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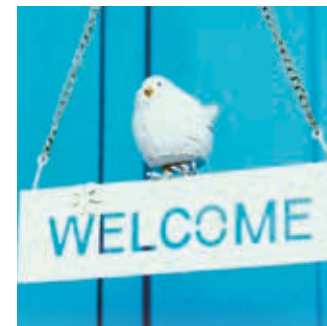
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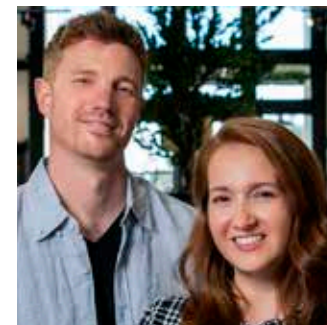
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- ✓ Selling a Home
- ✓ Terms You Should Know – Glossary
- ✓ Protect Your Transaction
- ✓ Be Cyber Smart
- ✓ Email Security Tips
- ✓ Beware of Email Phishing

#### TITLE AND ESCROW

- ✓ What is Title Insurance
- ✓ The Title Search Process
- ✓ 10 Common Title Problems
- ✓ Types of Insurance Policies
- ✓ Cost of Title Insurance
- ✓ History of Title Insurance
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- ✓ Transaction Disclosures



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**ERIN BARTON**  
SALES DIRECTOR  
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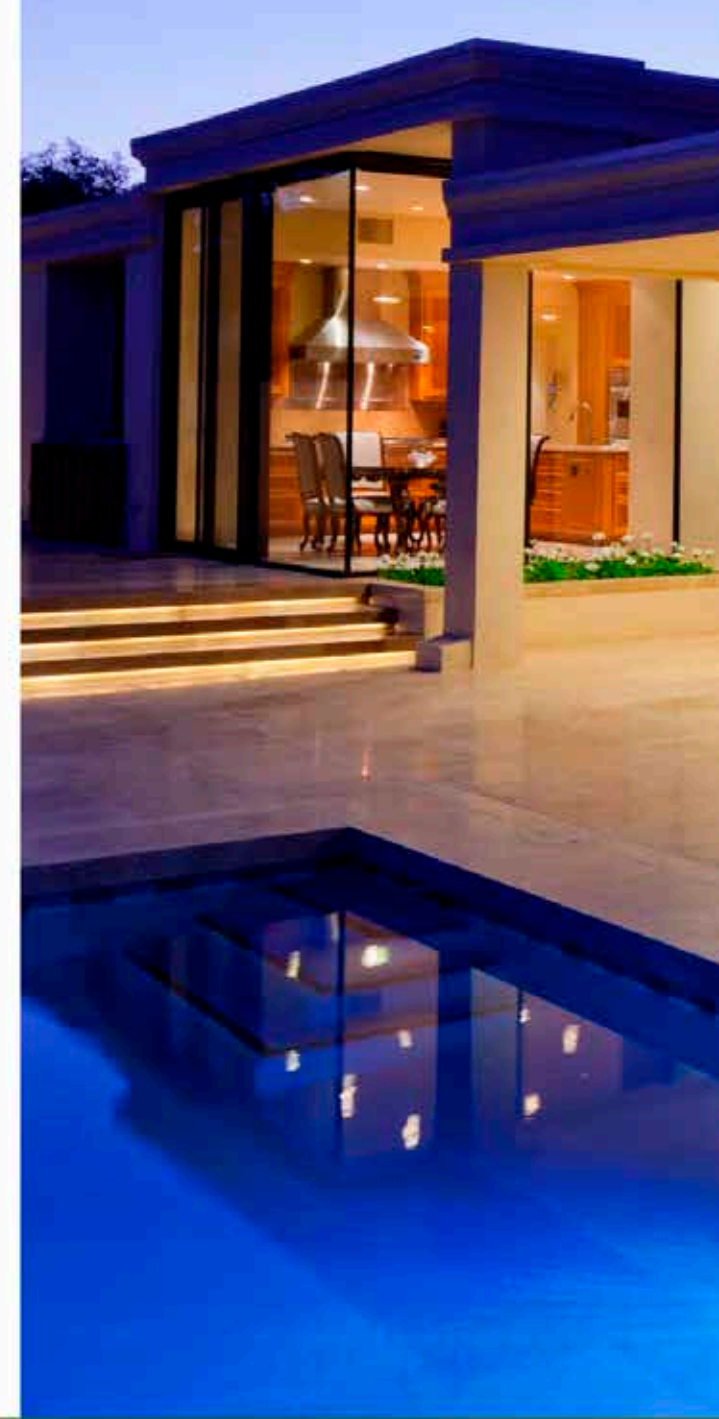
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**Katie MacDiarmid**  
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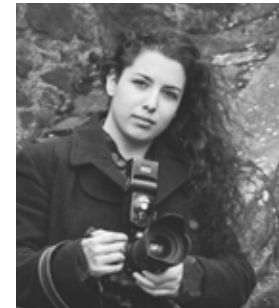
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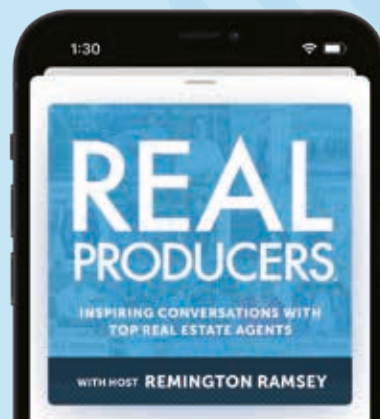
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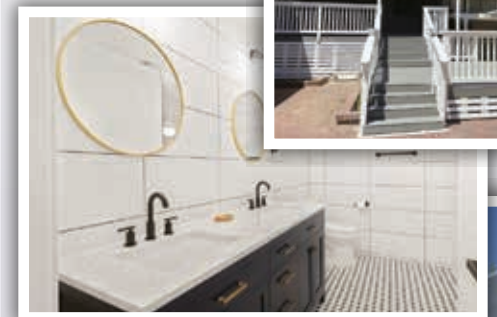
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Hiedi is one of ten children, so her time outside of work is usually spent with family. Any additional free time she has is spent to relax as much as possible, whether it's a long drive, a nice dinner or a late night movie on a Saturday night. She looks forward to celebrating her family's annual stay at Dillon Beach this July.

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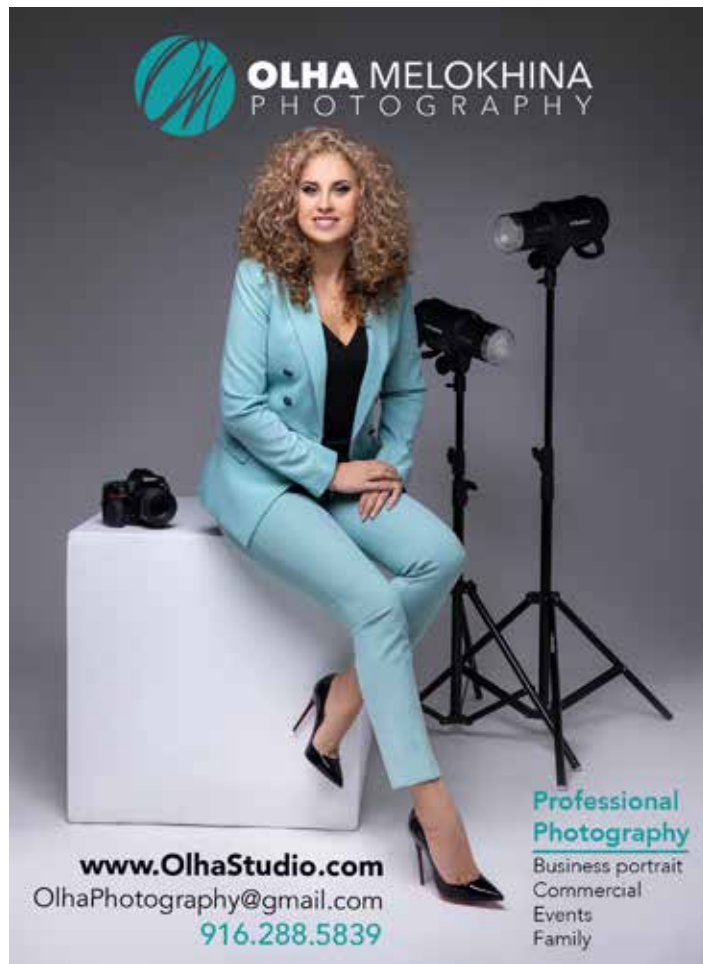
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- Define tolerance for risk

**Over time these needs will change.**  
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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 just past our third 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 2022 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](mailto: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](mailto:katie.macdiarmid@realproducersmag.com).



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

**Katie MacDiarmid**

*Sacramento Real Producers*

[katie.macdiarmid@realproducersmag.com](mailto:katie.macdiarmid@realproducersmag.com)

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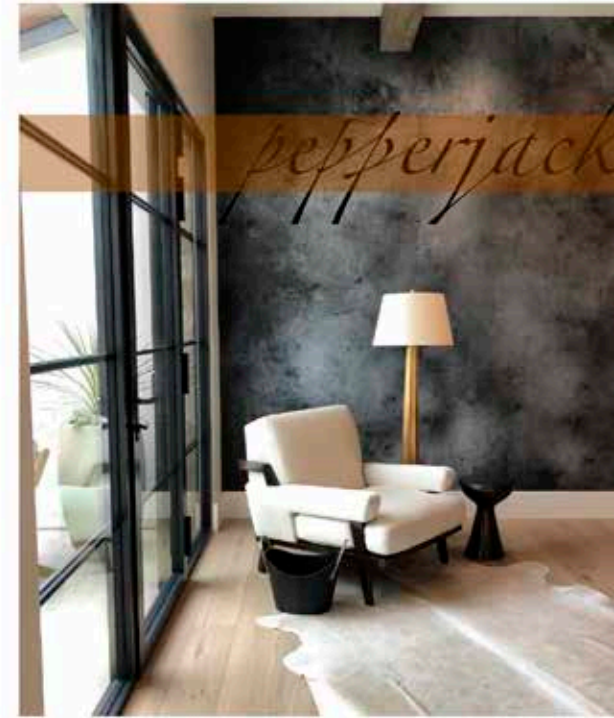
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# DAWN

## A Lifestyle of Giving Back

*Dawn Baltar has always had a heart for people and a head for business. She has been a REALTOR® for over two decades, and is an avid real estate investor as well. Dawn leads two teams and is all about promoting collaboration, even among agents from other brokerages. She and her family are intentional about giving back to their community. Dawn is a living example of what it means to give back to others in business and in life.*

### WHO YOU WORK WITH MATTERS

Hearing her real estate friends' passion for impacting their community sparked something deep within Dawn, and at the age of 22 she decided to "shelve" her biology degree and become a licensed REALTOR®. She started her career at a boutique brokerage that focused on training and applied herself diligently. Her teachable spirit, diligence, and discipline caused her to be recognized as Rookie of the Year.

She remained active in the real estate industry from 1990 to 1996 and was consistently considered one of the top agents before she put her career (mostly) on hold. For the next 15 years Dawn focused her attention on raising her sons, starting an investment group, and actively expanding her investment property portfolio.

Dawn served as School Board President at St. John's in Folsom and truly enjoyed participating in classroom events. She was grateful for every opportunity she had to interact with her sons' peers and the other students' parents.

When she re-entered the world of real estate in 2011, Dawn was determined to help others succeed. She became a top salesperson in the office and was soon recognized as a Top 1% Agent as well as being in the Top 5% of Google agents.

### YOUNG ENTREPRENEUR

Dawn has a heart for people. She has a deep sense of admiration for her parents who didn't just *talk* about loving their neighbor; they lived a life of love and service for others. Her father and mother served as volunteer probation officers, led the teen choir at church, and served in a Catholic youth organization.

"Watching them always helping others created that same spirit within me," Dawn recollected. "When I was younger, I dreamed of getting into the medical field so I could serve others in practical and meaningful ways."

Dawn also had a head for business and an entrepreneurial spirit. By the time she was 12, Dawn was running a babysitting empire. Later, as a pre-med student, she owned and managed not one but *two* tanning salons while successfully navigating challenging classes.

"Even as a child it never occurred to me that I might not succeed," reflected Dawn. "My parents' unconditional love gave me confidence to pursue my dreams. My friends were supportive and encouraging, and many recognized gifts within me that I didn't know I had. Two long-time family friends who owned a Coldwell Banker brokerage knew that my positivity and my passion for service would take me far in life. They encouraged me to consider changing my career plans from medicine to real estate."

# BALTAR



“

**I LOVE OUR TEAM!**

### ▶▶ profile

By Ruth Gnirk  
Photos by Nicole  
Sepulveda Photography





work with her long-time friend Manny Cazares on *The Cazares & Baltar Team*.

During the summer of 2021, Dawn joined the virtual brokerage eXp. She loves their emphasis on helping others succeed and appreciates the collaborative environment encouraged by corporate leadership, especially in the luxury field.

“My ultimate goal is to create a win-win scenario every time,” Dawn explained. “I work hard to make *everyone* happy. I enjoy helping clients, and I want to make things seamless for agents, too. Even for those on the other side of the table.”

She intentionally fosters relationships with all Bay Area agents. Along with professional and timely communication, and positive interactions when she sees them in the community, Dawn does little, *extra* things to promote goodwill and collaboration. For example, each January she sends a Starbucks card to every agent with whom she had a transaction with the previous year.

#### HANDS-ON GIVING

Because of the selfless example her parents set, giving back is a *lifestyle* for Dawn. She loves to shed light on the need for positive multi-generational relationships and is an active participant with Big Brothers Big Sisters.

She has also been very active in supporting Cristo Rey High School through fundraisers and by volunteering as needed. Dawn explained that Cristo Rey empowers qualifying students from lower income families to enroll in college prep courses and gain real-world employment experience. 99% of the participating students go on to attend college after graduation.

Her sons have been packing lunches for the local Loaves and Fishes feeding program for years (sacloaves.org). Her husband volunteers with CASA (Court Appointed Special

Advocates), and her son Nicholas, who is in med school, joined the service group *Street Medicine*.

#### DAWN LOVES HER FAMILY ABOVE ANYTHING!

The Baltars enjoy cooking together, and during the COVID lockdown (when they were all living at Dawn’s house) Nicholas perfected his sourdough breadmaking skills. They also love to travel together and have made great memories on trips to Greece, Italy, and Mexico. Dawn enjoys bike-riding near her second home in Oceanside where she sometimes declares a “no-car weekend.”

#### LUXURY IS A LEVEL OF SERVICE, NOT A PRICE POINT

“Whether a client is looking for their first house or their forever home, my teams and I can help them achieve their dreams! We create a collaborative, trusting environment. For my family, my teams, and myself, giving back is a way of life.”



“I come from a place of service,” Dawn explained, “whether that means helping facilitate a sale or talking someone *out* of a sale. A home is a person’s biggest investment, and I am passionate about helping clients succeed! Life-changing events make people sell, and REALTORS® have the privilege of helping people during those critical times of change.”

#### BECOMING “THE NORDSTROM OF REAL ESTATE”

Dawn has learned a lot through Tom Ferry’s coaching program and from the wisdom of mentors who taught her systems and foundations for running an efficient and effective real estate business. She enjoys using her knowledge and experience to mentor agents on two teams.

For Dawn, the seven-member *Baltar Group* is like a family. *As the Nordstrom of real estate, service to clients is a top goal.* The team starts each day by sending each other texts that include something they are grateful for *and* one thing that made them happy the previous day. She feels blessed that her son Robbie joined her team after completing his degree. She is also grateful to

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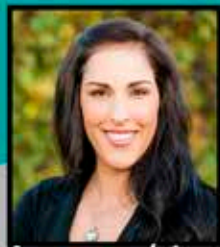
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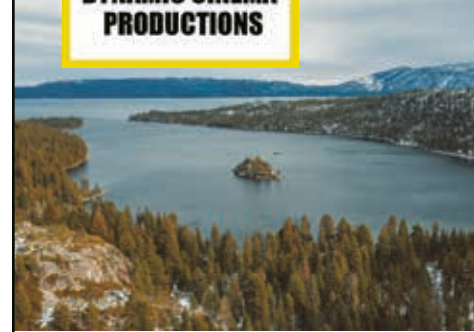
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# HOUSE CAT

## MARKETING



▶ partner spotlight By Danielle Kidwell | Photos by Olha Melokhina Photography

Shane Brammer and Diandra Brammer Shireman are the husband and wife team behind House Cat Marketing. Shane riffs an old Star Wars quote, saying with a laugh, “I’m not just a guy who takes photos, I am a creator with an artistic vision...I am one with my camera, and my camera is one with me.” Diandra is the Business Development and Marketing Specialist. And the housecat? “When we got started seven years ago, we had a cat who liked to jump onto Shane’s keyboard,” Diandra smiles. “But it was a practical decision as well since we wanted a recognizable, relatable, and memorable name.” Shane adds, “We take photos and videos of houses, so ‘House Cat’ makes sense in a home.” And the feeling of home is what the pair strives to inspire in their work.

Shane credits Diandra’s faith in him for the inspiration to start the business. “Our worlds kept intersecting because REALTORS® would ask me about the products I was selling, and I was learning about the modern techniques and digital trends of marketing,” he says. “Shortly after I was laid off someone needed an emergency photographer for a property she was listing so I did it, did the math, and realized it was a direction that could work.” He adds, “She used to tell me to fail early and fail forward when I felt like giving up.” Shane remembers asking a lot of real estate agents if they thought starting the venture would be a good idea and the answer was almost always “No”, with many telling him it was a “different” concept and wishing him the best of luck. But Shane knew he was onto something and Diandra agrees wholeheartedly, saying, “I respect the heck out of this guy, and I want the whole Sacramento community to know about him and his work.”

“Folks don’t always know what goes into the work being done, and that’s where we come in,” Diandra explains. “Shane takes an artistic approach and is good at seeing the vision, things in the house that I don’t see, and the art form of the camera.” Shane adds, “It’s not as simple as editing out unwanted elements, you really need to take your time and get it right the first time.” When they started the business the pair knew what they wanted to achieve but weren’t entirely sure how to get there, probably because they fell into it almost by mistake.

“We had recently moved back home to Rocklin from Long Beach after school and landed good jobs, Diandra with a real estate marketing job and I with a sales job for a digital software automation company,” Shane recalls. “Two years later we went on vacation and I proposed to her.” To the couple’s surprise, they returned home to find that Shane was out of a job. “I sat down at my computer and found out the company had changed leadership, laying off 70% of the sales staff,” he says quietly. “I went into Diandra’s office and said, ‘Guess what? I’ve been laid off and can’t wait to start my new adventure.’”



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Shane's talent is innate and he's earned the respect of the art world, exploring his interests and skillset with his camera while living in Spain, winning multiple photo competitions during that time. He always had his camera with him (and still does) so it was natural that he often found himself serving as the unofficial photographer at various events, as he says, "fitting a need with friends and people around me when no one else was capturing the moment, right where I needed to be and at the right time." It's that connection to people and their stories that sets House Cat

Marketing apart. Diandra explains, "We focus on the experience and artistic side of our visual media; it's very personal work and we strongly believe that our clients value us not only for our work but how we make them feel." House Cat Marketing partners with REALTORS® to provide professional, beautiful digital media content for their marketing. They create digital



media content for businesses to showcase their brand, services, and products, also offering marketing services specifically using the digital media they create.

One of the REALTORS® they have had the pleasure to work with is Dawn Baltar, and they are grateful to her for nominating them to be featured in Real Producers. Shane also expresses gratitude to Real Producers for doing what we do best, "connecting, elevating, and inspiring". "When we connected with Real Producers I changed my mindset from competition and scarcity to collaboration and abundance," he explains. "I have built relationships with people who encourage me, and I in turn am passionate about encouraging them to follow their dreams and achieve success." Another shout-out goes to their family members, some of whom work with them. The couple's toddler, Reece, keeps them busy and entertained with his antics, Shane's mom, Ginger Brammer, handles the bookkeeping and scheduling, and Diandra's cousin, Renzo helps out as a part-time editor. As House Cat Marketing grows organically, the team is grateful for the lessons they're learning along the way and the opportunity to connect with the REALTORS® and other clients with whom they have the pleasure of working.

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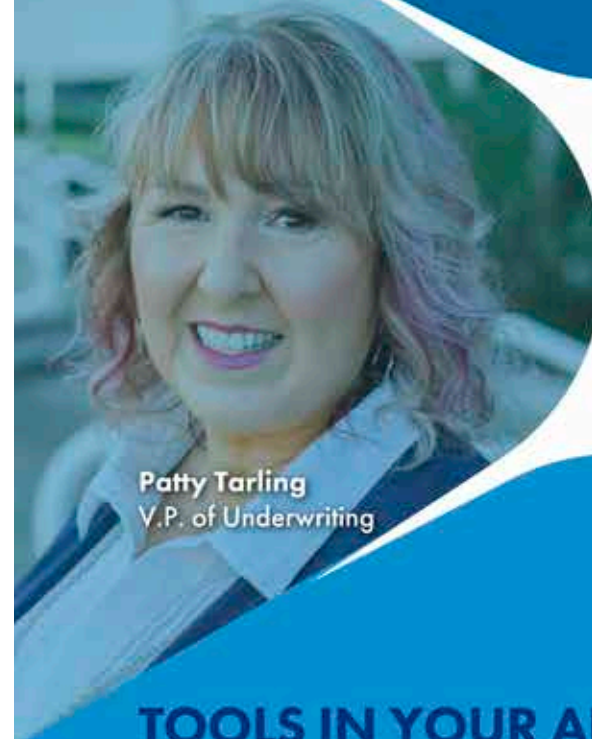
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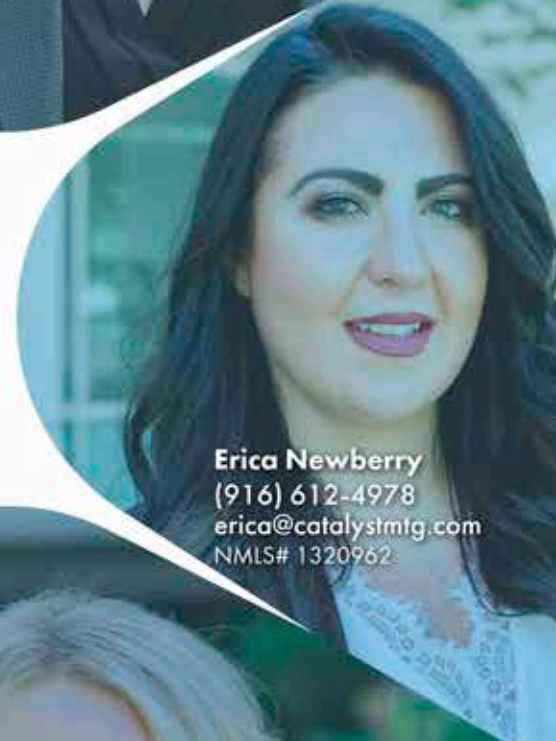
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By Chris Menezes  
Photos by Jessica Feely

# ANGIE CAROCCI

## THE PEOPLE'S MAYOR OF PLACERVILLE

If you've ever walked down Main Street, Placerville with Angie Carocci, you might think she was the mayor. It's not uncommon for her to be stopped on the street or in a café by someone she knows. In fact, many of her friends call her "the mayor of Placerville." Her passion for people and the love she has for her hometown has helped make her an El Dorado County Lifetime Member Top Achiever and an International Presidents Elite; Top 3% worldwide Coldwell Banker top producer.



Angie and her family have been longtime staples in the Placerville community. Her parents owned two retail shops on Main Street – Pyramid Peak Outfitters and Placerville Clothing Company – where Angie worked at since childhood. The only time Angie has lived outside of Placerville was the ten-year stint she spent snowboarding in Tahoe, where she managed the Burton Snowboard shop at the base of Heavenly, as well as the local Patagonia clothing store in South Tahoe.

It was after Angie returned from Tahoe and began working at her parents' stores again that she was first told she would be great in real estate. Then, when her parents closed the stores and she went to work for REI in Folsom, she noticed that all the customers she was attracted to and easily hit it off with were real estate agents. It was only a matter of time before she signed up for real estate classes. And the timing couldn't have been more serendipitous.

On the morning of her very first class, Angie discovered she was pregnant with her second child, Clementine. During finals, she discovered she was having a girl. Then, just 20 minutes after giving birth, she opened her first escrow.

"Getting started was intense. I probably blacked-out for most of it," she said. "I carried Clementine with me in a little backpack everywhere I went. Most of my clients had kids and were very understanding, so it was never an issue. That time of my life was a whirlwind."

With her roots in brick-and-mortar stores, Angie got started at a local boutique brokerage in 2014. After being with them for a couple years, and making top achievers locally, she realized she wanted a bigger backing with more opportunities, so she joined Coldwell Banker in 2017, where she continues to work as an individual agent today. "Coldwell Banker has been in Placerville forever so it's the best of both worlds, local office plus worldwide reach," she said.

As an agent, it's always been just Angie – "the good, the bad, and the ugly," as she put it – and she prefers it that way. "I don't plan on being a team" she said. "I enjoy holding my clients' hand more and doing it all. I love people and I love helping families buy and sell. I'm currently passionate about educating people about the buying and selling process, showing them how



easy it can be, and being that person who connects people with people, even acting as a mediator or counselor at times. I always say agents are just connectors of humans, we love it”

Angie is known for her brutal honesty, which she sometimes calls “word vomit,” and for her down-to-earth personality. She has no qualms driving down a dirt road and loves living simply in her 1500 sq ft home on 80 acres above the American River, where she can drink a beer, garden, watch her kids ride dirt bikes, while her husband works on odd jobs around the property. In the summers you can find her “glamping” or hanging at the river below their property.

“Success to me is measured in time spent with family and making sure my clients have a home to feel the same in,” she said.

While Angie admits it’s not always easy being on-call 24/7, she cherishes the flexibility of real estate. When she discovered she was pregnant with her third child, Lincoln, she chose to have a homebirth so that she could continue working. And last year, she was able to make it to every one of her oldest son, Tristan’s, competition soccer games, while completing 30 transactions. She also just started a book club and is currently learning how to pan for gold.

As Angie continues helping people find their dream home in Placerville and surrounding areas, while making friends along the way, she will continue to contribute to its smalltown vibe. And while she may not be the actual mayor or be lucky enough to strike gold one day, she will no doubt live a full, rich life.



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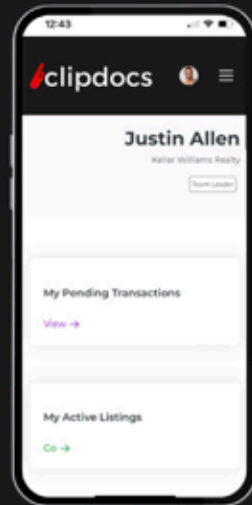
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You see, my journey has been fueled by a passion for people. With a background deeply rooted in the world-renowned luxury brand Ritz-Carlton, I've mastered the art of delivering exceptional customer service and forging connections. I bring this energy to United Wholesale Lending, where we're driven by a shared



commitment to revolutionize the home financing process.

Building rapport is my secret weapon. I know that buying a home isn't just about numbers; it's an emotional journey. I'm creating a space for open communication, transparency, and

empowering homeowners to make informed decisions. My goal is to ignite their passion for real estate and have fun witnessing their dreams come to life!

Closing a transaction is not just about signing papers; it's about instilling trust, wielding influence, inspiring action, and getting clients into an abundance mindset that's excited to buy. With my arsenal of expertise and resources, I provide value through a range of financing solutions tailor-made for each client's unique situation, and I thrive on overcoming challenges and finding creative options that make homeowners exclaim, "I'm in, let's make this happen!"

I'm not just here to win-over homeowners; I'm here to help my realtor partners dominate the market by motivating their clients beyond limiting beliefs and educating them on the financial freedoms of real estate. With a focus on speed, my partners and clients are guided through the financing process with confidence and ensured deals close like clockwork.

I'm looking to serve and partner up with those who want to go on a journey, embrace a level of excellence, and redefine what it means to elevate the real estate game. Let's make it happen!  
-Kyle Johnson

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▶ partner spotlight

# STREET HOME LENDING

## TRUSTED LOCAL PRIDE & EXPERTISE

By Dave Danielson  
Photos by Olha Melokhina Photography



When you love where you live and work, it shows. You take pride in the people and places that make your community unique. You strive to put forth effort to make sure it's a place that continues to grow and where others can put down their own roots.

**DEDICATED SPIRIT**  
That's the spirit of dedication that Nick Street brings to his work as Branch Manager of Street Home Lending every day.

"We appreciate having the opportunity to work with our partners and clients ... with them knowing they can trust that we are going to

solve complex problems for them and that they see the way we are engaged in this community," Nick emphasizes. "We bring our experience and communications expertise to their goals. In the process, we love being a great source of education for our partners and their clients."

Nick smiles as he thinks about Sacramento. It's easy to see his hometown love.

"There are so many fantastic things to love about this place, including the people, the sense of community that we have here, along with the weather, our location, the culture we have, and the level of diversity that we enjoy," he says.

### TEAM TRIUMPHS

Nick gives credit to the Mortgage and Home Lending professionals around him on the team,

including Andrea Farmer (Operations Manager), Stephanie Maeda (Director of Marketing), and the Mortgage Loan Origination Team: Jac Cancel, Cheyene DeWeese, Danny Chuong, Brian Kirn, and Mike Remer.

"We have an outstanding group of people here. A big part of our business is about cultivating relationships. Each person we work with is unique. Those different personalities dictate the kind of communication and relationship that we have," Nick points out.

"As a result, we make sure that each partner or client who works with us will have their own unique experience with our team in a way that is mutually beneficial."

### BIG-PICTURE VIEW

With the shifting tides of the market, Nick points out that it can be easy to get caught up in the changes that are happening immediately.

"I think it's important to remember that every moment in time is temporary. Bad times are just that. They are temporary. They will pass. Same with the good times. So it's really important to capitalize on those experiences and live in those moments for the good times. We do a really good job facilitating communication with people," Nick explains.



“There’s a lot of misinformation pertaining to interest rates. So we try to do our best to really explain information to people in a way that they can actually understand and give real examples about the way the market is trending. We are a source of education and resources. We post a weekly mortgage update on our YouTube Channel, provide custom marketing materials, and offer training on any mortgage topic an agent and their team want to learn more about!”

## WE HAVE AN OUTSTANDING GROUP OF PEOPLE HERE.

### LIFE’S HIGHLIGHTS

Away from work, Nick cherishes time with his wife and two children.

They are a very active family, with their children being very involved with competitive sports. With that in mind, Nick takes that belief in children having opportunities very seriously. So much so that he is a committed sponsor of several local sports organizations, including the Sacramento United Soccer Club as the club’s first-ever jersey sponsor.

“I think a big part of our support for local sports came from my own background,” Nick explains.

“I attribute a lot of my personal success to my experiences growing up and competing in youth sports. I believe that any child who wants to have those experiences should be able to ... not just the children whose parents can afford that.”

### BUILDING SOMETHING SPECIAL

Looking to the future, Nick and his team enjoy their day-to-day surroundings, working in their historic East Sacramento office building that was completely renovated and restored a few years ago.

“I’m really proud of this place for the reason of being able to do something for my community here ... restoring a building back to something that people appreciate,” he says. “It’s a huge compliment to us when we hear people say they appreciate how nice it looks.”

As part of the renovated space, Street Home Lending also has its own recording studio in the basement.

As Nick says, “We really encourage a lot of our agent partners to come and record with us. They can record video and audio in our space.”

Day by day, the team at Street Home Lending has a drive for coming alongside their partners to make their challenges and goals into future wins.

“In this business, we’re always met with new hurdles,” Nick says. “We enjoy the challenge of meeting those for our partners and clients.”

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Nick and his daughter Sloane wearing her Street Home Lending Sponsored Sac United Jersey

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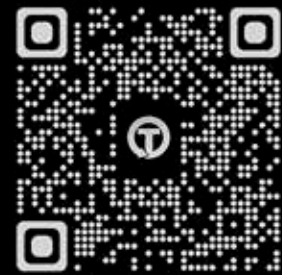
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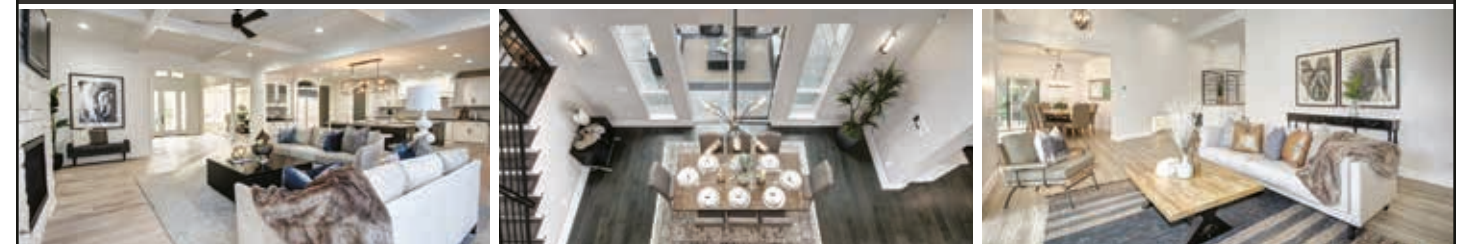
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# 916 Loan Hunter

About **HEATHER HUNTER JACKSON**

Heather Hunter Jackson began her career in the mortgage industry in 2002. She has spent nearly half of her career in the mortgage broker space, helping homebuyers achieve their dream of homeownership. Putting honesty, ethics, and transparent communication back into mortgage lending has been the cornerstone of Heather's career, and educating consumers and her referral partners is her passion. Operating from a place of integrity as a top producer in her field, she has employed out-of-the-box thinking to help over a thousand borrowers achieve their homeownership dreams and closed over \$200 million in business in the past five years alone.

**Heather Hunter Jackson**  
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# BRIAN HOH

## SERVING & PROTECTING WITH ONE OF REAL ESTATE'S FINEST

When you think of a career transition, moving from law enforcement to real estate might not be the first thing that comes to mind. However, for Brian Hoh, his experiences as a police officer not only paved the way for his success in real estate but also allowed him to continue his ultimate mission – to serve and protect others.

Brian's relationship with real estate started when he was kid, growing up in the Bay Area. His father was, and still is, a local agent to the Bay Area. Brian often accompanied him to the office, sitting in on meetings, handing out flyers at open houses, and going to showings. He later joined his father in 2015 after graduating college.

Although Brian always thought he'd go into finance and had a degree in Managerial Economics from UC Davis, he couldn't see himself tied to a desk job after completing his first internship. Instead, he did some traveling after college and upon his return to the states, took his dad's advice and got his license.

"It was an interesting time," Brian recalled. "I was living at home, fresh out of college, and my motivation level wasn't the same as today. Working alongside my dad on a professional level, however, really gave me insight into how he operated and how to conduct yourself. I learned a lot from my dad but mostly shadowed him, doing maybe one deal on my own. I wasn't very active, but it opened the gates for me and got my feet wet."

In 2016, Brian's girlfriend at the time, now wife, Dijana, had the opportunity to transfer from a junior college to Sacramento State. This was Brian's cue to strike out on his own. Plus, his goal was always to buy a house, and he knew that was much more of a possibility in Sacramento than the Bay Area.



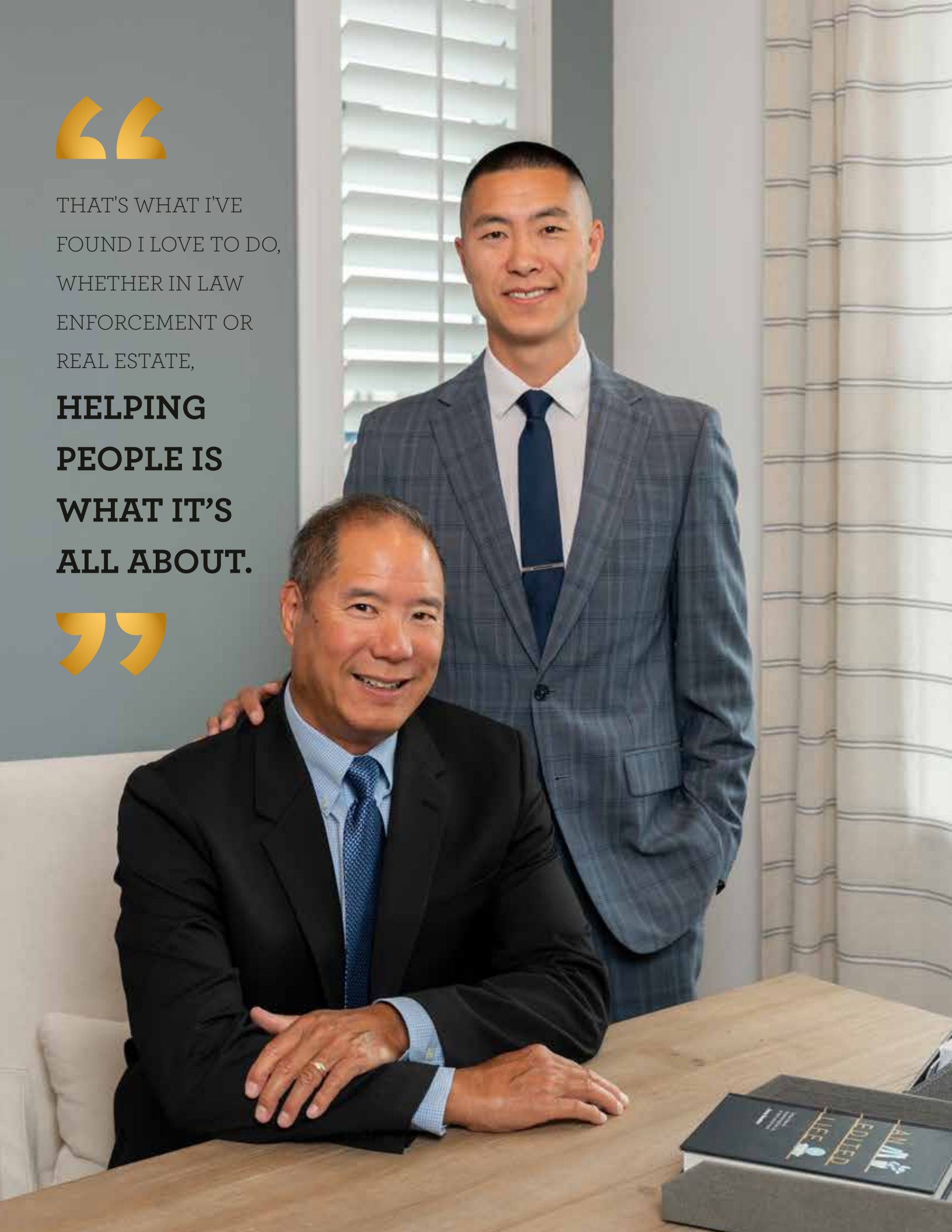


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ALL ABOUT.**

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Upon moving to Sacramento with Dijana, Brian faced a difficult decision: continue in real estate where he didn't know anyone or explore a new career path. He had always envisioned himself joining the military. Although he was drawn to the structure, the ability to travel for free, the career opportunities and honorable nature of the military, he never made the leap. However, he saw law enforcement as the next best thing.

“When I told my wife and family that I wanted to join the Sacramento Police Department, I could sense everyone's jaw dropping through the phone,” he said, laughing. “It was a shock for them considering that no one in our family had ever been a first responder, let alone a police officer.”

In the summer of 2017, Brian enrolled in the Sacramento Police Academy and started his journey to becoming a police officer. “The academy was unlike anything I had experienced up to that point in my life,” he said. “In hindsight, it taught me a lot about myself and my future ability to conduct real estate. The

discipline, integrity, honesty, and tenacity it took to get through the academy was forever instilled in me and would serve me forever.”

Brian spent the next 3.5 years patrolling the streets as an officer. From downtown, Natomas, and East Sacramento, he gained a better appreciation for the city and for people, interacting with both “good guys” and “bad guys” every day. He worked graveyard patrol by choice because he wanted to “do what cops did on TV – chase criminals, make arrests, and ultimately protect the residents of Sacramento.” Although he enjoyed being an officer, it was a big adjustment for him.

“A lot of people, when they become police officers and first responders, commit not only themselves but their families to the lifestyle. The obvious change was the risk factor – encountering any situation on any given night, not knowing what you're walking into. Some shifts felt like the world was on fire, and others were uneventful. Shootings occurred frequently, homicides, suicides, all leading to long nights that go well into the morning.”

“When you go on a call like that, you have to think about the process and what you need to find out while rendering the scene safe and keeping yourself safe, while protecting the scene and getting all victims and suspects in place. So, I consider myself more organized and structured in my job today because of that.”





Despite the long shifts and risk-factors, Brian was committed to his career. Then, in 2020, Dijana became pregnant with their first daughter, Lena. While he was absolutely thrilled, the next year and a half seemed to fly by for Brian, balancing long shifts with being a father to his newborn daughter. He often went on 24 hour stints of no sleep.

Brian knew he couldn't spend the next 25+ years like that. Then, Dijana told him they were pregnant with their second child, Ella. "When I found out we were having Ella, I began transitioning myself mentally back to real estate. Luckily, I kept my real estate license active during this time. At the end of the day, I wanted to spend more time with my family," he said.

When Brian entered real estate this time, he had a completely different perspective than the first time. He had a newfound purpose in life – to provide for his family. Being able to spend more time with his girls and control his own schedule was the breath of fresh air he needed. Plus, he loved the people aspect of real estate, being able to help them just as in law enforcement, but in a different, safer light. He hit the ground running and really dove headfirst into his career.

The majority of Brian's business today comes from law enforcement, from the tight-knit group of people who trust him immediately because of his background. He was able to not only tap into his first-responder family, but he also utilized

his brokerage, Compass, to expand his professional network and connect with agents all across the country. Just two years into real estate now, 60% of his business is referral-based, 35% come from his law enforcement sphere, while the remaining comes from open houses and online leads.

Looking ahead, Brian envisions obtaining a broker's license and building a solid team in the Sacramento area. Despite his desire to grow, he remains passionate about staying involved in day-to-day real estate transactions. "That's what I've found I love to do, whether in law enforcement or real estate, helping people is what it's all about," he said.

Outside of real estate and spending time with his family, Brian is an avid runner and cyclist. He enjoys the idea of endurance and seeing how far the human body can go.

Brian's shift from chasing criminals to chasing property deals, swapping high-speed chases for open houses and more time spent with family, allows him to still serve others, just in a different, safer light. As he continues to push himself and his business to its boundaries, it will be exciting to see just how far he goes.



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