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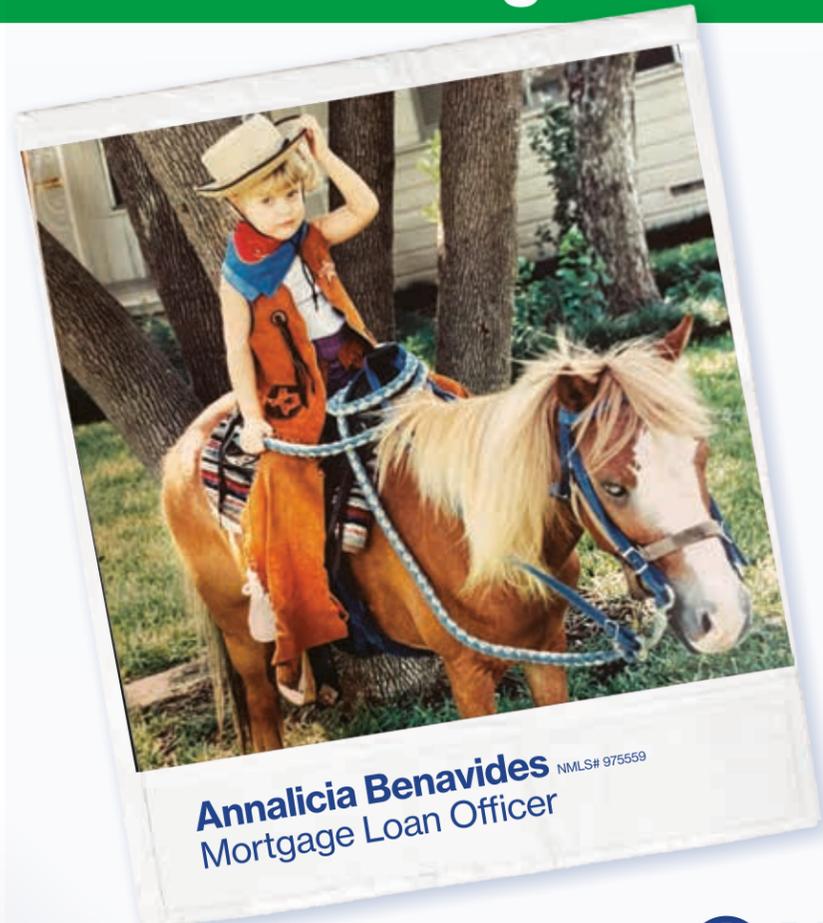
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What is San Antonio Real Producers All About?

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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MICHAEL LUGO



BE COMFORTABLE WITH BEING UNCOMFORTABLE

Driven and determined with a focus centered on service, Michael Lugo's experience and work ethic has developed him into a top tier realtor. "I breathe and sleep this business," he said proudly in an interview, "I'm never disconnected, and will never miss an opportunity to help somebody."

Growing up with four older brothers and two Chief Master Sergeants for parents, Michael was instilled with the spirit of working hard to earn your keep. His parents also instilled in him the servant's mentality, which Michael has adhered to on both a personal and professional level. Having lived in several countries during his adolescents, he not only became adaptable and relatable, but also learned to value diversity and appreciate different cultures. San Antonio being such a culturally vibrant city is something he's always loved and felt connected to.

After graduating from high school, Michael lived a year abroad in Israel, just minutes outside of Tel Aviv, where he worked as a personal trainer. When he returned to the States, he began investing in kiosks as part of a partnership, and at one point owned and managed 12 across two different malls. Having never had an issue with being an outgoing conversationalist, this experience developed him into an excellent salesman. Michael's ambition and promising salesmanship caught the attention of James Smothers, who took Michael under his wing

and introduced him to medical device sales before moving into new home sales in 2011.

Accruing incredible insight and knowledge from working with builders like Sivage Homes, Sitterle Homes and M.I. Homes prepared Michael better than most to take the next step into the industry. In 2015, driven by the desire to provide the type of life his parents were always able to provide for him, he obtained his license and began working as a proper agent. Michael quickly began making a name for himself, earning the Rookie of the Year recognition from Real Producers. Since then, he's made the cover of The Ellie Report on three separate occasions and has been recognized as a PT50 semi-finalist in the luxury division each year. He works across the state and will soon be branching into Colorado.

"Though I'm known for luxury residential properties, farm/ranch, and land development, I will never discriminate on price," Michael says, "I absolutely loved to help first time home buyers. Being able to walk them through fixing their credit and then getting them into a home is a very special and emotional process. It's very rewarding, and it's during moments like those that I feel like I've found my purpose."

While his knack for negotiation and prowess as a multi-tasker allows him to handle a lot on his own, Michael admits

he owes a lot of his success to his incredible team. "I have to acknowledge Kayla Webb, my full-time assistant who's also licensed, she's been a huge attribute."

A true San Antonian who has called Military City USA home since the 5th grade, Michael's love for the community and its people runs deep. An avid supporter of veterans, he's constantly giving to causes close to his heart. He appreciates the vibrancy of the multicultural city and the fact that no matter how big San Antonio has grown, it still holds that small-town atmosphere where even a stranger feels more like a neighbor.

"THE LIFE YOU DESIRE IS ALWAYS RIGHT OUTSIDE YOUR COMFORT ZONE."

Having built a life on his ability to be engaged and versatile, Michael strives to continue breaking new ground and pushing past obstacles, because like his folks used to say, "The life you desire is always right outside your comfort zone."



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- Patrick H

"Love Shannon's Team!! I've personally used them for years, and referred them to several clients."

- Becky T

"Shannon and her gals are the best! I highly recommend them to all my clients. I have had 100% positive feedback from everyone."

- George M



Like a maestro, she reads the tempo of the build, cues the next movement, and unites the various players into a cohesive, fluid production.

Her leadership sets the tone for the entire company—balancing precision with creativity and structure with spontaneity. Whether in a design meeting or on a jobsite walkthrough, Alexia's clarity and confidence orchestrate the level of excellence that defines a Burdick home.

The Woodwinds and Strings: Design and Architecture

The first notes in our symphony are penned by the creative minds of our architectural and interior design team. Barbara Burger, Design Concierge—interprets a client's taste and lifestyle into textures, palettes, and spaces that sing with individuality. Her attention to detail and flair for cohesion ensure every finish and furnishing complements the home's architectural rhythm from the initial design concept through move-in.

The architectural team crafts the score: lines, light, scale, and structure. These elements form the blueprint of the home's identity—its melody. This initial groundwork sets the tone for everything that follows, from framing to final finishes, even furnishings and draperies, if desired.

The Brass and Percussion: Construction and Project Management

As the tempo rises and the build begins, the percussion section comes alive. Here, our skilled project managers—Dave Herber and Rick DeLeon—bring energy, structure, and strength. Like the steady heartbeat of a drum, they keep the jobsite on schedule, orchestrating inspections,



BURDICK CUSTOM HOMES

*The Art of Harmony:
How Building a
Custom Home
Mirrors the Magic of
an Orchestra*

At Burdick Custom Homes, the process of designing and constructing a luxury residence is far more than just bricks and mortar—it's a symphony of collaboration, timing, and expertise.

The Conductor: Alexia Herber, President

Every great symphony begins with a vision, and every custom home starts with a dream. With over 35 years of experience and a deep understanding of every facet of homebuilding, Alexia

leads a finely tuned team of specialists to craft homes that are not only structurally exceptional but also emotionally resonant. She ensures that each phase of the project aligns with the client's vision and the company's high standards.

“

WE TRANSFORM VISIONS INTO STRUCTURES THAT LIVE AND BREATHE BEAUTY, COMFORT, AND SOUL. WE AREN'T JUST BUILDING HOMES. WE'RE COMPOSING LEGACIES—ONE NOTE, ONE NAIL, ONE PERFECTLY TIMED CUE AT A TIME.



deliveries, and crews with tactical precision.

Each trade partner becomes part of the ensemble: framers, electricians, plumbers, masons—each playing their part in harmony under the careful watch of the Burdick team. We don't just supervise; we collaborate. The rhythm of construction must remain in sync with quality standards, safety protocols, and client expectations.

Like a composer arranging the score, Estimator Jordan Herber supports the rhythm behind the scenes by analyzing every detail—from materials to labor—to ensure each element is financially sound and precisely calculated.

The Soloists: Sales, Client Relations, and Service

No orchestra would be complete without its standout performers. In our symphony, the sales and

client experience team step into this spotlight. From the first introduction with Tracy Harris, Director of Client Relations to the final walkthrough with Michelle Kossel, Quality Control Manager, we ensure every client feels heard, understood, and celebrated.

Our team serves as liaisons, translators, and guides—helping clients navigate the custom homebuilding journey with insight and care. They're the violin solos amid the swell of the orchestra, offering personalized service that creates emotional connection and trust.

Among these key contributors are Tanya Kirkpatrick and Maria Trevino. Their meticulous attention to contracts, documentation, and administrative processes keeps the rhythm that every moving part stays in sync.

Our warranty and quality team, the encore performers, ensure that the music continues long after move-in. Their attention to detail and commitment to

follow-through reinforce what Burdick Custom Homes stands for—precision with passion.

Creating Harmony in Every Home

A symphony is not merely a collection of instruments—it is a meticulously choreographed performance that delivers an emotional experience. The same holds true for our homes. At Burdick Custom Homes, we believe every residence should feel like a masterpiece.

We transform visions into structures that live and breathe beauty, comfort, and soul. We aren't just building homes. We're composing legacies—one note, one nail, one perfectly timed cue at a time.

If you'd like to learn more about how we can help orchestrate your dream home, we welcome you to call us at (210) 497-2200—your first note in a beautiful new symphony.

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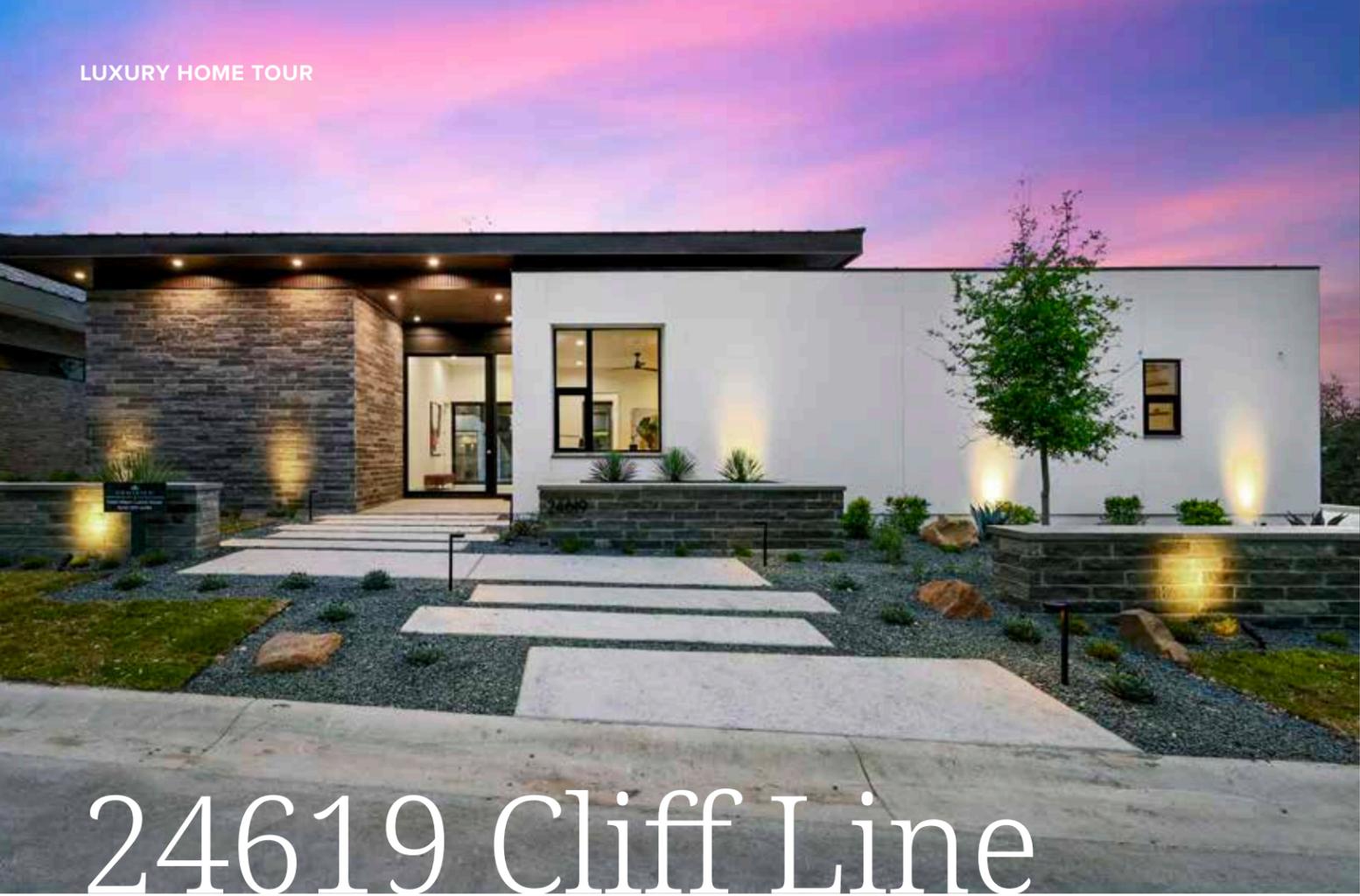
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We are anticipating the market to be more active than last year. Renewed optimism and hopefully some fiscal responsibility will raise consumer confidence, and we feel that there are two main reasons why working with a mortgage broker is best for your clients. Fast facts to make smart mortgage moves

1. Better rates and fee structure. As a broker we have lower margins than mortgage banks, and our lenders do as well. The lower margins mean our rates are typically at least 0.5% better than a mortgage bank. On a \$350k loan, ½ point lower rate is \$115 in monthly savings. Or if we keep the payment the same the client could increase their loan size by \$18k, giving them more purchase power.

2. We work with multiple lenders giving the client more flexibility. Sometimes the situation is unique and one lender has a guideline that will get the file approved. Some lenders are better at VA loans or investments than others allowing us to have a specialty lender for specific products.

As a locally based broker with the resources of the largest lenders in the nation, we offer the best combination of service and financial value.



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