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16 COVER STORY **Mayra Carrillo & Joseph Colangelo**

If you are interested in contributing or nominating REALTORS® for specific stories, please email us at Isabel.sweet@realproducersmag.com

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Hello, February

February has a way of reminding us that real estate is, at its core, a relationship business.

Behind every transaction is trust, connection, and a shared commitment to doing things the right way. That is reflected beautifully in this month's cover story featuring Mayra Carrillo and Joseph Colangelo, whose partnership shows how strong relationships and shared values can lead to long term success both personally and professionally.

Real Producers has always been about more than rankings or numbers. It is about the stories behind the success, the lessons learned, the relationships built, and the people who make this industry what it is. February feels like the perfect time to highlight those connections and celebrate the agents who lead with heart while continuing to deliver excellence.

To our top producers, thank you for setting the standard and elevating our local real estate community. To our partners, thank you for supporting the agents who keep this industry moving forward. I hope this issue leaves you feeling inspired as you head into the months ahead.

Warmly,



Isabel Sweet

Publisher, 209 Real Producers



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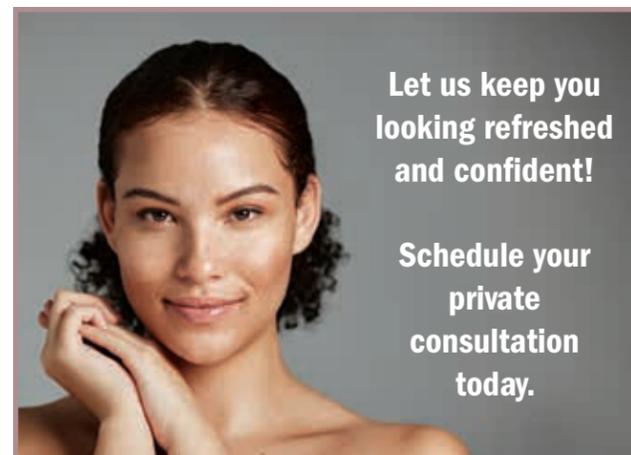


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Real estate can be demanding. Long days, full schedules, and constant pressure can make it easy to lose sight of why we started. But every agent has moments that cut through the noise. A client, a conversation, or a transaction that reminds us this work is about more than contracts and closings.

This feature highlights those moments. The relationships and experiences that bring us back to our why and remind us of the heart behind the business.



Amy Thomas

Amy Thomas -

One of my most memorable sales! From the “dream house” call to “I do!” in under a year. My clients went from touring their dream home to hosting a stunning wedding there and now, they’re welcoming their first child. A true honor to help their vision come to life.



Amy Thomas

Ryan Sherman -

Repeat and referral business is my life blood and I love taking care of my clients. This was the largest project of my career - highest price home sold to date in our market. It took patience and trust for all involved, but we ended up closing it with smiles across the board.



Ryan Sherman



Salah Salah

Salah Salah -

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1st Million Dollar Resale home ever sold (\$1,015,000) in Mountain House. It opened up the Million dollar Market. Sold in October of 2020

Fun fact I resold it in May of 2022 for \$1,730,500

Aaron West -

This is one of my son’s best friends who bought a house in December. He’s 23 years old and I absolutely loved helping him through the whole process.



Aaron West



Andrew Carrasco

Andrew Carrasco -

Helping close friends purchase their first home just after getting married was especially meaningful, as I got to be part of the start of their life together.

Jose Bernardo -

What I love most about my work is the people. Grateful for the trust from so many in this industry, including Tara Wagner and Michael Meneses with their clients. I appreciate everyone I get to work with and the relationships that come with it.

Jose Bernardo >>



Jose Bernardo

Walter Anaya -

“On key day, my client thanked me and said, ‘Now I can tell my father in law his little girl is going to be safe.’”



Walter Anaya

Shaly Dhanjal -

I helped her sell a property she had been stuck with for more than two years. During that time, she was dealing with serious health issues and truly needed the financial relief. We were able to get it sold in under ten days, and being able to help her in that moment meant everything.



Shaly Dhanjal



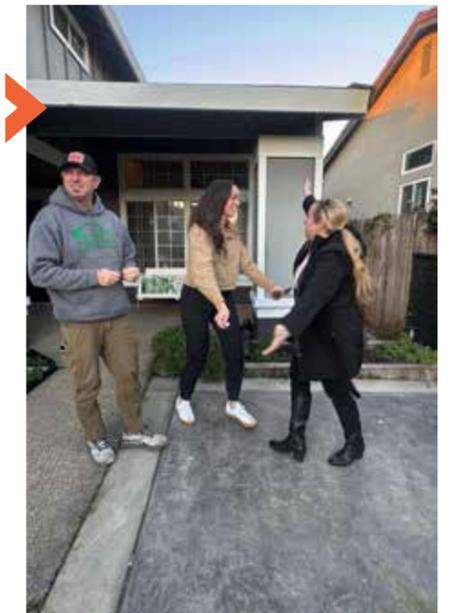
Joyce Fritz

Joyce Fritz-

It is a blessing to work with my clients! Being able to leave a blessing on them and their new home on key day is one of the great joys of being a Realtor!

Ashlee Prudhel -

This closing was so real because it wasn’t just about buying a house, it was about rebuilding a future. I’ve walked alongside this family for years, helping them buy and sell homes, and then watching life throw them curveballs that forced them to start over. We worked through challenges, setbacks, and even a deal that fell apart at the finish line. When they tried to purchase the home they were renting and the landlord backed out, we had to pivot fast. In that moment, it wasn’t about giving up- it was about staying steady and believing something better was still ahead. Together, we found the perfect place for them to plant roots and breathe again. This is why I LOVE what I do!



Ashlee Prudhel



<< SALAH SALAH



Monica Martinez

Monica Martinez -

One of my most meaningful transactions was closing on Christmas Eve for a close friend purchasing her first home. With closing costs covered and a smooth 22-day FHA close, it perfectly reflects why I love real estate! I love being a trusted guide and helping clients achieve milestones they'll remember forever.

Emily Parker -

This transaction was especially meaningful to me because of Ruth's journey. After years of waiting and navigating loss, she never lost faith, and helping her step into a home that brought her peace and a fresh start is something I'll always remember.



Emily Parker

Michael Meneses -

Here's a picture from one of my closings last year. I was honored to assist my first time homebuyers in purchasing their new home right before Christmas.

I went to school with Kolton at CSU Stanislaus. Parjot the lender Kolton and I all met through becoming fraternity brothers in Theta Chi and it was great to see a full circle moment where we were able to help him reach one of the most important milestones in life purchasing his first home.



Michael Meneses

Michelle Zaragoza-

Michelle finds her "why" through connection and growth. Being part of masterminds and surrounding herself with people who push her to think bigger has been instrumental in her journey, reinforcing her belief that the right relationships help you break the ceiling not just in business, but in mindset.

Mayra Carrillo -

This one was so special to me bc he was one of the the few people who was chosen for the California Dream for All program. His mom was so incredibly proud of him. Which just melted my heart.



Mayra Carrillo



Michele Zaragoza

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MAYRA CARRILLO & JOSEPH COLANGELO

Perfect Match at Cornerstone Real Estate Group

In Stockton's competitive real estate market, Mayra Carrillo and Joseph Colangelo have established themselves as a dynamic power duo. At Cornerstone Real Estate Group, a local powerhouse brokerage where agents consistently rank among San Joaquin County's top producers, they lead Belmont Real Estate Group, a thriving team, while maintaining impressive personal production. Both Mayra and Joseph are proud LAR Masters Club recipients, and they combine their award-winning expertise with hands-on mentorship, guiding the next generation of agents to achieve excellence.

Joseph, a Stockton native and veteran agent nearing a decade in the industry, built his reputation as a consistent top producer. After transitioning from lending in 2015, he excels at investor transactions, often meeting clients on job sites to uncover a property's true potential and building long-term repeat business through hands-on guidance. "Lenders stay behind a computer," he says. "Agents are in the trenches with clients, and I love building those real relationships."

Mayra entered the real estate industry in September 2019 after nearly 20 years as a successful business owner. Owning and operating a salon for two decades taught her how to run a business, lead with integrity, and most importantly build deep, trust-based relationships. Those skills became the backbone of her real estate career.

From day one, Mayra focused on helping families achieve major milestones, guiding first-time buyers into their very first homes, supporting sellers through successful transitions, and thinking outside the box with investors to create strategic opportunities.

Fluent in both English and Spanish, Mayra is able to connect with and advocate for a diverse community, ensuring her clients feel heard, informed, and confident at every step. Through it all, her success has been built on meaningful relationships, creative problem-solving, and a genuine passion for helping people move forward.

What began as a shared vision to build something meaningful started with work. Mayra and Joseph first came together to build their real estate team, laying a





strong foundation rooted in trust, ambition, and a shared commitment to excellence. Nearly three years later, celebrating their team's anniversary in January 2026, that collaboration remains the backbone of everything they do. Through long days, big goals, and mutual respect, their professional partnership naturally evolved into a genuine friendship. "We established a professional relationship first," Joseph

recalls. "As life ran its course, it was like magnets."

Two driven individuals who truly speak the same language, they connected over shared values such as hard work, integrity, and family. "I wanted someone who understood that my work matters deeply to me, and that my daughters are everything," Mayra shares. Joseph was drawn to her unwavering work ethic,

radiant smile, and devotion as a mother. Now together, their relationship mirrors their leadership style, intentional, grounded, and growth-focused. Today, they co-lead a close-knit team they often describe as their professional "baby," built on the same trust, respect, and heart that define their partnership.

The Belmont Real Estate team consists of Kayla, their right-hand support and

transaction coordinator, Vishang, a Bay Area specialist, and agents Nicole and Destiny. The team continues to thrive in today's challenging market. They celebrate every win, lead by example with their own substantial books of business, and remain actively involved in the day-to-day. "We're in the market alongside our agents, so we truly understand what they're facing," Joseph shares.

At the core of Belmont Real Estate is a culture of support and accountability. Team members show up for one another, encourage constant growth, and push each other to always be better, both professionally and personally. Mayra and Joseph are strong advocates for the team model, believing that collaboration, shared knowledge, and mutual support are what allow everyone to succeed together. Whether leading their growing team, overseeing remodels and investment flips, or managing business while traveling, Mayra and Joseph remain effortlessly in sync. With systems in place and constant communication, they ensure clients are always prioritized and fully supported, no matter where they are in the world. It's a partnership built on shared vision and a commitment to never missing a beat.

Travel remains a shared passion, thoughtfully woven into their busy lives. This



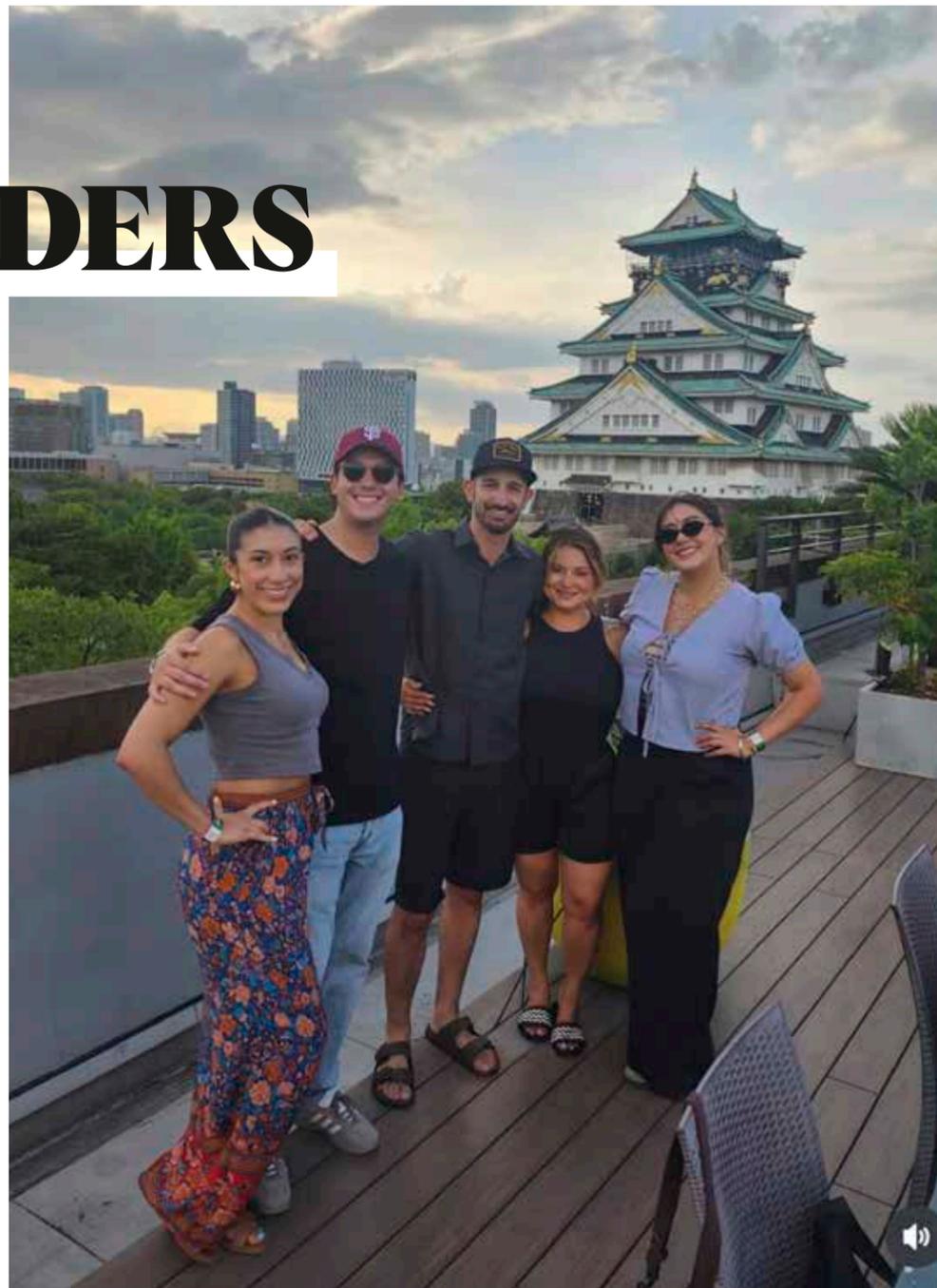
“
We’re both
GRINDERS

going in
the same
direction.”

past summer, Mayra and Joseph embarked on a memorable trip to Japan with Mayra’s daughters, creating experiences that blended culture, connection, and discovery. From the electric energy of Tokyo to the laid-back beauty of Okinawa, the culinary scenes of Osaka, and the timeless temples of Kyoto, each destination offered something unforgettable. Between vibrant city streets, rich traditions, and incredible food, the journey became more than a vacation. It was a meaningful chapter of shared memories they’ll carry forward together.

Family anchors everything. Their blended crew of kids Kiara, 24, an esthetician and para educator, Alexandra, 19, a UC Irvine pre-med student, Rhett, 7½, a soccer player, and Isla, 3½, a tea-party enthusiast, forms a joyful “modern-day Brady Bunch.” “The greatest win is how deeply we care for each other’s children,” Joseph says. Their spacious home hosts everyone, plus four dogs.

Both Mayra and Joseph were shaped by families who believed deeply in hard work and perseverance. Raised around entrepreneurship



and sacrifice, they learned early that success is earned through effort, consistency, and ambition. Their families instilled a mindset of striving for more, not out of entitlement, but out of purpose, pushing them to build, grow, and create opportunities beyond what was handed to them. That work ethic continues to fuel everything they do today.

Looking ahead, they plan to grow their brand, stay hands-on producers, adapt to shifts, and guide agents toward Masters Club milestones.

Mayra glows about Joseph: “He brings out the softest side I didn’t know I had.” He calls her his best friend and favorite travel partner. In a market that tests resilience daily, Mayra and Joseph

show that real success lies in nurturing relationships, blending families, and grinding with gratitude and love. “We’re both grinders going in the same direction,” Mayra says with a smile. To Stockton’s real estate world, they’re the ultimate Valentine, proof that the right partner turns transactions into triumphs and ordinary days into something extraordinary.

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All About 209 Real Producers

Real Producers magazine started in Indianapolis in 2015 and is now in over 130 markets across the nation and continues to spread rapidly.

Q: WHO RECEIVES Real Producers MAGAZINES?

A: The top 300 real estate agents in the Stanislaus and San Joaquin Counties.

Q: WHAT IS THE GOAL OF THIS MAGAZINE?

A: We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals in the 209 real estate industry.

We take the top 300 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

Q: DOES Real Producers HAVE EVENTS?

A: Yes! We will have specific networking events throughout the year.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple. You have to be on the top 300 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider anyone brought to our attention who is in the top 300 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but

we encourage you to meet with one of our team members, support Real Producers and attend our private events to increase your chances.

To submit a nomination, please send us an email!

Q: WHAT DOES IT COST A REAL ESTATE AGENT/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share **REAL** stories of **Real Producers**.

Q: WHO ARE THE RP-VETTED BUSINESSES?

A: They are one of the best businesses in the Central Valley in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this publication. We will not even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

Q: HOW CAN I RECOMMEND A BUSINESS?

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