

SAN ANTONIO

JANUARY 2026

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Featured Agent

Roxanne  
Fernandez

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# Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. All of these businesses have been recommended by other top agents in our great city. 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! If you are interested in becoming a preferred vendor, please reach out to us at [jason.smith@n2co.com](mailto:jason.smith@n2co.com).

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## MORTGAGE MINUTE

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**Charlie Braden**  
Broker/Owner

NMLS #2409480  
210.209.6792

[charlie@jcharleslending.com](mailto:charlie@jcharleslending.com)



**Joyce AsSadiq**

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NMLS #1995039



**Patrick Krawietz**

210.232.0833

[patrick@jcharleslending.com](mailto:patrick@jcharleslending.com)

NMLS # 1796957





# What is *San Antonio Real Producers All About?*

Welcome to the brand new *San Antonio Real Producers* magazine! We are excited to launch this platform here in San Antonio as the premier publication of the real estate community. So... If you're picking this up for the first time, you may be asking, "What is this thing??" I'm glad you asked.

**Q: WHO RECEIVES REAL PRODUCERS MAGAZINES?**

**A:** The top 500+ real estate agents in the greater San Antonio area.

**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 real estate industry.

We take the top 500 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 500 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 500 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.

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

**A:** Absolutely nothing, my friends, so nominate away! Everything we do for real estate agents is 100% free. 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 the best businesses 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 won't 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?**

**A:** If you want to recommend a business that works with top real estate agents, please email or message us!  
**Email: Jason.Smith@n2co.com**

## Your Partner for Building Wealth Beyond the Closing Table!

Why Top Agents Trust Grant Wilson

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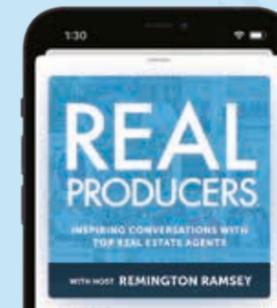
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# Roxanne Fernandez

THE AGENCY

**Born and raised in San Antonio, Roxanne Fernandez brings 17 years of local expertise, and the unmatched instincts that come with raising 4 children- to the world of luxury real estate. Who has the talent and tenacity to represent San Antonio's most luxurious properties? Roxanne Fernandez does—and The Agency San Antonio's owner, Miguel Herrera, is committed to making that unmistakably clear. "We are building the next generation of luxury agents," Miguel says, "and Roxanne is living proof of that. She's exactly the kind of agent we opened The Agency San Antonio to support."**

Roxanne earned a Bachelor of Business Administration Degree from The University of Texas at San Antonio in 2001, and entered into the banking and insurance industry. Her heart remained drawn to the real estate profession for many years; however, at the same time she believed another story- that it wasn't for her. "Oddly enough, my imagination always took me to a place where I was doing exceptionally well in the world of real estate," she says. The reality of getting her real estate career started seemed further impossible as her 4th child was born, and she was deep in



the trenches of singlehandedly raising 4 kids all under the age of 2 years old.

Eight years later in May of 2009, she decided to stop waiting; "If my heart holds this passion, and my thoughts are consistent with what I really want to do, why can't I?" she remembers thinking. This was the year prior to her oldest twin daughters entering elementary school, and while caring for her children as a stay-at-home mom, she signed up to take the required real estate classes. Between loads of laundry, countless meals, non-stop cleaning, playing referee, and all the exhaustion and unspoken tears attending to their basic needs, she passed the Texas Real Estate Licensing exam on August 31st of 2009.

At home, Roxanne is grounded by her family and the legacy of devout faith she inherited from her maternal grandparents. She witnessed them graciously serve in the Catholic Church for more than 50 years, and Roxanne was also a Sunday School teacher

herself for 6 years. "It's part of who I am," she says. "It's in my blood." Her four children, now adults, remain central in her life, and recently becoming a grandmother has added a new joy to her days. When she's not adoring her new grandbaby, she spends her time reading, prioritizing her health and wellness, traveling, as well as supporting women in her church community.

Roxanne has started a Women's Bible Study at the brokerage in hopes of fostering love and support and bringing strength to the core women of The Agency. In 2018 Roxanne was diagnosed with Stage 1 Breast Cancer and underwent a 9-hour surgery; she is now cancer-free, going on 6 years. She learned many things on her cancer journey that generously flow into her overall career and personal life; several takeaways are—maintain your strong faith, always keep a positive mindset, challenge yourself to a vision of growth, and, most of all, find things to be grateful for when times are tough. It will instantly change your energy. Roxanne's life over the past two decades is a testament to her resilience and undeniable strength under pain and pressure. Her faith is the cornerstone that held it all together and will continue to provide grace to the many hats she wears and balances in service to her family, clients, colleagues, and community.

Becoming licensed in 2009 when the market was crawling out of the Great Recession was not the ideal time to enter the real estate industry. "The early years were slow, emotional and full of learning curves. I was molding my sales skills, educating myself on contracts, and developing my core values with the clients that I did have," she says. "This was the beginning—focused on mastering the basics and what was working, and what was not." Unbeknownst to her, the difficult years of raising and managing 4 kids all born within 2 years would later prove how she naturally developed the high-level leadership skills she gained, and prepared her for the role she now holds at The Agency San Antonio. Nurturing her children trained her in ways she couldn't see at the time. It required exceptional time management and being efficient at a high level to manage multiple schedules around school, sports, and their faith formation for the better part of the last 21 years. Multi-tasking under pressure for unpredictable situations and quick decision making, not to mention strategic planning and the emotional intelligence required to manage



different personalities, patience, and conflict resolution—the very traits an agent leans on daily. What felt like an endless, all-consuming, huge investment in the lives of her children’s personal growth and the development of their mental strength became her greatest advantage and richest blessing in more ways than one.

Over more than 16 years of selling real estate and being exposed to 5 market shifts while building a solid referral-based real estate career, Roxanne crossed paths with Miguel Herrera only a few times over the years, but when she saw him as one of the speakers at the Luxury Real Estate Summit, everything aligned. She approached him afterward to congratulate him on the opening of The Agency, the premier luxury brand brokerage originating from Beverly Hills, California. “He said, ‘You should come and talk to me,’” she

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**Choosing the right environment matters, and joining the right team for mentorship is critical to being successful in real estate.”**



remembers. Within a week, she had joined the high-end global luxury real estate brokerage in San Antonio, known as, The Agency. Working closely with Miguel Herrera—under his mentorship, training, coaching, and guidance — Roxanne has grown into a leading force in the luxury market. “In the last 6 months I sold about \$10 million in Luxury Real Estate, and I’m currently working a very active pipeline to include another \$10 million. The previous year I sold \$5 million total,” Roxanne says. “I closed more production, sales volume-wise in two months at The Agency,

than I did the entire previous year.” In addition to now being a top Executive Luxury Agent, as well as Sales Leader at The Agency, she has been added as an agent on The Herrera Team, which is currently #2 in The City of San Antonio, according to The San Antonio Business Journal. Miguel puts it plainly—“if you have a similar foundation, we can help you become a luxury agent,” he says. “This is what we do at The Agency San Antonio, we are building the next generation of luxury agents.”

Roxanne’s one piece of advice for colleagues and aspiring agents is to remember one thing: “Choosing the right environment matters, and joining the right team for mentorship is critical to being successful in real estate,” she says. Joining The Agency wasn’t just the right team for her—it was the beginning of becoming who she knew she always was. Feel free to reach out to Miguel Herrera at The Agency San Antonio for more information on advancing your Real Estate career.

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**- Becky T**

"Shannon and her gals are the best! I highly recommend them to all my clients. I have had 100% positive feedback from everyone."

**- George M**

# 2025 REAL PRODUCERS

20  
25

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• back at our  
• featured  
• agents of  
• 2025.

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**“Our ambassadors and employees continually volunteer their time. MAKING AN IMPACT IS WHAT WE BELIEVE IN.”**

Cavender Cares, the company’s philanthropic branch, was established in 2021 by Lee Cavender as a means to deepen their community support.

Having reached over 300 non-profit organizations, contributed over 1,500 volunteer hours, donated \$300,000 of employee income and \$800,000 of company profits, the impact Cavender Cares has made is significant and has improved the lives of countless individuals and families across San Antonio and the surrounding areas all the way to Rockwall, Texas. In 2022, they were recognized for their efforts when the Cavender Auto Group received the Corporate Philanthropy Award from the San Antonio Business Journal. “We support local charities, schools, and many other organizations where we know we can make a difference,” says Lee Cavender, Chief People Officer, “Our ambassadors and employees continually volunteer their time. Making an impact is

what we believe in.” This belief and approach follows suit with a longstanding company motto- “Before a company does well, they must do good.”

As a way of honoring and recognizing our military men and women, the Cavender Auto Group has also designated resources to support both active duty members and veterans coined the Cavender Commitment. At any one of their dealerships, military personnel receive free oil changes for life when purchasing a new vehicle. (\*Limit two oil changes per year for up to 10 years from the date of purchase). This year, the Cavender Auto Group will also be the title sponsor for the 54th annual Celebrating America’s Military, a three week long series of events honoring those who’ve served in our nation’s military. As a title sponsor, they’ll be hosting one of the premiere events at the new dealership on November 2nd, so don’t miss out!

The Cavender Auto Group is proud to be a pioneer in paving what company responsibility should look like. Though they don’t advertise it, their merits are built on their commitments to our incredible community, not in the way they care for our vehicles, but in the way they care for our people. Holding true to those Texan family values, the Cavender Auto Group is more than a company to buy our vehicles from, it’s a company to be proud of.

# CAVENDER AUTO GROUP

The Cavender Auto Group established its first dealership in San Antonio in 1939, building their original business on the same values and principles they continue to uphold to this day. As long-time residents of San Antonio, they’re committed to sharing our same Texan family values: having confidence in each other, care for one another, and remaining dedicated to the community. Through the Cavender Auto Group’s generational leadership, those pillars have remained intact, acting as the core of their business, and allowing them to grow.

On August 19th, the Cavender Auto Group opened the doors to their latest and largest dealership to date- the Cavender Grand Ford. A project two years in the making, its the largest Ford dealership in South Texas, located just minutes outside downtown San

Antonio and boasting a 144,000 square foot frame all under one roof. With 1,200 vehicles available, the dealership offers commercial sales and services on site, along with two commercial grade car washes designed to accommodate every traditional vehicle.

With an exceptional team of highly trained, engaging professionals, the customer experience at Cavender Grande Ford is second to none. From management to the service technicians, you can sense the team’s dedication to customer satisfaction and the early testimonials speak for themselves.

The Cavender Auto Group’s dedication, however, extends well beyond their customer base. Though their car dealerships are forward-facing, it’s their charitable work that deserves the most praise.





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<b>THURSDAY</b>	MASTERY - How to Build Wealth
<b>FRIDAY</b>	MASTERY - How to Build Legacy

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