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65 Lisa Paragary
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publisher's note

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Dear *Sacramento Real Producers* Community,

March always feels like a natural time for reflection, and this year it feels especially fitting to pause and reintroduce myself. As we publish our March 2026 issue—an issue dedicated to Industry Icons, agents who have been serving this market for 20+ years—I find myself feeling an overwhelming sense of respect, gratitude, and perspective.

Six years ago, in 2019, I stepped into the role of Publisher for *Sacramento Real Producers* during a season of major transition for my family. After years of being home with my five kids, I found myself returning to full-time work. I believed deeply in the Real Producers' mission, but I was also nervous. Starting something new usually comes with excitement and hope—but also with uncertainty, self-doubt, and a lot of quiet prayers that you're doing the right thing.

I'm writing this publisher's note from 30,000 feet in the air, on a plane headed to our January 2026 National Publishers Conference. That detail matters to me because the very first time I ever flew by myself was in October of 2019, on my way to my first Real Producers training. I remember how scared I was. I don't like traveling to new places alone, and that morning I was keenly aware that

I was doing that, both literally and figuratively. I felt unsure, inexperienced, and like everyone around me could tell I had no clue what I was doing. Everything felt unfamiliar, and the fear of the unknown was loud.

Somewhere between then and now, that fear disappeared. I actually love traveling alone now. And I no longer feel like I am carrying the mission of Real Producers all by myself. The difference wasn't courage magically showing up one day—it was experience. It was repetition. It was time and practice and putting one foot in front of the other, year after year, doing the work. It was also people. Building friendships and trust, one relationship at a time. The insecurity that comes from not knowing was slowly replaced by confidence that only grows when you stay in the game long enough.

That's why this issue, honoring agents who have been in the business for over 20 years, feels so meaningful to me. These agents embody exactly what time, commitment, resilience, and consistency can build. They have weathered market cycles, personal seasons, industry changes, and evolving client needs—and they are still standing, still serving, still leading. I have enormous respect for them, and for so many of you who hold that same hard-earned honor of longevity in this business.

The longer I do this work, the more thankful I am to be part of this community. Real Producers exists to be a celebratory platform—to tell the stories behind the production, to highlight the humans behind the success, and to create meaningful connections among the top professionals in our industry. While each of you is building your own business and taking your own courageous steps, there is something powerful about knowing you're part of something bigger. What I've found over the last six years is that this sense of community has shaped me just as much as I hope it has served you.

I truly love this job. I love listening to your stories, sharing them, and connecting you with one another. I love the community we've built and the relationships that continue to grow because of it. And I'm deeply grateful to now be at a place where what once felt intimidating feels purposeful, familiar, and incredibly rewarding.

Thank you for trusting Real Producers to create a community where you don't have to travel this road alone. Thank you for building businesses that last. And thank you for reminding me—through your careers—that there is something powerful about staying, about showing up, and about putting in the time.

With so much respect,
Katie MacDiarmid
Publisher, *Sacramento Real Producers*





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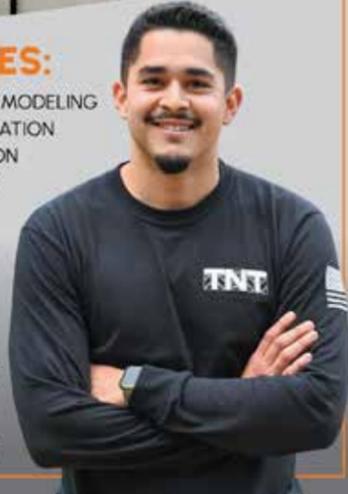
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FROM PRE-APPROVAL TO KEYS

A Life of Purpose, Family, and Service

Albert Chavez

This August marks twenty years since I first entered the mortgage industry — a milestone that invites both reflection and gratitude. What began as a profession evolved into a lifelong calling, grounded in service, education, and the belief that homeownership remains one of the most powerful vehicles for stability, wealth, and legacy.

Over the past two decades, I've had the privilege of helping families navigate one of the most significant financial decisions of their lives. The journey from uncertainty to confidence — from pre-approval to keys — is one I've witnessed thousands of times. Each closing represents more than a transaction; it's the beginning of a new chapter for a family, a foundation for memories, and a step toward generational progress.

That belief inspired my latest book, *From Pre-Approval to Keys*, a practical and approachable guide designed to bring clarity to the home-buying process. Written for both first-time and repeat buyers, the book demystifies what truly happens between hearing "you're approved" and finally hearing "welcome home." At its core, it reflects my conviction that education empowers people to move forward with confidence.

In recent years, my commitment to serving homeowners has expanded beyond lending. As both a *mortgage professional and a solar representative*, I've seen firsthand how energy efficiency and smart financing can dramatically improve a family's long-term financial health. By helping clients integrate solar solutions into their homeownership journey, I've been able to support lower monthly utility costs, increased property value, and greater financial stability — all while contributing to a more sustainable future. It's another way to serve families holistically, not just at purchase, but throughout the life of their home.

My work as an author, however, extends beyond mortgages and housing. In *From Darkness to Redemption* and *From Darkness to Redemption: Unfinished Work 2.0*, I share a more personal journey — one shaped by adversity, faith, resilience, and growth. These books speak to the human side of success: the setbacks, the lessons, and the perseverance required to build a meaningful life. Together, my writing reflects both sides of my story — professional clarity and personal transformation.

Outside of my professional life, my greatest joy is family. Being a father has shaped who I am, but becoming a grandfather has added a depth I never anticipated. My five-year-old granddaughter, *Brielle*, and my one-year-old grandson, *Brycen*, are daily reminders of why legacy matters. They represent the future — and the reason I remain committed to helping families create homes where love, values, and opportunity can flourish.

Today, my role spans many titles: *lender, solar advisor, speaker, author, mentor, and writer*. Whether I'm guiding a client, addressing an audience, or putting words to paper, my mission remains

consistent — to serve with integrity, lead with humility, and give back to the community that has given me so much.

Twenty years in, I am deeply grateful — for the mentors who believed in me early on, the clients who trusted me with their dreams, and the community that continues to support my work. *From Pre-Approval to Keys* is more than a book; it is a reflection of a life devoted to service, faith, and impact.

The journey continues — and I am honored to walk it.
~ Albert Chavez



Albert Chavez

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916-230-1537



Robbie VARELLA

WRITTEN BY CHRISTINA KITCHEN
PHOTOS BY OLHA
MELOKHINA PHOTOGRAPHY

SELLING A LIFESTYLE ROOTED IN *Intention, Independence, & Longevity*

When Robbie Varella entered real estate in 1999, she was not chasing a title or a trend. She was building a future that aligned with her values, her family, and a deeply held belief that success should be earned through effort, intention, and authenticity. More than two decades later, her career stands as a testament to longevity built on purpose rather than volume alone.

A Realtor with Compass, Robbie brings over 20 years of experience to the Sacramento and El Dorado County markets, offering clients not just representation, but a thoughtful, lifestyle-driven approach to homeownership. Her work reflects a philosophy that has remained consistent since day one: real estate is not just about homes, it is about how people choose to live.

Before launching her real estate career, Robbie worked as a business-to-business marketing executive in Orange County. The role was demanding, with long weekdays and weekends often spent entertaining clients. As she and her husband Joe began planning for a family, it became clear that a change was necessary. Robbie wanted a career that matched her earning potential while also allowing her to be present for her children's schooling, sports, and everyday life. Real estate offered that opportunity. More importantly, it offered a direct correlation between effort and outcome. "I wanted a career where my income was tied to my results, not capped by a corporate ceiling," she explains. "Instead of waiting for annual raises and promotions, I built a business where growth is unlimited and success is earned."

That mindset has shaped her career ever since.

What Robbie finds most fulfilling today is helping out-of-area families transition into a foothill lifestyle. She specializes in custom homes on acreage, often guiding buyers as they move from dense, urban environments into spaces defined by privacy, land, and a deeper connection to their surroundings. For many of her clients, the move is transformative.

"Watching families trade congestion for intentional living is incredibly rewarding," she says. "It is about helping them envision a different way of life."

Robbie's expertise extends well beyond the transaction itself. She is known for offering practical guidance that supports long-term ownership and sustainability, especially in high fire-risk areas like El Dorado County. She helps sellers and homeowners implement fire-hardening improvements that add value while mitigating rising energy and insurance costs. She stays current on changes in the insurance marketplace, sharing insights with clients as carriers re-enter California and new options become available.

In addition, Robbie provides homeowners with a practical playbook for living more independently and sustainably. From energy efficiency and backup power strategies to land use and small-scale food production, she helps clients turn their properties into resilient, self-supporting homes. "It is about





“IT IS ABOUT EMPOWERING HOMEOWNERS TO LIVE

smarter & more self-sufficiently.”



empowering homeowners to live smarter and more self-sufficiently,” she says.

Originally from Orange County, Robbie relocated to El Dorado County in 2008 after purchasing a home on several acres in Shingle Springs. The property included chickens, a four-stall barn, and a mini orchard. The move was inspired by a company-building event on the American River, where Robbie fell in love with the area’s natural beauty, rich history, and lifestyle potential. Convincing her husband to leave Huntington Beach was no small task, but the decision ultimately set the foundation for the life they wanted to build.

That pivotal moment required leaving an established real estate career behind and starting fresh in a new market. It was a risk, but one that aligned with her values of independence, space, and intentional living. “It meant stepping away from comfort and certainty,” she reflects. “But it aligned my work and my life with what mattered most.”

Those values were instilled early on. Robbie credits her parents with raising her to think independently, trust her judgment, and lead with conviction rather than conformity. That philosophy continues to guide both her business decisions and her personal life.

Family remains her greatest achievement. Robbie and Joe have been married for 26 years and are the proud

parents of three adult sons, now 18, 20, and 25. The family shares a love for football, outdoor adventures, and travel. Their long-term goal is to build additional homes on their land and keep future generations close.

When she is not working, Robbie can often be found hiking the trails of El Dorado County, gardening, or creating organic balms and lotions from herbs grown in her garden. These pursuits reflect the same intentional lifestyle she encourages her clients to embrace.

After more than two decades in the business, Robbie attributes her longevity to relationships. She strives to make every client feel like her only client and remains connected long after escrow closes. Consistent marketing and community involvement also play a key role.

Success, for Robbie, is not defined by constant expansion. She measures it by autonomy, peace, and balance. Looking ahead, she is currently building a fire-resistant, high-efficiency home in Shingle Springs using ICF construction and plans to chronicle the process beginning in January. She will also offer consulting services for those interested in building or retrofitting homes with similar principles.

Ultimately, Robbie hopes to be remembered for giving more than she took. It is a simple sentiment, but one that perfectly captures a career built on service, intention, and lasting impact.





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Building Wealth with Intention:

Jana Reyes

on **Education, Exchange,** and **Empowerment**

BY CHRISTINA KITCHEN
PHOTOS BY SARAH NELSON
PHOTOGRAPHY

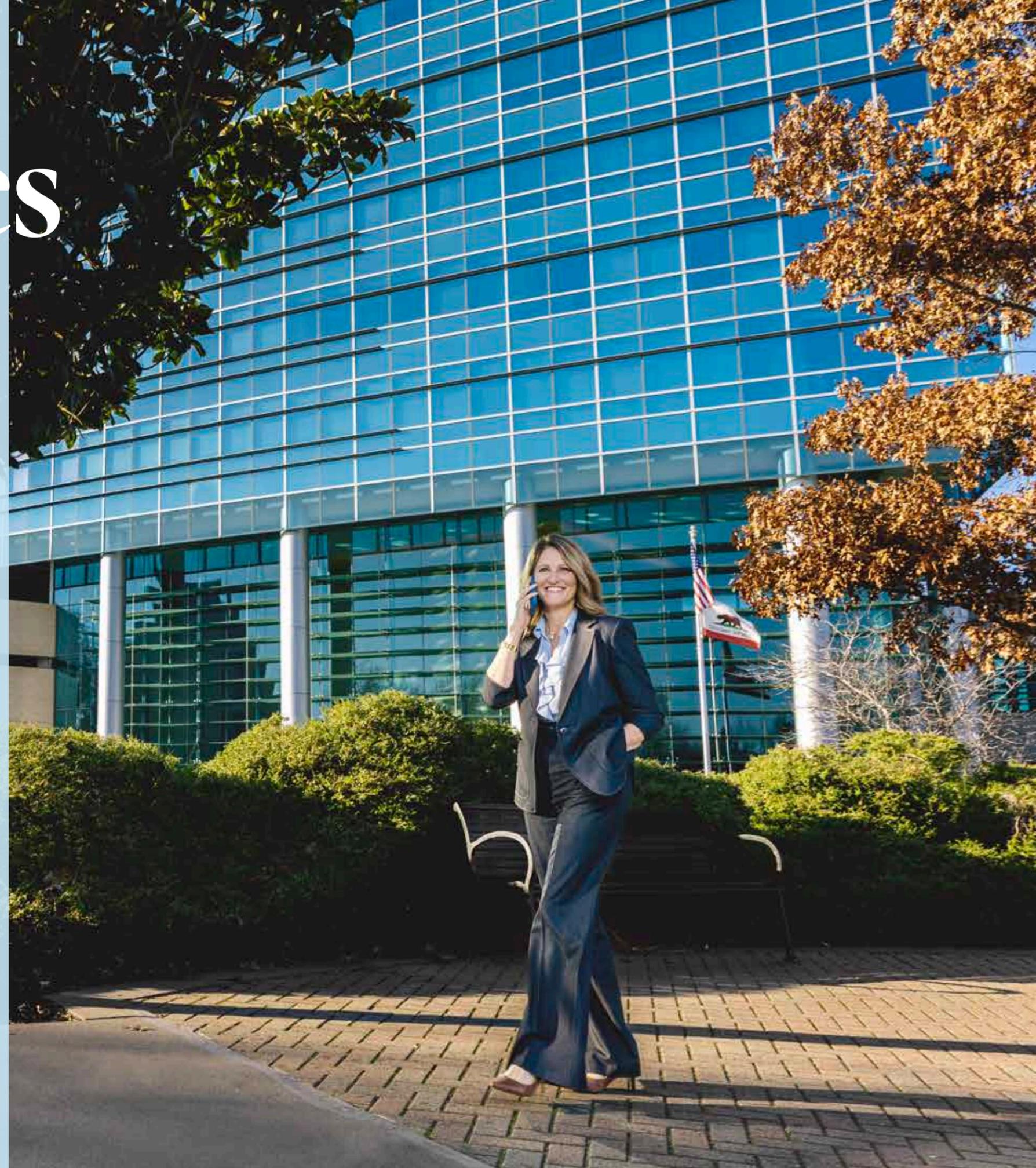
For Jana Reyes, real estate has never been just about transactions. It is about tools, options, and helping people make informed decisions that change the trajectory of their lives. As Vice President of Business Development at Asset Preservation Inc. (API), a national leader in 1031 tax-deferred exchanges, Jana brings together decades of experience in real estate, investing, education, and relationship management. The result is a career that feels less like a job and more like a calling.

In her work, Jana is supported by a close-knit team, including Cara Ryan, Senior Field Marketing Coordinator at Asset Preservation, Inc. As a key member of Jana's team, Cara brings a strong national perspective through her experience as a licensed Realtor and Broker Associate marketing expertise, and business acumen. She works closely with Jana to organize and deliver 1031 exchange training programs that empower real estate agents with practical knowledge and effective tools to better serve and market to their investor clients. With a relationship-focused and clear communication style, Cara is

deeply committed to supporting agents in their continued business growth.

Asset Preservation Inc. serves as a Qualified Intermediary (QI) under Internal Revenue Code Section 1031, helping real estate investors defer capital gains taxes by reinvesting proceeds from the sale of qualifying property into like-kind replacement properties. With more than 35 years in business and over 200,000 exchanges successfully completed nationwide, API has earned a reputation for experience, security, and expertise. Jana proudly refers to this as the "API Advantage™," a service model rooted in personal attention, institutional-level safeguards, and deep technical knowledge.

Jana's journey to API did not follow a straight line. A Sacramento native, she attended the Visual and Performing Arts Center in high school, immersing herself in dance, photography, and writing. While she was always a strong student, everything clicked when she discovered economics. The rhythm of the free market and the way one variable influences another sparked a curiosity that has guided her ever since. By her senior year, she was already guest speaking through Junior Achievement, teaching sixth graders the same economic principles that had ignited her own passion.



“
WHEN ALL
YOU HAVE IS
A HAMMER,
EVERYTHING
LOOKS LIKE
A NAIL.”

CORE VALUES FOR SUCCESS

DEFINITION OF PURPOSE HAVING A CLEAR GOAL IS THE STARTING POINT OF ANY ACHIEVEMENT. WITHOUT A DEFINED GOAL AND A PLAN, YOU WILL DRIFT aimlessly THROUGH LIFE.	CONSISTENCY YOU ARE WHAT YOU REPEATEDLY DO EVERY DAY. EXCELLENCE IS NOT AN ACT, BUT A HABIT.
STARTING UP ON DOING WHAT YOU KNOW YOU SHOULD DO INSTEAD OF WHAT YOU WANT TO DO.	ATTITUDE REALIZE THAT SO-CALLED FAILURES REPRESENT ONLY A TEMPORARY DEFEAT AND ARE A BLESSING IN DISGUISE.
PATIENCE STAY ON THE PATH AND TRUST THE PROCESS. GREAT THINGS TAKE TIME.	DEED DON'T WAIT FOR THE RIGHT TIME. TAKE ACTION NOW.
REPETITION REPETITION IS THE MOTHER OF SKILL. MASTER YOUR CRAFT AND BUILD AN EMPIRE.	PERFORMANCE DON'T LET SETBACKS DISCOURAGE YOU. KEEP GOING AND NEVER GIVE UP.

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- Find Lead (Done)

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her love for learning, sharing knowledge, and teaching other real estate professionals.

What sets API, and Jana's work within it, apart is a commitment to depth and care. API's phones are answered by senior exchange professionals rather than junior

call center staff, ensuring that investors and agents receive meaningful guidance from the first conversation. The company maintains rigorous financial safeguards, including fidelity bonds, errors and omissions insurance, and a Letter of Assurance backed by its publicly

traded parent company, Stewart Information Services Corporation. Specialized divisions support complex commercial transactions and alternative real estate solutions, particularly for aging landlords who want to transition from active management to passive investments while



That blend of business and education became a recurring theme throughout her life. Jana earned a business degree from UC Riverside with an emphasis in economics, followed by teaching credentials from California State University, Sacramento. Her professional background spans licensed investment sales, a role as a Relationship Manager at Barclays Global Investors negotiating intellectual property and market data agreements, and a deeply meaningful five-year chapter as a credentialed elementary school teacher. She often says there is no greater responsibility or privilege than inspiring young people to adopt a love of learning.

Most notably, Jana spent more than two decades as a top-producing real estate

agent. Like many successful Realtors, she stayed relevant by leaning into complexity, including probate sales, short sales, bank-owned REOs, trusts, conservatorships, relocations, flips, and 1031 exchanges. The more moving parts involved, the more satisfaction she felt when she successfully completed a transaction and exceeded client expectations.

That mastery eventually led to speaking engagements at investor seminars across California and later nationwide. They emphasize not only the mechanics of 1031 exchanges, but also their broader strategic benefits, such as diversification, consolidation, portfolio expansion, access to new markets, quality upgrades, estate planning, and passive income solutions for aging investors.

Her connection to 1031 exchanges began much earlier. Jana was just 10 years old when she first learned about the concept through her parents. Her father achieved early retirement by building a substantial real estate portfolio using the power of 1031 tax-deferred exchanges, while her mother worked as a teacher. Discipline, diligence, and integrity were modeled at home, and those values continue to shape how Jana does business today.

When her longtime seminar co-presenter and mentor, Bill Angove of API, decided to retire, an opportunity emerged for Jana to join Asset Preservation Inc. full-time. Stepping into the role of educator from the Qualified Intermediary perspective felt like a natural evolution. She describes it as a perfect fit, combining



maintaining tax deferral and planning for the next generation.

For Jana, the most fulfilling part of her work is seeing the lightbulb moment when real estate professionals truly understand how 1031 exchange knowledge can elevate their business. Through her work with Cara Ryan and her team, she regularly hears how this education helps brokers win more listings and helps investors build generational wealth through tax deferral. Cara's role in coordinating marketing training and providing marketing support ensures that agents not only understand 1031 exchanges but also know how to confidently communicate their value to clients. Being a catalyst for that growth and watching it evolve into long-term referral partnerships is what Jana finds most rewarding.

Outside of work, Jana brings the same curiosity and energy to her personal life. She loves traveling near and far, exploring new cultures, and trying new cuisines. She enjoys outdoor adventures like hiking, kayaking, paddleboarding, and ziplining, as well as creative pursuits such as

painting, dancing, and visiting art galleries. A lifelong learner, she is rarely without a book, podcast, or audiobook, and she is always eager to share what she learns with others.

Her favorite quote reflects her philosophy. "When all you have is a hammer, everything looks like a nail." To Jana, success comes from expanding your toolbox by gaining knowledge, skills, and perspectives so you always have options. She defines success as living in alignment with one's values, continually seeking growth, and finding contentment and internal peace.

Looking ahead, professionally, Jana is focused on helping Realtors leverage 1031 exchange knowledge to better serve their clients and grow their businesses. With the support of Cara Ryan and her team at API, she continues to expand educational outreach and strengthen relationships across the real estate, tax, legal, and financial advisory communities. Personally, she has big dreams. In the near term, she plans to walk the Camino de Santiago in stages beginning in 2026. Long

term, she envisions retiring to write a book, host an art show, hike Machu Picchu, and paddle between islands in Thailand.

If there is one thing Jana wants to be remembered for, it is not her resume but her character. She genuinely cares about helping others improve their situation. By empowering people to understand their options, she believes they can take effective action. When a 1031 tax-deferred exchange is the right path, Jana—supported by her dedicated team—is committed to walking alongside them every step of the way.



LEO WHITTON

FOUNDING MEMBER



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Leo's decades-long career in the mortgage industry has been inspired by his commitment to people. As a mortgage advisor, Leo's goal has always centered around "forging meaningful relationships with his clients, becoming a trusted mortgage advisor and even their friend." Since 1993, he's done just that, guiding aspiring homeowners as they navigate the ever-changing landscape of the housing market and the various economic seasons at play.

He has spent nearly 20 years in wholesale, supporting hundreds of mortgage brokers, and managing large teams of Account Executives throughout Northern California. At this time, his wholesale personal production has exceeded more than \$4 billion. This experience has helped him transition back to being a loan originator.

A pillar in the lending community and stalwart in Sactown's business scene, Leo has been a longtime member of the California Association of Mortgage Professionals (CAMP) since 2005. His energy and love of the industry soon caught the attention of his peers, who voted him a board member for the Greater Sacramento Chapter in 2007. Leo then went on to become the president of that Sacramento chapter and served four terms as president. In 2017, he was named vice president of the California Association of Mortgage Professionals at the state level, a distinct honor and achievement.

Early 2019, Leo stepped into the next phase of his career as a founding partner of Empire Home Loans alongside Anthony Lombardo and Julie Yarborough. Combined, the trio has an impressive 75 years of industry experience and is taking the independent lender channel by storm. As Vice President of the rapidly growing brokerage, Leo is motivated by the return to his roots as a mortgage broker. "I've spent the last 20 years educating and supporting others, so I felt it was time for me to jump back into originating so that I can give my clients more personal attention." Teaming up with Julie Yarborough and Anthony Lombardo to build Empire Home Loans has made the decision to return to loan origination an easy one for Leo. What started as a crazy idea among three friends in Sacramento is now an award-winning independent mortgage brokerage with offices from sea to shining sea.

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Joanie Cubias

BY CHRISTINA
KITCHEN
PHOTOS BY
SARAH NELSON
PHOTOGRAPHY

A Servant's Heart & Two Decades of Steady Leadership in Real Estate

Longevity in real estate is never accidental. It is earned through consistency, integrity, adaptability, and an unwavering commitment to people. For Joanie Cubias, nearly 20 years in the industry is less about accolades or production volume and more about alignment—living and working in a way that reflects her values, her faith, and her deep respect for the responsibility entrusted to her by every client she serves.

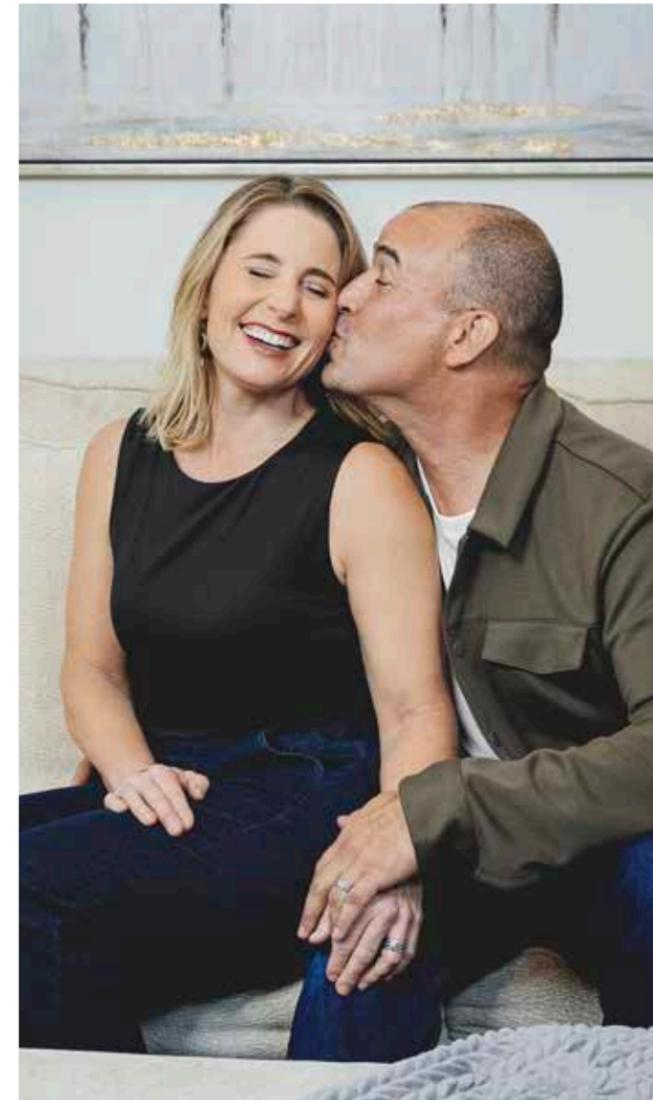
Joanie began her real estate career in 2006, but her path to the industry was shaped long before she ever earned her license. Born in Evanston, Illinois, and raised in Burlingame in the Bay Area, she grew up grounded in family, faith, a strong work ethic, and perspective. She earned her undergraduate degree from DePauw University, majoring in Elementary Education, and later completed a Master's Degree in Multicultural Education while teaching in Hillsborough, California. Education was more than a profession—it was a calling—and Joanie spent years in the classroom before ultimately transitioning into real estate.

That transition was born from lived experience. As a young adult, Joanie loved touring homes, often spending weekends with her mother visiting open houses. Still, she never considered real estate as a career until two pivotal personal transactions reshaped her perspective. First came the purchase of investment properties in Las Vegas, where she encountered a short-tempered agent who lacked professionalism. Then came the purchase of her first primary residence, a new construction home, where she and her husband learned—through an 80-10-10 loan and last-minute underwriting complications—the true importance of strong representation. Those experiences planted a seed that would later grow into purpose.

When Joanie and her husband moved to Lincoln in 2004 and welcomed their first child, the family transitioned from two incomes to one. While Joanie deeply valued being present as a mother, she also recognized her need for mental stimulation and meaningful contribution. Encouraged by her

husband and driven by necessity, she pursued her real estate license. What began as a practical decision quickly became a calling of its own.

Nearly two decades later, Joanie's approach to real estate is defined by service. She describes the work as both art and psychology—problem solving, managing expectations, and guiding people through emotionally significant decisions with clarity and care. She does not double-end transactions, believing deeply in maintaining integrity and avoiding conflicts of interest. She remains personally involved from start to finish rather than delegating critical touchpoints. And when she sees something that needs attention—a sprinkler head, a drip line, a lightbulb—she takes care of it. These small acts often go unnoticed, but they are emblematic of how she serves.



Joanie's background as an educator shows up in everything she does. She values clarity, communication, and effort over perfection. Her parents instilled in her the importance of family and gratitude, lessons that continue to guide both her parenting and her business. Today, she and her husband, Rey, are raising three children, each navigating their own paths and challenges. Joanie considers her children her greatest achievement—proud not only of who they are becoming, but of the resilience they have built together as a family.

Throughout her career, Joanie has witnessed sweeping industry shifts—from the 2006 market peak and the 2008 crash, through short sales and foreclosures, the COVID boom, and the rapid evolution of technology and social media. While she appreciates the efficiencies technology brings, she also recognizes its limitations and the potential for misinformation. Through every change, her compass has remained steady: be a good human, never sacrifice values for a deal, and lead with a servant's heart.

When asked about pivotal moments, Joanie does not point to a single defining experience. Instead, she sees her life and career as a series of thoughtful pivots, each decision shaping the next chapter. Fully stepping into real estate gave her confidence she did not know she had—particularly at the negotiation table. What once intimidated her now fuels her passion for advocating fiercely on behalf of her clients.

Success, for Joanie, is not defined by production alone. While she closed \$17.05 million across 19 transactions last year, she measures success by alignment. Faith, family, service, and raising



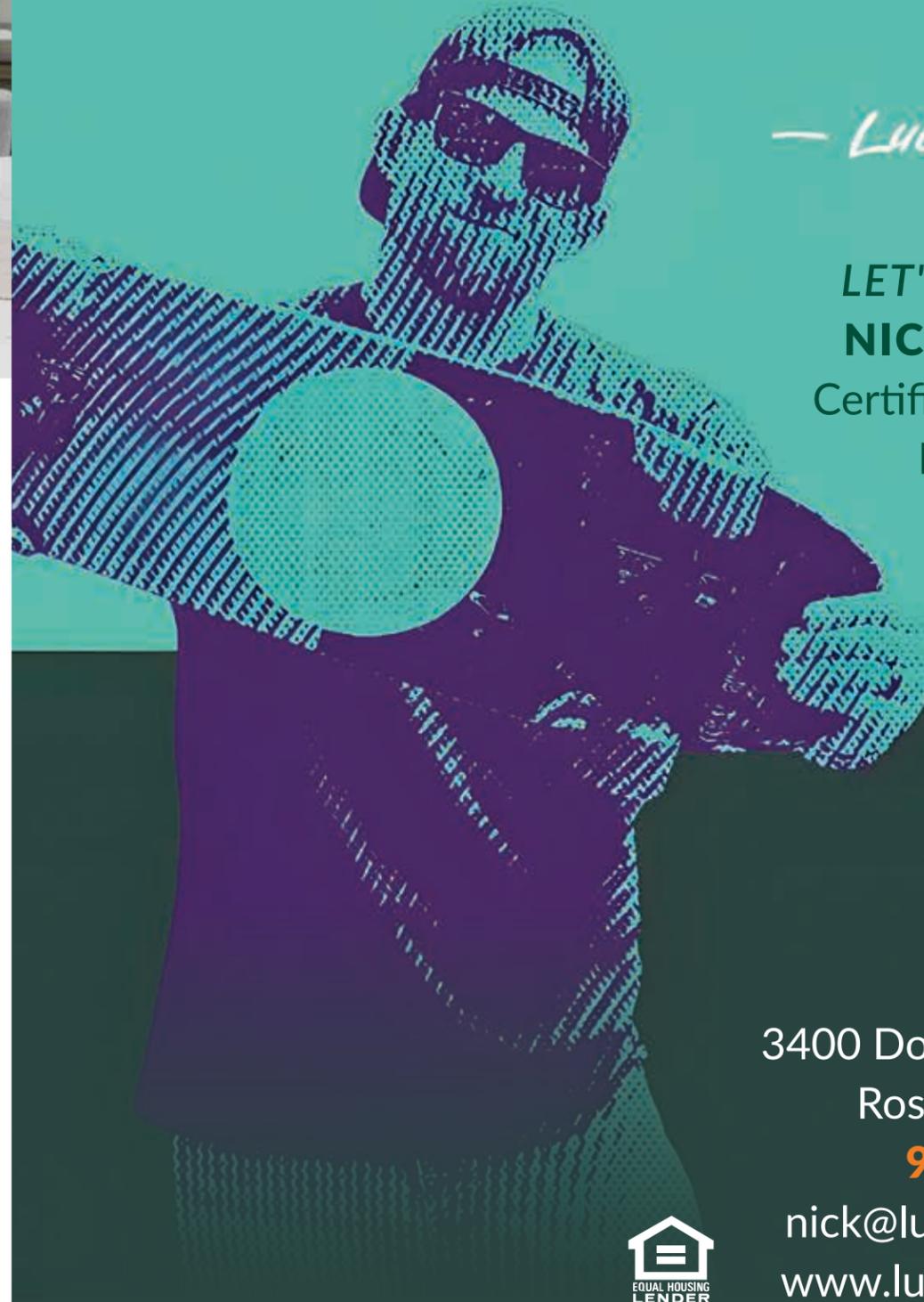


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➤ **Joanie Cubias will be remembered not just for her longevity but for the care, effort, and humanity she brought to every relationship along the way.**

good humans remain her priorities. Her favorite quote, "Comparison is the thief of joy," reflects her intentional choice to focus on growth rather than comparison, and gratitude rather than pressure.

As she looks ahead, Joanie plans to continue serving clients for years to come before eventually slowing down—spending time with future grandchildren and perhaps settling near a lake. Wherever that next chapter leads, one thing is certain: Joanie Cubias will be remembered not just for her longevity but for the care, effort, and humanity she brought to every relationship along the way.

Family remains at the center of Joanie's life. She and her husband, Rey, are proud of their three children—William, a senior at the University of Oregon; Aleri, a sophomore at Baylor University; and Gabby, a senior at Twelve Bridges High School. Seeing them follow their own paths continues to be her greatest joy and proudest accomplishment.





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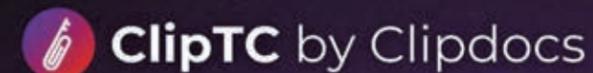
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COVER STORY



LISA PARAGARY

A CALLING ROOTED IN FAITH, FAMILY & SERVICE

BY STAFF WRITER, CHRISTINA KITCHEN
PHOTOGRAPHY BY ASHLEY MAXWELL PHOTOGRAPHY

For Lisa Paragary, real estate has never felt like a typical profession. From the beginning, it has felt like something she was meant to do. Before becoming a Realtor in 1997, she spent years working as an escrow officer and title representative, gaining a deep understanding of the industry from the inside out. When she became a mother, her priorities shifted and she realized she needed a career that allowed her to be more present at home. As she explains, “With a new baby I wanted more flexibility in my schedule than title and escrow allowed for.” That desire for balance is what led her to real estate, a field where she could stay connected to the industry she already understood while also creating a life that supported her family.



What began as a practical decision soon became something much more meaningful. Today Lisa works with Nick Sadek Sotheby's International Realty and is known for caring deeply about the people she serves. Her greatest fulfillment comes from “truly helping people through the life transitions that come with a real estate transaction.” She approaches each client with empathy, patience and a genuine desire to make their experience as smooth and supported as possible. Lisa also operates her business with a level of involvement that sets her apart. She stages all of her listings and covers the cost herself. She helps clients prepare and vacate homes when needed. She avoids lockboxes entirely and attends every showing in person. “I don't use any lockboxes. We are present for EVERY showing,” she says. To her, these are not extras or marketing tactics. They are simply the right way to take care of people.

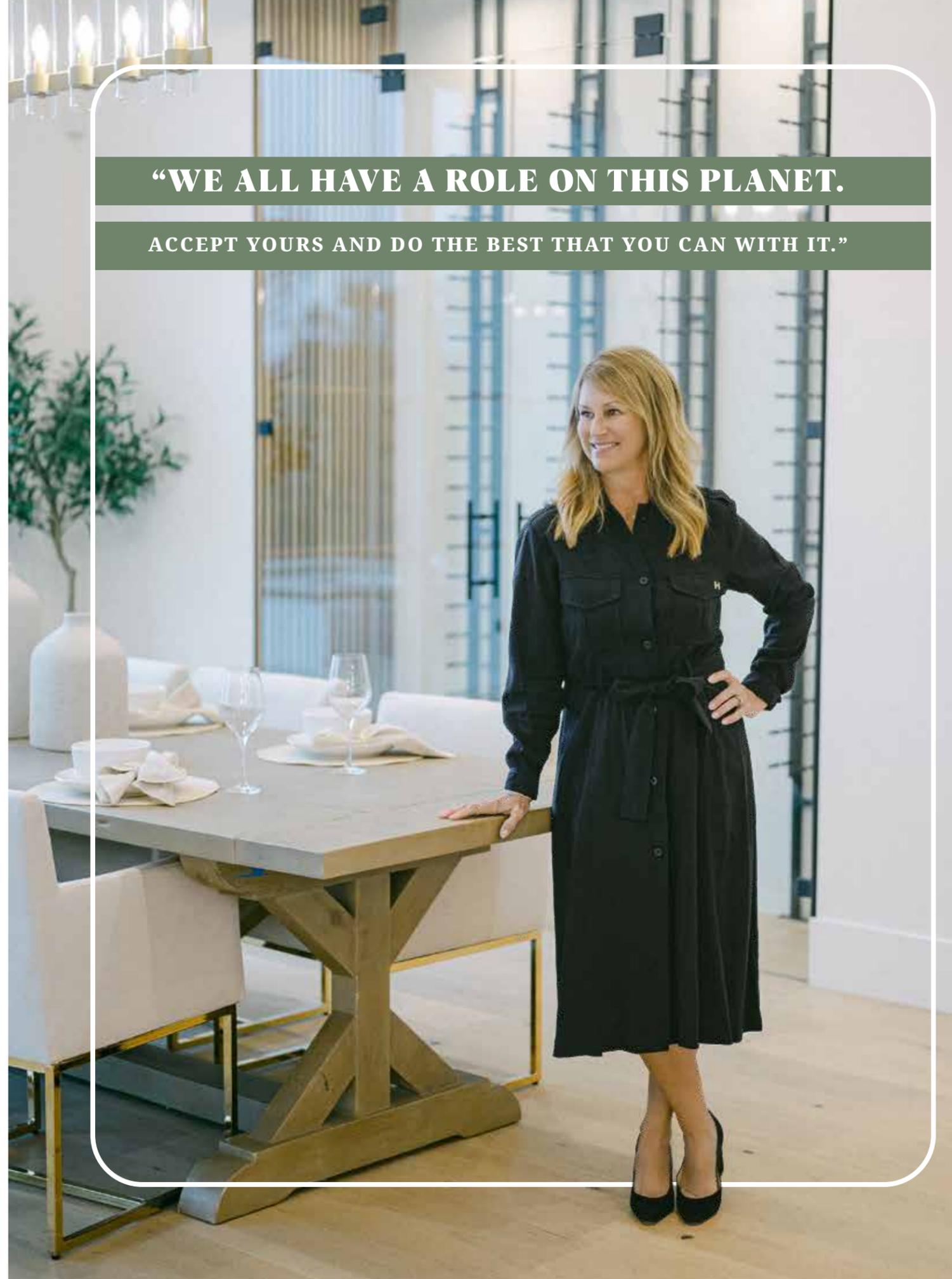
Her personal story is equally compelling. Lisa grew up in Sacramento and earned her English degree from UCLA. She originally planned to pursue a career as a TV news reporter and even worked at Channel 31 right out of college. Life, however, had a different plan, one that eventually brought her home and into a career that would become her purpose.

In 2019, everything changed when her son survived a life-threatening accident. Lisa describes it as the moment that reshaped her completely. “My son was in a life-threatening accident in 2019. Changed my entire perspective and strengthened my faith to new levels. I will never be the same.” That experience brought her faith to the center of her life and influenced the way she sees her work. Since then, “real estate now feels more like a calling than a job.”

“
Real estate
now feels
more like a
CALLING
THAN
A JOB.
”

“WE ALL HAVE A ROLE ON THIS PLANET.

ACCEPT YOURS AND DO THE BEST THAT YOU CAN WITH IT.”



Her faith grounds her. She says, “I know that my life is not my own. God is in control, and I surrender to Him.” That sense of trust shapes the way she moves through both her personal life and her business.

“
I know that
my life is
not my own.
**GOD IS IN
CONTROL,**
& I surrender
to Him.
”

Family remains one of Lisa’s greatest joys. She has two adult sons, ages twenty eight and twenty four. They share a love of travel and recently visited Japan together, a trip filled with unforgettable experiences. When she is home, Lisa finds joy on her own pickleball court, a hobby that brings her both fun and relaxation.

Her favorite scripture, Joshua 1:9, reminds her to be strong and courageous. She smiles as she admits that she is naturally a worrier, but the verse helps steady her when life feels uncertain. When asked about her approach to real estate, Lisa explains that “real estate is my calling. I do it at the highest level FOR my clients. Not for me. It’s never about me.” She sees success as peace, a concept she describes simply as “Peace (Shalom Shalom).” She



carries with her a piece of advice that has stayed with her for years. “We all have a role on this planet. Accept yours and do the best that you can with it.”

Among her many accomplishments, motherhood remains her greatest achievement. When she considers what she

hopes to be remembered for, her answer is immediate and heartfelt. She wants to be remembered for kindness.

Looking ahead, Lisa sees a future with “more travel personally, mentorships professionally.” After spending more than ten years working with a real estate partner, she is now navigating her business independently. She describes this season as one of learning, growth and discovery as she figures out “navigating on my own now and what that has looked like.”

Through every chapter of her life, Lisa Paragary has remained grounded in faith, compassion and purpose. She leads with sincerity, serves with intention and shows up fully for the people who trust her. For her clients and for her community, she is a reminder that real estate can be far more than a transaction. It can be a calling built on heart, integrity and the desire to help others through some of life’s most meaningful transitions.



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