

CHEROKEE COUNTY

FEBRUARY 2026

# REAL PRODUCERS<sup>®</sup>

## Dianna Hornes

Rising Star  
**SYDNEY KOVAK**

Partner Spotlight  
**RIVER ROCK GROUP**

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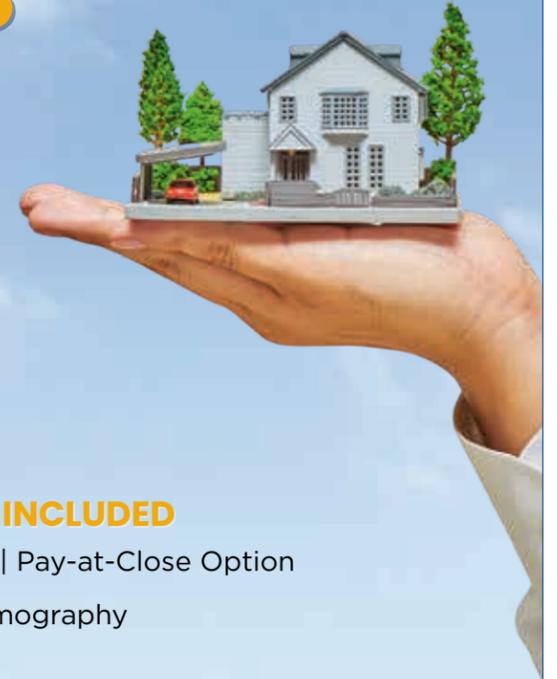
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# Welcome to Cherokee Real Producers!

**It's an incredible honor to introduce Real Producers to the real estate community in Cherokee County. What began as a simple idea in 2015 has grown into a national movement. Now active in more than 165 markets and transforming how real estate professionals connect across the country.**

This publication is a celebration of you, the top-producing real estate agents who set the standard for excellence for the not so small towns around Cherokee County. Our goal is to spotlight your success, recognize your influence, and create opportunities for connection, collaboration, and growth within this rapidly growing region.

As we embark on this journey together, my commitment is to build a platform that brings our community closer by telling your unique stories, highlighting the people and partnerships behind your success, and providing the relationships and resources to help your business thrive. In the months and years ahead, I look forward to getting to know each of you, sharing your journeys, and cheering you on through every chapter of your success.

### A Few Quick Facts About Real Producers

**Distribution:** Each month, Cherokee Real Producers are delivered to the top 300 agents across the county.

If you're holding a copy of this magazine, it's because you've earned your place among this elite group. Congratulations!

**Content:** This magazine is all about you. Each issue features inspiring personal stories about standout agents and the Preferred Partners who help this extraordinary community of professionals succeed. There's absolutely no cost for agents to be featured, this is not a pay-to-play platform. Agents are selected through nominations from peers, brokers, or leaders within the market.

We're always looking for stories that celebrate excellence, leadership, and impact. So if you know someone making a difference in the local real estate world, we'd love to hear about them.

**Preferred Partners:** Our Preferred Partners are trusted, local businesses personally recommended by top agents in the area. These partners are featured in every issue, attend our private events, and actively participate in this exclusive network.

We don't cold-call businesses or accept unsolicited applications, every partner featured here is someone your peers already know and trust.

**Events:** Beyond the magazine, Real Producers comes to life through our private events, designed exclusively for our top agents and Preferred Partners. These gatherings are relaxed, no-pressure opportunities to build authentic relationships, exchange ideas, and celebrate shared success, all while supporting local venues.

Event updates will be shared through the magazine, by email, and on social media, so stay tuned!

### Be Part of the Story

If you'd like to nominate a fellow agent, recommend a Preferred Partner, or simply connect, I'd love to hear from you. This platform is built for and by the community it serves and your voice helps shape what Cherokee Real Producers becomes.

A heartfelt thank you to our inaugural group of Preferred Partners, whose early support helped make this first issue possible. And to my incredible team, thank you for your heart, hustle, and belief in this vision.

To all of our top agents, welcome to Cherokee Real Producers! I hope you enjoy this first issue, and I look forward to celebrating together at our first event.

Together, we're building something special we can all be proud of!

Warm regards,



*Denny Faircloth*  
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Cherokee Real Producers

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# Dianna Hornes

## Blazes Her Own Trail

### Grit, Grace, and Zero Apologies

BY ELIZABETH MCCABE

**Trailblazer. Go-getter. Difference maker.**  
Dianna Hornes is all of those — and then some.

An Associate Broker with the Hornes Real Estate Group at Atlanta Communities, Dianna has built a reputation as a fearless leader, an advocate for others, and a woman unafraid to show up exactly as she is. But those traits weren't accidental. They were forged through military discipline, personal adversity, leadership roles, and a relentless refusal to be defined by circumstances. Her story is one of resilience, reinvention, and choosing - every time - to rise.

#### Forged Far From Home

Originally from Phoenix, Arizona, Dianna joined the United States Air Force shortly after graduating high school. At the time, she wasn't searching for comfort, she was searching for distance.

"I wanted to get as far away from home as possible," she laughs.

She joined alongside a friend whose goal was the opposite - to stay close to home. Fate, of course, had other plans. Dianna was first stationed in Las Vegas, then Korea, and eventually Luke Air Force Base in Arizona - just 20 minutes from where she grew up. Her friend? Sent to Guam, thousands of miles away.

In the Air Force, Dianna served as an Aerospace Ground Equipment (A.G.E.) mechanic, a role essential to flight operations. "There is no airpower without

ground power," she explains. Her responsibility was ensuring aircraft were fully mission-ready before ever leaving the runway.

She worked on generators, diesel engines, small jet engines used as power sources, bomb lifts, hydraulics, heaters, air conditioners, and massive mobile air-conditioning units driven directly onto the flight line. Those systems powered onboard electronics so crews could test every component for safety and quality control.

"There was no room for mistakes," Dianna says. "Every detail mattered."

That mindset - precision, accountability, preparation - would become foundational in everything she did next.

#### Precision Beyond the Flight Line

Later in her military career, Dianna transitioned into Protocol, a role that shifted her from mechanical systems to human ones, but demanded just as much attention to detail.

When dignitaries arrived at Luke Air Force Base, Dianna coordinated their entire experience. She tracked who was arriving, their rank, arrival times,



greetings, itineraries, meetings, ceremonies, and security protocols. She organized high-level events for colonels and generals, retirement ceremonies, and official gatherings where every moment was accounted for down to the minute.

"That experience translates directly to real estate," she explains. "Contracts, timelines, coordinating attorneys and lenders... it's all about attention to detail and precision."

Another defining part of her service was learning to stand confidently in a male-dominated environment.

"I was one of three women in a shop of 150 men," she recalls. "Two women worked day shift, and one was on nights."

Working nonstop alongside men shaped her resilience, confidence, and sense of humor. "I've heard every joke there is," she laughs. "I've got a full-fledged potty mouth."

But beyond humor, the experience built stamina and self-trust. "Starting at 18, I was thrown into real-world situations," she says. "Nothing really fazes me anymore."

Dianna served six years in the Air Force, deploying to Pakistan after 9/11 and leaving her military career as a Staff Sergeant. She has countless memories from her service, including hosting international dignitaries and witnessing Air Force One and the full presidential motorcade when President George W. Bush visited Luke Air Force Base.

"I didn't meet him," she says, "but seeing that operation was unforgettable."

When she left the military, Dianna realized she had gained more than technical skills. She had learned how to wear many hats, navigate personalities, advocate for herself, and lead. Skills that would define her future success.

#### Rebuilding From the Ground Up

After her military service, Dianna married and had two daughters. Eventually, that marriage ended, a chapter she describes as mentally and verbally abusive.

"When I left, I had no friends," she says quietly. "No support system."

It was a season that stripped her down emotionally, mentally, and socially. But instead of giving up, Dianna rebuilt - slowly and deliberately.



During that period, Dianna worked as an executive assistant for lobbyists at the Georgia Apartment Association (GAA) and the Atlanta Apartment Association (AAA). That role introduced her to the power of organized advocacy.

"I saw how valuable associations are, how critical membership is, and how important lobbying can be for protecting industries," she explains.

That experience planted a seed.

#### Leadership Through Service

Years later, when Dianna became involved with the Cherokee Association of REALTORS® (CAOR), she brought that same respect for advocacy and leadership with her.

She began by volunteering on a committee, then steadily moved through the ranks, serving as Local Director, State Director, Treasurer, Vice President, and ultimately completing her term as President of the Cherokee Association of REALTORS® this past year.

"I loved every bit of it," she says. "The conferences, public meetings - having a voice at the table matters."

Dianna continues to serve on multiple committees and remains an active board member. She is passionate about protecting private property rights, elevating professional standards, and ensuring REALTORS® are respected advocates within their communities.

"I want to elevate our industry," she says. "Professionalism matters."

#### Finding Her Calling in Real Estate

Dianna earned her real estate license in 2015 and immersed herself immediately. She served on the Top Achievers Committee, Membership Committee, and the REALTOR® Political Action Committee (RPAC).

But for Dianna, real estate was never just about transactions.

"If you're not having fun, why are you doing it?" she asks. "Life is short."

She acknowledges that buying or selling a home is one of life's greatest stressors, alongside death and divorce. "If I can make it lighter, easier, even enjoyable, that changes everything."

Her clients feel that difference.

#### Rooted in Community

Real estate opened the door for deeper community involvement. In 2020, Dianna and four others founded the Woodstock Business Club, an organization built on connection and giving back.

"We bring people together and support the community that supports us," she says.

The group recently highlighted local nonprofits by hosting a pitch-style event where Cherokee County organizations competed for funding, with the top three receiving financial awards based on community nominations.

Service is personal for Dianna, especially when it comes to veterans and first responders.

"Anytime I work with a veteran or first responder, a portion of my compensation goes back to them toward closing costs," she explains.

**"You can't fake genuine. My face gives everything away. When my clients are excited, I'm excited. When they're upset, I feel it too."**

Her commitment is deeply personal. Dianna is married to Dennis, a Sergeant with the City of Woodstock Police Department and an Army veteran.

"He's my Husband 2.0, because 2.0 is an upgrade," she laughs. "He allowed me to heal. He loves me exactly as I am. He's empowered me in ways I can't explain."

Then she smiles. "He's the cheese to my macaroni."

#### Rising Professionally

Dianna's impact has not gone unnoticed. In 2022, she was named REALTOR® of the Year, recognized for production, leadership, and community engagement. She also appeared on The American Dream TV, filming several episodes over the course of a year.

"It was fun," she says simply.

When asked about her success, Dianna credits authenticity. "You can't fake genuine," she says. "My face gives everything away. When my clients are excited, I'm excited. When they're upset, I feel it too."

For her, real estate has never been about commissions. "I've talked people out of buying houses. I've talked people out of selling," she says candidly. "If it's not right for them, I'll tell them and they appreciate that honesty."

#### From Alone to Surrounded

Gone are the days when Dianna felt isolated.

"Now I scroll my phone and realize how many friends I have," she says.

She takes calls at 1 a.m., grieves alongside clients who lose loved ones, and celebrates milestones, from first-time buyers to seniors purchasing their first home at age 78. One of her most meaningful experiences involved helping a single mother escape an abusive situation and secure a safe home for her children.

"She was so grateful," Dianna recalls. "We both cried."



#### Fueled by Family

Family remains her anchor. Dennis is pursuing his master's degree and has been named Officer of the Year three times, now serving as the city's Training Commander.

Together, they are raising three children: Madison, Kayla, and Matthew.

Madison attends the University of North Georgia studying marketing and recently won a sales competition at the Coach store, earning a \$400 handbag.

Kayla, an introvert, thrives behind the scenes designing and producing high school theater productions. Matthew, Dianna says with a laugh, is "100 percent full-throttle," complete with a hand-drawn Harry Potter scar when requested.

To unwind, Dianna and Dennis love people-watching. "If it were an Olympic sport, we'd be gold medalists," she jokes. Whether doing yardwork or enjoying an old fashion at a local bar, what matters most is time together.

#### Final Thoughts

Dianna Hornes is proof that grit and grace can coexist unapologetically. She has faced adversity, rebuilt from nothing, and refused to let her past define her future.

Instead, she chose to rise and blaze a trail others can follow. Simply put, Dianna Hornes is unstoppable.



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# River Rock Group

## MAKES MORTGAGES A CINCH IN A PINCH!

BY ELIZABETH MCCABE

**WHEN IT COMES TO MORTGAGES,** experience and expertise are essential. Clear, consistent communication is just as critical. And navigating out-of-the-box loan scenarios? That requires skill and care. That's where River Rock Group, a local branch of Success Mortgage Partners, Inc., shines. Launched under the River Rock name in October 2024, the Ball Ground-based team blends deep industry knowledge with a modern, relationship-driven approach.

Sharon Wofford, Producing Branch Manager and Mortgage Consultant, works alongside her daughter, Katherine France, Loan Originator and Mortgage Consultant. This dynamic duo has been working together for a decade, but their experience in the industry dates back longer.

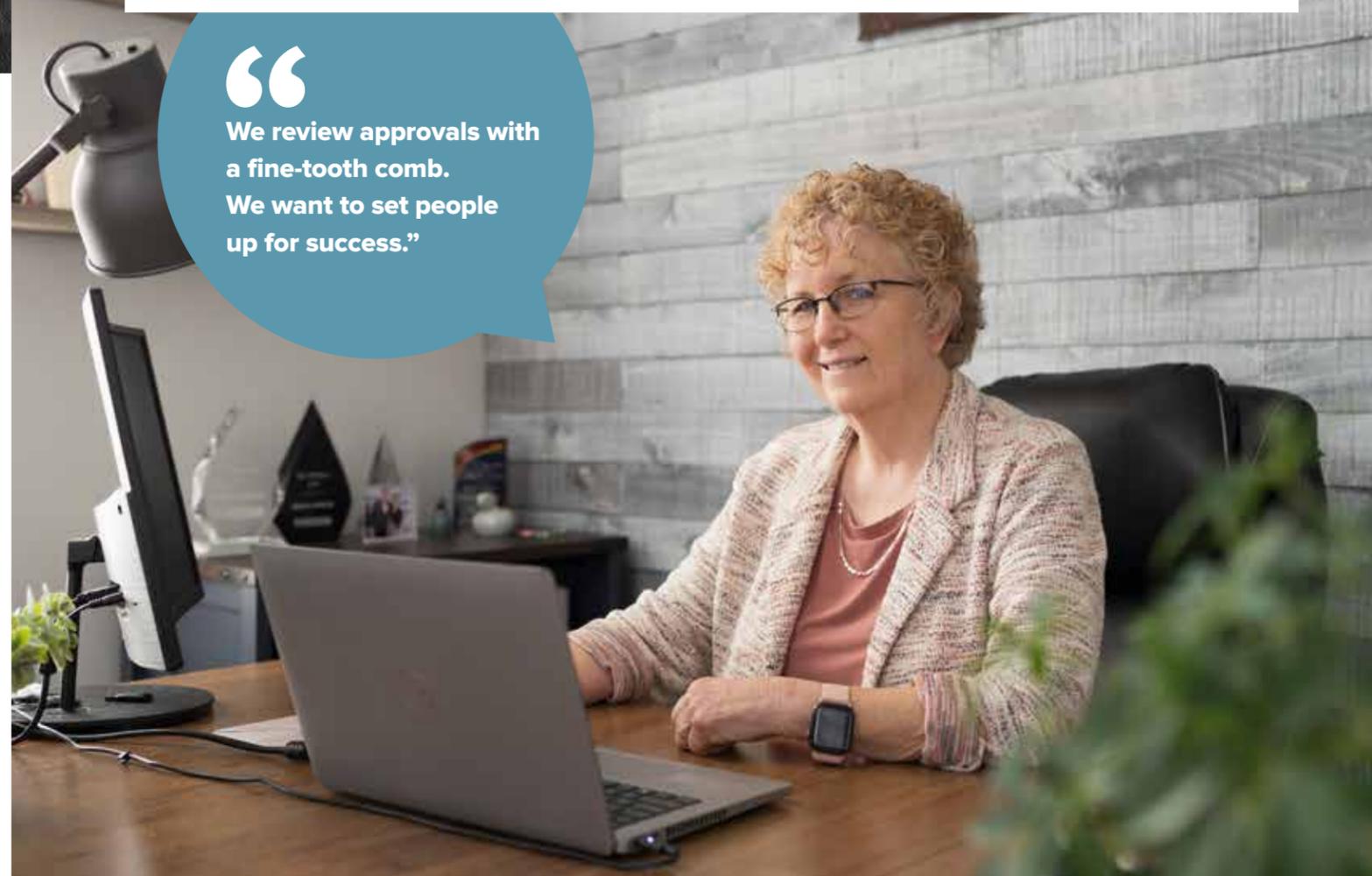
"I started in the industry in 1982," says Sharon. Katherine followed in her footsteps in 2015. Together, they make

their clients' dreams come true, from first-time homeowners to seasoned investors. They excel in communication, providing weekly updates and peace of mind to real estate professionals and their clients.

Their experience in the industry is unparalleled, helping clients find the best-fitting loan scenario. Sharon has seen it all over the years, learning something new with every single

“

We review approvals with a fine-tooth comb. We want to set people up for success.”





“

It's all about creating a good customer experience and having integrity in what we tell them.”

make sure that people feel comfortable,” says Katherine. She encourages clients to ask questions. “Communication is key.” Education is a fundamental building block of their business.

Another important discussion is about a client's comfort level. Clients are asked, “What is your comfort level and what is your payment goal?” Sustainable housing is very important as well. That's why 60 percent of their business comes from past client referrals or repeat business.

“We review approvals with a fine-tooth comb,” says Sharon. “We want to set people up for success.” Recently, Sharon was working on a tough deal that took 4 hours to figure out. When the agent asked, “Do you think it will make it to the closing table?” Sharon had no doubts. “We essentially underwrite before the pre-approval letter.”

Clients feel good about working with River Rock Group. “It's all about creating a good customer experience and having integrity in what we tell them,” says Katherine. People understand why they qualified for a certain loan program and the options available to them.

“The last thing I want is for someone to feel forced into a program,” Sharon says. They deserve to know why a loan is recommended and to choose it confidently.

That integrity, paired with relentless communication and problem-solving, is what makes River Rock Group a standout partner for both clients and real estate agents.

and solve the problem or find the answer.” Katherine brings a fresh, innovative perspective. When they combine forces, they can relate to people of all walks of life and age groups with ease. It's all about making it a fast, easy, and enjoyable process, especially with over 50 years of combined experience.

#### Core Values

One thing that sets River Rock Group apart is its core values, starting with integrity in the loan process. “We want to

mortgage. “I like the challenge,” she thoughtfully reflects. “Every loan is like its own little snowflake.” Katherine thrives on the variety of the job. “Every single day is different,” she comments. Together, they operate in synchronicity, working together to solve problems with a foundation of trust.

“We have our own skills that we bring to the table,” says Sharon, who was a processor and an underwriter for a decade. “I can dig into the guidelines

#### A Lender With a Broker's Mindset

River Rock Group offers the product depth of a large lender with the flexibility typically associated with a broker.

“We have a lot of out-of-the-box products too, which is where the market is heading,” says Katherine. “Out-of-the-box solutions will be the future of the mortgage industry.”

What do you do with clients who have a lot of equity in their home but don't know how to access it? That's where River Rock Group comes into play. Don't let a client's dream be delayed because they can't access their equity. Let Sharon and Katherine find a way to homeownership.

“We also work with a lot of investors and investment products, which is ever-changing as well,” adds Katherine. Self-employed borrowers? That's not a problem for the River Rock Group. They cover a wide range of options, including DSCR loans, asset utilization, bank statement loans, profit-and-loss loans, bridge loans, multifamily, and commercial. Down payment assistance, VA loans, and traditional loan products are also available. With their innovation in products and programs, clients can find exactly what they need.

#### Support for Partners by Helping Agents Succeed

When it comes to helping real estate agents succeed, River Rock Group delivers. Their conversion rate speaks volumes about how they help agents.

“The average REALTOR® converts 5 percent of their leads,” points out Sharon. They encourage them to share their leads with River Rock Group. Why? “We convert 71 percent of our leads,” says Sharon. A staggering 71 percent of clients either find a way to buy a house or see their dream of homeownership come true by overcoming obstacles. “By us talking to the customer early, we can avoid perceived roadblocks.” It's all about exceptional customer care.

Katherine adds, “We look at this as a partnership. We like to refer our clients back to agents when we can.” When

“  
Every loan is like its own little snowflake. Every single day is different.”

- Katherine

there is equal trust established and a solid relationship, it makes working together much easier.

“We have a refer back program too,” says Sharon. “We stay in touch with our database, past clients, and current clients. We ask that referrals go back to the agent.”

In addition, they offer Continuing Education (CE) classes and Lunch and Learns. Sharon and Katherine put real estate agents first, eager to help their business in any way that they can.

River Rock Group is known for showing up for agents (literally). “It's unusual for lenders to attend closings,” Katherine notes. “We attend most of ours.” They also offer “approval surprises,” consistent weekly updates for all parties, and hands-on guidance regardless of whether a buyer is new or experienced.

“People don't get mortgages every day,” Sharon says. “Even seasoned buyers only do this every few years, and the rules are always changing.”

#### Focused on Family and Community

Outside the office, both Sharon and Katherine are family-focused. “My husband and I will be celebrating 10 years together,” smiles Katherine, who resides in Ball Ground. They are blessed with one 3-year-old, two adorable dogs, and enjoy traveling and hiking. Other fun facts? “I make a really good pumpkin bread,” she points out. And she also loves going to Tennessee games. Not Sharon. She's a diehard Georgia fan. “I spend a lot of time in the fall attending Georgia games,” she says with delight. “I'm also an avid cornhole player.” To relax, she enjoys

the outdoors, hiking, and traveling. “I'm a traveling babysitter when Katherine and her family go to Tennessee games and when they vacation at the beach.” Married for 46 years, Sharon resides in Jasper with her husband.

She's happy to be rooted in Jasper, a contrast from her days as a child. Growing up with her father as a Navy pilot, Sharon moved very frequently. “By the time we ended up in Georgia, I had gone to 20 schools.” But it shaped her into the connector she is today. “My mom taught me to introduce myself when I was 5,” she says. “My name is Sharon. I'm 5 years old. Do you know anyone I can play with?” That was sales training before she knew what sales was.

Both Katherine and Sharon are also committed to their local and global communities. Katherine is active in downtown Ball Ground business initiatives, school sponsorships, and local events. Sharon is a member of the Rotary Club of Jasper and has participated in more than 20 construction-based mission trips.

#### Rock Solid

River Rock Group makes mortgages a cinch in a pinch. How? Sharon and Katherine show up, dig deep, and solve problems other lenders walk away from. With clear communication, real partnership with REALTORS®, and a refusal to push clients into loans that don't truly serve them, they've built a business rooted in reliability and results. In an industry where uncertainty is common, River Rock Group is the steady hand, the clear voice, and the team that gets it to the closing table with no shortcuts, no surprises, and no excuses. They're rock solid.

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# SYDNEY KOVAK-GRIZZARD

## PUTS THE PETAL TO THE METAL IN REAL ESTATE

BY ELIZABETH MCCABE

**S**ome agents wait years to enter real estate. Not Sydney Kovak. It was all gas, no brake for this Rising Star.

“I grew up in the real estate industry,” says Sydney. That early exposure shaped her work ethic and sense of direction early on. Both of her parents worked as lenders, and her father now coaches investors who renovate and resell homes. “Real estate was always part of the conversation,” she explains. “So when it came time to choose a career, it felt like a natural fit.”

With a clear vision and no backup plan, Sydney committed fully. She earned her real estate license in September 2023, shortly after graduating. While others were moving into dorms, she was moving deals to the closing table.

### Learning Through Mentorship

Determined to master the business, Sydney sought hands-on experience with Chris of the Moffa Team. “He took me under his wing, was extremely generous with his time and showed me everything,” she says. Under his mentorship, she learned how to write competitive offers, conduct showings, and manage transactions from start to finish. Eventually, she transitioned to working independently, receiving leads and building her own sphere.

She approached the process with consistency and persistence by making calls, following up, and hosting every open house she could. The result was steady momentum and a rapidly growing business.

Her competitive nature didn’t start in real estate. Raised in Canton, Georgia, Sydney spent years as a competitive show-jumping equestrian. Navigating obstacles at full speed—on a thousand-pound animal—turned out to be excellent preparation for negotiating contracts under pressure.

That preparation paid off. In her first year, Sydney closed \$5.5 million in sales and earned

Rookie of the Year honors from the Cherokee Board of REALTORS®. “It was incredibly rewarding,” she says. “And also a little surreal.” She credits her success to disciplined work habits and a client-first mindset. “I work hard, stay responsive, and always advocate for my clients’ best interests.”

The same year marked a personal milestone as well: Sydney married her high school sweetheart, Nolan.

Professionally, she and the Moffa Team continued to gain traction, and will achieve the Diamond Status after exceeding \$30 million in total sales volume.



### The Business of Relationships

For Sydney, real estate is ultimately a people business. “You can know the contracts inside and out,” she says, “but if you don’t prioritize relationships, you’re missing what’s most important.”

She takes pride in guiding clients through major life transitions, whether it’s a first home, an investment property, or a new chapter altogether. “My goal is to make the process as informed and stress-free as possible,” she explains. On more challenging days, she keeps her focus simple: showing up, solving problems, and advocating for her clients.

That approach has earned her consistent referrals and positive reviews. “When someone trusts me enough to refer their family or friends,” she says, “that’s the highest compliment.”

Sydney also frequently collaborates with her mother, Sherry Kovak, a mortgage broker and loan officer with Cornerstone Mortgage. “We’re a



**“**  
**You can know the contracts inside and out, but if you don’t prioritize relationships, you’re missing what’s most important.”**

mother-daughter team,” Sydney shares. “It works because there’s complete trust—and because she’s incredible at what she does.”

**Life Outside the Office**

Outside of real estate, Sydney enjoys spending time with Nolan, who is currently building flight hours as he pursues a career as a pilot. Together, they enjoy staying active through hiking, pickleball, and outdoor activities.

Sydney remains passionate about horseback riding and currently trains her five-year-old horse, Aurora. “It has been very rewarding to develop her skills from the ground up,” she says.

As the oldest of four siblings, family remains central to her life. “It’s never a dull moment,” she notes. “But I am beyond blessed and wouldn’t trade it for anything.”

Looking ahead, Sydney has set ambitious—but measured—goals. She aims to close \$8 million in sales this year while helping at least 15 families. Long-term, she plans to invest in real estate herself, inspired by the investors she works with daily. “Helping clients build wealth has shown me what’s possible.”

Sydney Kovak-Grizzard continues to build her career with professionalism, discipline, and a sense of humor that keeps things in perspective. With strong momentum and clear direction, she’s proving that success doesn’t require waiting. It requires showing up and doing the work.



**“**  
**It’s never a dull moment.**

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## ALL ABOUT CHEROKEE REAL PRODUCERS

**Q: Who receives this magazine?**

A: The top 300 agents across the region beginning in Cherokee County, ranked by sales volume. All our Preferred Partners also receive both physical and digital copies. With thousands of agents in the state, being included in this elite group is a true distinction and a testament to your hard work, talent, and dedication to excellence.

**Q: Do real estate agents have to pay for magazines or events?**

A: NO! The magazine and events are FREE to agents and funded by the Preferred Partners who advertise.

**Q: What kind of content will be featured?**

A: This is all about you. We'll do personal and unique stories on members in the community, providing you with a platform to inspire others. As we grow, we'll add fresh content focused

entirely on you. It costs absolutely nothing for a realtor to be featured. We are not a pay to play model; we write real stories, about Real Producers, and we're always accepting nominations. We will consider anyone brought to our attention, but we don't know everyone's story so we need your help to learn about them!

**Q: Who are our partners?**

A: Anyone listed as a "Preferred Partner" in the front of the magazine is funding and fueling this community and is an essential part of it. They are the top professionals in their industry. They will have an ad in every issue of the magazine and attend our events. One or many of you have recommended every single Preferred Partner you see in this publication. Our goal is to create a powerhouse network, not only for the best realtors in the area, but the best affiliates as well, so we can grow stronger together.

**Q: Does Real Producers have events?**

A: Yes! Along with the magazine, we will host events exclusive to this community, where you, the best of the best, get together at local venues to socialize, mastermind, deepen connections, and better our businesses. We will communicate about events through the magazine and on social media. Stay tuned for info about our launch party!

**Q: How can I recommend a business or feature story?**

A: If you are interested in contributing, nominating realtors to be featured, know of top-notch Preferred Partners who you believe should be a part of our community, or would simply like to network, feel free to email me. I look forward to hearing from you!

Email: [denny.faircloth@n2co.com](mailto:denny.faircloth@n2co.com)

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Darin is a Georgia-based mortgage lender with a background in finance and years of experience guiding buyers, homeowners, and real estate professionals through every phase of the mortgage process. But titles only tell part of the story. What truly sets Darin apart is his philosophy: mortgages aren't just transactions they're foundations.

Over the years, Darin has worked with first-time buyers navigating unfamiliar territory, seasoned homeowners optimizing their finances, and real estate agents looking for a lender who actually understands their role in the process. Through it all, his approach has remained consistent; education first, pressure never.

Darin emphasizes understanding. He believes informed clients make better decisions, smoother transactions, and ultimately build more sustainable wealth through real estate. That belief has shaped how he works with both consumers and agents alike.

Darin's career has evolved alongside the market itself. He's seen shifting interest-rate environments, tightening guidelines, expanding loan options, and changing buyer expectations. That perspective allows him to help clients and agents anticipate challenges before they arise and navigate opportunities when they appear.

For real estate professionals, Darin is known as a strategic partner rather than just a name on a pre-approval letter. He values communication,

preparation, and alignment, ensuring that everyone involved, from agent to buyer to closing attorney, is working from the same playbook. The goal isn't just to close deals, but to create repeatable, referral-worthy experiences.

Throughout his career, Darin has earned recognition for both performance and professionalism, but he measures success less by volume and more by impact; clients who feel empowered, agents who feel supported, and transactions that feel organized instead of chaotic.

For agents looking to elevate the experience they provide their clients, partnering with a lender who shares that mindset can make all the difference.



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## THE PACIFIC PROMISE: MORE THAN A CLOSING

A real estate closing may mark the end of a transaction, but at Pacific Law Group, it represents something far more meaningful. It is the result of trust, preparation, care and it deserves more than a purely transactional approach.

That belief is known as The Pacific Promise.

At Pacific Law Group, the promise is simple: to provide more than just a closing — an experience. An experience built on professionalism, innovation, and a genuine commitment to the people behind every deal.

That experience begins with Patience and Attention to Detail. From the moment a contract is submitted, the team carefully reviews each file, anticipating issues before they arise and guiding clients and agents through the process with clarity and confidence.

The Pacific Promise is also rooted in Care. Buying or selling a home is a major life moment, and Pacific Law Group is intentional about creating a closing environment that feels supportive, calm, and well-managed, not rushed or stressful.

While the approach is personal, the process is powered by Innovation. Pacific Law Group utilizes modern closing technology that allows for secure client interaction, real-time updates, and transparent communication throughout the transaction. Buyers, sellers, and agents can easily track progress and access documents every step of the way.

Throughout the process, clients work with a dedicated pre-closer and closer who lead with Friendliness and Accessibility. The firm's attorneys and staff are known for being responsive, approachable, and easy to reach, ensuring communication never becomes a barrier to closing.

At the foundation of it all is Impeccable Legal Work. Pacific Law Group's experienced closing attorneys bring deep knowledge and proven systems to every transaction, ensuring deals are protected, compliant, and professionally executed — even when challenges arise.

And ultimately, the promise is fulfilled by doing what matters most: Closing the Deal.

Pacific Law Group is proud to serve as **Your Neighborhood Closing Firm**, committed to strong relationships with local agents, clients, and the communities they serve. Because a great closing doesn't just finish a transaction, it builds trust and lasting partnerships.



Justin Pacific, Owner



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- I** INNOVATION
- F** FRIENDLINESS
- I** IMPECCABLE LEGAL WORK
- C** CLOSE THE DEAL!

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