

INLAND EMPIRE

APRIL 2025

REAL PRODUCERS[®]

ELEVATE REAL ESTATE AGENCY

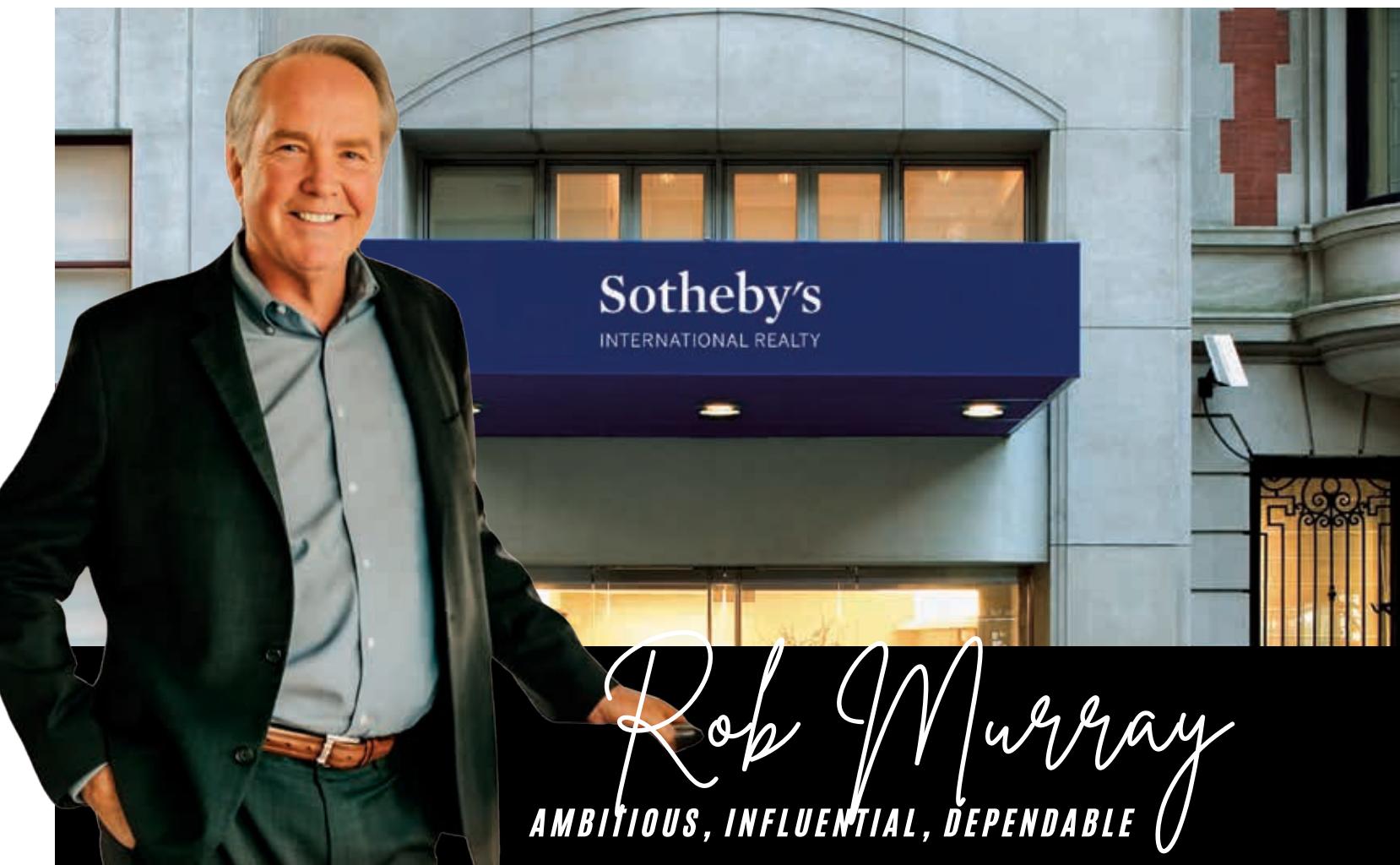
Tom
Tennant



Having had the privilege of working with and knowing Rob, I can attest that his energy is contagious. He inspires everyone around him to elevate their standards—not just through words but through consistent example. He shows up, follows through, and does it all with a grace that naturally draws people to him.

Rob Murray isn't merely a professional; he's a presence. Anyone fortunate enough to know him or work alongside him inevitably walks away better for the experience.

-Lara Locke

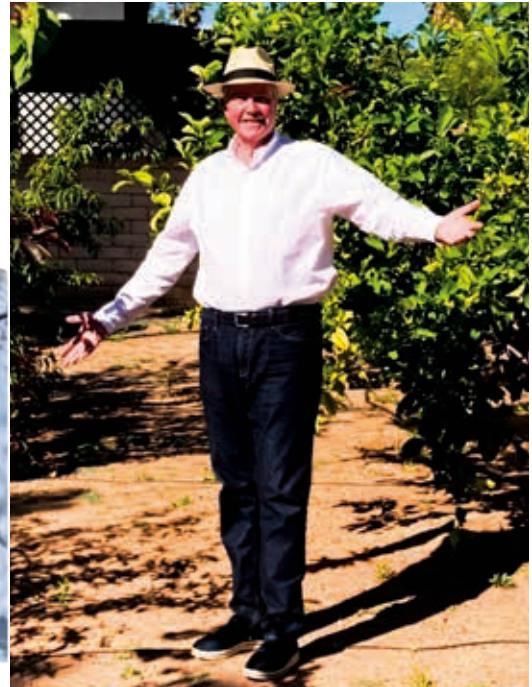


I first met Rob Murray years ago at an open house—a chance encounter that blossomed into a meaningful mentorship and friendship.

Rob is the kind of person you notice immediately when he enters a room. Not because he demands attention—his demeanor is actually rather understated at first—but because he carries himself with such natural professionalism, deeply rooted values, and just enough charisma to complete the package. Of all my mentors, I look up to him the most.

When the government mandated business closures, Rob was my first call. With decades of business ownership under his belt and experience navigating multiple economic cycles, who better to learn from? When Rob offers advice, I make a point to slow down, listen carefully, and take his words to heart.

I deeply admire his professionalism. He's meticulous about the experience his clients receive and equally attentive to the agents who work for him. Rob isn't loud or domineering—instead, he possesses a quiet assurance that comes from knowing exactly who he is, what his profession demands, and where he's headed.





CHICAGO TITLE

*No Bunny Protects Your Client's Home
Like Chicago Title*

RESOLVING TITLE ISSUES. ELEVATING PARTNERSHIPS.



Patti MacGregor

Account Executive

Serving Riverside & Corona

C: 951.852.9545

Patti.MacGregor@CTT.com

PattiMacGregor.com

*Proudly Partnering with
IE Agents 20+ Years!*



JOIN AGENTS ROCK REWARDS

Meritage is turning it up a notch, with exclusive benefits designed to help grow your business. Inspired by real feedback from agent partners, our enhanced rewards program features three levels: Gold, Platinum and Diamond, with benefits at each tier to help you hit all the right notes with clients.

AGENTS ROCK REWARDS	GOLD Register	PLATINUM 1 Closing	DIAMOND 3 Closings
AGENTS ROCK REWARDS PORTAL	•	•	•
CONVENIENT LOCK BOX ACCESS	•	•	•
CONTENT SHARING	•	•	•
LOCAL PERKS	•	•	•
EDUCATIONAL OPPORTUNITIES AND MATERIALS	•	•	•
EXCLUSIVE EARLY ACCESS	•	•	•
ABILITY TO HOLD OPEN HOUSES	•	•	•
INVITE-ONLY INDUSTRY EVENTS	•	•	•
A PLACE IN THE AGENT FINDER	•	•	•
SELLER'S AGENT PARTNER FOR LISTINGS	•	•	•



Search through Meritage's entire inventory with enhanced search filters, view local perks, and more - all in one place.

Visit meritagehomes.com/agent to learn more. ©2025 Meritage Homes Corporation. All rights reserved.

Meritage Homes

Meet The Team



Mike Maletich
Owner



Marissa McCutchan
Publisher



Terrina Russell
Writer



Lanie Schaber
Ad Strategist



Mitzie Maletich
Promo Coordinator



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 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.

WHY THE GALANTE GROUP?

When you win We win!
It's all about the Team in Real Estate!

CONGRATULATIONS ON BEING IN REAL ESTATE!

Whether a New or Polished agent, Real Estate can be a tricky endeavor as the market shifts; that is why it's extremely important to partner with professionals dedicated to your business. In Real Estate it's all about the Team Effort! Let us share some reasons you may want to consider us:

- The Resources we offer are unparalleled hands down. From Data Mining to Implementation of that Data through marketing, we can help!
- We are dedicated to your success and growth around current business, old business, and prospective business. Biggest way to build business, is to capitalize around current business. Let us share our client success strategy with you.
- Whether a down market, or a market going through the roof; whether it is in the midst of a blistering summer or a freezing cold winter. We can help you navigate successfully by using our point strategy for any season.

TO LEARN MORE ABOUT WHAT WE OFFER, WE SHOULD MEET!

Call our Concierge Desk to schedule 951.304.4661 or Email us Team@GalanteGroup.com.

HOPE TO HEAR FROM YOU!

TICOR TITLE
25220 Hancock Avenue, Ste. 103 - Murrieta, CA 92562

GALANTE GROUP

AMY SMITH 951.240.0320 **JOE GALANTE** 951.776.7114 **MEL BRANDENBURG** 951.445.6656
amy@mytitle.com joe@galante4title.com mel@mel4title.com

GalanteGroup.com

Looking for an All-Encompassing Lending Team to Support Your Diverse Client Needs?



We have an array of niche lending specialists who provide solutions for:

- Self-Employed Borrowers
- Veterans
- Foreign National Program
- Down Payment Assistance
- Investors & so much more!

Serving Riverside, Temecula Valley, Rancho, LA County & OC County

THE GOADE TEAM
Nichole Goade, Branch Manager
NMLS # 347249 | NMLS #1839

951.519.8518
NGoade@ChangeMtg.com
ChangeMtg.com/Advisors/NGoade



Partner with us today - Our versatile team is here to cater to your clients' unique lending needs!

Contents

PROFILES



20 First American Home Warranty



26 Wendy De Leon

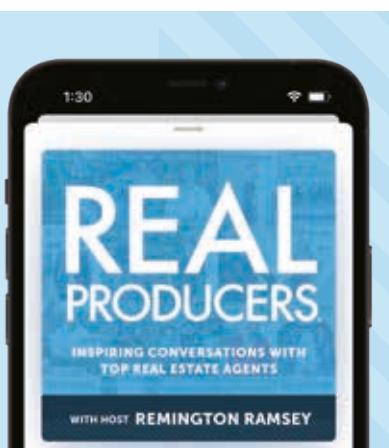


12
COVER STORY **Tom Tennant**

If you are interested in nominating people for certain stories, please email us at: marissa@n2co.com

REAL PRODUCERS. PODCAST

**Inspiring conversations
with the nation's
top real estate agents.**



Same Brand, New Reach – Tune in for free today



podcast.realproducersmag.com



2024

Here's What The Top 500 Agents In Inland Empire Sold In 2024



\$7,723,255,059

SALES VOLUME



11,066

TOTAL TRANSACTIONS



\$15.45 Million

AVERAGE SALES VOLUME PER AGENT



23

AVERAGE TRANSACTIONS PER AGENT

BY THE
NUMBERS

Preferred Partners

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!

BUILDER

Meritage Homes
(619) 246-1420

CLOSING GIFTS

Cut Above Gifts
Andy Burton
(951) 334-5301
www.cutabovegifts.com

ESCROW SERVICES

New Venture Escrow
Tania Marks
(619) 807-0711
NewVentureEscrow.com

FINANCIAL ADVISOR/ FINANCIAL PROFESSIONAL
Modern Woodman
(714) 325-7355

FLOORING

Langdon Floorcovering
(951) 375-9025

HOME INSPECTION

Cannon Inspection Services
(619) 823-4133

Pacific Property Inspections
(951) 295-4995

T.H.I. Inspections
(562) 665-9229

HOME WARRANTY
First American Home Warranty
(951) 541-6086

INSURANCE
Goosehead Insurance
- Phil Hernandez
(714) 418-8635

JUNK REMOVAL
Junk Dawgs - Drew Douglass
(909) 712-9525

MORTGAGE
Change Home Mortgage
(951) 519-8518

LOCKE YOUR LOAN
Lara Locke
(951) 405-2454
www.lockeyourloan.com

RURAL 1ST

(502) 536-3955

MOVING COMPANY
King Relocation
(562) 677-3130

ORGANIZER
NEAT Method
(951) 243-4746

REAL ESTATE PHOTOGRAPHY/VIDEOS
MG3 Media
(951) 515-3171

SOLAR
Shaw Energy Consulting LLC
(951) 942-8431

TITLE COMPANY
Chicago Title
Lavonne Benyola
(951) 453-7380
Patti MacGregor
(951) 852-9545
Mary Thompson
(951) 236-3369

Stewart Title of California
Julie Putjenter
(951) 764-1757

Eric Willis
(951) 764-1736

Ticor Title The Galante Group
Joe Galante
(951) 776-7114

Amy Smith
(951) 240-0220

LAND ON A BETTER LOT LOAN.

At Rural 1st, we don't just lend rural, we live rural. Our loan officers are from your communities, which means we understand how to find the perfect lot loan for you.

Fixed Rate Options on Bare Land

While many competitors only offer variable lot loans, we offer fully-fixed rate options.

Lower Rates for Less

If a lower rate comes along you can change rates for just a small fee*, saving you money in the long run.

Get the Full Value of Your Land

When you're ready to build, we acknowledge the equity in the land towards the down payment on your construction loan, potentially lowering the amount you'd need to put down.

Contact your local loan officer today to get started.



Jeff Mendez
Senior Rural 1st Loan Officer
(909) 827-2560
NMLS 484478
Jeff.Mendez@Rural1st.com



Eric Fuller
Senior Rural 1st Loan Officer
(951) 833-9132
NMLS 1614688
Eric.Fuller@Rural1st.com

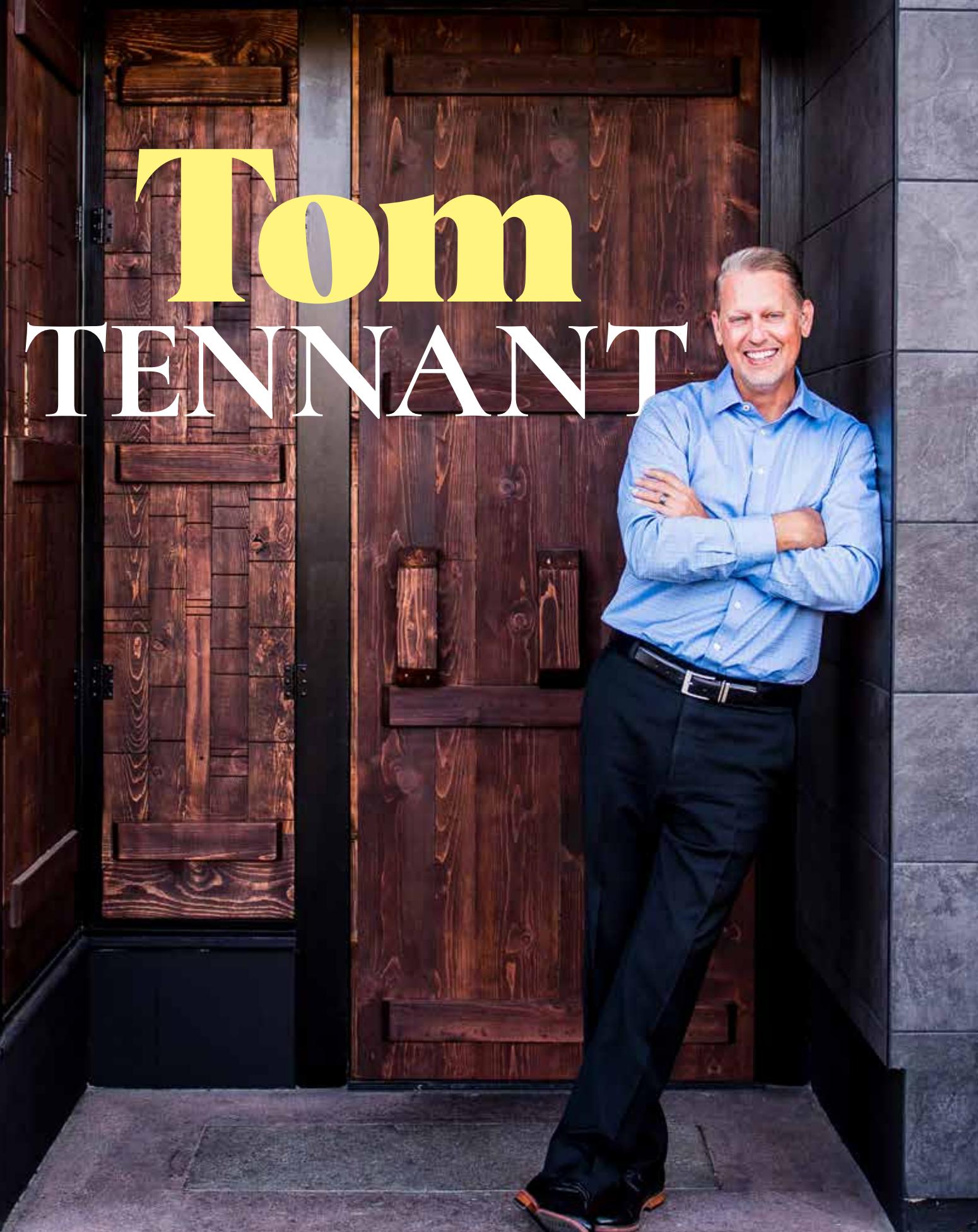
RURAL 1ST
Closer to What Matters

*Conversion fee of \$750 applies. Fees subject to change without notice.
Loans subject to credit approval. Rural 1st® is a trademark and Rural 1st, the Rolling Hills Window icon, Rural Logic, and Closer to What Matters are exclusive trademarks of Farm Credit Mid America, NMLS 407249. Rural 1st products are available to consumers within the territories of participating Farm Credit System Associations. Equal Housing Lender.



LANGDONFLOORS.COM

nick@langdonfloors.com
951.588.3882



In the competitive world of real estate, standing out requires more than just market knowledge—it demands discipline, drive, and a deep commitment to service. Few embody these qualities as well as Tom Tennant, Owner and Partner at Elevate Real Estate Agency. With over two decades of experience, Tom has made his mark as a top-performing agent, having successfully closed more than 1,900 homes personally; and finding himself in the Top 25 in the Inland Empire for production in 2024.

WRITTEN BY TERRINA RUSSELL
PHOTOGRAPHY BY MARISSA MCCUTCHAN

Tom's real estate journey began with a personal experience that left a lasting impression. After selling his first home with an agent who seemed inexperienced, he realized he could offer a higher level of service. A lifelong interest in real estate combined with a background in sales and customer service made the transition feel natural. Determined to bring a new standard to the industry, he studied diligently, passed his real estate exam, and launched his career in January 2000.

Before entering real estate, Tom built a strong foundation in sales as a manager at a high-end specialty fitness retail store in Newport Beach. Selling premium fitness equipment to an elite clientele taught him valuable lessons in professionalism, relationship-building, and persistence. He quickly recognized that the principles of follow-up, service, and long-term client relationships were transferable to real estate. His ability to adapt and implement these strategies allowed him to hit the ground running.

From the beginning, Tom approached real estate with a level of discipline and structure that set him apart. He treated it as a business, arriving early, sticking to a structured schedule, and remaining dedicated to constant improvement. Initially working part-time, he quickly realized that focusing on expired listings and FSBOs would yield faster results. This strategy led to 32 closed transactions in his first year, earning him the prestigious Centurion Agent designation at Century 21. That success solidified his belief that he had found his true calling. Over the years, Tom's impact has extended beyond his own sales performance. As an owner and partner at Elevate Real Estate Agency, he has taken on the role

of mentor and leader, helping other agents build successful careers. Elevate operates on a unique, agent-friendly model that prioritizes earnings, training, and support. Moving away from the traditional commission split model, the company now offers a super-low flat fee, putting more money in the pockets of its agents. With online training resources, in-office coaching, legal and compliance support, and multiple office locations, Elevate has become a powerful force in the industry.

The foundation of Tom's success lies in his commitment to continuous education, adaptability, and an unwavering dedication to his clients. His daily schedule is meticulously planned, balancing lead generation in the mornings with client meetings and negotiations in the afternoons. His reputation and professional image remain top priorities, and he works tirelessly to ensure that his clients and peers trust in his expertise and integrity.

For those entering the industry, Tom emphasizes the importance of hard work and perseverance. Real estate is not an easy career path, but it is incredibly rewarding for those who commit to a schedule, focus on lead generation, present themselves professionally, and maintain a positive attitude. Rejection is inevitable, but pushing forward leads to new opportunities.

Despite the demands of his career, Tom remains deeply devoted to his family. His wife, Robyn, and their children—Jordan, Cody, Presley, and niece Jaiden—are his top priority. An avid outdoorsman, he enjoys mountain biking, golf, soccer, and weekend getaways in Havasu and Glamis whenever his schedule allows.





Real estate is not an easy career path, but it is incredibly rewarding for those who commit to a schedule, focus on lead generation, present themselves professionally, & maintain a positive attitude.





Solar Solutions FOR SMARTER HOMES AND BUYER DEMAND

JORDAN SHAW

Concierge Energy Advisor
fb@ @JordanShawOfficial



Partner
with Us

**You Can Trust Me
With Your Referral**

I AM DEDICATED TO THE CLIENT EXPERIENCE



I'll Do The
Insurance
Shopping FOR
Your Client



**Phil
Hernandez,
Insurance Agent**

Lic# 12689650, OG43636

714.418.8635 • PHIL.HERNANDEZ@GOOSEHEAD.COM
HOME | AUTO | RECREATIONAL VEHICLE | COMMERCIAL



ABOUT US

We revolutionize home inspections with cutting edge technology. Our team combines traditional expertise with innovative tools to provide comprehensive assessments of your property. From thermal imaging, drones, and crawl bots, we harness the power of technology to uncover hidden issues and ensure your peace of mind.

Contact us today to schedule
your home inspection.

WHAT WE INSPECT

- Exterior & Foundation
- Roof & Structure
- Electrical
- Plumbing
- Pool & Spa
- HVAC Systems



EGG-TRA SPECIAL CLOSING GIFTS YOUR CLIENTS WILL LOVE!

Cutco Closing Gifts are Appropriate
for the Following Situations:

- Current & Future Closings
- Going Back to Past Clients
- Referral Gifts
- Thank You Gift after
a Listing Presentation
- Staying Top of Mind
- Show Appreciation
- Raffle Prizes/Donations/
Giveaways/Silent Auctions

All of the above is tax deductible since it is
engraved with your contact information *

Have you used our gifting strategy for something
that is not listed? Share it with us and we will send you a
free piece of Cutco!

*Consult your CPA

**HELPING REALTORS® & BUSINESS PROFESSIONALS RETAIN
THEIR CLIENTS IN THE IE FOR THE PAST 1/4 CENTURY**



ANDY BURTON
Independent Area Director
951.334.5301
CutAboveGifts@gmail.com
CutAboveGifts.com



American made since 1949



First American HOME WARRANTY

PHOTOGRAPHY BY MARISSA MCCUTCHAN



Home Warranty Trio Brings Local Industry Experience to the Inland Empire

The Inland Empire's 27,000 square miles are vast and diverse, but First American Home Warranty area managers Tracie Bagnoli, Amanda Brock, and Lisa Caouette cover the territory with expert insights and a shared commitment to superior service. All three possess real estate or construction backgrounds, providing them with a ground-up view of the home warranty industry's role. They are also Southern California natives, which gives them valuable experience in navigating the market and meeting the needs of their communities.

Southern California Natives Protecting Their Neighbors

West Covina native Lisa, whose territory comprises Big Bear, Rancho Cucamonga, Chino Hills and several smaller cities, became a real estate agent at age 18. Her parents and grandparents worked in the industry, and Lisa expanded that to title work and real estate advertising before moving to home warranty. She is in her second stint with First American after working for the company in the 1990s. "It's in my blood," she said. "I treat my clients the way my mom would want me to treat hers. It's easy to treat my clients well when I know what's expected on the other side."

Amanda, who has been with First American since 2007, grew up in the Temecula Valley and also carried on the family tradition, following her mom, who was a pillar of the local real estate market for 27 years. She covers a broad territory, including southwest Riverside County, the Coachella Valley, and Imperial County, but she understands every client touchpoint is important. "I strive to treat every client as if they were my only one. That attention to detail and care sets me apart," she said. "My greatest strengths in this business come from genuinely caring about homeowners. I take pride in being a resource and advocate for agents and homeowners every step of the way."

Tracie, the newest of the crew, brings a wealth of expertise to Corona, Norco, San Bernardino and Victor Valley. She studied home construction and has a background in contracting, allowing her to understand claims details when a homeowner has a system or appliance break down. She joined First American in 2024, leaving another

home warranty provider. "Customer service is so important to me," she said. "I want my clients to know that I understand what they're going through and that I'm here to help."

Home Warranty Covers Unexpected Repair Expenses

A First American home warranty is a renewable service contract that protects a home's systems and appliances from unexpected repair or replacement costs due to a breakdown. When a covered item breaks from normal wear and tear, First American sends a pre-screened technician to the home to diagnose and repair or replace the item.

Home warranties generally cover systems, such as heating, air conditioning, and plumbing, and appliances, including dishwashers, ovens, clothes washers and dryers, and refrigerators – with upgrade options available.* In contrast, homeowners insurance does not cover mechanical failures, so a home warranty can help bridge that gap in protection. With Tracie, Amanda and Lisa's guidance and expertise, real estate

agents can help their clients decide which warranty coverage is right for them.

Helping Homeowners Protect Their Budgets

As a single mom of two young adults, Tracie knows that homeowners today have limited time to handle breakdowns. And finding a contractor you trust is a daunting task. "It can be tough because this is about money and people's life savings," she said. "But that's how a warranty can help provide budget protection and peace of mind."

Lisa and her blended family of four love horses and traveling, often visiting their favorites spots in Hawaii, Cabo San Lucas, and Palm Desert. She thrives working "on the front line" of the real estate industry in the area she grew up. "I love what I do. When I come through for an agent who needs advice on a homeowner's claim, that's rewarding. I can make a difference in people's lives," she said.

Lisa works to help agents understand the value a home warranty brings for homeowners when those inevitable repair costs strike. After explaining how much a warranty can save a homeowner, agents get it, she said. "Once I've earned their trust, they often joke, 'Where have you been my whole life?'" she said. "I do much more than our competition, but I am continually seeking ways to

"Customer service is so important to me. I want my clients to know that I understand what they're going through and that I'm here to help."



“It can be tough because this is about money and people’s life savings,” she said. “But that’s how a warranty can help provide budget protection and peace of mind.”



deliver even greater value to my customers. If I could split myself in three and be in more offices, I would.”

Amanda is similarly dedicated: “Helping people save money while protecting their home is truly what I love.” Her aunt, who worked for First American for several years, helped her land her job.

“She believed in my potential and gave me the chance to prove myself,” Amanda said. “I wasn’t about to let that opportunity slip through my fingers. First American truly changed my life, and I’m forever grateful for that opportunity.”

First American Saves the Day

While they approach their jobs in unique ways, Lisa,

Amanda and Tracie all stress to top Inland Empire agents that their homeowners will be grateful once they need their home warranties – especially these days when the high cost of appliance repairs or replacements can really dent a budget.

“It will save money. Homeowners can get in a tough situation with an expensive breakdown and

we can help save the day,” Amanda said. “It’s not a matter of if something will fail, it’s a matter of when. And you’re going to pay full retail price if you don’t have a home warranty in place to offset the cost. A home warranty takes the stress off the homeowner and puts it on us.”

*Home warranty coverage varies by location, plan, and selected options.

Empowering Realtors, Securing Sellers

Are your sellers protected after closing?

While buyers and agents have safeguards, sellers often remain vulnerable after closing. Protect your sellers interest after their home sells.



Elevate your reputation and gain a competitive edge by partnering with us and offering your sellers up to \$125k in coverage for disputes or lawsuits.

Connect with us today!



TANIA MARKS
Sr. Account Executive
Tania@NewVentureEscrow.com
619-807-0711

COURTNEY LOUIS
Vice President of Sales
Courtney@NewVentureEscrow.com
858-229-9035



neat

METHOD

TRANSFORMING YOUR CLIENTS'
NEW HOUSE INTO A HOME

bri van tierop

OWNER, NEAT INLAND EMPIRE
& DESERT COMMUNITIES
951.243.4746
neatmethod.com



our home organizing services

Bathrooms | Closets | Kitchens | Nurseries | Offices

Pantries | Playrooms | And everything in between...

our move and relocation services

Pre-move prep | Manage logistics | Unpack & organize

Create customized solutions | Ensure every detail is complete

ENSURING YOUR CLIENTS MAKE THE BEST MOVE

Safe, Clean, and Secure Storage Available!

RESIDENTIAL | CORPORATE | INTERNATIONAL

KING COMPANIES
Book with a Reliable Moving Team You Can Count On
562.921.0555
KingCompaniesUSA.com
Worry Free Moves Since 1955

United Mayflower

**YOUR CLIENTS.
YOUR REPUTATION.
OUR EXPERTISE.**

Partner with a Home Inspector You Can Depend On!

PACIFIC PROPERTY INSPECTIONS

INTERNACHI CERTIFIED 24-HOUR TURNAROUND MOLD & AIR QUALITY TESTING OVER 500, 5 STAR REVIEWS (SPECTORA & GOOGLE)

NOW OFFERING MOLD & AIR QUALITY TESTING!

ASK US ABOUT OUR HERO DISCOUNTS!

CONTACT US TODAY - We respond 24/7 in 30 minutes or less!
951.295.4995 | PacificPropertyInspections.com
@PacificPropertyInspection

SAVE THE DATE FOR

RP Elevate

SEPTEMBER 29 & 30, 2025

LOEWS ARLINGTON HOTEL & CONVENTION CENTER

Join real estate leaders and the top 5% of agents from across the country for a two-day experience packed with **industry insights, cutting-edge strategies, and powerful networking opportunities** designed to help you succeed in the ever-evolving real estate market.

Tickets are limited! Reserve your spot today at rpelevate.com.

SPONSORSHIP OPPORTUNITIES AVAILABLE



Wendy DE LEON

Wendy De Leon didn't plan on being a real estate agent. She was on a path toward a career in ultrasound when she decided to take real estate classes on the side—just out of curiosity. What she didn't expect was to fall completely in love with the industry. "I guess fate brought me here, and I'm so glad it did," she says. "I truly love this profession. I see it as God's plan."

That kind of clarity and passion isn't something you can fake. And it's one of the reasons why Wendy has become a force in the real estate world since getting licensed in 2020. She started as a buyer's agent in one of the toughest seller's markets in recent history, where multiple offers and cutthroat competition were the norm. Despite those challenges, she sold 18 homes her first year—99% on the buy side. "That definitely built my thick skin and sharpened my negotiating skills," she says.

But what really sets Wendy apart isn't just her ability to close deals. It's how she does it. In an industry that can often feel transactional, Wendy focuses on guidance. "It is important for me to create deep connections with my clients," said Wendy. "The best part about this job is getting to know people and creating strong bonds. Most of my clients become friends."

Her approach to success is simple but effective: listen first, advise second. "For me, the priority is never to be pushy or imposing on my clients' needs but rather to listen and guide with the utmost respect," she explains. "That's why I chose 'Guiding you every step of the way' as my slogan. Because that's exactly what our job as real estate advisors should be."

She's not wrong. In a world where agents are fighting for attention—whether through billboards, postcards, or social media—clients are craving something different. They want trust. They want a

guide. And they want someone who isn't just focused on the sale but on their overall experience. That's where Wendy thrives.

Her background as the daughter of hardworking immigrants has played a huge role in shaping her work ethic. She's determined, relentless, and deeply empathetic. She understands what it means to work for something, and she brings that same energy to her clients. "I would say my work ethic has really paid off, but also listening to my clients' needs and guiding them," she says. "I want them to feel heard."

That focus on service over sales has naturally built a brand that people trust. But Wendy knows that trust alone isn't enough. In today's market, top agents are also media brands. And Wendy? She gets it. She's leaned heavily into social media, branding, and video marketing to make sure her presence is felt. "I love, love social media and branding listings," she says. "One of my favorite things is creating listing videos. It has slowly created a brand for me, and people love the videos."

It's a smart play. Social media isn't just a way to showcase properties—it's a way to showcase personality. It's an opportunity for agents to differentiate themselves, build rapport before they ever meet a client, and establish authority in the market. The agents who embrace this will dominate. The ones who don't? They'll struggle to keep up.

So, what's Wendy's advice for new agents trying to make it in the industry? It's surprisingly simple: "Show up every day."

It sounds basic, but in real estate, consistency is everything. Deals don't close themselves. Relationships don't build themselves. Brands don't create themselves. It takes daily effort, daily energy, and daily focus. And for Wendy, that commitment isn't just about work—it's about balance. Her biggest joy outside of real estate is being a mom. Between her son's club soccer, her daughter's volleyball and ballet, and the demands of a high-energy career, she knows that every minute counts. "With my busy schedule, my time with them is pure gold," she says.

Looking ahead, Wendy envisions an even bigger future. She's in growth mode now, but in five years, she sees herself running a larger operations team, stepping back slightly from the day-to-day grind, and creating something more systematic. "I think I see myself smelling the roses a little more," she says.

And that's the ultimate goal, isn't it? Building something sustainable. Something lasting. Something that doesn't just serve clients today but creates a legacy for years to come.

If there's one thing to take from Wendy's journey, it's this: success in real estate isn't about selling houses. It's about guiding people. It's about showing up every day, embracing change, and building a brand that's rooted in trust. And most of all, it's about loving what you do.

Wendy De Leon never expected to end up in real estate. But looking at what she's built, there's no doubt—this is exactly where she's meant to be.



"SHOW UP"
every day.

PROFESSIONAL SERVICES, UNWAVERING INTEGRITY

A Team You Can Trust to Get Your Clients to Closing



Lisa DeWitt • 951.694.6300 • lisa@cornerescrow.com
25220 Hancock Ave. Suite 350, Murrieta, CA • cornerescrow.com

LAGUNA BEACH

LAGUNA WOODS

MISSION VIEJO

TUSTIN

BEVERLY HILLS

MURRIETA

CARLSBAD

YOUR ALL IN ONE SOLUTION
TO SELL MORE LISTINGS

FEATURED IN NEW YORK TIMES, REALTOR.COM, & CIRCA!

MG3
MEDIA

Our Premium Photos, Videos, and
3D Tours Will Help You:
Build Your Personal Brand
Increase Visibility & Credibility
Sell More Homes

24-HOUR TURNAROUND TIME!

951.515.3171 | MG3-Media.com
Moses@MG3-Media.com

Moses Gonzales III, Owner



IE Agents:
Scan to book
directly!

Protecting Your Clients' Investment,
One Inspection at a Time



- From Homes To High-Rises, We've Got You Covered.
- Certified Inspectors, Unmatched Quality
- Thorough Inspections & Same-Day Reports



SERVING ALL OF SOUTHERN CALIFORNIA • INLAND EMPIRE
• SAN DIEGO • ORANGE COUNTY • COACHELLA VALLEY

Close with Confidence Today!
Call or Text Cannon Inspection Services
619-823-4133 • HomeInspection.Today
Tony@HomeInspection.Today

Your Cleanup Partner
for Smooth Real
Estate Transactions!

**Protecting your
SUCCESS**
Modern since 1883®

Life insurance, retirement planning,
financial services and member programs
Partner today for a comprehensive financial strategy!

Jacob Campbell, FIC | CA Insurance Lic: OM41405
909-235-6033 | Reps.ModernWoodmen.org/JCampbell
Modern Woodmen of America

Welcome, Spring!

It's time to dig into the dazzling array of personalized marketing tools available in our Real Estate Marketing Center — and watch your sales blossom with springtime beauty.

Contact me for details.

*"Rely on us to be your home warranty experts,
so you don't have to be!"*

firstamrealestate.com

Phone Orders:
800.444.9030

First American
Home Warranty™

©2025 First American Home Warranty Corporation. All rights reserved. AD-APRIL-INLANDEMPIRE-NRP-4-25

Your Local Resources

Tracie Bagnoli
High Desert, San Bernardino
County, Corona, Norco, Riverside,
Redlands, and surrounding areas
tbagnoli@firstam.com
909-614-9391

Amanda McMillien Brock
Coachella Valley, Southwest Riverside
and Imperial Counties
amcmillien@firstam.com
951-541-6086

30 • April 2025

Inland Empire Real Producers • 31

STRATEGIC FARMING

Do you have Strategic Farming in your real estate marketing strategy?

HERE'S SOME REASONS YOU MAY WANT TO RECONSIDER:

Brand Recognition and Trust:

Consistently marketing in the same area helps agents establish themselves as the go-to expert, building brand recognition and trust among residents.

Deep Market Knowledge:

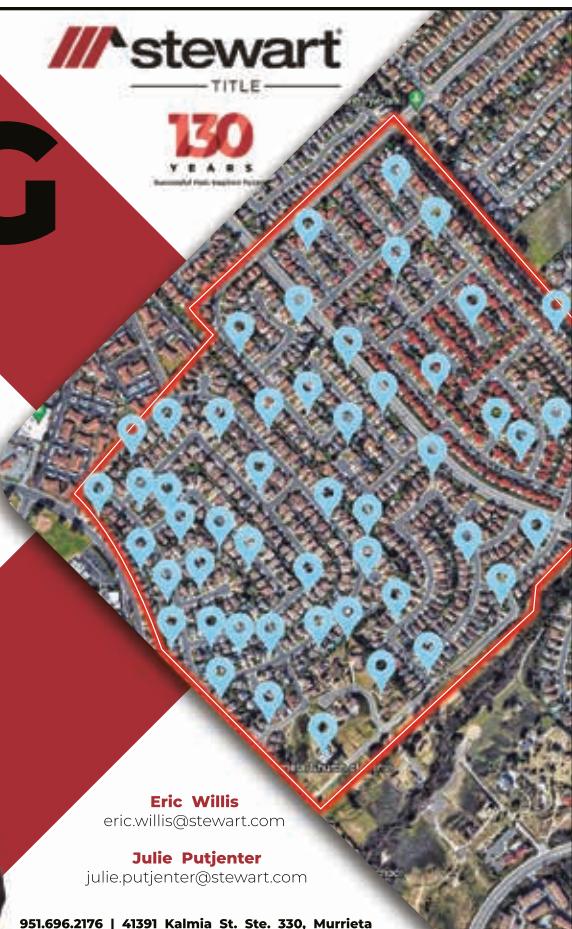
Focusing on a specific area allows agents to gain in-depth knowledge of local market trends and property values, providing clients with valuable and accurate insights.

Stronger Client Relationships:

Regular interactions and involvement in the community help build strong personal connections, leading to increased referrals and repeat business.



130
YEARS
Successful Multi-Insurance Partner



Eric Willis
eric.willis@stewart.com

Julie Putjenter
julie.putjenter@stewart.com