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COVER STORY

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at danika.pictor@n2co.com.

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Community

The Heartbeat of *Real Producers*

“For where two or three gather in my name, there am I with them.” – Matthew 18:20 (NIV)

Dear REALTORS® and Valued Partners,

At *South OC Real Producers*, community isn’t just a word — it’s at the core of our mission. Through our monthly publication and exclusive events, we strive to elevate the local real estate industry by fostering camaraderie, collaboration, and professional growth. Over the years, we’ve been privileged to witness top-producing agents and high-caliber affiliates form lasting friendships, forge powerful partnerships, and share insights that help strengthen their businesses.

Our publication serves as a platform to highlight these valuable connections, but our events take it one step further. Those who have been with *Real Producers* from the start know that our gatherings are more than just a great night out — they’re an opportunity to build meaningful relationships within the industry. Unlike markets without a *Real Producers* presence, South Orange County offers consistent opportunities to meet, network, and put a face to the names behind the transactions.

We kicked off 2025 in style with *A Toast to 2025’s Top 500 Agents* on March 27th at Marbella Country Club. It was wonderful to welcome so many new faces — agents who earned their spot among the top 500 in the area through their outstanding achievements in 2024. If you weren’t able to attend, don’t worry — this is just the beginning of a year full of exciting events. Be sure to check out the event photos in next month’s issue and on our social media!

Looking ahead, we have a full slate of exciting events planned for 2025, including the highly anticipated Spring Soirée on May 19th and our Second Annual RP Awards Gala on October 6th. Invitations should have already arrived in your inbox — RSVP now to secure your spot! We can’t wait to celebrate with you.

As we move through 2025, my door is always open. Whether you have questions about our publication, upcoming events, or need a connection to one of our outstanding preferred partners, I’m here to help. Our partners play a key role in making our events possible and are eager to serve and collaborate with more top real estate professionals like you.

Wishing you a successful April!

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NICOLE SCHATZ

BY DAVE DANIELSON • PHOTOS BY JENNY MCMASTERS

For many, transitioning from one career to another might feel like a leap into the unknown. For Nicole Schatz, the shift from acting and producing in the entertainment industry to real estate was more of a natural evolution — one built on a strong foundation of people skills, a passion for homes, and a love of a good challenge.

Nicole, a real estate professional with Compass, has built a successful career specializing in San Juan Capistrano and coastal properties in Southern California. Her journey, while unique, highlights the importance of mentorship, personal drive, and a passion for connecting with others. In turn, she puts others in the spotlight.

From Hollywood to the Coast

Nicole's story begins in Los Angeles, where she pursued a career as an actor and producer. She worked in Hollywood for over a decade, landing roles in films and commercials, and experienced firsthand the hustle and creativity of the entertainment industry.

After many years working in the entertainment industry, Nicole moved with her husband Yannick (who hails from Germany) to Orange County





Nicole Schatz spent over a decade in Hollywood as an actor and producer before transitioning to real estate.

to start a family and begin her career in real estate.

“I’d always had real estate in the back of my mind,” Nicole shares. “But once we moved and had our first child, I realized that this was the right time for me to pursue it. It felt like the perfect way to open a new chapter in my life.”

Building a Foundation: Mentorship and Support

For Nicole, the transition to real estate could have been daunting, but she wasn’t alone. She found mentorship and a great team early on who helped her establish a solid foundation in the business.

“Having a mentor was crucial,” Nicole says.

While being part of a team was instrumental in her growth,

she knew she had ambitions to step out on her own and begin building her own team.

“I’ve always had a competitive side, and I love the challenge of real estate,” she says. “There’s something about helping people find the right home, a seller achieving their financial goals, or building genuine relationships that leads to long-term success and even friendship that really drives me.”

The Joy of Helping People Through Transitions

Real estate is more than just buying and selling houses for Nicole — it’s about people and their stories. Many of her clients are navigating significant life events, whether it’s a growing family, a career change, or the transition to retirement.



Nicole Schatz, a 2023 and 2024 Real Producers 40 Under 40 Honoree, with her husband, Yannick

For Nicole, these moments of transition are some of the most rewarding parts of her job.

“I love hearing people’s stories and being there for them during a time of change,” she explains. “It’s about problem-solving and making the process as easy as possible for them. Real estate is such a big decision, and being able to help guide people through that is truly fulfilling.”

Whether she’s helping a first-time buyer or a seasoned investor, Nicole takes pride in being a resource and advocate for her clients. “I want to make sure they’re taken care of,” she says. “I want them to feel confident in the decisions they’re making, knowing that I have their best interests at heart.”

Balancing Family and Career

Nicole’s family plays a huge role in her life and career. She and Yannick have two daughters — Indigo (5) and Kilana (2) — who keep them busy and grounded. Family life is important to Nicole, and she enjoys spending time with her husband and daughters, whether it’s playing tennis, hiking, or camping. The family also enjoys visiting Yannick’s hometown in Germany at least once a year.

“We love spending time together outdoors,” she says. “Whether we’re on the beach, hiking, or traveling, we try to make the most of every moment.”

Advice for Aspiring Real Estate Professionals

As someone who has successfully navigated the ups and downs

of building a real estate career, Nicole has some advice for those just starting out.

“The biggest piece of advice I’d give is to find a mentor,” she says. “It can be a lonely journey, especially when you’re starting out. Having someone to support you and keep you on track makes all the difference. And don’t be afraid to get out there and put in the hard work. Persistence is key.”

She also encourages new agents to take the time to really get to know their communities. “Social farming — getting out into a neighborhood and meeting people — is such a valuable tool,” she says. “It’s all about building genuine connections and being present for people when they need you.”

Nicole’s advice is simple but effective: Be the person people can count on. “Follow through,” she says. “Be someone who keeps

“

I’d always had real estate in the back of my mind.

”



their promises and does what's in the client's best interest."

Specializing in Coastal Communities

Those who know Nicole trust her as a specialist and go-to resource in San Juan Capistrano, as well as in the coastal communities of San Clemente and Dana Point.

"I love the unique charm of each community, and I feel lucky to be able to work here. It's a beautiful part of the world, and I'm grateful to help people find their dream homes here," she says.

For Nicole Schatz, real estate isn't just about the transactions — it's about the people, the stories, and the connections that make each experience meaningful. And for her, that's what truly makes the difference in this competitive industry as she puts those around her squarely in the spotlight.



"I love the unique charm of each community, and I feel lucky to be able to work here. It's a beautiful part of the world, and I'm grateful to help people find their dream homes here."



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Photo by Jenny McMasters

BRYAN SUAREZ

Putting His Passion to Work

BY DAVE DANIELSON

There's no replacement for having a strong passion for what you do.

Bryan Suarez, a dedicated real estate professional with Anvil Real Estate, embodies this commitment as he helps individuals and families navigate one of the most significant purchases of their lives. With over a decade of experience since obtaining his real estate license in 2013, Bryan brings a unique perspective

to the industry, shaped by his upbringing and passion for the home-buying process.

A Family Influence

Bryan's journey into real estate started long before he earned his license. Growing up, he worked alongside his father, who owns a flooring business. As part of the installation crews, Bryan frequently encountered new homeowners experiencing the joy

of stepping into their newly built homes for the first time. Seeing their excitement planted a seed in him — a love for real estate and the meaningful role he could play in people's lives.

"I had a fondness for that moment," Bryan recalls. "It inspired me to be part of the home-selling process and help people achieve their dream of homeownership."



Photo by Jenny McMasters



Bryan Suarez, a top producer with Anvil Real Estate, was recognized as a *Real Producers 40 Under 40* honoree in both 2023 and 2024. (Photos by Jenny McMasters)

A Passion for Real Estate

For Bryan, real estate is more than transactions — it's about relationships. "I like being a small part of my clients' journey," he says. "There's a lot that happens behind the scenes, and I enjoy guiding them like they're family members, ensuring they feel comfortable and supported every step of the way." This personal approach has earned Bryan a reputation as a trustworthy and dedicated agent who goes above and beyond for his clients.

Motivated by Family and Clients

While Bryan's passion for real estate drives him, his biggest motivation is his family. He and his wife, Roya, are proud parents to their son Beckham (3) and daughter Lyla (1).

"My family is my motivator," Bryan says. "I want to set an example for my children by demonstrating hard work and dedication."

His motivation extends beyond his personal life into his professional relationships.



"I truly love what I do, whether it's helping clients find a home or being a resource for them after the sale. Whether they need a plumber, painter, or anything else, I want to be the person they can turn to for guidance."

Thriving in a Competitive Market

With 24 transactions in 2024, Bryan has established himself as a trusted name in the industry. He credits his consistency and persistence for his continued success.

"Work works. It's a simple business, but you have to do the simple things right: hosting open houses, door-knocking, writing handwritten letters, and

having conversations with people who may need your services in the future," he explains. "Real estate is a long-term game, and staying engaged is key. When I started, I held open houses every week, which helped build my confidence and business. You can't take your foot off the gas."

Giving Back to the Community

Bryan's dedication to service extends beyond real estate. He is actively involved with Promise for Paws, hosting events to support the local animal shelter. Additionally, he helps organize blood drives with the Red Cross, demonstrating his commitment to making a positive impact in the community.

"Being able to give back is incredibly rewarding. It's important to contribute and support causes that make a difference in people's lives," he says.

Life Beyond Real Estate

Outside of his career, Bryan enjoys spending time with his family and sharing his love of sports with his children. A former college baseball player, he now finds joy in teaching the

game to his son and daughter. "Watching my kids discover the sport reminds me why I fell in love with baseball in the first place," he shares.

In addition to baseball, Bryan is an avid golfer and passionate sports fan. He proudly supports the USC Trojans, LA Chargers, and the Angels. Whether on the golf course or watching a game, he finds balance and fulfillment in his personal interests.

A Legacy of Hard Work

Bryan attributes his work ethic and determination to his father.

"Growing up, I saw firsthand what it takes to be a successful business owner. I had a front-row seat to the dedication and effort required to build something meaningful," he says. "That's what ingrained in me the belief that hard work works."

This philosophy is evident in every aspect of his business. Bryan approaches each client interaction with honesty, integrity, and a genuine desire to put their needs first.

*"I like being a small part
of my clients' journey."*



"I want my clients to know they can trust me. I'm their fiduciary — I put their needs above my own. My goal is for them to walk away feeling they received the best service and know they can always come back to me with any questions."

A Commitment to the Future

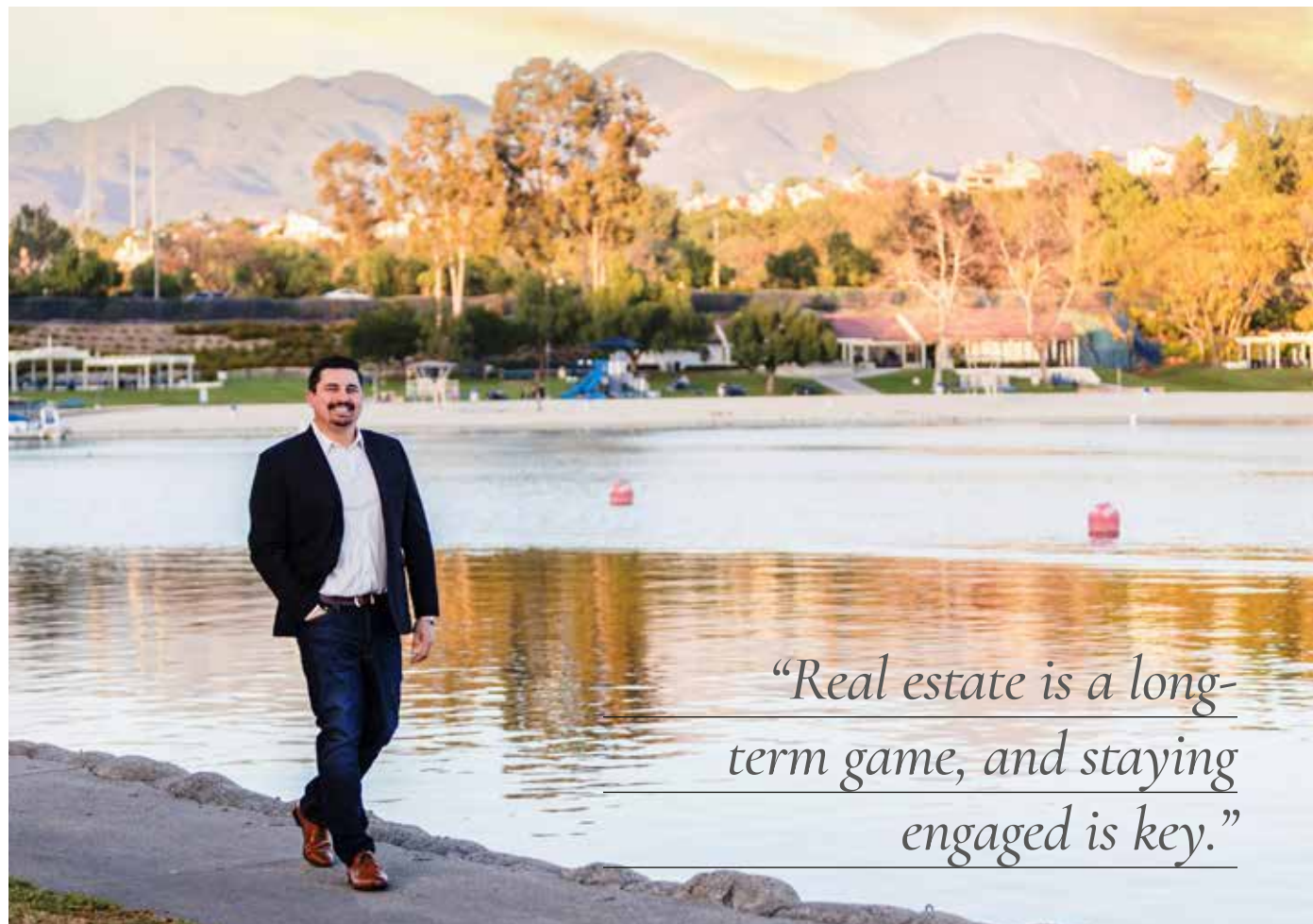
As Bryan continues to grow his business and expand his network, he remains focused on delivering top-tier service to every client.

"I plan on doing this for a long time," he says. "Real estate is more than a job for me — it's about building lifelong relationships and helping people find a place to call home."

For those looking to embark on their own real estate journey, Bryan offers simple yet invaluable advice: "Be consistent, be persistent, and never stop learning. The key to success is doing the work and staying committed to your clients."



Bryan Suarez with his wife, Roya, and children, Beckham and Lyla
(Photo by Ulices Del Toro)



"Real estate is a long-term game, and staying engaged is key."

Photo by Jenny McMasters

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