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26 Toast to the
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Cover photos courtesy of Tony Lattimore Photography.

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2024

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HERE'S WHAT SOUTH OC'S TOP 500 AGENTS SOLD...



SALES VOLUME

\$18.3 B

10,095

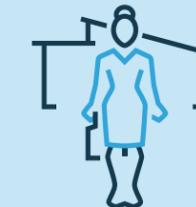


TOTAL TRANSACTIONS



LISTING SIDE TRANSACTIONS

6,536



BUYING SIDE TRANSACTIONS

3,559



AVERAGE SALES VOLUME PER AGENT

\$36.5 M



AVERAGE TRANSACTIONS PER AGENT

20

*Information is based on residential sales in 2024 in South Orange County by the top 500 producing agents by total sales volume.

Meet the Team



Michele Kader
Owner/Publisher
949-280-3245
michele.kader@n2co.com



Danika Pictor
Director of Operations
& Marketing



Ellen Buchanan
Editor



Jena Cool
Ad Strategist



Dave Danielson
Writer



Jenny McMasters
Photographer



Yaneck Wasiek
Photographer



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Katie DiCaprio
Chief Marketing/
Operations Officer
949.303.0515
Katie@cornerescrow.com



JC Southwell
Account Executive
949.324.5251
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Photo by Tony Lattimore Photography

Getting to Know You

"Therefore encourage one another and build each other up, just as in fact you are doing." —1 Thessalonians 5:11 (NIV)

Dear Real Producers of South OC,

What a fantastic way to kick off the year—our Toast to the Top 500 event at Marbella Country Club in late March was a night to remember! We loved welcoming so many new faces, especially agents who joined the South OC Top 500 for the very first time. Congratulations to all!

We're already looking forward to reconnecting at our Spring Soirée on May 19th! If you haven't RSVP'd yet, there's still time—just scan the QR code to reserve your spot. These gatherings are more than celebrations—they're meaningful opportunities to build relationships within our incredible community.

Whether you've been with us since the beginning or you're just getting started, I'd love the chance to connect with you personally. Let's chat about your journey and explore the possibility of featuring your story in an upcoming issue. We are endlessly grateful to all the agents who have shared their experiences with us over the years. With each story, we hope you gain something insightful—and at the very least, recognize a few more friendly faces at our next event.

Agents, don't be shy—give me a call or text at **(949) 280-3245**. Let's make time to connect.

Wishing a heartfelt Happy Mother's Day to all the amazing moms in our *Real Producers* community. You are truly inspiring!

Warmly,

Michele Kader
Owner/Publisher
South OC Real Producers
949-280-3245
michele.kader@n2co.com



Scan to RSVP for the Spring Soirée – May 19th

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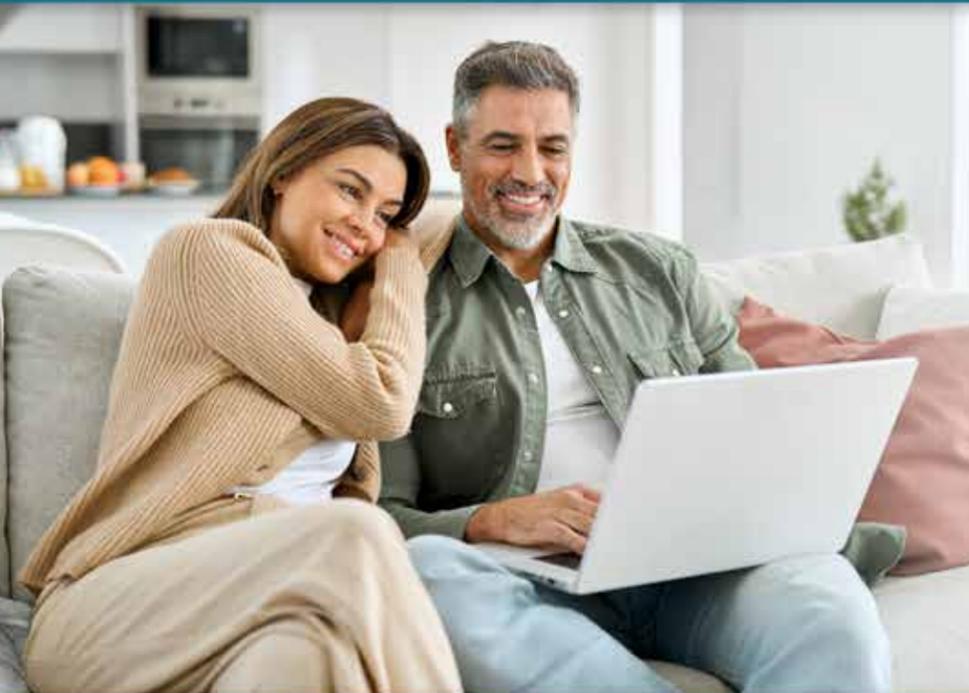


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Save Your Spot Now! RSVP today to join us for an evening of celebration, networking, and springtime elegance!

Dress Code

This event will take place outdoors, so be sure to check the weather and dress accordingly for an evening of mingling, celebration, and great company.



SAVE THE DATE SECOND ANNUAL AWARDS GALA

**SUNDAY, OCTOBER 6, 2025
5–8 PM
MARBELLA COUNTRY CLUB**

dining, exceptional company, and well-deserved recognition.

Dress Code: Formal / Black Tie

2025 Awards

Award categories will be announced soon, and nominations open in our upcoming issue—stay tuned!

Mark your calendars for an unforgettable evening of recognition, celebration, and elegance at the Second Annual Real Producers Awards Gala! This is our night to honor the outstanding professionals who are shaping the future—awards will be presented for the best in the business!

Special Thanks to Our Platinum Sponsors:

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Set against the stunning backdrop of Marbella Country Club, the gala will feature an elevated experience with fine

Registration details coming soon!

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SPECIAL EVENTS



BOWLING

FOR A CAUSE

Lucky Strike Ladera Ranch Event to Benefit the Chris Smith Foundation
March 12, 2025

PHOTOS BY TONY LATTIMORE PHOTOGRAPHY

Giving Back to Families and Children: A Community Rallying Together

Thank you to everyone who joined us at Lucky Strike Ladera Ranch on March 12th for our first fundraising event benefiting The Chris Smith Foundation. This special event brought together individuals from all walks of life, united by a common purpose: to support children's charities, scholarships for aspiring mortgage professionals, and family-focused organizations that are making a real difference in our community.

We are proud to announce that thanks to your generous contributions, we raised \$12,300 to help launch the Foundation. These funds will directly support causes that improve lives and empower families, with a particular focus on helping children and those in need of a helping hand to achieve their dreams. This is just the beginning, and we are excited about the future of this community-driven effort.



A heartfelt thank-you goes to **Lucky Strike Ladera Ranch** for hosting us, as well as to **AIM Printing** in Laguna Niguel, **Rick Floyd**, **Shea Tackman**, and **Ashley Taylor** for their steadfast support. Special thanks to the following partners who have also supported and donated to launch the Foundation: **Nathan Schwimmer**, **Sabina Adamski**, **Hallie Packard**, **JJ Mazzo**, **Leigh McMahon**, **Gabriella Ruff**, **Jerry Stonger**, **Katie DiCaprio**, and **Daphne Alt**. We couldn't do it without you.

We invite you to join us in this mission to create a lasting impact. To learn more

about how you can contribute or to donate to our GoFundMe campaign for The Chris Smith Foundation, please scan the QR code or reach out to *South OC Real Producers* Publisher Michele Kader at 949-280-3245.



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The Power of *Yes*



Photo by Jenny McMasters

Leigh MCMAHON

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BY DAVE DANIELSON

Leigh McMahon has built a reputation as a mortgage broker who doesn't take "no" for an answer. Her career, which began by accident in 2002 alongside her father, has since evolved into a lifelong mission: to help people achieve their homeownership dreams through creative solutions and unwavering dedication ... all the while, focusing on the power of "yes" and finding solutions for those she serves.

A Career Built on Passion and Problem-Solving
Leigh's background in regulatory compliance

provided her with a solid foundation for the complexities of the mortgage industry. However, it was her innate ability to find solutions where others saw roadblocks that set her apart.

"My motto is "Think Yes," Leigh says. "Too often, people are told no. My job is to explore every creative strategy to figure it out. I'm here to make things happen, not to close the door before we even try."

This philosophy has fueled her success, allowing her to help countless individuals and families

secure financing even in challenging situations.

Loving the Business, Building Relationships
One of the aspects Leigh loves most about her career is the ever-changing nature of the mortgage industry.

"You can start the day with a plan, but things will inevitably shift," she says. "That's what keeps it exciting. Every client brings a unique situation, and I enjoy the challenge of finding the best solution for them."

Beyond her clients, Leigh understands the importance

of collaboration with real estate agents. She firmly believes that agents and mortgage brokers must work hand in hand to ensure a seamless experience for borrowers.

"Without agents, there wouldn't be borrowers," she explains. "I focus on supporting their growth by offering marketing tools that help them close deals. It's a partnership, and I take pride in being a resource for them."

Advocacy and Education: Elevating the Industry
Leigh's commitment to financial literacy extends

beyond her day-to-day work. She serves on the board of the California Association of Mortgage Professionals (CAMP), an organization dedicated to advocating for ethical lending practices and consumer education.

“My motto is
Think Yes.
Too often, people are told no.”

“We’re planning an incredible summer conference that will bring together industry leaders to discuss the future of mortgage lending,” she says. “Education is key, and I’m always learning and growing alongside my clients and colleagues.”

Delivering a Rolls Royce Experience in Mortgage Lending

For Leigh, providing top-tier service is non-negotiable. She describes her approach as the “Rolls Royce” of mortgage lending—offering transparency, efficiency, and personalized solutions.

“My communication style is direct and transparent,” she says. “It’s always about



Leigh McMahon, a seasoned mortgage broker with United American Mortgage. (Photo by Jenny McMasters)



Photo by Jenny McMasters

finding solutions and making the process as smooth as possible. In some cases, I can even remove contingencies to speed up the transaction.”

Her expertise in VA loans is another point of pride. As a military-certified lender and direct lender with the VA, she has a deep understanding of the unique challenges and opportunities that come with securing financing for veterans.

“VA loans are my favorite,” Leigh says. “It’s an honor to serve those who have served our country, and I make sure they get the best possible loan options available.”

A Team Effort

While Leigh’s dedication is evident, she is quick to credit her team for their contributions.

“I wouldn’t be able to do what I do without my team,” she acknowledges. “From processors to loan officer assistants, they are the backbone of my business. We work together to educate agents, streamline the process, and ensure the best outcomes for our clients.”

Family First: The Driving Force Behind Her Success

At the heart of Leigh’s drive is her family. Her two children, Pierce and Jade, are her greatest motivation.

“They inspire me every day,” she says proudly. “Pierce started his own social media company at 16 and now plays rugby at UCLA. Jade is an outstanding basketball player. She just won Player of the Year for all CIF-SS and I can’t wait to see where she goes. They both carry the



Leigh McMahon (center) with her children, Pierce (left) and Jade (right). (Photo by Joe Morris)



Photo by Joe Morris

same “Think Yes” mindset, and I love watching them grow into determined, unstoppable individuals.”

Outside of work, Leigh embraces an active lifestyle. She enjoys hot yoga, salsa dancing, and pickleball, all of which help her maintain balance in her busy life. One of her favorite traditions is the weekly Sunday homemade dinner with her kids, where they experiment with new recipes and enjoy quality time together.

A Legacy of Service and Commitment

When asked how she wants to be remembered, Leigh’s response is clear: “I want to be known as Superwoman—the person who did everything she said she was going to do,” she says. “I’m here to be my clients’ loan officer for life. Nothing makes me happier than helping a couple buy their first home, then later working with them again when they’re growing their family and need a bigger space. My goal is to set them up for long-term success.”

Leigh McMahon’s dedication to her clients, her industry, and her family is evident in everything she does...with a positive mindset that begins with “yes.”

For more information on how Leigh McMahon and United American Mortgage can help you and your clients, call (949) 239-4252 or email Leigh@uamco.com.



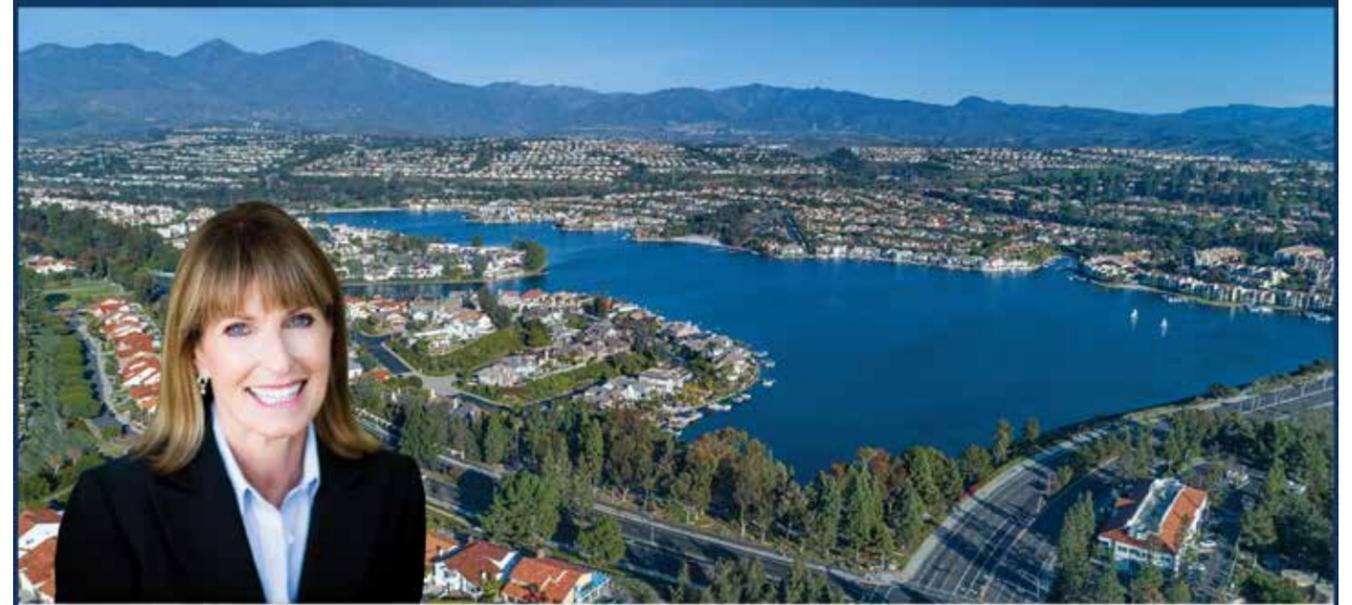
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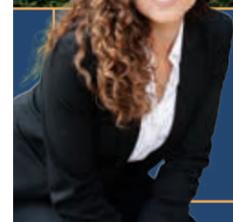
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March 27, 2025
Marbella Country Club

On March 27, 2025, we gathered at the beautiful Marbella Country Club for our first networking event of the year—Toast to the Top 500. This special evening brought together the best in real estate, celebrating 2025's Top 500 honorees. With a mix of new faces and returning top producers, the event was the perfect way to kick off another year of excellence and connections in the industry.

Check out the highlights from the night!

For information on all South OC Real Producers events, please email ocrealproducers@n2co.com.





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