plentiful. In fact, in 2021, she recorded 55 transactions.

#### Heart of Life

Away from work, family is at the heart of life for Ana.

She and Mike have been married for 28 years and treasure time spent with their children — Michael, Justin, Jared, Catelyn, Madison and Alaina.

In her free time, Ana looks forward to time with her family. She also enjoys cooking, reading a good book and exercising.

She also enjoys seeing stories on the big screen. She is a big fan of movies—especially all of the Marvel series of films. including watching the entire series of Marvel motion pictures.

#### Natural Leadership

There are some who you meet in life who carry a sense of natural leadership combined with empathy for the needs of others.

That’s exactly the way Ana approaches her work with those she serves. Congratulations to Ana for her contributions and leadership ... the way she shapes the lives of those around her.

Along the way, Ana moves forward ... serving as a reliable resource and trusted guide for those she works with.

Each step along the way, Ana keeps her eyes on the prize no matter what hurdles, surprises or issues that may arise. And that is ... helping people move further ahead in life each day.



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# THE Spencer Pardon AGENCY

Written by **Dave Danielson**. Photography by **Marissa Menezes**.

The unexpected happens in life. It's one of the givens that each of us deals with. That's why having essential protection in place means so much ... to protect us from those risks.

With the Spencer Pardon Agency, you have a trusted partner on your side who is there for you and your clients.

As Agency Owner, Spencer Pardon takes immense pride in fulfilling that role for his real estate partners and clients.

"My favorite part of the day is, after the clients move in, we set up a quick Zoom call to get to know the family," Spencer explains. "Through that process, we get to know each other, and I get to know their goals as a homeowner and what they want for a policy. It's very important, and I love that part of the process."

Today, Spencer leads an office of professional agents and office staff ... a group dedicated to giving the best possible solutions to their clients.

Before getting into insurance as a career, Spencer attended college. And, like many who begin their collegiate journeys, he was uncertain what he wanted to do.

"I played baseball in college, and I remember our athletic counselor talking with me. I ended up being

grouped with several other students into Communications," he recalls.

"During my last year, I was advised that I needed to have an internship. So I went into the student hub where they have internships posted, and I grabbed the first one I saw. It was for an insurance agency. Beyond the internship, I worked there for two to three years."

It didn't take long for Spencer to realize that the fit in insurance was natural for him and his desire to help others. At the same time, he also made the decision to start his own agency. In the 10 years that have passed since he began his own agency, Spencer has continued to grow in his love for the business and for serving the needs of others.

"With California insurance requirements on the homeownership side, it has become more difficult to write policies and yet also make them affordable to clients. Our goal is to make sure the homeowner is properly covered. At the same time, we really strive to make sure that everything makes sense to our clients and that they have a smooth process of getting that valuable protection in place."

As part of that, when Spencer and his team work with a homeowner on a quote and a



“

**My favorite part of the day is, after the clients move in, we set up a quick Zoom call to get to know the family.**



...

plan, they strive to return a quote to them within the same business day ... as well as to provide the best rate available on the market.

"When I talk with a new potential client, I ask them about coverage they may already have in place. If they already have someone they are working with, I will applaud them for that," he says. "If given the opportunity, we will be professional, and we will give their quote high priority with the best coverage for the lowest cost possible."

Away from work, Spencer looks forward to time spent with his two sons — 6-year-old Sutton and 3-year-old Austin.

In their free time, Spencer and his sons enjoy sports and school activities. Spencer also has a passion for following sports and playing golf when he can.

When you talk with Spencer, it's easy to see the drive that fuels his commitment to helping those around them obtain the protection they need.

"We are all in it for the same thing ... we want to make sure that our partners and clients are successful, whether the property involved is valued at \$5 million or \$250,000. We treat them the same and give them the same respect and process to make sure their goals are met," he says with a smile. "We will try to make them happy and do everything we can toward that end. I want them to say the experience was awesome and genuine."

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# Gavin Miller & Peyton Munsch

It's been said that success is most likely to be found when you do something you enjoy and you do it well.

With that in mind, Gavin Miller is definitely on the right path.

As a REALTOR® with Trillion Real Estate, Gavin is finding a truly rewarding time in life and business.

"I love how fulfilling my role in real estate is. I didn't really feel that in my prior jobs. I felt like I was doing the same things over and over," he remembers.

"But in real estate, you deal with so many different people. It's very fulfilling to be able to help people during one of the most challenging and important times in their lives."

Gavin is joined on his vital path in life and business by his fiancé — Peyton Munsch.

"Being able to share this with Peyton is fantastic. When we get home at the end of the day, we know how each other's days went," Gavin explains. "We are intertwined in the way we communicate and work together. We form our life around this work and the dedication to succeed."

Gavin grew up in Temecula before he and his family moved just down the road to Menifee. One of his first passions was competitive scooter riding—a sport he pursued with substantial success from the time he was 13 years old.

"I did that until I was 18 years old. I had traveled around the country doing that and had built a good fan base," he remembers. "In time, the sport started to fade a bit, and I was ready for a new path."

For a time, Gavin worked as a Technician with Subaru. In the meantime, Peyton had been laid off from her job as a result of COVID. So she decided to get her real estate license.

"I hadn't thought about getting into real estate until I met the people here at Trillion," Gavin says. "So I started to work at both jobs for a time."

Since then, Gavin has made the full-time transition to real estate. It has been a good one for him.

"It's been a great transition. My daughter, River Miller, was born a year ago," he says with a smile. "The transitions have been better for family life, and being able to work side by side with Peyton has been fantastic."

Gavin also gives a lot of credit to Trillion owner Tyson Robinson.

"Tyson has been a huge role model and example for me to follow," he says.

Fulfillment in life for Gavin begins with family life — with Peyton and River.

"We definitely lead an active lifestyle. We do mountain biking and snowboarding; I run marathons and do a lot of training for that,"

Gavin says. "We also play pickleball as a family and as a brokerage. Plus, we do a lot of hiking and time with our daughter."

With a determined drive and dedicated desire to serve, Gavin makes a big impact on those he meets.

"My mindset really changed after the birth of my daughter. I didn't want to be a

9-to-5 dad," he emphasizes. "The goal that drives me now is to be there for Peyton and our daughter."

Gavin and Peyton may be young — at 21 years of age — but they have a maturity and dedication far beyond their years. They also share a deep commitment to the community.

"We were both born and raised in Temecula, and this is where we will continue to build our business through time," he says with a spark.

Those who work with Gavin and Peyton know that they can count on the couple's commitment to their needs and goals ... to help them find fulfillment along life's path, as well.





“

I love how fulfilling my  
role in real estate is.





# BETH GOOD

## ► REALTOR® life

Written by **Dave Danielson**.  
Photography by **Marissa Menezes**.

“

I AM MOST PASSIONATE  
ABOUT GOD'S PURPOSE  
IN MY LIFE.

When you do what you enjoy, the feeling is very special indeed. But when you find yourself doing what you feel you were called to do, the experience is priceless.

That's the way it is for Beth Good.

As a Broker with Good Estates and Ranches, Beth helps those around her ... through faith and purpose.

“I am most passionate about God's purpose in my life. Much of that has to do with the horses and the Biblical lessons they provide,” Beth says. “I love teaching and sharing God's love for us through horses.”

That's a passion that has long been part of Beth's life. Growing up in Fountain Valley in Orange County, Beth had long dreamt of a life with horses.

As she says, “I have spent most of my life living on ranches and working horses, so when I got into real estate, selling ranches made the most sense to me.”

She had important influences that helped her grow and learn, while providing a solid foundation for life.

“The old man who I grew up with at the stable and my mom were my two biggest influences,” she remembers. “To sum up the impact my mom had on me, it would be that she taught us unconditional love and unconditional forgiveness.”

As Beth came of age, she had her first child at the age of 20 and a marriage that was short lived. She then moved to Georgia where she attended Kennesaw State University. Thirteen years later she worked

her way home to California and later to Utah. Around that time, her mother recommended that she give real estate a try.

“My mom was right. I was in a marriage that I knew needed to end. Being a single mom at 40 whose only real job experience was working horses, I knew I needed to get it together,” Beth remembers. “I've basically worked with and around horses all my life, and so once I got my license it made sense to stick with what I knew, which was horse property.”

Beth earned her license and began her journey in real estate in 2008.

“The first brokerage I went to was with my nephew, John Butler. I left that office and spent a number of years at another brokerage, but had always wanted to open my own office under my own brand, which was geared toward horse properties,” she says.

“I finally did that in 2017 when I got my broker's license and opened Prime Horse Property, a domain I have used since the beginning of my career. I recently changed it to Good Estates & Ranches, as I did not want to create a pigeonhole.”

Through time, Beth has experienced a rewarding ride in the business to be sure. But not all of the rewards have actually been part of her life in real estate. There have been remarkable experiences that have stuck with her, as well.

“I would have to say that bringing Temecula to the world center stage in 2020 with our very first Rose Parade entry would be on that list. It was a privilege and honor to work alongside my friend, Juanita Koth, in seeing that dream come true and to share Temecula's history of a rural lifestyle,” Beth smiles.

“Juanita had a vision of a float that was flanked by horses for the Rose Parade and I said that we could make that happen. We moved forward on that dream and put together a beautiful wagon entry with some of Temecula's leading ladies as well as our Temecula Cowgirl Color Guard. The group rode again in this year's entry and it was wonderful to see.”

Family is vital to Beth's world. She looks forward to time with her husband, Bill, and their children — Grace, Will and Christopher, as well as their granddaughter, Emma. It should be noted that Bill is also



Beth's first husband. "He is my alpha and my omega," she laughs. "Family is a huge part of my life," she says. "I am blessed to have six brothers and sisters and can honestly say that we are all best friends. I love hanging out with them and our big family parties are the best."

Beth is actively involved in her church leading the hospitality team, hosting small groups and the Church in Cool Places events as well as having led the women's ministry last year. She and her family have been completely blessed by being planted at Fusion Christian Church.

Beth's faith and purpose in life and business are unmistakable.

"God used my mom to get me into real estate and he used real estate to bring me back to Him. In real estate, you get a lot of teaching on personal development. You learn about guys like Napoleon Hill, Jim Rohn, Zig Ziglar, Tony Robbins and the list goes on."

Beth says that it wasn't long after a Tony Robbins event that it dawned on her how often her favorite speakers would point to the Bible as part of their teachings.

"So silly as it seems, one day I googled 'what does the Bible and personal development have to do with each other.' What came up in the results was a book by Joyce Meyer called, *Battlefield of the Mind*. I read that book and the whole story about Jesus lit up for me," she emphasizes. "I had a much clearer picture of everything and began immediately studying the Bible ravenously ... developing a close, personal relationship with God. I am so thankful how He is always pursuing us and all we have to do is turn around and then let Him lead."

With faith and purpose Beth Good enjoys a more fulfilling and rewarding life — for herself and those around her.



“

I BELIEVE GOD USED  
MY MOM TO GET ME  
INTO REAL ESTATE,  
AND HE USED REAL  
ESTATE TO BRING ME  
BACK TO HIM.



**“**  
I love being that  
resource for those  
around me.

# OTTO FONSECA

Written by **Dave Danielson** | Photography by **Marissa Menezes**

One of the most valuable aspects of a real estate transaction for a client beyond having their purchase or sale work is having it all work well. That's where you come in with your experience and expertise to make things happen the way they should.

That's an area where Otto Fonseca and his team flourish.

As team leader and REALTOR® with Otto Fonseca and Associates, Otto works diligently each day to ease the way ahead for those around him.

“I love being that resource for those around me. It feels very good being able to answer the questions and concerns that my clients have with confidence,” Otto explains.

“It's a matter of them understanding that I know what to do and that they trust me. I like being able to put them at ease as part of the process.”

Otto earned his real estate license five years ago. Prior to that, he had a long successful road in another industry — literally.

Originally Otto was a union truck driver for 24 years, from the time he was 18 years old to 42 years old. Eventually, he was ready to explore other options.

“I remember when I turned 39, I had a conversation with my wife. Our kids were growing up by then. I let her know that I was thinking of getting my real estate license,” Otto says. “She was super supportive and encouraged me to go do it. So I did.”

Otto joined a team and dove in to soak up as much as he could. It didn't take long for him to make a real impact and to feel at home in his new chosen profession. In fact, he received Rookie of the Year honors that first year.

“From there on, real estate changed my life and my family's life. One of the most rewarding parts about it is that my business is 100 percent by referral,” he says.

For a time, Otto had continued driving while he got his feet under him in real estate.

“I would drive from 3:30 a.m. to noon each day. Then I would go to the parking lot, change into my suit and do real estate from 1 to 7 p.m., followed by open houses and showings on weekends,” he recalls. “After two and a half years, I quit my union job to focus fully on real estate. It was the best thing I could have ever done.”

Otto is quick to shine the spotlight on his team.

“There are four of us on our team. Everybody is fun and understands each other. We care about each other. I'm in the business every day like they are,” Otto says. “If we need help showing properties, we do it. There is no I in our team. This is such a good group, and they get the job done.”

Away from work, Otto's world revolves around his family. He treasures time with his wife, Aimee, and their children — Anthony, Aiden, and Taylor.

One of the most rewarding parts of his career is the fact that Otto feels abundant in many ways — including even in the free time that he has to spend with his family.

“With this business, I've created a system where I can work and have more free time than I ever have before,” he explains.

One of his favorite pastimes is working on classic cars and Harley-Davidson motorcycles.

“I've done that my whole life. Getting into that garage and turning wrenches is the biggest high in the world for me,” he smiles.

Today, Otto has room in his garage for his vehicles with car lifts to work on his automotive passions.

•••



As he says, "I'm building my dream life and see all my cars in one garage."

At the same time, he has a passion for helping those around him, taking time out around the holidays to give back to the community and to directly help families in the area.

As he reflects on his success, Otto shares helpful tips for others getting their own start in the business.

"The first thing I would say to someone getting their start is shut up and listen to someone who is already doing it. There is so much noise in this business," Otto says.

"The best I can tell people is you just need to listen. When I got started, I was listening to a man half my age. He knew what he was talking about. By closing my mouth and listening

and doing what already worked, I was able to learn."

Otto smiles as he thinks about some of the talks he has with clients.

"We go over everything, so there are no surprises. I want them to have fun. I say, *trust me ... I want to hear your experience.* If they say the process was boring, I say then I've done my job."





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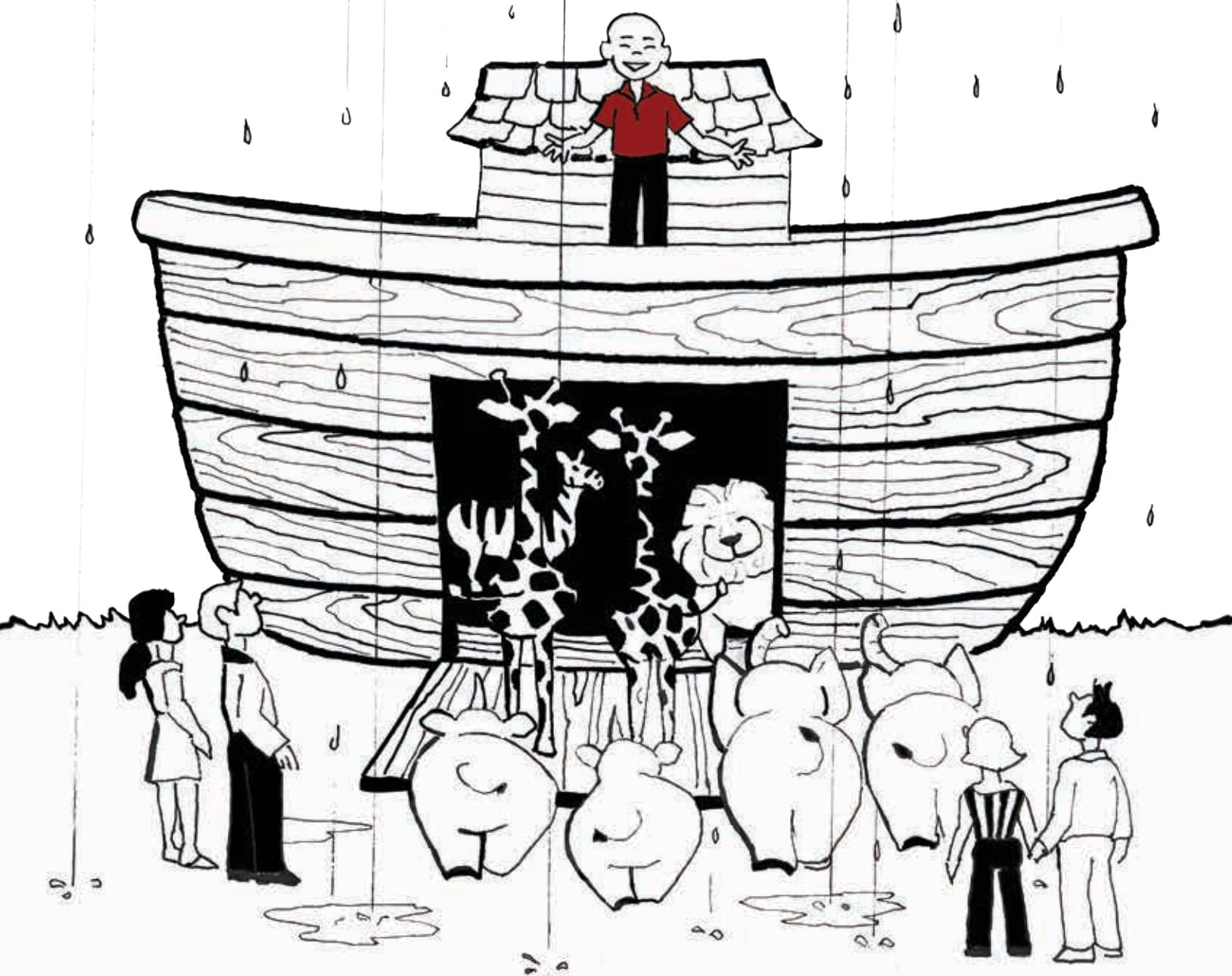


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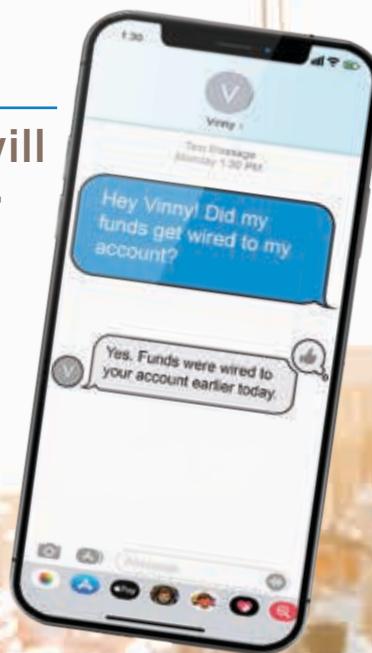
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