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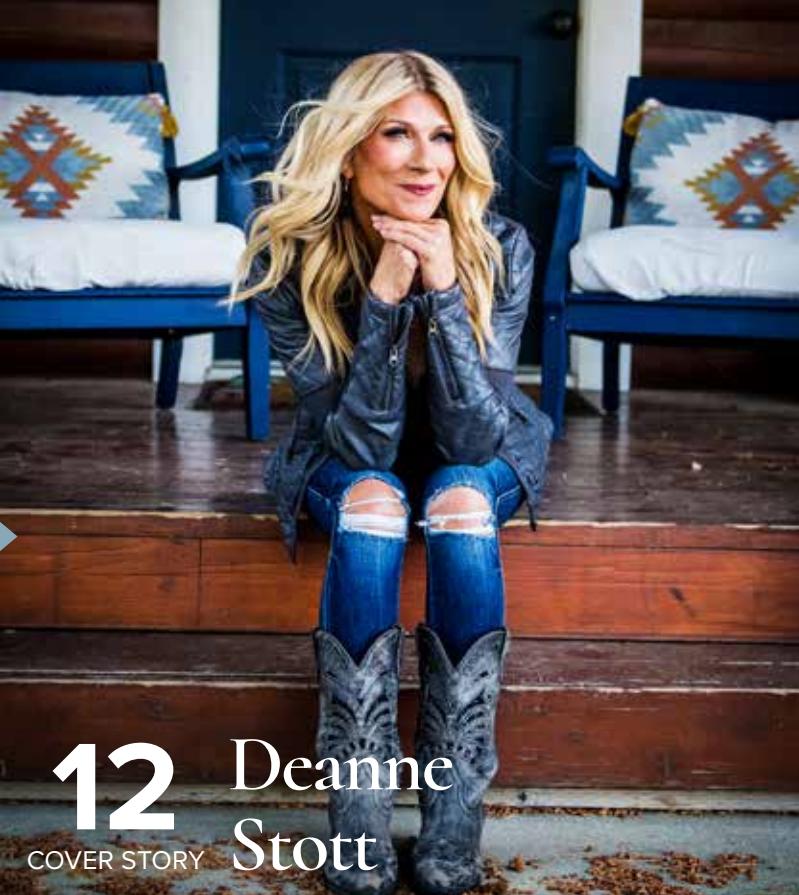
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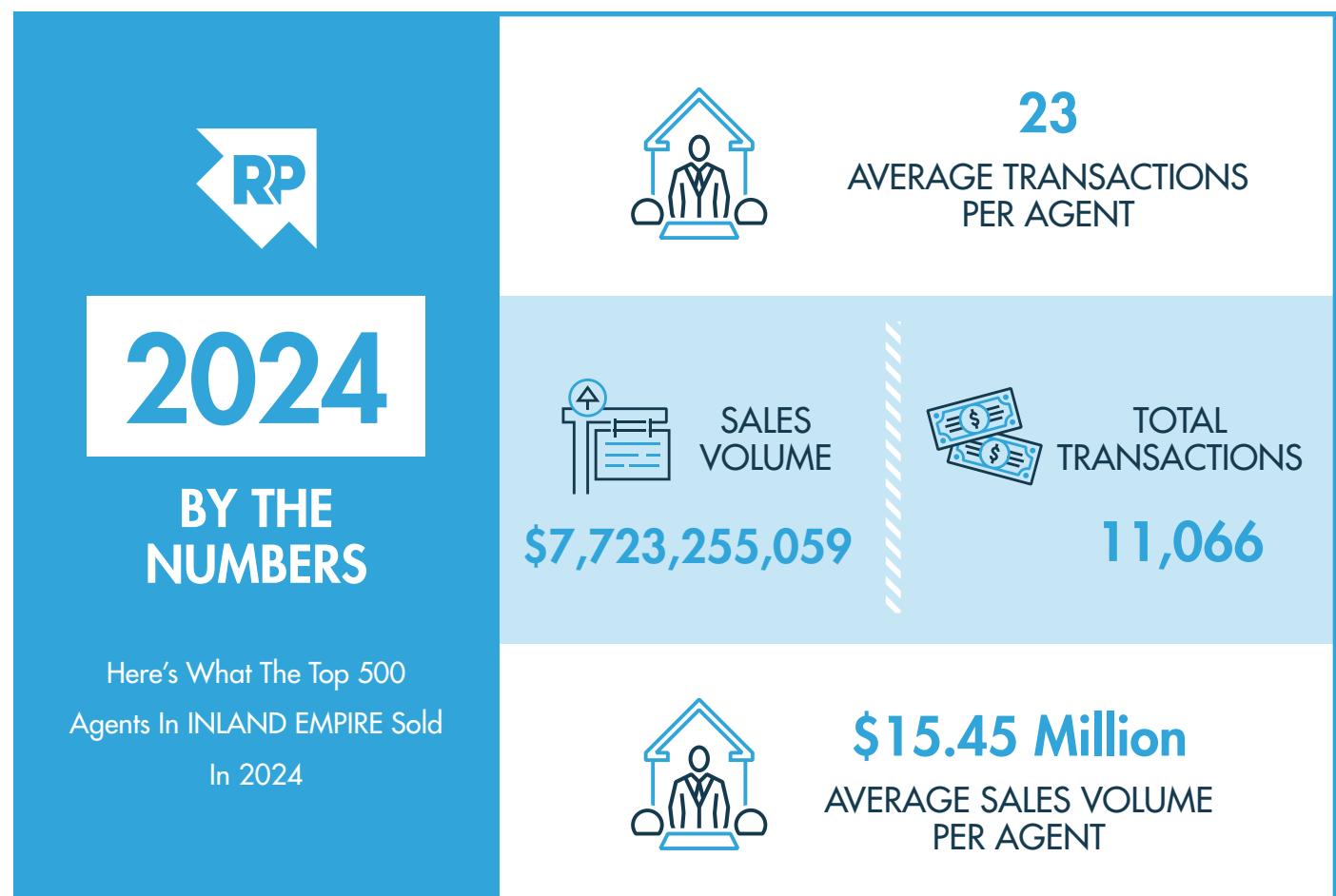
Contents

IN THIS ISSUE

- 6 Meet The Team
- 10 Preferred Partners
- 12 Cover Story: Deanne Stott
- 20 Preferred Partner Spotlight: Langdon Floorcovering
- 26 Realtor Feature: Nikki Nikolic



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DEANNE STOTT



WRITTEN BY
TERRINA RUSSELL
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BY MARISSA
MCCUTCHAN

Not everyone enters real estate because it's a lifelong dream. Sometimes, life gently nudges you onto the path you were meant to walk. For Deanne Stott, that nudge came in the form of financial uncertainty and the need to provide for her children. Originally licensed in 2004, she soon discovered that real estate isn't something you can do halfway. With three young kids and limited time, she put her career on pause, only to return in 2014 with a full-force commitment and a fire in her gut that hasn't dimmed since.

It wasn't just passion that set the foundation for her success, it was also a unique blend of experience. Before selling homes, Deanne worked as a real estate paralegal, then in litigation, and later at Rady Children's Hospital in marketing and customer service. Each role sharpened her instincts, discipline, and understanding of people. By the time she re-entered the real estate world, she had a toolbox filled with legal savvy, people skills, marketing insight, and a fierce commitment to serving others.

Her clients quickly learned that Deanne isn't the type to walk away when things get tough. In 2015, with three escrows falling apart simultaneously and personal pressures mounting, she faced what could've been a breaking point. One client was at risk of losing the home of their dreams due to last-minute financial issues, and Deanne had little money herself, reeling from a recent separation. But walking away wasn't an option. She dug

deep, got creative, pulled every string, and closed all three deals. That wasn't just a professional triumph; it was proof that she was right where she belonged.

At the heart of Deanne's business is a rare kind of intentionality. When she meets with new clients, she doesn't just ask what kind of house they want, she asks what kind of *life* they're trying to build. What do they do for fun? Where do they see themselves in five or ten years? That insight doesn't just help her find them a property; it helps her guide them toward a future. And she doesn't disappear after closing, she reconnects every Christmas, gift in hand, checking in on how their goals are unfolding.

Her energy is relentless, driven by what she calls a "bit of an obsessive personality" - but it's clear that it comes from a place of deep care. She's the agent who answers the phone late at night. Who talks clients off emotional ledges. Who debriefs after every transaction to improve the next one. For Deanne, real estate is not about numbers, it's about trust, transformation, and walking alongside people during some of the most important decisions of their lives.

She blends that drive with a grounded, personal life filled with discipline and joy. Bodybuilding keeps her strong, confident, and mentally resilient. Trail running offers a space for calm and clarity, where solutions often present themselves mid-summit. These practices don't just enrich her life; they give her the stamina and mental sharpness to show up 100% for her clients.

Outside of work, Deanne is just as driven to give back. As a Rotarian, she's part of service projects that span from her own backyard to communities

around the globe. She also serves on the advisory board for Safe Family Justice Centers and supports REINS, a therapeutic riding program that empowers through connection and healing.

Her marketing approach is just as intentional as the rest of her work. Through social media, she shares not just listings, but her life - her fitness journey, her wins, her setbacks. She shows up real and unfiltered, creating a sense of authenticity that resonates with her followers and attracts clients who feel like they already know her. It's not about selling. It's about connection.

Ask Deanne what her brand is, and she won't hesitate: compassion, tenacity, and realness. Her goal isn't just to close deals, it's to improve lives, whether by finding the right home or inspiring someone to push beyond their comfort zone. Her story is a reminder to every aspiring agent that success isn't about playing it safe, it's about showing up fully, caring deeply, and doing the work when no one's watching.

In five years, Deanne envisions leading a team of agents, paying forward the mentorship that once shaped her. She's still hungry to grow, still eager to serve, and still pushing herself to be better for the people who trust her with one of life's biggest investments. Her advice for those just starting out? "Never put your paycheck before your people. Take the emotion, but not the passion, out of the transaction."

And if you ask her what keeps her going, the answer is simple: the milestones. Watching her clients hit the goals they dreamed of in those early meetings. Knowing she played a part in that journey. And doing it all with a heart wide open and the grit to match.

“

At the heart of Deanne's business is a rare kind of intentionality. When she meets with new clients, she doesn't just ask what kind of house they want, she asks what kind of life they're trying to build.



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WRITTEN BY TERRINA RUSSELL • PHOTOGRAPHY BY MARISSA MCCUTCHAN



an industry where grit often overshadows grace, Nick Langdon is rewriting the script.

As the owner of Langdon Floorcovering, Nick brings a rare blend of enthusiasm, leadership, and a customer-first mindset to the flooring world, an industry that, while foundational to real estate, doesn't often get the spotlight. However, Nick's journey and approach to business prove it deserves one.

Nick's path to ownership wasn't the most traditional. His first job was coaching gymnastics, where he unknowingly began shaping the skills that would serve him well: discipline, leadership, and the ability to motivate others. A chance connection through private lessons led him to a role in outside sales at a turf company, where he learned the art of selling, an experience he describes as "imperative" to his success today. In 2020, Nick joined the family business his uncle had founded five years earlier. Just four years later, in April 2024, he bought the business himself, stepping into a legacy that runs deep in his family.

"Both my uncles, my dad, and even my mom were all involved in flooring at some point," said Nick. "You could say it's in our blood."

He even brought his brother into the business, proving once again that for Nick, success is something to be shared.

However, it isn't just family history that sets Nick apart, it's his perspective.

"Most people in the field have been doing it for so long, they seem burnt out," he observed. "Younger people in the trade often come up from installation, and while they're incredibly skilled, they can sometimes be a little rough around the edges."

Nick entered the business with a different strategy: focus on energy, enthusiasm, and customer experience. He treats his clients the way top real estate agents treat theirs, with attentive service and a commitment to satisfaction that goes beyond the basics of product and installation.

That service-centric approach is central to his brand.

"Construction rarely goes 100% perfect, but our number one priority is to ensure that customers are satisfied—and when we leave, they have no regrets with using us," he said. Langdon Floorcovering is more than just a flooring store. It's a business built on accountability, communication, and treating clients like partners.

Nick's long-term vision is just as intentional. In five years, he sees the Temecula store running smoothly under a solid team while he expands into North County San Diego, where the company already has a strong client network.

"I've always wanted to be a business owner and a leader to those around me," he said. "Now I want to build a vehicle that can provide opportunities for others to thrive and take care of their families."

When he's not laying the groundwork for expansion or building his team, Nick keeps his mornings early and his priorities clear. He's up before 5 a.m. walking the dogs, followed by weightlifting at the gym. Outside of work, his focus is on being the most involved, hands-on dad he can be. He and his wife, Kaylyn, are raising their children, Everson and Capri, with the same values he brings into his business: consistency, heart, and hustle.

Asked for his advice to others starting in the trades, Nick doesn't mince words: "Be enthusiastic, be available - answer your phone - and even if you aren't an owner, act like one."

He speaks from experience, acknowledging that early in his career, he acted like an employee when he could have been building the mindset of a leader.

And when it comes to the keys to success? "Once you accept that life isn't easy, ironically, life gets a little easier," he said. "Never negotiate with yourself. Whatever you said you were going to pursue, do it and never deviate. Motivation gets you started, but discipline keeps you going."

Simple advice, perhaps. But coming from a guy who turned a family legacy into a growing, high-energy business while still making time to be a present husband and dad, it's advice worth listening to. Nick Langdon isn't just changing floors; he's elevating the standard.

“

ONCE YOU ACCEPT THAT **LIFE ISN'T EASY**, IRONICALLY, LIFE GETS A LITTLE EASIER,” NICK SAID. “NEVER NEGOTIATE WITH YOURSELF. WHATEVER YOU SAID YOU WERE GOING TO PURSUE, DO IT AND NEVER DEVIATE. **MOTIVATION** GETS YOU STARTED, BUT **DISCIPLINE** KEEPS YOU GOING.”



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Nikki NIKOLIC

WRITTEN BY TERRINA RUSSELL
PHOTOGRAPHY BY MARISSA MCCUTCHAN

When Nikki Nikolic transitioned from a career in emergency dispatch to real estate, it wasn't a leap of faith - it was a calculated shift rooted in resilience, skill, and a lifelong interest in the industry. After an injury made it impossible to return to her high-stakes job as a 911 dispatcher, she turned toward a long-held passion that combined her strengths in communication, organization, and service. Real estate became the perfect outlet to channel her abilities in a new, impactful way, one where she could still help people, but this time, through milestones and new beginnings rather than emergencies.

Starting her career just days before the COVID-19 pandemic shut down the world, Nikki entered the market under circumstances that would have discouraged many. With open houses canceled and in-person networking on hold, she adapted quickly, relying on her calm-under-pressure nature and laser focus to find her footing. She only closed one transaction that year, but that didn't deter

her. In November of 2020, she joined a team to gain momentum and in 2021 she closed 29 deals, which led to a nomination for Rookie of the Year, giving proof that work ethic, grit, and genuine connection matter more than timing.

Her background in dispatch taught her to stay composed in chaos, a skill her clients now rely on as she guides them through the often stressful process of buying or selling a home. Paired with a degree in Advertising and a sharp eye for marketing, Nikki brings a rare balance of tactical composure and creative strategy to every transaction. Whether staging a home herself or producing high-impact listing videos that resonate beyond the MLS, she understands how to make a lasting impression.

And yet, what makes Nikki truly stand out is how she blends professionalism with personal care. Every client, no matter their price point or experience level, gets her full attention and commitment. She doesn't just answer calls; she anticipates needs. She doesn't just close

deals, she builds trust. Her "straight-talking New York attitude" brings clarity to complex situations, while her grounded, empathetic nature ensures clients always feel heard and supported.

"I find the greatest reward in human connection," said Nikki. "Knowing we've navigated a challenging journey together and improved my clients' lives in a meaningful way is what makes it all worthwhile. Those moments are powerful reminders that this isn't just a job, it's a calling."

Her journey is not just measured in numbers - though the over 100 successful closings speak volumes - but in the relationships she's built along the way. From clients facing major life changes to sellers who hesitate to leave once they see their beautifully staged homes, Nikki thrives on the human side of the business. It's not about chasing volume, it's about creating value, every step of the way.

She brings that same thoughtful intention to her

leadership. As team lead of Nikolic Realty Group, Nikki focuses on quality over quantity, mentoring new agents like Michelle Diaz with the same dedication she gives her clients. Her vision for the future is ambitious yet grounded: to lead a high-performing team defined by integrity, service, and results.

Outside of real estate, Nikki finds balance in the things that bring her joy, which include family time with her husband Adam, their son Logan and their daughter Nolyn, watching sports (mostly the New York Mets, who mean a great deal to Nikki - she even has a Mets tattoo on her wrist), snapping photos, dancing, and doting on their two Boston Terriers (who, fittingly, have superhero names). She's also deeply invested in her community, regularly supporting local businesses, sponsoring youth teams, and organizing pet food drives.

With a brand built on authenticity, strength, and unwavering client advocacy, Nikki Nikolic is redefining what it means to succeed in real estate,

not by being everywhere at once, but by showing up fully where it matters most.

I'm incredibly grateful and humbled to have worked alongside so many talented individuals throughout my career. Each one has

helped shape me into the agent I am today. When I say "team," I'm not just referring to colleagues under the same roof—I mean team members, team leads, brokers, transaction coordinators, escrow officers, loan officers, title

officers, and so many more. We couldn't do what we do well without their support, collaboration, and expertise. Beyond my team, I'm a strong believer in the power of networking and collaboration with fellow

local agents. Whether it's through masterminds, industry events, or simply lending a hand, I believe we rise by lifting each other. Being respected by my peers is just as meaningful to me as the trust I've built with my clients.





“Knowing we've navigated a challenging journey together and **IMPROVED MY CLIENTS' LIVES** in a meaningful way is what makes it all worthwhile. Those moments are powerful reminders that this isn't just a job, it's a *calling.*”

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