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20 Wise Words

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A new year always brings a moment to pause, reflect, and reset. As we step into 2026, we are taking time to look back with gratitude and forward with purpose.

Since the very first issue of *Real Producers*, this magazine has been shaped by the professionals who lead, serve, and raise the standard of excellence across the San Joaquin and Stanislaus real estate community. We have celebrated countless wins, milestones, and career-defining moments, and this year, we are proud to reflect on the top producers who have helped build the culture of excellence that defines this market.

At the same time, a new year calls us to stretch, to grow, and to aim higher. In 2026, we look forward to highlighting the agents who step into challenge, chase new goals, and choose to level up. This is the year to sharpen your skills, expand your reach, and grow into the leader you know you can be.

We are excited for another year of connection, celebration, and community through our events and our stories. Your work matters. Your impact matters. And we are honored to continue sharing the journeys of those who are shaping the future of real estate in our region.

Here's to a year of bold goals, strong partnerships, and continued success.

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Yaritza Felix



Yaritza Felix was born in Redwood City, California, but her story really took shape in Mexico, where everyday life meant family around the table, conversations that lasted hours, and Spanish as her natural first language. When she started high school, her parents moved the family to the Central Valley, a place where she would eventually make her own mark in a career built on people, investment, and transformed spaces.

Her love for renovations comes straight from her dad, who worked in construction for as long as she can remember, always rebuilding kitchens, updating bathrooms, reworking floors, lighting, and layouts. Watching him transform a house into something new was exciting long before she knew it was training her eye for real estate. “Seeing a space become better is what pulled me in,” she says. “That moment when it all comes together? That’ll always be my favorite part.”

She took real estate courses at Modesto Junior College, finished the requirements, and went straight for the licensing test. Along the way, she earned a BLS certification, reflecting her want to support people through big moments, not just close deals.

She began her career working closely with investors, giving her early hands on learning through co-listing transactions from her first broker. That momentum became confidence, the kind that sticks.

Yaritza is bilingual in English and Spanish, a skill that has shaped some of her most meaningful client interactions. Many of the families she works with now are referrals, and when a client prefers Spanish, the entire



conversation feels easier, warmer, more trusting. It's something she doesn't turn on for a deal, it's just a part of how she shows up.

When she's not researching the market or meeting clients, you'll probably find her at Legacy Fitness, climbing real estate goals and real life strength goals at the same time. She loves the slow burn of Pilates, the discipline of arm and core circuits, and the heart pounding climb on the StairMaster. Pilates sharpened her mindset, the gym made her feel capable, and both gave her structure through repetition.

“I stage, I renovate, I design, I help a house get seen in its best light because the potential is always there first.”

Her real estate dream is a portfolio of her own, built intentionally, pursued in motion, and rooted in people first.



KRISTINA CORNEJO

THE MORTGAGE MAMA

Kristina Cornejo grew up around real estate, long before she ever considered it a career. Much of that exposure came from her great aunt, who regularly picked Kristina and her brothers up from school and brought them along to the homes she was showing. While other kids were heading home for the afternoon, Kristina was tagging along, waiting in vacant houses and watching the process unfold. "She used to pick up myself and my brothers from school and take us to homes she was showing and get us a snack while we waited," Kristina recalls. "Safe to say I've had quite a few Happy Meals in vacant homes." What felt normal at the time quietly

became her earliest exposure to the real estate world.

After high school, Kristina briefly considered a path in the medical field. Spending significant time in hospitals while caring for her grandparents gave her clarity.

She admired the people who work in healthcare, but she knew quickly it was not where she was meant to be. What stayed with her was the importance of showing up for people during meaningful moments. That mindset eventually carried



her into lending, where she could support families through one of the biggest financial decisions of their lives.

Kristina's career in the mortgage industry began behind the scenes. She started as support staff, helping loan officers move files through the process. Those early years gave her a clear sense of how she wanted to show up in this business and, just as importantly, how she did not. Learning every step from the inside out shaped the way she approaches lending today. Prepared, straightforward, and intentional.

Now with The Mortgage Doctor, Kristina brings nearly 19 years of experience to her clients. While she has earned Presidents Club recognition in the past, accolades are not what drive her. One of her proudest moments came outside the office, receiving a coach's trophy after coaching her daughter's volleyball team. As she put it, "My kids knowing they're loved and supported no matter what is the biggest flex of success to me."

Kristina is known for being direct and transparent. She believes clients should understand exactly what they are signing and why. "I really like to explain everything to the point of total understanding," she says. "I would never want a client signing anything they didn't completely or confidently get." Her approach is simple. Be honest. Break it down. Treat people the way you would your own family.

“

I really like to explain everything to the point of **TOTAL UNDERSTANDING**. I would never want a client signing anything they didn't completely or confidently get."



Outside of work, Kristina's life is full and busy. She works out at Get Fit Modesto, has recently taken up running with her husband, and spends most of her time bouncing between practices, games, and family schedules. Married to her high school sweetheart for 16 years, Kristina and her husband are raising three kids, Rudy, Ava, and Duke, better known as the RAD kids. The Cornejo household reflects the realities of family life, filled with laughter and love, and Kristina embraces all of it.

Kristina is a familiar face at CVAR, LAR, and Real Producers events, which she proudly calls her favorite group. "I'm also not competitive — okay maybe a little — but I've been around long enough to know there is so much business to go around. We should all celebrate each other's wins." It's a perspective

earned through experience and one she consistently brings into every room she's in.

When asked how she defines success, Kristina doesn't talk about numbers. "It's never about numbers," she says. "It's about who showed up and how they made you feel." That philosophy shows up everywhere in her life, from the way she parents to the way she guides clients through the loan process.

At the end of the day, Kristina's approach is simple. Be honest, explain everything, and show up the same way every time. The same Kristina walking a client through a loan is the one juggling carpool, cheering from the sidelines, and cracking jokes at a Real Producers event. It's straightforward, it's human, and it's exactly why people trust her.

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Success Is Not Just About What You Achieve, But How You Live.”
—Tara Wagner

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