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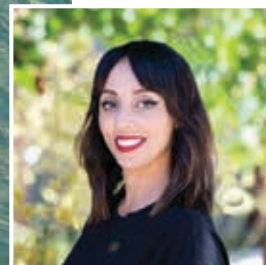
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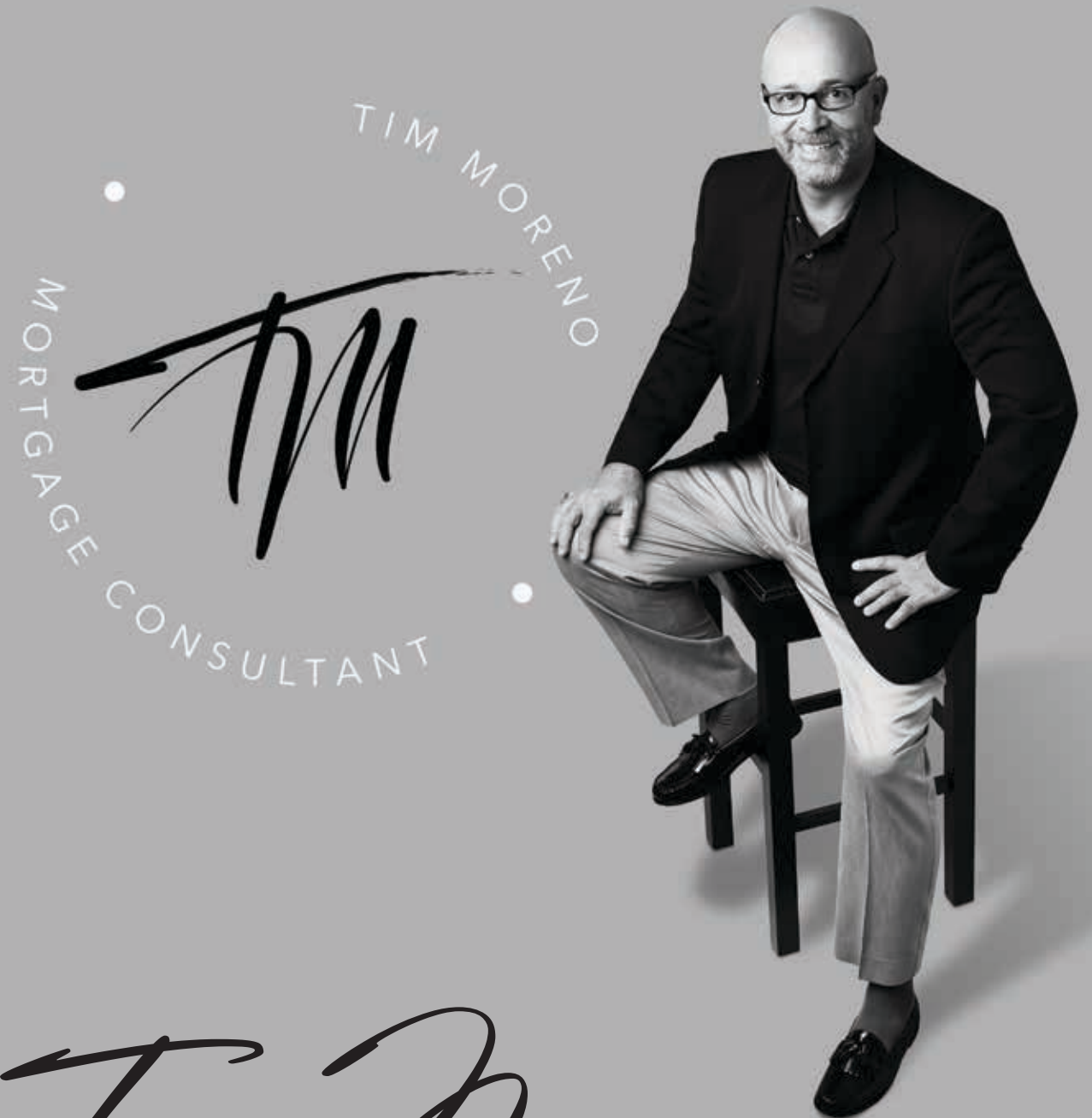
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» cover story

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

JAMIE SHELBY

REAL ESTATE IS A PLACE WHERE YOUR CAREER
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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



“

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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.



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2021

BY THE NUMBERS

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

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TOTAL TRANSACTIONS



45

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PER AGENT



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► 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.”



HUNGERFORD

tyler

» 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.

...



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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.”

“

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.



HOUSE *of* LOANS

DAVID VANCE

As a compassionate Christian, heart-felt 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.

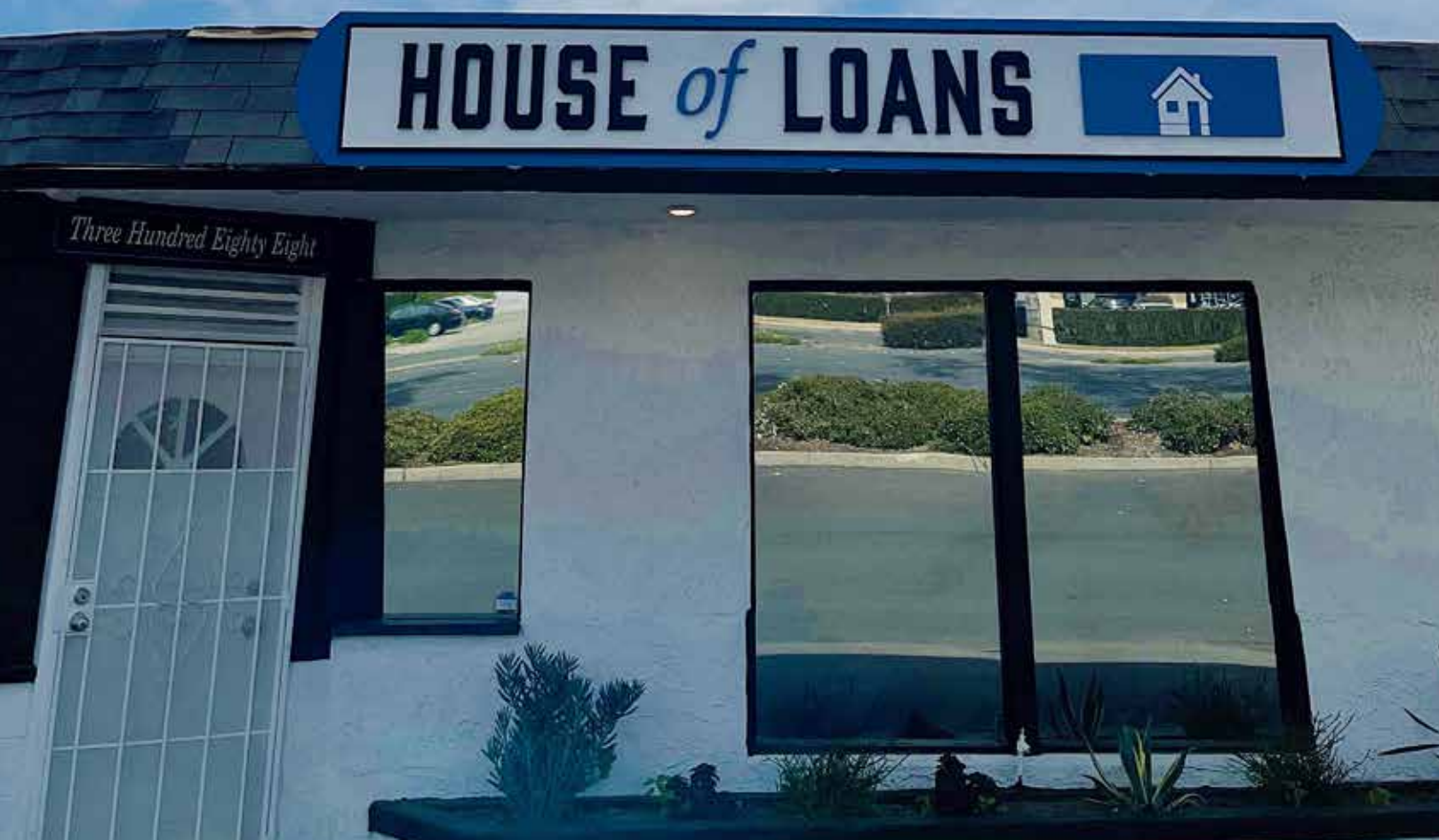
“My family is friends with the owner of the restaurant Market Broiler, so I went to him asking for a job as a waiter in one of his restaurants back in 2001,” David explained. “His brother owned a mortgage company

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.

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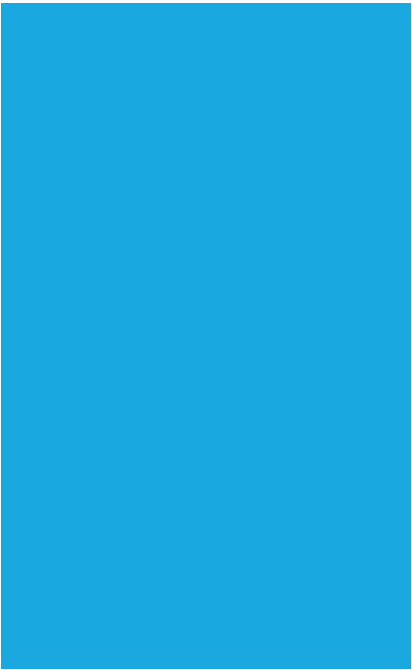
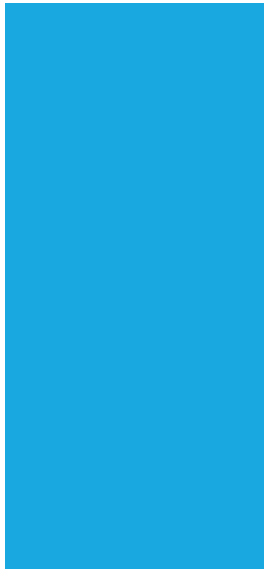
baco wine & grill in dos lagos

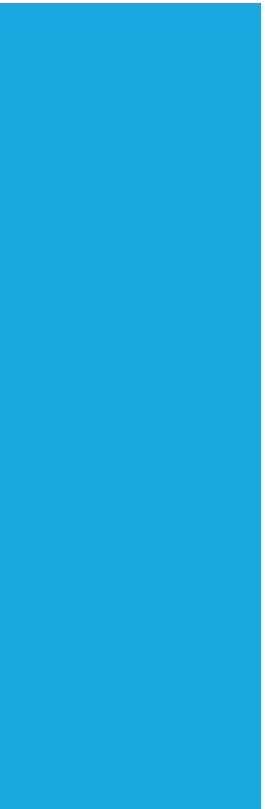
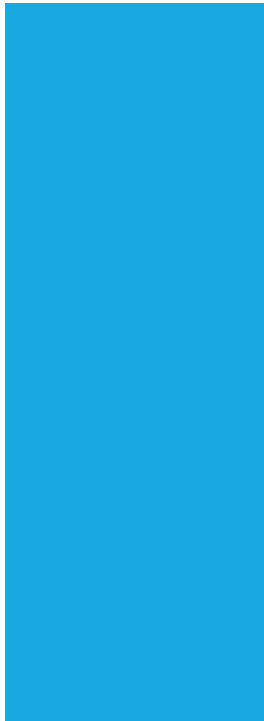
►► inland empire real producers event

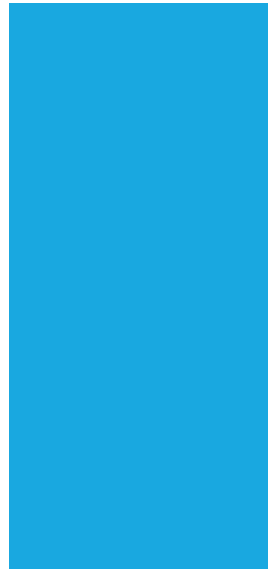
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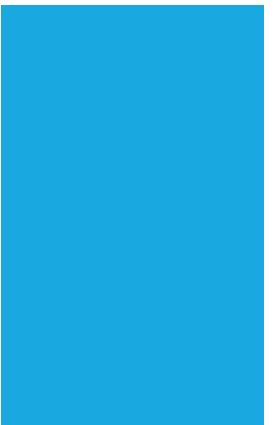
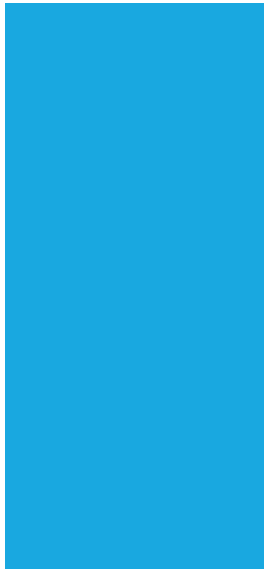
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