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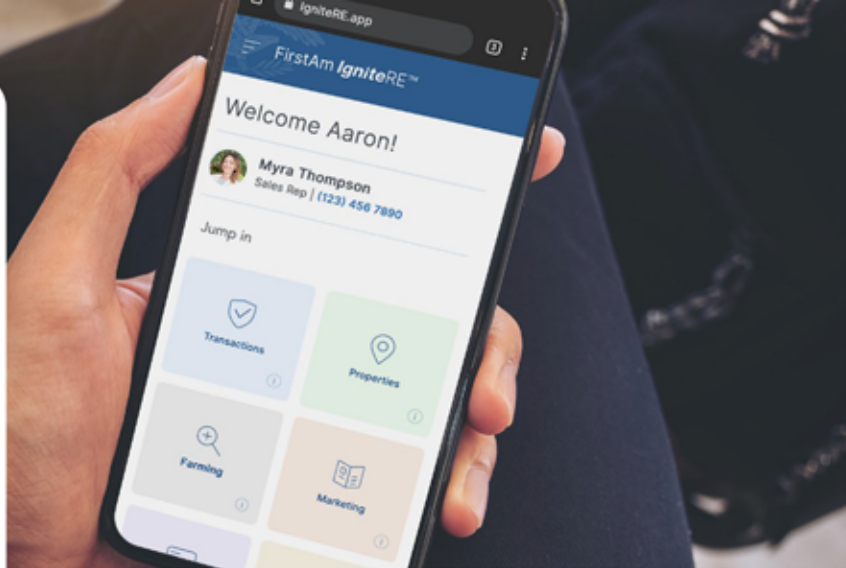
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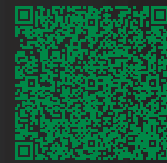
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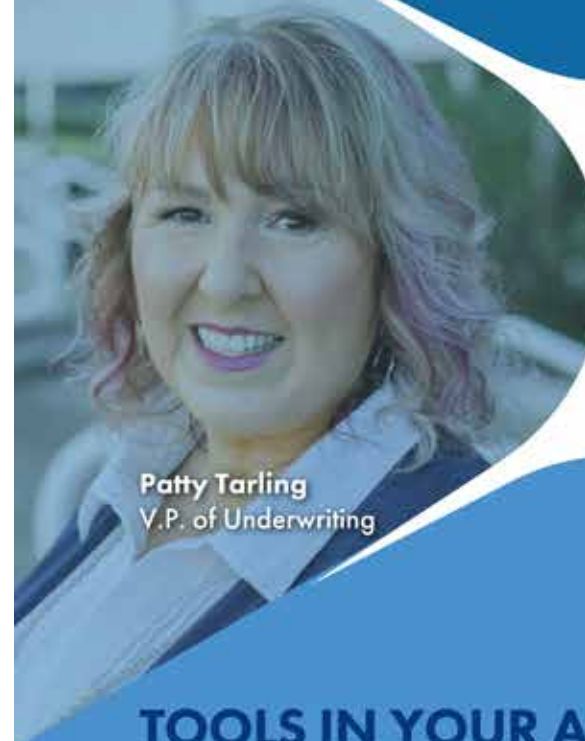
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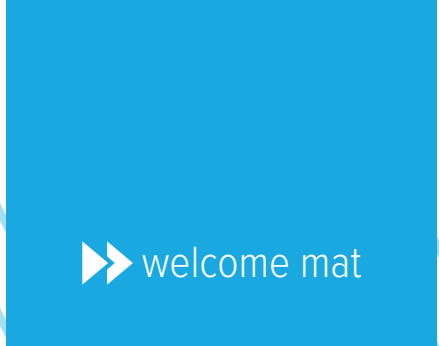
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I have had a passion for organizing for as long as I can remember. My team and I love helping our clients take back control of their homes with organization so they can spend more time actually enjoying it. When I'm not organizing homes with my team, I'm probably with my husband at one of our two kid's many sporting events.



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▶ announcement

## 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*

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(left) Shelby Elias, owner of Solar Vision

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# SAMANTHA GRAY



▶ making a difference

By Ruth Gnirk  
Photos by Nicole Sepulveda Photography

## ALWAYS EVOLVING

*Samantha Gray is proud of her hometown Placer County roots. Her true passion is selling homes in the community that she has loved since she was a child. She loves her community and is honored that her husband serves and protects the people that she and her father serve through real estate. She is proud to be serving families in a full-circle family business. Samantha involves her children when she can, and looks for way to help families that she is connected to through sports and other activities. Samantha has found a way to honor tradition and preserve her roots while she continues evolving in her life and career.*



Samantha grew up proud to be a Placer County native. Her father, well-respected commercial real estate broker *Kevin Larscheid*, worked hard to serve the community and provide for their family. Her mother Barbara had a design aesthetic that would rival that of a professional stager, and also had administrative prowess. Samantha saw how her parents worked together to serve the community while they were supporting each other's dreams and providing for their family.

"Seeing teamwork modeled at home inspired me to participate in cheer when I was seven," reflected Samantha, "and as I became involved in competitive sports I learned how to lead *and* how to follow. I enjoyed learning to work together to accomplish goals in cheer, soccer, and track. The discipline, teamwork, and communication skills helped me evolve into a better person. Plus, I *loved* being around people!"

### EVOLUTIONARY EMPLOYMENT AND EDUCATION

Samantha discovered that it was more fun to spend her own money than to have to ask for it. When she was 12, she got her first job working at a little league snack bar near her home. Her teen years were filled with school, sports, and work. And she began to dream of becoming a teacher.

During her senior year of high school Samantha participated in a teaching internship. She

enjoyed experiencing the reality of being a third grade teacher. As her teaching dreams evolved, she decided to focus on preschool.

After graduating from Granite Bay High School, Samantha started earning a degree in Early Childhood Education. It was exciting to be living on her own and preparing to live out her dreams. She worked in local restaurants, serving the community with a smile. After she earned her degree, Samantha worked in a preschool for a year.

In early 2008 she married Chris Gray, and later that year the couple bought their first home. The 22-year-old and her new husband were excited that all their hard work was paying off. Naturally, no one expected the economic downturn, or all the chaos that ensued.

"We felt on top of the world when we bought our home," Samantha shared. "I was only 22, but I caught my first glimpse into residential real estate. Chris had been hired by a newly emerging firm, but with the crash, his job changed drastically and it was no longer a good fit. We were not only new parents, but we were suddenly house-poor. It was a very scary feeling! We had to learn to budget. It was a humbling experience, but it helped us build character."

Samantha took a desk job at a salon and spa. After demonstrating her faithfulness and competence for a short time, she was promoted to positions of increasing leadership.







### REVOLUTIONARY PROGRESS

2012 was a year of incredible growth and change for the Gray family. In June Samantha earned her residential real estate license. She had been inspired by her own home-buying experience as well as by observing how her parents wisely diversified their portfolio by purchasing investment properties.

While Samantha was still getting her feet wet in a new industry, Chris was accepted into the California Highway Patrol (CHP) program. In August he began an intense training period which required him to live at the Academy in West Sacramento, and then to remain in the Bay Area for a season.



Samantha had started at Coldwell Banker as a solo agent, but by 2016 she joined forces with Colby Culbertson to create *The Culbertson and Gray Team*. They combined their collective strengths to serve the community. Samantha enjoyed their partnership as the long-time friends built a successful team.

When the 2020 pandemic shutdown caused the brokerage to literally shut its doors, Colby became intrigued by the ingenuity, accessibility, and resources of the virtual brokerage eXp. They had an appealing business model, higher competitive splits, rewards for mentoring, and encouragement of multiple streams of income.

Samantha knew that to continue evolving she would need to step out of her formal leadership position so she could focus on her sales role. Although it was hard to leave the successful team that she had help to build, she knew it was what she needed. After stepping out of her managerial role, she has continued to mentor others and her life is filled with more joy and peace. She is proud of the time she spent on *The Culbertson and Gray Team* and continues to collaborate closely with them.

In 2021 Samantha teamed up with project partner Danielle Nash-Correia to work with a residential land developer. She helped acquire over 70 lots and a small subdivision, and learned a lot by conducting business with land legend Ed Benoit.

### TRANSFORMATIONAL LIVING

Her number one source of referrals are the families she meets through her children's involvement in sports. Her daughter is on the national lacrosse team and her son is on a travelling baseball team. Samantha is proud of their character and their accomplishments. She is also grateful for Chris.

"I could not be successful without him," Samantha admitted. "I love the family we have created. I enjoy selling a house because of what that means for the families of the buyer and the seller."

Samantha and her children had served together as Red Cross volunteers after the 2018 Paradise fire. They shared a real sense of accomplishment by helping with something so impactful, and it inspired them to look for other ways to serve.

Last spring Samantha held her first annual prom dress giveaway event. She looks forward to being able to offer dresses in a variety of colors, styles, and sizes and is excited about coordinating the community giveaway event this fall. Samantha is grateful for the generosity of donors and for those who help create awareness about the opportunity to give and receive.

Teammate Mike Marjama shared, "Every job Samantha has ever had was centered around people. She has a magnetism that draws people in. It is contagious! She loves people and looks for ways to serve them."

Samantha is proud and humbled by the countless families she has been able to serve as a REALTOR®. She is grateful for the organic referrals she receives from satisfied clients and families she has met simply while being a mother.

“ I LOVE THE FAMILY WE HAVE CREATED. I ENJOY SELLING A HOUSE BECAUSE OF WHAT THAT MEANS FOR THE FAMILIES OF THE BUYER AND THE SELLER.”



"When one door closes, another opens," smiled Samantha. "There are always ways to grow, improve, and serve. Neither success nor a career are defined by one moment, one year, one season, one deal, or one partnership. We experience unique things that help us grow and progress. We can evolve into an even better version of ourselves as people and as professionals when we stop allowing experiences to define us and simply allow them to refine us as we improve our perspective, our service, and our business."





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Maggie's expertise includes single and multi-family resale, subdivision sales, investment properties, exchanges, short sales, refinances, and distressed sales.

Maggie is the mother of two grown sons who are both educators and the grandmother of two darling grandchildren—Mina and Avery. Maggie loves spending her spare time with her sons, daughter-in-law, granddaughters and her significant other. She enjoys gardening, exercising, and time at her cabin.

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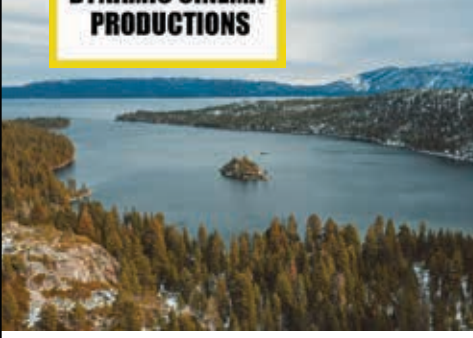




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# LAURA NEUMAN

*PepperJack Interiors*

## *The Full Package*

Laura Neuman has the best of both brains. She has spent her entire life cultivating both her technical left and creative right sides. Although it took some time for her to discover the perfect place to bring them together, when she did, a whole new world opened to her.

For 20 years now, Laura has thrived as a full-service interior designer. And though it was a perfect fit for her personality and skillsets when she first started, she is having more fun today, running her company, PepperJack Interiors, than she ever has before.

“I enjoyed my early design career, but I am now able to bring years of experience, more world travel, education, and professional connections into my design process,” said Laura. “My designs and clients benefit from a seasoned approach to curating interiors that references world travels, history, art, and different cultures.”



Laura’s approach to her profession can best be described as practical, pragmatic, and prodigious. She didn’t grow up rearranging her room and watching HGTV. She grew up in Colorado, going to art galleries, museums and doing crafts with her mother, a professional artist and entrepreneur. Her father was an engineer and woodworker – he and Laura’s grandfather built the house she grew up in.

“We lived in a very hands-on environment,” Laura said. “We sewed our own clothes and there was always wood-working going on. It gave me a real appreciation for both the technical aspects of engineering and the inspirational, creative side of art and entrepreneurship.”

Laura came to California to attend Stanford University, where she earned her degree in Engineering. She took a good paying engineering job out of college with a manufacturing company and though she only planned to be there for a couple years, she ended up staying for much longer. After four years of working in the engineering department, however, she noticed that the marketing department was where all the fun was happening, and she made a lateral move.

She spent the next 10-15 years in marketing and communications, using her creative prowess and business acumen. “I think if I hadn’t spent that time in marketing, I would not be as good of a designer as I am today,” she said. “It made me a better listener, researcher, and



“  
*I’m telling their story in a way that is skillful and artful, displaying who they are as a person: their taste, style, and personality, while creating a pragmatic and functional living space at the same time.*  
”

cultivated my ability to take a person’s ideas/vision and create something that told a story. And that’s essentially what I do with my clients today – I’m telling their story in a way that is skillful and artful, displaying who they are as a person: their taste, style, and personality, while creating a pragmatic and functional living space at the same time.”

Laura fell backwards into interior design. She didn’t even know it was a career until she and her husband, Larry, built their first home. At the time, she also wanted to get out of her corporate job. Knowing that she was going to be jumping industries, she didn’t want to be blind going in. She left her job on a Friday and by that next Monday, she had started design school. 18 months later, she earned a second degree and jump-started her new career.

It was 2002 when Laura started PepperJack Interiors. She had a friend who owned a retail shop for home interiors. She allowed Laura to set up a desk in the store, where she could connect with potential clients and offer her services. After getting established with a few clients, she was later connected with another friend, who was an architect.

“He heard what I was doing and recommended me to one of his builder clients,” she said. “That was about 15 years ago, and I still work with both of them, in addition to my homeowner clients.”



By working both sides of the industry, Laura established PepperJack Interiors to be a full-service interior design company, offering everything from pre-build design to post-build, from just kitchen or bath to whole home, whether it's designing floor plans, choosing light fixtures and tile, or helping a potential homeowner envision where they can place their furniture or what their new home could look like after a little love, care, and attention.

When it comes to working with real estate agents, Laura loves being introduced to clients as a trusted ally of the real estate agent, someone who can connect them with resources in the area, for when they may need to refurnish, remodel or renovate.

"I know that sometimes the need to have work done in a home can be an obstacle to closing a sale," she said. "That's where I can step in and help. I take great care to continue the relationship



the REALTOR® has cultivated, so the post-sale process remains good. Both the REALTOR® and I gain from a satisfied client now but one who might be a repeat in the future."

Laura is always looking to grow her business, not in size but in depth. She recently moved into a new studio space in downtown Loomis with two employees and wants to be the best business out there, to be more efficient and to have more fun doing what she loves.

When she isn't working, Laura loves spending time with her husband of 30 years, Larry, and their three grown kids (when they can all get together). She is a voracious reader and has been in the same book club for over 12 years. Perhaps her favorite way to relax though is walking the local pastures and visiting the barns that are filled with horses, donkeys, emus, and buffalo.



To contact Laura or to learn more about PepperJack Interiors, visit [pepperjackinteriors.com](http://pepperjackinteriors.com).



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▶▶ star on the rise

# Jaydee SHEPPARD

Meet Jaydee Sheppard with Gateway Properties. Jaydee transitioned from a stay-at-home mom of 24 years to taking the real estate world by storm. With a big heart and a lot of empathy, Jaydee gives her clients a great customer experience. Jaydee is happiest when she is serving other people. She explains, “As a mom, as a real estate professional, or in any other area of my life, you will find me working hard to make someone else look good. It has been so validating to go into the workplace after being a stay-at-home mom for 24 years and have so much instant success. It’s like the

universe is telling me that what I have been offering my whole life through service is a really valuable and desirable thing.”

#### What has been the most rewarding aspect of your business?

The most rewarding aspect of my business is on closing day when I know that I saved my client money and stress. Sometimes, I know that I was able to just simply keep a deal together through my negotiation and problem-solving skills. Often times deals seem like

they WANT to fall apart. Preventing that and helping the client feel good about the transaction usually makes for a pretty good feeling. By Closing Day, the client usually doesn’t know everything I did for them throughout the transaction. But, I know. That is SO satisfying!

#### How does real estate fit into your dreams and goals?

Real estate is making the things that I want most in life happen. That is being able to spend time with my family. It’s funny because I was a stay-at-home mom for 24 years so I could be with my kids. Now I am a working mom with the same goal. I want to spend time with my kids, only now they are in a million different directions! The money I make in real estate helps me be able to spend more quality time with my family in so many ways that I can’t count them all. We can take vacations. I can fly home with my college kids or fly out to see them. I can help support different functions and organizations my family is involved with. It has been such a blessing! We have also been able to take advantage of being real estate owners. We have owned several homes, and made investments into apartments, mini storages and real estate businesses. Real Estate has helped us create a financially stable life for ourselves. I believe in what real estate can do for every person, which helps me work harder for my clients.

#### What is your favorite part of being a REALTOR®?

Hands down I love the people! I love my clients and I love the people on my team. I have developed some very sincere friendships that I wouldn’t have right now if I wasn’t working where I was. I love being able to serve my team and my clients too! I just simply love and appreciate the relationships I have made through real estate so much!



The Sheppard family in Lincoln, California (Catta Verdera) for their 25 anniversary.

#### How do you define success?

Success is being able to inspire and help others. I want everyone who meets me to feel valued and heard. If I can help them get one step closer to their dreams, that is even better! I feel like my success in life is irrevocably tied to how I serve others.

#### Did you see yourself becoming this successful when you first began your career? Please explain.

When I started out I thought, “I’d like to be able to pay for a trip to Disneyland for my family once a year. That would be awesome!” But, then I just put my head down and got to work. By the time I looked back up again, I had no idea how successful I had become at this! It was humbling in a big way. It also proved to me that focusing on having a really exceptional process focused on customer service really could produce a good product, the product being my agent production stats. I never really thought too much about my production stats.

#### To what would you attribute your rapid success in the industry?

I have an excellent mentor in Julee Patterson, my broker. Our team at Gateway is so supportive and we help

each other all the time. Because my team is full of some of the most brilliant minds in real estate in Northern California, my clients always get the best because they aren’t just getting my brain. They are getting all of our experience, great ideas, opinions on the market, marketing ideas, etc. That has been such a boon to my clients! I have also found other mentors through Podcasts, my Tom Ferry Coach, David Caldwell, and authors from the many books I read. I want to always be better and I have so many people around me helping me to do just that. My family has also been such a great group of cheerleaders. My husband, Logan, has guided me into the business world and made that transition a lot easier. He always has so much advice. My kids are all ready to give me ideas, help me get homes “Show Ready,” and celebrate with me on all the exciting milestones.

#### What advice or recommendations would you give to agents just starting out?

Find a mentor. I binged a podcast I loved called “Mastering your Marketing” with Paige Schulte the first month I was in real estate. She was my first real estate mentor. I did everything she said to do. When I didn’t know what she was talking about, I spent the day researching the topic. She showed me what I didn’t know, but that I needed to know. A good mentor leads to other good mentors.

From Paige, I was able to identify the kind of agent I wanted to be which ultimately lead me to Julee Patterson. Julee helped me identify my strengths and good ideas. She has been a pivotal person in my life!



Jaydee with her mentor and broker, Julee Patterson.

#### Tell us about your family.

I have been married to my husband, Logan, for 25 years and we have eight children together. We have two girls and six boys. We became first-time grandparents on March 6th! I have two married children, a son serving a Christian mission in Rwanda Africa, and another son in Cavite Philippines. My kids attend all the Twelve Bridges Schools. They are very involved with student government and golf teams. We love to travel, Disneyland, golfing, and our Aussiedoodle, Milo.



#### Are there any charities or organizations you support?

I serve on the board of Take Note Troupe, a non-profit organization helping youth in the area. They put on Shakespeare in the Park in the summer and soother performances throughout the year. I love this youth developmental organization because they focus on teaching happiness life skills through a set of values called Play Theory. I have seen a lot of great changes in the teens I have had the chance to work with that I really believe in the program! We are also very involved with our church and 2 of our boys are serving missions in Rwanda and the Philippines.







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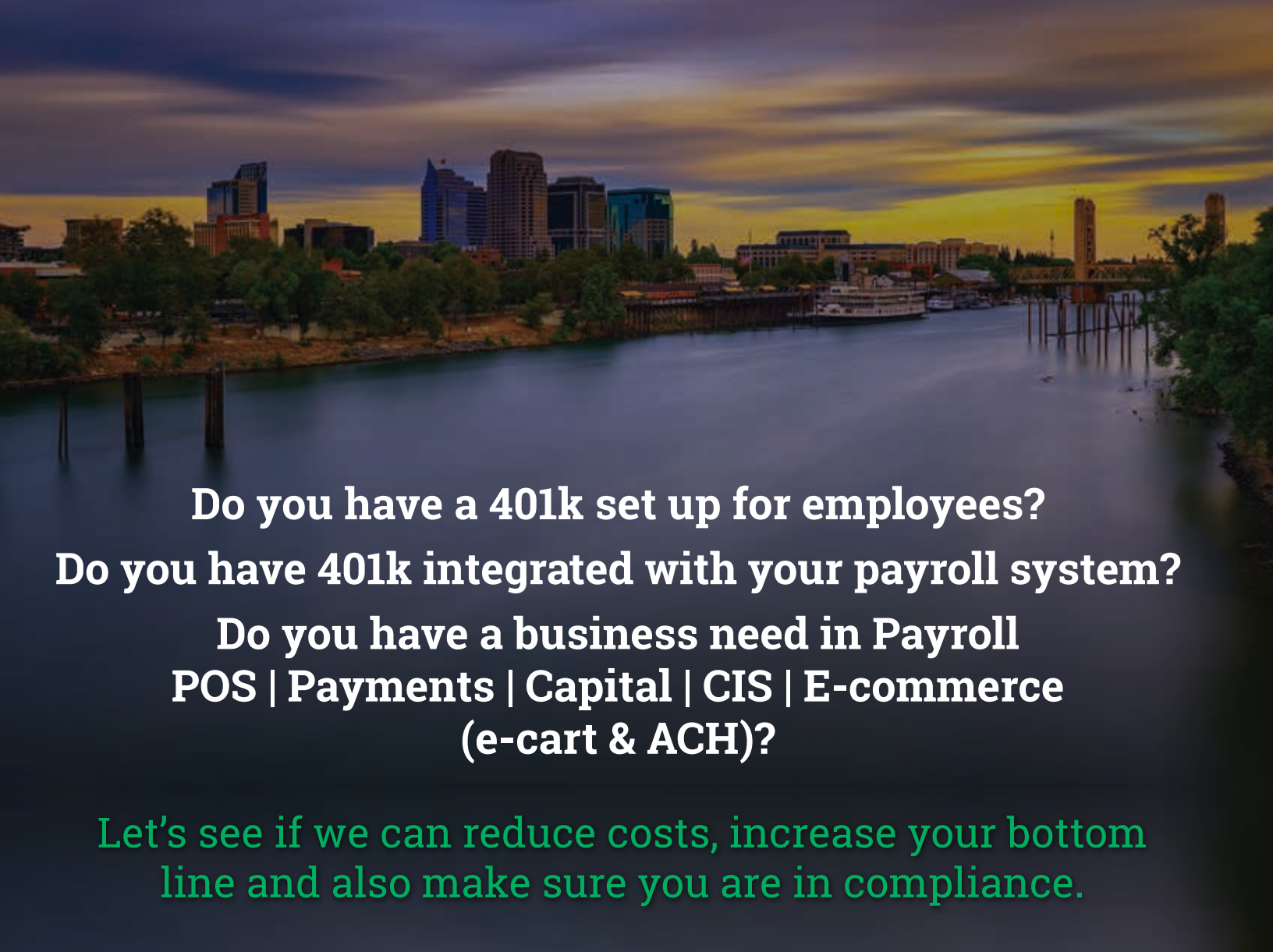
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Jason formed Certified Home and Building Inspections seven years ago. He had just gotten together with his now wife, Dina Stockwell, a longtime local real estate agent, and the missing piece to all of Jason's dreams – personally and professionally.

“Between my wife, being an agent for almost 20 years, and myself having worked/started several of the other inspection companies in the area, we knew exactly what agents and buyers/sellers wanted and needed when using an inspection company,” explained Jason.

“We give agents and buyers/sellers the comfort in knowing that when they call us, they will always receive the best inspectors in the industry, reports that were designed to be easy to read, the absolute best customer service, and a construction crew that can handle any job from the smallest to the largest. All at prices that far and away beat our local competitors.”



When forming Certified Home and Building Inspections, Jason focused on developing systems of communications that ensured a smooth transaction and lifted customer service to a new level. Part of this system had to do with “overcommunicating” and designing a fully customizable inspection report that was easy for agents and clients to read and understand.

The next part was to assemble a dream team of inspectors and staff. They have a fully licensed construction crew that can not only perform expert home and pest inspections but can go far above and beyond other companies when it comes to general construction, whether doing small pest repair work or full remodels.



## partner spotlight

By **Chris Menezes**

Photos by **Nicole Sepulveda Photography**

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Jason Stockwell has been a central figure in the local home inspection industry for quite some time now. Since entering the business 18 years ago, he has worked for and helped build several of the businesses that are out there today. His tenure with other companies was not without a sense of purpose, however. He was always going to take what he learned – the good, the not so great, the things he liked and didn't like – and launch an entirely new company, one that met every need he saw in the industry, not just for homebuyers but for real estate agents as well.





“  
Between my wife, being an agent for almost 20 years, and myself having worked/started several of the other inspection companies in the area, WE KNEW EXACTLY WHAT AGENTS AND BUYERS/SELLERS WANTED AND NEEDED WHEN IN AN INSPECTION COMPANY.  
”

Jason grew up working on homes and cars with his dad. It was a hobby they did together when his father wasn't working. Jason loved working with his hands and knew early on that he wouldn't be confined to an office. Before entering the home and pest inspection industry, he did underground electrical work for an electrical company.

Nearly 20 years later, Jason is proud of the company and team he's been able to assemble. "Our team consists of some of the greatest humans you'll ever meet, who choose to go above and beyond for our clients every single day," he said. "We may not be at the end of our goals yet, but I sure am enjoying the ride with this amazing team. They say that you are who you surround yourself with, and I can tell you that I truly feel blessed getting to surround myself with clients and a team that I look up to and get inspired by on a daily basis. You get what you give, and boy do we love giving this everything that we've got!"

When Jason isn't working, he enjoys going on family vacations with wife and five kids. One of his missions for running his company is being able to give his children experiences he never had growing up. He feels the same way about his team members and clients, always striving to give them the best experiences possible.

"I don't live to be an owner, I live to be a leader," he said. "I love being able to guide these guys and give them something they never thought for themselves, and to lead by example. The camaraderie we have, making sure that our clients have the best experience possible is what truly makes this business special."

For more information or to contact Jason and Certified Home and Building Inspections, visit [www.Certifiedhbi.com](http://www.Certifiedhbi.com).





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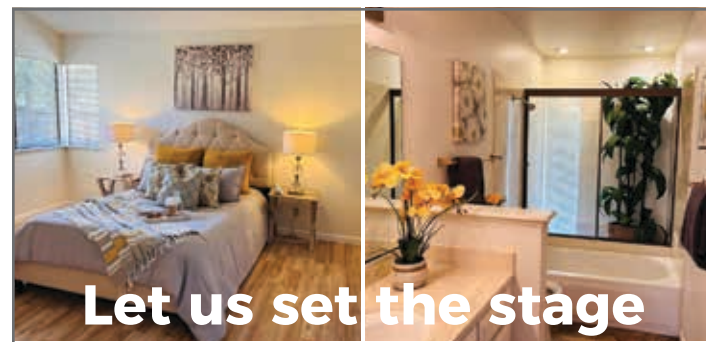
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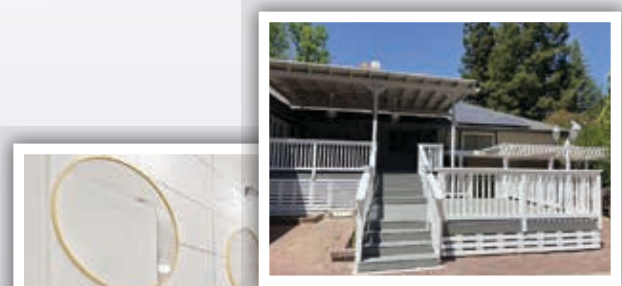


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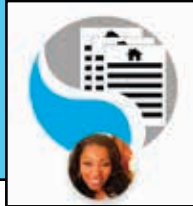


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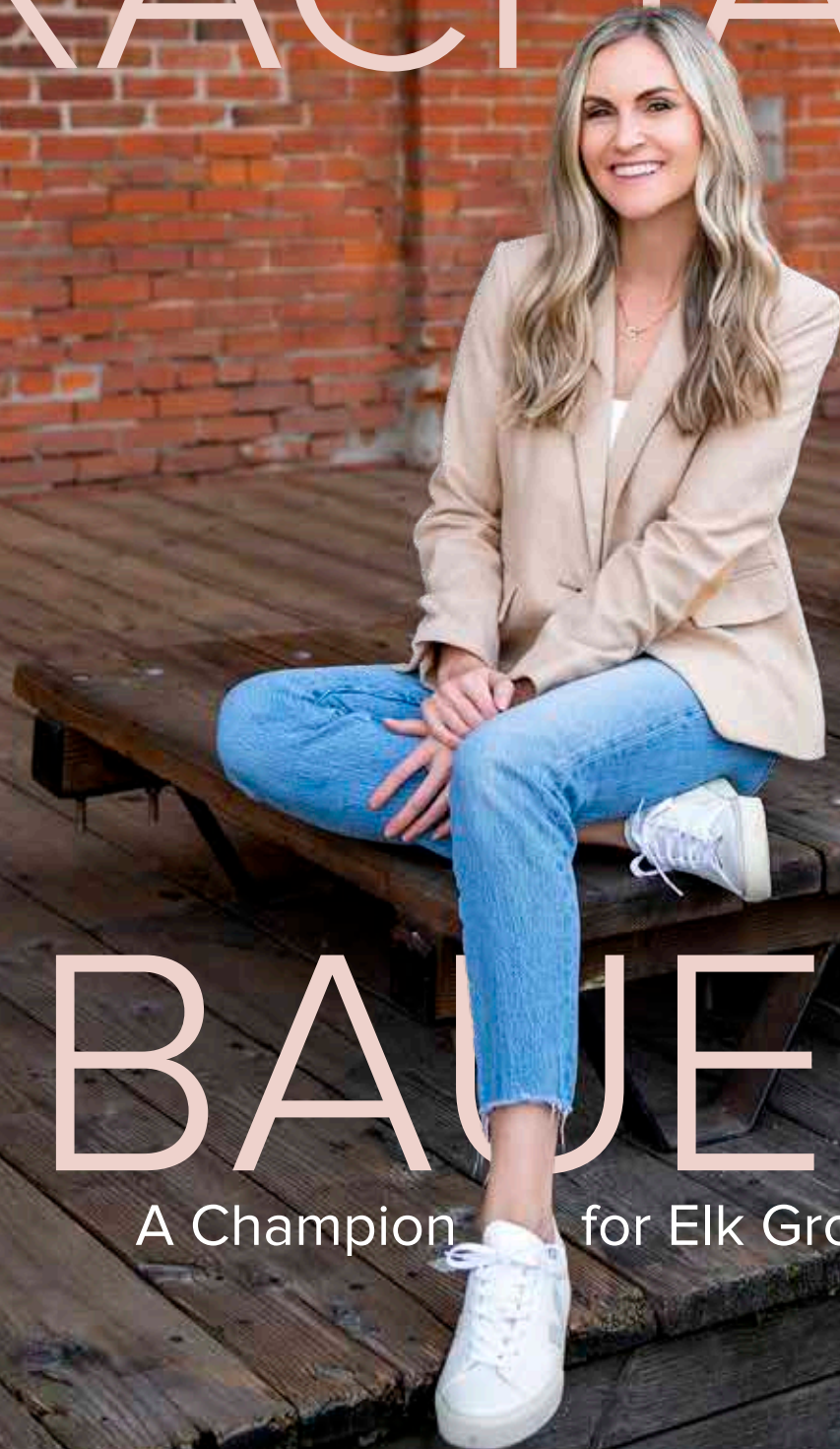




» cover story

By Chris Menezes  
Photos and Cover Photo by:  
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# RACHAEL



# BAUER

A Champion for Elk Grove

Rachael Bauer is in it to win it. A former Division I soccer player at University of California, Santa Barbara, and junior Olympics runner, she has applied her tenacious work ethic and passion for her hometown, Elk Grove, to build The Johnson & Bauer Real Estate Group with her business partner, Diane Johnson, in six years.

The Elk Grove community sits at the heart of Rachael's business. She grew up here and was instilled with a sense of connection to the town. Her mother was a local dentist, and her father was an attorney, both of whom ran their own practices and knew almost everyone in town.

"I was raised to see how amazing it is to have great relationships with tons of people," Rachael said. "It was how my mom was successful, and it was what I wanted to do."

Like her parents, Rachael was a high achiever growing up. She had a 4.25 GPA and earned a soccer scholarship at UCSB, where she was a two-year captain and a three-time First Team All-League Big West player. After earning her degree in biological sciences, she earned a teaching credential in chemistry and returned to Elk Grove to teach high school and coach soccer.

"I never thought I'd return to Elk Grove, but I loved coming back because I loved growing up here," she said. "I loved going to the pizza parlor and being in a place where everyone seemed to know each other – or knew my mom at least."

After six years of teaching, Rachael sought a career with a more reciprocal relationship to how hard she worked and the success that came from it. As an athlete, she was used to those kinds of linear results. But as a teacher, she realized there were too many variables to her success.



The Bauer family.

At the time, Rachael had a high school friend who was succeeding in real estate. Although Rachael was hesitant to pursue it, believing she wasn't a salesperson, her friend encouraged her to take the plunge. She withdrew \$10,000 from her 401K, removing the safety nets and giving herself no choice but to succeed.

"I started in commercial real estate and was super motivated because I thought it was more competitive. But it was way slower paced and

after the first few months, I thought this was terrible. There was no structure," she said.

Then, she met her business partner. Rachael knew Diane from childhood. She grew up with Diane's kids and recalled Diane and her husband always being involved with their sports and in the community. Diane entered real estate in 2005 when Rachael graduated high school. When they met up in 2017, Diane could see that Rachael was highly motivated and held the same ideals as she did.





“

The reason we ended up working as partners is because we run things similarly – we are both community driven and are always thinking about how can give back.

WE WANT TO EDUCATE OUR CLIENTS, NOT SELL THEM.

”

“The reason we ended up working as partners is because we run things similarly – we are both community driven and are always thinking about how can give back. We want to educate our clients, not sell them,” Rachael said.

As Rachael had no interest in cold-calling, she decided to build her business by developing relationships. She compiled a database of everyone she knew and sent cards. She created an e-newsletter and a physical one to mail, and attended open houses to meet people in person. As she kept cultivating these relationships, her business grew with referrals.

Rachael’s chemistry background also gave her a unique set of skills: the ability to think systemically and strategically. As she and Diane began building The Johnson & Bauer Real Estate Group with Keller Williams, she developed systems for their business to run more efficiently and grow. By 2021,

Rachael and Diane’s team had become one of Real Trends top 1.5% teams in the US.

In addition to Rachael and Diane, The Johnson & Bauer Real Estate Group includes three agents and an executive assistant, as well as a virtual assistant. Rachael is passionate about creating a highly productive and efficient team and is always coming up with innovative ideas to improve their processes. She holds individual meetings with agents and is constantly striving to improve her systems and spreadsheets.

Rachael and Diane remain heavily involved in their community. Rachael is on the board of Chicks in Crises, and they hold regular client appreciation events, throw fundraisers, and donate a portion of each transaction to a non-profit of the client’s choice. They do a food drive every year at a local brewery, and often conduct events at Diane’s 100-acre farm in Wilton, such as the Denim &

Diamonds event they put on for the End of Watch (which supports first responders), in Dolly Parton fashion.

While Rachael is very passionate about what she does and tends to work a lot, she is very conscious about burning out and makes an effort to not neglect her personal life. She loves working out, and prior to having her two kids, Lexi Jaymes and Jake, she was still playing soccer on several different teams. She also loves entertaining friends and family, and going out for wine tastings and beers at local breweries.

“My husband has told me I need hobbies,” she said, laughing. “He is still desperately trying to get me to like golf, and it hasn’t quite happened yet. But if I can have a drink in my hand and a cute outfit, I’m there!”



From the soccer fields to the real estate business, Rachael has consistently shown her passion for her hometown of Elk Grove and her tenacity for success. She has built The Johnson and Bauer Group to be a thriving success and instrument for change in the community. She proves that even though you might not get a hole-in-one in golf, you can still make a hole-in-one in life. Cheers to that!

**J&B**



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