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PROFILES



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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at ocrealproducers@n2co.com.

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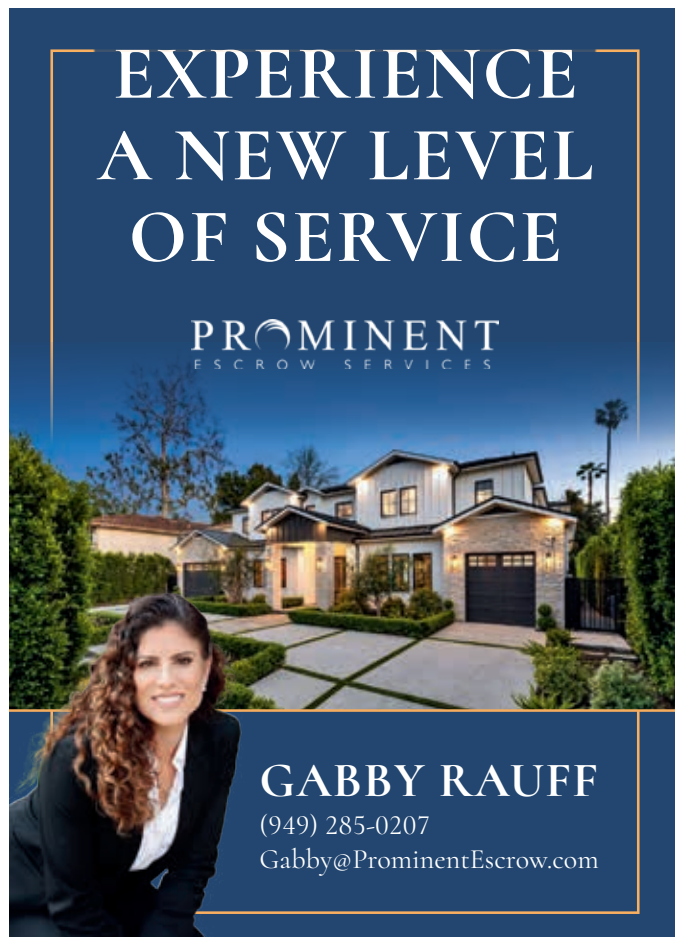
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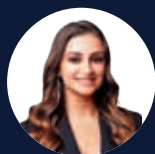
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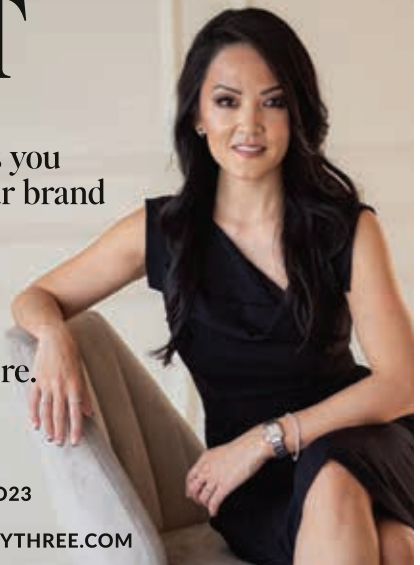
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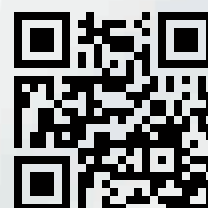


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2025

BY THE NUMBERS

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

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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



TOTAL
TRANSACTIONS



AVERAGE
SALES
VOLUME

35.7 Million



AVERAGE
TRANSACTIONS

19

Full House, Electric Energy

One night brought the OC real estate community together like never before

Dear REALTORS® and Valued Partners,

Our Toast to the Top event at Salt Creek Grille in March was a packed house, filled with energy, connection, and momentum. We welcomed agents from across Orange County, including many new faces, and what stood out most was the positivity and openness in the room. We've heard countless stories of new relationships, business referrals, and real growth stemming from that one night together. With the event reaching waitlist capacity a full week in advance, be sure to submit your RSVP early for our next gathering.

Beyond the conversations and connections, the evening created an opportunity to make a meaningful impact. We're proud to share that we are now officially a tax-deductible charity with a donor-advised fund. The Chris Smith Foundation supports single-parent households facing sudden loss or trauma and equips underprivileged teens and young adults with the financial literacy skills they need to build brighter futures. Thanks to the generosity of this community, we raised funds during the event to continue that mission. If you'd like to get involved—whether by contributing auction items or becoming a donor—please reach out to Michele at michele.kader@n2co.com.

A sincere thank you to all our sponsors, especially our Platinum Sponsor, Nate Schwimmer of New Loan 123, and Ken Hamama of UWM. We also appreciate the support of our event partners: Salt Creek Grille, Tony Lattimore Photography, and Ground Zero Media.

Please join us on June 3 for an evening of insight, connection, and next-level conversation at the Renaissance Newport Beach, featuring an exclusive panel with top industry leaders John Cain, Casey Leshner, Tim Smith, and Annie Clougherty. Come ready to learn, connect, and elevate your business alongside some of the best in the industry—more details to follow.

With gratitude,



Michele Kader

Owner/Publisher
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949-280-3245

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Ruth Bruno and the Ducks jersey signed by Ryan Getzlaf and donated by Nate Schwimmer that she won in the silent auction.



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TOAST TO THE TOP EVENT ELEVATES CONNECTION AND MOMENTUM

PHOTOS BY TONY LATTIMORE, TONY LATTIMORE PHOTOGRAPHY









Toast to the Top Sponsor Nate Schwimmer Celebrates OC Real Estate

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CONNECT WITH NATE SCHWIMMER
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Nate Schwimmer, President and CEO of New Loan 123, quickly points out the standout moments from the *Orange County Real Producers' Toast to the Top* event at Salt Creek Grille on March 19. He loved the energy in the room, the skewers, and his favorite signature cocktail. "I have to go with the Schwimmertini," he says with a laugh, adding that the people who attended the soiree were the real draw. "Meeting the best in real estate in Orange County all in one place was the highlight," he says.

That sense of community is exactly why Nate chose to sponsor the Toast to the Top event. "We sponsored this event because we genuinely value being part of this community," he stresses. "Real

estate is a relationship business, and this room was full of people who take their work seriously and truly care about their clients."

Nate thrives on building real partnerships with agents he can support at the highest level. This support comes down to three non-negotiables: speed, communication, and certainty. "At New Loan 123,

everything we do centers on these three principles so you can win more deals and close with confidence," he says. The overriding goal is a stress-free closing for top agents, many of whom Nate mingled with at the Toast to the Top.

If you haven't had a chance to talk with Nate, be sure to reach out to him. In the meantime, put his words of wisdom in your back pocket: "Find a lender you are comfortable with, who is competent, and, most importantly, who truly cares," Nate advises, "because at the end of the day, that's what it all comes down to."

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inside SALT CREEK GRILLE

With Co-Owner Jess Walker

PHOTOS PROVIDED BY THE SALT CREEK GRILLE TEAM

Orange County's top real estate professionals gathered at Salt Creek Grille in Dana Point for our recent Toast to the Top event, which set the perfect stage for networking, celebrating, and connecting. We caught up with co-owner Jess Walker to learn about the restaurant's story, what makes it a local favorite, and why it's such an ideal venue for memorable events.

Q: How do you describe Salt Creek Grille?

A: For me, Salt Creek Grille is more than just a restaurant. It's a place I grew up in here in South Orange County. It's always been an iconic part of the local dining scene, and



when I saw the opportunity to bring it back, I knew it was something worth reviving.

Today, it's a coastal-inspired, wood-fired American steakhouse on Pacific Coast Highway, in Dana Point, blending elevated dining with a relaxed California atmosphere. We've worked to honor what made it special while refreshing the experience, offering premium steaks, fresh seafood, handcrafted cocktails, and a space that feels both refined and welcoming.

Q: What keeps people coming back?

A: The combination of consistency, atmosphere, and experience. Guests know they'll get high-quality food, warm hospitality, and an environment that feels special, whether it's a casual happy hour, a celebratory dinner, or a private event. Our live music, ocean-close setting, and attention to detail all play a role in creating memorable visits.

Q: What is the vibe or personality of this location?

A: We like to describe it as "elevated coastal energy." It's upscale without being intimidating, lively without being overwhelming. You can get dressed up for a night out or stop in after the beach. It's versatile, vibrant, and always welcoming.

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Q: March 19th brought top REALTORS® together at Salt Creek Grille. What stood out most about the gathering?

A: What stood out most was the energy in the room. It was a true mix of business and connection. People were engaged, networking naturally and genuinely enjoying themselves. The patio provided the perfect backdrop, and you could feel the synergy among top professionals as they came together in a relaxed yet elevated setting.

Q: Share a bit about your event spaces and catering options.

A: We offer a variety of indoor and outdoor event spaces that can accommodate everything from intimate gatherings to large-scale celebrations. Our patio is a standout feature, perfect for sunset events, while our indoor spaces provide a more classic, refined setting. On the catering side, we offer customizable menus featuring our signature wood-fired dishes, seafood, and curated beverage packages, allowing us to tailor each event to the host's vision.

Q: What do you want real estate pros to know about your location?

A: Salt Creek Grille is more than just a restaurant; it's a place to build relationships. Whether you're hosting a client appreciation event, a team gathering, or a networking mixer, we provide an elevated yet approachable environment that reflects well on you and your brand. It's the kind of place where deals can be celebrated and relationships can grow.



Co-owners Jess Walker (left) & Steve Vanderweide (right)



RAPID-FIRE QUESTIONS

Q: Best seller on the menu?

A: Our Double R Ranch Filet: perfectly cooked, incredibly tender, and a guest favorite time and time again.

Q: Most popular beverage?

A: Our martinis stand out, especially during Tacos & Tinis Tuesdays, but overall, our handcrafted cocktails and curated wine list are consistently popular.

Q: Best review you've ever received?

A: One that always stands out is when a guest told us, "This isn't just dinner; it's an experience we'll remember." That's exactly what we aim to create every time someone walks through our doors.

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STORY BY ORANGE COUNTY REAL PRODUCERS STAFF WRITER
PHOTOS BY YANECK WASIO, WASIO PHOTOGRAPHY

In a market where speed and volume often take priority, Brandice Presley has built her business on clear judgment and steady execution, with a strong emphasis on strategy, service, and long-term value. As the founder of The Presley Group at First Team Real Estate, she is known for delivering strong results while maintaining a high level of care and precision throughout the process. Her philosophy is simple: the outcome matters, but how you achieve it matters just as much.

“I approach every transaction with the same level of attention I would give my own investment,” Brandice shares, “which means being thoughtful with pricing, timing, and negotiation, and making sure each decision aligns with the client’s goals.”

Before entering real estate, Brandice developed her professional foundation in hospitality, working in high-level service

environments, including serving on the opening team at The Ritz-Carlton in Grand Cayman and later at ME by Meliá in Cancún. Those experiences shaped her ability to anticipate needs, communicate clearly, and create a seamless client experience—skills that continue to define her approach today. In a space where transactions can often feel rushed, she brings a level of compassion that allows clients to feel supported and confident at every stage.

That same mindset carries into how she approaches strategy. Every recommendation—from pricing and positioning to negotiation and timing—is grounded in a deep understanding of market conditions, buyer behavior, and the competitive landscape. Rather than reacting to the market, she focuses on preparing for it, ensuring her clients are positioned ahead of it.



“Demand isn’t something you wait for; it’s something you position for,” she explains. “When a home is priced and presented correctly, the market responds.”

This approach becomes especially valuable when pressure begins to build. Real estate decisions are often tied to significant life transitions, and Brandice is known for her ability to bring clarity to those situations. By simplifying complex decisions, presenting clear options, and maintaining consistent communication, she helps clients move forward without feeling overwhelmed. Her role extends beyond facilitating a transaction—she operates as an advisor, ensuring each decision supports both the immediate outcome and the long-term picture.

That consistency has naturally led to a strong referral-based business, with many clients returning or staying connected long after their transactions are complete. For Brandice, that is one of the most meaningful measures of success. “It’s never just about the sale, but about building relationships that last,” she says.

As her business has grown, she has remained committed to maintaining a high standard across every aspect of the client experience. Brandice built The Presley Group on structure, communication, and accountability, with a shared commitment to delivering at a higher level.

Her leadership style reflects the same values she brings to her clients: clarity, preparation, and a focus on doing things the right way. “I’m very focused on how we grow,” she states. “Beyond just production, we focus on consistency and making sure every client experience reflects the level of service we stand for.”



Outside of real estate, Brandice's life centers around that same sense of thoughtfulness, patience, and responsibility. She has always believed in providing homes for all—people and animals alike. Over the years, she has fostered more than 280 animals through local shelters, often taking in those that require a higher level of attention before they are ready for permanent homes.

What began as a small effort grew into something much more meaningful. It became a consistent way for her to provide support where it is most needed, offering a safe and steady environment during a critical stage of each animal's

recovery or development—giving them a chance at a life they may not have had without foster care. "It's something I've always felt strongly about," she says. "Stepping in during that critical time and giving them the love and stability they need—knowing it can ultimately change their outcome—is incredibly meaningful."

She also values spending time traveling, being outdoors, and staying connected with friends and past clients, many of whom have become part of her extended circle over time. Maintaining that balance allows her to stay present—something she believes is essential in an

industry that moves quickly but impacts people in meaningful ways.

Brandice does not measure her success solely by production. "I define success as having both personal and professional fulfillment," she says. "I work to cultivate a strong business and team while maintaining genuine relationships and balance along the way."

In a field where urgency often takes the lead, Brandice Presley delivers with kindness and precision—a steady, client-driven approach that produces results and sets a higher standard for service.



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just about
the sale, but
about building
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