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LAUNCH PARTY

SUPER CONNECTOR:
SAL SANDOVAL

COMMERCIAL LEADERS:
ADAM LUCATELLO
& ANDY HODGSON

PARTNER SPOTLIGHT:
RENEWED ORDER
AMETHYST REYES

DECEMBER 2024

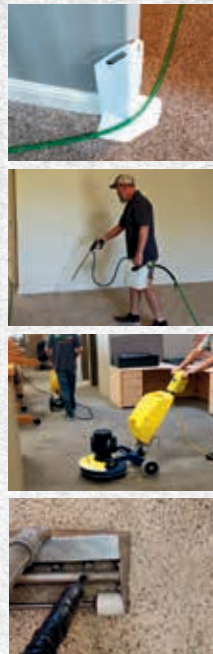


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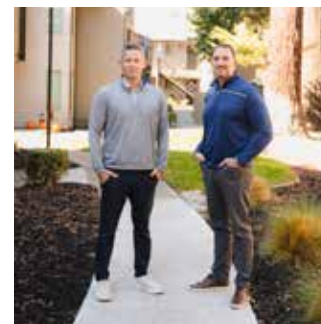
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If you are interested in contributing or nominating REALTORS® for specific stories, please email us at Isabel.sweet@realproducersmag.com

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FAQ



ALL ABOUT STANISLAUS & SAN JOAQUIN REAL PRODUCERS

Real Producers magazine started in Indianapolis in 2015 and is now in over 130 markets across the nation and continues to spread rapidly.

Q: WHO RECEIVES Real Producers MAGAZINES?

A: The top 300 real estate agents in the Stanislaus and San Joaquin Counties.

Q: WHAT IS THE GOAL OF THIS MAGAZINE?

A: We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals in the 209 real estate industry.

We take the top 300 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

Q: DOES Real Producers HAVE EVENTS?

A: Yes! We will have specific networking events throughout the year.

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

A: It's really simple. You have to be on the top 300 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider anyone brought to our attention who is in the top 300 because we don't know everyone's story, so we need your help to learn about them. We

cannot guarantee a feature, but we encourage you to meet with one of our team members, support Real Producers and attend our private events to increase your chances.

To submit a nomination, please send us an email!

Q: WHAT DOES IT COST A REAL ESTATE AGENT/ TEAM TO BE FEATURED?

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

Q: WHO ARE THE RP-VETTED BUSINESSES?

A: They are one of the best businesses in the Central Valley in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this publication. We will not even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

Q: HOW CAN I RECOMMEND A BUSINESS?

A: If you want to recommend a business that works with top real estate agents, please email or message us!

Email: Isabel.Sweet@realproducersmag.com

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209 Real Producers LAUNCH PARTY



OCTOBER 22ND

▶▶ launch party

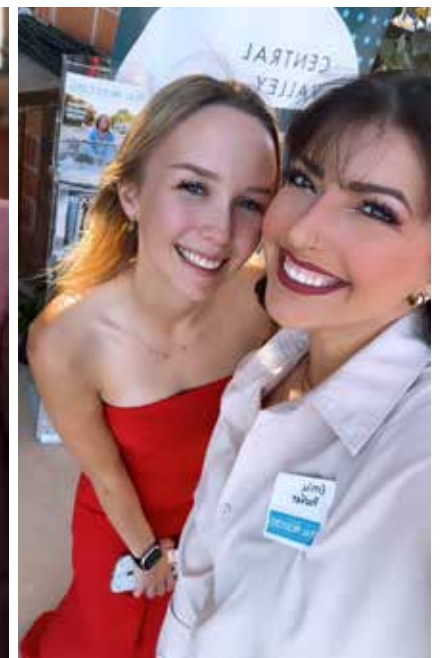
Our exclusive Real Producers launch event at the stunning new Clark Ferrea winery in Escalon brought together the industry's top agents and trusted partners for an evening of connection and celebration. Surrounded by good wine and great company, guests caught up with colleagues they hadn't seen in a while, shared stories, and celebrated the magazine's debut.

It was a night that highlighted the strength of the community we're building in the Central Valley, where every conversation added something special.

Follow us on Instagram @209realproducers and check the next issue for updates on future events!



Scan to watch our event recap video!





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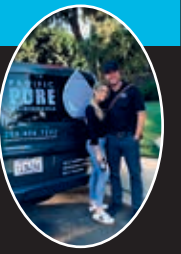


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▶ super connector

Sal SANDOVAL

Recognized as our “Super Connector,” Sal embodies the power of relationships, enriching our community one conversation at a time.



If there’s anyone who truly fits the title of “Super Connector,” it’s Sal Sandoval, Sales Executive at WFG Title in Manteca. At our recent Real Producers launch event, Sal took home the win in our Networking Bingo game—a challenge created to spark real, meaningful connections. He didn’t just complete the game; he embodied it, which is why we’re spotlighting him as our official “Super Connector.”

Sal is that familiar face you look forward to seeing at events, always bringing a warm smile and genuine interest in everyone around him. With close to 20 years dedicated to the

title industry, he’s built a reputation not only as a trusted professional but also as someone who brings humor and intelligence to every interaction. He’s known for taking the time to really get to know people, from learning about their businesses to remembering their personal stories.

In fact, we captured a great moment of him chatting with Cody during the Bingo game, asking about the “most interesting listing” he’s ever had—a perfect snapshot of Sal’s curiosity and his drive to learn about others.

Happily married for over two decades, Sal finds joy in mountain biking, hiking, camping, grilling, and cherishing moments with his family. His life blends professional dedication, outdoor passions, and strong personal connections, which enrich his relationships both in and out of work. What makes Salvador stand out is his enthusiasm for understanding other people’s work and passions. He’s outgoing, caring, and always ready to lift others up. **In an industry that thrives on relationships, he’s an example of how a single connection can make a world of difference.** Salvador’s impact goes beyond any game or event—he’s someone who genuinely cares, making him a true asset to our community. It’s only fitting that he’s recognized as our “Super Connector”—a title he lives up to every day.



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LANCE McHan & HARRISON



LEADING A FAMILY LEGACY IN REAL ESTATE

Lance McHan, a well-known real estate agent in Stockton, has spent 20 years building a reputation for hard work, community involvement, and perseverance. Growing up on the east side of Stockton, Lance didn't have an easy path. "We didn't have a lot," he recalls. But those early challenges fueled his drive to succeed.

After financial losses during the 2008 market crash, Lance was determined to rebuild. In 2011, using a creative financing deal, he purchased a seven-unit apartment building, marking his comeback in real estate. Through grit and determination, Lance rose to the top of his field, closing \$54 million in sales last year.

Lance's influence extends beyond his sales. He is involved in the Stockton community, promoting local businesses and initiatives. His passion for the city is evident in his role as a host for American Dream TV, which highlights the lifestyle and culture of communities across the country. Through this platform, Lance showcases the heart of Stockton, spotlighting the vibrant people and places that make the city special.

In addition to his community work, Lance has been a leader in digital marketing. Early in his career, a mentor encouraged him to step in front of the camera and share his story. Embracing the challenge, Lance became one of the first agents in his market to create digital content, becoming a local influencer in the process. Lance's competitive drive doesn't end with real estate. In 2018, he placed first in an NPC bodybuilding



competition, a testament to his discipline and determination.

A New Chapter: Harrison McHan Joins the Team

Now, teaming up with his son Harrison in real estate feels to Lance like embarking on "a super exciting ride with lots of fun moments and a few bumps along the way." Having Harrison by his side brings a new level of joy to his work. "I'm not just jumping into open houses and wrapping up deals on my own—I've got my biggest supporter right here with me," Lance says with pride.

At 22, Harrison admits that seeing his father's journey inspired him to pursue real estate. "It would be foolish not to take advantage of all the experience my dad has gained," he says. Working alongside his father, Harrison is learning the business, blending Lance's years of experience with his fresh ideas and tech skills. This unique

combination, "mixing the old school with the new," as Lance puts it, makes them a strong team ready to tackle any challenge together.

Before real estate, Harrison worked at a grocery store, where he learned the value of customer service and building relationships. Following his father's advice, Harrison stayed at the store for a few months after getting his license, handing out business cards to regular customers. This strategy led to his first deals, proving that his father's mentorship was already paying off. "I've learned how to negotiate and get the best deal for my clients," Harrison says proudly.

The father-son duo brings a unique dynamic to their work. "It's not just about doing well in business—it's about building a strong bond, having each other's backs, and celebrating every little win together," Lance says. For Harrison, being part of a



team where trust and credibility are already established is invaluable. “People already trust him, and that makes them trust me,” Harrison says. Together, they form a team that combines Lance’s wisdom with Harrison’s new perspectives, creating a powerful synergy.

Looking to the Future:

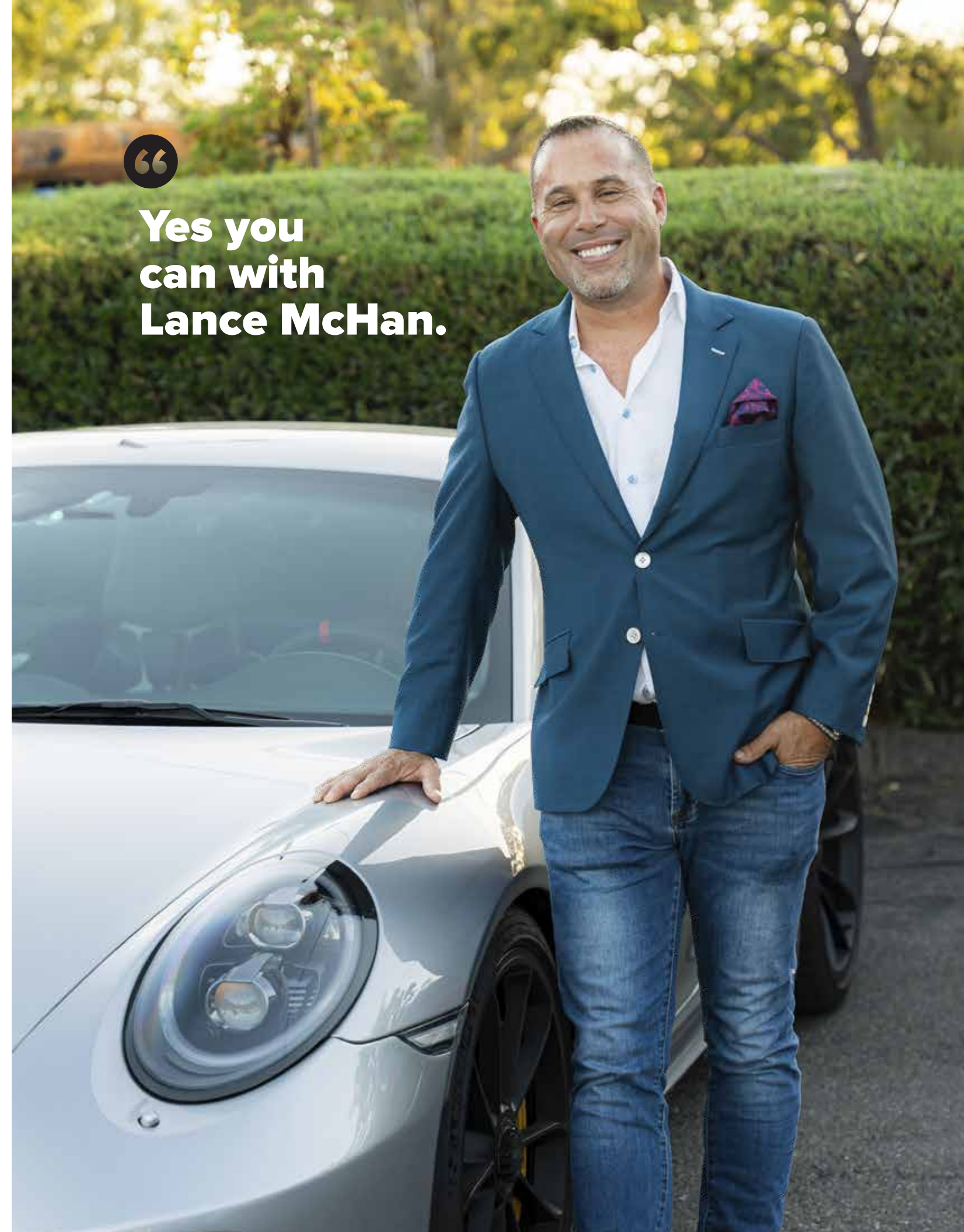
A Family Legacy in the Making

Lance envisions a bright future for his family in real estate. While Harrison is already making strides in the business, Lance hopes his daughter, Jordyn, currently pursuing a career as an esthetician, will eventually join them. “I’m developing my kids to be entrepreneurs,” he says, expressing his desire for both to thrive in the industry.

Family is central to Lance’s life. “A lot of people don’t know I have an identical twin,” he shares. Married for over 20 years, Lance values the time he spends with his wife and children. When he’s not working, he enjoys quiet moments with his family, whether it’s watching the sunset at Garlic Brothers or taking a drive in his car.

For Lance, the goal is simple: continue making an impact, one client at a time, while mentoring the next generation of McHans. He dreams of starting his own brokerage, but for now, he’s happy at Cornerstone Real Estate Group, where he enjoys the family-like atmosphere fostered by his broker, Randy Thomas, who works with his own children.

Lance’s story reflects the importance of hard work, family, and community. His tagline, “Yes you can with Lance McHan,” embodies his belief in success through perseverance. As he and Harrison continue their real estate journey, they are building a lasting family legacy.



“

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▶▶ partner spotlight

Amethyst Reyes

BRINGING PEACE AND PRACTICALITY TO CENTRAL VALLEY HOMES

For Amethyst, the founder of Renewed Order, organizing homes is more than just creating tidy spaces—it’s about transforming lives. Over the past five years, she has built a thriving business dedicated to helping busy families, realtors, and homeowners reclaim time and reduce stress by optimizing their living environments. As a mother of four who faced her own share of struggles early on, including being a teen mom and experiencing homelessness, Amethyst brings a deep sense of empathy and determination to her work. **“I found that organizing brought peace amidst the chaos in my own life, and I wanted to extend that peace to others, especially moms,”** she explains.

Renewed Order’s services go beyond conventional organizing, offering an extensive range of packages to meet diverse client needs:

MOVING CONCIERGE

The Moving Concierge service provides a seamless and stress-free transition for clients moving into a new home. This full-service package covers everything from purging and categorizing to strategic packing and unpacking. Renewed Order handles every detail, including selecting moving boxes, labeling, space planning, and even installing TVs and hanging wall décor. Amethyst and her team don’t just unpack belongings; they create custom systems that enhance the functionality and flow of the new home. **“We want families to walk in and feel instantly at ease, with everything thoughtfully placed,”** Amethyst says.

PACK & STAGE

The Pack & Stage service is designed to prepare homes for the market, making them as appealing and accessible as possible to prospective buyers. This package includes expert guidance on purging,

packing, and staging furniture and décor to highlight each space’s best features. With labeled boxes and organized closets, Renewed Order makes moving out a breeze, ensuring an orderly setup that benefits both homeowners and buyers alike.

LUXURY ORGANIZING SERVICE

Renewed Order’s Luxury Organizing Service offers bespoke solutions tailored to high-end clients seeking exceptional organization and functionality in their homes. Amethyst’s expertise is brought into each space with personalized attention to detail, offering a refined approach to decluttering and organizing with quality systems that elevate the aesthetic and flow of the home. This service ensures that every item is placed thoughtfully, not just for practicality but also to create a peaceful and elegant living environment. Whether it’s maximizing closet space or designing custom storage solutions, Renewed Order transforms homes into beautifully organized sanctuaries.

A BUSINESS WITH HEART AND PURPOSE

What sets Renewed Order apart is Amethyst’s genuine commitment to helping others lead simpler, more intentional lives. Growing up, Amethyst found comfort and control through organizing, a skill she honed from her early years by creating systems in her own chaotic environment. Inspired by her grandmother, who held onto items for sentimental reasons, Amethyst developed a powerful perspective on possessions. **“I saw firsthand that memories aren’t tied to things—they’re in us. I wanted to help people let go of the clutter and focus on what really matters.”**

Amethyst’s mission is rooted in her belief that **“life is about the people you’re with, not the things you own.”** She hopes Renewed Order will leave a



lasting legacy in the Central Valley by giving families the time and space to enjoy what truly matters. Her approach resonates with clients of all lifestyles, from minimalists to those with larger homes and more belongings. “Our goal is simple: to make your home work for you, so you can spend less time managing your space and more time with loved ones.”

Inspired by her favorite Tony Robbins quote, “Complexity is the enemy of execution,” Amethyst combines practicality with a touch of luxury, creating customized solutions that make life easier and more enjoyable. By blending beauty with functionality, Renewed Order has become a trusted partner for realtors and homeowners throughout the Central Valley, offering everything from luxury organizing to moving support.

Amethyst’s journey, resilience, and dedication make Renewed Order more than just an organizing service—it’s a sanctuary for families looking to create meaningful, lasting change in their homes.

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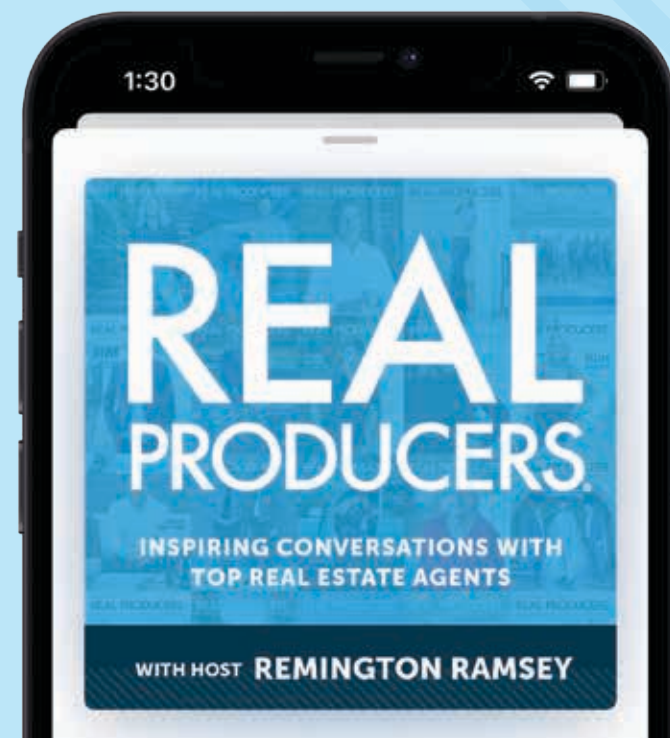
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ADAM ▶ commercial real estate, reimagined LUCATELLO

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ANDY HODGSON

Adam Lucatello and Andy Hodgson of Colliers International's Central Valley Investment Team redefine teamwork in commercial real estate through a blend of strategy, patience, and expertise. With over \$1 billion in transactions and 3,500 units sold, they've proven that success is built on more than numbers. Adam, patient and observant, approaches each deal strategically, carefully analyzing every detail. Andy brings relentless drive, an analytical mind, and an impressive memory for past clients and projects.

Their partnership isn't just about deals; it's about creating a fulfilling life beyond real estate—a philosophy that shapes their work and the value they deliver every day.

A PARTNERSHIP BUILT ON TRUST

Adam and Andy's paths to real estate were different, but their shared focus on relationships is what brought them together. Andy grew up in the industry, learning the business from his mother, who spent over 30 years

in commercial real estate. Adam's journey began with Marcus & Millichap, where he found his passion for real estate and quickly made his mark.

Being raised in Venice, Italy, Adam used his background in a unique way to get his first deal. When he

started out, he made a list of clients with Italian last names, hoping to find a connection. His first deal came from an older Italian couple who owned a shopping center in Morgan Hill. "It was about building trust," Adam recalls. "That connection to our shared background made all the difference."

LEARNING THE REAL ESTATE GAME

Early in his career, Adam received advice that shaped his approach: “You’re not looking to gain a thousand clients through cold calls. Find the 10 or 20 who will carry you through your career.” This insight stuck with Adam and Andy, who focus on forming long-term client relationships. They’ve since specialized in multifamily investment properties, handling notable deals like the 320-unit Polo Run Apartments and the 171-unit Adobe Hacienda, alongside transactions involving major brands like McDonalds, Starbucks, and Jack in the Box.

LIFE OUTSIDE OF REAL ESTATE

For Adam and Andy, success in real estate means having a fulfilling life beyond deals. Adam, a father of triplets, is passionate about sports and coaches several of his children’s teams. He’s also an avid outdoorsman, enjoying activities like



hunting and fishing. Andy balances work with family time, spending weekends skiing with his wife and children. “Real estate has given me the flexibility to be present with my family while growing my business,” Andy shares. Giving back is central to Adam and Andy’s business philosophy. Through contributions to local schools, churches, and veterans’ organizations, and by supporting affordable housing initiatives like Visionary Home Builders, they aim to make a positive impact that extends beyond real estate.



THE LONG-HAUL NATURE OF COMMERCIAL REAL ESTATE

Adam and Andy know that commercial real estate is a long-term business. “Our clients often stay with us for years, and our goal is to build relationships that last,” says Adam. Commercial deals involve a specialized client base, so building trust and understanding the market

deeply is essential. Adam and Andy’s focus on these lasting partnerships has made them the go-to team for clients who value stability and expertise.

A COLLABORATIVE APPROACH

Adam and Andy’s success is rooted in collaboration, extending beyond their team to residential agents who may have clients

interested in commercial investments like apartment complexes. “Commercial real estate isn’t an overnight success story,” Andy notes. “It requires time, dedication, and a commitment to learning the business.” With their deep expertise, Adam and Andy welcome residential agents looking for guidance in commercial deals.

LOOKING FORWARD

Looking ahead, Adam and Andy plan to keep growing their business while staying true to the values that matter most to them: family, community, and building strong relationships. For them, it’s not just about expanding their portfolio; it’s about working together, supporting the people around them, and leaving a positive impact on their community and industry.



Andy and his family
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