

INLAND EMPIRE

REAL PRODUCERS.[®]

CONNECTING. ELEVATING. INSPIRING.

JAMES
SHELBY



MAY 2022

Who You Partner With Matters!



LOCKE YOUR LOAN

Lara Locke, Broker Owner

951.405.2454



NMLS 1090486 BRC 09532011 G NMES 480210 C O BRL 0200216



EXPERIENCE THE BEST OPTION



ESCROW
OPTIONS GROUP



Bernadette Kerkes

Vice President of Marketing & Business Development
714.348.4718
Bernadette.Kerkes@escrowoptions.com



Tom Blank

Vice President of Sales
951.314.6860

24 HOUR ACCESS TO TRANSACTIONS

ELECTRONIC DOCUMENT SIGNING

MULTI-LINGUAL OFFICERS & STAFF

INDEPENDENT ESCROW COMPANY

Let us help you make time for what you do best: SELL REAL ESTATE!

EscrowOptions.com

We specialize in:

Residential Purchases
New Home Sales
Foreclosure Sales
Commercial & Industrial Real Estate
Probate
Manufactured/Mobile Homes
Refinances
Investment Properties
Relocations
Real Estate Owned (REO)
Short Sales
Vacant Land



Help Your Clients Conquer Competitive Bids

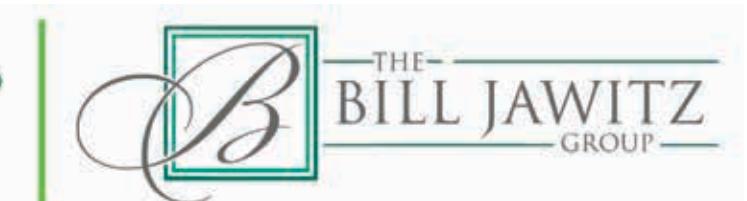


The Bill Jawitz Group

The housing marketing doesn't have to feel like a battle for your clients. When they finally find the home of their dreams and they are equipped with a **Fairway Advantage™ Pre-Approval***, you and your clients can rest assured knowing the offer is competitive with cash.

The Fairway Advantage™ Pre-Approval* program works with your clients to help them get conditionally approved for their mortgage by a Fairway underwriter before they even begin house hunting. Not only does this make their offer strong, but it also gives you and your clients the confidence needed to emerge victorious in the quest toward homeownership!

Contact us Today and let's get your clients home!



Bill Jawitz
Branch Manager

NMLS #208309
O: 951-757-1885
W: billjawitzgroup.com
E: billj@fairwaymc.com
1 Ridgegate Drive Suite 115 Temecula, CA 92590



Copyright© 2021 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. Distribution to general public is prohibited. All rights reserved. * Fairway Advantage Pre-Approval is based on a full review of borrower's creditworthiness and is contingent upon there being no material changes in the borrower's financial condition or creditworthiness at the time of final loan approval. Final loan approval is subject to the following conditions: (1) borrower has identified a suitable property, and a valid appraisal supports the proposed loan amount; (2) a valid title insurance binder has been issued; and (3) borrower selects a mortgage program and locks in an interest rate that will support the pre-approved monthly payment amount. Loan must close before the expiration date provided in the pre-approval. TX Location: 1800 Golden Trail, Carrollton, TX 75010



MEET THE INLAND EMPIRE REAL PRODUCERS TEAM



Mike Maletich
Owner



Marissa Menezes
Publisher



Chris Menezes
Writer



Shane Dasher
Ad Manager



Austin Boaman
Videographer
www.ab-films.org
(951) 415-7116



If you are interested in contributing or nominating Realtors for certain stories,
please email us at mark@realproducersmag.com

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Inland Empire Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

To-DO LIST:

- ✓ TERMITE INSPECTION ✓ SEWER LATERAL
- ✓ HOME INSPECTION ✓ REPAIRS
- ✓ ROOF INSPECTION ✓ SAME DAY REPORTS
- ✓ POOL INSPECTION ✓ SATURDAY INSPECTIONS

Call us today!
(858) 684-1900

or visit us at HomeGuard.com

HomeGuard Incorporated

Gary Lane
Regional Sales Manager
Southern California
Temecula – Inland Empire South
Direct: (951) 449-0668
glane@HomeGuard.com

Robert Martinez
Account Manager
Inland Empire East
Direct: (951) 385-3082
rmartinez@HomeGuard.com

Kirsten Noose
Account Manager
Inland Empire West
Direct: (951) 581-8229
knoose@HomeGuard.com

**RUFF AND READY
MOVING AND STORAGE**

- BILLING THROUGH ESCROW!
- FREE 30 DAY STORAGE FOR OUT OF STATE MOVES!
- CLEAN UP AND HAUL AWAY!
- LOCAL & CROSS-COUNTRY!
- 2018 & 2019 BUSINESS OF THE YEAR!
- FAMILY OWNED AND OPERATED!
- FREE IN-HOME ESTIMATES!

42006 REMINGTON AVE. TEMECULA, CA 92590
WWW.RUFFANDREADYMOVING.COM
1-844-GET-RUFF(438-7833)



Tim Moreno

MORTGAGE CONSULTANT

NMLS: 632697

(951) 897-5457



© 2021 Evergreen Home Loans and Evergreen are the trademarks or registered trademarks of Evergreen Moneysource Mortgage Company® NMLS ID 3182. Trade/service marks are the property of Evergreen Home Loans. All rights reserved. Licensed under: AZ Mortgage Banker 0910074; CA Licensed by Department of Financial Protection and Innovation under the CA Residential Mortgage Lending Act 4130291; ID Mortgage Broker/Lender MBL-3134; MT Mortgage Lender License 3182, NV Mortgage Company License 4837; Licensed under the OR Consumer Finance Act ML-3213; TX Department of Savings and Mortgage Lending Company License; WA Consumer Loan Company CL-3182; WY Mortgage Lender/Broker 3467.

TABLE OF CONTENTS



06

Meet the Team



12

Cover Story
James Shelby



22

Rising Star
Madeline
Meighan



26

REALTOR®
Life
Tyler
Hunger-
ford



30

Preferred
Partner
Spotlight
David
Vance



36

Inland
Empire
Real
Producers
Event

Home Insurance Issues? We will find the solution

AMERICAN NATIONAL

Spencer Pardon (951) 200-3310
Spencer Pardon Agency

When you move into your dream home..

But didn't order an Echelon Home Inspection..

Looking for a Direct Lender?

No Middle Man! We underwrite and fund government and conventional loans in house!



Alexander Kim
(949) 339-9152
clientservices@h1mb.com



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLOSING GIFTS

Cut Above Gifts
Andy Burton
(951) 334-5301
www.cutabovegifts.com

ESCROW

New Venture Escrow
Tania Gonzalez
(619) 807-0711
NewVentureEscrow.com

ESCROW SERVICES

Corner Escrow
Lisa DeWitt
(951) 312-2073

Escrow Options Group
Bernadette Kerkes
(714) 348-4718

HOME INSPECTION

Archive Property
Inspections
(951) 304-3508

INSURANCE

Echelon Inspections
(888) 673-7791

Homeguard Inc.
Rachael Flagg
(858) 663-2900

Spencer Pardon Agency
(951) 743-9208

MORTGAGE

Evergreen Home Loans -
Tim Moreno
(951) 897-5457

Fairway Independent
Mortgage
Bill Jawitz
(951) 365-3120

www.thbilljawitzgroup.com

GLOBAL MORTGAGE

Vicky Kelly
(951) 675-0257

HOMEBRIDGE

Financial Services
Homeguard.com

LOCKE YOUR LOAN

Mutual of Omaha Mortgage
- Scott Keesee
(951) 207-7394

LOCKE YOUR LOAN

Lara Locke
(951) 405-2454
www.lockeyourloan.com

LOCKE YOUR LOAN

John Ruff
(951) 834-3539
ruffandreadymoving.com

LOCKE YOUR LOAN

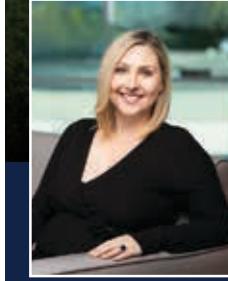
Love Justice International
(412) 606-9954



Professional Service, Unwavering Integrity

An Escrow Team You Can Trust

Our Team has the knowledge to navigate through any unforeseen obstacles.



PARTNER WITH ME & MY TEAM AND GIVE YOUR CLIENTS PEACE OF MIND!

Lisa DeWitt
25220 Hancock Ave Ste 250, Murrieta, CA 92562
951.694.6300 | lisa@cornerescrow.com | www.cornerescrow.com

WWW.CORNERESCROW.COM 

LAGUNA BEACH LAGUNA NIGUEL CARLSBAD MURRIETA BEVERLY HILLS LAGUNA WOODS TUSTIN

What product is your lender trying to fit your buyer into?



**VICKY
KELLY**

More products
to ensure your
clients find the
loan that fits



GLOBAL MORTGAGE 12505 N. Mainstreet, Ste 228, Rancho Cucamonga, CA 91739
DRE License #00612157; NMLS #240656

951.675.0257
lender@vickykelly.com

► cover story

Written by Dave Danielson. Photography by Marissa Menezes.

JAMES SHELBY

REAL ESTATE IS A PLACE WHERE YOUR CAREER
POSSIBILITIES ARE DEFINED BY YOU, WHERE
YOU ARE ACTUALLY REWARDED IN DIRECT
PROPORTION TO THE EFFORT YOU PUT IN.



•••

One of those who enjoy the fruits of his labors while serving his clients is James Shelby.

As a REALTOR® with Signature Real Estate Group, James enjoys the opportunity to take his life beyond limits.

"It's rewarding being able to be compensated for what we do in

the business while we help people get to their real estate goals," James says.

"It means a lot to me to provide for my family in this way. This is a stressful and demanding business. You work with some great people and others who may not appreciate the work you do. I really appreciate that there's no limitation on what you can do in real estate."

Pushing Forward

Hard work has long been a central part of James' success, beginning when he was in high school.

"I started working full-time at a very young age. I basically graduated early and started working with my dad in our small family auto glass business. I started



“

I WILL NEVER PUT MONEY BEFORE A CLIENT'S INTERESTS. THAT'S HOW YOU LOSE BUSINESS. YOUR REPUTATION IS ONE OF THE MOST IMPORTANT THINGS YOU HAVE IN THIS BUSINESS,

•••

working full-time in it when I was 16 years old," James says.

He grew up quickly. By age 19, James got married and had welcomed his first child into the world.

In time, James went through a divorce. By the time the economic downturn of the late 2000s gripped the nation, James saw its effects — and opportunity.

"I was still working in the auto glass business at the time. I was very young at the time, but I saw what was happening in the communities where we worked. I saw that the homes in the area where I lived had previously sold for \$350,000 and now were for sale for \$150,000. I knew the time was right for me to try to buy one of these houses."

James took the next step and started searching for the home that would be right for him.

"Essentially, I started to look at buying my own house and met an agent through a friend. There were a lot of short sales at the time. I would see homes that were run down. They were newer but weren't being taken care of," James remembers.

"I called my REALTOR® and asked about specific houses. She would look it up and say, 'That home is getting foreclosed on. We could see if they would be interested in a short sale.' She got the phone numbers of the properties, and I would call and have these conversations with people. They were rough conversations with people who were losing their homes. In the process of finding these deals for my agent, she said, 'You are really

good at this. Have you thought about getting your real estate license?' That was my introduction."

Opening a New Door

In 2013, James earned his license and began his adventure in the industry.

"Like most agents, there's a period of time when you don't understand what to do to be successful. When I got my license, I was still working in auto glass. I had been remarried at this point and had kids. I couldn't just jump straight into real estate," James says.

"While I was getting my license, I would listen to podcasts all day about real estate. That was a big education ... a free education ... learning from interviews with some of the top agents. One thing I learned was about door knocking or cold calling to generate business."

Gaining Ground

James moved straight ahead, learning, growing, and building day by day.

"I worked my normal job, went home, took a shower, put on a suit, and then went out and door knocked for an hour or two each day. I was working seven days a week for almost three years," he says. "Eventually, I was starting to do enough production where I could do real estate full-time. It was a difficult time, but it was also a time to learn."

James steadily built on his reputation for results. In fact, in 2021, he recorded 59 transactions, representing over \$27 million in sales volume.

Family Foundation

Away from work, James treasures

time with his family, including his wife, Felicia, and two daughters — Skylee and Riley.

In their free time, James and Felicia love exploring local restaurants and traveling.

"One of our favorite places to go is Montana, where we really like to unwind," he says.

James also enjoys exercise, collecting comic books and adding to his collection that exceeds 1,000, as well as enjoying watching sports such as football, UFC, and boxing.

When it comes to giving back, James has a big place in his heart for sponsoring youth sports. Sponsorships are my big thing," James says. "I always try to do that when possible. Sports for children are very important. They have that structure where they can learn teamwork and see what it takes to get better every day. Those are important lessons."

When you talk with James, it's easy to see the qualities of integrity, trustworthiness, and hard work that have combined to make him successful.

"I will never put money before a client's interests. That's how you lose business. Your reputation is one of the most important things you have in this business," James emphasizes. "If you work with someone and you do a good job, and you feel you had their best interests in mind, more than likely they will refer someone to you. It will go a long way in your business."

For more information, follow James on Instagram @James_Shelby.



YOU CAN SAVE
A LIFE FROM
**HUMAN
TRAFFICKING**

LOVEJUSTICE.NGO/LEARN



ONE DONATION CAN INTERCEPT ONE LIFE



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

\$ 11,320,036,052
SALES VOLUME

\$22.64
MILLION
AVERAGE SALES
VOLUME PER AGENT

YOUR *Inland* **Empire Real Producers BADGES**



**Congrats On Being One of the Top 500
Producing REALTORS® In The Inland Empire**

Now, you have your own badge! Use it however you'd like to show that you are a part of the **exclusive community** of the top 1-2% in Inland Empire Real Estate.

Missing your badge? Email marissa@realproducersmag.com

Using your badge? We would love to see how! Show us how you are using your badge, and you just might find a picture of what you shared in the magazine! Social media, email signatures, web, listings, marketing material...nothing is off-limits.

Our RP-vetted businesses have been carefully selected to be a part of this community and have their own badge. They have been recommended by your peers in the top 500 and are some of the Inland Empire's most respected businesses. **Look for this badge to know that you are working with one of the best of the recommended best!**



► rising star

madeline MEIGHAN

Written By **Chris Menezes**. Photography By **Marissa Menezes**.

Madeline Meighan is in her fifth year as an agent and crushing it. While her life hasn't always been easy, it has equipped her with the grit, fortitude, and passion necessary to go after the life she always wanted, which she is living today as a top producing agent, fiancé to her best friend, Tyler, and creative entrepreneur about to launch her own home design business.

Madeline grew up in the Santa Cruz mountains of northern California. Her parents divorced at a young age, causing her to split time between San Jose and the beach. As the oldest of four, it also caused her to grow up fast. A sensitive soul and lover of nature and the outdoors, Madeline was largely shaped by the environments she grew up in, which not only included her parents, but the physical environments she found herself in.

"I was raised barefoot, playing outside in my mom's garden, going to the beach all the time, fearlessly riding my bike on my dad's mountain bike track in our backyard, playing with my sister and our pets. We were always doing art or something creative, a project outside, or cooking something at home. I was always encouraged to remain active and involved in something, so I fell in love with and grew up playing soccer. That was the vehicle that led me to travel and imagine living in new places and create changes for myself."

Madeline earned a soccer scholarship to a Division II school, California State University, Los Angeles, where she studied kinesiology and eventually met her fiancé, Tyler. Playing soccer was essentially her job through college and taught her many valuable skills.

"Playing soccer at a high level takes a lot of grit and discipline," Madeline explained. "It taught me professionalism and how to not only represent yourself but your team as well."

After graduating in 2013, Madeline took a job coaching for Sportball, a local company that teaches social, cognitive, and physical skills/milestones through sports to kids as young as toddlers to middle-school tweens. "We not only taught kids how to kick or catch a ball but how to share with others, how to practice positive self-talk, how to be kind to others or cheer for your friends no matter what," Madeline explained.

While Madeline loved that job, she said it took a lot of energy and driving for little money. She lived far from her sisters and family, and visiting them cost money, which became a strong factor in why she worked so hard and obtained a job as a nanny.

"I wanted to be present with my sisters and attend their important moments in life," she said. "When I started nannying for a local family, it gave me consistent income, and I loved being involved in a routine with kids. Tyler and I started making friends with some people in the real estate industry. I saw how one could create a life by design and help others, and I felt like I could do the same at an even higher level."

Madeline studied to get her license, passed, and joined a boutique brokerage in Costa Mesa in 2016. It didn't take long, however, before she decided she wanted to work more locally. She also wanted to learn the



“
Be good to
people, and
people and the
world will be
good to you.
”

business from whom she felt was the best in the area. So, she reached out to Krystle Roth of Roth Real Estate Group with Keller Williams, Redlands, via Instagram and never looked back.

“I saw Krystle as a bad-ass classy professional, and I wanted to learn from her,” explained Madeline. “She gave me so much priceless time and training and always made sure that I felt encouraged and comfortable to ask her questions if I needed help. I learned a ton super-fast and was given so many amazing opportunities.” Today, Madeline works with an extension team and KW branch in the mountains – Rahill Real Estate Group of Keller Williams Big Bear Lake Arrowhead with Will Rahill.

Madeline served as the Young Professionals Network vice-chair and chair for 2020 and 2021. While it was difficult to lead an organization during a pandemic, she still managed to host successful online events and donated over \$2000 to the local charity, Redlands Family Association.

Above all the challenges Madeline encountered and overcame in her career as an agent, she said the biggest was learning to not be distracted by others or the world and

just be herself, love herself and be confident in who she is. This gave her the ability to talk to people and make friends, even though she considers herself an introvert.

When she isn’t working, Madeline enjoys things that remind her of how beautiful life is, like being in nature, reading a good book, and enjoying a delicious pizza, slice of bread, or veggies. She loves to garden, thrift shop, treasure hunt at yard sales, be creative, and is

excited about launching her new home design business.

“Life is about enjoying it and being grateful for what you have and where you are headed,” she said. “Be good to people, and people and the world will be good to you. Always come from contribution, always practice gratitude, provide value to people through real estate and homes but also find out how you can make an impact in your area or in the lives of those around you. And you will go far.”



Tyler Hungerford



► REALTOR® life

Written By **Chris Menezes**. Photography By **Marissa Menezes**.

It's been said that "rock bottom" will teach you lessons that mountain tops never will. Such was the case for Tyler Hungerford. Much of Tyler's success as a top producing agent today, in many ways, started with the biggest failure of his life at the time.

Having grown up in Riverside and graduated from Martin Luther King High School, Tyler earned a full-ride academic scholarship to the University of Richmond in Virginia, just to drop out in 2013 and return home with his head held low.

"I totally squandered that opportunity," Tyler explained. "And I've spent the last nine years trying not to allow that big disappointment to define my life."

Disheartened and depressed, Tyler had no direction and no idea what he could even do without a college degree. But after speaking to a mentor of his at the time, he was encouraged to apply for an internship at the mayor's office in Riverside under Mayor Rusty Baily.

"That internship changed the course of my life and led me to where I am today," Tyler explained. "Since that internship, I've taken measured steps and risks to get to where I wanted to go in my career, and it's led me to so many amazing experiences."

After completing his mentorship, Tyler went to work with Cindy Roth at the Greater Riverside Chambers of Commerce, where he sold memberships to prospective businesses in the area. "I loved being able to work with

so many different business owners and companies. It really opened my eyes to what types of businesses are out there and different opportunities available to me," he said.

Tyler always saw himself in a service industry of some type. He looked up to his father, who had worked in sales, growing up and was inspired by the opportunity a career like that could offer. "Seeing my dad in sales and the freedom that comes with a job like that showed me that you can have a successful career, be your own boss, and still have the time and ability to be at your kids' baseball games, coach their teams, take care of them when they're sick, and give my mom license to have a career of her own as well."

Tyler first entered the real estate industry as a senior market research specialist for Lee & Associates Commercial Real Estate Services, handling all the marketing for the firm and its properties. He then got into working with real estate investment groups, specializing in sales, acquisitions, and dispositions of properties.

Tyler worked in the real estate investment realm for several years and got into doing his own property acquisitions, restorations, and sales. His passion for working with people and helping them find financial success, combined with his expertise in real estate investing ultimately led him to become an agent in 2020.

Tyler's unique perspective as a long-time investor quickly set him apart as an agent, being able to analyze values,

provide expert opinions on construction needs, and high-level advising to ensure his clients met all their goals.

"I've been able to help many clients deal with complex real estate issues and have made sure that the experience has been pleasant and educational! I've remodeled dozens of homes and have the experience and relationships necessary to help rebuild a home from the ground up. Having those teams in place allows me to have more in-depth conversations with my clients and lets them know they're getting tried and true advice from an expert. My whole goal is to educate our clients on the real estate sale process and make sure that they feel comfortable through it all. That means all their questions are answered, and all their concerns are handled with white-glove service," he said.

Having experienced quick success as an agent, Tyler recently established his team, Sold by Tyler Hungerford with Keller Williams, and just hired his first employee – his mother, Charisse Hungerford. He is setting quarterly goals with his business coach, Chris Mueller, and is really excited for what the future holds.

Even more exciting for Tyler is the recent birth of his daughter, Camila. Nothing motivates him more every day than his wife, Koressa, and their family, which also includes their golden doodle, Charlie. Tyler also runs a fix and flip real estate company on the side of his sales business, is an avid reader, and loves craft beer.

•

66

I've been able to help many clients deal with complex real estate issues and have made sure that the experience has been pleasant and educational! I've remodeled dozens of homes and have the experience and relationships necessary to help rebuild a home from the ground up.



•••

When he looks back at that first big failure that started it all now, he no longer sees it in a negative light. Rather, he remembers it fondly. "It taught me so much about myself," he explained.

"I learned determination, patience, resiliency, grace, and how to forgive.

Because of that experience, I'm a better husband, father, son, brother, and agent. It allows me to look at things with a different lens every day."



HOUSE of LOANS

DAVID VANCE

As a compassionate Christian, heartfelt musician, and the broker, owner, and president of House of Loans, David Vance is all about "Giving business soul." He's built this mission into the very fabric of his business, which is best exemplified through his "four foundational pillars" of education, philanthropy, service, and price. All of which are mere fruitions of the underlying quality that defines David both

inside and outside of the business – and that's passion.

David's passion is deeply rooted and entangled within his love for music, the ethereal beauty of sound that surpasses time and space and connects people to each other and to the experience of being human. That passion collects in the same well from which David's creativity springs forth and

pours out into the world. While it primarily came out in the form of music prior to getting into the mortgage industry, it's since formed several new pathways, including the four foundational pillars of House of Loans.

The passion with which David approached his career as a musician produced both RIAA Gold and RIAA Platinum albums. When his career



was cut short, however, after temporarily injuring his hand and severing his median nerve, he reached out to a family friend, looking for whatever opportunity he could find.

"My family is friends with the owner of the restaurant Market Broiler, so I went to him asking for a job as a waiter in one of his restaurants back in 2001," David explained. "His brother owned a mortgage company

in Napa, CA, and was looking to set up a satellite branch in Riverside. The owner asked me if I wanted to take it on, and I humbly accepted."

From that very first opportunity, the mortgage industry became personal for David. It was never about him but rather what he could do for others while honoring the opportunities that came his way. Education has been a huge part of that. He spent a good

portion of his early years learning everything he could about the industry, from how to be of the utmost service to others to how to properly run a business.

Because money was never the motivating factor for David, his pure and honest passion for connecting with people was able to take root in his business and find new ways to spring forth. Today that includes being





a leader and mentor to his team, educating his clients and partners, using his company to give back to the community, and offering the best service and value he possibly can to his clients.

With over a decade of experience in the mortgage industry, David and his House of Loans experts act more like educators in their field, emphasizing high-level communication and personal service with everyone they work with.

More than an approved mortgage company with over 60 investors and three primary channels of business (broker wholesale, non-delegated correspondent, and delegated correspondent), David has built philanthropy into the very fibers of his business. House of Loans partners with "Prosperity Homes" by donating 3% of all their commissions to

building homes for needy families in Ensenada, Mexico. Not only do they fully fund Prosperity Homes' projects nearly every quarter, but they physically go down to Mexico and help build each home for the family in need.

The same generosity and commitment to helping others are exemplified in David's last two foundational pillars – service and price, which, to David, are not mutually exclusive. "Most people put both Service and Price on an inverse relationship, but I have no idea why the two cannot co-exist. You should be able to have an aggressive priced model coupled with an efficient process," David explained.

The tenets from which House of Loans operates are the source of David's passion today and best summarized in one of David's favorite Bible verses, "Do nothing out of selfish ambition or

vain conceit. Rather, in humility, value others above yourselves, not looking to your own interests but each of you to the interests of others. In your relationships with one another, have the same mindset as Christ Jesus" – Philippians 2:3-5.

While David is passionate about the work he does through House of Loans, he continues his passion for music within his church as a worship leader and still writes, records, and produces when time allows. Other times, he enjoys spending time with his wife, Marlena, and their combined household of kids: Hayden, Dylan, Jeffrey, River, Sofia, and Cruz.

To partner with David and House of Loans or for more information, give them a call at 949-415-4766.

“

Do nothing out of selfish ambition or vain conceit. Rather, in humility, value others above yourselves, not looking to your own interests but each of you to the interests of others.

”

THANKS TO OUR
PLATINUM SPONSOR



New Venture Escrow

New Venture Escrow

THANKS TO OUR
PLATINUM SPONSOR
HOMEFIRST MORTGAGE
BANKERS



HomeFirst Mortgage Bankers

INLAND EMPIRE
REAL PRODUCERS[®]
CONNECTING. ELEVATING. INSPIRING.

wine down wednesday

MARCH 9TH 3-5PM

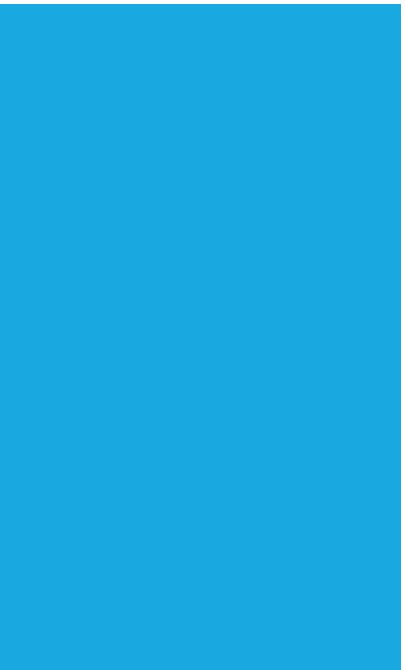
baco wine & grill in dos lagos

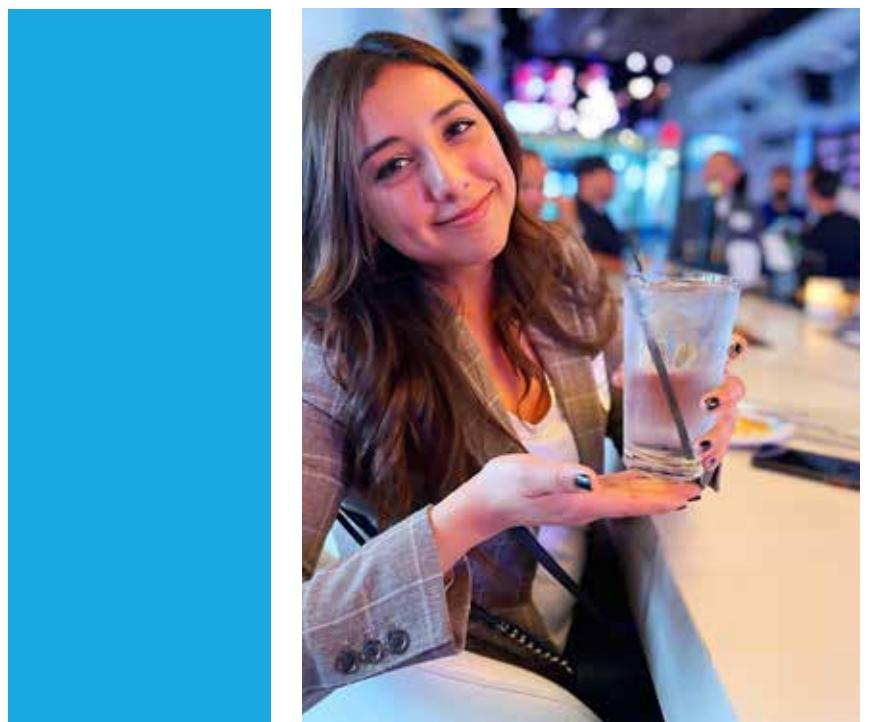
► inland empire real producers event

2022 Kickoff Event!

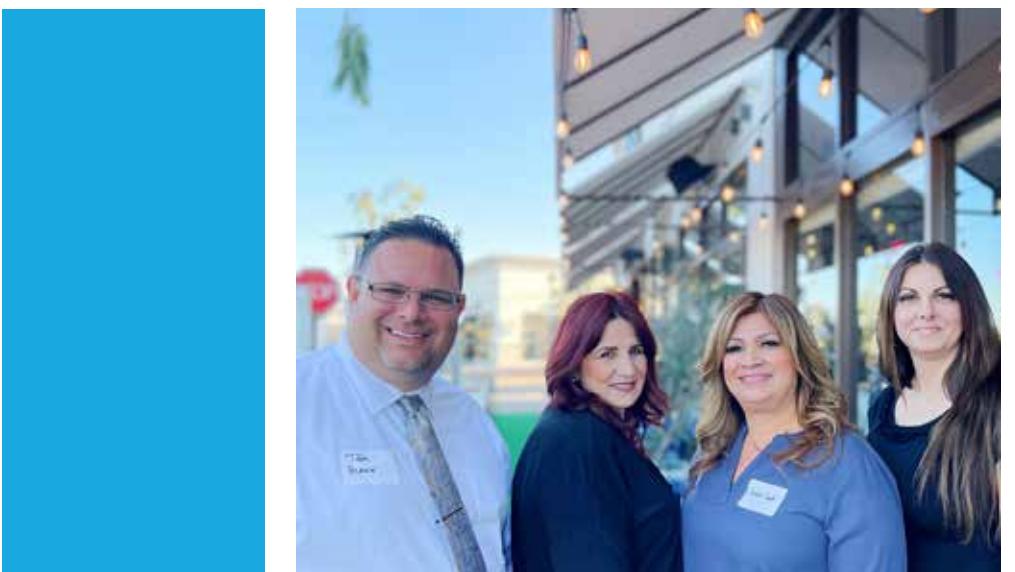
Event Made Possible By







...



A portrait of a man with a beard and dark hair, wearing a dark suit and white shirt, smiling at the camera.

HOUSE of LOANS

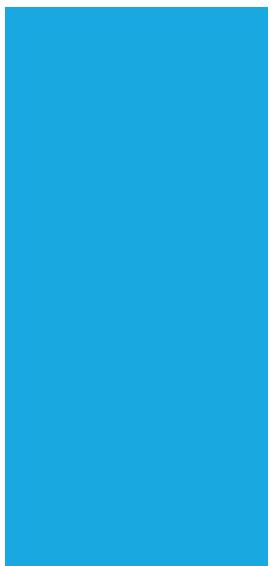
DAVID VANCE / PRESIDENT

949-291-3570

NMLS #707644

CABRE #01750920

This licensee is performing acts for which a real estate license is required. Statewide Funding Inc. dba House of Loans is licensed by the California Department of Business Oversight: NMLS #1105497. Loan approval is not guaranteed and is subject to lender review of information. All loan approvals are conditional and all conditions must be met by borrower. Loan is only approved when lender has issued approval in writing and is subject to the Lender conditions. Specified rates may not be available for all borrowers. Rate subject to change with market conditions. House of Loans is an Equal Opportunity Mortgage Broker/Lender.



Your lender not want to do it?
GO AHEAD TRY ME!
 I'll find the right product
(951) 207-7394




Scott Keesee | Loan Officer
www.mutualmortgage.com
 NMLS# 1439419 | 951-207-7394

 **Mutual of Omaha**
 MORTGAGE

 Mutual of Omaha Mortgage, Inc., NMLS ID 1025894, 3131 Camino Del Rio N 1100, San Diego, CA 92108.

Unlock The Potential Of Your Client's Home

WITH AN ACCESSORY DWELLING UNIT (ADU)

- New Construction
- Tear Down
- Renovation & more!



We Can finance Almost Anything Attached To The Ground!

Nancy Kenny
Construction Loan Specialist.
NMLS# 322084
(909) 225-8787

homebridge®

Homebridge Financial Services, Inc. Corporate NMLS ID #6521 (www.nmlsconsumeraccess.org); 194 Wood Avenue South, 9th Floor, Iselin, NJ 08830; (866) 933-6542; Licensed in all states but UT, AZ Mortgage Banker License #922458; Licensed by the Dept. of Business Oversight under the CA Residential Mortgage Lending Act; CA Residential Mortgage License #22495; Illinois Residential Mortgage Licensee: MA Mortgage Lender/Broker License #MC6521; MO branch: 1116 Remington Plaza, Suite A, Raymore, MO 64083; Licensed by the NJ Dept. of Banking and Insurance; Licensed Mortgage Banker - NYS Dept. of Financial Services, 152 Madison Ave., 23rd Floor, New York, NY 10016; RI Licensed Lender, RI Licensed Loan Broker; TX branch: 15301 Dallas Parkway, #900, Addison, TX 75001; WA Consumer Loan Company License #CL-6521. This is not an offer for extension of credit or a commitment to lend. Loans are currently being closed and committed at the expressed rates, however these rates may change or may not be available at the time of your interest rate lock-in, commitment or closing. All loans must satisfy company underwriting guidelines. Interest rates and Annual Percentage Rates (APRs) are based on recent market rates, for informational purposes only, subject to change without notice and may be subject to pricing add-ons related to property type, loan amount, loan-to-value ratio, credit score and other factors. Terms and conditions apply. Additional loan programs may be available. This is not an offer to enter into a rate lock agreement under MN law, or any other applicable law. Call for details. 08/2018 LR 2019-509A

NANCY.KENNY@HOMEBRIDGE.COM | HOMEBRIDGE.COM/NANCYKENNY | 3844 LA SIERRA AVENUE, | RIVERSIDE, CA 92505 | BRANCH NMLS# 1847975

Is the clock running out on your Home Inspection?

- Trust us to come in on time...everytime



Steve Swanson
951-304-3508



FOR EVERY 6 GIFTS ORDERED, RECEIVE 2 FREE!

It's more important to stay top of mind now more than ever. Kick off the Spring season right by implementing Cutco Closing Gifts into your business and build relationships through thoughtful gift-giving!

- ✓ Custom engraving with your logo & contact info
- ✓ Creates top of mind awareness for your business
- ✓ 100% tax deductible*
- ✓ Generates a lifetime of impressions and only needs to be given once!
- ✓ Potential referral opportunity
- ✓ American made since 1949

*consult your CPA

Enjoy 25% Off This Mother's Day!



Andy Burton
Independent Area Director
951.334.5301
CutAboveGifts@gmail.com
CutAboveGifts.com



HELPING REALTORS® RETAIN THEIR CLIENTS IN THE INLAND EMPIRE FOR OVER 22 YEARS



The world has shifted.
Tech is no longer an option. It is now a requirement.

VentureTrac

EASY SECURE SEXY

24/7 Live instant access to
your Escrow Transactions.
Anytime, Anywhere.

*Connect with us to elevate
your business and escrow experience*

Tania Gonzalez
Sr. Account Executive
Tania@NewVentureEscrow.com
619-807-0711

Courtney Louis
Vice President of Sales
Courtney@NewVentureEscrow.com
858-229-9035



**NEW VENTURE
— ESCROW —**

For more information please visit our website:
www.NewVentureEscrow.com

