

SOUTH ORANGE COUNTY

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

SIMON GUY
MAKING IT COUNT

AGENT SPOTLIGHT

NANCY AYNEHCHI

AGENT SPOTLIGHT

MIKE LOVULLO

PARTNER SPOTLIGHT

PHILIPPE & TONJA HELLER
THE REAL ESTATE
INSPECTION COMPANY

MARCH 2023



HOME LOANS MADE EASY

Rates Are Down.
Real Estate Sales Are Up!
Are you positioned with the
Best Lender?

Shawn Muro

Senior Division Loan Officer | NMLS #331699

949.257.9112

Turn All Your Buyers into
Same-As-Cash-Offers
www.PassGoApproval.com

When You Only Want
**THE BEST FOR
YOUR BORROWERS**

Call Me Personally Today! 949.257.9112

MuroLendingGroup.com

MURO DIVISION



GENEVA FINANCIAL



NMLS #42056
BK #0910235



Great People. Amazing Service. Quality Results.

"I only use and highly recommend Coastal Home Inspection.
They have a great team of experts, always on time and professional.
I can always count on them to conduct a thorough inspection."

- CLIENT TESTIMONIAL



Call, Text, or Visit Our Website to Get Your FREE Quote!
949-481-2501 | WWW.COASTALINSPECTION.US



ESCROW
OPTIONS GROUP

**EXPERIENCE
THE BEST OPTION**

WWW.ESCROWOPTIONS.COM



COMPLIMENTARY SERVICES

SELLER NOTARY SERVICES, WIRED COMMISSIONS, ALTOS MARKET REPORTS, UPFRONT HOA ASSISTANCE, PRE-ESCROW SERVICES AND MANY MORE



MULTI-LINGUAL OFFICERS

OUR ESCROW TEAMS SPEAK OVER 10 LANGUAGES TO ENSURE YOUR CLIENTS FEEL COMFORTABLE AND INFORMED THROUGHOUT THE ESCROW PROCESS



12 LOCATIONS IN SOCAL

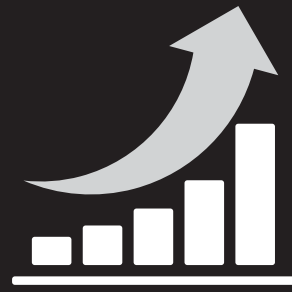
70+ TEAM MEMBERS IN OFFICE LOCATIONS COVERING ORANGE, LOS ANGELES, RIVERSIDE, SAN BERNARDINO AND SAN DIEGO COUNTIES



BERNADETTE KERKES

VICE PRESIDENT OF MARKETING & BUSINESS DEVELOPMENT
P. 714.348.4718
E. BERNADETTE@ESCROWOPTIONS.COM

Let's Talk about the
Elephant in the Room...
Rates are High



WORK WITH US.
WE'LL BE YOUR LUCKY CHARM!

We have a plan!



Christopher Smith, Branch Manager

949-535-1821







www.mortgageonehomeloans.com
TheSmithGroup@GoMortgageOne.com

SG The Smith Group
powered by **MORTGAGEONE**

Family Owned & Local Direct Lender | NMLS#: 898812



TABLE OF CONTENTS

| | | | | | |
|---|---|--|--|--|--|
|  | 10 Index of Preferred Partners |  | 16 2022 By the Numbers: What the Top 500 Agents Sold |  | 20 Agent Spotlight: Mike Lovullo |
|  | 26 Partner Spotlight: Philippe & Tonja Heller, The Real Estate Inspection Company |  | 32 Agent Spotlight: Nancy Aynehchi |  | 38 Cover Story: Simon Guy |

Cover photo courtesy of **Jenny McMasters**

SOUTH ORANGE COUNTY
REAL PRODUCERS.
CONNECTING. ELEVATING. INSPIRING.

WANT TO BE FEATURED AS A RISING STAR?
OR KNOW SOMEONE WE SHOULD FEATURE?

- ★ Five years or less in the business
- ★ At least \$10 million in sales in one calendar year
- ★ Active on social media

For more information, to nominate, or to request to be featured, please email ocrealproducers@n2co.com!

**CORNER
ESCROW**

**Professional Service,
Unwavering Integrity**
An Escrow Team You Can Trust

We have the knowledge to
navigate through any unforeseen obstacles.
PARTNER WITH US & GIVE YOUR CLIENTS PEACE OF MIND



Katie DiCaprio
Chief Marketing/Operations Officer
949.303.0515
Katie@cornerescrow.com



George Delgado
Account Executive
949.668.2447
George@cornerescrow.com

WWW.CORNERESCROW.COM 

IRVINE LAGUNA BEACH LAGUNA NIGUEL CARLSBAD MURRIETA BEVERLY HILLS LAGUNA WOODS TUSTIN



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CHIROPRACTIC

Horning Chiropractic
and Acupuncture
Ben Horning
(949) 422-7698

ESCROW SERVICES

Corner Escrow
Katie DiCaprio
(949) 303-0515

Escrow Options Group
Bernadette Kerkes
(714) 348-4718

Glen Oaks Escrow
Hallie Packard
(949) 607-7665

The Escrow Source, Inc.
Michelle Chandler-Rahe
(949) 305-0888

HOME INSPECTION

Coastal Inspection Services
Tracie Kirkpatrick
(714) 469-9489

Preferred
Inspection Services
Jerry Stonger
(949) 234-7125

The Real Estate
Inspection Company
April Georgeson
(760) 484-6740

JUNK REMOVAL SERVICES

The Junkluggers of
Orange County
Joe Sandoval
(949) 632-2123

MORTGAGE SERVICES

CrossCountry Mortgage
JJ Mazzo
(877) 237-9694

MortgageOne, Inc.
Christopher Smith
(949) 292-9292

Movement Mortgage
Matt Webb
(949) 742-2868

Muro Lending Group
Rick Muro
(949) 354-8400

US Bank
Erica Dose
(949) 355-2851

MOVING COMPANY

Costa Mesa
Moving Company
David Wilkes
(714) 241-1673

PHOTOGRAPHY

WASIO faces
Yanek Wasiek
(949) 529-0512

PHOTOGRAPHY & VIDEOGRAPHY

Antis Media
Dave Antis
(917) 696-2493

Bowman Group Media
Tyler Bowman
(949) 275-1386

Thomas Pellicer
(714) 381-7675

PROFESSIONAL ORGANIZING

Coastal Organizing
Company
Liz Wann
(949) 482-9476

SCREEN PRINTING & EMBROIDERY

Print And Cultivate
Flo Indries
(949) 973-1515

SOCIAL MEDIA

LY Media Ventures
Lauren Yek
(949) 981-7959

STAGING & HOME DESIGN

Straw + Clover Studio
Andrea Dean
(714) 655-9705

TITLE SERVICES

Chicago Title
Shannon Peterson
(949) 235-6913

First American Title
Ryan Raphael
(949) 482-9428

Lawyers Title
Jeff Tiss
(949) 422-1301

WFG Title
Andrew Walsh
(949) 300-9101

HELPING BUYERS GET THEIR DREAM HOME.



Upfront Underwriting*

Once the file is submitted to an underwriter, the clock starts on their 6-hour goal.



7-Day Processing*

Our teams strive to reach full processing in only 7 days. No more waiting around for weeks or months.



One Day Closing Goal*

Once all conditions have been fulfilled, we have a one-day goal to be clear to close.



CALLING ALL REALTORS LOOKING FOR THE RIGHT PARTNERSHIP.

AUTOMATION TOOLS

Partner with an organization that offers co-marketing solutions that help grow your business.

Here at Movement Mortgage, we offer a suite of marketing automation tools that help you generate:

new leads & manage current clients
educational content creation
outbound email marketing
print marketing collateral

...all at your fingertips.

PLATFORM INTEGRATIONS:

+ Total Expert CRM Suite

Integrates with:

+ Homebot
+ MBS Highway
+ BombBomb
+ Home Value Reports TotalExpert



Leigh McMahon ~ Your Loan Officer
"Here to Grow Your Business"

@MortgageUpdates

Direct: 949-239-4252

Leigh.McMahon@Movement.com

www.LeighMcMahon.com

NMLS 1075410

MEET THE
SOUTH ORANGE COUNTY
REAL PRODUCERS TEAM



Michele Kader
Owner/Publisher
(949) 280-3245
michele.kader@
realproducersmag.com



Ellen Buchanan
Editor



Geneva Eilertson
Marketing Associate



Dave Danielson
Writer



Alex Regueiro
Social Media Manager



Tyler Bowman
Media and Video



Jenny McMasters
Photographer



Yaneck Wasiek
Photographer
WASIO Photography



Thomas Pellicer
Event Photographer



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at michele.kader@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *South Orange County Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

CHRISTOPHER and HALLIE
YOUR ESCROW PARTNERS



When it comes to your open escrow, our exclusive **Weekly Escrow Update** is the ultimate checklist designed to help all parties stay on track. It's a proactive approach that highlights the current status of all **documents, reports, and outstanding items**. Our exclusive Weekly Escrow Update reports keep you and your clients up to date on the progress of your open escrow! No more wondering if Escrow has received or sent items - we keep you posted every step of the way, automatically, on every transaction!



- 20,000 career-closed transactions
- \$8,000,000,000 in career-closed residential real estate
- Highest and Most-Rated Escrow Team in California
- Over 400 5-Star reviews on Yelp • 16 Exclusive Concierge Services

Glen Oaks Escrow - Laguna Niguel | www.glenoakescrow.com
949-625-6751 | 28202 Cabot Rd. Suite 205 Laguna Niguel, CA 92677

FAQ

ABOUT THIS MAGAZINE

By Michele Kader, Publisher



If you just made the 2023 Top 500 producers in South Orange County and are new to our publication, you may be wondering what it's all about. "FAQs About This Magazine" answers the most commonly asked questions around the country regarding the Real Producers platform. My door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice and to connect, elevate the industry, and inspire!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in South OC. We pulled the MLS numbers (by volume) from January 1, 2022, to December 31, 2022, in South OC, cut the list off at number 500, and our new 2023 Top 500 distribution list was born. This magazine is free exclusively to the top 500 agents in the area each year. This year, the minimum production level for our group was \$10.8 million, based on data reported to MLS.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple – every feature you see has been chosen based on production numbers and/or nomination. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate Realtors. We will consider anyone brought to our attention because 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 ocrealproducers@n2co.com with the subject

line, "Nomination: (Name of Nominee)," and explain why you are nominating them to be featured. It could be 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, we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly 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," in a sense. 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.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top Realtors, please let us know! Send an email to michele.kader@2co.com.

BOSS BABES



Supporting Women-Owned Businesses

Thank you for supporting South Orange County Real Producers, a women-owned and operated business!

We want to give a special shout-out this month to all the other boss babes in our Real Producers community who are working hard and succeeding in their industries!

RP 2022

BY THE NUMBERS

HERE'S WHAT SOUTH OC'S TOP 500 AGENTS SOLD...

7,972


TOTAL TRANSACTIONS

\$ 11.5B
SALES VOLUME

4,863 LISTING SIDE
TRANSACTIONS
 #

3,109 BUYING SIDE
TRANSACTIONS


\$23 MILLION
AVERAGE
SALES VOLUME
PER AGENT


15.9
AVERAGE
TRANSACTIONS
PER AGENT


*Information is based on residential sales in 2022 in South Orange County by the top 500 producing agents by total sales volume.



Luxury Inspection Services

RESIDENTIAL | COMMERCIAL



Custom Packages
Same Day Reports
1750+ 5 Star Reviews
800.232.5180



The Real Estate
Inspection Company

YOUR ONE-STOP-SHOP FOR REAL ESTATE AND PERSONAL BRANDING MEDIA

PHOTOS • VIDEOS • DRONE • & MORE

Antis
MEDIA

SCHEDULE YOUR
NEXT JOB TODAY
ANTISMEDIA.COM



usbank.com/mortgage



Jumbo mortgage options for your higher-limit needs

If you're considering buying a higher-cost or luxury home, your best mortgage option could be a jumbo loan. Jumbo mortgages can exceed the limits of a conforming loan, offering increased purchasing possibilities.

- Low down payment options
- Fixed- and adjustable-rate mortgages
- Lender-paid mortgage insurance programs available
- Financing for a wide price range of homes
- Portfolio loans for unique situations
- Primary residence, second homes and investment property financing

Erica Dose

Mortgage Loan Officer

Irvine

949-863-2422 office

949-355-2851 cell

erica.dose@usbank.com

NMLS # 400582



Loan approval is subject to credit approval and program guidelines. Not all loan programs are available in all states for all loan amounts. Interest rates and program terms are subject to change without notice. Visit usbank.com to learn more about U.S. Bank products and services. Mortgage, home equity and credit products are offered by U.S. Bank National Association. Deposit products are offered by U.S. Bank National Association. Member FDIC. ©2023 U.S. Bank



STRAW+
CLOVER
STUDIO

HOME STAGING

714-655-9705

949-290-4055

[WWW.STRAWANDCLOVER.COM](https://www.strawandclover.com)





» agent spotlight

By Dave Danielson
Photos by Jenny McMasters

MIKE
LOVULLO

CREATING NEW CHAPTERS

One of the hallmarks of leadership is knowing how to build on success ... to move it beyond into new, rewarding territory.

That's exactly what Mike Lovullo does for those around him.

As broker/owner with Lantern Bay Realty, Inc., Mike specializes in creating new chapters each day.

“
I love the
people part
and giving
them the keys
at the end.
”

“One of my favorite parts about this business is meeting new people all the time. When you drive around with them to look at properties, you get to know them over time,” Mike explains.

“I love the people part and giving them the keys at the end. Most of the clients that I do business with become my friends. And going forward, they know they can call me any time.”

The Drive to Make a Difference

When you talk with Mike, you instantly feel that drive to make a difference that he has in abundance.

“It feels good to go the extra mile,” he says.

“I always want to give a little more and do whatever I can to exceed the expectations that people have along the way.”

Leading a Legacy

One of the things that have meant a lot to Mike during his career is having the opportunity to build on the business that his father began.

“My dad started Lantern Bay in 1973. He will be 93 in May,” Mike says with a smile.

“It is a special feeling to look back and know that Lantern Bay has been around for 50 years. He retired about eight years ago.”

An Early Start

Mike got an early start in the business. In fact, he was just 18 years old when he earned his real estate license. When he graduated from college, he dove into the business and started working as a rental agent.

...



• • •

“That really was the best way for me to learn the business. I learned about all of the forms, and it also taught me about dealing with people,” he remembers.

“As a year or two went by, I made a lot of friends and had a few amazing customers who — even though I was young — wanted to help me.”

Remembering the Impact Others Had

Looking back, Mike has deep gratitude for the leadership of his father and others who served as key mentors to his growth along the way.

“
I know that if you give
great service and treat
people the right way,
the money will follow.
”

“One of those was Arlene Pierce — dad’s original business partner — as well as other amazing REALTORS® who are still in the business today,” he says.

“They were so kind and willing to help you move along in your career.”

Building Ahead

Today, Mike is proud to continue to build forward with his team, including his two assistants, who are also licensed agents as well.

The signs of success are easy to spot. In addition to helping people buy and sell property, Mike also does about 10 percent of his business in the commercial realm, and he also manages 88 properties.



Family is at the heart of Mike’s satisfaction in life. He treasures time with his wife of 28 years, Diane, and their two adult sons.

In his free time, Mike enjoys time with their two German shepherds. Music has also been a big, ongoing part of his fulfillment. In fact, he played in an ‘80s band until recently.

He and Diane are fans of music as well. One of their favorite things to do together is watching live music and taking in shows at the theater.

Since COVID, Mike and Diane have also enjoyed having the chance to play golf more. Travel is also a favorite pursuit for them.

Lifting Others

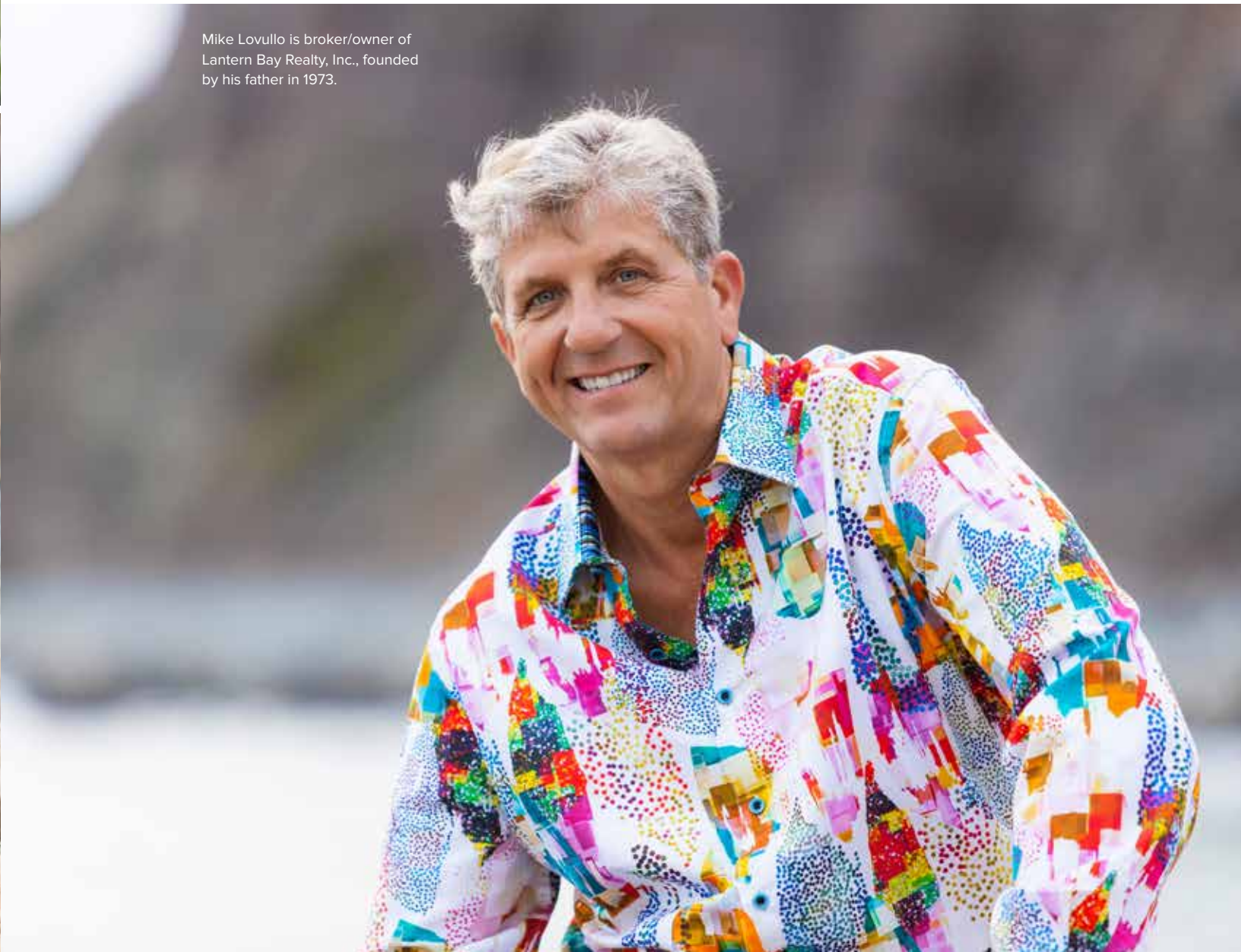
Through time, Mike has steadily built on the success stories of people around him. Along the way, he has done it with a deep, genuine sense of honesty and integrity.

“I always put people before the dollar,” he emphasizes.

“I know that if you give great service and treat people the right way, the money will follow. It’s important to me that people know that I have their back and will go the extra mile for them.”

Congratulations to Mike Lovullo for the undeniable difference he makes through time. Day by day and win by win, he creates success for his clients and his community ... in the process, creating new chapters for them.

Mike Lovullo is broker/owner of Lantern Bay Realty, Inc., founded by his father in 1973.





HOME ORGANIZING
MOVES & RELOCATIONS
BUSINESS ORGANIZING



Coastal Organizing Company exists to help you find peace in your space by creating a stress-free, organized environment.

"Liz and her team were amazing! The organization is beautiful and clearly labeled so my family can keep up with the system. Look forward to working with her again. Loved our experience and highly recommend!" — JULIANA B.



949.482.9476 | WWW.COASTALORGANIZINGCOMPANY.COM



"Shannon and Cheryl go above and beyond for their clients. They provide exceptional service and are dedicated to achieving an outstanding real estate experience."

- KH

Partnered Together, We Can Accomplish **Big Things!**

Cheryl Anderson
(949) 212-2903
Cheryl.Anderson@ctf.com



Shannon Peterson
5 Corporate Park, Suite 100
Irvine, CA 92606
949-235-6913
Shannon.Peterson@ctf.com

COSTA MESA MOVING COMPANY

What to Expect From Us

- ✓ Licensed & Insured
- ✓ Expertly Trained
- ✓ Packing & Crating Services
- ✓ Referred by interior designers, antique dealers, property managers, and real estate agents throughout Southern California
- ✓ Excellent Reputation
- ✓ Low-Cost Packing Materials
- ✓ Modern Equipment & Trucks
- ✓ Storage Available
- ✓ FREE Estimates

(714) 241-1673

2614 S Oak St • Santa Ana, CA 92707

CostaMesaMoving.com

info@costamesamoving.com



still | motion photographer

people
SPACES
aerials

Specializing in architecture, interiors and luxury real estate.

714.381.7675 | www.THOMASPELLICER.com

@thomaspellicer



PHILIPPE & TONJA HELLER



THE REAL ESTATE INSPECTION COMPANY

When you make up your mind to do everything the way it has always been done, you can easily miss out on opportunities to improve your operations and success along the way.

The same dynamic is important when it comes to selecting partners who are there with you and your clients on your journey to the closing table and beyond. In the process, it means a lot to have people on your side who share a similar mindset as you.

That's exactly what you get when you work with co-owners Philippe and Tonja Heller and their team at The Real Estate Inspection Company.

"We have always been very innovative and proud to be an industry leader. For example, a recent new law passed here in California requires sellers to disclose their home hardening features that they have in place that can help the property survive a wind-driven wildfire," Philippe says.

"We are the only home inspection company in California that does home fire hardening and defensible space inspections. We can offer so much to our REALTOR® partners and their homebuyer clients with one call."

...



WE HAVE ALWAYS BEEN VERY INNOVATIVE & PROUD TO BE AN INDUSTRY LEADER.

INNOVATIVE &
INFORMATIVE



...

GETTING STARTED

Philippe moved to San Diego from Northern California in 2000. He was ready for a change from his prior path.

“I had some corporate tech jobs that were unfulfilling. I thought about where I could use my solid technology background with GE Power Systems,” he remembers. “I wanted to find something that would allow me to use that background and yet still have a business that gave me more flexibility.”

ENVISIONING THE FUTURE

As Philippe jumped into the home inspection business, he saw that he could make a positive difference.

“It was an old-school industry with reports on NCR paper. With my technology background, I knew it was an industry where I could improve some new technology and appeal to Realtors and buyers. We started with online scheduling and computerized reports with images and thermal imaging.”

Over time, business boomed and continues to grow. After surviving the economic downturn of 2008,

Philippe and Tonja have grown the business to be the largest home inspection company in San Diego.

Today, they have a large team of inspectors — nearly 20 — and they serve their Realtor partners and clients all across San Diego, as well as Riverside and Orange counties.

EXPANDING THE VALUE FOR YOU AND YOUR CLIENTS

In addition, Philippe and Tonja also own Bite Away Termite & Pest Control. Between the two companies, Philippe and Tonja lead a team of more than 50 employees.

“Our people are at the heart of the satisfaction that we feel for the business,” Philippe says. “It is wonderful being able to provide a livelihood for them and their families.”

Those who work with the team appreciate the way they apply their expertise to support the deal.

“We have a good bedside manner. We understand the anxiety that exists in all parties in a transaction. We stress that our inspectors present the information in a measured, friendly, and non-alarming way.”

We are the only home inspection company in California that does home fire hardening and defensible space inspections.



FAMILY FOUNDATION

Away from work, Philippe and Tonja cherish time with their daughter and are looking forward to being grandparents in the spring.

In their free time, a big passion for the family is overlanding.

“It’s like camping, but we have an off-road vehicle,” he says. “We go off the beaten path, taking trails into the mountains with a rugged trailer. It’s really like living off the grid ... being away from crowds.”

Philippe and Tonja deliver a genuine, positive experience for their clients, one that begins with the deep care they bring to their work.

“When we work with clients, we want to educate them ... helping them be more knowledgeable in some way. We try to help them be more knowledgeable. That builds trust.”



As Philippe and Tonja look to the future, they are excited about starting to branch into commercial inspections as well.

In the meantime, their dedication to helping homebuyers make informed decisions continues.

When you’re ready for an inspection company that you can count on to be innovative, informative, and there when you need them, turn to The Real Estate Inspection Company.

For more information on home inspection services, contact The Real Estate Inspection Company at 800-232-5180 or visit www.SDinspect.com.

For pest control services, contact Bite Away Termite & Pest Control Inc. at 1-888-321-BITE or visit www.BiteAwayPest.com.



The Real Estate
Inspection Company

WASIOfaces

You need a Photographer that sees the best in YOU
& knows how to capture that.

SCHEDULE YOUR SESSION WITH YANECK!



1. SCHEDULE SESSION

you can schedule your session in less than 2 min

2. GET PHOTOGRAPHED

we'll guide and direct you to get the BEST!

3. REVIEW HEADSHOTS

we will review together & choose the best headshots for YOU!

4. RECEIVE RETOUCED HEADSHOTS

you will get YOUR fully retouched headshots in a few short days

WASIOfaces.com | info@wasiophotography.com | 949-529-0512
3633 W. MacArthur Blvd, Santa Ana CA 92704

CLIENT CONVERSION SYSTEM

Our Predictable Process Assures Peak Performance

- **All Referrals Contacted in 2 Hours or Less**
- **Airtight Pre-Approval as Good as Cash**
Puts your clients in the best position to negotiate and secure their home with our 10-Day Quick Close Guarantee up to \$1,000 per day, \$5,000 Pre-Approval Promise to seller, and Deposit Protection up to \$100,000.
- **21 Touch Follow-up Client Conversion System**
- **Face-to-Face Mortgage Wealth Consultation**
- **Sales Reputation Presentation to Advocate for Partners and Lender Testimonials**

Level Up your lender, call today!

877.237.9694

MAZZO GROUP
CROSSCOUNTRY MORTGAGE™
support@mazzogroup.com



31 Mazzo - Senior Vice President NMLS186548

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements to qualify for any mortgage program. CrossCountry Mortgage, LLC NMLS3029 (www.nmlsconsumeraccess.org). Main Office Licensed as a Mortgage Banker with the Arizona Department of Financial Institutions No. 099020. Licensed by the Department of Financial Protection and Innovation (DFPI) under the California Residential Mortgage Lending Act. CrossCountry Mortgage, LLC.

SOCIAL MEDIA MANAGING & MARKETING

STAND OUT AS A REAL ESTATE AGENT

SOCIAL MEDIA MANAGING & MARKETING,
LEAD GEN, EMAIL MARKETING, GOOGLE
WEBSITE & SEO OPTIMIZATION PLUS
MORE!



FOR MORE INFORMATION, CALL LAUREN YEK AT (949) 981 7959
LY MEDIA VENTURES • LAUREN@LAURENYEK.COM • LAURENYEK.COM



CLOSE MORE DEALS & SELL FASTER!

Take a permanent
vacation from clutter.



Sustainable Junk Removal for Real Estate Professionals



Why partner with Junkluggers?

- ✓ Dependable, On-Time Service
- ✓ Same/Next-Day Appointments
- ✓ A Fully Insured, Friendly Crew
- ✓ 100% Satisfaction Guaranteed
- ✓ Locally Owned and Operated

We **donate** and **recycle** as much as possible to keep items out of landfills. For any donations we're able to make on your client's behalf, we'll provide them with a donation receipt!

BOOK NOW!



\$25 OFF
a 1/4 truckload or more

USE CODE: 25REALPRODUCERS
Limit one per job. Cannot be combined with other coupons or discounts. Tax not included.

Book now for a **FREE**, no-obligation estimate onsite!

1-800-LUG-JUNK • JUNKLUGGERS.COM

RESOURCE FOR LIFE

▶ agent spotlight

By Dave Danielson
Photos by Jenny McMasters



NANCY AYNEHCHI

Those who set out to make their way through the maze of completing their real estate transaction and reaching the closing table rely on you.

They know they can trust in your experience, expertise, and care.

Nancy Aynehchi enjoys that part of her work. But that’s just the start...

As a REALTOR® with First Team Real Estate, Nancy builds relationships that go well beyond the closing table. For her, she relishes being a friend to and resource for life for those she serves.

“I love what I do ... every minute of it. I love meeting new people and attending to them and their needs,” Nancy explains.

“I treat every person like they are a member of my own family. I stay in touch with each and every real

estate transaction I have been involved with. That’s 432 transactions through time.”

LEARNING & DEVELOPING OVER TIME

Before beginning her real estate career in the early 2000s, Nancy had picked up other valuable experience and skill sets that she has applied to her role today.

After high school, Nancy went on to earn her accounting degree from Cal State Fullerton. As she began her working career, she taught accounting at the junior college level. From there, she worked professionally for a number of years in the accounting field.

In the meantime, Nancy and her husband, David, had started her family. As her family grew, Nancy stayed home with her children for a time. At the same time, she and David did a number of home flips in the 2000s.

...

“

I STAY IN TOUCH WITH EACH AND EVERY REAL ESTATE TRANSACTION I HAVE BEEN INVOLVED WITH.

THAT’S 432 TRANSACTIONS THROUGH TIME.



Nancy’s husband, David, is a licensed Realtor and works with her at First Team Real Estate.

...



The Aynehchi family (Cameron, David, Nancy, Seleen)

“I’ve always been interested in real estate. So has my husband. We used to buy old homes, remodel them, stage them, and sell them. We did that a few times and hired different Realtors,” Nancy says.

“The last Realtor we hired was someone we were very happy with — Jackie Graves, who was a very accomplished Realtor through time. Through the process of working with her and getting to know her, she told me that I have the personality to be a Realtor and she told me I should think about getting into the business.”

GETTING HER START IN REAL ESTATE

Nancy followed through and decided to take Jackie up on her recommendation. She earned her real estate license and began her journey in the business in 2004, joining Jackie’s team.

“I enjoyed the experience of working with her. Jackie taught me a lot,” Nancy says. “After two years, I moved on to a different company — Paragon REALTORS®, and I learned a lot there also.”

Eventually, Nancy moved on to join First Team Real Estate in 2008, owned by Cameron Mirage.

WONDERFUL LIFE

Away from work, Nancy’s life is made much richer by her family.

She and David treasure time with their family, including their daughter, Seleen, who attends law school in New York and plans on becoming a real estate lawyer; and their son, Cameron, who

graduated from the University of Miami in 2022 and is attending grad school at NYU, pursuing his master’s degree in real estate development.

One of the most rewarding parts of life and business is the fact that she gets to share that path with David, who is also a licensed Realtor and works with her at First Team Real Estate.

In their free time, Nancy and her family have a wide range of favorite pursuits, including skiing, kayaking, and hiking.

LEADING THE WAY INTO THE FUTURE

When it comes to giving back to the community, Nancy has been very involved in the local school system. In fact, for a number of years, she was the chair of fundraising efforts for the Parent/Teacher Organization at her children’s school.

With a giving spirit and a strong, ongoing passion for building and growing relationships, Nancy makes an indelible impact on the lives of others.

When the transaction is over, the bonds between Nancy and her clients are only just beginning... Nancy is their resource for life.



Orange County's Premier Real Estate Marketing Company

Photo • Video • Aerial • Zillow Walkthru • 3D Tour • Virtual Staging • Websites



QUALITY • SERVICE • VALUE

www.BowmanGroupMedia.com

Tyler Bowman | 949.275.1386 | Tyler@BowmanGroupMedia.com



PROVIDING QUALITY HOME INSPECTIONS
Throughout Southern California

Licensed General Contractor since 1998
Member - OCAR Orange County Association of Realtors
Member of both ASHI and InterNACHI

Now offering in-house sewer
line inspections!



Priority Booking
for RP Realtors!

10% OFF
for Active Duty
Military &
Veterans

PreferredInspects.com

Call Today To Schedule An Inspection
(714)323-1345 or (949)234-7125
jerry@preferredinspects.com

OVER 10 YEARS IN HOME
INSPECTION EXPERIENCE

WE ARE PROUD TO HELP PROTECT
the American Dream!

#1 TITLE TEAM IN SOUTH ORANGE COUNTY

| | |
|---|---|
| RYAN RAPHAEL 949.482.9428 raphael@firstam.com | ALEX HERNANDEZ 714.376.5752 alhernandez@firstam.com |
| DAPHNE ALT 949.295.0828 daphnealt@firstam.com | LISA MAXWELL 714.425.5960 lmawell@firstam.com |

TitleSolutions@firstam.com | www.TitleSolutionsTeam.com
30110 Crown Valley, Suite 202 | Laguna Niguel, CA 92677

Horning Chiropractic
& Acupuncture

Acupuncture & Chinese Medicine • Chiropractic
Applied Kinesiology • Nutrition Plans

25241 Paseo De Alicia, Ste 150 | Laguna Hills, CA 92653
949.422.7698 | www.drbenhorning.com

@drbenhorning @drvanessasmithhorning



SIMON GUY N

MAKING IT COUNT

» cover story

By Dave Danielson
Photos by Jenny McMasters

...

I REALLY LOVE BUILDING
RELATIONSHIPS
FOCUSED ON HELPING
PEOPLE GET WHERE
THEY WANT TO BE.

”



...

You don’t have to look very hard in your own life-time to see how fast the passage of time happens. In turn, you see signs of it with your clients who stay in touch and come back to work with you over time.

When that happens, you see the way their families have grown and the paths their lives have taken.

Simon Guy takes those moments to heart.

GIVING HIS ALL

As a team leader and REALTOR® with Right Guy Real Estate at Keller Williams in San Clemente, Simon gives his all and makes it count for those he serves.

“I really love building relationships focused on helping people get where they want to be. It’s fun to see people have a goal and help them get there. I like hearing their stories,” says Simon.

“In our business, we get to see how they got to where they are and the things they valued in life

along the way. It’s from learning those life lessons from people... Helping people throughout their lives reminds me that life is short, and it gives me a great appreciation.”

LOCAL ROOTS. FOCUSED VISION.

Simon grew up and attended high school in Dana Point, where he played basketball with his brother. After graduation, it didn’t take long for Simon to start pursuing real estate.

“At that time, I moved from Dana Point to Central California, where I learned more about the business from my uncle who sells real estate,” Simon says.

During the same time, Simon worked and put himself through school. He graduated from Fresno Pacific. In the process, he remained focused on his future in real estate.

“After college, I got into the business and stayed in the area for quite a while,” Simon remembers.



In 2015, Simon took a position leading the Keller Williams office in Burlingame.

A year and a half later, he went back into real estate production. In 2017, he recorded an astonishing total of 100 homes. And in 2018, he moved back to Orange County.

COMING HOME

In time, Simon and his wife, Daisy, started their family, which hastened their move back to the area.

“My brother had their first son six weeks after us, and we decided it would be great if our children could grow up close to each other,” he says.

Today, Simon is proud to lead his growing team of three. Last year, they recorded nearly \$35 million in sales volume.

FAMILY FULFILLMENT

Family time is at the heart of life for Simon. He looks forward to time spent with Daisy and their sons, 5-year-old John and 3-year-old James.

In his free time, Simon has a passion for surfing and snowboarding. He and Daisy also enjoy supporting their sons in their sports.

...



Top-producing Realtor Simon Guy is team leader of Right Guy Real Estate at Keller Williams Realty.

In addition, Simon’s father is a pastor at South Shores Church. He and Daisy enjoy their involvement there. In fact, Daisy runs the Mothers of Pre-Schoolers group there.

CREATING A BRIGHT PATH

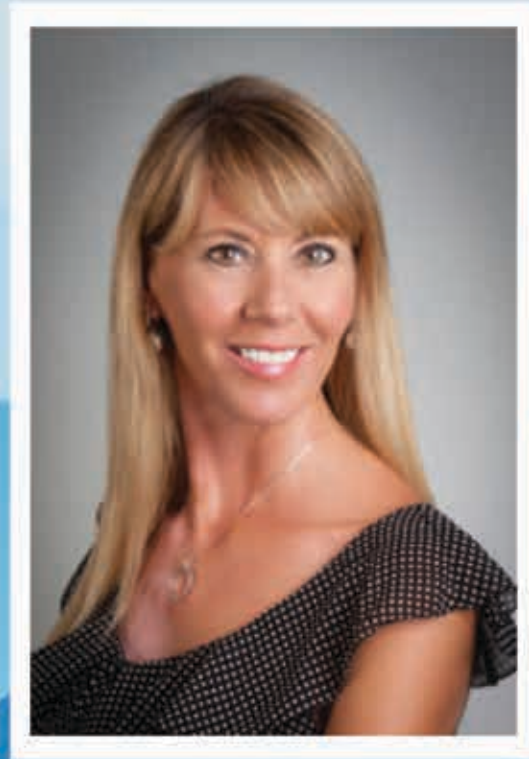
As Simon looks to the future in the business, he is excited at the prospects for growth together. He also has an ongoing passion for investing in real estate.

“I really believe that if we’re not buying real estate, then we’re missing real opportunities to build long-term wealth,” he points out.

“Getting people into the investment side of real estate is something I am continually helping people do.”

With his kind, helpful, and genuine nature, Simon is bettering the lives of his clients and those around him.

With each meeting and opportunity he is involved with, Simon gives his all to make those chances count for those he serves.



THE Escrow Source
Orange County’s Finest Escrow Agency

Terri Glenn
Business Development

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

Terri’s goal is to make sure that all of The Escrow Source’s client’s needs are always taken care of quickly and as efficiently as possible. She is available to them 24/7 and truly prides herself on being a phone call away.

Contact one of the top escrow companies in Orange County today!

949-305-0888 | theescrowsource.net
27611 La Paz Rd Suite D, Laguna Niguel, CA 92677

PRINT ME MORE!

Were you, your broker, or the team featured in an issue of *Real Producers*?

Want a copy of your article or full magazines that you were featured in?

REPRINTS!

What the heck is a reprint? A reprint is a four- or eight-page, magazine-quality-grade paper with your full article and photos and **you on the cover** of the publication.

WHY DO I NEED THOSE?

These reprints are a professional marketing tool that can help brand you, your team and/or your business.

- Use on listing appointments.
- Send out to friends and family.
- Send to clients with your holiday greetings.
- Brokers can use as recruiting tools for capturing new talent.
- Use when farming your favorite neighborhood.

WHAT IF I CHANGED COMPANIES OR NEED SOMETHING CORRECTED IN MY ARTICLE?

No worries! We can make any changes needed. We send you a proof, you approve, and then they are sent to you via FedEx.

WHO CAN BUY THESE?

The REALTOR® that was featured, the broker, our partner or family. Anyone who wants to promote you.

HOW DO I ORDER?

Email our reprints manager, Geneva Eilertson, at geneva@realproducersmag.com.



PROTECTING THE AMERICAN DREAM



JASON McMAHAN
949.510.5733
TIMOTHY WRIGHT
949.456.1278
jasonandtim@LTIC.com



PRINT AND CULTIVATE

DESIGN + CREATE
YOUR BRAND | YOUR VISION

- screen printing
- dtg (digital printing)
- embroidery
- fulfillment
- product development
- graphic design

printandcultivate.com
HELLO@PRINTANDCULTIVATE.COM
f (949) 973-1515 i





Ready to take your Real Estate Business to NEW places in 2023?

Connect with Andrew Walsh at WFG National Title to find out WHY Andrew and his team are the fastest growing title team in Orange County!



Give Us a Call!

Andrew Walsh • VP of Sales & Marketing
949.300.9101 • awalsh@wfgtitle.com
wfgtitle.com/Andrew-Walsh/

Connect with
Andrew Walsh
HERE:

