

METRO SOUTH SAN DIEGO

MAY 2025

REAL PRODUCERS[®]

Dawn
Lewis &
Shylia
Hernandez

Rising Star:
Claudia Miceli

Partner Spotlight:
New Venture
Escrow

CONNECTING. ELEVATING. INSPIRING.



LINKED
PREVIEW
A VETERAN OWNED BUSINESS

HIGH-QUALITY PHOTOGRAPHY • MATTERPORT 3D • DRONE VIDEO
VIRTUAL STAGING • TESTIMONIALS • 24-HOUR RETURN



Bringing Listings to Life
One Room At A Time

Contact us Today!
(928) 322-6960
linkedpreview.com



PARR'S MOBILE MINI GOLF
A unique touch for your event

760-641-0458
orders@parrsminigolf.com
parrsminigolf.com | @parrsminigolf



TPS
TRANSACTION PROCESSING
SERVICES, INC.
LET US HANDLE THAT

ALL INCLUSIVE
TC SERVICES | DEDICATED SUPPORT
EXPERIENCE SEAMLESS PROCESSING

LET US HANDLE
THAT- SO YOU
DON'T HAVE TO!

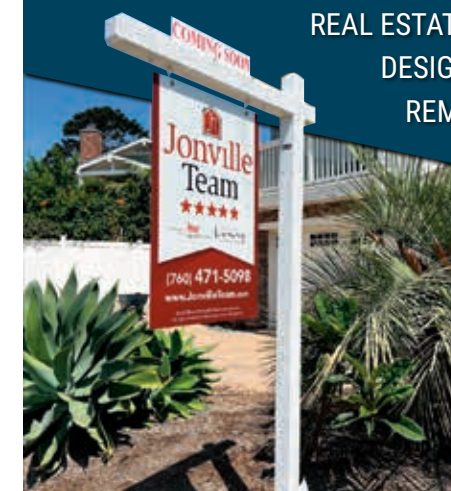
Ask us about our \$89 TC Fee

858.221.0168 | support@mytpsinc.com
www.mytpsinc.com

**SERVING SAN DIEGO &
SOUTHWEST RIVERSIDE COUNTIES**

**sign
setters**

REAL ESTATE SIGN PRINTING,
DESIGN, INSTALLATION,
REMOVAL & STORAGE



SignSetters.com &
BestPrintedSigns.com
619-607-9099
@signsettersocal



Contents



Dawn Lewis & Shylia Hernandez **26** COVER STORY

PROFILES



14 New Venture Escrow



32 Hip Hop Bingo



Claudia Miceli



IN THIS ISSUE

- 6 Preferred Partners**
- 8 Meet The Team**
- 10 Publisher's Note:** Happy Mother's Day!
- 12 Infuse Insights:** The Power of Intentional Communication and Approach
- 14 The Leading Edge of Escrow:** New Venture Escrow
- 20 Rising Star:** Claudia Miceli
- 26 Cover Story:** Dawn Lewis & Shylia Hernandez
- 32 Around Town:** Hip Hop Bingo
- 34 Save the Date:** "Spring Par Tee"

Please note a correction from our February 2025 issue. In the Myssie and John McCann article, John was incorrectly identified as a real estate agent, he is not. His wife Myssie McCann is an agent, and he supports her in her endeavors with Coronado Shores Co.

Women's Council of REALTORS®
San Diego County

Don't Miss Women Thrive in 2025!

April 15
Admiral Baker Clubhouse

FOUNDATION ESCROW
Full-service escrow company serving Southern California

WE MAKE BUYING & SELLING *Simple*

www.foundationescrow.com | 760-423-4061 | cindys@foundationescrow.com

Véronique Miramontes
Transaction Coordinator

Véronique (Vee) Miramontes
Realtor • Independent Transaction Coordinator

Transactions Realty of San Diego
Tel: 619-777-TRSD (8773)
Vee@TransactionsRealty.com
www.TransactionsRealty.com
M-F: 9:00-5:00
DRE # 01235618

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

1031 EXCHANGE

apx1031
Jake Schiro
(800) 436-1031
apx1031.com

BUSINESS/ LEADERSHIP COACH

Infuse System Business & Development Coaching
Maryam Habashi
(702) 338-6011
infusesystem.com

CLEANING SERVICES

Rapido Cleaning Services
Fernando Nielson
(619) 885-8857

EDUCATION

Pacific Southwest Association of Realtors
(619) 421-7811
www.PSAR.org

Women's Council of Realtors San Diego
(858) 735-8026
wcrcsandiego.com

ENTERTAINMENT/ FAMILY/MINI GOLF

Parr's Mobile Mini Golf
Brandon Davis
(760) 641-0458
parrsminigolf.com

ESCROW SERVICES

Foundation Escrow Inc.
Natasha Keitges
(858) 527-5967
FoundationEscrow.com

New Venture Escrow

MetroSouthRP
(619) 948-9011
newventureescrow.com/contact/
chula-vista-branch/

Oakwood Escrow

Brianna Jensen
(858) 217-5264
www.oakwoodescrow.com

ESTATE SALES & AUCTIONS

Caring Transitions
Shannon Corrigan
(619) 459-3592
www.caringtransitions
sandiego.com

FINANCIAL RESOURCES

**World Financial Group/
World System Builder**
Jonathan Pagtakhan
(619) 964-2327
www.worldsystembuilder.com/
mypage/jonathanp/

HARD MONEY LENDER

First Security Mortgage Home Loans, Inc.
Joy Parker
(619) 920-4700

HOME INSPECTION

Morrison Plus Home Inspections
Danielle Wolter
(619) 672-7951
morrisoninspects.com/sdeast

HOME STAGING

Yellow Rose Home Staging
Bess Ouahidi
(858) 775-7465
www.yellowrose
homestaging.com

HOME STAGING DESIGN

Color Home Staging + Design
(619) 859-1935

HOME WARRANTY

Super Home Warranty
Leslie Grillon
(936) 499-6088
www.hellosuper.com

INTERIOR DESIGN/ STAGING/CURATIONS

Modern Unrefined Design Studio
Stephanie Mulder
(559) 300-4984
mudstudiosd.com

LISTING SERVICE

Wispr
Lara Gabriele
(512) 638-7486
wispr.homewayz.io

MORTGAGE

Barrett Financial Group, LLC
(619) 993-9623
cristencarverlender4U.com

MORTGAGE PROFESSIONAL

New American Funding
Martha Gomez
(760) 594-4727

MOVING & HAULING

College Hunks Hauling Junk & Moving
Eddy Jabbour
(858) 216-4600
www.collegehunks
haulingjunk.com

NATURAL HAZARD DISCLOSURE

"The" Disclosure Report NHD
(619) 921-5527

PHOTOGRAPHY

Elizabeth Ireland Photography
Elizabeth Incrocci
(858) 395-6273
www.elizabethirelandphoto.com

PHOTOGRAPHY & VIDEOGRAPHY/REAL ESTATE

Linked Preview
Brandon Pease
(928) 322-6960

PRINTING, SIGNS, & PROMOTIONAL MATERIALS

Sign Setters
David Jaskulke
(951) 216-4451
www.signsetters.com

PROPERTY MANAGEMENT

GoldenWest Management, Inc
Jayson Yoss
(858) 779-0577
www.GoldenWest
Management.com

REAL ESTATE ATTORNEY

SoCal Realty Law
Shanna Welsh-Levin
(619) 232-7325
socalrealtylaw.com

REAL ESTATE SALES - RENOVATION DESIGN

Renovate San Diego
Sarah Haliburton
(619) 751-7934
renovatesandiego.com

REAL ESTATE TRANSACTION COORDINATOR

Transaction Processing Services, Inc
Angela Ackerman
(602) 573-8756
mytpsinc.com

Transactions Realty

of San Diego
Veronique Miramontes
(619) 246-7493
www.transactionsrealty.com

SOCIAL MEDIA MARKETING/ MANAGEMENT

Renzi Social Co
Amanda Renzi
(609) 402-1729
www.renzisocialco.com

SOLAR PANEL CLEANING & MAINTENANCE

South Bay Solar Cleaning
Marcos Delgado
(619) 535-8947
www.sbsolarcleaning.com

TERMITE & PEST CONTROL

Knight Termite & Pest Control
Kenneth Golaway
(619) 280-2400

TITLE INSURANCE

First American Title
www.firstamericantitle.com

Ticor Title

Tony Santiago
(619) 410-7917
www.ticorsd.com

TURF CARE

SoCal Turf Cleaning
Marcos Delgado
(619) 535-8947
www.socalturfcleaning.com

VACATION HOMES

Ocean Oasis
(858) 735-8026
oceanooasisSD.com

VIDEOGRAPHY/ PHOTOGRAPHY

Golden Lens Media
Calder Pearce
(619) 861-6202
goldenlensmedia.com



Spotless Places

Stress-Free Work Spaces

- ✓ Comprehensive commercial cleaning
- ✓ Key Turnover Cleaning & Sanitation Services
- ✓ Floor Maintenance (buffing, stripping & waxing)
- ✓ Post-Event Cleaning & Post-Construction
- ✓ Window Cleaning

Rapido CLEANING

TAILORED CLEANING PLANS
100% SATISFACTION & RELIABILITY GUARANTEE

Eco-friendly cleaning product

619.885.8857 (call/text)
rapidocleaningsd@gmail.com
📱 @rapidocleaning

OAKWOOD ESCROW™

PROTECTION - TRUST - NEUTRALITY

THE MOST TRUSTED NAME IN ESCROW™

RANCHO BERNARDO
MISSION VALLEY
DEL MAR

LA MESA
RAMONA
VALLEY CENTER

www.OakwoodEscrow.com

Meet The Team



Cathy Ginder
Publisher/Owner



David Cornwell
Writer



Joseph Cottle
Writer



Amanda Renzi
Social Media Manager



Maryam Habashi
Business Development Coach



Calder Pearce
Photographer
Golden Lens Media



Elizabeth Ireland
Photographer
Elizabeth Ireland Photography



Brandon Pease
Photographer
Linked Preview LLC



Jun Lee
Photographer
Sureshot Productions

Have an Idea?



Want to pitch, nominate or share a really cool story with our readers? Scan the QR code to share with our Publisher.



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

Transforming Listings into Must-Have Homes

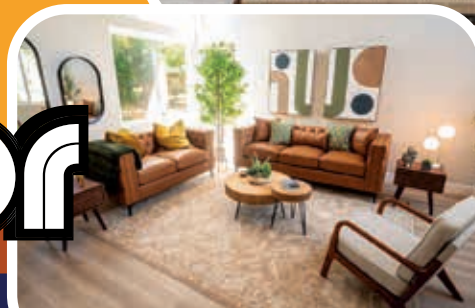
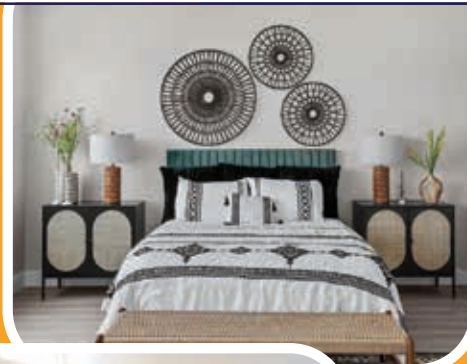
At COLOR Staging, we don't just stage homes—we create stories that buyers want to step into.

The Results Our Clients See

- ✓ Homes sell faster
- ✓ Sell for more
- ✓ Capture more online attention

Why Choose COLOR Staging?

- ✓ Easy, seamless experience
- ✓ Unique, memorable designs
- ✓ Transforms spaces for eye-catching, click-worthy images



Partner with San Diego's top staging experts and experience the difference captivating spaces make in selling faster and smarter.

Book a free consultation today!



COLORHomeStaging.com
619-859-1935
colorhomestaging@gmail.com

Exterior Home Cleaning Services | Commercial & Residential | Solar Panel Cleaning & Bird Proofing
Energy Maximization Solutions

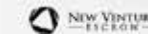


SCAN ME

Marcos Delgado
619.535.8947
www.sbsolarcleaning.com



Empowering Realtors, Securing Sellers



Are your sellers protected after closing?

While buyers and agents have safeguards, sellers often remain vulnerable after closing. Protect your sellers interest after their home sells.

Elevate your reputation and gain a competitive edge by partnering with us and offering your sellers up to \$125k in coverage for disputes or lawsuits.

Connect with us today!



TANIA MARKS
Sr. Account Executive
tmarks@newventureescrow.com
619-807-0711

GARY SEVILLA
Escrow Representative
gsevilla@newventureescrow.com
619-848-9011



Interior Design Services



- Residentials
- Short-Term Rentals
- Airbnbs / Vacation Rentals
- Home Staging
- Lobbies / Offices



Contact Us:

510.316.9856
559.300.4984

design@mudstudiosd.com



Happy MOTHER'S DAY!



Greetings!

Welcome to May, it's hard to believe we are nearly halfway through the year! This month on May 15 we will have our Spring Par Tee at the fabulous OB Surf Club, I wonder who will end up as Mini Golf Champ? With Mother's Day this month we are also celebrating moms. Our cover story, "All in the Family", brings the story of Dawn Lewis and her daughter Shylia Hernandez. Both amazing real estate agents who have faced challenges, Dawn battled breast cancer and Shylia was a single mom building a career in real estate. The two knew they were stronger together, and their success shows that. For our Rising Star, we have Claudia Miceli who has

persevered through personal tragedy and counts her success to her strong family ties and love for helping clients. Our preferred partner this month is New Venture Escrow. NVE reps Tania Marks and Gaby Sevilla believe relationships are key to their business and offer more than just escrow services. Education, networking and business development are some of the additional supports they give to their agents. Happy Mother's Day to all the moms out there, enjoy this lovely month and all that it offers!

Cheers!

Cathy Ginder-Publisher
cathy.ginder@n2co.com
858-735-8026



YELLOW ROSE
HOME STAGING

- OUR SERVICES:**
- Home Staging
 - Expert AirBnB Services
 - Furnish Your Rental
 - Interior Design
 - Remodel and Renovate



CONTACT US! 858-775-7465
info@yellowrosehomestaging.com



Your Neighborhood Property Managers *Rent It Like You Mean It*

OUR REALTOR PARTNER PLEDGE
*We Don't Do Sales...
So You Will NEVER
"Lose" A Client.*



We Are Here For All Your Property Management Needs

CONTACT US TODAY! 858.779.0577 | GOLDENWESTMANAGEMENT.COM

Renzi Social Co.

OUTSHINE THE COMPETITION ON SOCIAL

See How Renzi Social Co. Can Redefines Your Social Media.

San Diego Realtors, It's Time to Shine! Elevate your digital presence and outpace the competition with the expert touch of Renzi Social Co. We're not just a social media management company; we're your gateway to turning online interactions into real-world success.

- ✓ STRESS-FREE POSTING ✓ LEADS, NOT JUST LIKES ✓ STRATEGIC PLANNING ✓ CONTENT PHOTOS DONE FOR YOU

**OFFERING A
FREE SOCIAL
MEDIA AUDIT**

I believe in empowering businesses with the tools and insights they need to thrive in this digital world. That's why I am offering a FREE Social Media Audit, scan the code and sign up for your free audit today.



609-402-1729

renzisocialco@gmail.com

The Power of INTENTIONAL COMMUNICATION & APPROACH

BY MARYAM HABASHI- TRANSFORMATIONAL BUSINESS COACH

In the world of sales and leadership, success hinges on more than just having a great product or vision—it depends on how effectively you connect with others. As an **Internationally Certified Behavioral Profiling Coach** specializing in DISC, I've seen firsthand how understanding human behavior transforms business interactions.

DISC, a behavioral assessment tool, categorizes individuals into four primary personality styles: **Dominance (D), Influence (I), Steadiness (S), and Conscientiousness (C)**. While many professionals take the assessment to understand their own style, that's **only 33% of the equation**. The other 67%—and where the real power lies—is in:

1. **Recognizing someone else's DISC style** through verbal and nonverbal cues
2. **Applying tailored communication strategies** to build trust, enhance engagement, and drive results

Research shows that sales professionals and leaders who integrate DISC into their approach see a **30% increase in closing ratios and a 40% improvement in team engagement**. That's because DISC goes beyond self-awareness—it provides a **blueprint for intentional communication** that resonates with each individual's unique preferences.

When selling, recruiting, or leading a team, mastering **DISC impacts FOUR critical areas**:

- **Prospecting**: Identifying and engaging the right people effectively
- **Presenting**: Tailoring your message to meet different personality needs
- **Closing**: Overcoming objections using behavioral insights
- **Following Up**: Strengthening relationships for long-term success

Most people communicate using the Golden Rule—*treating others how they want to be treated*.

However, DISC coaching shifts the focus to the Platinum Rule: *treating others how they want to be treated*.

This subtle yet **powerful shift increases influence, fosters stronger connections, and ultimately turns more opportunities into outcomes**.

Running a successful steady business requires tapping into your full potential! Book a **FREE one-on-one business strategy session with Maryam Habashi, Founder of INFUSE System**.

You'll receive a **comprehensive 40-page DISC report plus a personalized debrief** on how to **immediately apply these insights to grow your business**, whether you're closing sales or building a high-performing team.

Maryam Habashi, M.Ed. Founder- INFUSE system



Maryam Habashi, M.Ed. | Certified Behavior Profiling Coach

INFUSE system Coaches Top Producers, Team Leaders & Executives

TRANSFORMATIONAL BUSINESS DEVELOPMENT COACH



Transform your results! Our proven SYSTEM mentors you to 4X weekly sales and recruiting appointments, while boosting closing ratios from 30% to 50%. Achieve massive sales growth without sacrificing work-life balance.

EXPERIENCE NEXT LEVEL GROWTH – Scan to Book a Call!



infusesystem.com

Do You Plan to Execute a 1031 Exchange?

American Property Exchange (APX 1031) is a leading provider of tax-deferred 1031 exchange services. Take advantage of a 1031 exchange on the sale of your investment property to defer capital gains and preserve wealth.



A P X 1 0 3 1

American Property Exchange Services, LLC1031 Exchange Services
Contact Us Today to Start the Process! 800-436-1031
3945 Camino Del Rio S, Third Floor San Diego, CA 92108



The Leading EDGE of ESCROW

BY JOSEPH COTTLE
PHOTOS BY CALDER PEARCE -
GOLDEN LENS MEDIA

How New Venture Escrow is Innovating an Overlooked Part of the Real Estate Process

Escrow is an essential part of the real estate process, but for many, it feels like little more than a bureaucratic step in a larger transaction. New Venture Escrow is changing that narrative. In the competitive San Diego market where numerous escrow companies vie for attention, New Venture stands apart—not just as a service provider but as a true partner to the agents and clients they serve.

Tania Marks and Gaby Sevilla, sales representatives at New Venture Escrow, have built their careers around

relationships. While many escrow companies focus solely on closing deals, Tania and Gaby take a different approach: they embed themselves into their clients' businesses, acting as an extension of their teams.

"We're more than just escrow reps—we're business partners," says Tania. "We're out there genuinely trying to help agents grow their business, not just expecting deals to come our way."

Gaby echoes that sentiment. "We're an extension of their team. Everything we do is to support them."



“

We’re more than just escrow reps—we’re business partners.”



This commitment to partnership is what makes New Venture Escrow different. The company is structured to provide more than just escrow services—it offers education, networking, and business development support to agents who want to scale.

“Our CEO, Casey, is always thinking outside the box,” Tania explains. “He gives us the tools we need to help our agents succeed. That means educational events, masterminds, and even direct connections to opportunities. We’re not just a step in the process—we’re a resource.”

New Venture Escrow’s emphasis on proactive support has positioned it as an industry leader in San Diego, with a

reputation for transparency, innovation, and a company culture that values collaboration over competition. “A lot of other escrow companies try to replicate what we do,” Tania says. “But by the time they implement something, we’re already onto the next innovation that serves our clients better.”

For Gaby, the difference comes down to the people. “The environment here is just different,” she says. “We have the best people with the best tools and a culture that supports both employees and clients.”

A crucial part of New Venture Escrow’s success is the way its team integrates with agents, providing tailored support to fit individual needs. Whether an

agent is brand new or has been in the industry for decades, Tania and Gaby focus on understanding their unique challenges and helping them implement the right solutions.

“We’re big on connecting the dots,” Tania says. “If an agent has an off-market deal, we help them find the right buyer. If they need help with social media or systems, we provide guidance. We don’t just take escrow orders—we help create opportunities.”

Gaby agrees. “I’ve helped agents match buyers and sellers before a property even hits the market. That’s the kind of hands-on support we provide.”

As the company continues to expand beyond San Diego into Orange County and beyond, its mission remains the same: to be more than just an escrow company. To be a true partner in business growth.

“Other escrow reps see themselves as just that—escrow reps,” Tania says. “We see ourselves as an integral part of our clients’ businesses. Their success is our success, and we take that seriously.”

In an industry that often feels transactional, New Venture Escrow is proving that relationships—not just contracts—are what truly drive success.

“

A lot of other escrow companies try to replicate what we do.”





Keep your turf looking great with our regular cleaning services. We remove debris buildup, deodorize with our Bio-Enzyme Technology and improve the appearance of your turf!

ARTIFICIAL TURF SERVICES

- Artificial Turf Cleaning & Maintenance
- Artificial Turf Restoration
- Pet Odor Neutralization/Disinfectant & More
- Putting Green Maintenance

619.535.8947
SBSOLARCLEANING@GMAIL.COM

SCAN ME



Protecting Real Estate Investors and Real Estate Professionals

SoCal Realty Law

socalrealtylaw.com
swelsh@socalrealtylaw.com
(619)332-1609

Experience Our Webinar Series For Landlords



COLLEGE HUNKS K.S.
HAULING JUNK & MOVING

MOVING, JUNK REMOVAL,
GENERAL LABOR, DONATION PICKUP

**SELL HOMES
FASTER**
With College Hunks

SPECIAL DISCOUNT FOR
REAL PRODUCERS!
\$25 OFF
ALL SERVICES

EDDY JABBOUR
Serving East County, South San Diego,
Poway & Del Mar. 858-216-4600

TDRNHD



Natural Hazard Disclosure Report
www.TDRNHD.com

*The Disclosure Report for
REAL PRODUCERS*

SAVE THE DATE FOR

RP ELEVATE

SEPTEMBER 29 & 30, 2025
LOEWS ARLINGTON HOTEL & CONVENTION CENTER

Join real estate leaders and the top 5% of agents from across the country for a two-day experience packed with **industry insights**, **cutting-edge strategies**, and **powerful networking opportunities** designed to help you succeed in the ever-evolving real estate market.

Tickets are limited! Reserve your spot today at rpelevate.com.

SPONSORSHIP OPPORTUNITIES AVAILABLE

Claudia Miceli



Showcasing
Perserverance
& Passion in
Real Estate

PHOTOS BY ELIZABETH
IRELAND PHOTOGRAPHY

When did you start your career in real estate?

I started my Real Estate career after the birth of my second child in California. I knew I needed a change, something that would provide for my family and give me purpose. My late husband always envisioned me in real estate, seeing my natural ability to connect with people. His belief in me pushed me to pursue this path, and it's been an amazing journey helping others find their dream homes.

What did you do before you became a realtor?

Before becoming a realtor, I had a dynamic career in the fashion industry for over 15 years. I started in sales and brand development, working with some of the biggest importers and fashion companies in Canada. Over time, I became a lead designer, involved in fashion marketing and building brands. I also launched my own collections, coordinated fashion shows, and organized photoshoots for major magazines. It was an exciting and creative journey, but after the birth of my second child, I knew it was time for a new chapter, one that would allow me to build a meaningful life while helping others.

What are you passionate about right now in your business?

As a business owner, I love having control over every aspect of growth, and my creative side is thriving at a whole new level. Marketing and branding, especially through social media (@claudiamiceli Realtor) has been an exciting journey, allowing me to connect with a wider audience. In today's market, it's not enough to just be a realtor; we need to establish a strong personal brand, create engaging content, and be active in the community. My open houses are not just showings, they're curated,

welcoming experiences designed to make both buyers and sellers feel at ease. My background in fashion and branding gives me a unique perspective, helping clients visualize their space and showcase it in the best possible way.

What has been the most rewarding part of your business?

I walk side by side with my clients every step of the way, not just guiding them through the process but also supporting them through the emotions that come with buying or selling a home. It's more than a transaction; it's a journey we take together. Along the way, we build a bond that turns into a real friendship, one that I truly cherish and continue to nurture. Helping families build generational wealth and giving them a foundation for a better future is what drives me every day. Real Estate is personal for me. My parents were Italian immigrants who came to America to give us a better life. I know what it's like to work hard, to dream of something bigger, and to finally make it happen. I am the result of a family that pushed through, that built a home and a future with the belief that *anything* is possible. Now, I get to be that person for others. I tell hardworking families, *"I'll make it happen for you."* And when I see them holding the keys to their first home, the joy, the tears, the realization that they've done it, that moment is everything. Because I was there every step of the way, never giving up, just like someone once did for my family.

What was your biggest challenge as a realtor?

The sudden passing of my beloved husband of 17 years. He was my everything since I was 18 years old; we spent 26 beautiful years together, building a life, a family, and even a business. In 2020, we started our own Real Estate company called the Falduto Group,



and in 2022, just as we were settling into our forever home, one we spent months designing and renovating. Just like that, he went to heaven. We were still unpacking our belongings when my entire world was turned upside down. I never imagined myself as a single mom, raising two small children on my own. I've been on survival mode ever since. There was no time to grieve, I had to keep moving forward because failure was not an option. As heartbreaking as it was, I had one choice: to get up and push through. I juggled motherhood and business, navigating the hardest time of my life while staying present for my clients. No matter what I was facing behind the scenes, I showed up on time, ready to serve, always with a smile on my face. It wasn't easy, but my resilience, my passion for Real Estate, and my dedication to my children kept me going. Through it all, I've learned that strength

“It’s more than
a transaction;
it’s a journey
we take
together.”



“The only limits
you have are the
ones you place on
yourself.”



isn't about never falling, it's about rising every single time.

What's your favorite part of being a realtor?

My favorite part of being a realtor is the freedom and flexibility it gives me. I don't have a boss breathing down my neck. I *am* the boss! I set my own hours, which means I can be there for my kids, pick them up from school, spend time with them, and then jump back into work after they go to bed. I also love that I can take a day off when I need to, without asking for permission. Real Estate allows me to balance my career and motherhood in a way that works for *me*. It's not always easy, but having control over my schedule is priceless. Plus, I get to do what I love helping families find their dream homes, while still being present for my own.

What are your hobbies and interests outside of Real Estate?

Outside of Real Estate, my heart is in the kitchen and on the canvas. As a true Italian, I love cooking homemade meals for my kids, recreating the same Sicilian dishes my mom made for me growing up. There's something so comforting about keeping those traditions alive, the smell, the flavors, the memories they bring back. I also have a deep passion for art. Painting big artworks is my creative escape, a part of me that will always remain. Whether it's cooking or painting, both allow me to express myself and stay connected to my roots, my family, and the things that bring me joy.

Tell us about your family

My kids are my world, my pride and joy. I'm incredibly protective of them, and everything I do is for them. They are my biggest motivation, the reason I get up and work hard every single day. They're also little warriors, both Tae Kwon Do champions! My eldest speaks French fluently, and I'm currently teaching my

son Italian, keeping our heritage alive. No matter how busy life gets, they will always be my top priority. Being their mom is my greatest accomplishment, and everything I do is to give them the best life possible

Are there any charities or organizations that you support?

Every year, Keller Williams Realty and KW Cares support incredible charitable causes, like the San Diego Food Drive and blood drives. I truly enjoy being part of these events, as they bring a deeper sense of purpose to what we do. Giving back to the community is not just about business, it's about making a meaningful impact and helping those in need.

Define success

Success, to me, isn't measured by awards, trophies, or titles, it's measured by the people who stand beside me. It's the family I've built, the friendships I've nurtured, and the simple, fulfilling life I've created over the years. True success isn't about status; it's about love, loyalty, and the moments that matter most. If I'm surrounded by the people who uplift me, and if I can provide a happy life for my children, then I've already won.

Given your status and expertise, what is some advice you would give an up-and-coming agent?

Surround yourself with positive, like-minded people who will push you to grow and challenge you to reach your full potential. Never settle for the status quo, go after your dreams with everything you've got. Push yourself every day to learn something new and never be afraid to step out of your comfort zone. Move forward with confidence, have faith in the journey, and always believe in yourself. The only limits you have are the ones you place on yourself. So, break through them and reach for more



BUILT BY AGENTS FOR AGENTS, WISPR EMPOWERS YOU TO STAY AT THE HEART OF REAL ESTATE WITH NEXT-GEN TOOLS & POWERFUL NETWORKING.

 <p>Take the commitment to succeed further by joining the conversation and elevating your brand with just a wispr.</p>	<p>CONNECT</p> <p>Engage with industry stake holders in an elite agent-only network. Uncover opportunities from unlisted properties and discreet buyers. Control who you wisprto and who will wisprback.</p> 
<p>CLOSE GET AHEAD, STAY INFORMED, AND CLOSE MORE TRANSACTIONS BEFORE THEY HIT THE MLS. CAPTURE CLIENT SHARE ON YOUR OWN TERMS.</p>	
<p>FOR MORE INFORMATION: WISPRNETWORK.COM SALES@WISPRNETWORK.COM</p> 	



Don't let termites or pests invade your open house



619-280-2400
knighttermite@gmail.com • sdpestcontrol.net
Serving All of San Diego County
TRUSTED since 1990!






MARTHA C. GOMEZ

Where Your Dream Home Meets Trusted Expertise

With an unwavering commitment to clarity and honesty, Martha empowers her clients to make informed decisions while ensuring a smooth and stress-free experience. Through her work, Martha doesn't just facilitate loans- she builds dreams, creates opportunities, and fosters brighter futures for families across borders.

Martha C. Gomez
Sr. Loan Consultant
NMLS # 253249
C 760-594-4727
F 619-566-4074
loansbymarthacgomez@gmail.com



Martha.Gomez@nafinc.com | naf.com/MarthaGomez
7676 Hazard Center Drive Suite 400
San Diego CA 92108

30 by 30
Financial Literacy
Campaign



Jonathan Pagtakhan | CA LH License: 0L93059
jpagtakhan.wfg@gmail.com | (619) 964-2327
wsbcampaign.com/jonathanpagtakhan

First Security Mortgage

Real Estate Loans & Trust Deed Investments
Since 1972

- Equity Based Real Estate Loans
- Hard Money Loans Made Easy
- Purchase / Refinance / Cash Out



Joy Parker
Broker Associate
DRE:01829323
NMLS:2223041
Cell: 619-920-4700
joy@1stsecuritymortgage.com

CONTENT THAT WORKS

AS HARD AS YOU DO!

PHOTO | VIDEO | AERIAL | + MORE

— MENTION THIS AD FOR **25% OFF** YOUR FIRST PROJECT —



— **GOLDEN LENS MEDIA** —



GET IN
TOUCH:



619-861-6202



goldenlensmedia.com





BY DAVID
CORNWELL
PHOTOS BY
BRANDON
PEASE-
LINKED
PREVIEW, LLC

Dawn Lewis and Shylia Hernandez may be mother and daughter and each a real estate star in their own right, but after talking with them for just a few minutes it becomes apparent that the two share the same heart.

It's also readily apparent that each has helped the other grow, and the Lewis Team of Real Brokerage thrive.

"She's a methodical thinker, carefully analyzing situations and sensing people's needs," Dawn says of her daughter. "This makes her an exceptional real estate agent."

Her innate ability to handle challenges with calmness and efficiency also helps make her a fantastic mother, Dawn says.

As for Shylia, she says, "One of the greatest lessons I've learned from my mom is that real estate is about people, trust, and doing the right thing. She is the best Realtor I know, not just for her expertise, but because she genuinely puts her clients first."

"She also taught me to pick my battles wisely," Shylia says. "Many aren't worth losing the war over," a lesson that's helped Shylia find creative ways to overcome problems and close deals so both buyer and seller are happy.

And there have been plenty of buyers and sellers walking away happy. Last year the Lewis Team closed \$37 million in volume across 40 transactions and has consistently achieved Circle of Excellence awards for small teams and individual sales.

That's not to say the road to success has always been smooth.

For Shylia, the challenges she's faced include being a young single mother as

she finished her bachelor's degree and built a real estate career.

"It wasn't always easy, but it taught me resilience, time management, and how to hustle while being the best Mom I could," she says.

For Dawn, challenges include stage 3 breast cancer, in remission for the past two years now.

"Cancer was a game-changer," Dawn says. "It put everything into perspective and showed me the incredible strength of my family, team, and clients."

"Even during chemo and radiation, I and my team continued to help families achieve homeownership and move forward in life. That the team never skipped a beat is something I am incredibly proud of, especially Shylia who stepped up in ways that make me beyond proud."

The Lewis Team is more than just a mother-daughter operation,

ALL IN THE *family*

DAWN LEWIS & SHYLIA HERNANDEZ



though, Dawn says. The team is a family affair.

While Dawn and Shylia work full-time with buyers and sellers, Dawn's Mom is licensed and helps with open houses while her dad, who is almost 80, helps put up signs and lockboxes. Husband Mike who is also an agent specializing in Military buyers also manages the teams marketing, while Shylia's husband Gabe does credit repair and handles open house signage.

"Even our grandkids help out where they can," Dawn says, perhaps already training the next generation of Lewis Team agents, including Shylia's

16-year-old daughter and her and her husband Gabe's 18-month-old daughter.

"Real estate kind of found me," Dawn says of her own career. Working in property management, she landed a job as a leasing agent for AG Spanos, one of the nation's largest apartment developers.

"I realized that many people were paying high rent when they could own a home for the same cost. Knowing I could help them build equity and financial stability was the spark. I got my real estate license and committed myself to helping people navigate the journey of buying and selling homes."

As for Shylia, she jokingly says her entry into real estate came as the result of child labor.

"When you're a teenager and your mom is a top Realtor, you're bound to be walking neighborhoods with open house flyers, stuffing envelopes, and entering leads into a database."

"Mom would even get some of my friends to come over to help and pay us with pizza," she says.

These days, Shylia says, "When I'm not selling real estate, I'm all about family time. And a lot of that time is spent cheering her oldest daughter on at games, meets and competitions for various sports.

"SHE ALSO TAUGHT ME
TO PICK MY BATTLES *wisely.*"



"FOR US, THIS ISN'T JUST ABOUT SELLING HOMES—IT'S ABOUT BUILDING A *legacy.*"

"We're always on the go, and I wouldn't have it any other way," she says.

Spending time with family is one of Dawn's favorite uses of free time as well, with time also devoted to canine welfare organizations such as Frosted Faces and A Way Home for Dogs.

Another of her and the family's favorite things to do is to escape to the Lewis' second home on Kona in Hawaii, a home that was key in her cancer recovery.

"Hawaii is my happy place," Dawn says. "Even during chemo, I'd schedule treatments to allow time in Hawaii to soak up the sun at Magic Sands Beach before flying back for my next session."

Dawn's battle with cancer also changed Shylia "and is still changing me as she fights through it," she says.

"It has given me a new level of resilience, perspective, and appreciation for what really matters. I see firsthand the kind of strength it takes to push forward when life throws its hardest punches—and I carry that lesson with me every day, both in business and in life."

"Growing up in the business, I saw firsthand how much impact a great agent can have on people's lives," she continues. "And I knew early on that this was what I wanted to do wasn't just about selling homes—it was about creating a legacy,



helping more people, and making our mark together."

Dawn's experience covers more than 35 years as an owner of multiple rental properties, Airbnb's, and apartment buildings in California and other states.

"I bring firsthand experience in owning and investing in real estate. And I understand the intricacies of purchasing, selling, and managing real estate as both an investor and an agent."

"We've seen every kind of market, handled every type of transaction, and through it all, we've grown stronger—not just as business partners, but as a team," she says of her daughter and herself.

"We push each other, we learn from each other, and we both bring something different to the table, which makes us even better at what we do. For us, this isn't just about selling homes—it's about building a legacy."

Most Coverage in California by far:

Arcadia
Burbank
Bay East
Bridge MLS (Bridge & Delta)
California Desert
Citrus Valley
Coastal Mendocino
Combined Los Angeles Westside
Conejo Simi Moorpark
Contra Costa
Greater Downey
East Valley
Fresno
Glendale
Greater Southern MLS
High Desert
Inglewood
Inland Valleys
Joshua Tree Gateway
Laguna
Madera

Malibu
Mariposa County
Merced County
Montebello District
Monterey County
Newport Beach
North San Diego County
North San Luis Obispo County
Orange County
Oroville
Pacific Southwest
Pacific West
Palm Springs
Palos Verdes Peninsula
Paradise
Pasadena-Foothills
Pismo Coast
Rancho Southeast
Rim O' the World
San Benito County
San Diego

San Luis Obispo Coastal
San Mateo
Santa Clara
Santa Cruz
Sierra North Valley
Silicon Valley
South Bay
Southland Regional
Southwest Los Angeles
Southwest Riverside County
The Inland Gateway
Tri-Counties
Ventura County Coastal
West San Gabriel Valley

ADDITIONAL SERVICE AREAS

Pursuant to NAR's MLS of Choice policy, some ZIP codes in these regions are considered part of CRMLS's service area based on current listing volume. CRMLS users doing business in these areas must enter listings into CRMLS, or submit a Seller Exclusion Form

Big Bear - 92315
Big Bear City - 92314 & 92386
California City - 93504 & 93505
Fawnskin - 92333 Mt Baldy - 91759

You Get "MORE" With MorrisOn!

- We perform thorough, detailed home inspections, with the following additional services offered:
- pool inspections, sewer lateral scoping, mold testing
- Drone roof inspections and thermal imaging are included in every inspection at no additional cost
- Detailed, comprehensive, narrative style inspection reports provided the SAME DAY!
- Customer service is our top priority - **we go above and beyond in every inspection**

MorrisOn
Property Inspections

America's premier property inspection company

Call/text for easy scheduling! 619-672-7951

SUPER

Home Warranty. Reinvented.

Tired of sub-par contractors?
Super only uses 4 & 5
Star Contractors!

Broken Appliance

Broken System

Maintenance

Our app is in the palm of your hand!

Leslie Grillon
936-499-6088
hellosuper.com
leslie@hellosuper.com

30 • May 2025

Metro South San Diego Real Producers • 31

AROUND TOWN

METRO SOUTH SAN DIEGO

REAL PRODUCERS.
PACIFIC SOUTHWEST
ASSOCIATION OF REALTORS

YPN'S HIP HOP BINGO! PHOTOS BY AMANDA RENZI



HOW TOP AGENTS USE LUXURY AIRBNB'S TO IMPRESS

- Seamless Relocations – Offer clients a high-end stay while they house hunt
- Neighborhood Test Drive – Help clients feel at home before they buy
- Exclusive Client Experiences – Host private events or appreciation stays
- Unforgettable Closing Gifts – Surprise clients with a gift card to a luxury beachfront getaway

SPECIAL PROMO CODE Contact us for customized code to use on your social media channels to offer added value to your new and existing clients







Ocean Oasis | Mission Beach Luxury Rentals  OceanOasisSD.com  OceanOasisSD@outlook.com

MAKE IT A WIN-WIN SOLUTION:

SECURE CASH OFFERS FOR YOUR CLIENT



YOUR TRUSTED LOCAL INVESTOR PARTNER
(619) 603-0915
 @RENOVATESANDIEGOLL



THE CARVER TEAM

Lender4U

Your trusted partner and advocate when obtaining the best mortgage loan for your needs.

Whether you're buying or selling, refinancing, or building a home, you need a specialist who has your best interest in mind. Cristen Carver is excited to offer her extensive experience and knowledge to explore your financing.





Cristen Carver
Lender4U - Cristen Carver NMLS #256000
Barrett Financial Group, LLC | Corp NMLS #181106
 9320 Fuerte Dr Suite 100, La Mesa, CA 91941
 (619) 993-9623 | Fax (800) 385-3630
 ccarver@barrettfinancial.com

SAVE THE DATE!

“Spring Par Tee”

MAY 15, 2025

Our Spring Par Tee will be at the OB Surf Lodge! Parr's Mini Golf will be bringing their 9-hole mobile mini golf course, our favorite DJ Agent Lina Saba will be playing some tunes, and we will enjoy food and drinks from the OB Surf Lodge! We are looking for teams of 4 to play for our 1st Metro South Mini Golf Trophy! Call Cathy at 858-735-8026 for more details. Mark your calendar today!



YOUR ELITE TITLE TEAM

RESIDENTIAL • COMMERCIAL • PURCHASE • REFINANCE

With over 90 years of combined experience in the title industry, we have the knowledge and experience you need in a business partner.

We are committed to providing excellent customer service and cutting-edge technology.



“CARING IS OUR
COMPETITIVE EDGE”

COREENA MULLOY
Sales Executive
(619) 567-9277
Coreena.Mulloy@ticortitle.com

TONY SANTIAGO
Senior Sales Executive
(619) 410.7917
Tony.Santiago@ticortitle.com

SANDRA BANTEIR
Sales Executive
(619) 890.5553
Sandra.Banteir@ticortitle.com

JOSE MELARA
Senior Sales Executive
(619) 495.7605
Jose.Melara@ticortitle.com



We're your neighborhood title team.



First American Title™

When choosing who to handle your real estate transaction, consider First American Title. We are a local team backed by a Fortune 500® national title company who's been an industry leader for over 130 years.

For Security. For Convenience. For Simplicity. For You.



Angie West 619.733.4667 · awest@firstam.com
Jay Norris 619.884.0766 · jnorris@firstam.com
Lina Gorinstein 619.980.2414 · lgorinstein@firstam.com
TeamFirstAm@firstam.com | www.TeamFirstAm.com

©2025 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAF