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This section has been created to give you easier access when searching for a trusted real estate affiliate. All of these businesses have been recommended by other top agents in our great city. 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! If you are interested in becoming a preferred vendor, please reach out to us at [jason.smith@n2co.com](mailto:jason.smith@n2co.com).

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# WHAT DOES IT MEAN TO BE A REAL PRODUCER?



Every month, we spotlight the top real estate professionals in San Antonio—not just for what they sell, but for *who they are* and how they operate.

At first glance, the difference between a real estate agent and a Real Producer might seem like production volume. And yes, numbers matter—every Real Producer is in the top 1% of our market. But the truth is, it goes deeper than deals closed or awards won.

Real Producers stand out because of their **mindset, habits, and how they lead.**

They're the ones who think long-term. They understand this business isn't just about transactions—it's about relationships. They know that trust is built over time, that referrals come from reputation, and that the next generation of success comes from how you show up when no one's watching.

They work *on* their business, not just *in* it. While others are chasing leads, they're building systems.

While others are reactive, they're strategic. Their calendar reflects their priorities: time for relationships, time for personal growth, and time for consistent execution.

They show up early. Follow up relentlessly. Keep promises. And they never stop learning.

But perhaps most importantly, Real Producers are collaborative. They don't view other agents as competition—they view them as colleagues. They understand that rising tides lift all boats. Many of the top agents we feature are the same ones who mentor others, host masterminds, or give generously behind the scenes.

Their success isn't loud—but it's *consistent.*

They don't buy their way into this magazine. There's no pay-to-play, no application, and no shortcut to the cover. You can't fake respect in this industry. You can't fake referrals. You can't fake leadership. You either earned it—or you didn't.



And that's why agents *read* Real Producers. That's why they *want* to be featured. Because this platform is reserved for those who truly operate at the highest level—not just in production, but in how they lead, serve, and live.

So if you're one of those agents who keeps pushing the envelope... who's working on their craft... who's building a business rooted in integrity and fueled by relationships—you're *in the right place.*

Whether this month's story features you or inspires you, I hope it reminds you that you're not just building a real estate career—you're building a legacy.

We see you. We honor your grind. And we're proud to tell your story.

—  
**Jason Smith**  
Publisher, *San Antonio Real Producers*

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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**

# Andrea BARTON



Andrea Barton isn't the type to test the waters or give anything less than her all. She's a woman of determination, passion, and vision. Though she officially entered the real estate industry in 2023, her journey began long before, shaped by family influences, leadership roles, and a commitment to excellence.

Born in Fort Bragg, North Carolina, and raised in Edinburg in the Rio Grande Valley of South Texas, Andrea was surrounded by powerful examples of service and leadership. Her mother serves as an elementary school principal, her father modeled discipline and perseverance through his years in the Army's 82nd Airborne Division and as a Group Supervisory Special Agent with Homeland Security Investigations (HSI), a division of ICE. "My parents' leadership roles shaped me from a young age and instilled in me that education wasn't just important—it was essential," Andrea reflects.

At just four years old, Andrea remembers accompanying her dad as he built homes, carefully shaping wood into spaces where families could grow. "That early exposure to craftsmanship and homebuilding planted a seed in me that never really went away," she shares. At age seventeen, Andrea moved to San Antonio to attend college, earning a Bachelor of Science in Interdisciplinary Studies from Texas A&M University-San Antonio and shortly after a Master of Science in Organizational Leadership from Our Lady of the Lake University. "That foundation guided me through different industries—oil and gas, healthcare, and now real estate—and each chapter sharpened my ability to adapt, lead, and serve others."

Her career trajectory reflects that balance of education and leadership. In oil and gas, Andrea was a Quality Assurance Manager, where she led teams with a focus on precision, safety, process, and compliance. Later, she advanced to Chief Operating Officer in the healthcare industry, overseeing strategy, operations, and people while learning how to balance compassion with tough decision-making. "Oil and



gas taught me precision, healthcare taught me compassion, and my graduate studies taught me the value of vision and leadership," she explains. "In real estate, I lean on all of that—whether I'm negotiating a contract, analyzing a market, or comforting a client through the stress of a big move. I approach every situation with a balance of strategy and heart."

That combination of strategy and heart has become Andrea's signature

in real estate. Integrity, empathy, and determination define her approach. "Integrity is the foundation of my business," she says. "Clients know they can trust me to act in their best interest. Empathy allows me to connect with people and truly listen, and determination keeps me moving forward no matter the challenges."

Rather than entering the industry cautiously, Andrea hit the ground running. She invested in education



**“For me, being part of this community means more than selling homes—it’s about helping people find their place in a city that offers connection, culture, and a true sense of belonging.”**

and professional development, earning multiple designations that reflect her dedication to excellence: GRI, SRS, ABR, MRP, PSA, RENE, NHC, SRES, CFSP, Ninja Selling Installation Graduate, C2EX Endorsement, and CLHMS Luxury designation. She is also a Zillow Premier Agent, a current applicant for

the Platinum Top 50 Realtors of San Antonio, and was recently featured on the cover of Prestige Living Magazine, distributed to twelve of Austin’s most distinguished country clubs. “For me, it’s about ensuring I bring not only passion, but expertise to every client experience,” she emphasizes.

Equally important to Andrea is giving back. Inspired by her family’s legacy of service, she proudly affiliates with Homes for Heroes, an organization founded after 9/11 to give back to firefighters, EMS, law enforcement, military, healthcare professionals, and educators. “It’s near and dear to my heart because it allows me to combine my professional expertise with my values and serve those who serve us.”



For Andrea, the most rewarding part of her work is simple yet profound: the joy on her clients’ faces. “I’ll never forget the look on a first-time buyer’s face when I hand them their keys, or the relief of a seller who knows they’re moving forward with confidence,” she says warmly. “Those moments are worth more than any accolade. They remind me why I chose this path—to help people achieve their dreams.”

And while Andrea is proud of her accomplishments, her heart remains tied to the city she calls home. San Antonio, she says, is unique in its ability to blend heritage and progress. “What I appreciate most is the deep sense of community you feel in every corner. People here carry a genuine pride in where they live, and that pride shows up in traditions, cultural celebrations, and the way neighbors support one another. For me, being part of this community means more than selling homes—it’s about helping people find their place in a city that offers connection, culture, and a true sense of belonging.”

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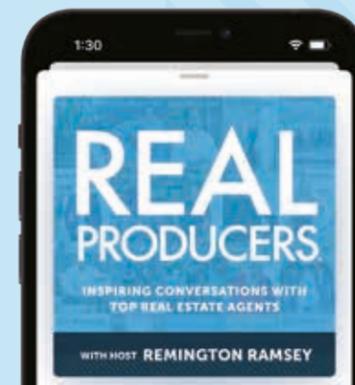
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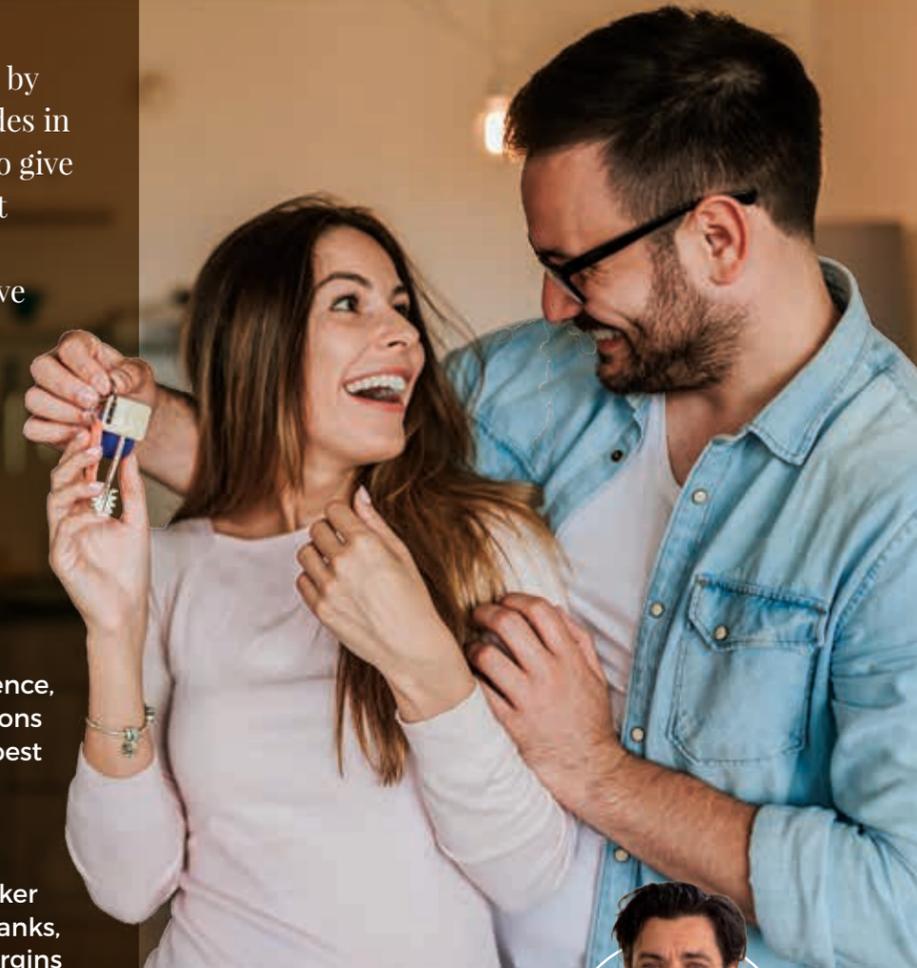
### MORTGAGE MINUTE

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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Broker/Owner

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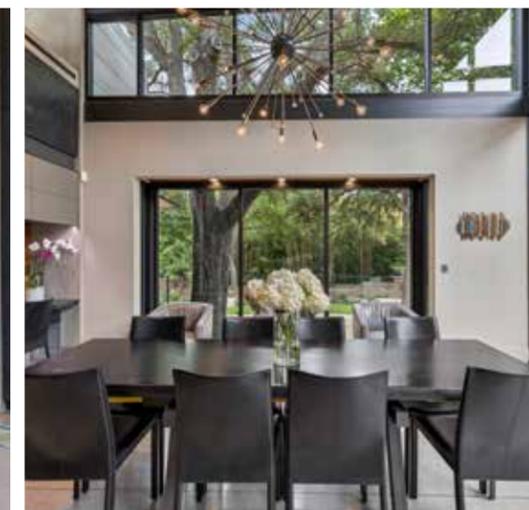
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# THE GOLD STANDARD

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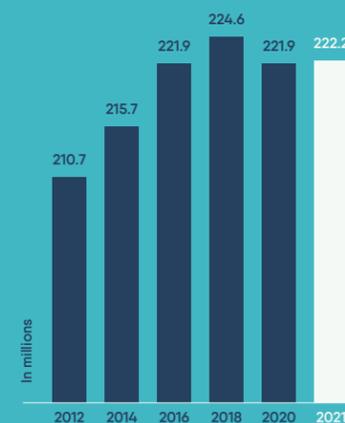


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# PRINT PREVAILS.

### MYTH 1

“Magazines are a dying industry.”



Total number of adults 18+ who read magazines 2012-2021

### BUSTED

Magazines are not only staying alive, but thriving.

In fact, 122 magazine titles launched in 2021, up from 60 in 2020.

Source: MRI-Simmons, Fall 2012-2021

### MYTH 2

“With no CTA button or link, readers can't act on magazine ads.”



Any Action taken **76%**

### BUSTED

3 out of 4 magazine readers who see an ad take action.

Source: MRI-Simmons, Starch Advertising Research, January-December 2021





# What is San Antonio Real Producers All About?

**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 is 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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<b>WEDNESDAY</b>	MASTERY - Mastery How to Keep Your Money
<b>THURSDAY</b>	MASTERY - How to Build Wealth
<b>FRIDAY</b>	MASTERY - How to Build Legacy

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Ed past speaking event includes WREIA, SABOR, PREMIER REALTY, DJE MultiFamily, Smart Wealth Investing, Money Concepts, AND OTHER EVENTS THOUGHTOUT TEXAS. Currently now with ZOOMs — GoSeeEducation Series now Monday-Friday over 520 Education zoom shows for clients and new clients.

**AI Transformation at Guerrero CPA**

Guerrero CPA uses Artificial Intelligence to automate tax preparation process, power our marketing, and enhance our education channel. Our AI-driven knowledge base gives clients fast, accurate answers to tax and financial questions. This technology fuels our 21% annual growth and ensures clients receive smarter, faster service—plus reliable education and support every step of the way.



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