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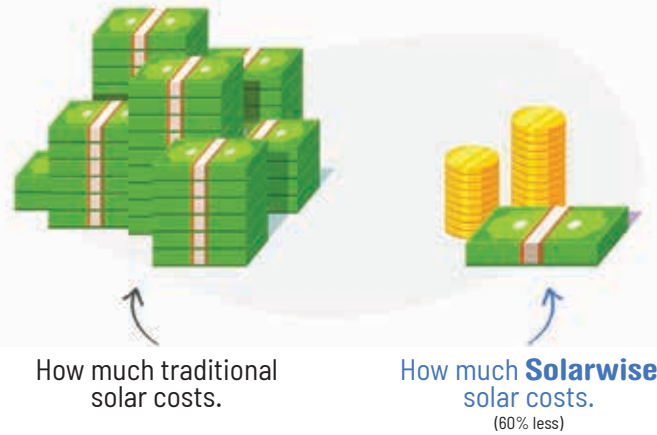
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If you are interested in contributing or nominating Realtors for certain stories, please email us at katie.macdiarmid@realproducersmag.com.

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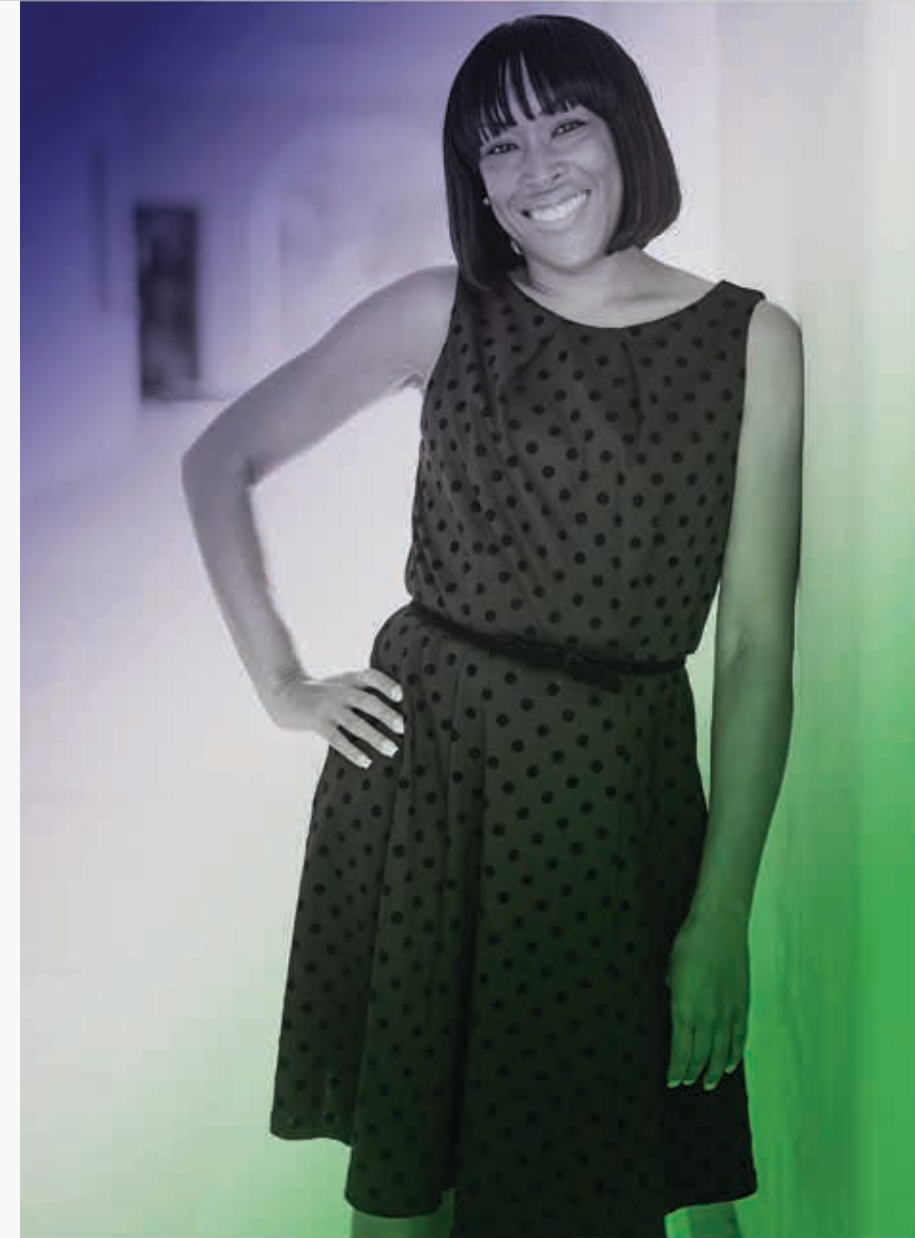
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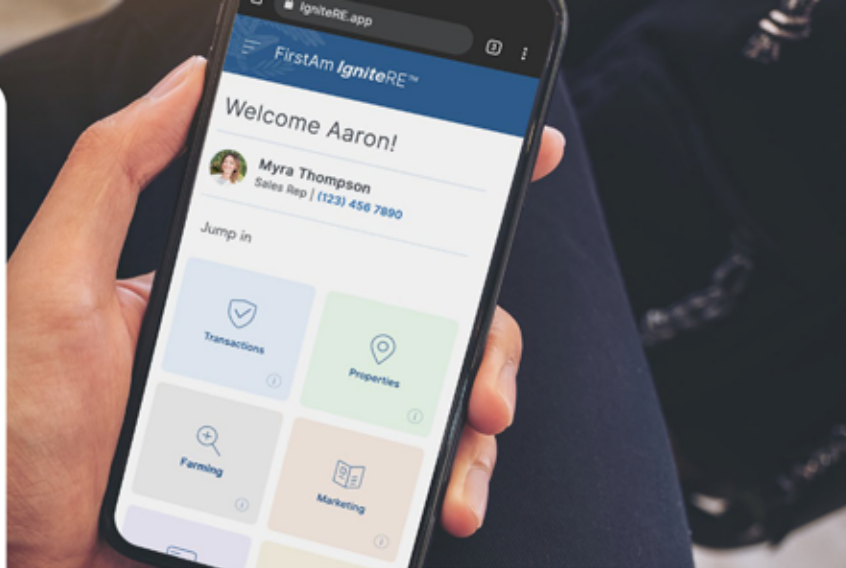
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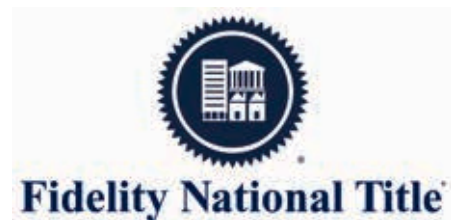


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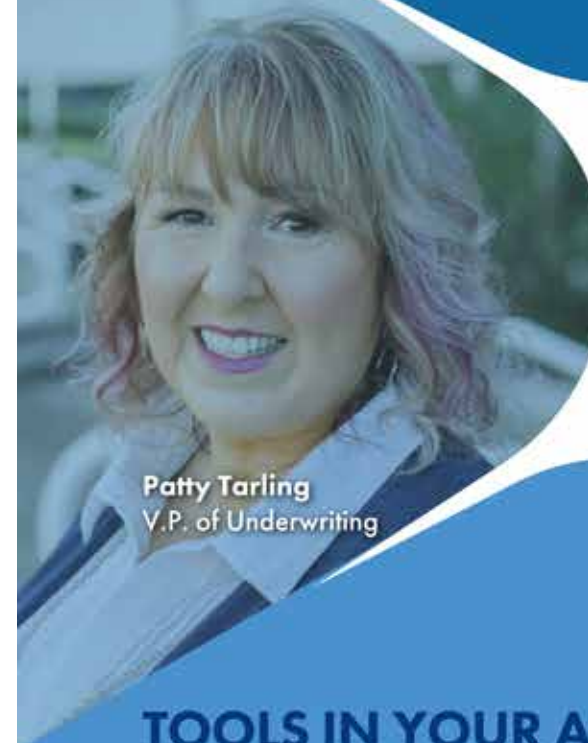
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Common Questions About *Sacramento* *Real Producers*

Real Producers is a national concept currently open in 125 markets across the country. As we approach the second anniversary of Sacramento Real Producers, I wanted to take the time to answer some pretty common questions.

What is the purpose of Real Producers magazine?

The mission of *Sacramento Real Producers* is simple. We strive to inform and inspire the top-producing real estate agents in the Sacramento market and connect them socially. We do this by telling their personal stories. How they have succeeded and failed. What drives them to achieve year in and year out. Where do they spend their time when they are not working, and what are they passionate about other than real estate. We give local top-producing REALTORS® a platform to tell their story in a way they have not been able to do so before.

The secondary focus is to provide an avenue for our affiliate partners to create and continue relationships with these top performers on a level that they might not be able to achieve on their own.

Who receives this magazine?

This magazine is mailed to the top 500 producing agents in the greater Sacramento area according to volume each year. This is based on the 2021 MLS; the ranking is annual and resets every year. This year, the minimum production level for our community was over \$14.5 million. Just to be included in this group is an accomplishment that testifies to your hard work, dedication and proficiency.

What is the process for being featured in the magazine?

It's really simple — you can nominate other REALTORS® (or yourselves!). We will consider anyone brought to our attention; we don't know everyone's story, so we need your help to learn about them! A nomination currently looks like this: You email us at katie.macdiarmid@realproducersmag.com with the subject "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be that they have an amazing story

that needs to be told; perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion for our writer to conduct an interview and write an article and for our photographers to schedule a photo shoot.

What does it cost to be featured?

Zero, zilch, zip, nada, nil. It costs absolutely nothing! We are not a pay-to-play model whatsoever. We write real stories about real producers, so nominate away, friends!

Who are the preferred partners?

Anyone listed as a "preferred partner" in the front of the magazine is a part of this community and a top professional in their industry. They will have an ad in every issue of the magazine, attend our events and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval." Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but the best affiliates, as well, so we can grow stronger together.

How can I refer a preferred partner?

If you know and want to recommend a local business that works with top REALTORS®, please email us to let us know at katie.macdiarmid@realproducersmag.com.

Still have questions? Don't hesitate to reach out!



Katie MacDiarmid
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katie.macdiarmid@realproducersmag.com

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STARTING ANOTHER CHAPTER

▶ profile

By Chris Menezes
Photos by Shot Archives

While Andi Wagner has been a top-producing agent for the past 17 years and currently operates a massive referral base business, she refuses to become complacent. In fact, she has just formed a team with Trent Andra and is, in many ways, just getting started.

This isn't the first time Andi has started a new chapter in life. She went from restaurant server to El Dorado County top producer in less than a year. She closed her first six deals all at the same time. While that was in February of 2006, at the height of the 2000 market, her tenacious work ethic, keen negotiating skills and ability to develop trusted relationships have kept her among the top in the county every year since.

Andi has been known for her negotiation skills ever since she was a kid, growing up in the Los Angeles valley. A natural extrovert, she was always trying to talk her way into better terms, especially if she got in trouble. "If I got grounded for a month, I'd counter with two weeks," she said, laughing.

Andi got her first job at the age of 16 at a doughnut shop in Glendora and has worked every day since. After graduating high school, she took her cousin up on an opportunity to move to the Bay Area and work as a nanny to her kids. While it was a major move for Andi at the time, she was up for the adventure.

Becoming a single mother in 1998, Andi got a job serving tables at a restaurant that allowed her to work with her son in a baby backpack carrier. She stayed in the restaurant business for the next seven years, which is where she met her husband, Kaleb, who was a regular at the Pollock Pines restaurant.

It was another regular, years later, who encouraged Andi to get into real estate. "He'd always come



in and say, 'You should do real estate; you'd be really great at it.' It wasn't something I gave much attention to until my own home purchase went a bit sideways, and I realized I could do better than this. I also wanted to be able to provide a better future for my two kids," explained Andi.

Of course, getting started in real estate wasn't as easy as Andi thought. She didn't know anything about real estate and started out as an inside sales agent, waiting for the phone to ring. Her broker at the time was very supportive, however, and gave her one of his listings to work as her first deal. Taking off from there, Andi remained consistent and was able to better herself every year. Then, the crash happened.





I OFTEN HAVE TO REMIND MYSELF OF WHERE I STARTED

AND WHERE I AM TODAY, TO NOT BE ANXIOUS ABOUT THE FUTURE, AND REMIND MYSELF THAT GOD IS ALWAYS FAITHFUL.

During the decline, Andi first started helping people with loan modifications. She then started using her negotiation skills on short sales. When the brokerage she was at went bankrupt, she decided to partner with another agent and open her own brokerage, Sierra Coast Properties. After a few years, however, as the market began to turn again, she found it challenging to compete with the larger brokerages and ended up hanging her license at Lyon Real Estate. That's when things really began to take off for Andi.

“The support and access to marketing materials they offered helped a lot. Plus, by that time, I had my referral base built up and a solid sphere of influence,” she explained.



Andi was the No. 1 selling agent in her Placerville office for six years at Lyon Real Estate. Then, in late 2021, she decided to move to eXp Realty and officially partnered with her friend and colleague, Trent Andra.

“Trent and I got licensed around the same time and have been talking about partnering for the past 10 years now. Seeing it finally come to fruition has been an exciting time for us,” she said. “We are both very faith and family oriented and can now spend more quality time with our families, knowing the business is covered and in good hands.”

Andi and Trent create a nice balance in their business as well. While their No. 1 goal is to sell real estate and serve their clients, they are looking forward to expanding the Wagner/Andra Real Estate



Group organically and bringing on more agents in the future. For now, they are focused on staying in front of their large database of past clients to keep their referral business flowing, while staying ever vigilant and prepared for whatever the market should bring.

When Andi is not working, she and her husband, Kaleb, stay busy on their 5-acre property in Rescue, which they bought two years ago and have been learning to farm. They currently have three donkeys, 16 chickens, two rabbits, three cats and two dogs. Now that their youngest child is in college and will be living on campus, they are looking forward to being empty nesters. They both love to paddleboard or kayak on Lake Natoma, play tennis, hike, garden, volunteer at church and spend time with their grandson.

Andi has definitely come a long way since she first left the restaurant business and entered real estate. Although she has seen much success over the years, she remains focused on the future and is excited for all that will come next.

“I often have to remind myself of where I started and where I am today, to not be anxious about the future, and remind myself that God is always faithful,” she said.





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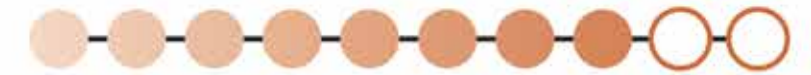
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HomeLight Title & Escrow Team:
Kim Parker, Melody Bowden,
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Gewerth, Lisa Jackson, Kelli Zanter

HomeLight, which started in 2012 as an agent referral platform, has grown into anything BUT a typical property technology company; they are the only one that is agent-centric! Since its founding, HomeLight has consistently built products based on what agents need and is designed to support agents and their clients. There is never a fee for HomeLight partner agents to have access to the HomeLight tools that set them apart from the crowd.

HomeLight directs, and connects, buyers and sellers to real estate agents and provides agents with products to help their clients accomplish their goals in the least stressful way possible. The company has three additional business sectors: HomeLight Home Loans, HomeLight Title and Escrow and HomeLight Homes, which offers products that are helping agents provide peace, security and efficiency for clients: Cash Offer and Buy Before You Sell.

▶▶ partner spotlight

By Ruth Gnirk | Photos by Rachel Lesiw — Indulge Beauty Studio



NAVIGATING THE STRESSORS OF HOME SALES

Before Jen Azevedo became HomeLight's senior strategic relationship manager for the Sacramento Region, she and her husband, Jerry, were like the thousands of others navigating the stressful, uncertain waters of buying and selling real estate, where timing is everything.

Jen was six months pregnant with their first child when a new home they were purchasing was nearing completion. Facing hefty penalties if they could not close within seven days of completion, they sold their existing property and relocated to a rental in order to be "move-in ready." However, what was supposed to be one month in a rental turned into a six-month period of being between homes before the new build was completed.

Years later, the Azevedo family was on the opposite side of the "timing" conundrum, having entered a sale agreement on their home but facing challenges finding a suitable replacement property while the clock was ticking. Being under pressure to find the right home, the family ended up in a property that wasn't an ideal fit and led to yet another purchase and move two years later.

"Had we had access to a program like *Buy Before You Sell*, we could have stayed in our first property right up until our new build was completed and had unlimited time to shop for our second home to find the right property," Jen said. "The program is a game-changer for families needing to use their equity out of their current home to purchase their next home."

"I learned a lot from my experiences as both a buyer and seller, where lining up things perfectly between transactions is challenging and stressful," Jen shared. "When my family moves again, I will choose an agent who utilizes *HomeLight Homes* tools to avoid the hassles of contingencies, move quickly and be in the most competitive position."

Those tools include *Cash Offer*, which enables buyers to submit noncontingent (and more competitive) cash offers. In today's market, the certainty of presenting a cash offer to a seller that can close in as few as eight days is a powerful negotiating tool for a buyer's purchase price.

HomeLight Buy Before You Sell allows sellers to use equity out of their existing property and write a noncontingent offer on their next property while still being able to sell their former home for *full* market value.

HomeLight

JEN AZEVEDO



•••

NOT TOO GOOD TO BE TRUE

“HomeLight’s goal is to remove as much friction as possible from the process of buying or selling a home,” Jen shared, “and we are building the future of real estate *today*. Our vision is a world where every real estate transaction is simple, certain and satisfying. I love what I do because I work with some amazing agents in the region, providing them with products that offer solutions to transaction roadblocks, which alleviates stress for their buyers and sellers during real estate transactions.”

All agents can freely enroll in HomeLight’s agent referral program, which currently includes over 28,000 of the top agents across the country. Strategic Partnerships, which provide access to the HomeLight Homes products, are free to agents but are by invitation or referral only. HomeLight also has an Elite Agent level of partnership, which is still free to agents and is available to their highest-rated and engaged agents.

To date, more than one million U.S. clients have used, and loved, HomeLight products. As the company has grown,



HomeLight has focused on developing a full-service technology platform designed to make every transaction seamless from beginning to end.

HomeLight Title & Escrow has a location in Roseville where a team of the region’s best escrow officers and assistants work to ensure an effortless transaction by providing unparalleled customer service. The team is committed to exceeding agent and client expectations and has been a wonderful addition to the company’s footprint in the Sacramento region.

“Top real estate agents across the United States rely on HomeLight to deliver better outcomes to homebuyers and sellers during every step of the real estate journey,” Jen explained, “whether that’s securing a competitive mortgage, upgrading their offer to all-cash or ensuring certainty in a modern closing process. HomeLight facilitates billions of dollars of residential real estate business on its platform for thousands of agents every year.”

WHAT REALLY MATTERS

Before her first son was born, Jen was the director of communications for a professional trade association, and prior to that, she worked for two large public relations firms. That is where she met her husband.

To stay close to home while their two sons were young and be there for “school pickup, snack time and sports practices,” Jen operated a home-based consultancy providing graphic and web design for a wide variety of clients. Her “entrepreneurial bug” also saw her operate a home staging and interior design business — an outgrowth of relationships she had with several real estate agents.

When her boys — now 17 and 15 — were old enough, she stepped back into the corporate world and managed communications and marketing for a national construction management company. Later, a friend in the real estate industry connected her with a title and escrow company, where she took a position as a sales rep before joining the HomeLight Team.

Being a wife and a mom have been her favorite jobs, but she loves the relationships she has created with agents and teams, and she knows first-hand the positive impact HomeLight’s business platform offers partner agents and the community members they are serving.

“At HomeLight, we are not a vendor; we are a *partner to our agent teams*,” Jen smiled. “We establish an ongoing relationship with our agent partners and support them with service and tools that help them grow their business. We are dedicated to serving our agents and being a resource to them as they work to serve their clients. And we adapt to agents’ needs as market conditions fluctuate and change.”



“**AT HOMELIGHT, WE ARE NOT A VENDOR; WE ARE A PARTNER TO OUR AGENT TEAMS.**”



Jen Azevedo with David Siegler, CA State Escrow Manager

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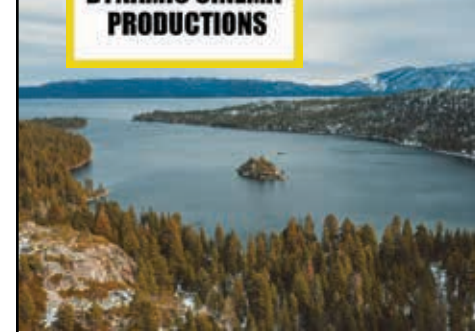


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Sabrina Khal - Project Manager



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JUSTIN FALCO



Meet Justin Falco of RE/MAX Gold. Justin brings both drive and passion to the table. He will go above and beyond in all aspects of a transaction for his clients. Justin explains, “Whether that be digging holes to expose septic lids to get through inspections or helping move large furniture when movers fall through after closing. Procrastination seems to be an industry dilemma that I strive to not fall prey to and make a point to get things done as efficiently as possible.”

Why did you become a real estate agent?

I originally went to school to become a lawyer and after a couple semesters decided a business degree would fit my style better. I had always been told that “you have a great personality and should do real estate.” This seems like a common thing someone with a social personality is told, but with a dad who was a general contractor, who flipped homes, I started to consider it as a career

path. Getting licensed was the best decision I ever made and brings me so much satisfaction.

What’s one challenge you’ve overcome in the past? What’d you learn from it?

One of the biggest challenges in the past was quitting my full-time job to pursue real estate. No savings or cushion to fall back on if I didn’t succeed, I heavily relied on the support of my now-wife. I learned that having support from family and friends is everything and to hang on to those relationships.

What are some of your biggest dreams, aspirations or “bucket list” items?

My dream is to set up my daughter for a successful future and hope she has a sibling down the road to receive the same. I want to take family trips around the world and give her an incredible life. My financial growth dream is to rent out my house and purchase a new home to start growing rental units. Eventually, I want to have multiple rental properties as another income source.

What is your favorite part of being a real estate agent?

The best part of real estate is the genuine connections I have made over the years. The lifelong friendships with industry partners and clients alike.

What does “success” mean to you?

Making sure my family is well provided for and living a life of fulfillment. I love being able to spend so much time with my daughter, and my wife was able to stay home for over a year, and now follow her own passion in starting her own career.

Are there any organizations or charities that you support? How?

When I was with Lyon Real Estate, I supported the Lyon Cares Foundation through donating a portion of my closed transactions. At RE/MAX Gold, I now donate from each transaction toward Children’s Miracle Network. I also have a Military on the Move program that I give \$1,000 toward closing costs to support veterans.

What are some of your goals for this year?

I want to find a good balance between work and spending time with the family. Somedays I find I don’t do the daily lead-generating activities I should,



such as making calls, writing notes, etc. I love all the time I get with my family, but I need to balance it out more.

What are your favorite tools, apps or bits of technology?

What I find myself using the most is the Booj CRM platform, list reports, Cloud CMA, Instagram/Facebook, and I’m now getting into First IO. List reports generate all my open house and online fliers co-branded with my lender. Cloud CMA is through metrolist and I use it to generate my property market analysis and listing presentations. The First IO is a program that gives me informed lists of who I should be calling from my SOI to make the most of my calls.



Getting licensed was the best decision I ever made, and I love all the connections I have made over the years and having a job that brings me so much satisfaction.





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AERIAL CANVAS

Matthew Wood

Building Lifelong Brands for Top Producers

Think of the Aerial Canvas team as an end-to-end solution, and a long-term extension of yourself and your marketing team; they are here to expand your reach and build your personal brand. CEO Matthew Wood and the entire Aerial Canvas team want to help you use this listing to get you to your next one through their innovative services. They specialize in gaining exposure to attract your ideal clients through video and modern marketing online, creating and sharing intuitive ways to inspire great human experiences and transform spaces. Aerial Canvas is here to support you in all things media so you can focus on being an agent.

A NEW KIND OF BUSINESS

Matt was born in Oklahoma and spent some of his time in Grass Valley, CA. While earning a Bachelor of Business Administration degree from Northeastern State University, he served in various financial institutions, and after graduation, he worked as a financial business analyst.

He decided to pursue his Master of Business Administration degree and worked as a senior financial analyst during his first year. However, the more he learned about business theory, and the longer he experienced business in the corporate environment, the more he longed to live out

his passion of creating his own successful company that provided a high-quality product at an affordable price and allowed him to operate in an ethical and others-minded way.

So that is exactly what he did in the fall of 2016. Matt began providing residential and commercial real estate photography and videography, as well as providing marketing and social media management for agents. By the fall of 2018, he had co-founded a media organization that focused on helping REALTORS® market themselves and their clients' properties in fresh and innovative ways.

In 2019 Matt sold his interest in the business he had co-founded and joined the Aerial Canvas leadership team.

Matt's wife, Melanie, is a double board-certified interventional pain physician and anesthesiologist. They have an adorable almost-2-year-old named Jackson who literally makes their lives so much more fulfilling. Matt is always working to perfect his smoked ribs and brisket. He has developed a love for running, and he and Melanie enjoy skiing. They are also always on the hunt for the best doughnuts.

“As an entrepreneur, it's really easy [to] work

...





Aerial Canvas Team



Matthew Wood with family

...

in the business and put everything on the back burner because we're building something that will make 'life' so much better," Matt reflected. "Over the last couple of years, it has been amazing to have a great team built around me. We support one another and strive to encourage a solid work-life balance. At Aerial Canvas we create business value with emotional currency. We are here to lift some of the burden off the agents' shoulders so they can be fully present for their families and clients."

AERIAL CANVAS

The founder of Aerial Canvas, Colby Johnson, had a vision for helping



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From the beginning, Aerial Canvas was created to work primarily with top agents who want the job done right, and consistently, every time. Through training and development, we have built a team to support from every aspect of the client journey.

"Many of our competitors are small agencies or individuals," explained Matt. "There's nothing wrong with that, but the ability and availability of one person can only go so far. Aerial Canvas provides our clients with consistent skill and availability. We aim to create unique and effective content that is not only worth seeing but worth sharing. We believe in succeeding as a team to provide long-term end-to-end solutions for a group of clients we truly respect. We are innovative at our core and always aim to push the industry forward. Our team possesses the perfect blend of technical skills that create profound connections between our clients and their communities."

The Aerial Canvas team is here to create long-term relationships that support agents in how they brand and market themselves. Because potential clients focus on presentation and exposure, Aerial Canvas offers end-to-end solutions, including next day turn around when it comes to your HDR photos, video of the house and neighborhood, 3D and VR experiences powered by Matterport, drone, listing websites with analytics and lead-generators, social media edits, virtual staging and much more. There is no additional travel fee for shoots within half an hour of Aerial Canvas' service area, and all drone/aerial photographers are licensed, insured and bonded.

"Every project is unique," Matt shared. "Our team can show up to a \$100,000 listing in the morning and transform it to look like a \$150,000 home for the client, then in the afternoon, they could show up to a \$15 million listing. We help real estate agents represent their sellers in the best light, through the best exposure, to ensure that they get top dollar for their listing while simultaneously establishing the agents' brand and securing their future."



TEAM EFFORT

Aerial Canvas is the perfect fit for Sacramento's top-producing agents. Everyone can benefit from their services, and they can find a creative solution for every REALTOR®. Matt has set a goal to connect with agents who want to establish a long-term partnership that will help them become 10% better than they were the year before.

"The company you keep is truly important," reflected Matt. "My goal is to provide the proper tools for you to close your next deal while



also increasing an awareness for your brand through compelling marketing content, strategy and execution. Aerial Canvas is offering a new Influencer Video service, which allows agents to highlight their listings via social media. This service increases an agent's exposure and engagement so you can convert your social network into active clients."

Sacramento agents will encounter creative specialists and the creative specialists manager, a creative strategist, team members dedicated simply to customer success, a top-notch sales team and manager, project management, post-production, commercial production, a director of operations and team members dedicated just to promoting partnerships.

"Success can be achieved when you try your best in all aspects of everything you do," Matt shared. "If you've done your best, you should feel proud of your efforts. And we are here to help you achieve your goals! Our success is your success. When you work with Aerial Canvas, you have the best team to support you, from project managers and photographers to editors and copywriters, and they are all available to serve you any time. Let's meet up soon and talk about our ACRE partnership, too! REINVEST IN YOUR BRAND. We never stop innovating, so you can expect the best value without sacrificing quality."



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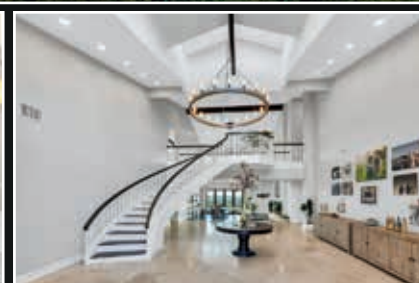
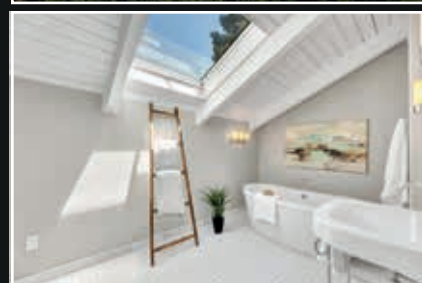
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JUSTIN JOHNSON

A LEGACY OF SUCCESS



cover story • By Ruth Gnirk | Photos and Cover Photo by: Olha Melokhina Photography

Justin Johnson is not only a broker, investor and an active community-builder, he is also a committed husband and a proud father. He has built a reputation as a man of integrity, confidence and diligence and serves his Big Block Realty North clients in a very hands-on way. He is proud to be working on creating affordable housing and helping families purchase their first home. Justin has a vision for bringing neighborhoods back to life and helping families build financial security through real estate.

DILIGENCE

Justin has been working since an early age and always had an entrepreneurial spirit. After graduating from high school, he started a 12-year career at Costco Wholesale, serving as a supervisor over membership upgrades and credit card signups. It was at Costco that Justin was introduced to Children's Miracle Network and the importance of giving back to those less fortunate.

As a young parent, Justin was awarded full custody of his daughter before she was 18 months old. He had some tough years as a single parent. His mother was a wonderful help to him in many ways. In time he met an amazing Costco coworker who became his future wife. Her name is Melanie.

"I come from meager beginnings," Justin reminisced. "Teaching myself that I deserve abundance and happiness took some time to grasp. I started dabbling in real estate in 2005 and began helping a buddy who was in mortgage. I did lead follow-up and prospecting. I obtained my license in 2008 and decided I liked the real estate side more than the finance side. Many of my first, and best, clients were and are employees I worked with at Costco. I super appreciate their support *to this day.*"

Justin took part in a legacy brokerage's mentorship program for two years and developed a short sales niche. By 2011 he partnered with another agent in rehabbing homes, working as both a project manager and an agent. His knowledge of construction allowed him to give his clients a unique perspective and see the potential in properties. His experience also helped him explain the process to clients in simple terms.

Justin continued to prioritize his family while working hard to build his business and help the community. Every day either he or Melanie would pick the children up from school.

Melanie encouraged Justin to live his dream of full-time real estate and pushed him to go "all in." In 2014 Justin earned his broker's license and opened his own boutique brokerage. He loved being hands-on with each transaction.

Approximately half of his business was related to rehabilitating properties, as a big part of Justin's focus was bringing neighborhoods back to life after the mortgage crisis. The other half of his business was more traditional. He had a couple of agents under his license, but he never wanted a big team because it was important to Justin to stay personally involved with all his clients.

By 2017 the Johnsons achieved a big milestone when Melanie was able to quit her job at Costco and become a full-time wife and mother. She also helped Justin manage their properties and rehab projects.



... **INVESTING IN THE COMMUNITY**

“I have been educating myself and clients on the benefits of SB9, or The HOME ACT,” Justin shared. “This ground-breaking legislation greatly benefits those wanting to maximize the potential of their property! I have a vision, and I’m working towards building more units for affordable housing in Roseville and elsewhere.”

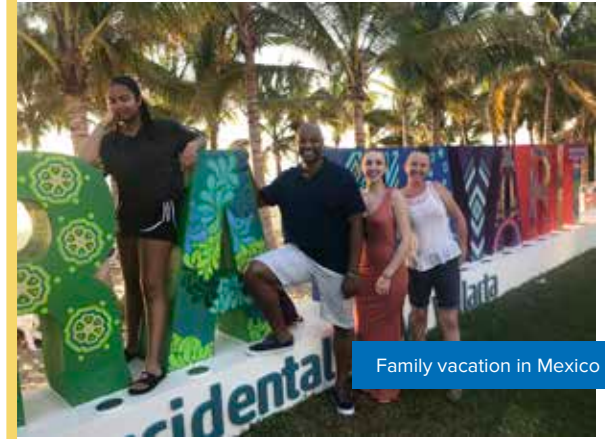
Justin is building his portfolio, a “road map to retirement.” He currently owns several doors, including single-family homes and accessory dwelling units (small single-family dwellings that are

700 to 800 square feet). He is also in the process of permitting an empty lot for a triplex.

The Johnsons are committed supporters of affordable housing, and they also give back in other ways. Whenever they can, they pass items on to someone in need, rather than selling the items for a profit. One such item was a very expensive, brand new, specialty mobility scooter that they were able to share with someone who needed it after a tragic accident. When the recipient had healed, Justin found someone else in his community network who needed it, and it is still in service to this day.



“GO FOR IT,
AND DON’T
TURN BACK.”



Family vacation in Mexico



Closing day with seller in Rocklin

REAL LIFE

Justin and Melanie will soon celebrate their 15th anniversary. She is Justin’s biggest supporter, and he is thankful that she helped push him into full-time real estate. He is proud of how she helps manage their flip projects and investment properties. In her free time, Melanie loves to dabble in art, and Justin said, “She does some really cool stuff.”

Their children are now 25, 23 and 17. Their oldest, Gabriel, served two tours in the military with the 82nd Airborne Army. He has recently been honorably discharged and is now a civilian living in North Carolina. Isabel is a successful businesswoman and owns the “Be Lashed” lash studio in the same building that Justin offices in. Aliyah is a senior at Woodcreek and plans to pursue a law degree.

“Success, to me, is my family and me being happy, healthy and prosperous,” Justin reflected. “Success is regularly spending time together in good times and bad ones. It is traveling together and one day becoming a grandpa. I love working in real estate, so I will likely be working well into my retirement age, but I will do that because I *want to*, not because I *have to*. My endgame is managing my family’s properties, spoiling my grandkids and traveling.”



Justin has been helping approximately 50 to 60 families per year, and his career volume is over \$300 million. He has achieved Master's Club status multiple years and was recognized as a HomeLight Top 40 Agent in Sacramento, as well as being Best Of Zillow.

"Now that the market has finally started slowing, I am going back to the basics," Justin said. "Time management, relationship nurturing, farming and building a business by referral. I am always looking for new ways to improve my clients' experience and get them the most favorable outcome on their purchase or sale."

His goal is not to be the highest-producing agent or broker but to be consistent in giving the highest quality care. He is a renaissance man and is proud to be a resource for his clients and for fellow agents. Justin works more on the listing side but works with buyers too.

"Forget about that voice in your head that doubts you and discredits you," advised Justin. "Go for it, and don't turn back! Don't be scared to fail or look dumb. Most importantly, if the people that surround you are not positive or inspiring, *find a new crowd!*"



...
Their two furry "children" (a pit mix named Zeke and a miniature bull terrier named Khloe) inspired them to start RVing so they could all travel together. The family has been to multiple states, including Alaska. They also love to travel abroad once or twice a year. They have visited Thailand, Aruba, Europe, Kenya, Mexico and Australia.

WORK HARD, PLAY HARD

The Johnsons enjoy fishing and water sports, including jet skiing and boating. Justin enjoys hiking and snowboarding and is a big 2A advocate and firearm enthusiast. The 49er fan is also a regular at Life Time gym.

"I've been working on my private pilot's license," shared Justin, "but it's been slow coming. I like to stay active because sitting in one place too long drives me nuts. I love taking on odd projects at our home or rentals and have a knack for doing demo. It's great stress relief!"

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