

SILICON VALLEY

JUNE 2026

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Rising Star  
**VICTORIA  
ABRAMOVA**

Partner  
Spotlight  
**IN D SKY  
HOMES**

Team  
Spotlight  
**REAL**

PHOTOGRAPHY BY OLHA  
MELOKHINA PHOTOGRAPHY

A full-page portrait of Lex Orosco, a man with dark hair and a beard, smiling. He is wearing a white t-shirt and a blue plaid blazer. He is leaning on a wooden railing. The background is a blurred outdoor setting with flowers.

# Lex Orosco

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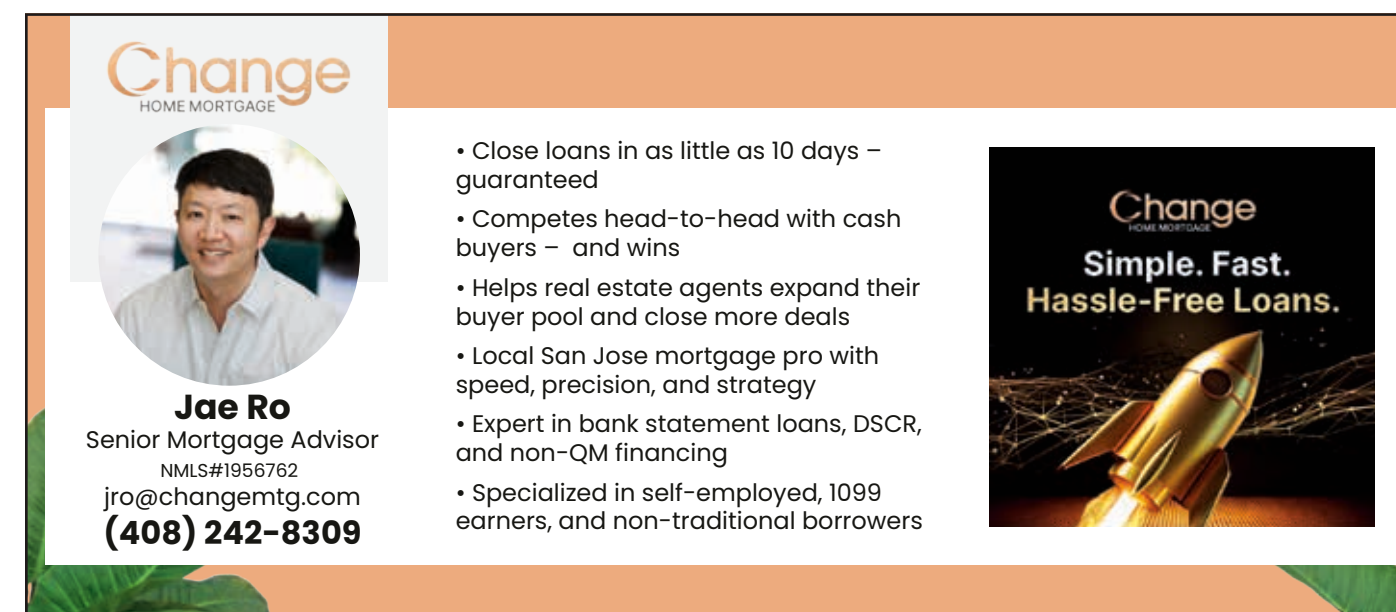
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# Publisher's Note

As we move closer to summer, there's a noticeable shift, not just in the weather, but in our mindset. The longer days, fuller calendars, and anticipation of what's ahead create a natural sense of momentum. It's a season that invites both preparation and intention.

Within *Silicon Valley Real Producers*, this time of year is about laying the groundwork for what's next. It's about staying consistent, strengthening relationships, and being proactive as opportunities begin to take shape. The pace may pick up in the months ahead, but the preparation we put in now is what allows us to move forward with confidence and clarity.

Summer also serves as a reminder to find balance. Amid busy schedules and professional goals, there's real value in taking time to recharge, whether

that means traveling, spending time with family, or simply enjoying longer evenings. The most successful people in our community understand that growth is not only about pushing forward, but also about knowing when to pause and reset.

In this issue, we're proud to feature individuals who reflect that mindset. They prepare with purpose, invest in their community, and continue to show up with intention. Their stories highlight the discipline and vision that define *Silicon Valley Real Producers*.

As we step into this next season, take a moment to think about what you're building toward and how you're preparing for it now.

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# Olga or Olha

## *The Story Behind the Name*

Many people often ask me whether my name is Olha or Olga, since it's written differently in various places. Here's a fun fact: my real name is Olga with a "G," which is a common Ukrainian name. When I was completing documents in Ukraine, they translated my name as "Olha" because the Ukrainian language has two different "G" sounds. When my name was transliterated into English, it was adapted to "Olha," reflecting a softer "G" sound.

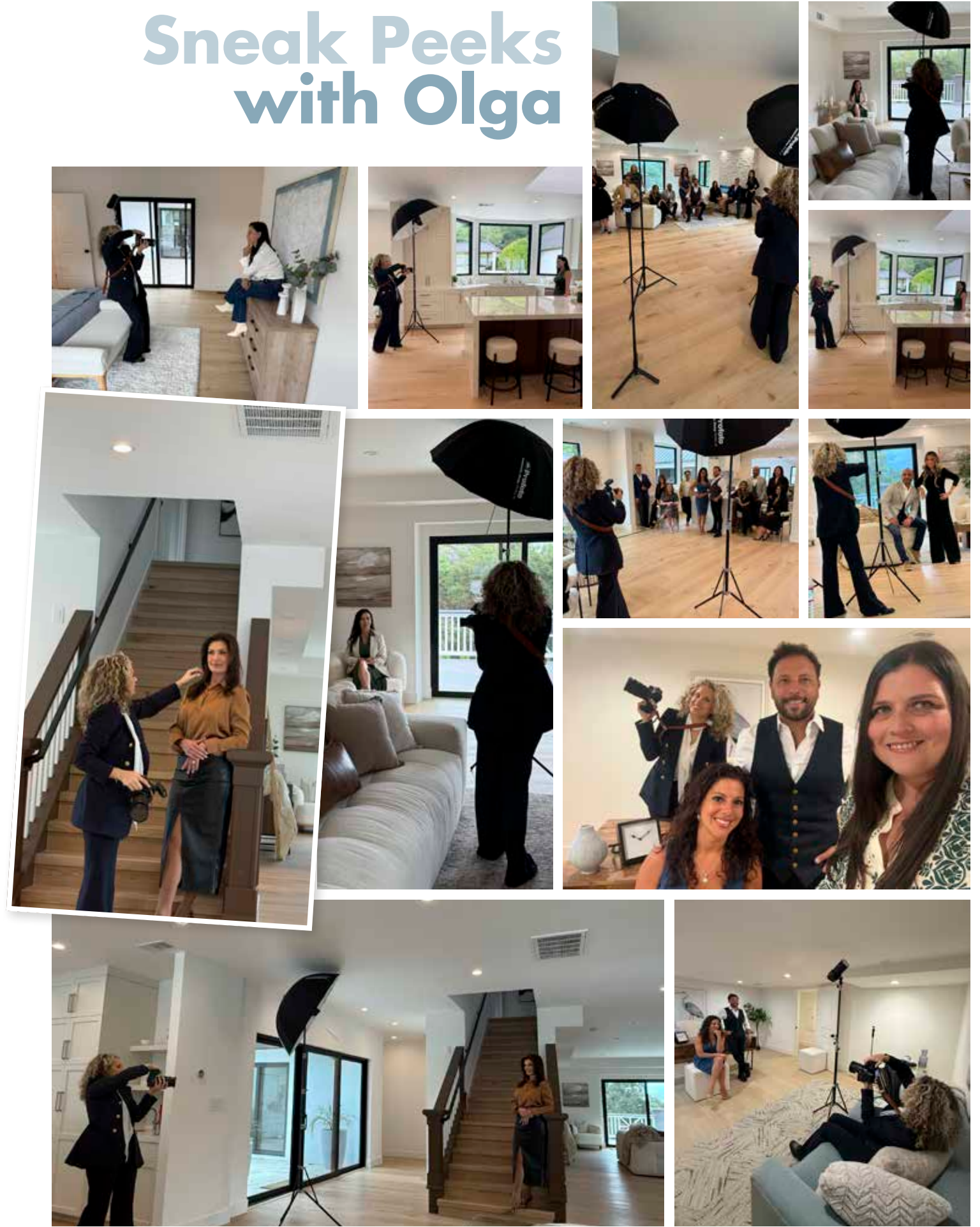
When I launched my photography business, I initially kept the spelling with an "H" to stand out and keep it unique. Later, I decided to return to the correct spelling with a "G," Olga, while still using "Olha" as part of my branding. So both versions are correct. Whether you call me Olga or Olha, it's all part of my story and identity.



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# Sneak Peeks with Olga



# Victoria

BY HANNAH COLLINS  
PHOTOGRAPHY BY OLHA  
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# Abramova

“Real estate is not just about homes, it is about people and the lives they are building,” Victoria Abramova shares. “Being part of those moments is what drives me every day.”

That perspective sits at the center of Victoria’s rising success. With a background that blends discipline, service, and hands-on experience, she has quickly carved out a reputation for being both thoughtful and driven. Her approach is grounded in something deeper than transactions. It is about guiding people through some of the most meaningful decisions of their lives.

### A Journey Shaped by Purpose

Victoria’s path into real estate was anything but conventional. Before entering the industry, she earned a medical degree and spent years working in a hospital setting. That experience instilled in her a deep sense of responsibility, attention to detail, and a genuine commitment to helping others. “When you work in a hospital, you learn quickly that every decision matters and every person deserves care and attention,” she explains.

That foundation carried over naturally into real estate. After immigrating to the United States, Victoria found herself inspired by the entrepreneurial spirit and the idea of building something of her own. Real estate became the intersection of both worlds. It allowed her to combine her desire to serve others with the opportunity to

create a business rooted in independence and impact.

Her transition was not just a career move. It was a deliberate step toward a future that aligned with her values.

### Learning Through Action

Like many agents early in their careers, Victoria’s first year was intense. She describes it as a time of constant learning, long hours, and steady growth. At the same time, she was running her own construction and remodeling business, specializing in renovations and handyman services. That experience gave her a practical understanding of homes that goes far beyond surface level. “I was not just learning real estate, I was learning how homes are built, how they function, and how they can be improved,” she says.

Eventually, she made the decision to fully commit to real estate, selling her share of the business and focusing all her energy on building her career. That clarity of direction became a turning point. Her early momentum was not built on shortcuts. It came from consistency, focus, and a willingness to stay in the work even when it was challenging.

### A People-First Approach

What sets Victoria apart is not just her background,

but how she applies it. Her business is rooted in genuine intention and a deep focus on her clients. “I believe this business starts with people, not properties,” she explains. Rather than chasing visibility or trying to fit a certain image, she has built her foundation on listening, understanding, and problem solving. She prioritizes patience, clear communication, and putting her clients’ needs above everything else.

That mindset has allowed her to build trust quickly. It has also helped her stand out in a space where many new agents struggle to find their footing.

Victoria is intentional about keeping things simple. She believes that focusing on one clear path, staying disciplined, and mastering the fundamentals will always outperform chasing multiple strategies at once.

### Defining Moments That Matter

One of the most defining moments in Victoria’s career came early on, when she worked with a family who believed homeownership was out of reach. They had nearly given up, assuming they would have to continue renting. Victoria stayed committed, guiding them through the process, staying strategic, and helping them act decisively when the right opportunity appeared.

“I believe this business starts with people, not properties.”

In the end, their offer was not the highest. But it was the strongest in preparation, presentation, and intention. “The sellers connected with their story,” she recalls. “They saw how prepared and committed we were.” Watching that family step into a home they once thought was impossible left a lasting impression. It reinforced exactly why she chose this path.

### Strength Through Community

While real estate can often feel like an individual pursuit, Victoria emphasizes the importance of surrounding yourself with the right people. She works closely with her partner, Lana, and has built a strong network of lenders, contractors, and industry professionals who collaborate to deliver the best results for clients.

“That support system changes everything,” she says. “It turns challenges into solutions.” For Victoria, success is not about doing



everything alone. It is about building relationships that strengthen the experience for everyone involved.

#### Looking Ahead

As she continues to grow, Victoria's vision remains clear. Her work is deeply personal, especially as an immigrant who understands the barriers many face when pursuing homeownership.

“

I want to educate, support, and guide people so they can see what is **possible.**”

She is passionate about helping others navigate that journey with confidence. “I want to educate, support, and guide people so they can see what is possible,” she shares. To her, real estate is about more than buying or selling. It is about creating stability, building equity, and laying the foundation for generational wealth. With her discipline, heart, and unwavering focus on people, Victoria Abramova is not just building a business. She is building a legacy of impact, one client at a time. ▾

You can connect with Victoria on Instagram @real\_estate\_by\_vicky



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# In D Sky Homes

**F**or Carmelo and Fiordaliza De Mitri, business has never just been business. It's ministry. It's art. It's service. It's strategy. And above all, it's purpose. "This is not just about making money," Fiordaliza says. "For us, it's an assignment. It's being faithful to God's calling."

Together, the husband-and-wife team behind In D Sky Homes have built more than a real estate media company. They've built a boutique marketing agency focused on helping REALTORS® elevate their brand, stand out in a crowded market, and ultimately attract their ideal clients, with the quality and expertise of a full-scale production company. "We're not just a photo and video company," Fiordaliza explains. "We tailor everything we do to reveal our clients' identity and brand."

That perspective comes from two lives shaped by entrepreneurship, creativity, and faith. Carmelo was born in Italy to an Italian father and Puerto Rican mother before moving to Puerto Rico at the age of three. There, he was immersed in music, art, and performance from a young age. He attended a specialized music school, became an accomplished French horn player through relentless practice, and eventually earned a full scholarship in college through music. He was also an Eagle Scout, a natural debater, and constantly searching for deeper answers. That search led him to Youth With A Mission, where his faith deepened and sharpened his sense of purpose.



## CALLED TO CREATE

BY CHRIS MENEZES  
PHOTOGRAPHY BY OLHA MELOKHINA PHOTOGRAPHY

"I've always searched for the absolutes of things," he says. "And committed to being the absolute best at everything I did." He carried that same intensity into college, pursuing studies in audiovisual communications, film, theatre design, acting, photography, and art. At the same time, he was already building businesses. By 18, he had launched a wedding photography business in Puerto Rico, shooting luxury weddings in hotels and on the beach.

Meanwhile, Fiordaliza's story was unfolding across countries and cultures. Born in the Dominican Republic and raised between Asia and Puerto Rico, she developed a broad perspective early in life. Her father was an engineer. Her mother was both an entrepreneur and missionary. When her father passed away when she was 14, she stepped into responsibility early.

She helped run her family's business, managed teams, and built systems long before those gifts became central to her future in human resources, industrial management, government, nonprofit consulting, and event planning. But through every season, one thing

remained constant: her faith. "I wanted to be a missionary," she says. "I learned that business is my missionary vision."

The two met through church and quickly realized they shared the same heart for serving others, though in different ways.

Carmelo was deeply rooted in apologetics and intellectual debate. Fiordaliza leaned into faith, intuition, and a gift for seeing and speaking into the lives of others. Together, they balanced each other. After Hurricane Maria devastated Puerto Rico, the couple felt called to leave the island and start over in California. "We started from zero," Fiordaliza says.

Carmelo began serving wedding venues and real estate media companies. Fiordaliza helped rebrand and build from behind the scenes. Together, they learned the market and the opportunities around them. Then in the summer of 2020, during the uncertainty of COVID, they launched In D Sky Homes.

What separates them from others in the industry is the same thing that built them: creativity, excellence, and intention. Carmelo doesn't just show up and shoot content. He coaches agents on how to present confidently on camera, often turning a video shoot into a one-on-one branding and performance session.

For first-time clients, that coaching is often complimentary. "They can spend five hours with me, and they take that knowledge forever," he says. His visual style is also distinct. He uses portrait lenses on a gimbal, cinematic movement

shots on a Segway, and storytelling-driven framing that feels more like a movie than a listing video. He was also among the first to incorporate FPV drone footage into real estate marketing, creating cinematic fly-throughs and videos that feature the REALTOR® in the experience.

Another standout offering is In D Sky Homes' twilight package. Combining daytime photography, drone footage, twilight imagery, and twilight video, the package is designed to stop people mid-scroll. "Agents get 76% higher click rates and double the showings from it," Carmelo says.

For Fiordaliza, innovation is just as important as creativity. She oversees operations, systems, hiring, training, marketing, and scaling strategies, taking the vision and building the foundation underneath it, ensuring every moving part flows seamlessly so Carmelo can focus on creating in the field.

Together, they've built an umbrella brand around their bigger vision: In D Sky Homes, In D Sky Weddings, and In D Sky Media, which will eventually help fund In D Sky Films. "Real estate is a steppingstone for the real goal of making movies," Carmelo says. "For now, I'm pouring everything I have into helping REALTORS® elevate their brand—and equip them with the skills to do it themselves, through our coaching session. But I won't be around to do that forever."

Their focus now is on scaling In D Sky Homes and launching In D Sky Media, which will help businesses with branding, lead generation, AI automation, and coaching. Still, no matter how much the business evolves, the mission stays the same. "We are called to different seasons and assignments,



**"WE ARE CALLED TO DIFFERENT SEASONS AND ASSIGNMENTS, AND TO DO THEM WITH EXCELLENCE AS SERVICE TO GOD."**

and to do them with excellence as service to God," Carmelo says.

For the De Mitris, success isn't measured only in revenue or recognition. It's measured in impact. In obedience. In creating something meaningful and helping others shine in the process. And through In D Sky Homes, they're doing exactly that. To take your marketing to the next level, call 669-296-8189 or visit [indskyhomes.com](http://indskyhomes.com).

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# REAL LEX OROSCO TEAM

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## ► Jennifer Guarnera

For Jennifer Guarnera, real estate is driven by a genuine passion for helping people accomplish their goals. Whether guiding clients through buying or selling, she finds fulfillment in being part of such important moments in their lives. She also has a creative eye for transforming homes into spaces people truly fall in love with, which adds another layer of purpose to the work she does every day.

Jennifer leads with honesty, integrity, and prompt service. She ensures her clients are equipped with the knowledge and up-to-date market information they need to make confident, informed decisions. Known for being extremely responsive and thorough, she stays closely involved throughout every step of the process, providing guidance and clarity from start to finish.

Committed to continued growth, Jennifer is always looking for ways to elevate the level of service she provides by adding resources and refining her systems. She thrives in a team environment that values drive, accountability, and hard work, drawing motivation from those around her to consistently improve and deliver the best possible experience for her clients.

You can connect with Jennifer on Instagram @bayarearealtor.jenn



## ► Amanda Vang

For Amanda Vang, real estate began with curiosity. While commuting through San Francisco, she found herself drawn to the rapid growth around her, constantly wondering how the industry worked and who was behind the development shaping each neighborhood. That curiosity turned into action when she and her husband attended a seminar on real estate investing and house flipping. What started as a simple interest quickly evolved into a hands-on journey, laying the foundation for a career rooted in growth, learning, and opportunity.

As Amanda built her path in real estate, she discovered that what kept her in the industry was not just the business itself, but the impact. She values the constant learning, the mental challenge, and the ability to help people navigate some of the most important financial decisions of their lives. Every client, home, and transaction is different, which keeps the work both exciting and meaningful. For Amanda, real estate is not just about buying and selling, it is about guiding people through pivotal moments with confidence and care.

Amanda approaches her business with a strong sense of responsibility and intention. She treats every transaction as if it were her own, leading with honesty, transparency, and genuine care for her clients' best interests. Known for being hardworking, patient, and detail-oriented, she prioritizes clear communication and thoughtful guidance so her clients feel supported from beginning to close. At the same time, she is always refining her systems and growing her business, driven by a commitment to deliver an even better experience with each new client she serves.

You can connect with Amanda on Instagram @amandavangrealestate



## ► David Cao

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For David Cao, real estate sits at the intersection of strategy, creativity, and competition. He has always been drawn to how people build wealth, and real estate stood out as one of the most powerful and tangible ways to do it. Beyond the numbers, he saw the opportunity to guide people through major financial decisions while helping them create long-term impact through property ownership.

David also found himself energized by the transformation side of the business. Whether it is repositioning a property, staging a home, or taking on a full remodel, he enjoys turning something outdated into something desirable. Paired with that is the competitive nature of the Bay Area market, where every deal requires strategy, strong negotiation, and problem solving. David says each transaction is a new challenge, one he approaches with focus and intention.

Clients working with David can expect a clear strategy from day one, proactive communication, and honest, straightforward guidance throughout the process. He is known for being strategic, results-driven, and highly attentive, always working to protect his clients' interests while maximizing outcomes. As he continues to grow, David is focused on building the right systems and elevating his marketing and presentation, while staying grounded in a mindset of growth, positivity, and continuous improvement.

You can connect with David on Instagram @dcao.realtor



## ► Lisa Le Tran

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For Lisa Le Tran, real estate is deeply personal. Growing up, homeownership was not something her family experienced, but it was always something she dreamed of for herself. That early perspective now fuels her purpose, as she helps others achieve that same milestone while also building long-term, generational wealth.

Lisa brings a straightforward and dependable approach to her business. Her clients know they can expect honesty above all else, along with a level of service that is hardworking, responsive, and detail-oriented. She stays on top of every step in the process, prioritizing clear communication and putting her clients first so they feel supported and confident in their decisions.

As her business continues to grow, Lisa is focused on building stronger systems, including bringing on additional support to better serve her clients. She thrives in a collaborative environment and values being part of a team where shared knowledge and support create better outcomes for everyone involved. 🏡

You can connect with Lisa on Instagram @homesbylt



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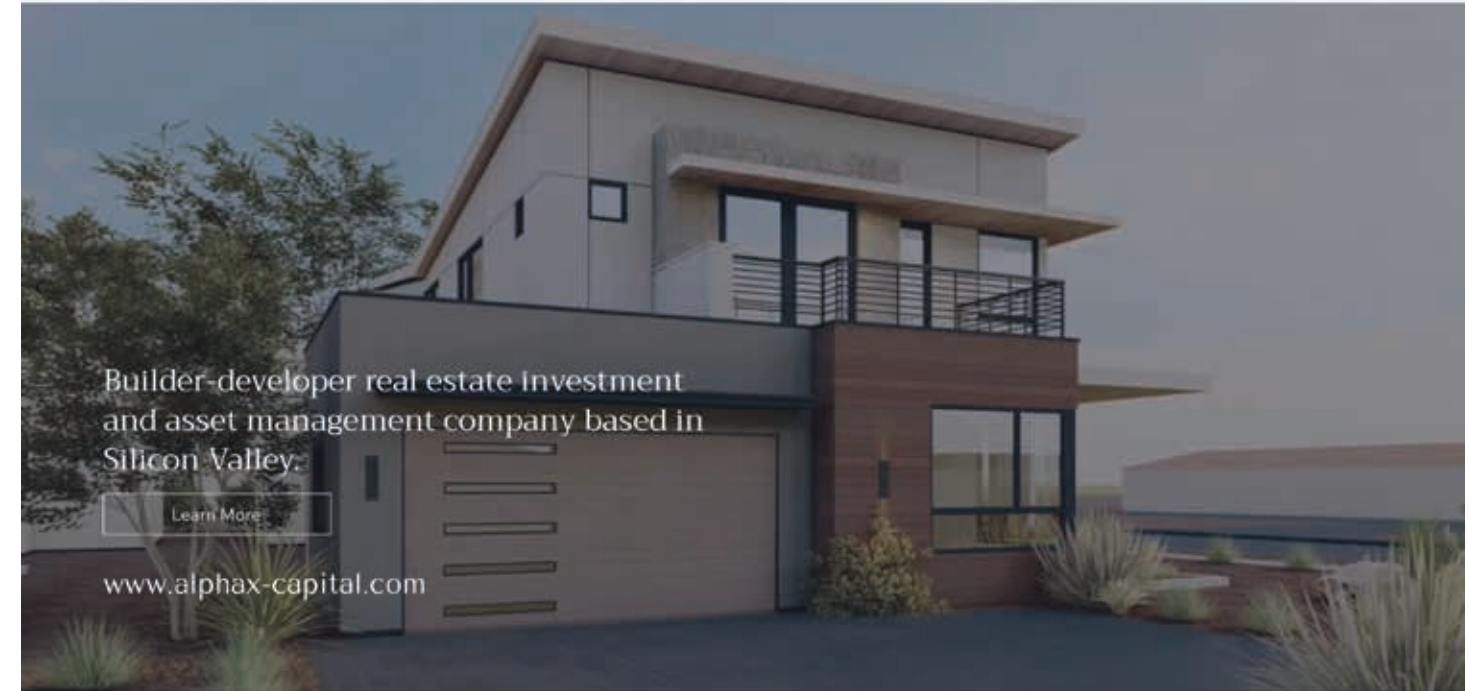
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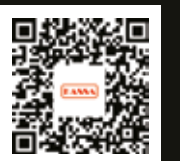
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# LEX

## WHAT IT MEANS TO WIN

BY CHRIS MENEZES  
PHOTOGRAPHY BY  
OLHA MELOKHINA  
PHOTOGRAPHY



# OROSCO

He loved it. But looking back, he can see there's a big difference between wanting to win and understanding what it takes to win. And more importantly, what it means to win. "I wondered about those kids who were so good in sports growing up—what it was," he says. "It was the extra work they put in. I had some talent, but I didn't put in the energy and effort that was needed."

That realization defines the way Lex operates today. And while that competitive edge hasn't gone away, it's not the foundation of his success. If anything, it's the opposite. His generosity has created a kind of real estate culture at Real Brokerage that isn't common in the industry.

But that shift didn't happen overnight. After studying business in college, Lex worked for five years as an account manager for a Japanese company, managing dozens of clients at a time. A brief stint at Google followed, where he was a supervisor in customer support on the early Google Glass project. Around that time, his father's real estate agent saw something in him and kept pushing him to get his license. While Lex wasn't very interested at the time, he was eventually worn down, and decided to take the leap.

Without mentorship or a clear roadmap, Lex had to figure it out himself. It was a long journey with many years of no success, but he never relented. He put in the work and picked up side work—property management, accounting, small sales jobs—anything to pay the bills while continuing to prospect, cold call, and build after hours. "I never lost faith I couldn't do it," he says. "Just had the thought—keep going. There were times I didn't have all the knowledge. But I stopped clients from making bad decisions." That mindset—putting the client first, even when it meant



walking away—became his foundation. Over time, the work compounded and the results caught up. “I think year 10 I noticed it,” he says. “I was ranked #1 agent by the Wall Street Journal in San Jose. It showed me how all that work amounted to something other than money.”

But for Lex, success didn’t stop at personal production. If anything, it expanded. After working across multiple brokerages, he saw what worked—and what didn’t. When industry changes created an opening, he made another move to Real Brokerage, and became the first person to bring it to Silicon Valley. And because Lex never intended to build the brokerage or start a team, something completely different began to take shape.

What started as just Lex and one other person two years ago has grown into more than 100 agents. “It’s not a team,

just a group that collaborates,” Lex emphasizes. “There is no competition. We all help each other—help market each other’s properties.” That structure is intentional, and Lex sets the tone. Everyone has the same split—no hierarchy, no infighting. And while many team leads step back from production and take a commission split, Lex doesn’t. He stays in it, working alongside his agents every day. “In this business, you need someone who is in the foxhole with you,” he says. “And that has made big difference for our agents. What someone might see in five years, they’re seeing in months.”

Lex is passionate about helping other agents, and not just agents at Real Brokerage, but across the industry. “I can talk about this business all day,” he says. “And I take anyone who wants to come over and work with us because if anyone looked at me in my first 3–4 years, there is not a person who said,

‘he is going to be great at this.’ You just never know who needs the coaching, the encouragement, or a little push to do something great.”

Outside of real estate, Lex keeps things simple. He spends time outdoors, works out regularly, and practices guitar every day—a way to reset and stay grounded. “I don’t like extravagant things,” he says. “I just focus on staying in the moment and enjoying this ride.”

Ask him what success means, and he’ll tell you, “Freedom. Being able to wake up and choose what you want to do.” But what matters just as much is what comes from it. “The mark you leave on other people,” he says. “To see other people have success and know you played a small part in that.” Because for Lex, that’s what it means to win. ▾

You can connect with Lex on Instagram @lex\_sells\_homes

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