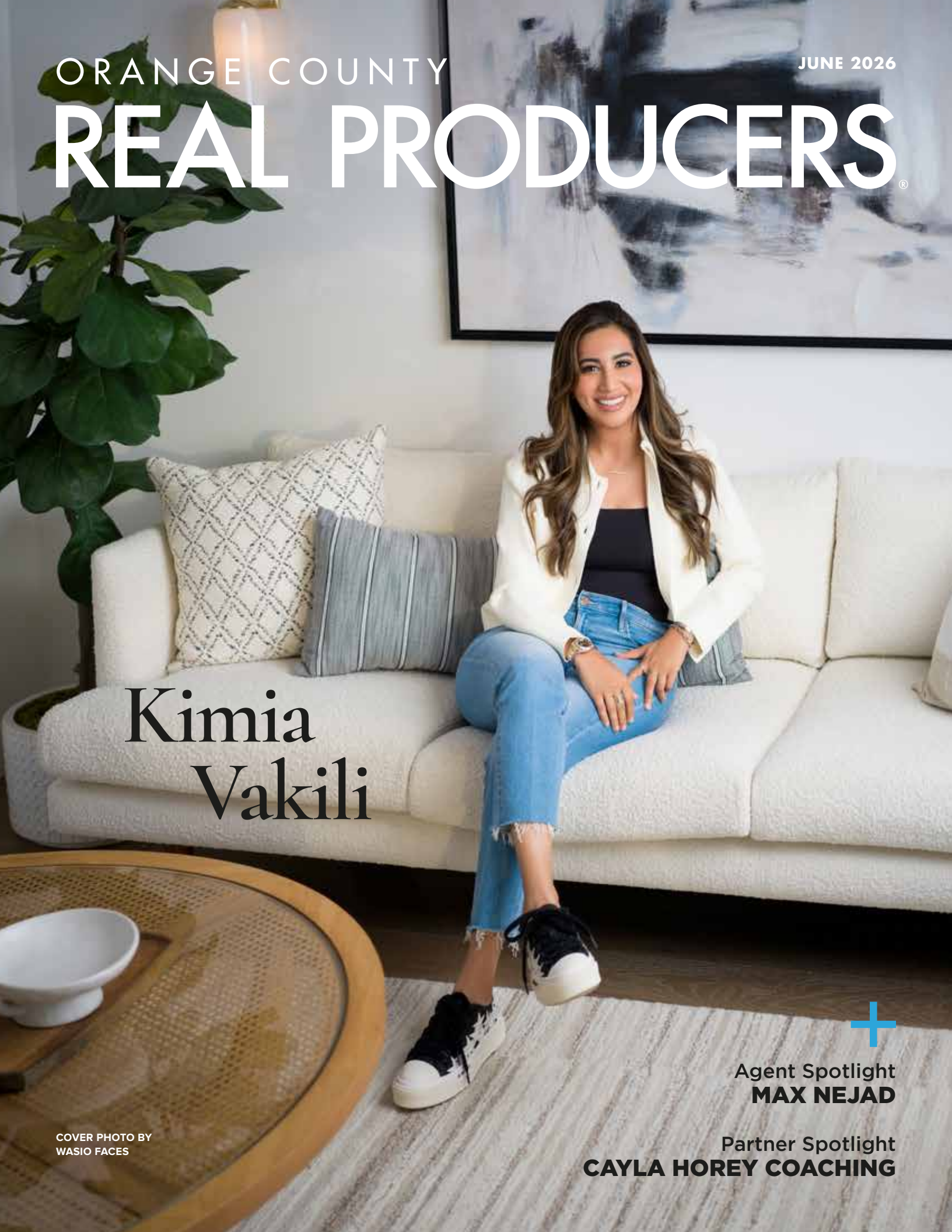


ORANGE COUNTY

REAL PRODUCERS®

JUNE 2026

Kimia Vakili

Agent Spotlight
MAX NEJAD

Partner Spotlight
CAYLA HOREY COACHING

COVER PHOTO BY
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Meet The Team



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



Jacki Donaldson
Managing Editor



Jenny McMasters
Photographer



Yaneck Wasiek
Photographer
WASIO Photography



Tony Lattimore
Photographer

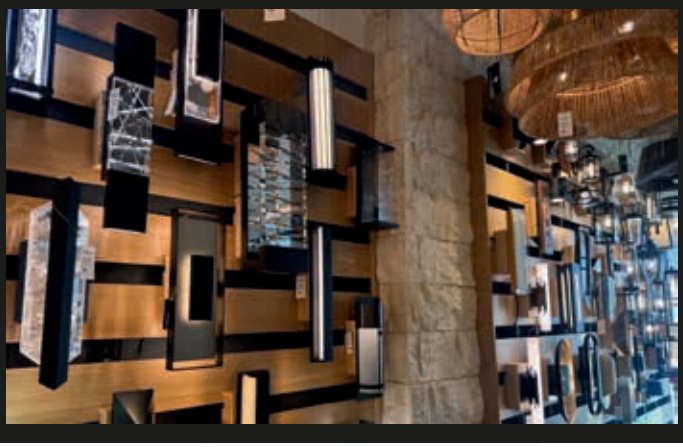


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Media Content Creator

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Hey, June!



More Stories
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Dear REALTORS® and Valued Partners,

Welcome to June—the month that ushers in summer. The school year winds down, the days stretch a little longer, and life naturally shifts into a rhythm that blends work, travel, and time with the people who matter most. This season reminds us how quickly things move and how important the right connections are.

This community exists to connect, inspire, and elevate the local real estate market in a way that creates impact far beyond it. Each month, through the magazine and our private events, we bring together Orange County's top 1,000 producing agents and the partners who help make their businesses stronger, smarter, and more sustainable.

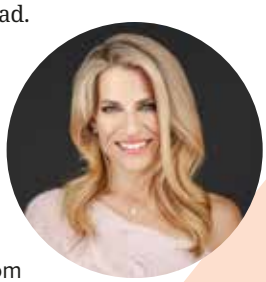
What makes this community work is relationships: the willingness to collaborate, share insight, and build connections that carry you through every season of the business. This issue reflects that spirit.

Here, you'll find stories of resilience, growth, and leadership. You'll also see the continued influence of our preferred partners, whose expertise and consistency remain critical to this ecosystem.

If you haven't yet, I encourage you to connect with us on Instagram **@ocrealproducers** and explore everything available at **ocrealproducers.com.** You can read past issues, stay current on upcoming events, learn more about our preferred partners, nominate outstanding vendors, and find ways to get involved through **The Chris Smith Foundation** —a new nonprofit supporting single-parent households through unexpected loss or trauma and equipping underprivileged teens and young adults with financial literacy skills that can change the trajectory of their futures. This organization is a reminder that success carries responsibility and that this community shows up in meaningful ways when it matters most.

As the season continues, I hope you can make space for both momentum and meaning and continue to grow your business while staying grounded in the relationships that fuel it.
Here's to a strong, connected, and impactful summer ahead.

With gratitude,



Michele Kader
Owner/Publisher
OC Real Producers
949-280-3245
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Cayla HOREY

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STORY BY ORANGE COUNTY REAL PRODUCERS STAFF WRITER
PHOTOS BY CAMRYN SHONKA, CAMRYN CLAIR PHOTOGRAPHY

NOVUS GLOBAL

THE WORK THAT CHANGES EVERYTHING



In real estate, closings, sales volume, and visibility grab the spotlight. Agents who thrive long-term, though, focus on how they handle deals when they falter, guide clients when they waver, and maintain consistency when the market slows. Many top performers eventually hit a ceiling, not because of leads or the economy, but because of the habits, decisions, and pressure they navigate when no one else is watching. Cayla Horey thrives in those unseen pressures.

Cayla partners with top-producing professionals as an executive coach with Novus Global, working across industries that demand high-level consistency. As an elite coaching firm, Novus Global works with professional athletes, Fortune 500 executives, entrepreneurs, and top-producing real estate agents. These clients already know how to produce results, but they seek more sustainable and precise ways to operate, and they deeply desire the next level.



> “I LOVE WATCHING CLIENTS BLOW THEIR OWN MINDS WITH WHAT THEY CAN CREATE.”

Cayla built her foundation in leadership coaching and development over more than two decades, starting in a nonprofit organization leading a coaching program supporting leaders and teams. She then launched her own practice, guiding entrepreneurs and business owners across a wide range of industries.

Her work eventually led her to partner with Novus Global, where she aligned with both the philosophy and results of the organization. “I immediately resonated with both the heart and vision of the leadership in the firm and the caliber of results Novus Global coaches created alongside clients,” she says.

For agents used to solving problems externally—adjusting marketing, refining systems, chasing the next opportunity—Cayla’s approach stands out. She doesn’t just add more tools or strategies. She examines how clients think within the business they’ve already built. “What distinguishes Meta Performance™ coaching is that we don’t just improve performance—we transform the way leaders think,” she explains.

This distinction matters in real estate, where markets shift constantly. Inventory tightens, deals collapse at the last minute, and agents often respond by working harder or pushing faster. Over time, that approach can cause burnout, inconsistency, or a sense that success depends entirely on external factors.

Cayla identifies patterns that limit capacity—overextension, difficulty delegating, or tying identity too closely to production. Once clients recognize these patterns, she guides them in shifting how they lead themselves. “My work isn’t about adding more to your plate,” she says. “It’s about changing how you carry what’s already there.”

For top agents, she coaches sharper decision-making under pressure, steadiness when a deal becomes uncertain, and clearer direction when growth starts to scatter. She teaches shifts that change everything else. “The most successful and sustainable leaders think within their circumstances instead of letting circumstances define their thinking,” she stresses. Her clients seek clarity and control in situations that rarely offer either. Leaders delegate more effectively. Agents stay composed when deals get complicated. Businesses grow without the same strain. “I love watching clients blow their own minds with what they can create,” she says.

In addition to one-on-one coaching, Cayla also leads Elite Performance Workshops for leaders who want to challenge how they think and operate to create elite results. She also co-leads ADVANCE Collective, a curated mastermind for entrepreneurs focused on growth, leadership, and sustainability. These environments spark conversations that rarely happen in day-to-day work, and they change how leaders approach their business.

Cayla’s life mirrors the balance she fosters for clients. She grew up in South Orange County, and after years of living in other parts of Southern California, Cayla has been living in San Clemente for 15 years. She and her husband, Mike, have three children—Amryn, Tobin, and Breckyn—and spend much of their time outdoors or enjoying family activities like cook-offs and game nights. “Success means creating a life and business that reflect what matters most and sustaining it,” she notes.

Cayla believes that our businesses will never grow beyond our capacity to lead them. A healthy, thriving business starts with you! Partnering with Cayla unlocks limitless possibilities.

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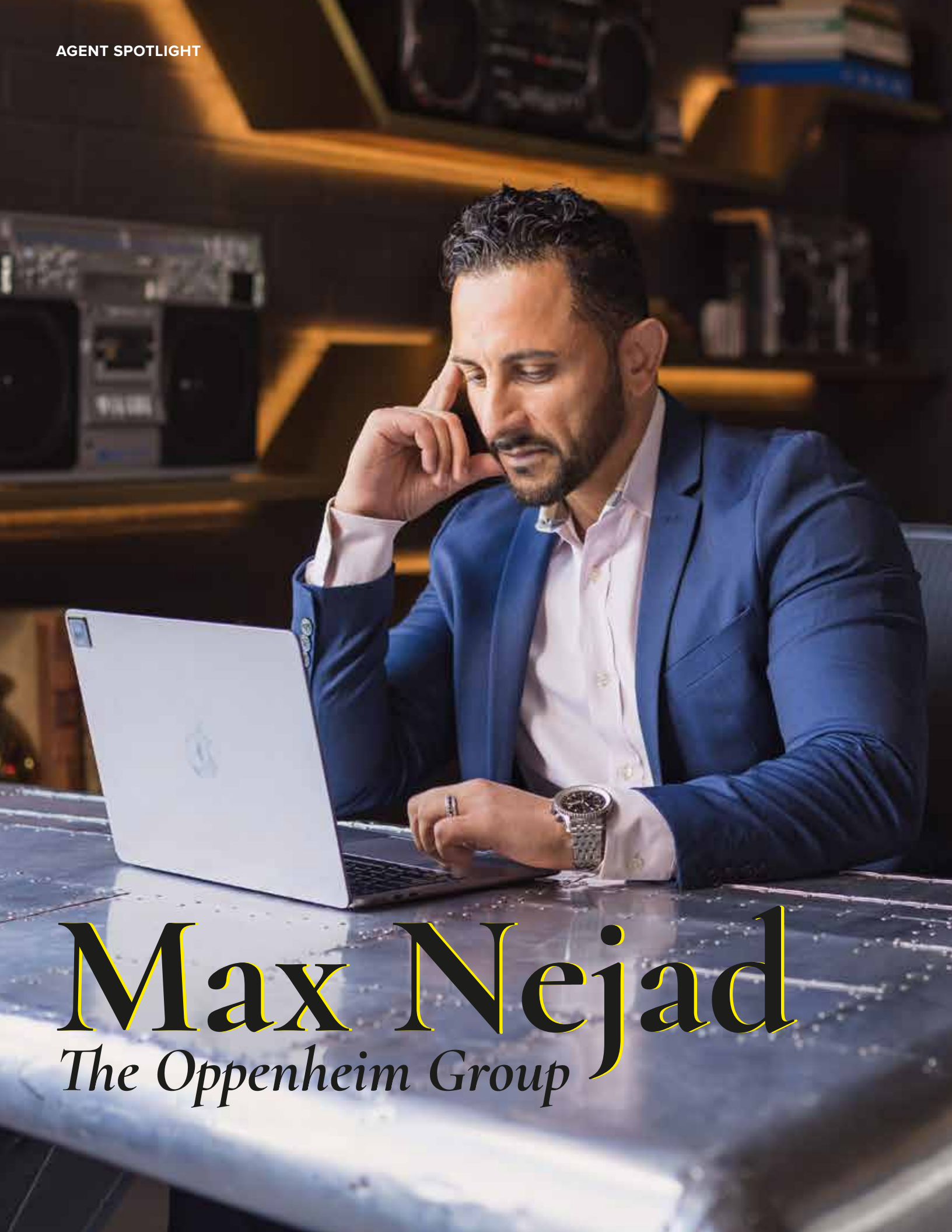
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Max Nejad

The Oppenheim Group

The *Max* Factor

STORY BY ORANGE COUNTY REAL PRODUCERS STAFF WRITER

PHOTOS BY JENNY MCMASTERS



Experience shapes how Max Nejad shows up for his clients. He's moved through the process personally and professionally, so he understands both the anticipation and the pressure that come with real estate transactions. As decisions become more meaningful, he focuses on keeping clients steady and informed, giving them the space to think clearly and move forward with confidence.

When he was 19, Max purchased his first home in Salt Lake City. Over time, he started buying properties, renovating them, and selling them for a profit. "That early experience sparked both my interest and confidence in the industry," he shares.

Before real estate became his full-time focus, Max owned an entertainment company, working closely with bands and DJs, managing events, and handling client relationships in a fast-moving setting. He also spent time as a part-owner of a sushi lounge, where operations had to run smoothly and the customer experience had to remain consistent. At the time, he didn't think he was preparing for a career in real estate, but those experiences shaped how he works now. He stays organized under pressure, calmly manages expectations, and keeps people comfortable in uncertain moments.

Max's real estate mindset grew gradually alongside his early investments. Then, in 2014, he relocated to California, earned his license the following year, and began working throughout Orange County, bringing his investment background and business experience into the role. "My goal has always been to provide my clients with the highest level of service, support, and exposure for their properties," he says. After working with several firms and taking the time to evaluate what he needed next, he joined The Oppenheim Group, drawn to a mix of marketing, technology, and structure that matched how he wanted to operate.

Transactions don't always follow a straight line, and Max has learned to expect that reality. One experience in particular stands out. He was working with a pair of buyers referred by a past client. They found two homes they loved and lost both in competitive situations. "During that time, I reassured them that we would find the right home and that sometimes these moments happen for a reason," Max recalls. "I encouraged them to stay patient and trust the process, even when it felt uncertain." A few months later, they found a home that fit them better and came in at a stronger value than the previous properties. "Seeing their excitement and relief in that moment was incredibly rewarding for me—not just as their agent, but as someone who genuinely cared about their outcome," Max notes.

That experience underscores how Max approaches his work—with patience



“Guiding my clients through *obstacles* and helping them find their *dream home* is incredibly rewarding.”

and an awareness of timing. When something is right, it's right. When it isn't, forcing it rarely helps. He finds that balance especially important when working with sellers. Preparing a home for the market is something he pays close attention to, from photography and presentation to how the property is positioned once it goes live. Small decisions in that phase tend to have a larger impact than most clients expect. "At the same time, I see myself as a problem solver," Max explains. "Guiding my clients through obstacles and helping them find their dream home is incredibly rewarding."

Outside of work, life centers on his family. Max lives in Orange County with his wife and their 6-year-old son. The family enjoys hiking, cooking, watching movies, attending soccer games, and traveling when time permits. Max also likes weightlifting and reading.

Looking ahead, Max doesn't see his path changing much. He plans to stay active on both sides of real estate, continuing to work with clients while pursuing property renovation and investment. And through it all, he hopes people see him as someone who makes a positive difference in others' lives. "My goal is to be known for helping people, uplifting those around me, and leaving a meaningful impact through kindness, support, and service."

EVERYTHING LOOKS DIFFERENT

"I am a cancer survivor. That experience completely changed my perspective on life and made me more grateful for every day and the little things many people often overlook."





FOCUS MEETS FUN

"I can go from being fully focused and strategic in business mode to completely switching off and enjoying simple things like hiking, playing soccer, or just being silly with my family. People are sometimes surprised by how serious and playful I can be depending on the moment."

LESSONS THAT STICK

"One of the most important mentors in my life was my uncle, who sadly passed away in a tragic accident over eight years ago. Even today, when I face challenges or need direction, I often pause and ask myself what his advice would have been and how he might have handled the situation. That perspective helps me find clarity and comfort, and it continues to guide my decisions in a meaningful way."

2025 BY THE NUMBERS

Here's What Orange County Top 1,000 & Top 500 REALTORS® Sold in 2025

TOP 1,000

24.1 Billion

TOTAL VOLUME

13,617

TOTAL TRANSACTIONS

AVERAGE SALES VOLUME

24.1 Million

AVERAGE TRANSACTIONS

14

TOP 500

17.8 Billion

TOTAL VOLUME

9,445

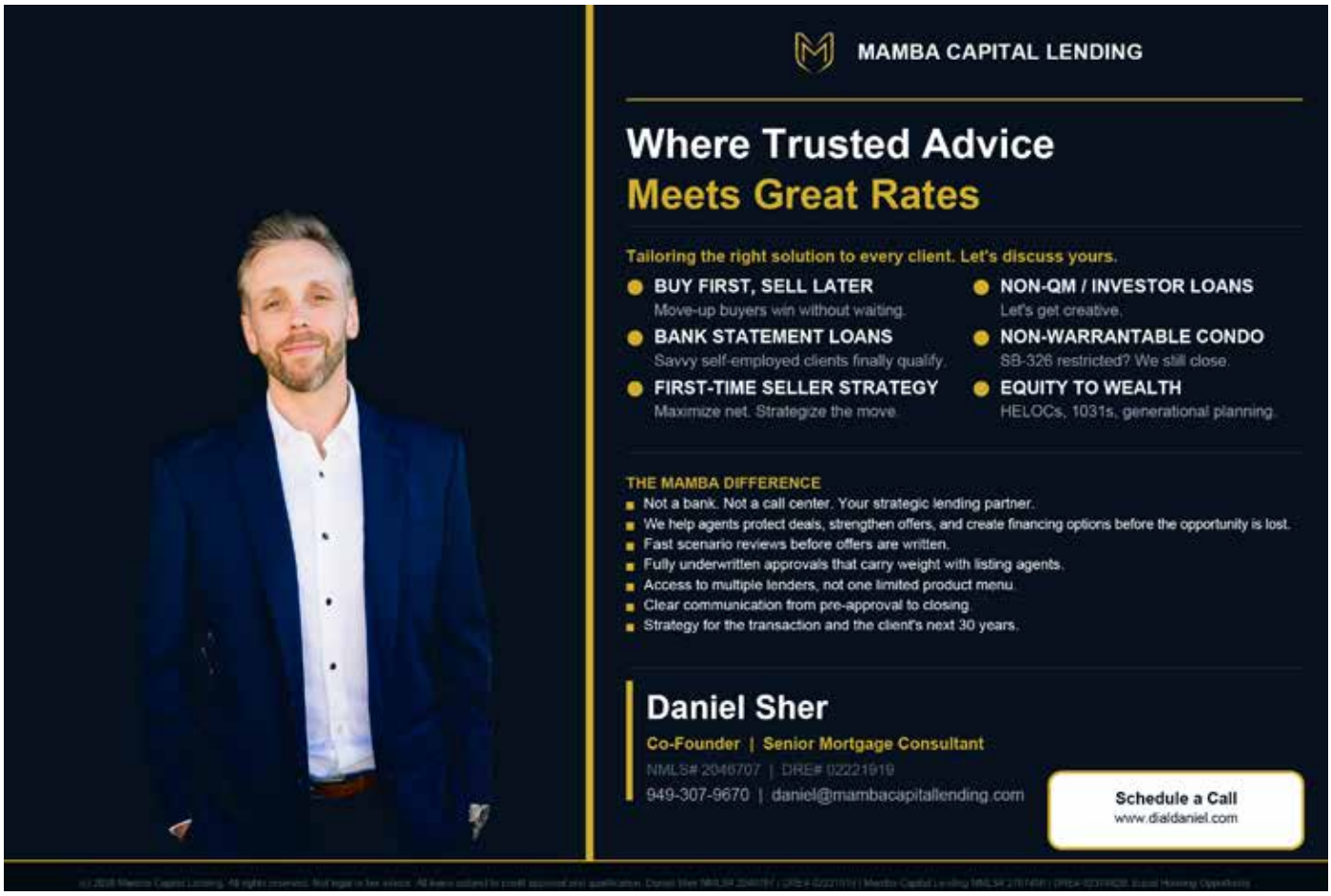
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AVERAGE SALES VOLUME

35.7 Million

AVERAGE TRANSACTIONS

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Built Different:

From Orange County to the highest tiers of luxury real estate, Kimia Vakili turns vision into velocity and results into legacy.

Kimia Vakili's rise in luxury real estate has been nothing short of exceptional. By her late 20s, she had already built a reputation as one of the youngest agents operating at an elite level, representing properties across a wide range of price points, including ultra-luxury estates reaching up to $40 million. Her trajectory has been defined by precision, discipline, and an ability to deliver at a level far beyond her years.

Kimia stepped into real estate full-time in 2020, building her business independently from the ground up. With no team and no safety net, she relied on instinct, work ethic, and an early understanding of luxury homes. After graduating from Chapman University with a degree in business and entrepreneurship, she committed fully to mastering her craft.

In just a few short years, Kimia has built over $200 million in career sales volume before the age of 30, an achievement that places her in a category of her own among agents of her generation. Early in her career, she was interviewed to become a full-time cast member of *Million Dollar Listing Los Angeles,* reflecting the momentum she was already building in the industry.

Aligning with Coldwell Banker Global Luxury at the Fashion Island office, she surrounded herself with top-tier agents and global networks, accelerating her growth and expanding her reach. Her clientele now includes high-net-worth



"What drives me is the responsibility I carry for my clients."



PHOTOS BY WASIO FACES



individuals, investors, and notable figures who value her discretion, strategic thinking, and ability to execute at the highest level.

At the same time, her business was gaining traction. She began working with high-profile and celebrity clients. By her fifth year, she earned recognition as a National Association of REALTORS® 30 Under 30 honoree and was named one of Orange Coast Magazine's "15 Young Power Players Driving Orange County" for the prestigious 40 Under 40 Feature. Those milestones matter, but they are not everything. "What drives me is the responsibility I carry for my clients," Kimia shares. "These are some of the most important financial decisions of their lives, and I take that seriously. Every detail matters." Kimia now operates within the top 1% of agents both nationally and globally, delivering a refined, white-glove level of service to every client she represents.

Known for her composure under pressure and direct, solution-oriented communication style, Kimia has built a business rooted in long-term relationships. Many of her clients return for multiple transactions, trusting her not just as an agent, but also as a strategic advisor. One happy client shares, "After working with Kimia, I truly understand the difference between a good REALTOR® and an exceptional one. The level of care, strategy, and advocacy she brought to the process was unlike anything I've experienced before." Another shares, "Working with Kimia was an absolute dream! Her sharp negotiation skills, impeccable service, and constant, clear communication made me feel confident every step of the way." Others call Kimia exceptional, the best of the best, a true professional, and an absolute pleasure to work with.

Looking ahead, her vision is clear: to continue scaling a globally recognized luxury real estate brand while maintaining the elevated, detail-driven service that defines her success. What began as ambition has evolved into a powerful business, brand, and lifestyle, built through relentless focus throughout her 20s.

Where Deals Happen

- Cars & Coffee meetups
- Ocean 48
- Out in the field
- Lido Marina Village & Crystal Cove Shopping
- Newport Beach International Boat Show

On Her Bookshelf

- *Atomic Habits* — Small shifts, big results
- *The 10X Rule* — Think bigger, act bolder
- *Rich Dad Poor Dad* — Rethinking wealth and money

Family & Roots

- Deeply rooted in a close-knit Persian family
- Faith-driven, grounded in God, and regularly attends church
- Values discipline, integrity, and strong family bonds
- Built her independence and resilience from a young age

Outside the Office

Kimia lives where business and lifestyle intersect. She positions herself where conversations and opportunities naturally happen. Her world is a seamless blend of business, community, and presence.





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