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It's that time of year again... We will be announcing the 2023 TOP 500 South Orange County Real Producers this month! We determine this list based on the 2022 Total Sales Volume of all agents who hold their license at an office in South Orange County.

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**We look forward to another amazing year with the
best of the best in South Orange County!**

RP ACCESS

PODCAST



Hosted by
Michele Kader

One of the most exciting developments here at South Orange County Real Producers has been the launch of our new podcast, *RP ACCESS*.

We are excited to feature our top REALTORS® and valued industry

partners for engaging, informative, and entertaining segments on topics of interest to Real Producers in our community.

Listen in the morning while you get ready for your day, in the car while driving to and from appointments or after work while unwinding from your busy day.

Catch new episodes on YouTube and Spotify every week!

A *big* thank-you to our wonderful podcast sponsor, JJ Mazzo of Mazzo Group at CrossCountry Mortgage. We appreciate you and all you have done to support and make the *RP ACCESS* podcast possible!



Here are some photos from our most recent podcasts. Be on the lookout for these episodes coming soon!

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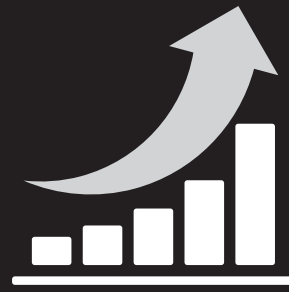
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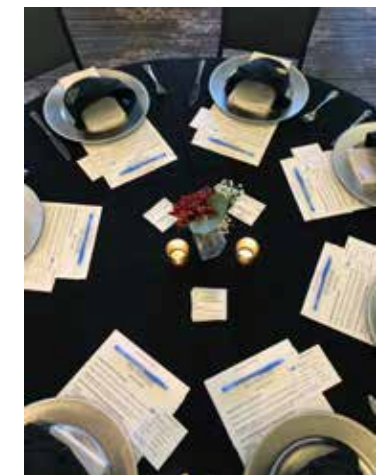


We had a wonderful time celebrating an AMAZING year with our Preferred Partners at our Partner Appreciation Event this past December!

We gathered for a delicious breakfast at the beautiful Marbella Country Club to celebrate wins from the year, hear from a few top agents in the industry, and talk about the exciting things we have planned for 2023!

We are grateful for our Preferred Partners — the people and companies who support South OC Real Producers. Our Real Producers platform is entirely sponsored by the wonderful industry affiliates you see every month on our Preferred Partner Index in the magazine. These Preferred Partners have all been referred to us by other top-producing agents like you, so we are confident that these are some of the very best in their respective industries. Please don't hesitate to reach out to any of them this year ... and be sure to tell them Real Producers sent you!

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PAUL BRUTOCO

▶ rising star
By Dave Danielson

BRINGING
HIS
PASSIONS
TO REAL
ESTATE



Photo by Jenny McMasters

When you love what you do, there's no doubt that it shows. A prime example of that truth is Paul Brutoco.

A REALTOR® with Pacific Sotheby's International Realty, Paul has a pure passion for the profession and helping those around him go further toward their goals.

"I believe that one way to do what you love is to bring what you love into what you do," Paul says with a smile.

A Blend of Gifts and Interests

Paul has several interests from his life that blend perfectly with his love for his work. He has long been an artist and a cook. So one thing he does that adds a special flair is giving some of his creations to his prospects and clients as gifts.



Paul gifts his clients with his own artwork.

"I enjoy bringing out my creativity in my gifts. Even the smallest gifts can make somebody feel special. It makes me feel great to give, and it's a great way to make a deeper connection with people," he explains.



Paul highlights his passion for cooking, too, by heavily featuring it alongside his family life in his social media. Instead of just posting about real estate, sharing his food allows people to get to know him better and engage over relatable items like his pasta, pizza, burgers, desserts or even vegetable dishes. Paul makes it look extremely appetizing, and it's just another way to see the many sides of him.

Nurturing Native Roots

Paul grew up in San Juan Capistrano, attending schools locally and graduating from high school at Santa Margarita Catholic High School.

As he came of age, Paul attended and graduated from the University of Notre Dame, where he met his wife during his senior year as an IT management major, with an emphasis on business and tech. As he entered his career, he worked in marketing and even started at the Taco Bell corporate office in Irvine. He also gained valuable experience working for over a decade with top brands such as IBM, Western Digital, and Steak 'n Shake, as well as consulting for various wine, food, and hospitality ventures.



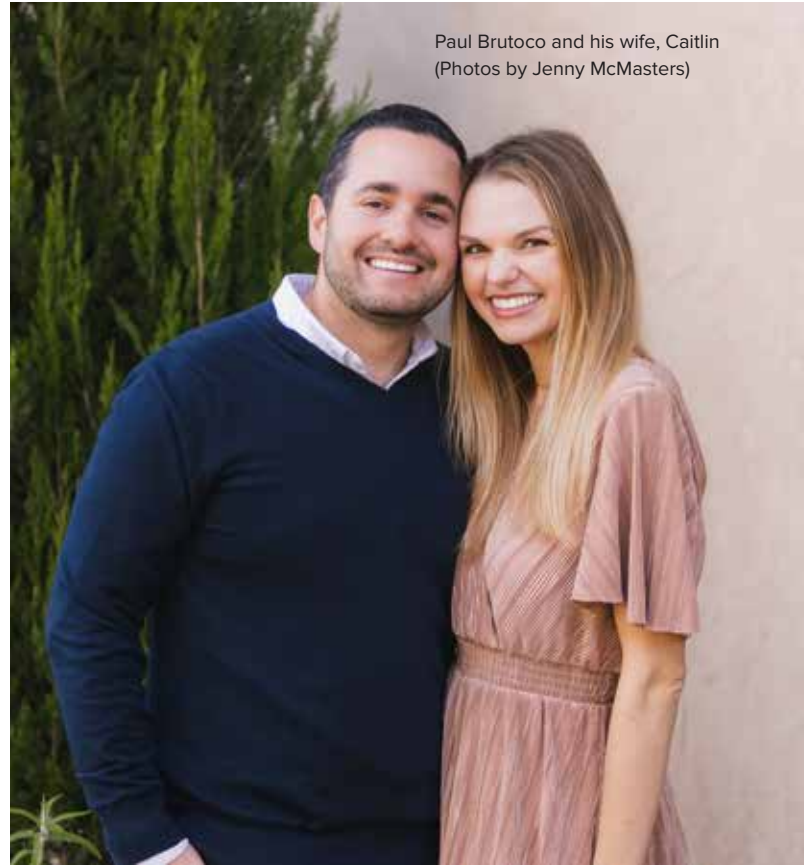
“It was all a great experience for me. I had the chance to build relationships, manage projects, and drive various forms of marketing along the way,” he says. “I believe all of those skills and more are still very much in use in my work as an agent today.”

Food and technology businesses were always favorite industries for Paul. But there was another path that got his attention as well.

“Real estate was always on my mind as a hobby and passion, and I was looking for the right opportunity to make the transition into it full-time. We had moved around the country a little bit before coming back to Southern California,” he remembers. “When we finally got settled back into my hometown, I embraced a more entrepreneurial path and worked toward getting into real estate.”

Skyrocketing Results

In mid-2021, Paul launched his real estate career and immediately found a good match for his personality, experience, and interests.



Paul Brutoco and his wife, Caitlin
(Photos by Jenny McMasters)



Photos by Jenny McMasters

“I love connecting with people. Whoever I talk with, I love finding those commonalities ... That’s definitely something that I got from my mom. She is always great at making those connections with anybody she meets. Whether it be by discovering a mutual friend, finding a similar interest, or sharing a small gift with them, there’s always some way to connect with people on a deeper level.”

Paul has quickly created a remarkable record of results. In fact, in only his first year in real estate, he has accounted for 33 transactions, representing \$45 million in sales volume.

Family Fulfillment

For all of the success he finds professionally, Paul cherishes time with his family, including his wife of 11 years, Caitlin, and their daughters: 5-year-old Isabella and 3-year-old Coralina. They also enjoy time hanging out with their small terrier dog, Winnie.

In his free time, one of Paul’s favorite activities is cooking for his family. He also is a big fan of soccer and, of course, of his alma mater, Notre Dame Football. He can often be found hosting watch parties for key sporting events.

“I love that in this profession, I can grow my network simply by doing many of the things that I already enjoy and sharing those experiences with others. It’s a great way to bring people together,” he says.

Paul’s creative side finds an outlet with his artistic gifts. In fact, one of the special gifts that he often presents to his clients are iconic artwork notecards that he designed, with each card representing a different city. For example, his Dana Point card features a picture of a whale, while his card for San Juan Capistrano is highlighted by the mission bells. He originally created this artwork for his daughters’ rooms but then found a place for them in his business as client gifts as well.

Lasting Difference

The drive that Paul carries forth each day is centered on creating value and being a source of information for his clients.

“I take a lot of pride in helping people make big financial decisions as they sell or purchase their next home or investment property. I want to be a great source of knowledge for them and guide them through the sometimes challenging emotional journey,” he says. “I aim to provide real value every time I interact with people.”

With a creative spark, a drive to deliver value, and a genuine level of care for the goals of those around him, Paul Brutoco makes a deep, lasting impact on the lives of those around him ... one that reflects his passion for his work and that will likely be felt for generations to come.



“**I AIM TO PROVIDE REAL VALUE EVERY TIME I INTERACT WITH PEOPLE.**”





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ANDREA DEAN

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▶▶ partner spotlight

By Dave Danielson
Photos by WASIO faces



TREASURED TRANSFORMATIONS

Each space in a home holds many possibilities. Helping clients envision themselves there can make all the difference when it comes to moving the property quickly from listing to closing.

That's where the partnership of owner and lead designer Andrea Dean at Straw + Clover Studio comes into play.

EXPERIENCE AND EXPERTISE

Those who have had the opportunity to partner with Andrea see firsthand the treasured transformations that occur through her staging expertise and experience.

"I love getting to do a unique style for every home and pulling a house together in one to two days and seeing it completely transform," Andrea explains. "With staging, you see the end results."

Each property is a world unto itself. In turn, Andrea and her team deliver customized results.

"We tailor the design depending on the neighborhood, the aesthetic of the home, and the architecture. We aren't a one-size-fits-all stager," Andrea says.

"Our look is elevated. It is designed to feel like a home rather than something staged. We really study

...

Andrea Dean's husband, Jason, works with her on the Straw + Clover Studio's design team.



“

OUR LOOK IS ELEVATED.

IT IS DESIGNED TO FEEL LIKE A HOME RATHER THAN SOMETHING STAGED.

”



...

the demographics and potential buyers and tailor the house to sell to that audience. I think that really sets us apart.”

TERRIFIC TEAMWORK

Teamwork is at the heart of the equation of excellence at Straw + Clover Studio. Joining Andrea are three other designers. Together, the team works to curate a design. Once things are in place, Andrea does a full walk-through to finalize, and then the home is set for clients.

In addition, Andrea's husband, Jason, is part of the team — working with Andrea on design ideas.

Those who work with Andrea and her team appreciate the personal experience that they receive.

“I talk with each agent. I'm their point of contact, and I make sure that everything is taken care of and everyone is happy,” Andrea says.

“I'm never too busy to pick up the phone. I really care and want to make sure that my clients are happy and can call me for anything.”

ELEVATED EXPERIENCE

The process begins with a free consultation, where Andrea meets the

clients and assesses the best way to bring the home to life.

As Andrea explains, “At the same time, we take care to hear the needs of the clients who live there to accommodate them during a stressful move and preparing their home for sale ... or taking a vacant home and making it feel like a home.”

The business truly has a family feel. In addition to Jason, the team includes Andrea's sister, Michelle Beltran, who is a designer on the team, as well as Andrea's and Jason's daughter, Avery McQuade, who also handles designer responsibilities.

Brit Guadagno and Chloe Campos also serve as designers on the team.

Plus, Keith Harper works as head of logistics.

“I'm very thankful for our team,” Andrea says. “We have a very tight-knit, family-run business where we all work together every day.”

For more information, call 714-655-9705 or visit www.strawandclover.com.





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STACY FELTMAN

POSITIVE MOMENTUM

It's true that success tends to build upon itself through time. Of course, the success you experience is a direct result of your efforts and your approach to work and life ... to keep it all moving forward.





From left to right: Stacy's husband and fellow Realtor®, Bryan Feltman; Stacy Feltman; and Director of Operations Kat Rozman.

Stacy Feltman takes the same relentless steps in her world.

As a real estate professional with Century 21 Award, Stacy builds a true sense of positive momentum that carries over to benefit those around her.

“One of the things that I love about what I do is the fact that every day is different, along with each client and home. It keeps me busy and creative. I have a very A-type personality,” Stacy says.

“The busier I get, the more I do and take on. I love that we can help with people’s biggest asset and that I can be a resource for them here in the area because I grew up here.”

ACTIVE PURSUITS

Stacy’s active pursuits on behalf of her clients today are a natural extension of her all-in approach to life growing up.



As a girl growing up in San Juan Capistrano, she rode horses and played soccer at Dana Hills High School and into her 20s. In fact, she competed with horses all along the west coast.

“When my horse got hurt when I was 23, I got my bachelor’s degree at Chico State in child development,” Stacy recalls. “I stayed and got my master’s degree in therapeutic recreation focusing on children with autism.”

STEPS FORWARD

In time, Stacy moved to Las Cruces, New Mexico, where she worked planning a wide variety of events for the community. While living there, she met her husband, Bryan, who was a professional golfer.

“He worked for a country club in Las Cruces. I told him on my second date that I was planning on moving back to California,” she remembers. “We moved back here and got married in June of 2001. At the time, I was working as a special events coordinator

for a financial company. As part of that, I got to plan some cool corporate events, including one in Paris, France.”

It wasn’t long before Stacy and Bryan started their family. Stacy became a stay-at-home mom as she and her family moved for a short time to Temecula, before returning to Orange County in 2005.

“That was the time when I decided to get my real estate license. At that point, I planned on working enough to help pay our property taxes, but my business took off,” she says with a smile.

SIGNS OF SUCCESS

Stacy steadily built her business, and her results have been remarkable. In fact, through time, she has recorded 400 career transactions and has been winning a wide range of awards and accolades.



ONE OF THE THINGS THAT I LOVE ABOUT WHAT I DO IS THE FACT THAT EVERY DAY IS DIFFERENT, ALONG WITH EACH CLIENT AND HOME. IT KEEPS ME BUSY AND CREATIVE.

She has qualified for Centurion Award status since 2011. In 2019, she reached Double Centurion Award status and earned Grand Centurion honors in 2021.

WONDERFUL LIFE

Away from work, Stacy’s world is made much fuller by her family. She cherishes time with her children, 19-year-old son Brandon, 17-year-old daughter Sadie, and 15-year-old daughter Shea.



Bryan and Stacy work together in the business now, with Bryan focusing on working with buyers and Stacy working primarily with sellers. They are joined by their full-time director of operations, Katalin Rozman.

In her free time, Stacy likes exercising, going to farmers markets, juicing, meditating, and hanging out with friends and family.

RISING ABOVE

Each life comes with challenges and hurdles. Stacy has definitely faced hers. In fact, she is a two-time cancer survivor.

Today, Stacy is doing well, and she has channeled her energies into making a positive impact on others. In fact, she hosted a breast cancer charity event for Breast Cancer Angels that generated over \$175,000 to help women facing the disease in Orange County.



In addition, Stacy is a big proponent of early detection and testing ... but she also places special emphasis on doing the right type of testing.

“My cancer went undetected for five years in a row. Four months after my last mammogram, I had a tumor the size of a lime and went on a mission to help women and to encourage more testing,” Stacy explains. “Women who have dense breasts like me should have different testing beyond mammograms, which don’t pick up irregularities very well. Instead, women with dense breasts should have an ultrasound and/or an MRI.”

When you talk with Stacy, her energy and positive attitude are contagious. It’s easy to see why she has been so successful.

“I care deeply about people. I’m an extremely hard worker. I live every day to its fullest because life is very short. I try to be a good person, do the right things, and stay level-headed and treat people the way I would want to be treated,” Stacy says.

“I take my clients’ trust very seriously. I’m proud of building this referral business through time, brick by brick. I like being present with my clients and kids.”



Top producer Stacy Feltman is team lead of the Feltman Real Estate Group with Century 21 Award.



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Terri Glenn
Business Development

Terri has been working in the escrow industry since 2002 when she retired from her career as a Flight Attendant. She has so much passion and an abundance of energy for her job, and that shines through when you meet her. She loves helping The Escrow Source grow their business and helping their clients have a smooth transaction.

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