

ORANGE COUNTY

FEBRUARY 2026

REAL PRODUCERS[®]



Megan
Bixler



Agent Profile:
DAKODA MUTA

Partner Spotlight:
WFG NATIONAL TITLE

CONNECTING. ELEVATING. INSPIRING.



The Steady Hand in an Ever-Changing Market

In a marketplace that shifts by the week, one company has remained a constant for over 43 years. At Mariners Escrow, our legacy is built on concierge customer service and some of the most competitive escrow fees in Orange County.

Trusted by many of the top agents along the coast, we've successfully closed over 100,000 local transactions, each one handled with precision, care, and the personal touch our clients have come to rely on.

Whether you're buying, selling, or navigating a complex transaction, Mariners Escrow brings the stability, experience, and service you deserve.

Please call today about our competitive rates and let us know if you need a buyer or seller net sheet.



MARINERS ESCROW
Since 1982

R. Michael Perisi

949.466.8368

marinersescrow.com

270 Newport Center Drive, Suite #200
Newport Beach, CA 92660





Being seen is a *Strategy*

Curated content that
elevates your brand.

groundzerooc.com

Contents

IN THIS ISSUE

- 6 Sponsor Index
- 8 Meet the Team
- 10 Publisher's Note
- 12 Cover Story: Megan Bixler
- 20 Agent Spotlight: Dakoda Muta
- 28 Partner Spotlight: Andrew Walsh with WFG National Title



12 Megan
COVER STORY Bixler

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at ocrealproducers@n2co.com.

Trusted Escrow Solutions for Your Clients Every Challenge.

Navigating Through Any Unforeseen
Obstacle is Our Strength.

IRVINE | LAGUNA BEACH | LAGUNA NIGUEL
CARLSBAD | MURRIETA | BEVERLY HILLS
LAGUNA WOODS | TUSTIN



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



JC Southwell
Account Executive
949.324.5251
jc.southwell@cornerescrow.com



CORNERESCROW.COM



2026 TOAST to the Top!

We're excited to share that our annual **Toast to the Top** event is returning this March!

We're putting the finishing touches on the details and will be sharing more information soon. For now, we'd love for you to keep an eye out for updates and mark March on your calendar.

We can't wait to celebrate together—more to come soon!

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. 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!

BRANDING & MARKETING

STUDIO 23
Sandy Chang
(949) 333-9216

BUSINESS SERVICES / SOLUTIONS

Clarity with Lacy
Lacy Picklo
(714) 330-7647

BUSINESS/EXECUTIVE COACH

Cayla Horey Coaching
(949) 212-2107

COACHING

Fred Sed Training LLC
Fred Sed
(949) 274-3733

ESCROW SERVICES

Corner Escrow
Katie DiCaprio
(949) 303-0515

Glen Oaks Escrow
(949) 625-6751

Mariners Escrow
(949) 466-8368
www.marinersescrow.com/

New Venture Escrow
James Tullio
(714) 600-4801

Prominent Escrow
Gabby Mastrobattista
(949) 285-0207

FITNESS FACILITY

Beachside Custom Gyms
(949) 414-7776
BeachSideGyms.com

HOME INSPECTION

Preferred Inspection Services
Jerry Stonger
(949) 234-7125

INSURANCE AGENT

Mundell Insurance Agency
Garrett Mundell
(949) 269-7860

JUNK REMOVAL SERVICES

The Junkluggers of Orange County
Joe Sandoval
(949) 632-2123

LISTING PREPARATION SERVICES

Freemodel
Michael Hermany
(215) 870-6485

MORTGAGE SERVICES

CrossCountry Mortgage
JJ Mazzo
(877) 237-9694

Guaranteed Rate Affinity
Sabina Adamski
(949) 591-2787

Monarch Coast Financial
Kevin Budde
(949) 422-2075

New Loan
Nate Schwimmer
(949) 822-9175

Rocket Mortgage
Frank Blakeley
(949) 433-0539

United American Mortgage
Leigh McMahon
(949) 239-4252

NHD

My NHD
Linda King
(949) 945-3526
myNHD.com

OFFICE, CONFERENCE & EVENT SPACE

Regus
Aahmes Kubicki
(949) 933-3437

PHOTOGRAPHER

Jenny McMasters
(949)285-6373

Tony Lattimore Photography
(949) 378-8991

WASIO Faces
Yanek Wasiek
(949) 529-0512

PROFESSIONAL ORGANIZING

Sorted Bliss
Priscilla Yocum
(949) 280-6960

SOCIAL MEDIA

DFYCampaign.com
(702) 899-5093

SOCIAL MEDIA MARKETING

Ground Zero OC
Michael Harlin
(714) 623-8455

SOLAR

Sunrun
Matthew Rock
(909) 510-0061

TITLE SERVICES

Fidelity National Title
Tina Jent-Fodor
(949) 293-4187

First American Title
Daphne Alt
(949) 295-0828

Lawyers Title Company
Hallie Packard
(949) 500-3501

Ticor Title
Stacey Angstead
(760) 214-3211

WFG Title
Andrew Walsh
(949) 300-9101

VIRTUAL ASSISTANT

AEROS Support Hub Co
(512) 710-7906

EMPOWER YOUR BUSINESS with Expert Virtual Assistance

Comprehensive Services Tailored
to Your Business Needs

- Executive Assistant
- Operation & Admin Support
- Social Media Manager
- Branding and Design Expert
- Digital Marketing Strategist



Contact us today for a
FREE Consultation!

512.710.7906
VirtualMastersHub.com
HireVAs@aerosva.com



Orange County's Local Mortgage Expert

Proudly Serving the Heart of SoCal with Integrity and Trust.



Start Your Homebuying Journey

Rate

Want to close faster? Contact me today.



Frank Blakeley

Branch Manager/ SVP of Mortgage Lending
NMLS # 277820

O: (949) 359-7105 C: (949) 433-0539

Rate.com/FrankBlakeley frankb@rate.com

27261 Las Ramblas, Suite 270 Mission Viejo, CA 92691



Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Refinancing your mortgage may increase costs over the term of your loan. Restrictions may apply.
Operating as Guaranteed Rate, Inc. in New York.
www.guaranteedrate.com
Guaranteed Rate, Inc. D/B/A Rate: NMLS #2611; 3940 N Ravenswood, Chicago, IL 60613; 866-934-7282. For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply. Frank Blakeley NMLS ID: 277820; CA: Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act

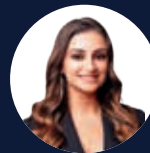


First American Title™



Let's Connect!

Top-ranked title company in the region.
Proven success in closing complex transactions.
Strong client relationships to navigate through transactions.
Collaborative approach to achieving shared goals.
Consistently delivering results with exceptional service.



Your title resource!

Daphne Alt Account Executive
949.295.0828 | DaphneAlt@firstam.com

©2025 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAF

Meet The Team



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



Christina Kitchen
Editor



Jena Cool
Ad Strategist



Dave Danielson
Writer



Jenny McMasters
Photographer



Yaneck Wasiek
Photographer
WASIO Photography



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

BRANDING CAN DO *what a* BROKERAGE CAN'T

A brokerage gives you
resources but your brand
turns them into
recognition.

Let's make yours
impossible to ignore.



SANDY CHANG ⚡ STUDIO23
949.333.9216
SANDY@STUDIO-TWENTYTHREE.COM

EXPERIENCE A NEW LEVEL OF SERVICE

PROMINENT
ESCROW SERVICES



GABBY RAUFF
(949) 285-0207
Gabby@ProminentEscrow.com



Monarch Coast
Financial

Contact Me Today!
Kevin Budde
949-422-2075

KBudde@monarchcoastfinancial.com
CA DRE 00831552 NMLS 325450



**MORE THAN ONE
KIND OF BORROWER,
MORE THAN ONE
KIND OF LOAN.**

When it comes to qualifying borrowers, look no further than Monarch Coast Financial to offer unique lending solutions.

Our wide variety of loan products allows us to help more borrowers with their real estate financing needs.



FULL DOCUMENTATION

Conventional Financing • FHA and VA Loans • Jumbo Loans
Reverse Mortgages • Second Mortgages



ALTERNATIVE DOCUMENTATION

Bank Statement Qualifying • No Tax Returns
Asset-Only Qualification • Foreign National



INVESTOR FINANCING

Property Cash Flow Qualifying • No Limit on Number of Properties
Multi-Unit Financing • Interest-Only Options



PRIVATE MONEY

Bridge Loan Financing • No Income Qualifying
Equity Lending • Apartments • Commercial



www.monarchcoastfinancial.com
3198 Airport Loop Drive, Suite F, Costa Mesa, CA 92626



Publisher's Note

February marks an exciting milestone for our community. After officially launching as **OC Real Producers**, we're stepping fully into 2026 with momentum, connection, and a growing circle of the most respected professionals in Orange County real estate.

This evolution from South OC Real Producers to **OC Real Producers** is already proving what we knew all along: when top producers come together across markets, something powerful happens. The conversations are richer. The opportunities are bigger. And the community is stronger.

A Growing OC-Wide Community

With the addition of Huntington Beach and Eastside Costa Mesa, our network now represents a broader, more dynamic snapshot of Orange County's real estate leadership. These markets bring fresh perspectives, innovative thinking, and an incredible depth of experience—and we're proud to officially welcome them into the RP family.

Thank you for being the heartbeat of OC Real Producers. I'm incredibly grateful for this community and excited for what we're building together in 2026. Here's to continued growth, deeper connections, and a standout year ahead.

Cheers,

**ORANGE COUNTY
REAL PRODUCERS.**



Michele Kader

Owner/Publisher

South OC Real Producers

949-280-3245

michele.kader@n2co.com



Did you know?

A non-qualified mortgage (non-QM) is a type of home loan for borrowers who don't meet the standard requirements for a traditional loan, called a qualified mortgage (QM). Here's what that means in simple terms:

- Flexibility
- Different Rules
- No Standard Limits
- Faster Closing Potential

With over **\$1 billion in Non-QM** loans funded, we're your #1 choice to help clients get their dream home. **Call us today!**



877.237.9694
support@mazzogroup.com



© Mazzogroup - Executive Vice President NMLS186548

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements to qualify for any mortgage program. CrossCountry Mortgage, LLC NMLS3029 (www.nmlsconsumeraccess.org). Main Office Licensed as a Mortgage Banker with the Arizona Department of Financial Institutions No. 0919020. Licensed by the Department of Financial Protection and Innovation (DFPI) under the California Residential Mortgage Lending Act. CrossCountry Mortgage, LLC.

TOP PRODUCERS, TOP PROTECTION

Discover Your Insurance Advantage



GARRETT MUNDELL, AGENT

949.243.5088

2340 S. EL CAMINO REAL STE. 1, SAN CLEMENTE, CA 92672



Junk removal done right.



Why partner with The Junkluggers?

- ✔ Reliable, Eco-Friendly Service
- ✔ Residential and Commercial
- ✔ Same-Day and Next-Day Jobs
- ✔ A Fully Insured, Friendly Crew
- ✔ Receipts for Any Donations

We'll donate, recycle, & rehome your items
to minimize what ends up in landfills.

\$25 OFF a 1/4 truck
or more

Only at participating locations. Limit 1 per job. Cannot be combined with other offers. Tax is not included.

USE CODE: 25REALPRODUCERS

100%
SATISFACTION
GUARANTEE

Book now for a free onsite estimate!

1-800-LUG-JUNK
junkluggers.com



COVER STORY

Faith, Grit,



a Truck Full of Furniture:

HOW MEGAN BIXLER BUILT IT ALL

For as long as she can remember, Megan Bixler saw her future clearly. While other kids dreamed of becoming astronauts or teachers, Megan was rearranging furniture, sketching room layouts, and imagining a life in real estate.

Offering staging free of charge to her sellers became her signature value. It was bold, unconventional, and incredibly effective.

Still, Megan's success did not come easily. Starting her career at just 19 years old meant proving herself in an industry dominated by professionals twice her age. To build credibility and sharpen her skills, she spent several years working for Standard Pacific Homes. The experience left a lasting impression, particularly the way leadership treated employees with generosity, gratitude, and genuine care. One day, she knew, she wanted to build something that reflected those same values.

Life quickly filled with blessings. Megan married her husband, Mark, at 20, moved to California, and welcomed their daughters, Amaya and Tress, by her early twenties. With Mark working full-time as a firefighter, Megan chose to prioritize raising her girls and continued selling real estate selectively through referrals.

“Residential interior design was my passion even in elementary school,” she says. “I loved the way a space can make you feel.”

What she did not know then was that her childhood obsession would become the heartbeat of a career built on creativity, service, and faith.

Megan earned her real estate license immediately after high school while simultaneously studying interior design. Early on, she realized that staging, not traditional design, was where her passion truly lived.

“I never wanted the pressure of designing something I didn't love,” she explains. “Staging gave me freedom and creativity. Clients get the space I create, and that's where the magic is.”





“I always knew my time would come,” she says. “It’s never too late to have more than one dream. I wanted to be a great mom and also build a career I loved. In the right season, everything came together.”

That season arrived five years ago.

Megan took on two listings that required full staging. With no warehouse, no budget, and no team, she sourced every piece through Facebook Marketplace, loaded furniture into her father-in-law’s truck, and staged the homes herself.

“It was the hardest work of my life,” she recalls. “But God gave me that job. I felt it.” On the first day those homes hit the market, Megan met a couple at an open house who would unknowingly change the trajectory

“IT’S NEVER TOO LATE TO HAVE MORE THAN ONE DREAM.”

of her career. Years later, they hired her to list one of their flip properties. That single opportunity became the catalyst for everything that followed. “In 2025, everything transformed,” Megan says.

She built an entire team, one she describes as family rather than staff. She structured splits that favor her agents and believes deeply that when she wins, they win. Her contractor partners—OC Home Buyers Nate and Taylor Looney, along with Oscar and Mario, and Carlos—have been instrumental in the group’s rapid growth. Together, they have created a

momentum Megan describes as nothing short of divine.

Those closest to her work ethic see the difference immediately.

“Megan is a phenomenal agent and an absolute powerhouse,” says Taylor Looney. “She leads with heart, operates with honesty and integrity, and always does the right thing for her buyers and sellers. Her negotiation skills are next-level. I never want to be on the receiving end.”

For Taylor, what truly sets Megan apart is her ability to combine strategy with compassion.





“Buying or selling a home is a major, life-changing decision. You want someone who shares your values, has your back, and fights for the best possible outcome. That’s Megan,” she says. “Relentless, highly responsive, compassionate, and with an unmatched work ethic, she knows exactly how to maximize a home’s character and get top dollar through expert negotiation and design. She’s a triple threat in negotiation, design, and client advocacy.”

Today, Megan is known for her unmistakable work ethic and deeply personal approach to service. She stages every listing with her team, attends showings unless clients request otherwise, avoids lockboxes when possible, and shows up for every inspection, appraisal, and appointment.

She door-knocks when needed, negotiates fiercely, communicates consistently, and treats every transaction with purpose.

“Helping people win at life, whether they’re clients or team members, is the most fulfilling part of what I do,” Megan says.

Megan and Mark have built a life in Mission Viejo where their daughters are thriving. Amaya is currently attending SDSU, and Tress is enjoying her high school years. When she isn’t working, Megan is happiest at home—hunting for treasures at estate sales, rearranging furniture just like she did as a child, or enjoying whatever delicious meal Mark has cooked for the family.

As she looks ahead, Megan is filled with gratitude for the doors

“IT WAS THE HARDEST WORK OF MY LIFE.”

that have opened, the people who believed in her, and the dreams still unfolding.

“God hooked me up,” she says with a smile. “I want to keep growing, keep helping families, and give everyone the red-carpet experience they deserve.”

Her journey is proof that timing has its own perfection, dreams are real, and sometimes, one open house conversation truly can change everything.

FLIPPING THROUGH THESE PAGES SAVES LIVES.



With the help of our sponsors, this magazine supports organizations
**FIGHTING HUMAN
TRAFFICKING WORLDWIDE.**

REAL PRODUCERS PROUDLY SUPPORTS THESE IMPACT MAKERS



WHEN THE DEAL GETS COMPLICATED

Experience Matters



Not every transaction is easy - but the right title partner makes all the difference.

With decades in the title industry and a background rooted in real estate, **Chantell Gwin** is trusted by agents who need precision, follow-through, and clear communication from contract to close. She stays ahead of issues, protects timelines, and brings calm to high-pressure transactions.

If details matter to you, you'll appreciate working with Chantell.



CHANTELL GWIN | ACCOUNT EXECUTIVE
(949) 910-0070 | (714) 289-1830 (customer service)
Chantell.Gwin@ticortitle.com

TICOR TITLE
TICOROC.COM



We do the work You make the sale

Fully managed renovations that help
clients sell for more.



Mike Hermany
Director of Partnerships
(215) 870-6485
michael@freemodel.com

freemodel.com



SOLAR

NO LIEN OR LOAN INVOLVED
REFI / SELL EASY & SMOOTH
\$0 - \$500 OUT OF POCKET

CALL / TEXT (909)
MATTHEW 510-0061



MATTHEW ROCK
SOLAR PROFESSIONAL

SUNRUN



NEW VENTURE
— ESCROW —

Innovating escrow. Elevating your business.

Christopher Dale and **James Tullio** have redefined what it means to partner with an escrow team. With over 24 years of experience serving Orange County and beyond, we take pride in delivering exceptional escrow services to California real estate professionals.



30,000+

Successfully closed transactions



Over \$8.5 Billion

In residential real estate closed



Highest & Most-Rated

Escrow team in California

Beyond seamless transactions, we bring marketing expertise, hands-on field support, and a commitment to elevating our Realtor partners' success.

Are you ready to take your business to the next level?

Connect with us today!

Christopher Arce-Dale

Escrow Officer

Christopher@NewVentureEscrow.com

949-800-8592



James Tullio

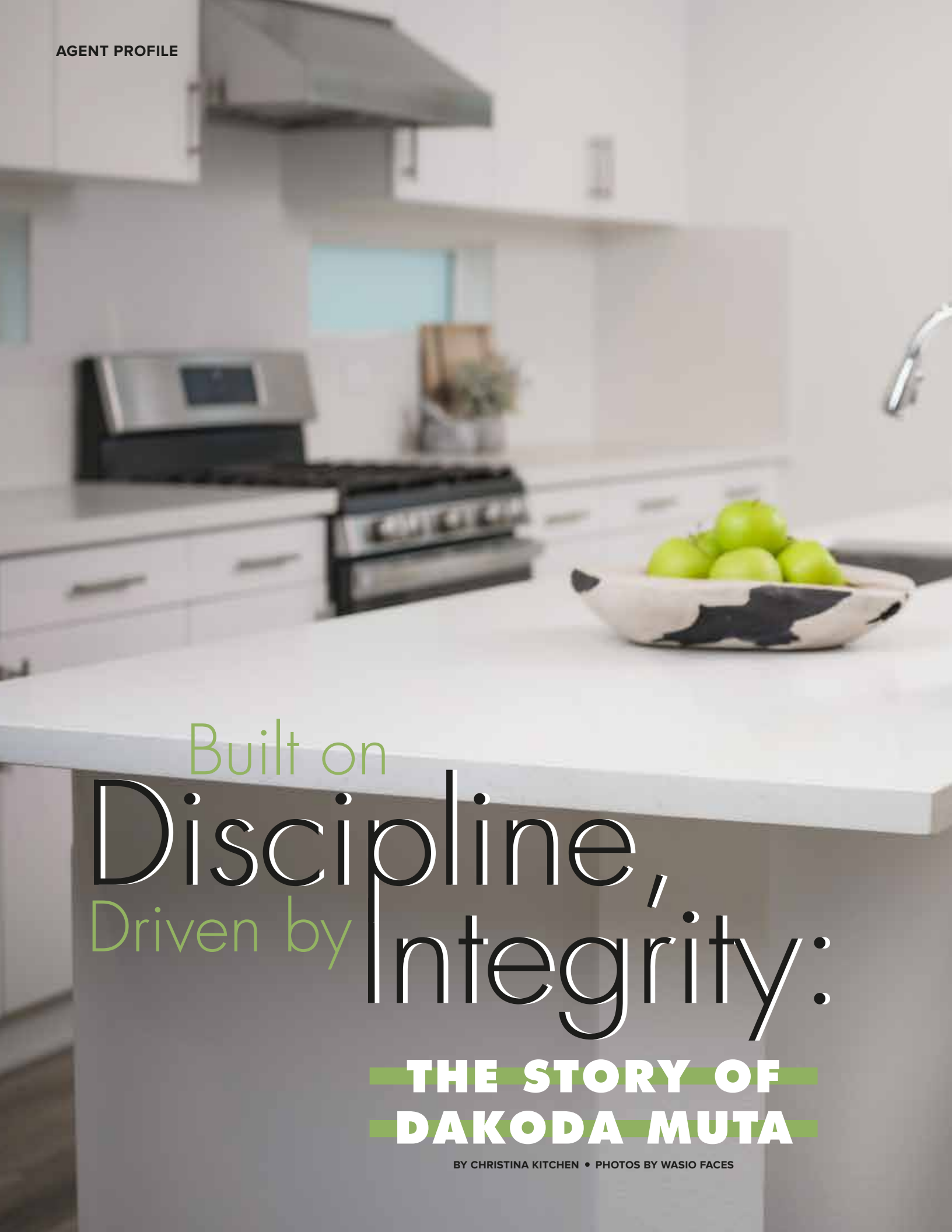
Business Development

James@NewVentureEscrow.com

714-600-4801



NewVentureEscrow.com



Built on
Discipline,
Driven by Integrity:

**THE STORY OF
DAKODA MUTA**

BY CHRISTINA KITCHEN • PHOTOS BY WASIO FACES



For Dakoda Muta, real estate was never about shortcuts, spotlights, or quick wins. It was about showing up day-after-day with discipline, honesty, and a deep commitment to doing the right thing for the people who trusted him with one of the most important decisions of their lives.

Born and raised in Huntington Beach, Dakoda's path into real estate began earlier than most. At just 18 years old, while many of his peers were still figuring out their next step, he stepped into the industry as an assistant in a real estate office. By 2015, he had earned his license and sold his first home. What followed was not overnight success, but a decade-long journey built on grit, consistency, and an unwavering belief in betting on himself.

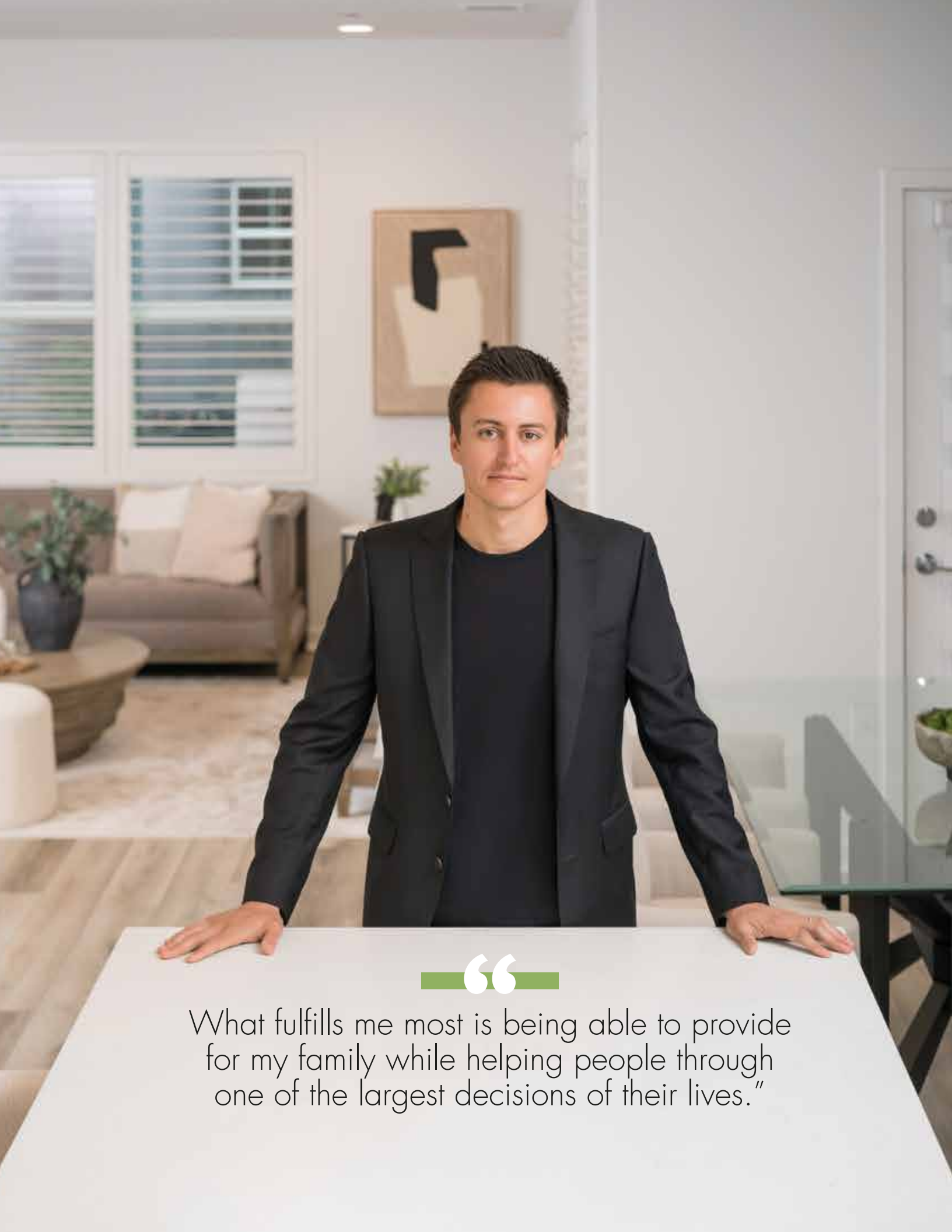
Dakoda's early life was shaped profoundly by family. Growing up with a special needs brother, Hunter, just two years younger, forced him to mature quickly. Watching his family navigate challenges instilled in him a sense of responsibility and perspective that continues to guide his life and business today. While Dakoda once had a promising future in soccer, earning MVP honors at the Southern California High School All-Star Game in 2013, he made the difficult decision to step away from the sport he loved to stay close to home and support his family when they needed him most.

That decision marked a turning point. Rather than chasing what could have been, Dakoda leaned fully into what was right in front of him. With no family in the business and no safety net to fall back on, he committed himself to real estate wholeheartedly. From ages 18 to 22, he immersed himself in personal development, devouring books, seeking mentorship, and sharpening the mindset required to succeed in a demanding industry.

As a Realtor with Realty One Group, Dakoda has built a business defined by an old-school work ethic and modern integrity. He has generated over \$200 million in career sales volume, with \$25 million in the past year alone, yet numbers have never been his primary motivation.

"What fulfills me most," Dakoda says, "is being able to provide for my family while helping people through one of the largest decisions of their lives." He knows firsthand how transformative real estate can be, not just financially but personally, and he approaches every transaction with that understanding.





“

What fulfills me most is being able to provide for my family while helping people through one of the largest decisions of their lives.”



One of the defining moments of his career came in 2017, at just 22 years old, Dakoda closed his first multi-million dollar transaction, a \$6 million waterfront listing in Huntington Beach. Sitting across the table from seasoned professionals in a corporate office, he relied not on pedigree or connections, but on preparation, confidence, and belief. He closed that deal for \$5.7 million, then followed it with another \$5 million listing shortly after. It was the validation he needed that his hard work was paying off and that he belonged at the highest level.

What sets Dakoda apart is his willingness to do the work others avoid. Prospecting. Knocking on doors. Having honest, sometimes uncomfortable conversations with clients. He believes truth builds trust, and trust builds lasting relationships. His approach is unapologetically client centric, prioritizing long term success over quick commissions.

Integrity is the cornerstone of Dakoda's business philosophy. He measures success not by trophies or bank balances, but by relationships. Strong marriages. Meaningful friendships. Shared meals. Being present for the moments that matter. "The quiet accumulation of small wins," he says, "that's real success."

In his personal life, Dakoda finds joy in staying active through running, exercising, playing golf, and spending time outdoors with his wife, Colette, whom he married in 2023. High school sweethearts since 2013, the two are preparing to welcome their first child, a milestone Dakoda considers one of life's greatest honors. Fatherhood, he says, is the highest calling he could imagine.

Looking ahead, Dakoda remains focused on mastery by continuously improving his craft, mentoring others, and giving back through real estate. He credits much of his growth to the people around him, including longtime collaborator Micah Flores, with whom he has built success through years of strategic teamwork, aligned ambition and mutual perseverance.

At the end of the day, Dakoda hopes to be remembered not for grand gestures, but for quiet consistency. Showing up. Doing the work. Treating people with respect, even when no one is watching. For him, legacy is not built in headlines. It is built in lives touched, families helped, and trust earned over time.

“
The quiet accumulation of small
wins, that's real success.”

PROTECTING THE AMERICAN DREAM



HALLIE PACKARD

Sales Representative

📞 949.500.3501

✉ Hallie.Packard@ltic.com

🌐 www.ocltic.com/halliepackard



Delivering
Personalized, Strategic
Mortgage Solutions

Sabina Adamski

VP of Mortgage Lending

(949) 591-2787

Sabina.Adamski@grarate.com
grarate.com/SabinaAdamski



Applicant subject to credit and underwriting approval. Restrictions apply.

Sabina Adamski NMLS #1598145
Guaranteed Rate Affinity, LLC is a subsidiary of
Guaranteed Rate, Inc.; NMLS #1598647; For licensing
information visit nmlsconsumeraccess.org.

CA: Licensed by the Department of Financial
Protection and Innovation under the California
Residential Mortgage Lending Act.



TAKE YOUR BUSINESS TO
THE NEXT LEVEL

**BILLION
DOLLAR
MASTERMINDS**

Exclusive Services for Real Estate Professionals

- Elite Networking Opportunities
- Exclusive Mastermind Sessions
- Strategic Sales Coaching
- Online Group Coaching



Schedule A
Free Coaching
Session!



949-274-3733
BillionDollarMasterminds.com

Fred Sed
Coach & Trainer



Fidelity National Title

Your Success Is My Priority.



TINA JENT-FODOR

Assistant Vice President

C: 949.293.4187

E: tina@tina4title.com

W: fidelityoc.com/tina4title

SERVING

Ladera Ranch,
Rancho Mission Viejo,
Rancho Santa Margarita,
& Coto De Caza

PROVIDING QUALITY HOME INSPECTIONS

Throughout Southern California

Licensed General Contractor since 1998

Member - OCAR Orange County Association of Realtors

Member of both ASHI and InterNACHI

Now offering
in-house
sewer line
inspections!

10% OFF
for Active Duty
Military &
Veterans

**Priority Booking
for RP Realtors!**



PreferredInspects.com

Call Today To Schedule An Inspection
(714)323-1345 or (949)234-7125
jerry@preferredinspects.com

**OVER 10
YEARS IN
HOME
INSPECTION
EXPERIENCE**

NEW YEAR NEW GYM

**BEACHSIDE
CUSTOM GYMS**

949.414.7776 | BEACHSIDEGYMS.COM



MEET MARLENE PARDO & THE LAGUNA NIGUEL TEAM!



GLEN OAKS ESCROW - LAGUNA NIGUEL
949-625-6751 | mpardo@glenoakescrow.com
28202 Cabot Rd. Suite 205 Laguna Niguel, CA 92677

"WE LOOK FORWARD TO WORKING WITH YOU!"

ANDREW WALSH

WITH WFG
NATIONAL TITLE



ROOTED
IN FAITH,
DRIVEN TO
SERVE

BY CHRISTINA KITCHEN
PHOTOS PROVIDED BY ANDREW WALSH

ANDREW WALSH will tell you that nothing in his life looks the way he once imagined it would. He dreamed of the NFL. He ended up in title. Yet if you listen to his story, you hear a clear thread running through every chapter: a faithful God, a family that never stopped believing in him, and a man who chose to surrender, work hard, and let God use his life wherever he was placed. Andrew grew up in Lake Forest and counts it a privilege to have been raised in Orange County. His mother immigrated from El Salvador at nine years old, arriving in a new country without English but with enormous courage. Together, his parents worked relentlessly to create a better life for their family. Out of all the things they gave Andrew, the one he treasures most is the foundation of faith. They were always in church, always in community, always anchored to something bigger than themselves.

Like many young adults, Andrew drifted from that foundation in his teenage and college years. Football became his world, and he went on to play at Cal Poly San Luis Obispo. A devastating back injury cut that career short and set him on an intense sports rehab journey that forced him to wrestle with identity, purpose, and what really matters. That difficult season led him to a startup focused on injury prevention, which helped heal his back and reshape his understanding of perseverance, discipline, and calling.

While working for that startup, Andrew was training at Equinox when a conversation at the gym changed his life. He met the





owner of an escrow company who saw something in him and hired him as an escrow sales representative. The opportunity was exciting, but his first year in the business was brutally hard. Trying to mirror others rather than show up as his authentic self, Andrew struggled to gain traction. Although he was making connections, the production did not follow, and he was eventually let go, right after spending the last of his savings on an engagement ring for his future wife, Jemma.

With no job and barely enough to cover rent, Andrew still boarded a plane to Pittsburgh and proposed. Jemma said yes. In what he describes as one of the lowest points of his life, she believed in him when he struggled to believe in himself. That belief became a turning point he will never forget.

On the flight home, Andrew knew the thing that needed to change was not the industry, but himself. WFG Title had been recruiting him, and when he joined, he decided to go all in. He fully rededicated his life to Christ, got sober, released toxic friendships, and rebuilt his

days from the ground up. He began waking at 3:30 a.m., attending broker previews, building systems, making daily calls, and committing to personal growth with a new level of intentionality.

God honored that commitment. Doors opened. The right mentors and partners appeared at exactly the right times. Andrew and Jemma paid off their debt, purchased their first home, acquired two out-of-state rental properties, and built a strong book of business. Today, he sees his career as a living picture of one of his favorite Bible promises: that God is able to accomplish more than we could ever ask or imagine.

Andrew describes himself first as a child of God whose ministry happens to be as a Title Representative with WFG National Title. His role is straightforward on paper: connect with real estate agents, escrow officers, and lenders to bring business to the company. In practice, it is much more than that. He walks with people through one of the most significant financial and emotional processes of their lives: buying and selling real

estate. In the midst of tight timelines, high stakes, and complex transactions, he sees countless chances to encourage, to pray, and to bring calm into the chaos.

He takes Colossians 3:23 as a personal standard. Whether he is sending an email, returning a text, making a phone call, or leading a meeting, he strives to do everything with his whole heart as if he is working for the Lord. That posture shapes not only how he serves his clients and partners, but also how he carries himself in a pressure-filled sales environment. People feel the difference.

What sets Andrew apart is not a script or a sales tactic. It is his faith and the way he is willing to live it out openly. He is unapologetic

**THAT
BELIEF
BECAME A
TURNING
POINT
HE WILL
NEVER
FORGET.**



WHAT SETS ANDREW APART IS NOT A SCRIPT OR A SALES TACTIC. IT IS HIS FAITH AND THE WAY HE IS WILLING TO LIVE IT OUT OPENLY.



CONTACT ANDREW WALSH

Title Representative | WFG National Title

Phone: 949-300-9101

Email: awalsh@wfgtitle.com

Office: 500 Technology Drive, Suite 100,
Irvine, CA 92618

Website: wfgtitle.com/andrew-walsh

about loving Jesus and quick to pray for others, encourage them, and point back to the true source of every good thing in his life. He works hard and takes full responsibility for his effort, but he is clear about where the results come from. A verse he often returns to reminds him that even his best work is fueled by God's grace. That balance of discipline and dependence shapes the culture he brings into every relationship.

In a market like Orange County, where price points are high and competition is fierce, Andrew believes that peace, integrity, and trust are just as valuable as any marketing strategy. He anchors his business in the promise that when you seek God first, everything else finds its right place. The fruit of that approach shows up in the calls that come out of nowhere, the referrals that seem perfectly timed, and the partnerships that flourish far beyond a single transaction.

From a practical standpoint, Andrew is also passionate about equipping agents with tools that protect their clients and elevate their professionalism. His top piece of advice in the current environment is simple and urgent: take wire fraud seriously. He encourages agents to talk about it early and often. The moment escrow opens, clients should be told never to trust wiring instructions sent by email. Anything that appears in their inbox about wiring funds should be screenshotted and sent to their agent to verify. Most buyers and sellers do

not know who their title or escrow officers are, but they do know their agent. That familiar point of contact can be the difference between a smooth closing and a devastating loss.

He also urges agents to order their preliminary title report as soon as the listing agreement is signed. Doing so creates space to address issues long before closing. One of the most overlooked items is the common name alert. A prelim may appear clean at a glance, but if a seller has a common name, liens may be hidden until a Statement of Information is completed. The last thing an agent wants is to discover a lien days before closing and scramble with the IRS, solar companies, or other lienholders to secure payoff demands. Great agents do not just win on marketing or negotiation; they win by protecting their clients early and preventing problems before they appear.

Today, Andrew and Jemma have been married for six years. They are parents to their daughter Vienna, with a baby boy on the way, and recently purchased a new home where they love hosting family for holidays and everyday gatherings. For Andrew, that home is not just a milestone. It is a daily reminder of what God has done, and of why he loves serving others in real estate.

For agents who want a title partner rooted in excellence, integrity, and genuine faith, Andrew Walsh offers more than a service. He offers a relationship built on prayer, hard work, and a deep desire to see others thrive.

Your Trusted Partner in Home Financing

Clear to Close in just 5 business days—on eligible loans!
Fast, efficient, and hassle-free.
Speed fixes everything!



Nathan Schwimmer
President / CEO

Over a Decade of Experience in Mortgage Banking

- Adjustable Rate Mortgages (ARM) ■
- Condominium Loans ■
- Conventional Loans ■
- FHA Loans ■
- Fixed Rate Mortgages ■
- Interest-Only Loans ■
- Competitive Bridge Loans ■

NEW LOAN



Call us today at 949-822-9175
to start your mortgage journey!

NewLoan123 Inc. is a California corporation - NMLS ID: 2436377
NewLoan123 is a equal housing lender licensed by the California Department of Real Estate License # 02202885



DFYCAMPAIN
Powering business growth by removing digital barriers.

ATTENTION CLOSES DEALS!

YOUR BRAND SHOULD OPEN DOORS BEFORE YOU EVEN WALK THROUGH THEM.

You already know how to do your job.

Whether it's lending, selling, or servicing... your expertise is what drives results.

Our job is to make sure people know you, trust you, and think of you first.

READY TO SCALE?

CALL (702) 899-5093
OR VISIT DFYCAMPAIN.COM



Who is DFY Campaign & What is DFY Campaign?



Lead yourself.
Lead your life.



Executive Leadership Coaching for entrepreneurs, small business owners, and leaders

Work With Cayla, Visit CaylaHorey.com
949.212.2107

**LEAD
GENERATION IS
SIMPLE. DON'T
OVERCOMPLICATE IT.**

Call people you know
Call people you don't know
Buy leads — then CALL them
Make content
Build referral partners
Invest to get people to call you

Consistency wins. Every time.

Grateful
**FOR OUR
NEW HOME**



Looking to level up?

Scan my QR code and
text: **LEVEL UP**



Andrew Walsh • VP of Sales & Marketing
949.300.9101 • awalsh@wfgtitle.com
wfgtitle.com/Andrew-Walsh/

By the grace of God, my family and I were able to close on our new home — and we are so happy we took this leap of faith. We're incredibly thankful for this season and the relationships that make moments like this possible.

