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GREGORY HUDSON LYNCH

On Saturday, August 20, 2022, our community lost an icon when Gregory Hudson Lynch, principal of The Lynch Group at Compass, died in a tragic automobile accident. Gregory was a loving husband, father, leader, and a true inspiration to his community. He always had a very passionate, enthusiastic, and hardworking mindset. He put 100-percent effort into everything he did. Gregory was a mentor who led by example with his professionalism and positive attitude even when faced with adversity.

The way Gregory spoke about Cheryl, his wife of 29 years, you could feel the love pouring from his heart. His eyes filled with tears sharing the story of how they first met. And you could see the memories, the passion, and the unconditional love he carried for his family through his eyes.

It was an honor for anyone who had the pleasure to work with Gregory, talk to him, connect with him, and hear about his life, which was full of adventure. His legacy will live on, not only through his children and Cheryl but through all of us at The Lynch Group. He was, and his legacy will always be, a true leader, friend, and mentor.

IN MEMORIAM



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►► broker spotlight

By Dave Danielson
Photos by Bodie Kuljian

Shelly REYLAND

A Passion for the Profession



We all like to succeed in whatever we have planned for ourselves in life. But it makes it all the more fulfilling when your success comes from helping others achieve their dreams.

That's what Shelly Reyland does every day.

The Drive to Help Others Thrive

As broker/owner of RE/MAX Coastal Homes, Shelly is driven by helping others achieve their goals.

"My favorite part is getting to know people and being involved in helping them buy or sell their own personal home or an investment. I enjoy that," Shelly says.

"I try to stay connected with my clients and like knowing that every day is different. I also like the challenge of holding deals together."

Finding Her Way Forward

Shelly originally grew up in Michigan. She started her career in property management and managed 810 units. She also opened and operated her own marketing company before taking time off when she had her first daughter.

After leaving the Midwest, Shelly moved to Phoenix for a couple of years before moving to the area in 2002.

"About 11 years ago, I decided I could be a broker/owner, so I opened up a RE/MAX franchise," Shelly says.

"It has been a long journey to get the brokerage up and running. Today, we have about 30 agents and have a great permanent home in San Clemente."

Passion for the Profession

When you talk with Shelly, it's easy to see the passion she has for the profession and the people she gets to work with on a daily basis.

"I love the camaraderie we have on our team, and I also still like to sell," she emphasizes. "I feel very lucky that I get to do this, and I love it."

Signs of Success

RE/MAX Coastal Homes has enjoyed a remarkable level of success through time. In fact, they've grown every year since starting.

...



...

In 2021, they recorded an astounding total of \$310 million in sales volume brokerage-wide. In addition, the brokerage also has its own escrow company.

Family Fulfillment

Away from work, Shelly’s world is made much richer by her family, including her husband of 26 years, Paul, and her three daughters.

“I’m so proud of my family, including Paul, who has supported me so much, and our three beautiful daughters,” she says.

In her free time, Shelly loves traveling and spending time with her family.

“One of our favorite places to go to each year is Northern Michigan,” she says.

Shelly and her family are big sports fans, with college football being a favorite. Shelly is a big fan of the Michigan State Spartans, while Paul is partial to the Cincinnati Bearcats. Her oldest daughter graduated from USC, so they now are big Trojan fans too.

Shelly Reyland is broker/owner of RE/MAX Coastal Homes.

Another favorite pursuit throughout the years has been supporting her three girls during their time in high school theater.

When it comes to giving back, Shelly has been deeply involved in the Drama Booster organization at San Clemente High School for 10 years.

Positive Influence

Those who know Shelly appreciate her extremely positive nature.

“It means a lot to me that the people around me know that I’m fair,” she says with a smile. “I always like being generous with my time and being a resource for others.”

Day by day, Shelly Reyland invests her energy and vision in others ... passionate about giving her best to them so that their future can be even better. In turn, she is grateful for her clients’ loyalty and friendship.



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▶▶ agent spotlight

By Dave Danielson
Photos by Bodie Kuljian



Devon Emmons and Cindy Vu are business partners at Davin Emmons & Associates with HomeSmart Evergreen Realty.

DAVIN EMMONS

Serving & Protecting Their Dreams

The visions that your clients have of their future aren't realized automatically. Your clients rely on your thoughtful guidance and tireless efforts to get where they want to go.

The desire to give that trusted guidance and leadership to others is what sparks Davin Emmons to make a difference for the people around him every day.

As a team leader of Davin Emmons & Associates real estate specialists with HomeSmart Evergreen Realty, Davin has built

a strong reputation for serving and protecting his clients and their dreams.

"I enjoy putting people in homes, and my passion is working with first-time homebuyers," Davin says with a smile. "A lot of times, first-time homebuyers don't believe it can happen. I love putting people in homes who never thought it could be real."

A CAREER OF CARE AND COMMITMENT

Davin earned his real estate license in 2004. But the truth is

that Davin has spent his entire career protecting and serving others — including the 29 years he spent as a member of the Los Angeles County Sheriff's Department.

Davin was raised in Gardena, California, as the son of a single mother after his parents divorced.

"She was an extremely strong mother to my two brothers and me. She did all she could. She drove the city bus and made sure we stayed

...

on the straight and narrow ... sending us to private schools,” Davin remembers.

“Coming out of high school, I saw my reality based on the people I was hanging around. I felt that I may end up in prison or worse. In fact, the scariest day of my life was coming up to my 18th birthday because I knew if I did something and was arrested, I wasn’t going to the juvenile facility; I would be going to prison. It’s not that I was a bad kid; I grew up with a set of friends that made questionable decisions.”

SETTING HIS PATH

Davin broke free of that chapter in his life and enlisted in the U.S. Army. During his three-year duty, he spent time at three posts, including in West Berlin, Germany. In the process, he became an Army MP. It seemed to be a role that was made for him.

“Growing up, I always wanted to be a cop. Even though I was hanging out with people who didn’t always make the best decisions during that time when I was 14 years old, I became an L.A. police explorer for four years,” he says.

EXPLORING AND BUILDING

After his service to his nation ended, it took Davin just 10 months to become part of the Los Angeles County Sheriff’s Department.

“I spent 29 years as a deputy sheriff. During that time, I had several injuries. One injury was 19 years ago, when I blew my back out during a fight,” he remembers.

Davin was off work recovering for 13 months. In the meantime, he heard whispers that there might be an early retirement for him.

“I didn’t have a backup plan at the time, so I said, let me get my real estate license,” Davin says. “I went to school online with the local community college, took all the coursework I needed and got my license.”

Eventually, Davin recovered and returned to work with the county. For the next 14 years, he carried out both roles — in real estate and as a deputy sheriff.

“At first, it was slow building my real estate business. But I was lucky that one deal led to two, and then four and so on,” Davin says. “By the time I retired from the Los Angeles County Sheriff’s Department in 2017, I had done 25 transactions in my final year as a deputy sheriff.”

REPUTATION FOR RESULTS

Through time, Davin has built a remarkable reputation for results. In fact, in 2021, he recorded 49 transactions. On the way to those numbers, he was running out of hours in the day to get it all done by himself, so he started his own team with his business partner, Cindy Vu. “Cindy had worked as our receptionist who immediately showed herself to be extremely self-motivated. As a recent graduate of the University of California at Irvine, she has been instrumental in my success,” Davin says.

“Right away, I knew that she was young, hungry, and motivated. I asked her if she wanted to be a REALTOR®. She kept her job as our receptionist and started working with me part time,” Davin says. “Then, in March of this year, she joined me full time. Since then, she has already closed several transactions, and she is currently working on some million-dollar deals.”

Davin’s world is made richer by his family, including his wife of 26 years, Lisa, and their children — Davin Jr., who just graduated from Arizona State University with a psychology degree and is working as a school-based interventionist with a school system in Phoenix, and their daughter, Ashley, who just graduated from high school and plans on attending cosmetology school.

In their free time, Davin and his family have a passion for traveling, with favorite destinations being Maui and Puerto Rico.

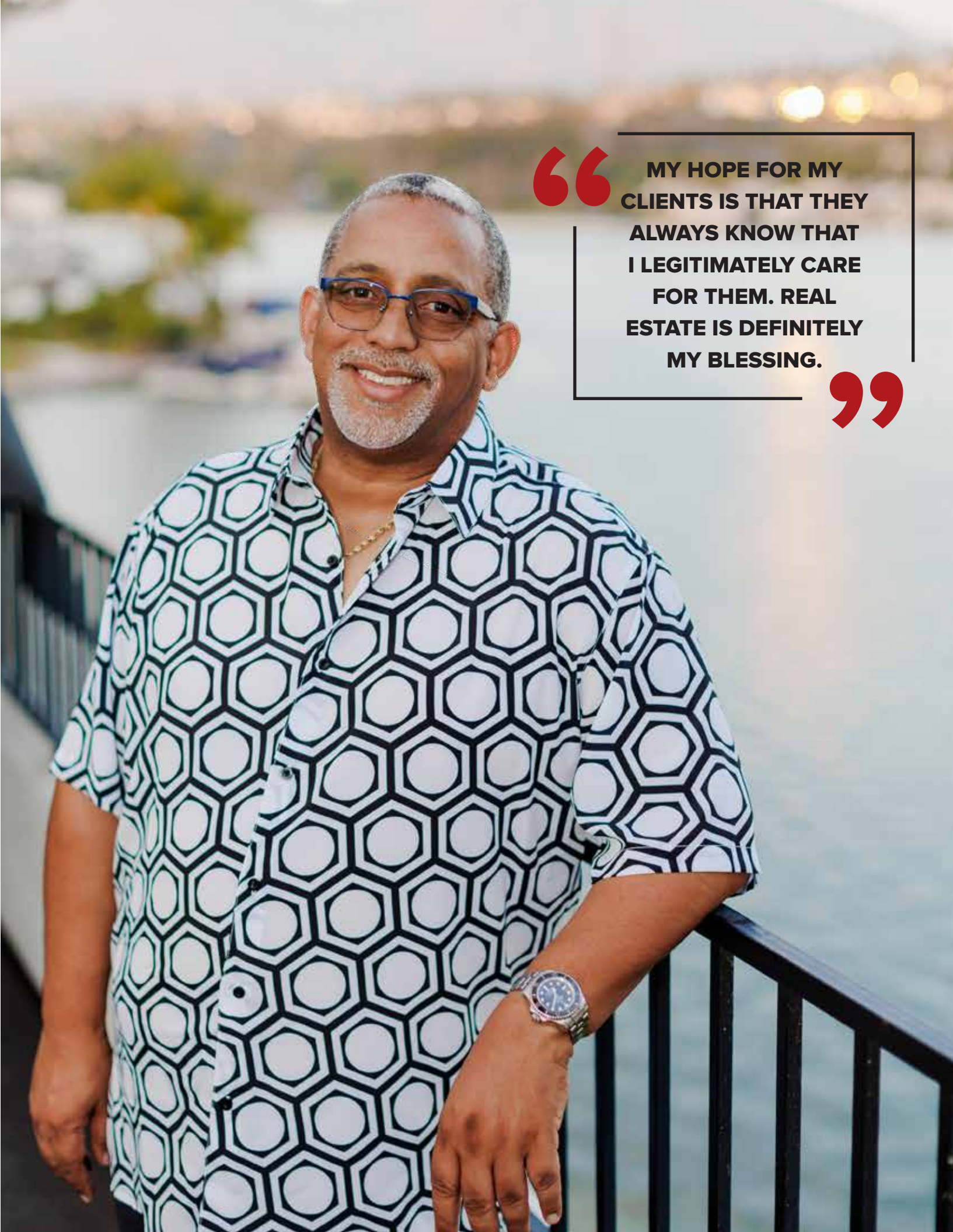
Giving back is also central to life for Davin. He has a big place in his heart for groups such as Disabled American Veterans and Tunnels to Towers — both being nonprofits benefiting veterans.

As Davin looks to the future, he feels deep gratitude for his place in life and his work with his clients.

“My hope for my clients is that they always know that I legitimately care for them,” he says with a smile. “Real estate is definitely my blessing.”



Prior to real estate, Davin Emmons spent 29 years as a deputy sheriff with the Los Angeles County Sheriff’s Department.



“MY HOPE FOR MY CLIENTS IS THAT THEY ALWAYS KNOW THAT I LEGITIMATELY CARE FOR THEM. REAL ESTATE IS DEFINITELY MY BLESSING.”



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South OC Real Producers

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We had a wonderful time celebrating our third anniversary in print “toes on the sand” at the gorgeous Hotel Laguna in September. We loved seeing you enjoy yourself and build stronger relationships in the industry. You are the best of the best, and it was wonderful to see the synergy happening between the top agents in South OC and our business partners! Congratulations to Hailey Potok for winning the social media contest during the event!

A special thank-you to our event sponsors, Michelle Chandler-Rahe with The Escrow Source and Chris Smith with TheSmithGroup at MortgageOne, Inc.!

Please see their personal thank-yous to this amazing community on pages 33 and 34, after the gallery.

Our event season is not over yet! Our NEXT EVENT is coming up soon, on November 7th, from 5–8 p.m., at Marbella Country Club. Our event at Marbella last year was one of your favorite locations... We’re looking forward to seeing you all again there!

For information on all South OC Real Producers events, please email michele.kader@n2co.com.









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MICHELLE CHANDLER-RAHE | The Escrow Source

Dear Michele and
South OC Real Producers,

I wanted to express my appreciation for the opportunity to participate and for being asked to sponsor the awesome Real Producers' third-anniversary event at Hotel Laguna on September 15th. It was my honor to support this wonderful event that brought everyone together, as a community, to celebrate *South Orange County Real Producers'* third anniversary!

Thank you with all my heart to all of the REALTORS® who came

out and attended the event. It was so great to connect with many of you! If I didn't have a chance to say hello personally, I look forward to seeing you at the next event, in November.

**Please feel free to
email me at michelle@theescrowsource.net.**

With gratitude,
Michelle Chandler-Rahe
The Escrow Source



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CHRISTOPHER SMITH & TheSmithGroup at MortgageOne, Inc.

Dear Michele and South OC Real Producers,

I wanted to express my gratitude for the opportunity to participate and for being asked to sponsor the amazing *South OC Real Producers'* third-anniversary party at Hotel Laguna on September 15th. It was an honor to support this wonderful event and gather with the community.

Thank you very much to the REALTORS® who came out and attended the event. It was great to connect with so many of you and reconnect with so many of my close friends and colleagues! If I didn't have a chance to say hello personally, I will be reaching out to each of you individually in the coming weeks. As a token

of my appreciation, I have a gift for you, in addition to the one you received at the event.

I hope I'll have an opportunity to see you at the next Real Producers event!

Please feel free to email me at christopher.smith@gomortgageone.com. I look forward to meeting you!

With gratitude,
Christopher Smith
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KEN HARTE

cover story
By Dave Danielson



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Good enough just isn't good enough... You aren't satisfied with just getting your clients to the closing table. What you're after is their complete satisfaction and a personal best or record too.

That's where Ken Harter thrives.

As broker of record of The Harter Group, Ken partners with his wife, Ashley (who serves as CEO). Together, they find fulfillment in advising and guiding clients through the ever-changing real estate market so they can make the best decisions for themselves. It's about setting goals and strategically helping people achieve their real estate goals and dreams. It's about putting their best foot forward each day to present each unique property for the amazing home that it is, all the while pushing themselves beyond the limits the market can bear to set new trends and break records.

"I love what I do. I get to show beautiful homes and make a living helping others maximize their profit on one of their largest assets," Ken says.

"It's very fulfilling and rewarding when you can do that for someone."

MAKING MUSIC

Prior to entering the real estate industry, Ken enjoyed substantial success in the music industry, beginning in New York, where he worked as a recording engineer at Battery Studios, working

...



Photo by WASIO faces



Ken Harter is broker of record of The Harter Group, a boutique luxury brokerage, where he partners with his wife, Ashley, who serves as CEO. (Photo by WASIO faces)

...

with the likes of Backstreet Boys, Brittany Spears, Alanis Morissette, Yellowcard and many more.

“Music has always been a big part of my life,” he remembers. “One of the biggest highlights for me was working among the likes of Max Martin and alongside my brother, who is also a talented and amazing engineer and keyboard player.”

During his time working in the world of audio, Ken reached lofty heights of achievement. In fact, he and his brother earned an Emmy Award for their role in creating a promo video for Madison Square Garden Network.

SIGNS OF HIS COMING CAREER

When Ken was living in New York, he flipped homes with his father, which initially began as a hobby and eventually turned into a passion and side business.

“Every time we did that, it felt satisfying marrying my creative and imaginative mind with my analytical brain. There’s something so wonderful about putting your personal touch on a property and making it beautiful for another family to enjoy. My father and I literally did all the work ourselves. I learned so much about construction and valued my father’s motto, “If you’re going to do something, do it right the first time... No cutting corners.” In the process, I also observed my agent and learned what it took to be an agent and market a property, and realized it was a skill I wanted to add to my toolbox. I am a people person, so it felt so natural to take that next step.

“I was inspired to come out to California after watching an episode on HGTV. I really felt connected to the land, so I decided to move from Long Beach, New York, to Long Beach, California, in 2005. I felt like this was where I was meant to be.”

MEANT TO BE

Ken soon had a very important moment in his life when he met his future wife, Ashley.

“She was a licensed real estate agent, and she eventually encouraged me to get my license here in California too,” Ken recalls.

Ken has applied his dedicated work ethic to learning and growing through time in the business. In turn, success has been something Ken has routinely found.

Today, one of the most rewarding parts of Ken’s career in real estate has been meeting amazing clients who turn into lifelong friends.

“Now that I am a father, I value my career choice as a real estate agent because I have the flexibility to make my own schedule. The business can be very demanding, and while I spend a lot of my time with clients, I am grateful that I have the ability to spend time with my family in ways I never imagined,” he says. “The holidays are my favorite time of year because it’s a magical time with the kids and typically a slow season in the real estate business. I look forward to unwinding with my family, traveling and resetting for the new year.”

Teamwork is central to success... As Ken says, “In hindsight, meeting my wife was totally meant to be. Not just personally but professionally. We are an amazing team and complement each other very well. We’ve figured out our strengths and defined our roles so that we can work together easily and effortlessly.”

FAMILY HIGHLIGHTS

Away from work, Ken cherishes time with Ashley and their children — 7-year-old daughter Hazel and 4-year-old son Sawyer.

...



Photo by WASIO faces

“

Now that I am a father, I value my career choice as a real estate agent because I have the flexibility to make my own schedule.

”



Ken and Ashley Harter with their children, Sawyer and Hazel. (Photo by Citrus Studios)

...

Ken and his family live in Baker Ranch, enjoying their leisure time there and exploring other destinations such as Disneyland, Legoland and other locations on family road trips.

Giving back is central to life for Ken as well. He and his family donate to local animal shelters. He also donates

a portion of each commission to support affordable housing efforts in the area through Give Back Homes. In addition, they also have enjoyed raising and fostering dogs.

Those who get to know Ken understand that they can count on him to be truthful, honest and genuine, with

a heartfelt level of dedication to their needs. He has fully embraced his father's motto to do things right the first time and consistently and reliably does just that — in his personal life, in his business endeavors and for his clients, helping them achieve their real estate goals with complete satisfaction, always offering up his personal best.



“
In hindsight, meeting my wife was totally meant to be. Not just personally but professionally. We are an amazing team and complement each other very well.
”

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experience, more diligence, and more problem-solv-
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with the highest confidence because I do not have to
worry, as I know he will always find a way through
difficult challenges and we will be ok. This is also
someone who can make a critical deadline, ALL while
dealing with a buyer (ME) who was disorganized and
sometimes unresponsive!! I know we would not have
closed on time had Matt not been handling my loan.
Thank you, thank you, thank you!!!"

Robyn W. | Realtor



Matt Webb

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Holiday

HOME PREPARATION

By Shauna Osborne

The air is crisp, the leaves are changing, and the holidays are just around the corner! The cheerful months of November and December always fly by, but a little advance cleaning and organizing can help keep holiday entertaining worries at bay. Here are a few home-preparation tips to make your space fresh, festive and ready to entertain!

Prep appliances.

All that scrumptious cooking and baking we do over the holidays can give kitchen appliances a workout. Prep them for the overload with a thorough cleaning and inspection.

- Check the temperature reading with an oven thermometer to ensure accuracy.
- Remove all food residue and build-up in the washtub, drain and around the door of the dishwasher.
- Sharpen kitchen knives.
- Make sure vacuum cleaners are emptied and located handily for quick clean-ups.

- Clean out refrigerator and freezer, checking for blocked air vents.
- Replace worn flapper valves on toilets (and don't forget to provide plenty of extra toilet paper and a plunger)!

Organize living spaces.

Focus on beautifying areas guests will see most, like the front porch, entryway, kitchen, living room and bathrooms. Stash away easily decluttered items, which gives the illusion of clean space (even if it isn't). Supply overnight guests with an empty drawer or closet space, extra pillows/blankets, clean towels, travel-size toiletries and a flat surface for their luggage.

Safeguard your home.

Here, an ounce of prevention prevents a pound of cure.

- Always keep windows and doors locked.
- Don't advertise big-ticket gifts by putting boxes outside the home.

- Lock away all medications, firearms and household chemicals.
- Keep driveway and walkway clear of ice and snow, if applicable.
- Never leave open flames unattended.
- Make sure live Christmas trees stay well-watered.
- Utilize light timers to regulate electricity usage for decorations.

Stock up on essentials.

A few days before having houseguests, inquire about favorite snacks and drinks, and stock up on those items, as well as coffee, tea, creamer/sugar and simple breakfast items, like cereal, milk, juice, fruit and granola bars. Stock up on essentials like paper towels, tissue, toilet paper, hand soap and toothpaste to have on hand.

Plan ahead and get organized this holiday season, so you can enjoy time spent making new memories with loved ones!



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