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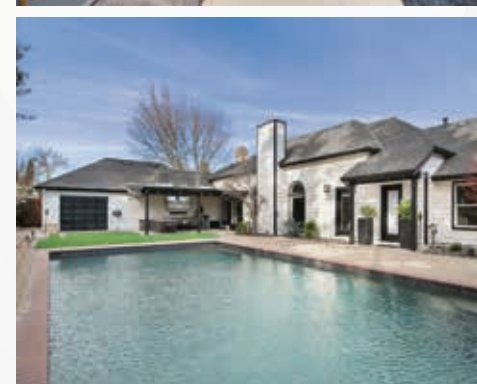
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COVER STORY

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Whispering Oaks

Where Luxury Meets Affordability in Oakdale, CA

Nestled in the serene hillsides of Oakdale, California, Whispering Oaks offers a rare blend of modern luxury and timeless charm. This exclusive community is perfectly located near the heart of historic downtown Oakdale, providing residents with both tranquility and convenience.

The expansive design ensures that the heart of these homes are both practical and inviting. The living space opens directly to the backyard, offering ample natural light and easy access to outdoor living, ideal for entertaining. The high-end kitchens are a standout feature, designed with both form and function in mind. Whether you're hosting friends or preparing a quiet meal, this kitchen is a chef's dream. The luxurious bathrooms include an oversized walk-in shower and a giant soaking tub, perfect



for unwinding after a long day. Whether you prefer a quick, invigorating shower or a relaxing soak, these thoughtful design details ensure your home offers the perfect space to recharge.

Energy-Efficiency Meets Modern Convenience
Whispering Oaks doesn't just deliver on style – it's built for the future. Carefully considered energy-efficient features, such as owned solar panels, an electric vehicle hookup, and a tankless water heater, allow homeowners to enjoy a sustainable lifestyle while keeping energy costs low. With no HOA fees or Mello Roos, these homes offers affordable luxury that's as practical as it is beautiful.

A Peaceful Community in an Ideal Location
The Whispering Oaks subdivision boasts wide streets illuminated by charming lantern-style streetlights, creating a peaceful, picturesque environment. Multiple cul-de-sac lots further enhance the sense of privacy and serenity in this community, making it an ideal place to call home. Residents also have easy access to the Stanislaus River and downtown Oakdale, where charming shops, dining, and entertainment await. Whispering Oaks isn't just a place to live — experience the perfect balance of modern luxury, comfort, and sustainability in one of Oakdale's most desirable locations. This new construction property is more than just a dream; it's an opportunity to elevate your living experience in a community designed for those who appreciate the best of life.



Visit Whispering Oaks today, where luxury meets affordability in Oakdale, CA, for your private appointment, call 209-312-7634 or Clarissa Azevedo at (209) 535-2754.

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Dual Agency or Unrepresented Buyer?

What Every Agent Needs to Know

BY ALVENA MARYAM SAFAR WRITER / BROKER @ CALPRIME REALTY C.A.R. STANDARD FORMS ADVISORY COMMITTEE MEMBER



Alright Agents let’s talk about a confusing scenario. You have a listing, and a Buyer wants to make an offer. Initially, you might think, “Great! A double-ended deal.” But then reality sets in—the rules have changed!

Now, the questions start: *Does this automatically create Dual Agency or is this an Unrepresented Buyer? If I’m handling everything, aren’t they essentially the same? And how does my compensation work?*

Take a deep breath!

This scenario can go in one of two directions: either you take on a **Dual Agency** role, representing both parties equally, or you and your Seller proceed with an **Unrepresented Buyer** who chooses to navigate the transaction without an agent. The key factor? What both the buyer and seller consent to—and what you, as the agent, are prepared to do.

Understanding the Key Differences

- **Dual Agency** means that the same **brokerage** (not just the individual agent) has a representation agreement with both the seller and the buyer and must treat them equally.
- **An Unrepresented Buyer** however has actively chosen to proceed without an agent. They do not sign a Buyer-Broker Agreement and are not obligated to pay a broker for representation. In this case, the seller remains represented by you, while the buyer is on their own i.e. unrepresented.
-

Your Responsibilities as a Dual Agent

- **Obtain full disclosure and written consent** from both parties.
- **Remain neutral.** You cannot favor one side over the other.
- **Enter into a Buyer Representation Agreement.** Just like any other buyer you work with, they must sign an agreement before you can provide guidance or write their offer. The **C.A.R. Forms BRBC or PSRA** may be used.

Your Responsibilities When Dealing With an Unrepresented Buyer

- **Clarify from the start that you are NOT their agent.** When showing the home, explicitly state that you represent the seller only. The **C.A.R. Form OHNA-SI** was created for such a showing and can help set this expectation.



- **Ensure they understand they are unrepresented.** Using the **Buyer Non-Agency Agreement (C.A.R. Form BNA)** along with any brokerage policies helps avoid misunderstandings.
- **Handle the Purchase Agreement correctly.** If your broker allows, you may provide the buyer with a mostly blank offer to fill out. If they ask for guidance, your response should be, “*You should consult an attorney. I am not your agent and cannot advise you.*” Often, this is the moment when they reconsider their decision to go unrepresented.
- **Understand your compensation.** Working with an unrepresented buyer often requires extra effort. That’s why C.A.R. has included an optional additional compensation clause in the **Residential Listing Agreement (Section 2C(2))**.

Final Thoughts

Regardless of the path taken, always remain professional, set clear expectations, and disclose everything properly. By understanding these distinctions and your role, you can navigate these situations confidently while staying in control and in compliance!

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Monica Martinez

In just one year, Monica Martinez has made an undeniable mark on the real estate world. With 16 transactions and over \$4 million in sales, her rapid ascent is a testament to her relentless work ethic, natural talent, and deep passion for helping people achieve their real estate dreams. But Monica's journey to success didn't start here—it was built on years of perseverance, resilience, and an unshakable belief in herself.

From Sales Powerhouse to Real Estate Trailblazer

Before stepping into real estate, Monica was already a force to be reckoned with. She dominated in sales, earning top salesman and customer service awards in the car industry. She also thrived as a solar consultant and ADT representative, excelling in high-pressure environments where communication and negotiation were key. These experiences sharpened her ability to connect with people, solve problems, and close deals—skills that seamlessly translated into her real estate career.

But for Monica, sales wasn't just about numbers—it was about building relationships. She craved a career where she could make a meaningful impact, where her work would directly change lives. That drive led her to real estate, a field where she could combine her competitive nature with her love for helping people.



With an
Unstoppable Drive

Betting on Herself

Monica’s decision to return to the Central Valley after spending years in Los Angeles and Hawaii was a pivotal moment. She saw an opportunity to plant her roots and build something lasting—not just for herself, but for the families she serves.

“I wanted to take control of my own success,” Monica says. “Real estate gave me the freedom to push my limits, create opportunities, and be in charge of my own growth. There’s no cap on what I can achieve—it all comes down to how much effort I’m willing to put in.”

And she has put in the work. From day one, Monica treated real estate like a full-time business, not a side hustle. Long hours, tireless networking, and mastering her craft have been the foundation of her success. She approaches every transaction with the same goal: to win for her clients. Whether negotiating the best deal or guiding a first-time homebuyer through the process, Monica brings strategy, passion, and an unstoppable drive.

The Mindset of a Champion

Success in real estate isn’t just about skill—it’s about mindset. Monica embodies consistency, determination, and resilience. She understands that real estate is a marathon, not a sprint, and she’s willing to put in the time and effort before expecting balance.

“Right now, there isn’t supposed to be work-life balance,” she admits. “I know that to be in the top 1%, I have to outwork the competition. And I’m okay with that because I wake up every day loving what I do.”

Her competitive edge extends beyond real estate. Whether pushing her limits through fitness challenges, attending her nephew’s school events, or striving for new professional achievements, Monica is always seeking growth.

Eyes on the Future

Monica’s vision for the next five years is crystal clear: she plans to be one of the top real estate professionals in the Central Valley, a trusted name synonymous with excellence. She aims to expand her business, mentor new

agents, and continue making a lasting impact in her community.

With her unstoppable drive, Monica Martinez isn’t just building a career—she’s building a legacy. And this is only the beginning.



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LESLIE

A Powerhouse in Real Estate Rooted in Family

Nelson

Leslie launched her career in a down market, facing skepticism from those around her. “Everyone kept asking me, ‘Why real estate? The market is terrible!’ But I didn’t care—I was determined to make it work.”

Rather than being deterred, Leslie embraced the challenge, learning everything she could about sales, marketing, and negotiation. She surrounded herself with industry veterans, read every book on selling she could find, and attended every training session available.

With no team or mentor to guide her, she relied on dedication and trial and error to carve her own path.

Through hard work and persistence, she not only survived but thrived, quickly becoming a name that clients trusted. Her journey wasn’t just about making sales—it was about building relationships, earning respect, and creating a lasting impact in the industry.

Recently, Leslie made a major career decision—one that took her back to her roots. “I started my real estate journey with PMZ over 12 years ago, so I’ve always referred to them as ‘home.’ When I was presented with a decision to make, I chose to go back.”

From Open House Queen to Top Producer

In her early years, Leslie became known as the ‘Open House Queen,’ often hosting four to five open houses

in a single weekend. “I figured if I was going to be out working all weekend, I might as well make it fun!” She turned these events into experiences—complete with mimosas and an inviting atmosphere—to attract potential buyers and network with clients.

Her passion for connecting with people and truly understanding their needs has been the cornerstone of her success. “One of my favorite compliments from a client was that they felt like they were my only client—even though they knew how busy I was! That means everything to me.” Leslie thrives on the uniqueness of every transaction, tailoring her approach to each client while maintaining the consistency and dedication that define her brand. Her reward? A strong base of repeat clients and referrals.

A Home Built on Love and Family

For Leslie, real estate isn’t just about business—it’s woven into the fabric of her everyday life. Her home reflects the perfect balance of warmth and professionalism, serving as both a sanctuary for her family and an inspiring space for her work. “I wanted my home to be a place where I could work, but also where my daughter could play and feel comfortable.”

Her cozy office space, bathed in natural light, is where she strategizes, negotiates deals, and helps families find their





“

At the end of the day, my success is measured by the love and support of my family. They are the reason I do what I do.”

dream homes. But it's not all business. In between work calls and emails, she shares meaningful moments with her daughter, Briella—baking cookies together in the kitchen or painting outside on the patio while Leslie works nearby. These moments capture the essence of Leslie's life: a dedicated professional who never loses sight of what matters most.

“Briella is already taking an interest in real estate. She'll point at houses and say, 'Mom, we sold that one!' She's my little real estate partner already.”

Leslie doesn't just sell homes—she lives and breathes real estate. She has personally bought, sold, and invested in properties, following the same advice she gives her clients.

Family, Faith, and a Love for Real Estate

Leslie's fiancé, Brian, a contractor, shares her passion for real estate. Their household is constantly buzzing with conversations about properties, projects, and the ever-changing market. Their blended family is a source of joy, with Friday night sleepovers often filled with grandkids, laughter, and a house full of activity.

Leslie credits much of her work ethic to her parents, who instilled in her the values of integrity and perseverance. “My parents are honestly the hardest-working and most genuine people I know. They always guided us with a strong moral compass and showed us what it meant to do the right thing.” One of her proudest moments was bringing her father as her date to her first Master's Award ceremony. “It was such a full-circle moment for me. Their support is the reason I am who I am today.”

Faith, Espresso, and the Road Ahead

Every morning, Leslie starts her day with four shots of espresso and worship music—her ritual to set the tone for another busy yet fulfilling day. “I don't know if it's a tool, but it's definitely what keeps me going!” She remains deeply connected to her community, ensuring that every deal she closes is

done with her clients' best interests at heart. “I don't just sell houses; I help people navigate one of the biggest financial and emotional decisions of their lives. It's a privilege.”

Looking ahead, Leslie dreams of acquiring a property near the ocean, a retreat for her family to create memories while continuing to build her

business. But above all, she remains committed to her ultimate goal—maintaining balance, staying true to her values, and continuing to be the genuine, family-oriented leader that has made her one of the most respected agents in the region. **“At the end of the day, my success is measured by the love and support of my family. They are the reason I do what I do.”**



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