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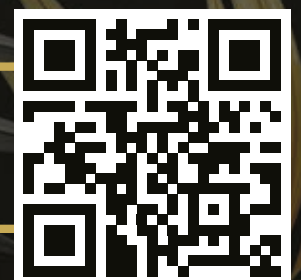
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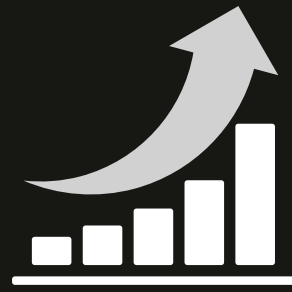
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# MEET THE SOUTH ORANGE COUNTY REAL PRODUCERS TEAM



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▶ publisher's note

# OUR

## INCREDIBLE COMMUNITY!

Let me tell you why I absolutely adore what I do — this community!

Picture this: It's May 3rd, the day we've been eagerly preparing for our spring event. But then, at 8 a.m., I receive a phone call that throws everything into chaos. Can you believe it? Hotel Laguna, our planned venue, was unexpectedly shut down by the city. Panic mode engaged!

However, I believe that things happen for a reason, and in this case, a backup plan miraculously fell into our laps. With some frantic questions and a dash of determination, we secured 7 Degrees in Laguna Beach as our new venue. The incredible folks at 7 Degrees hustled to get everything ready — food, drinks, valet — for a crowd of over 200 people in just seven hours. My team was on fire!

And then, like shining stars, this community rallied together. We reached out to every single one of you who had RSVP'd, and the support we received was beyond words. Our Real Producers community stepped up in the most amazing way! You embraced the last-minute venue change, spread the word on social media, and reached out to your colleagues and teams. Within minutes, the excitement was buzzing, and guess what? It turned out to be one of our best events ever!

I have to give a massive shoutout to everyone involved with Real Producers: Realtors, partners, sponsors, and the incredible team at 7 Degrees. Not only are you all experts in real estate, but you also have hearts of gold! Leading this community is an absolute privilege, and I'm deeply grateful to each and every one of you.

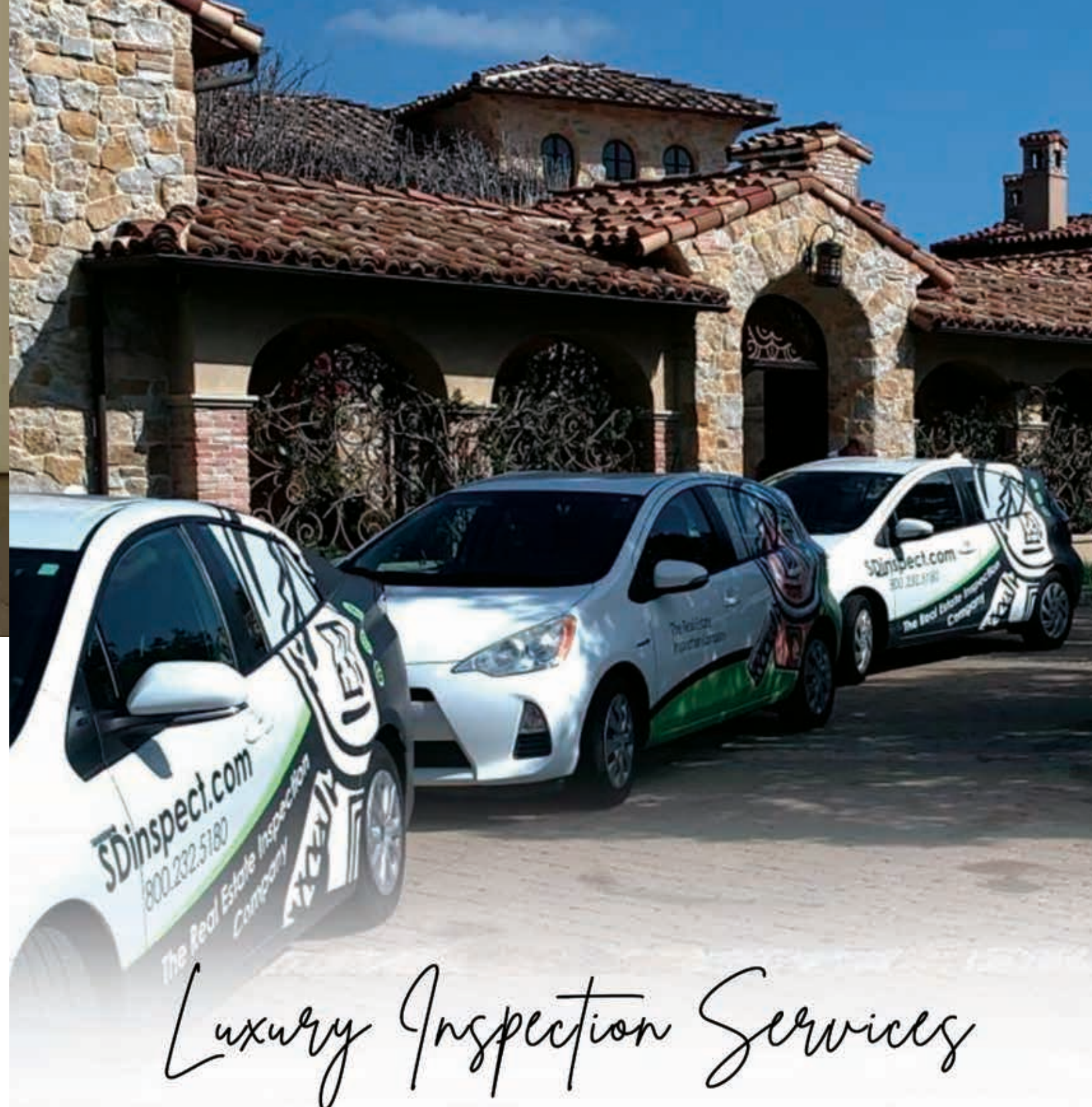
Of course, I must express my eternal gratitude to God for always guiding me and illuminating the way. He leads + we do the work = success!

Be sure to check out the fantastic photos from our unforgettable spring party on pages 20–23 in this issue. We had an absolute blast! Now, mark your calendars for our grand 4th anniversary party on August 28th. Let's hope for smooth sailing this time ... and no unexpected surprises!

With heartfelt appreciation,



**Michele Kader**  
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▶ special events | Photos by Jenny McMasters

# SOUTH OC REAL PRODUCERS' SPRING PARTY

MAY 3, 2023

What a fantastic gathering we had at our spring event on May 3rd! Thank you to everyone who came out. It was great to see you all! Whoever missed this amazing event ... be sure to catch our next one!

We're very grateful to **7 Degrees** for allowing us to host our event on short notice!

A huge thank-you, as always to our wonderful event sponsors: **Katie DiCaprio of Corner Escrow** and **JJ Mazzo and the Mazzo Group at CrossCountry Mortgage**. And, of course, to all of our volunteers, who helped our event run smoothly. We could not have done it without you all!

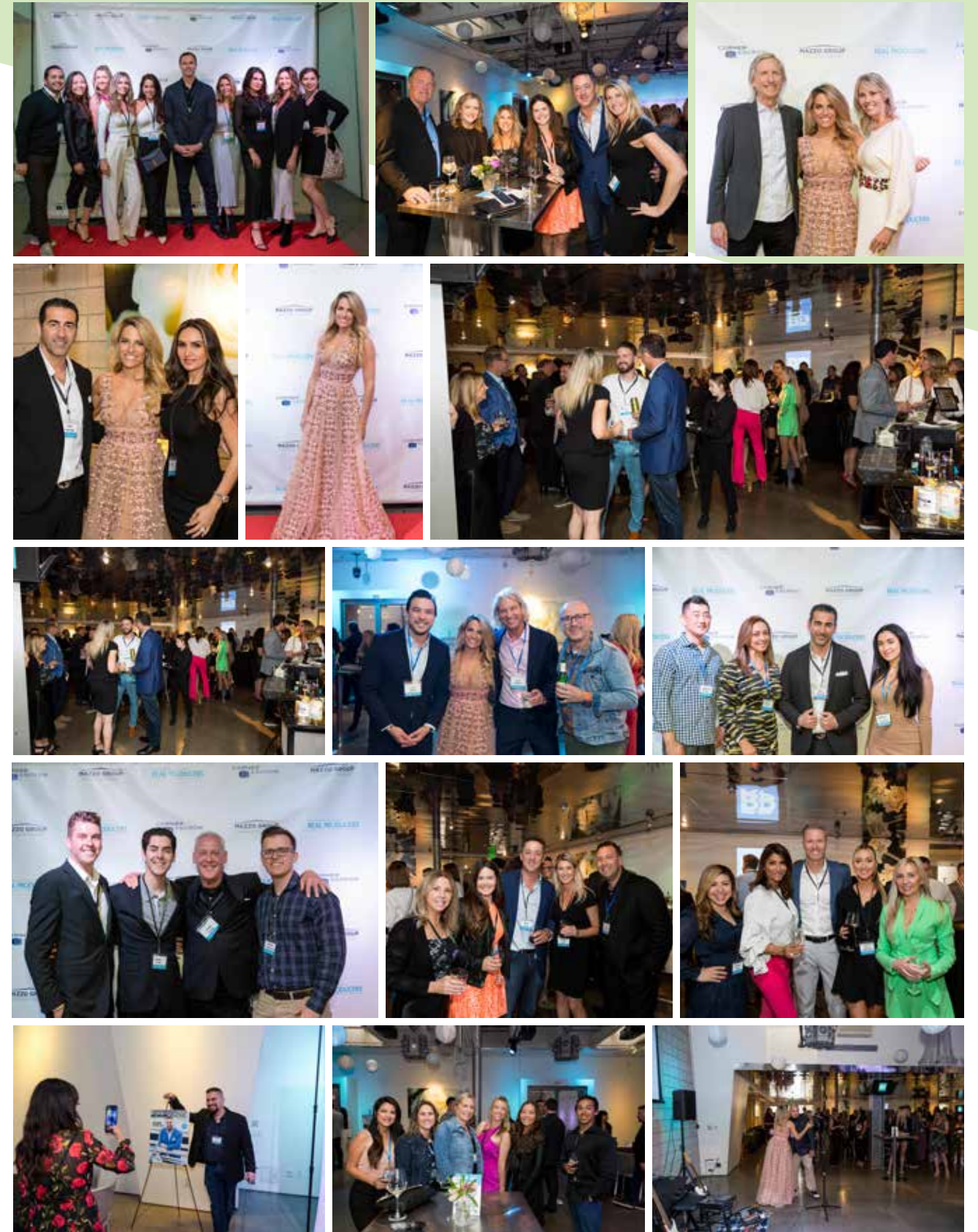
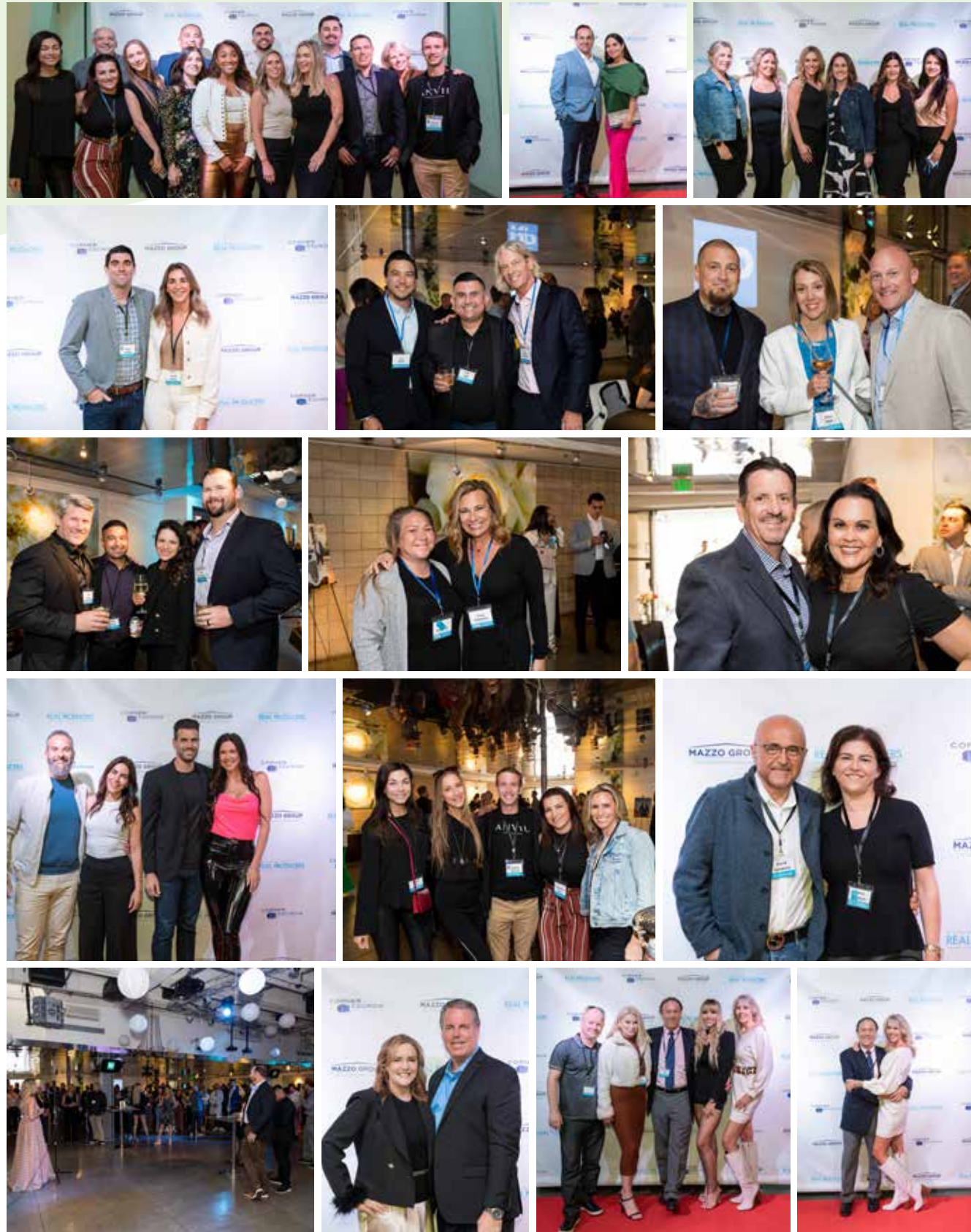
Our photographer, **Jenny McMasters**, took fantastic photos of the event. Check them out on our social media and on the next few pages!

Once again, thank you all for being a part of our Real Producers community. We're so grateful to everyone who came out and joined us for our South OC Real Producers Spring Party. We look forward to seeing you again at our Fourth Anniversary Party in August!

For more information on all South OC Real Producers' events, please email [OCRealProducers@n2co.com](mailto:OCRealProducers@n2co.com).











**KATIE DICAPRIO  
CORNER ESCROW**

Dear Michele and South OC Real Producers,

On behalf of Corner Escrow, I would like to extend our heartfelt gratitude for the opportunity to be one of the sponsors of this year's Real Producers Spring Party. It was an honor to be part of this prestigious event, which brings together the finest real estate agents in the industry.

Being a sponsor not only allows us to strengthen our existing relationships with our valued clients but also presents a remarkable chance to

forge new connections and network with the best of the best in the South Orange County real estate. It is truly inspiring to witness all the industry leaders gathered in one room, fostering collaboration and support amidst a rapidly evolving market.

We came together and had a remarkable celebration of excellence, learned from one another, and contributed to the collective growth of our industry!

Once again, thank you for the privilege of partnering with you on this fabulous event. We sincerely

appreciate the opportunity to support and collaborate with the best of the best in the real estate sector!

With warm regards,

**Katie DiCaprio**  
Chief Marketing & Operations Officer  
Corner Escrow  
949.303.0515  
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**JJ MAZZO  
The Mazzo Group at CrossCountry Mortgage**

Greetings from JJ Mazzo and the Mazzo Group at CrossCountry Mortgage!

I am thrilled to express our sincere appreciation for the opportunity to sponsor the successful event on May 3rd. It was an incredible gathering, and we exchanged remarkable ideas to navigate the challenges of this dynamic market.

In times like these, when the market feels overwhelming and uncertain, it's essential to remember that we are currently in the midst of a journey toward success. Adaptability and resilience allow us to seize

opportunities and thrive amidst the ever-changing landscape. Events like this one are vital to staying connected with our peers to encourage and support each other, exchange ideas, and make the most of the resources available to us in the present moment.

We are genuinely grateful for the unwavering support and trust of our partners who have chosen to work with us and entrust their clients to us. Your belief in our services has enabled us to make a meaningful impact in helping individuals and families to generate wealth in real estate, for which we are eternally thankful. For those we haven't worked with yet,

we look forward to the opportunity to help you write the winning offer as well, with our Quick Close guarantees! We hope to see you all again at the next Real Producers event!

With heartfelt gratitude,

**JJ Mazzo**  
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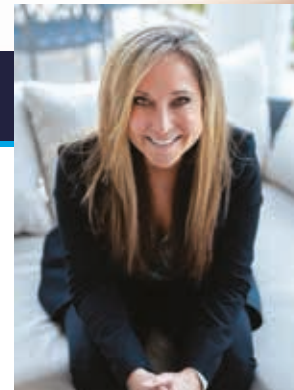
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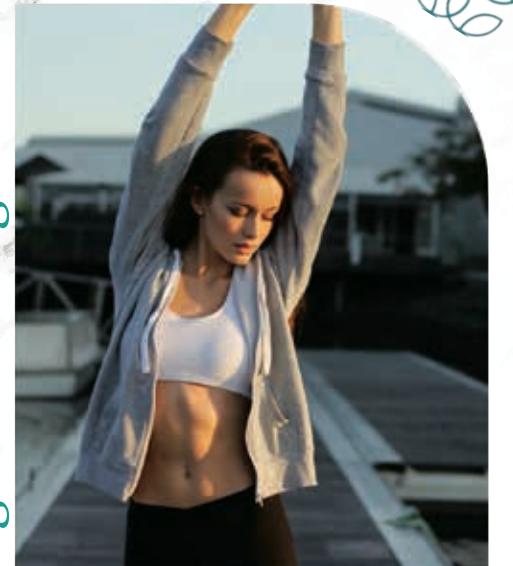
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# BRANDON BROWN



▶ agent spotlight



SEEING THEM THROUGH

By Dave Danielson | Photos by WASIO faces

There's a solemn role and responsibility that you take on each time you take on a new client. It's the understanding that you are coming alongside an individual or family who, at a very pivotal moment in their lives, needs you to do what you do very well. Brandon Brown is one of those who embrace that role and opportunity, too.

#### Navigating the Way as Owner/Broker of BayBrook Realty

Brandon is adept at helping both clients and team members navigate what can be turbulent waters to reach the place they want.

"I love solving a problem when someone asks me a question... having the chance to figure it out and give them an answer. My father passed a couple of years ago, and I can empathize with families who are dealing with tough life situations. It is so rewarding to help those people and see the relief on their faces once a transaction is finished," Brandon says with a smile.

"There's a lot of pressure, stress, and unknowns that come with all of this. It's a whole new world for new homebuyers and people who haven't bought or sold in 40 to 50 years. I want to give them the counsel they deserve. Working with a wide range of clientele makes me happy, and navigating them through the emotional process of home buying and selling is truly rewarding."

#### Long-Term Roots

Brandon grew up in Orange County, having been here since 1977. "My parents owned a bike store in Laguna Hills. Through that process, I saw how my dad interacted with a lot of his clients," he says. "I always would run into people throughout the community, and they would say, 'That's your dad? He is so nice.' That interested me in working with people and helping them too."

#### His First Property

High school came and went. Then, it was on to college for Brandon as he attended Cal State Fullerton. "Along the way, I worked in many service-related jobs. In college, I didn't know what I was going to do when I got out," he remembers. "One of the paths that stood out for me at the time was one that my friends' father was on. He was in real estate then and is still a managing broker in Laguna Beach. He was such an inspiration to me. When we were still in college, he encouraged his two sons and me to buy a property together."

That's exactly what they did. It wasn't long before the three young men had their first home. Getting there was an experience that Brandon will never forget. "It was the most unusual first-time homebuying experience that you can imagine. We were in escrow with a seller that was an investor. They bought a home in foreclosure and



we were buying it from them. Ultimately, the IRS redeemed the property from them while we were in escrow. Knowing that we loved the home, we had to figure out how to buy it directly from the IRS. It was an auction situation. We were the highest bidder, and we got it in 2001.”

#### Reading His Future

After he graduated from college, Brandon began his working career as an analyst with Pacific Life Insurance Company, though his active interest in real estate never left. In fact, while at Pacific Life, Brandon obtained his real estate license. “That was the point when I read ‘Rich Dad, Poor Dad’ by Robert Kiyosaki, and it inspired me,” Brandon says.

He jumped into the business and found his own individual path to learning and growing. “My first foray into real estate was different. I had a friend who was buying defaulted debt. The banks sell off that debt. So I jumped in and helped by analyzing properties in all 50 states to bid on, purchase, and ultimately, service the debt,” Brandon says. “What I had to learn to accomplish that was amazing in itself, but it also taught me a lot about how debt, mortgages, title, and banks work.”



Brandon Brown and his wife, Meghan

“ IT'S A WHOLE NEW WORLD FOR NEW HOMEBUYERS AND PEOPLE WHO HAVEN'T BOUGHT OR SOLD IN 40 TO 50 YEARS. I WANT TO GIVE THEM THE COUNSEL THEY DESERVE.

Then, in 2007, the market crashed. Still, the efforts that Brandon and his team had expended helped to insulate them a bit. “Luckily, we had a great debt portfolio and were able to smoothly transition into buying homes at auction. We bought our first foreclosure in 2008. At that point, there were more than 300 homes every day going to auction in San Diego alone,” he recalls. “It’s still something we do to this day. We have bought and sold more than 2,400 homes throughout the years.”

#### BayBrook Realty is Born

As Brandon continued learning and growing while working in portfolio and asset management, his separate brokerage, BayBrook Realty, named after his daughters, Baylie and Brooklynn, continued to expand. “At first, my goal was to help friends and family only,” he says. “Then, all at once, I started getting a lot of calls from agents asking me questions, so I moved forward with developing and expanding the brokerage.”

Today, Brandon is proud to lead a team of 10 agents. “I like being there to help them. I also really enjoy being a ‘step-broker,’ of sorts, to other agents when they have questions,” he says.

As Brandon thinks back through all of the chapters, milestones, and happenings that have shaped the man he is today, he humbly recounts one indelible mark ... when he was diagnosed with cancer in 2017.



Daughters Baylie and Brooklynn

“It changed my life in the best way possible. It made me realize that the success I achieved wasn’t mine to take credit for; it was a blessing orchestrated by God,” he emphasizes. “He brought me to where I am today. Success is fleeting; it can be there one moment and gone the next — just like life itself. It’s all God-given. With that in mind, I know that the Lord has brought people into my life with perfect purpose. Nothing happens by coincidence.”

Success has definitely been there. In fact, in 2021, BayBrook Realty recorded 50 closings for \$45 million in sales volume, with another 31 closings representing \$30 million in sales volume in 2022.

#### Where His Heart Is

Family time is an enriching time for Brandon too. He cherishes time with his wife, Meghan, who is also an agent, and their two daughters, 14-year-old Baylie and 12-year-old Brooklynn.

Since Brandon’s parents owned a bicycle store while he was growing up, he has carried that love into his free time as an adult. “I really like pretty much anything to do with bicycling, including road riding and mountain bike racing,” he smiles. “I did a 24-hour relay race in Arizona a month ago. We do that every year.” Other favorites for Brandon include traveling and surfing.

Most importantly, his faith continues to sustain him. “Church is the most important thing in our lives. I love being an usher at Compass Bible Church,” he says. “Seeing the joy in people’s eyes each week brings a smile to my face, and one of my favorite groups to support is Make-A-Wish.”

Empowered by his faith and driven to serve others with honesty and integrity, Brandon Brown is a giver who fully invests in each person he has the privilege to help.

“I never want any client to think of themselves as a transaction. I don’t look at clients that way. I think of it more as ‘Who can I serve? Who can I serve and be a useful vessel for?’”





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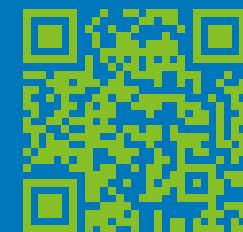


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# JEFF & TRACIE KIRKPATRICK

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#### Growing Service Levels

Coastal Inspection Services is led by owners Jeff and Tracie Kirkpatrick. When you talk with Jeff and Tracie, their positivity and passion for the way they're growing their business for their partners come through loud and clear.

"We've been focusing on additional services to help provide value to our REALTOR® partners. We added mold testing and sampling, as well as sewer scope inspections," Jeff explains. "It's been received very well so far. The agents we work with have been very happy that we are able to offer additional services with one call, and they don't need to look for other referrals. We look to be their one-stop resource. We value their time and want to make sure we are doing everything we can to make their work easier. That's our goal."

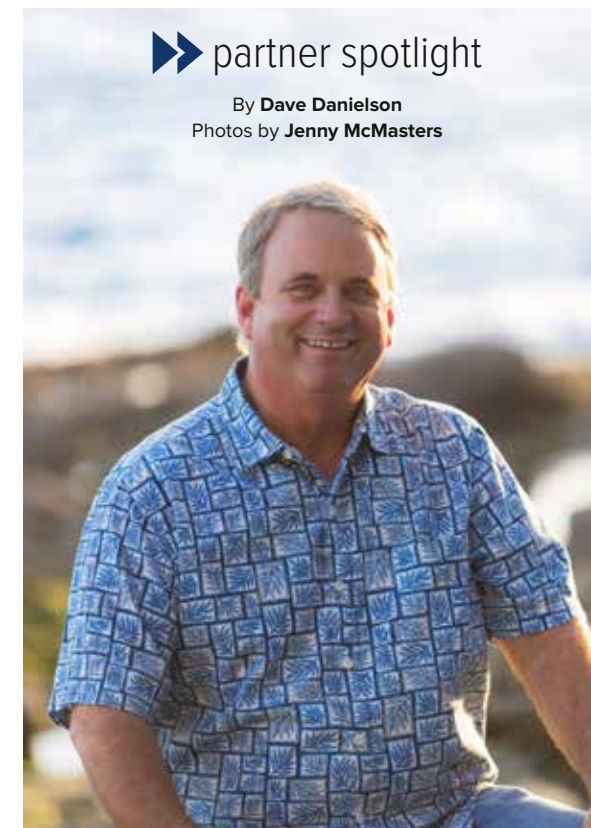
The number of partners and clients who ask for sewer scope inspections has increased fairly dramatically, Jeff and Tracie report.

"A couple of years ago, I would say that less than 5 percent of our clients asked for them," Jeff recalls. "Today, that number has gone up to around 55 percent. The reason for that is that the underground sewer system is not something that insurance covers. It's also something that a normal home inspection doesn't include, and for those reasons, people are ordering a sewer scope inspection because they want to know what is happening up front. We aim to go above and beyond the 'normal' home inspection."

Coastal Inspection Services are also proud to have added mold-sampling services as well.

#### ▶ partner spotlight

By Dave Danielson  
Photos by Jenny McMasters





“Mold sampling comes into play when people know that perhaps there was a recent leak,” Tracie says. “In those cases, they want to have things checked out so that they can have peace of mind knowing that the leak was addressed in the right way when they take the keys. This has become especially important in this last year of unusually rainy weather.”

#### Winning Connections

That’s just the start. Coastal Inspection Services has also created relationships with other inspection specialists to ease the way forward for their partners and clients.

“We have built relationships with termite inspection companies so that when an agent schedules their home inspection, we can assist in offering termite inspection at the same time. We are always looking at saving our Realtor partners valuable time,” Tracie says.

“In this downturn market, we spent a lot of time building to provide quality for our agents,” Jeff says. “We want to make the agents’ job easier so they can avoid needing to make more calls.”

#### Growing to Exceed the Need

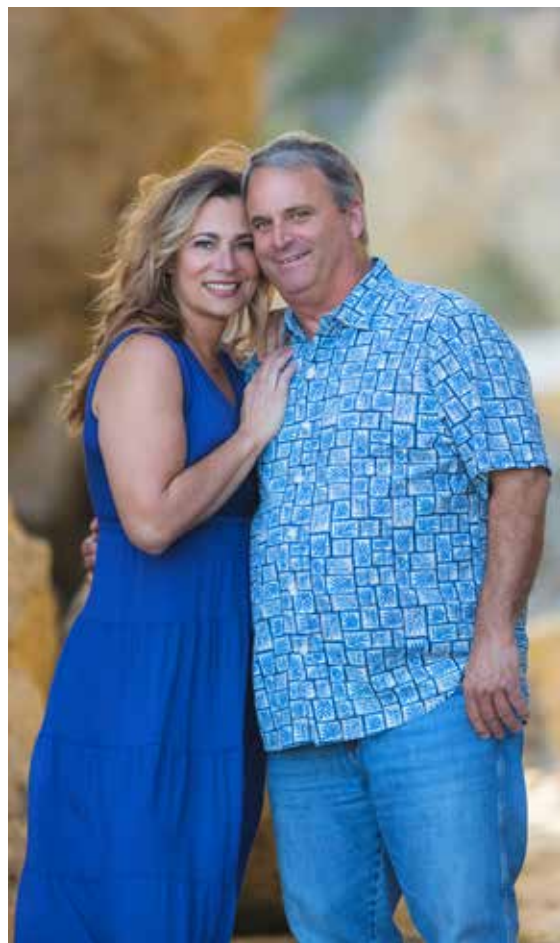
In addition, Tracie and Jeff are proud of the way their team of six inspectors and their office staff continue to step forward and grow with the needs of their partners and clients.

“One of the things that we have put an emphasis on is ensuring an even higher level of training for our inspectors,” Tracie says.

The steps forward that Jeff and Tracie continue to take represent a high level of dedication and care. That superior service is reflected through their communication during the home inspection consultation as well.

“We like helping people learn as much as they can about the house so they have as few issues as possible and make a more informed decision,” Jeff emphasizes.

They also find a lot of fulfillment that comes through working with their team members.



“I really enjoy watching our team members grow personally. I love when I hear one of our inspectors mentoring a junior inspector and answering a question before we even get to it,” Tracie says. “I like watching them enjoying what they’re doing and sharing that with others.”

Away from work, Jeff and Tracie enjoy spending as much time as possible with family, including their daughter, who got married in January this year, and their son, who has moved back to the area and is working as a baseball pitching coach.

In their free time, they have a passion for traveling. Other favorites for Jeff include photography, fishing, boating, and spending time on the water, while Tracie enjoys spending time on land, preferably with a glass of wine in her hand.

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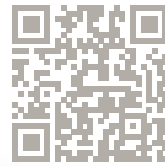
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▶ agent spotlight

By Dave Danielson  
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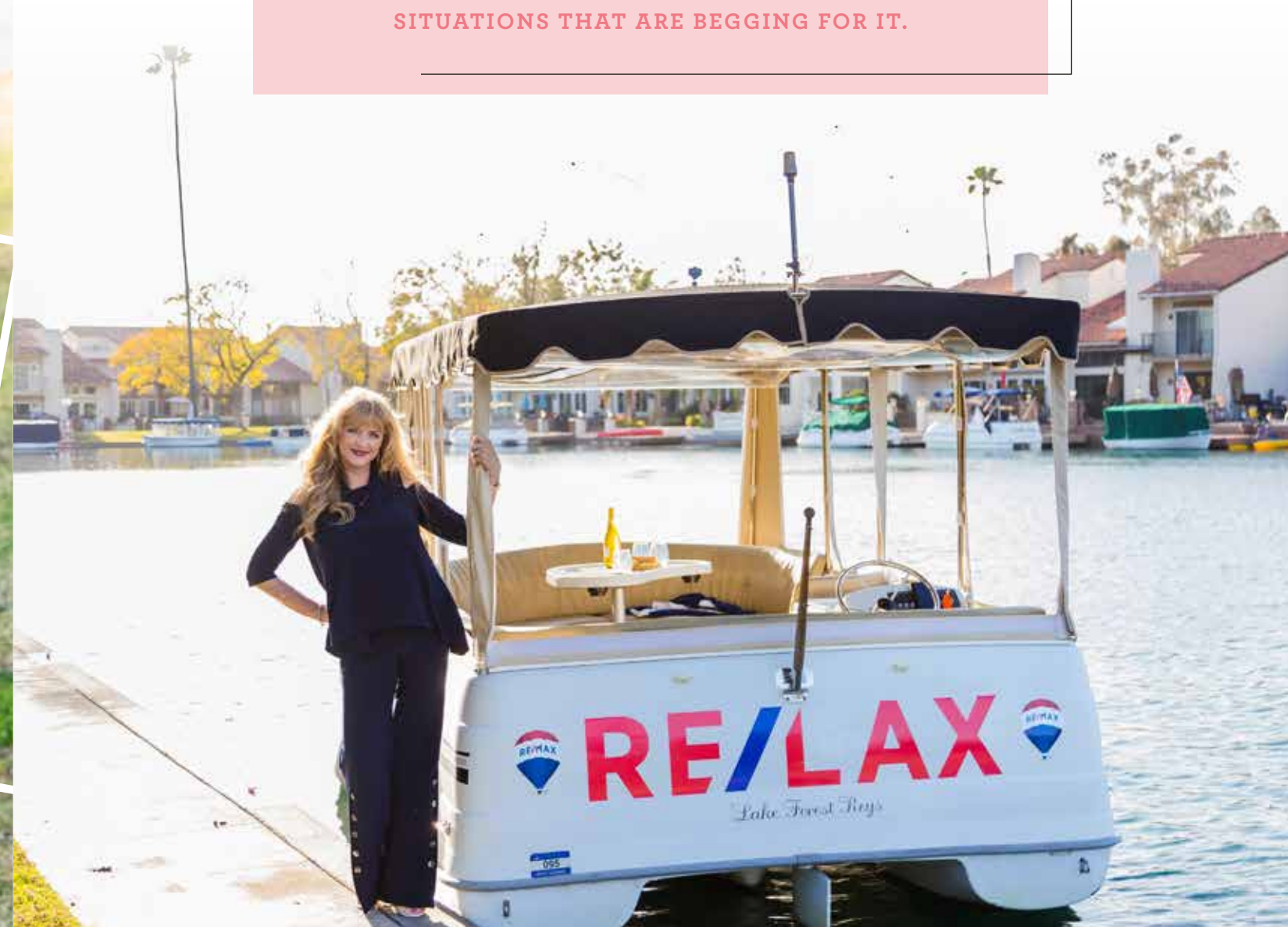


# Kathi

## JESSE

*PUTTING THE PIECES TOGETHER*

**KATHI JESSE, J.D., HAS A WAY OF ADDING ORDER TO SITUATIONS THAT ARE BEGGING FOR IT.**





I LOVE REALLY PUTTING THE PUZZLE TOGETHER FOR FAMILIES. NO TWO PEOPLE ARE THE SAME. NO TWO CIRCUMSTANCES ARE THE SAME. EVERY SITUATION IS DIFFERENT. IT'S FUN FOR ME TO HELP THEM AND PUT ALL THOSE PIECES TOGETHER.

”



Kathi Jesse, J.D., is broker/owner of The Jesse Group at RE/MAX Terrasol.

She has a way of bringing a sense of calm, organization, and resilience that creates an eye in the storm ... a place where her team members and clients can find their bearings while the world spins around them.

**UNDENIABLE DIFFERENCE**

As broker/owner of the Jesse Group at RE/MAX Terrasol, Kathi provides a place where she can help those around her make all the pieces for their goals fit together.

“I love really putting the puzzle together for families. No two people are the same. No two circumstances are the same. Every situation is different. It’s fun for me to help them and put all those pieces together,” Kathi explains.

“It’s amazing how many people have been told that they can’t buy a house. I have worked with a lot of brokers and have helped them successfully navigate. We really think outside the box to make sure everyone gets what they want and need.”

**A TRADITION OF GROWTH**

Kathi has always put her best foot forward and has pushed to expand her abilities by thinking big.

As an early example of that, when she graduated from college, it wasn’t long before she got into the insurance business. In time, she bought her father’s insurance agency — a role she enjoyed for seven years.

“During that time, I got into the real estate business as a loan officer,” she says.

Kathi was then instrumental in partnering with seven others to form Regency Real Estate.

“That’s when I decided to sell my insurance agency and get my broker’s license. I went full-force into real estate. I’ve loved it and never looked back.”

**GAINING GROUND**

Kathi moved to join RE/MAX, the largest real estate company in the world. Since then, she has continued building and growing.

Along the way, she has earned 10 professional designations and two international certifications. In addition, she has been a top-level performer — earning the Diamond Award the past five years.

And if that weren’t enough, Kathi went on to earn her law degree in 2012.

**BUILDING WITH TEAMWORK**

While Kathi has earned a wide range of awards and accolades, she is quick to shine the spotlight on the members of her team and the way they serve clients each day.

“I am blessed to have a wonderful team of eight,” she says with a smile.

**FAMILY STRENGTH**

Away from work, Kathi enjoys the love of her family, including her husband, Mike, who is also a broker and licensed builder. Together, they helped launch the first RE/MAX office in Dubai through a partnership with other brokers by forming an international group called NAC, which was formed by Kathi and Mike.

She also cherishes time with her adult sons. In her free time, she enjoys golf and travel. Mike is a bourbon steward, so they also enjoy conducting bourbon tastings.

**GIVING BACK**

Kathi is on the board of directors for the Pathfinders organization, where she is vice president — and on track to serve as president in two years.

The group provides funding for the Boys and Girls Club of Palm Springs, as well as for Pathfinder Ranch.

“We do a big gala fundraiser where we raise \$300,000 for those two organizations. They do a great job of supporting underprivileged kids,” Kathi notes.

In addition, Kathi serves on the board of directors for CVRWF, and has a big place in her heart for working on behalf of her military clients.



**THERE TO SEE THEM THROUGH**

Truly, those who know Kathi appreciate the way she gives generously of her time and resources, with a straightforward, warm, God-fearing approach to helping those she meets.

Whether the people Kathi works with are clients who are striving to reach their goals or members of her team who are taking their own steps forward in the business, they all know they have a vital resource on their side — someone who is there to put the pieces together for them.





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# DAVE ARCHULETTA



cover story | By Dave Danielson  
Photos by Jenny McMasters

## GENEROSITY AT WORK

When you think of it, your efforts in the world begin with the act of giving. Each day, you make a vital difference in the lives of those around you by sharing your experience and expertise.

That's something that Dave Archuleta knows all about.

### EASING THE WAY FORWARD

As a REALTOR® with The Archuleta Team at First Team Real Estate | Christie's International, Dave puts his generosity to work to ease the way ahead for others.

"I love helping people win. Our agents win when they grow their businesses. Our clients win when we help them reach their real estate goals. If

helping others live a better life is a focus, the environment around us changes," Dave says.

"One of our core values is '360 Degrees of Generosity.' I love working with people who are generous. This is how we make an impact. I want people who are generous with the team, with their clients, in terms of time and resources, and with the industry, giving back, speaking, etc. I've learned so much from people who have helped me. I want to do the same thing."

### PEOPLE OVER PROPERTIES

Truly, Dave sees his work extending well beyond the transaction of selling homes.

"When I work with a family, I think about the fact that they get to enjoy that home with their family and live in a community where they can flourish," Dave says.

Dave remembers the way his adventure in real estate unfolded about three years ago.

"My wife was working in real estate and still does. We have five kids. When we were having our fifth, she was a bit overwhelmed. So I decided to get my license and try it out and see if I liked it. I really did. I resigned from my full-time career of 15 years, and then COVID happened. That was a challenging time," Dave explains.







The Archuletta Team at First Team Real Estate | Christie's International

“It was January 2020, and I was a new full-time agent in the business. Those first few months, I had some of the strangest transactions, where I had to think outside the box. What was great was that I didn’t know what was considered ‘in the box’ or ‘outside the box,’ so I was able to navigate creatively. It taught me so much and felt like I gained years of experience in my first year.”

**BUILDING BEYOND**

Dave has continued building since those early, challenging days. Today, he is a true leader in the industry. In fact, in 2022, he recorded \$77 million in sales volume as an individual.

One of the newer, rewarding parts of Dave’s job is his new team, which he and Julia started earlier in 2023. Today, he has 11 agents and counting.

Dave attributes a lot of his real estate success to his time as a professional recording artist.

**HITTING THE RIGHT NOTES**

Dave played in bands for a long time and then got a business and marketing degree at Cal State Fullerton. After that, he worked at a church for 15 years.



“I was a worship pastor and produced music at my church. Being an artist gives me the creative edge as a Realtor. As a musician, I was also the guy who was managing and marketing the band. I’ve been able to use that background in real estate to think creatively,” Dave says.

“That background has given me creative ideas for branding, design, marketing campaigns, and overall strategy. Also, working at a church for so many years has taught me how to listen to people and have compassion for them. Selling and buying a home is a stressful experience for most people, so I believe that working at a church has helped me navigate clients through that experience. So I have the creative side and the compassion side, which has really helped me stand out in the noise.”

**FAMILY FULFILLMENT**

Away from work, Dave’s world is made more fulfilling by his family, including his wife, Julia, and their five children. Today, Dave and Julia live in Rancho Mission Viejo, where they are perennial leaders year after year.





**I LOVE HELPING PEOPLE WIN.**  
OUR AGENTS WIN WHEN THEY  
GROW THEIR BUSINESS.



The Archuletta Team and their families

“My wife started it all in the business 14 years ago. What I think is cool about us is there aren’t many people who can successfully pass the baton off from one person to the next,” Dave says. “We have done that. We have reversed roles, and we have grown through time. We’re still learning every day, but we are happy, and we still have so much more to accomplish.”

In their free time, Dave and his family have a love for going to the movies ... enjoying the chance to reboot and enjoy relaxing, entertaining time together with icees and popcorn. In addition, they started their own community softball league that, today, has more than 200 people playing.

“We created nine teams, based on the streets/community they live on, to help people get connected,” Dave says.

Dave also has a wine-tasting club that boasts a membership of more than 80 people every month.

“In addition to being things that I really enjoy, these special events and organizations are fun ways to bring people together and make connections. What a blessing it is to be a part of a community and help people feel valued and loved.”



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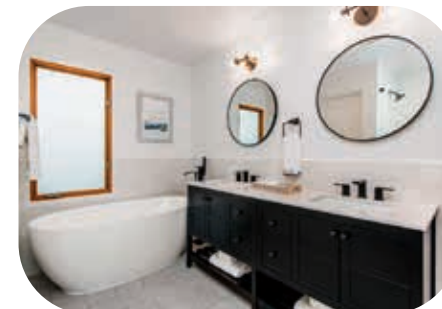


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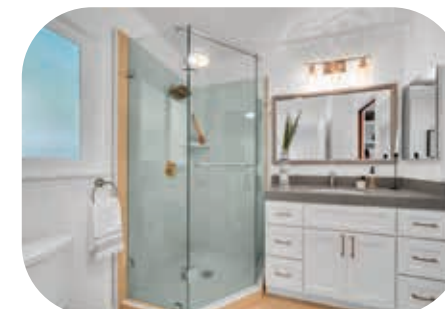
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