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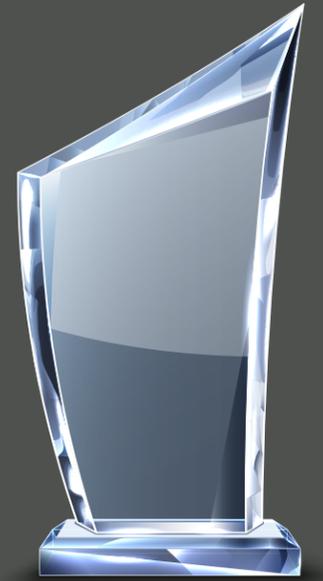
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# What is San Antonio Real Producers All About?

Welcome to the brand new *San Antonio Real Producers* magazine! We are excited to launch this platform here in San Antonio as the premier publication of the real estate community. So... If you're picking this up for the first time, you may be asking, "What is this thing??" I'm glad you asked.

**Q: WHO RECEIVES REAL PRODUCERS MAGAZINES?**

**A:** The top 500+ real estate agents in the greater San Antonio area.

**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 real estate industry. We take the top 500 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 500 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 500 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.

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

**A:** Absolutely nothing, my friends, so nominate away! Everything we do for real estate agents in 100% free. 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 the best businesses 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 won't 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: Jason.Smith@n2co.com**



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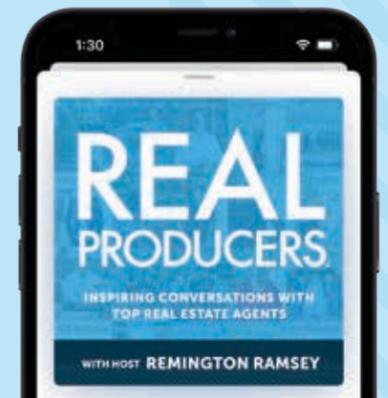


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# More Than REAL ESTATE

## Mariah McClure

Mariah McClure's story is one of resilience and growth. While some feel restrained by their experiences, Mariah chose to turn hers into strengths; strengths that paved the way for her success. Though tough and tenacious, it's Mariah's empathy that has allowed her to stand out in a highly competitive market place. She recognizes that no one walks the path alone, but it's the people you place around you and those you uplift along the way that makes all the difference.

Born to a teenage single mother in the small town of Breckenridge, Texas, Mariah witnessed first hand

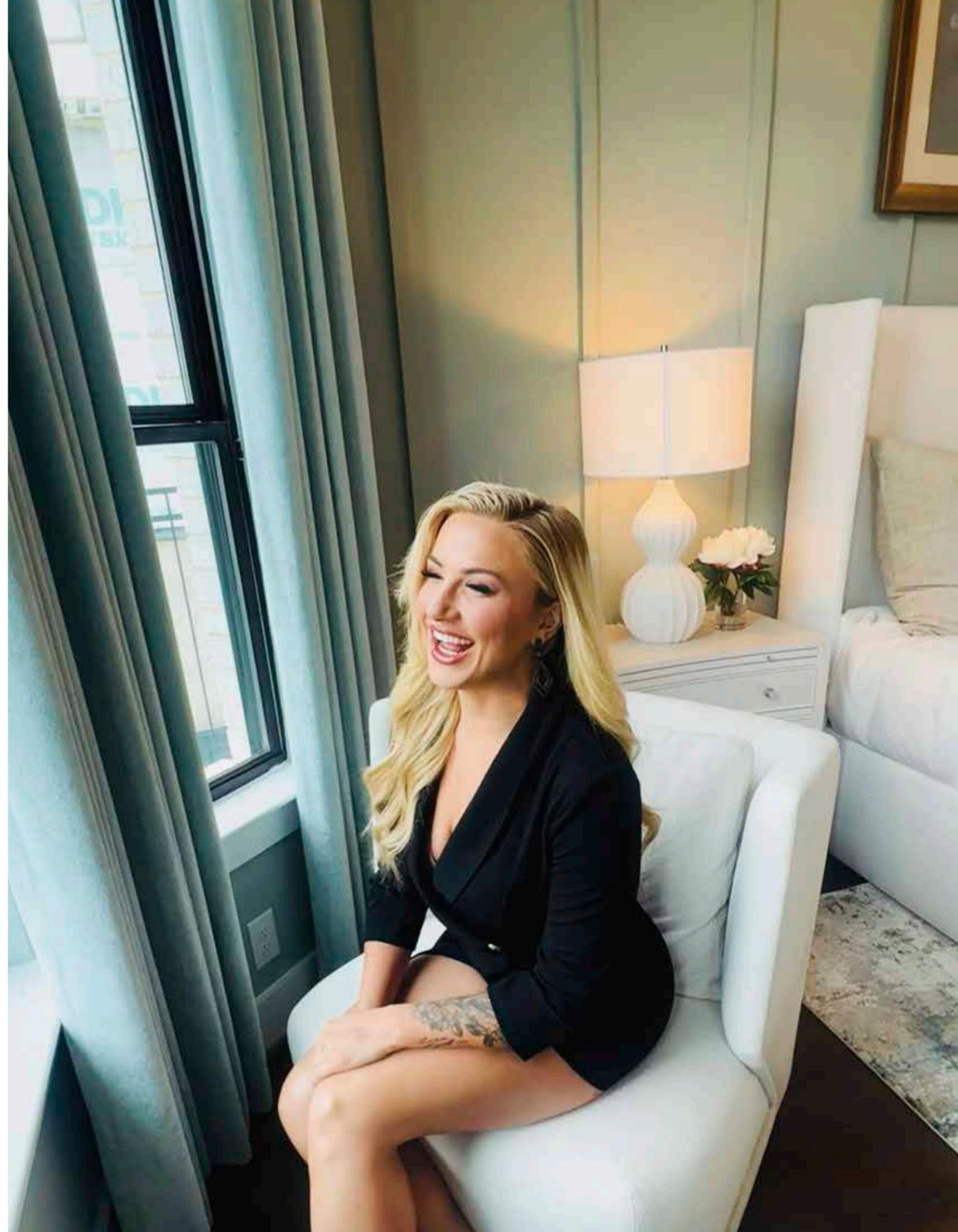
the pitfalls of addiction, as well as the heroism of perseverance.

Mariah recalls constantly moving with her mother and two younger siblings, and the feeling of detest that came with never feeling settled. For her family, nothing was given and everything was earned. This understanding built within her a foundation of grit and determination that she carried with her when she left home at 17.

After a long, 8 year stretch in which she worked two jobs while raising two children of her own, she earned degrees in Psychology and Education

from Texas State. Though she can't claim that the education she received has greatly impacted her current position, that time in her life still stands as a pillar of accomplishment. "This mindset of 'I can do anything' started the very moment I walked across that stage and directly into the open arms of my sons," Mariah shares in an interview, "That mindset helped fuel the grit I had going into real estate."

With a background in non-profit and social work, Mariah's ability to connect with individuals and families from all walks has played heavily into her success as a realtor.





“  
I GET TO SEE NEW  
CHAPTERS BEGIN  
EVERYDAY IN MY CAREER,  
AND IT REMINDS ME THAT  
OUR LIVES ARE MADE  
UP OF THESE BEAUTIFUL  
CHAPTERS THAT WE GET  
TO BEGIN AND END

*that tell our story.*”

Finding solutions for favorable outcomes is at the core of how she conducts her real estate business, and her ability to relate to the notion of wanting to feel settled, to have a place to call home, has always remained close to her heart. Unfortunately, while social work was fulfilling unto itself, working for the state of Texas wasn't paying the bills, so she made the transition.

Right away, Mariah's prowess as a realtor was recognized. In 2021 she was named San Antonio's Board of Realtors

Rookie of the year and in 2022 named Newcomer of the Year. Every year since entering the industry she's been a Platinum Top 50 Finalist.

Clearly, she not only has what it takes to succeed in an industry based on self-reliance, but she's been able to stand out as she's built her impeccable reputation. When asked what attributes have led to her success, she offered two words—authenticity and integrity. “I am always my true self with clients,” says Mariah, “I show up everyday and fight for them. My clients partner with me knowing they will get the heart and soul of a person who will do anything and everything for them. I will always do what's right, even when no one is looking and there isn't a reward at the end of it.”

Ever ambitious and driven, Mariah launched a staging and design company at the beginning of 2024, “More Than Staging”, with a long time friend and colleague, Tori Summers. Together, they hit the ground running and quickly found a natural flow in working with one another. “It's hard to find a person who works hard, if not harder, than you do, but also respects and



values your contribution,” Mariah says with a smile.

Given the success of their combination, Mariah and Tori chose to leave their old brokerage and join REAL, where their partnership reached new heights. Under the REAL umbrella, they once again joined forces to start their second venture, the “More Than Real Estate Group”, a team of 18 agents from all walks of life and varying degrees of experience. “I knew I wanted a mixture of brand new agents and experienced ones, because I felt both sides have different things to offer to the team atmosphere,” Mariah says. The team has quickly established itself as a force to be reckoned with, finding success and balance almost immediately and, as they say, a rising tide lifts all ships.

Mariah has certainly felt that lift throughout the years. Her determination to succeed for herself and her children is the direct result of her experiences. Now, having made a name for herself, she's come full circle- from an unsettled life to helping others settle into theirs. She's created a beautiful life, the value of which is certainly not lost on her. “I get to see new chapters begin everyday in my career, and it reminds me that our lives are made up of these beautiful chapters that we get to begin and end that tell our story,” she says in contemplation, “I love that for one page, or even one sentence in someone's book, I played a part.”



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# Cavender Auto Group

**T**he Cavender Auto Group established its first dealership in San Antonio in 1939, building their original business on the same values and principles they continue to uphold to this day. As long-time residents of San Antonio, they're committed to sharing our same Texan family values: having confidence in each other, care for one another, and remaining dedicated to the community. Through the Cavender Auto Group's generational leadership, those pillars have remained intact, acting as the core of their business, and allowing them to grow.

On August 19th, the Cavender Auto Group opened the doors to their latest and largest dealership to date- the Cavender Grand Ford. A project two years in the making, its the largest Ford dealership in South Texas, located just minutes outside downtown San

Antonio and boasting a 144,000 square foot frame all under one roof. With 1,200 vehicles available, the dealership offers commercial sales and services on site, along with two commercial grade car washes designed to accommodate every traditional vehicle.

With an exceptional team of highly trained, engaging professionals, the customer experience at Cavender Grande Ford is second to none. From management to the service technicians, you can sense the team's dedication to customer satisfaction and the early testimonials speak for themselves.

The Cavender Auto Group's dedication, however, extends well beyond their customer base. Though their car dealerships are forward-facing, it's their charitable work that deserves the most praise. Cavender Cares, the company's philanthropic branch,

**“OUR AMBASSADORS AND EMPLOYEES CONTINUALLY VOLUNTEER THEIR TIME. MAKING AN IMPACT IS WHAT WE BELIEVE IN.”**

was established in 2021 by Lee Cavender as a means to deepen their community support.

Having reached over 300 non-profit organizations, contributed over 1,500 volunteer hours, donated \$300,000 of employee income and \$800,000 of company profits, the impact Cavender Cares has made is significant and has improved the lives of countless individuals and families across San Antonio and the surrounding areas all the way to Rockwall, Texas. In 2022, they were recognized for their efforts when the Cavender Auto Group received the Corporate Philanthropy Award from the San Antonio Business Journal. “We support local charities, schools, and many other organizations where we know we can make a difference,” says Lee Cavender, Chief People Officer, “Our ambassadors and employees continually volunteer their time. Making an impact is what we believe in.” This belief and approach follows

suit with a longstanding company motto- “Before a company does well, they must do good.”

As a way of honoring and recognizing our military men and women, the Cavender Auto Group has also designated resources to support both active duty members and veterans coined the Cavender Commitment. At any one of their dealerships, military personnel receive free oil changes for life when purchasing a new vehicle. (\*Limit two oil changes per year for up to 10 years from the date of purchase). This year, the Cavender Auto Group will also be the title sponsor for the 54th annual Celebrating America's Military, a three week long series of events honoring those who've served in our nation's military. As a title sponsor, they'll be hosting one of the premiere events at the new dealership on November 2nd, so don't miss out!

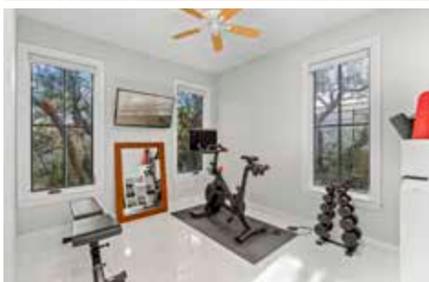
The Cavender Auto Group is proud to be a pioneer in paving what company responsibility should look like. Though they don't advertise it, their merits are built on their commitments to our incredible community, not in the way they care for our vehicles, but in the way they care for our people. Holding true to those Texan family values, the Cavender Auto Group is more than a company to buy our vehicles from, it's a company to be proud of.





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## MORTGAGE MINUTE

A new Trump administration is on its way in and even before taking office we've already seen the effects of a shock to the system. But what do these changes mean for mortgages? There are two ways this can go, each of which will push back on the other.

First, the markets are already expecting a booming economy from a pro-growth, low regulation mindset. Usually in times of economic growth we see a slight increase in inflation which could mean a rise in interest rates. As many investments are paying higher returns so must mortgages.

Secondly, we expect a radical change in the size and spending of the government. Hopefully we get a balanced budget, maybe even a surplus to reduce the debt. So a stronger dollar and lower national debt will lead to lower inflation which reduces rates.

We think that these two forces will counteract each other. Is it possible for rates to rise or fall depending on economic factors, absolutely. But it's likely that rates hold while the economy grows and consumer confidence increases bringing more buyers back into the market. 



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