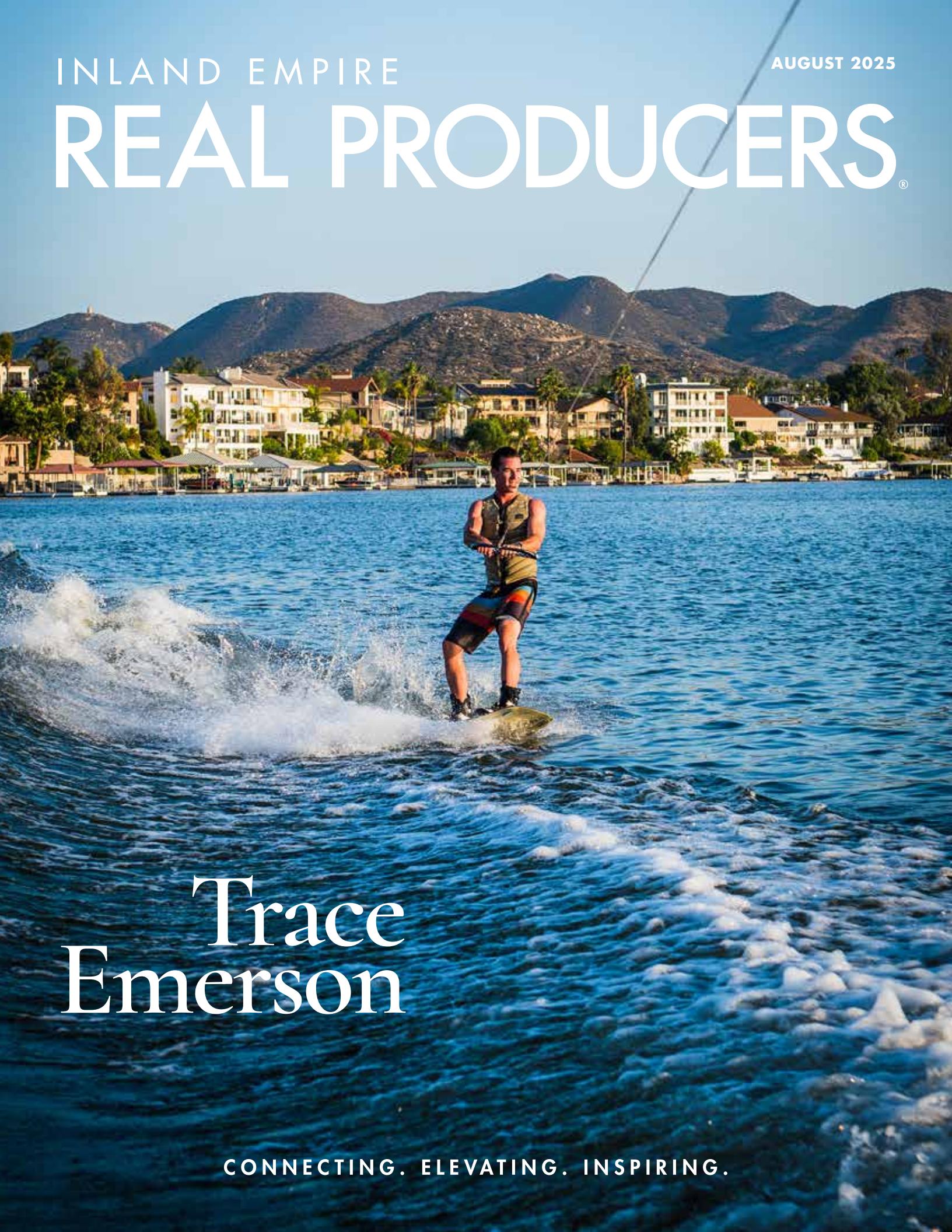


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A dynamic photograph of a man wakeboarding on a lake. He is in the center, wearing a life vest and striped swim trunks, holding onto a tow rope handle. A large spray of water is visible behind him. In the background, there are several multi-story houses built on stilts along the shore, with mountains rising behind them under a clear sky.

Trace
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TRACE EMERSON



WRITTEN
BY TERRINA
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BY MARISSA
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There's a moment in every conversation with Trace Emerson, usually right after the jokes and the warmth and the storytelling, when you realize this guy really means it. The work, the relationships, the family-first philosophy, it's all baked in. It's not branding. It's not part of a polished elevator pitch. It's just who he is.

You might know him as Trace Emerson, but legally he's Wallace Emerson (a fun fact he shares with a wink and a "mic drop"). That blend of transparency, humor, and authenticity is exactly what sets him apart in an industry where gloss often outweighs grit.

Trace didn't grow up planning to work in real estate. In fact, he was doing just fine in corporate America, managing B2B sales for manufacturers and distributors of wood and plastic products.

But when he looked up and realized time with his young sons was disappearing faster than he liked, he decided to change everything. Real estate, which became his full-time pursuit in 2015, offered a shot at professional fulfillment and personal presence.

"Honestly, it all came down to my family," Trace says. "I wanted to be present. I wanted to be a good dad and a good provider, and real estate gave me a path to both."

What many might see as a leap of faith, Trace viewed as a recalibration. A way to

blend his existing skill set with something more personal and purpose driven. He took the professionalism and ethics learned under mentors like Dana Linz, Dave Golling and Justin Bevins and applied them to his new venture, creating a business style rooted in service, not sales.

If you ask Trace what makes him different, the answer doesn't come with flashy stats or sales tactics. It comes with empathy.

"To me, it's not just about selling a house," he explains. "It's about helping families make one of the biggest decisions of their lives. Every client has a different story, and that means they deserve a different approach."

Trace has talked people out of buying or selling when it wasn't right for them, something you don't hear often in this business. That kind of honesty has earned him loyal clients and countless referrals. He's more of a consultant than a closer, blending expert knowledge with a people-first mindset that consistently earns him the kind of feedback that confirms he's in the right place.

"Clients would tell me, 'We've never had service like this before,' and it just clicked. There's room in this industry to raise the bar. And I know how to do that."

Home for Trace is Canyon Lake, a community he's been part of since he was a year old. That deep-rooted connection shows up in everything, from sponsoring local sports and events to golfing, boating, and cruising around town in a golf cart with his wife Devra and their two boys, Knox and Steele.

When he's not helping clients or coaching his kids through

baseball and basketball, you'll find Trace planning road trips, snowboarding in the winter, or chasing his "wanderlust itch" somewhere scenic. The Sierras are a favorite, especially in the spring and fall.

The foundation of everything? Faith. Trace is unapologetically grounded in his beliefs, and it shows in how he treats people. "Doing the right thing brings peace," he says simply. "And that peace follows you and your clients."

When asked what advice he'd give to newcomers, Trace doesn't sugarcoat it. "This is a career. Not a side hustle. Treat it like a profession. Your clients deserve that."

He believes in showing up, answering the phone, staying five steps ahead, and never losing sight of the client's goals. "Care about the people, not just the deal," he says. "The rest will fall into place."

Trace doesn't chase trends or throw his name on bus benches. His advertising is relational, through social media, sure, but mostly through staying in touch, building trust, and keeping his word. "I tell clients, 'You and I will be talking until one of us kicks the bucket,'" he laughs. "And I mean it."

Trace Emerson doesn't just work in real estate, he lives it. But not in the usual way. For him, it's about service, family, and showing up as a better version of yourself each day. And maybe that's the secret. In a business where everyone's trying to stand out, Trace just focuses on standing by people. That quiet commitment speaks louder than any sales pitch ever could.



“It’s about helping families make one of the biggest decisions of their lives. Every client has a different story, and that means they deserve a different approach.”



*“Care about the people, not just the deal.
The rest will fall into place.”*





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WRITTEN BY TERRINA RUSSELL
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THE AVILA

Some careers start with a moment of clarity. A lightning bolt that says, "This is what I'm meant to do." But for Josh Avila, real estate was always part of the background soundtrack, playing softly behind childhood memories of MLS books and car rides with his father. It was only a matter of time before that familiar melody grew louder, guiding him back to his roots and into a career that blends passion, purpose, and legacy.

Josh's story begins when his parents, Juan and Betty Avila, long-time real estate agents in Southern California, unknowingly laid the foundation. Growing up, Josh absorbed the grind, the dedication, and the deeply human side of real estate. Years later, after a successful 17-year run in NASCAR marketing, where he served as Senior Director of Multicultural Marketing, he made a full pivot into real estate in September 2023. But the truth is, real estate had always been waiting for him, right where he left it.

What sets Josh and his team, The Avila Group x Tower Agency, apart isn't just pedigree or professional polish, it's the way they've taken everything they've learned from the past and applied it to serve

people in ways that feel refreshing, strategic, and deeply intentional.

Partnering with his wife Adriana Avila, a loan officer with the True Lending Team at RWM Loans, the duo has created a one-stop real estate experience that cuts through the confusion of the home buying and selling process. Working together, they've built something together, a seamless client experience where the agent and lender are already in sync from day one.

Josh's marketing acumen is evident in every detail. From luxury video walkthroughs to carefully curated digital campaigns, each listing feels less like a transaction and more like a story launch.

His background in sponsorships and brand storytelling shines through in how he approaches each home as a tailored campaign. It's not just about placing a property online; it's about placing it in the hearts and minds of the right audience. And he's not doing it alone.

The Avila Group is a carefully curated team built to serve a diverse range of clients. Realtor Associate Crystal Ryan brings her knowledge of equestrian properties, an often overlooked but highly specialized niche. Assistant

Lily Shergold rounds out the group, keeping operations smooth and ensuring no detail is missed. Together, they create a culture where precision meets heart. Where the work is serious but the energy is infectious.

But beyond the business metrics and marketing strategies, it's the personal stories that fuel Josh's fire. Like the family of five from Santa Ana who, through coaching and patience, went from renters to homeowners in just a year. The moment they handed over the keys, and saw the joy on their faces, everything clicked. It wasn't just a sale. It was proof that this work changes lives.

Josh and Adriana take that mission seriously. Their business is rooted in community, faith, and a shared belief that success means giving more than you take. They invest in local schools, organize backpack drives and champion literacy initiatives for underserved kids. Their love for their hometown of Riverside isn't performative, it's personal.

Even the way Josh describes his brand feels different. It's not just about buying and selling homes. It's about storytelling, culture, speed, and strategy. It's a lifestyle

brand driven by five pillars: their dual-agent/lender model, their motorsports-inspired mindset, a community-first approach, emotionally intelligent content, and an ambitious vision for growth. He sums it up perfectly: Driven by community. Fueled by hustle. Built to win.

Looking ahead, Josh and Adriana envision leading a powerhouse team of marketing-savvy real estate professionals. People who see clients as people, not prospects. They're committed to being industry collaborators, not competitors, and are quick to offer advice to others just getting started. For them, rising together isn't just a motto, it's a mission.

And while they might spend weekends at the race track or cheering for the Dodgers, it's their shared faith in Jehovah God that truly centers them. That spiritual compass is what guides every decision and keeps their hearts focused on gratitude, humility, and service.

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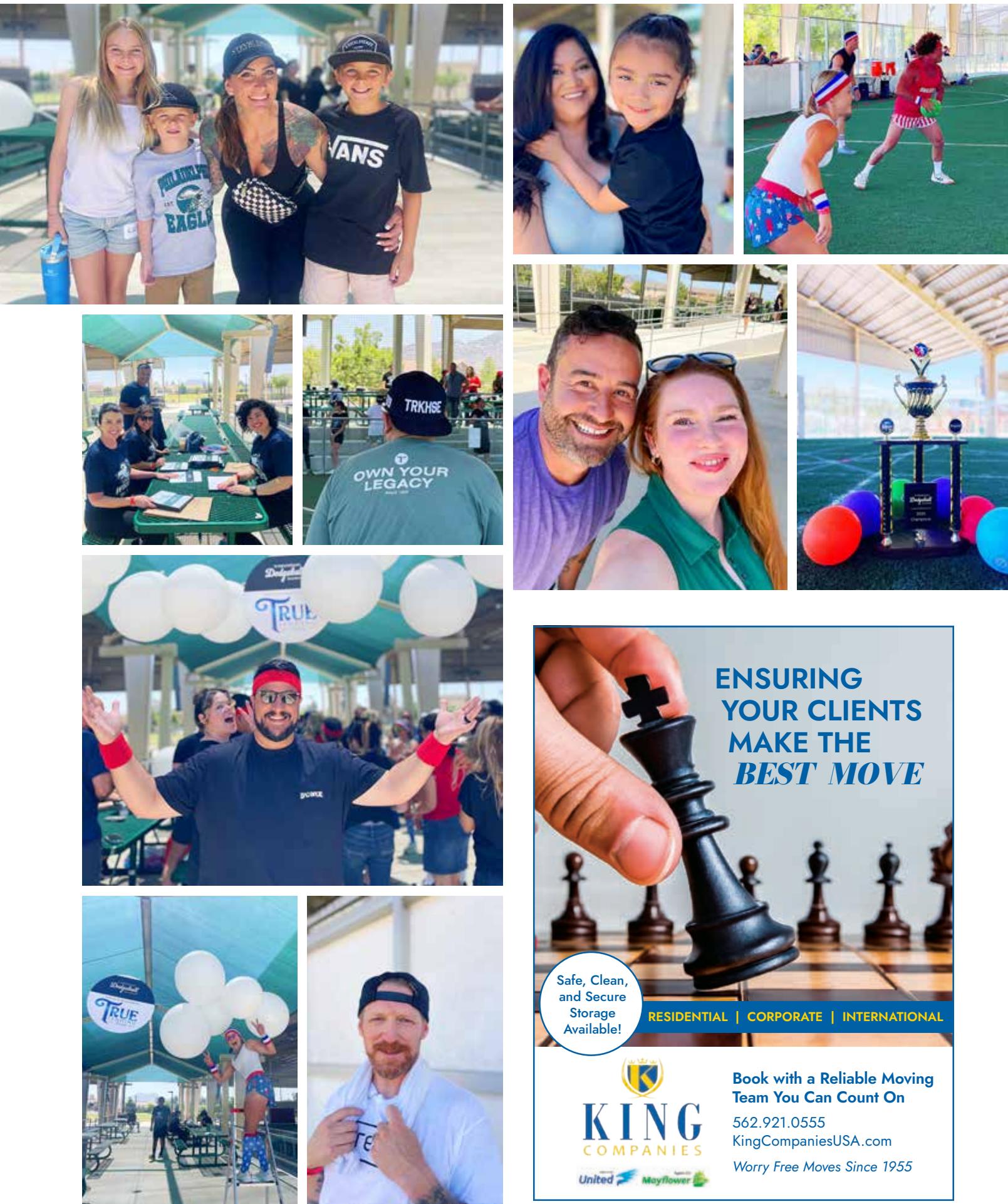
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