

INLAND EMPIRE

SEPTEMBER 2025

REAL PRODUCERS[®]

A portrait of Kris Hansen, a man with a beard and tattoos, wearing a dark green polo shirt, sitting at a table with his hands clasped. He is smiling at the camera. The background shows a modern interior with large windows and a chandelier.

Kris
Hansen

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When you meet Arianna Gomez, you know it within minutes — this woman gets things done. She's the kind of agent who will be answering calls at 6 a.m. if that's what it takes to move a deal forward. A bull in a china shop, sure, but one who moves with care, heart, and an unstoppable drive to protect her clients.

Then you meet her mom, Lisa Andre, and it all makes sense. For more than 30 years, Lisa has been one of Riverside County's most trusted Realtors®. Her clients aren't just loyal — they're fiercely loyal. If Lisa gives advice, they follow it. That kind of respect doesn't happen by accident. It's built over decades of listening, showing up, and treating every client like they're the only one.

Lisa Andre & Associates has always been a family-run, relationship-first business, serving Riverside, Corona, Norco, Moreno Valley, Canyon Lake, and beyond. Now, with Arianna officially in the business, they've blended two worlds: Lisa's old-school, relationship-driven approach and Arianna's new-school energy, marketing savvy, and social media reach.

I love and respect these two women individually, and they are a dynamic powerhouse together.



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My Grandma always said, "If you cook, they will come." She was right. Sundays are my reset button. I spend 6–8 hours cooking for the week, planning a full dinner menu, and stocking the kitchen (because teenagers + empty fridge = trouble).

That's how "L&J's Hangry Kitchen" started—Lara & Jon's weekly menu that goes straight to our family chat. AI even helps me pick sides and create a farmhouse-style menu, just for fun. This routine guarantees that, no matter how hectic work gets, I'm at the table each night with my husband and kids—sharing a home-cooked meal, laughing, and connecting. Cooking is my way of showing love.



In business, I bring the same approach: plan ahead, prepare well, and make space for what matters most.....relationships.

This Week's Menu

Sunday – Slow-Roasted Forty Clove Garlic Chicken | Crisp Brussels Sprouts

Monday – Pan-Seared Tilapia with Lemon Herb Finish | Sweet Roasted Corn Soup

Tuesday – Hearty Homestyle Chili | Tex-Mex Chopped Salad

Wednesday – Almond-Crusted Chicken | Roasted Garden Squash

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12 Kris Hansen
COVER STORY

If you are interested in nominating people for certain stories, please email us at:emailgoeshere@n2co.com



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WRITTEN BY
TERRINA RUSSELL
PHOTOGRAPHY
BY MARISSA
MCCUTCHAN

Kris HANSEN

It wasn't a lifelong dream or a strategic plan that led Kris Hansen to real estate, it was resilience.

When the market crashed in 2008, Kris found himself at a crossroads. After 12 years as Vice President at Weekend Warrior Trailers, overseeing 1,800 employees, the sudden downturn cost him his job and changed the trajectory of his life. Rather than slow down, Kris cashed in everything he owned and dove headfirst into the real estate market, buying, flipping, and remodeling homes purchased at trustee sale auctions.

What started as survival quickly became something more. "The freedom and flexibility this career offered was life-changing," Kris says. "But I also realized this job doesn't take days off. It's 24/7/365." And that's exactly how he operates. Kris built his business, Kris Hansen Real Estate, affiliated with Coldwell Banker, on availability, hustle, and an instinct for seeing what others might miss.

His work ethic, magnetic personality, and hunger for the next challenge are what clients notice right away. Whether it's a first-time home buyer or a seasoned investor, Kris shows up. Always. "I don't miss calls. I don't turn down opportunities. I know every angle of this business from

the ground up, new builds to flips, to long-term investment holds."

He's the kind of agent who doesn't just sell homes, he understands how they're built. His hands-on experience in construction, remodeling, and investment properties gives him an edge that many agents can't offer. That full-spectrum knowledge helps clients not only buy and sell but truly see the potential in a property, and avoid costly pitfalls.

Today, Kris's life is a blend of relentless professional drive and a deeply rooted love for his family. When he's not closing deals, he's often found on the lake in Havasu with his wife Shelby, adult children McKenna and Kai, and his grandson Remi. The Hansens split their time between Southern California and Lake Havasu, where they're currently building spec homes, and even their personal dream home, in the new Havasu Riviera community.

Shelby, who manages Kris's social media, describes her husband's brand perfectly: "Authentic. What you see is what you get. He's usually in boardshorts and a T-shirt. He's honest, aggressive when it matters, and he genuinely loves the relationships he builds with clients. When others can't or won't, Kris will."

His approach to business is as straightforward as his

wardrobe: show up, do the work, treat people right. He doesn't rely on cold calls or flashy ads. His business is fueled by word of mouth, repeat clients, and referrals, a testament to the trust he's earned.

In five years, Kris sees himself doubling his current production. But don't expect him to change much. He's not big on giving advice because, as he says with a smile, "What I do works for me, and not everyone else." His keys to success are simple: be available, know your stuff, and treat every deal like it's the most important one you've ever handled.

And at the end of the day? It's not just about the properties. It's about people. That's what keeps Kris passionate, every client, every challenge, every chance to make someone's dream happen.

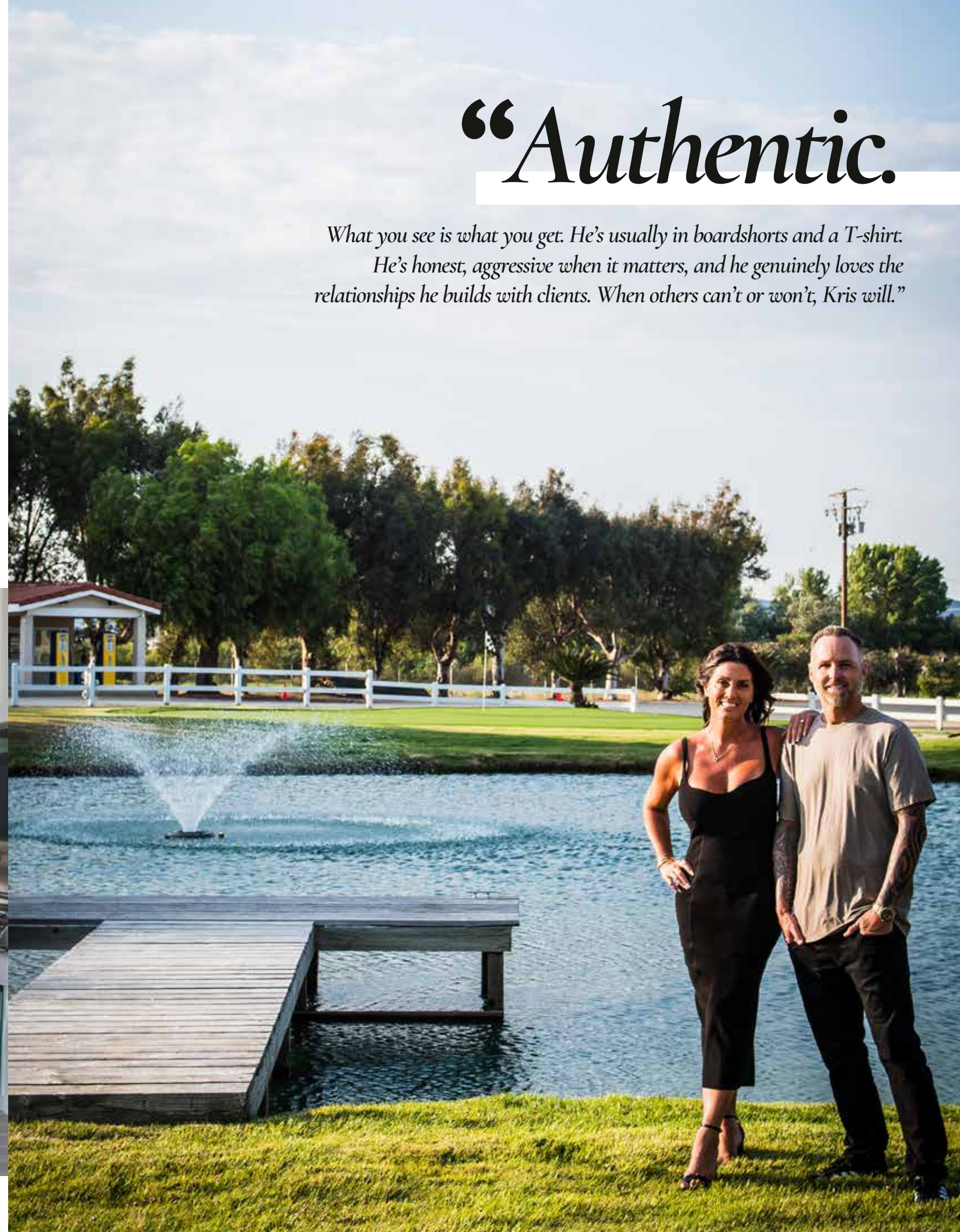
It's people like Kris who keep real estate thriving, not just through transactions, but through trust. When you are dealing with one of the biggest financial decisions of someone's life, it's never just a job. It's a buyer's hopes, dreams, and future wrapped up in one address. Kris understands that. He treats every client's journey like it matters, because to him, it does. That authenticity, drive, and deep respect for what's at stake are exactly what makes Kris Hansen more than just an agent. He's a hope dealer.





“Authentic.”

*What you see is what you get. He’s usually in boardshorts and a T-shirt.
He’s honest, aggressive when it matters, and he genuinely loves the
relationships he builds with clients. When others can’t or won’t, Kris will.”*



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95ONE

WRITTEN BY TERRINA RUSSELL
PHOTOGRAPHY BY MARISSA MCCUTCHAN

HAULING KAI HANSEN

At just 16 years old, most teens are juggling school, part-time jobs, and maybe thinking about their next step. But for Kai Hansen, the next step was already in motion. Now the Owner & Operator of 95ONE Hauling, Hansen didn't wait for an opportunity, he created it.

What makes Kai different in an industry filled with weekend warriors and unreliable operators is how early, and how seriously, he took the business. While his peers were navigating high school, Kai was building a brand based on hustle, trust, and an unwavering commitment to doing the job right.

"I've always been hands-on," he says. "Starting 95ONE Hauling gave me a way to

earn money, stay active and build something from the ground up." That drive is more than talk, his calendar books up weeks in advance, a direct result of consistent referrals and a growing fan base of repeat clients.

Where others may specialize in "junk," Kai hauls it all - furniture, debris, appliances, yard waste, construction leftovers, and more. But it's not just the hauling that sets him apart. It's the standard. "I don't cut corners," he says. "I show up, communicate, and get the job done right. People know they can count on me."

That reputation, reliable, hardworking, and real, has turned 95ONE Hauling into more than a junk removal company. It's a trusted

service for homeowners, real estate agents, and property managers looking for someone who doesn't just show up but follows through. And as his business grows, so do his ambitions. In five years, Kai sees himself expanding into multiple cities, adding trucks, and even investing in real estate to support his operations.

Kai's approach is strategic, but it's also deeply personal. Raised in an entrepreneurial family (his dad is Top 25 agent Kris Hansen), he learned early what it means to earn trust, manage time wisely, and run a business with integrity.

"Helping with my family's businesses gave me a head start," he explains. "It taught me how to stay organized,

communicate, and hustle, all things that helped me launch my own company."

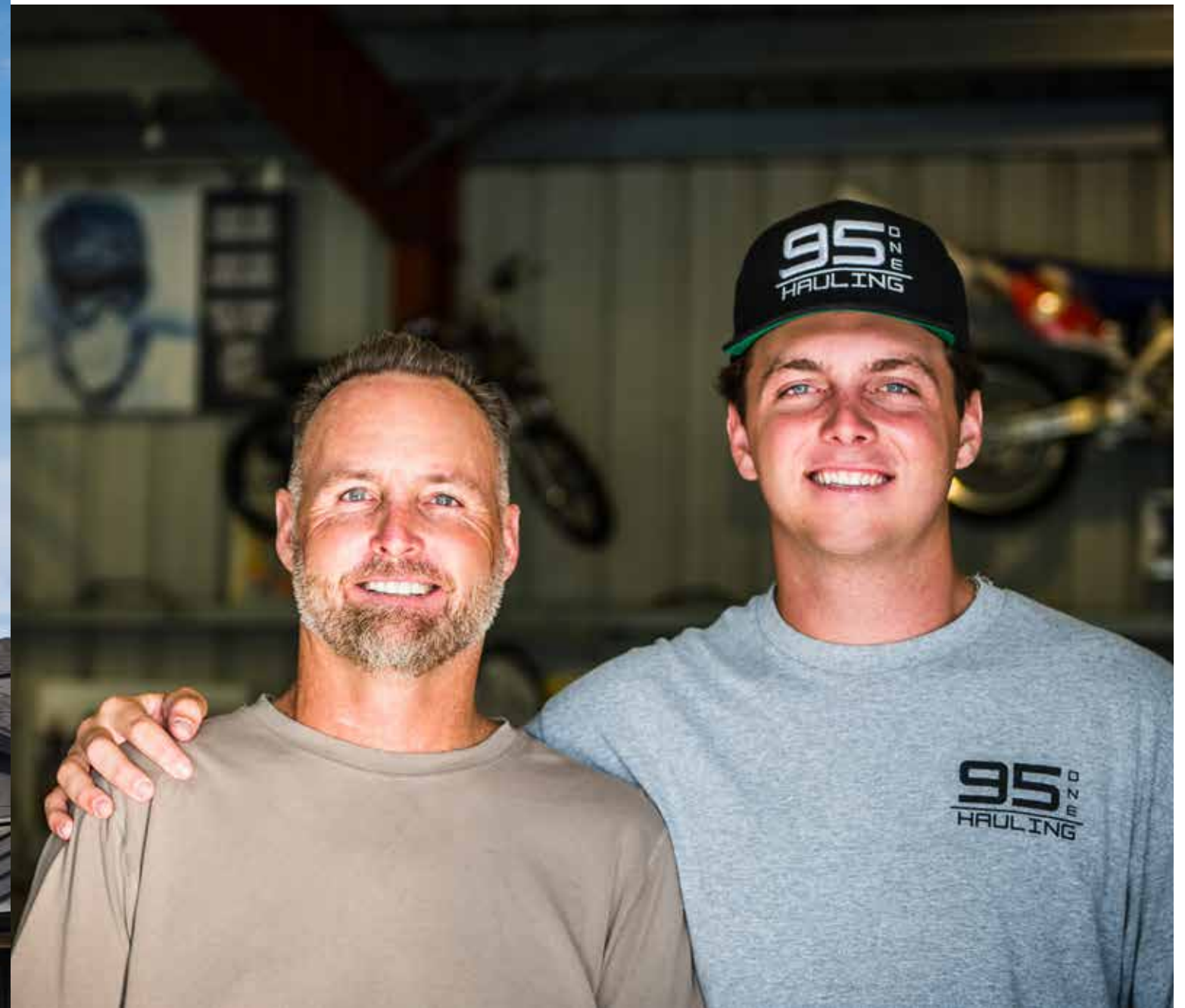
It's no surprise that clients feel a genuine connection with him. He's not just there to haul something away, he's showing up with purpose and pride. His brand is built on human connection just as much as it is on physical labor. "Treating people right matters," Kai says. "Customers remember that. And they tell other people, too."

And that word-of-mouth has been powerful. Kai keeps a steady stream of business coming through Facebook, Instagram (@95onehauling), and community referrals. His straightforward, honest approach is a breath of fresh air in an



“

I DON'T CUT CORNERS. I SHOW UP,
COMMUNICATE, AND GET THE JOB DONE RIGHT.
PEOPLE KNOW THEY CAN COUNT ON ME.”



Kai with his dad, Kris Hansen, Top 25 realtor and September Cover.

industry where reliability isn't always a given.

He's also quietly generous with his time, often helping people in the community who need it most. From local cleanup efforts to lending a hand to those who can't afford full services, Kai believes in doing good whenever he can. "It always feels good to help someone out," he says. "I've done jobs where I knew the person

needed the help more than I needed the paycheck."

Outside of work, Kai's passion shifts from hauling trucks to horsepower. A self-professed car enthusiast, he spends his downtime modifying vehicles, attending car shows, and enjoying time on the water. "Boating and traveling give me balance," he says. "And of course, spending time with my family keeps me grounded."

As real estate professionals know, curb appeal and clean spaces make all the difference in a sale. Having a go-to hauling partner who is responsive, professional, and thorough can elevate a client's experience, and that's where 95ONE Hauling comes in. Whether it's prepping a property for listing or clearing out after a sale, Kai makes it easier for agents and homeowners to focus on what matters most.

At the end of the day, Kai Hansen isn't just building a business, he's building a reputation. One truckload at a time.

"I'M PROUD OF HOW FAR I'VE COME AND THANKFUL FOR THE SUPPORT," HE SAYS. "WE'RE JUST GETTING STARTED."



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Realty Masters & Associates



JOE WOGOMAN

Joe Wogoman doesn't just build brokerages, he builds environments where people feel seen, supported, and equipped to thrive. His work isn't about chasing numbers or climbing ranks; it's about crafting a space where real estate professionals can grow into their full potential. With nearly 30 years of experience and a heart rooted in servant leadership, Joe's mission has always been clear: show up for people, invest in their success, and never lose sight of the human side of the business.

WRITTEN BY TERRINA RUSSELL



From his earliest days in the industry, Joe understood that real estate is deeply personal.

"You're helping people with one of the biggest moments of their lives," he reflects. That understanding has shaped every step of his career, grounding him in a leadership style centered on purpose, humility, and impact.

Before joining Realty Masters & Associates (RMA), Joe served as Director of Education at Real, where he led the creation of Real Academy. Over his tenure, the company grew from around 850 agents to over 14,000 and became a publicly traded international brokerage. While the numbers were impressive, it was the culture he cultivated that meant the most to him. "We created a space where agents felt empowered to share ideas, collaborate, and grow together," he says. That experience sharpened Joe's insight into what agents truly need to succeed, and it continues to influence how he leads today.

Joe's approach is rooted in deep listening. Over the years, he's had conversations with thousands of agents, from brand-new licensees to top-producing mega-team leaders, about their struggles, their goals, and what they wish existed in their corner of the industry. "I've paid close attention to the patterns," he explains. "Agents want the freedom to grow their business their way. They want meaningful support, tools that help them deliver exceptional service, and opportunities to connect, collaborate, and level up."

For Joe, creating that kind of environment isn't just a strategy, it's a calling.

There wasn't one single moment that confirmed he was in the right career; rather, it's been a series of moments, each affirming his purpose. "When I see someone succeed because of something I helped create - a training, a better system, even just a conversation - that's when I know I'm right where I'm supposed to be," he says.

After stepping down from his previous role, Joe gave himself time to reflect on his next move.

He wasn't chasing a title, he was looking for alignment. "Who you partner with matters," he says. "When I met with the leadership at RMA, it wasn't about filling a role. It was about building something meaningful together." That shared vision brought him to Realty Masters & Associates, one of the fastest-growing independent brokerages in the Inland Empire.

With a strong foundation already in place, including a 100% commission, flat-fee model, Joe



saw an opportunity to elevate the agent experience even further. Since joining in January, he's launched a series of initiatives designed to make a tangible impact in agents' day-to-day work: a 7-day Broker Support Hotline, capped transaction fees (with reduced caps for teams), a referral program, and virtual masterminds focused on lead generation, business development, and contract training.

Looking ahead, Joe's just getting started. "We're preparing to roll out a centralized agent portal, an AI-powered CRM and website bundle, and exclusive listing enhancements like Zillow Showcase listings at no cost to agents," he says.

His vision for RMA is bold but grounded: "I already see RMA as the most agent-focused, value-driven, culture-first brokerage in California," he says. "We're well on that path,

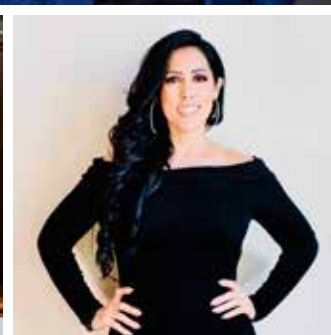


and I'm excited to keep building alongside this incredible team."

Joe credits his success to preparation, execution, and the ability to adapt. But he also believes the most successful people are the ones who stay open and humble. "The agents I've seen thrive are the ones who keep learning, stay curious, and don't give up," he says.

Outside the office, Joe recharges through swimming, weight training, and days spent near the water. But above all, he finds strength and perspective through his wife, Pamela, a fellow industry veteran. "She's helped me navigate every transition with grace," he says. "Her humor, her support, her strength, it's all a big part of why I'm able to lead the way I do."

Joe Wogoman isn't in the business of real estate for the accolades or the spotlight. He's in it for the people - for their growth, their wins, and their futures.



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