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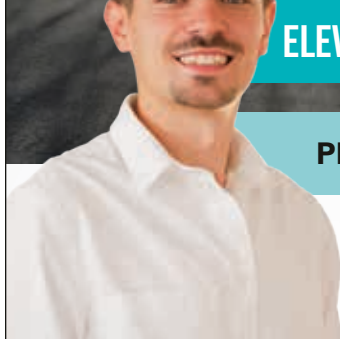
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Out of the Fog

Finally... the sun is coming back.

After months of fog basically taking over the Central Valley and making everything feel a little gray and sleepy, the blue skies are finally showing up again. And I don't know about you, but it instantly changes my mood.

The second the sun starts staying out later, everything feels more alive. People are out. Calendars are filling. Conversations feel lighter. And in real estate, you can absolutely feel the shift. Spring always brings activity, but what stands out to me is that the momentum we are seeing now didn't start this month. It started in the follow ups. The consistency. The steady work that was happening even when it felt slow.

This issue reflects that in such a real way.

Kimberly's story is about recalibrating when life forces you to pause and choosing to move forward with intention. Her path into real estate was thoughtful and strategic, built from experience and perspective. Growth does not always happen in a straight line, and I love that her journey shows that.

Jennifer brings a different kind of strength. She leads with warmth, but behind that is real drive. A mom building something meaningful for her family. The kind of hustle that shows up every day, long before the results are visible.

And then there was our Toast to the Top event at Audi.



Seeing so many of you together inside such a modern architectural space in Modesto honestly felt like the perfect way to step into spring. It felt energizing. Collaborative. Fun. Having Audie painting live throughout the night added something special and creative that made the whole evening feel layered.

That is really what this platform continues to be about.

Not just transactions. Not just production numbers. But the people behind them.

I am so grateful to highlight the stories, the resilience, and the consistency shaping this market.

Here is to sunshine, momentum, and a strong spring ahead.

With appreciation,
Isabel



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Kimberly

VanPetten

Kimberly VanPetten has rebuilt more than a career. She has rebuilt her life.

She is proof that even in the face of great loss and heartbreak, you can either be defined by pain or choose to rise above it.

Somewhere in the middle of that rebuilding, real estate found her.

Raised with little and determined to create more for her family, Kimberly grew up with grit stitched into her story. At 39, she graduated Cum laude from Colorado Technical University while raising her two sons and her husband's two daughters. Her professional life began in biotech, television advertising, and telecommunications, where she thrived on strategy, leadership, and operational discipline. She assumed the corporate path would be permanent.

Then everything changed.

A life altering accident fractured her spine, leading to urgent surgery at Stanford and nearly two years of recovery.

"It forced me to reconsider what I wanted my life to look like moving forward."

During that same season, her family was purchasing a home. Seeing the process through a client's eyes shifted everything.

"These decisions affect families, stability, and financial futures. I realized how much responsibility this profession carries."

Real estate became the space where she could combine service, steadiness, and strategy while building something meaningful for others as she rebuilt her own future. Early in her career, she was shaped by strong leaders, including her broker Gretchen Pearson, along with Christy Ray and Deni Royer.

"They didn't simply teach me contracts or negotiation. They modeled character. They showed me what consistency looks like. They showed me what it means to lead in a way that lifts others."

In her first year, Kimberly earned her brokerage's first Rookie of the Year award. She has since received

continued recognition within the Berkshire Hathaway HomeServices network, including President's Circle (top 5 percent) and Chairman's Circle Gold (top 2 percent) among more than 53,000 agents worldwide.

Still, her definition of success remains rooted in something deeper.

"I'm grateful for the awards, but even more for what they represent. Long term relationships, consistent service, and the responsibility to serve people well."

Responsibility, she explains, was part of her life long before her real estate career began. As a young single mother without a degree, she chose sales when others encouraged her toward something safer. She moved into a friend's home, borrowed an old car, and worked fourteen hour days.

"That season taught me discipline and what it means to build something from the ground up." Eight months after the end of her long term marriage, her son Brandon passed away unexpectedly at twenty one after unknowingly taking a pill laced with fentanyl.

*The
Courage
to Rise
Above*





When I sit across from a client now, I feel that. I know how fragile plans can be. I know how much trust it takes to move forward. So I handle their transition with the seriousness I would want for my own family.”

Even with all the challenges Kimberly had faced, this was by far the hardest. Today she is passionate about education and helping other families avoid the devastating loss that one pill can carry.

He had just begun preparing for real estate school. The plan had been clear. Finish college, become a broker, and eventually build the business alongside her.

Since losing Brandon, Kimberly has carried those conversations with her about building something honest and serving families in a way that truly matters. There is not a day that goes by that she does not think about him.

“He believed in what we were building. Not because it was impressive, but because it was right.”

That belief guides her every day.

“When I sit across from a client now, I feel that. I know how fragile plans can be. I know how much trust it takes to move forward. So I handle their transition with the seriousness I would want for my own family.”

Her compassion shows up in defining moments, like the single mother with two disabled sons whose rental home was destroyed during escrow. They lost all of their belongings. With the help of her church community, Kimberly furnished the family’s new home and surprised them on move in day.



“That transaction reminded me why I do this work. It is not about the paperwork. It is about helping people move forward with confidence and care.”

Outside of real estate, Kimberly is deeply involved with her church family at Shelter Cove. Travel has taken her to 22 countries, sometimes after natural disasters, where she has helped rebuild communities in need.

Today she describes her life as purposeful and focused on living each day to the fullest. She is a grandmother devoted to her two grandchildren, a woman of faith who lives it daily, and a dog mom to Lucy, her one year old puppy who has unknowingly joined the real estate world.

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JENNIFER BROWN



Early in her career, she was told she had a great smile and it was perfect for real estate. People saw warmth. They saw approachability.

What they did not see was the drive behind it.

At home, she was raising a newborn, fully aware that the decisions she made would shape their future. Jennifer was not stepping into real estate because it sounded exciting. She was stepping into it because she was determined to build something stronger for her family.

Before earning her license, Jennifer worked in property management, beginning in maintenance and learning every part of the business from the ground up. She typed her own bids, handled repairs, worked directly with tenants, and developed a practical understanding of how homes truly function. She understands what happens beyond the surface because she has worked through the hard parts herself. That foundation continues to set her apart.

Earning her sales license was the next financial step forward. It created opportunity, but more importantly, it created ownership of her time. With children at different stages of life, flexibility mattered. Real estate allowed her to grow her income while remaining present at home. Nine years later, Jennifer Brown has built a reputation that is earned and consistent.

She shows up. She competes. She closes.

She believes everyone wants to be the best in their field. The difference is who is willing to put in the work when no one is watching. For Jennifer, that has meant long hours, weekends worked, holidays balanced between family and contracts, and staying engaged long after the deal is signed. Relationships are what keep her grounded in the business. Her clients trust her, and she takes that responsibility seriously.



Last year she closed 18 transactions and has earned PMZ's Multi Million Dollar Award four consecutive years from 2022 through 2025. In 2025 she was named to the PMZ Top 100 list and received CVAR Masters recognition in 2023 and 2025. These recognitions reflect discipline and competitiveness. They represent ceilings pushed higher year after year.

Her competitive nature began early. Growing up, she was the girl next door with the horse, riding in parades and barrel racing. Barrel racing demands focus, courage, and precision. You commit fully or you lose ground. That same mindset now defines her negotiations and client advocacy. She communicates clearly, negotiates firmly, and follows through.

Jennifer is especially passionate about helping first time homebuyers and educating families on homeownership. She enjoys strategizing and prioritizing what needs to be done to move a deal forward. Her background in property management continues to give her an advantage, particularly when assisting sellers with rental properties or tenant situations.

At home, her family remains her foundation. She has been married 25 years to the man she grew up with. They have two grown children and a 13 year old daughter who continues to motivate her daily. She also cares for her elderly mother. They keep her grounded and remind her why the work matters. When she is not working, she finds joy in simple moments, often in the pool or hot tub with her youngest daughter, fully present.

When her colleagues think of her, she hopes they say one thing.

Jen is a hustler!

For aspiring agents entering the business, her advice is simple.

Do not stop. Keep going. Learn everything you can and enjoy the process.

If she had to describe herself in three words, she keeps it true to who she is.

#YourHomegirlJen



“ Do not stop. Keep going. Learn everything you can and enjoy the process. ”



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EVENT RECAP



Toast to the TOP

REAL PRODUCERS AT AUDI MODESTO

PHOTOGRAPHY: MOMENTS BY YENI

The first Real Producers event of 2026 set the tone immediately.

On February 12th, **Toast to the Top** at Audi Modesto brought an unmatched aura to the Central Valley. Elevated, fast moving, and filled with momentum from the moment guests stepped into the showroom.

Conversations sparked instantly. Familiar faces reconnected while new introductions were made beside performance vehicles and curated art throughout the space. The energy was effortless, a reflection of the level this community operates at every day.

DJ George of Sounds in Motion, carried the rhythm of the night, setting the perfect backdrop for connection. Handcrafted cocktails from Pourfection kept the room buzzing as guests moved seamlessly from conversation to conversation.

Skewers provided the food for the night, with Megan of Megan's Catering Services serving throughout the evening. Cheese donated by Fiscalini Cheese Company added to the spread, and Krista with Modern Mortgage brought her signature amazing snickerdoodle cookies.

Behind the lens, Yeni captured the night through photography,

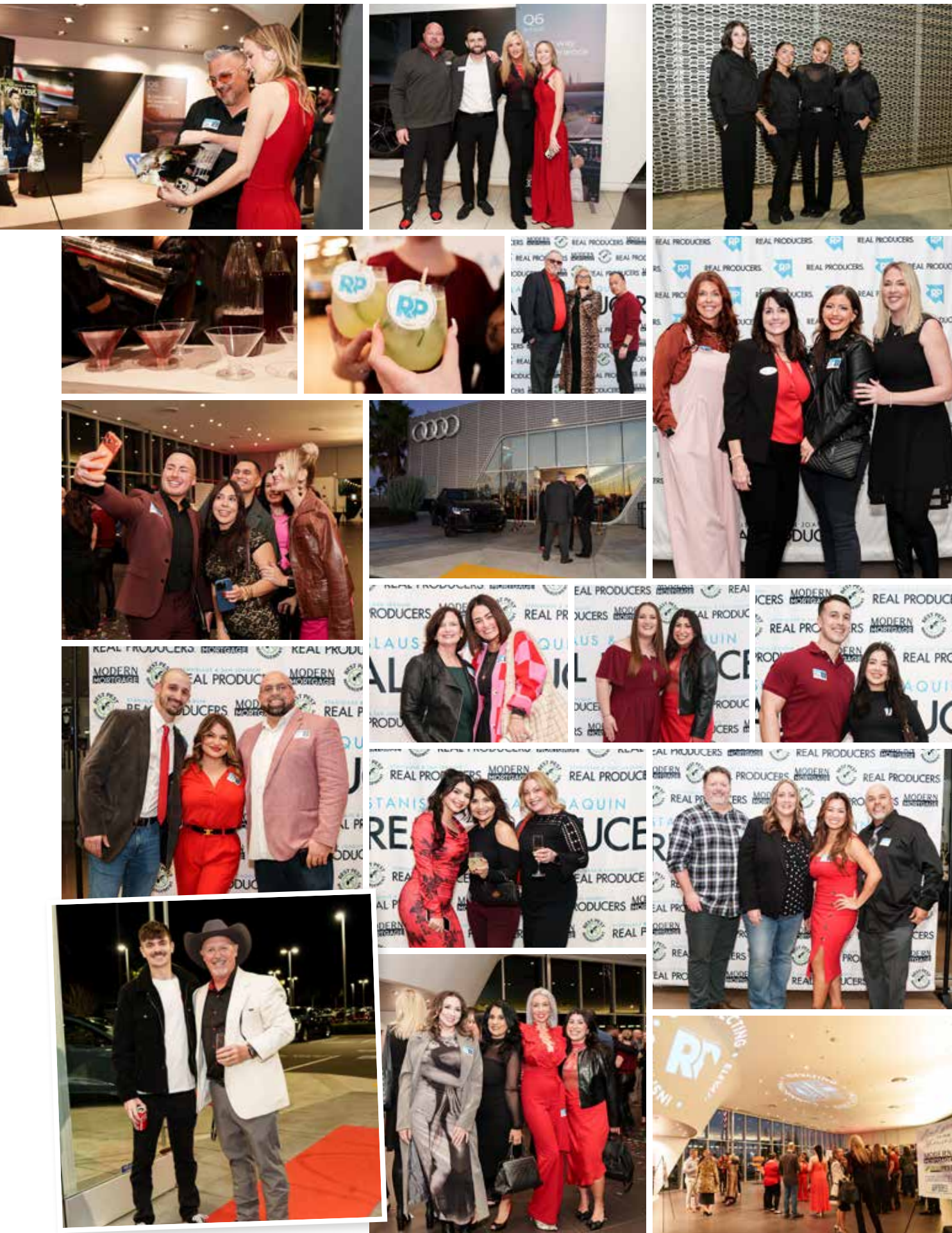
while Micky of Micky Films documented the energy on video. Midway through the evening, glasses lifted as the room collectively cheered to 2026. New goals. Continued growth.

The night ended the same way it began, with high energy and a burst of confetti across the showroom floor.

A sincere thank you to our partners Modern Mortgage, Best Pest, Placer Title, and Be Local Central Valley for continuing to elevate this community alongside us.

2026 is already in motion.





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EVENT PARTNER HIGHLIGHT

ART IN MOTION

at "Toast to the Top"

► **Art By Audie**

At this year's "Toast to the Top," the Audi showroom was filled with conversation, laughter, and familiar faces from across the 209. As guests connected and celebrated, Oakdale artist Audriana "Audie" Beattie of Art by Audie brought a different kind of energy to the room, one that unfolded slowly on canvas.

Throughout the evening, Audie worked at her easel, painting the scene as it happened. With each layer of color, the blank canvas began to reflect the setting and spirit of the night. Guests paused to watch her progress and often returned later to see how the piece had come to life.

Many already recognized her talent.

Last year, Audie painted the Silos, a detail that tied in perfectly with the venue itself, a space known for its art and creative character.

By the end of the evening, the painting felt personal. It was not just décor. It became a visual memory of a night spent honoring hard work, connection, and growth.

Art by Audie specializes in live painting for weddings, corporate events, and milestone celebrations, but her work also extends beyond events. For real estate professionals looking to create meaningful closing gifts, a custom painting of a client's home offers a thoughtful and lasting way to celebrate one of life's biggest milestones.

"Toast to the Top" celebrated achievement, and thanks to Audie's work, that celebration now lives on in color.



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