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The
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Most issues of this magazine are filled with agents who spent decades building what they have. This one is about the people building it right now.

The 25 agents in these pages were nominated by peers, brokers, and partners who noticed something—a first year that looked like a fifth, a marketing strategy nobody else was running, or a name that kept coming up in the same conversations. Some are already in the

Top 500, others are climbing toward it, and they're climbing fast. That's the point. This isn't a leaderboard. It's a forecast.

These are the agents with the most road in front of them, and a lot of them are driving it differently. The way they work, the way they market, the way they build. An audience before a database. Community before contact lists. First-time homebuyers treated like lifelong clients. They're the Gen Z

and the young millennial crowd, and they're ready to make their mark on the Sacramento Region.

To our partners: these are the relationships worth starting early.

To our veterans: a few of these agents would love five minutes of your time.

And to the 25 in these pages — congratulations. We'll be watching.



T H E N E W C O M E R S



Eleven agents in their twenties who aren't waiting their turn.

ANGEL

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PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

“

Not everyone
will want to see
you succeed.

And that is okay.”

2026 Volume to Date: \$11 Million

Why did you become a real estate agent?

Sales was always something that piqued my interest. My very first job straight out of high school was selling kitchen cutlery - I was the top sales rep in the Western Region. My company paid for trips to NY, Vegas, etc. The income was awesome, but what was even more awesome was the people I met along the way. I loved meeting new people and building connections. Because I enjoyed it so much, I knew I wanted to do something sales-related down the road (after getting my degree). As I was finishing up at Sac State, I saw my childhood friend had started real estate just a couple of years prior. I reached out to him expressing my interest; he told me what I had to do in order to get licensed, and I did exactly that. I got licensed, quit my job at a law firm, and never looked back.

What advantages do you think your youth affords you in your business?

I think my youth contributes to my success in a few ways. 1) I am young and do not have children. The day will soon come when I do have kids, but I am taking full advantage of the time that I have right now. I am able to dedicate the majority of my time to real estate without feeling guilty that I am not giving my children enough attention. 2) I think growing up with social media gives me a strong understanding of how powerful it can be as a tool for marketing, building relationships, and growing my business.

What’s one challenge you’ve overcome so far in your real estate career? What have you learned from it?

I have had agents talk negatively, directly and/or behind my back because of how I market on Instagram. I wouldn’t say I’ve necessarily “learned” anything from it aside from realizing not everyone will want to see you succeed. And that is okay.

What has been the biggest game-changer for you in this business?

What advice do you have for someone looking to get into Real Estate?

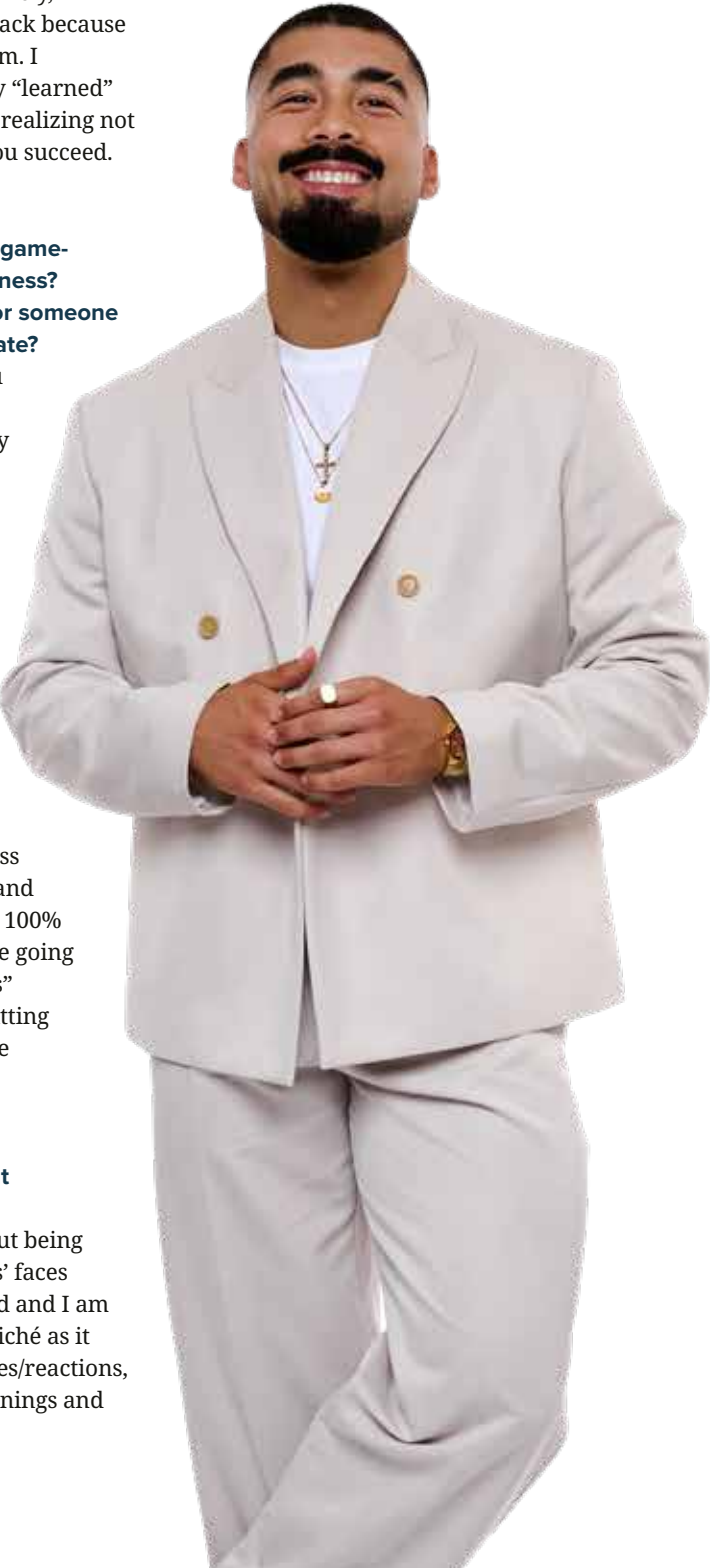
Aside from making sure you hire a good TC, I would say taking social media seriously has been the biggest game-changer for me. It has completely shifted the dynamic of my business! Advice for someone looking to get into real estate: don’t be shy, make sure you’re intentionally trying to build relationships.

What does “success” mean to you?

Great question: to me, success is doing right by my clients and knowing I’m giving it my all 100% of the time. The numbers are going to fluctuate, but the “success” will come as long as I am putting in the work and making sure my clients are taken care of.

What is your favorite part about being an agent? What do you find most fulfilling?

I think my favorite part about being an agent is seeing my clients’ faces when we are officially closed and I am handing over the keys. As cliché as it sounds, when I see their faces/reactions, it makes all of the early mornings and long nights worth it.





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Arai Kato

GUIDE Real Estate PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

What is the best advice you have ever received? Do you have a mentor or someone you look up to in this business?

One of the best pieces of advice I've received is that people do business with people they know, like, and trust. You don't have to talk about real estate 24/7. The most important thing is building genuine relationships, being approachable, and showing people you truly care for them.

Another lesson that has stayed with me is that you don't have to reinvent the wheel. Learn from people who are already successful, pay attention to what's working, and then make it your own. I'm especially grateful to my mentor, Cynthia Smith, who not only taught me the business but also showed me how much joy can come from a career in real estate. She demonstrated that this profession is about so much more than buying and selling homes. It's about serving people and making a positive impact in your community.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?

One of the biggest challenges in real estate is that the market is constantly changing, and you have to be willing to adapt. When I first started during COVID, we had to quickly adjust to new ways of doing business. Since then, I've experienced many different markets: from historically low inventory, record-low interest rates, intense multiple-offer situations, and homes selling within days, to a shifting market with higher interest rates, more inventory, and

more cautious buyers. Each market requires a different strategy, and no two transactions are ever the same.

Personally, one of my biggest challenges was learning how to put myself out there. I've always been more reserved, and early on I found myself comparing myself to agents who were naturally more outgoing and outspoken. Over time, I realized I didn't have to be the loudest person in the room or fit into a certain mold. Many of my clients appreciate the calmness and thoughtfulness I bring to the process. What I once saw as a weakness became an advantage.

Are there any organizations or charities that you support? How?

Giving back to the community has always been important to me. Today, I'm proud to serve as CEO and President of FIG (Faith in Giving), formerly known as the Mikuni Charitable Organization, continuing a commitment to philanthropy that has been part of my life for many years.

My family founded Mikuni, and my involvement with giving back started long before I entered the real estate industry. Growing up, I would help my dad at his hole during the Mikuni Charity Golf Tournament, explaining the challenge and interacting with participants. Eventually, I started playing in the tournament myself, and once I got into real estate, I had the opportunity to become a sponsor for the putting contest.

Over the years, that involvement has grown into a

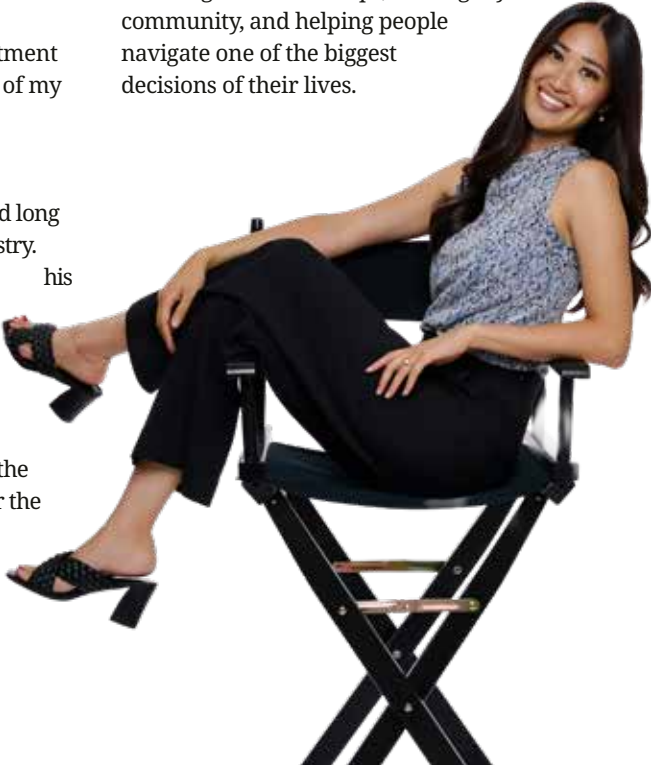
“I realized I didn't have to be the loudest person in the room or fit into a certain mold.”

leadership role with FIG, but the purpose has remained the same: supporting meaningful causes and organizations that make a difference in our community. Our team has raised nearly \$4 million for charity, and it's incredibly rewarding to see the impact that can be made when people come together to give back.

What are some of your goals for this year? (Personal and Professional)

Personally, one of my biggest goals is to spend intentional time with Jesus each morning and continue growing in my faith. I want to grow in my love for God so that I can better love and serve the people around me.

Professionally, I want to continue growing while staying true to the values that have shaped my business. I've been fortunate to be part of the Masters Club (top 10% in Placer County) for the past five years. I want to continue building meaningful relationships, serving my community, and helping people navigate one of the biggest decisions of their lives.



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It's not just about closing deals; it's about helping people build a future they're excited about."

What is your favorite part about being an agent? What do you find most fulfilling?

My favorite part about being a real estate agent is helping people see opportunities they may not have recognized on their own. With my background in residential construction, I love walking through a property and seeing not just what it is today, but what it can become. Whether I'm helping a family find the right home or assisting an investor with their next fix-and-flip project, I enjoy bringing strategy, creativity, and problem-solving to every transaction.

What I find most fulfilling is creating long-term relationships. Many of my clients aren't just buying or selling one property; they're building wealth, growing their investment portfolio, or taking on renovation projects that transform homes and neighborhoods. Being a trusted advisor throughout that process and watching my clients achieve goals they once thought were out of reach is incredibly rewarding. At the end of the day, it's not just about closing deals; it's about helping people build a future they're excited about.

What advantages do you think your youth affords you in your business? If it's not your youth, how would you say you differentiate yourself from other agents?

I think my age helps me stay adaptable. I'm quick to embrace new technology, modern

marketing, and new ways of doing business, but I don't think that's what truly sets me apart. My background in residential construction gives me a different perspective on real estate. I understand how homes are built, what adds value, and where buyers and sellers can create opportunity. I also take pride in being responsive, approachable, and willing to put in the extra work to help my clients achieve their goals.

What does "success" mean to you?

Success to me is being able to create opportunities and provide value to the people I work with. Whether that's helping a homeowner make the right move, guiding a buyer through an important decision, or helping an investor achieve their goals, I enjoy being part of the process and finding solutions that create a positive outcome.

Long-term, success is building a reputation as someone people trust, someone who brings value beyond the transaction, and someone clients know they can rely on for years to come. For me, it's not just about closing deals; it's about building lasting relationships and making a meaningful impact.

What does your typical day look like?

My typical day is a mix of real estate, personal projects, and staying active. Right now, I'm in the middle of remodeling my own house, so I usually keep my computer open and go back and forth between working with clients,

handling real estate tasks, and making progress on the renovation.

I also make it a priority to get into the gym regularly. Staying disciplined physically helps me stay focused professionally. I enjoy having a schedule that keeps me moving, whether that's working on a transaction, improving a property, or investing in myself.

What is the best advice you have ever received? Do you have a mentor or someone you look up to in this business?

The best advice I've received has come from my mom, who has been a mentor for me in real estate. She has always emphasized that this business is built on relationships and reputation. Her advice has been to focus on doing the right thing for people, even when there isn't an immediate payoff, because trust and consistency are what create long-term success.

Anything else you wish to say or highlight?

I want to take a moment to thank all of my clients who have trusted me throughout my journey in real estate. As a young agent, I know you had countless options when choosing someone to represent you, and I truly appreciate that you saw value in me and gave me the opportunity to earn your trust.

Every client and every transaction has helped me grow, and I'm grateful for the relationships I've built along the way. Thank you for believing in me, allowing me to be part of some of your biggest decisions, and trusting me to help guide you through the process. I don't take that opportunity for granted.



COLBY *Gray*

GUIDE Real Estate

PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

Why did you become a real estate agent?
Funny enough, I became a real estate agent because I had always been told we would have control over our schedules (plot twist: that is not necessarily the case). I have a passion for helping others and watching people succeed. I have always done better working for myself and building a brand vs. clocking into a 9-to-5. I saw real estate as a great avenue to explore at a young age, which seemed to check a lot of boxes for me, so I jumped in at a young age, and it has served me well.

What advantages do you think your youth affords you in your business? If it's not your youth, how would you say you differentiate yourself from other agents?
I feel that more than anything, I know how to communicate well. It has always been one of my strengths and helps me in many circumstances. Whether that be an initial conversation over the phone with a client, negotiations, or networking with other professionals, knowing how to communicate and “read the room” is an extremely helpful tool and something I only want to continue getting better at.

Other than that, I do come from a background in business ownership. I used to own an automotive detailing company and a wedding photography business. Having had the experience of owning and growing these two businesses, the skills I learned transferred over to real estate.

What does “success” mean to you?
“Success to me means being healthy, happy, and grateful for the life I’ve built. It means having a strong relationship with my family and friends, having the

freedom to travel, make memories, and enjoy the people I love.

Professionally, success means building a real estate business based on trust and relationships. Where past clients become lifelong friends and refer the people they care about to me. It means creating financial freedom, living comfortably, and being able to enjoy the rewards of my hard work... including a few Porsches in the garage.

What’s one challenge you’ve overcome so far in your real estate career? What have you learned from it?
I used to get imposter syndrome due to my age, being in a business surrounded by people who are much older or have been doing this a lot longer. I overcame this by realizing this business isn’t about how old you are or how long you’ve been in it. It’s about how you treat people and being able to deliver a high level of service.

What is the best advice you have ever received? Do you have a mentor or someone you look up to in this business?
I was once told, “Focus on working with the people who want to work with you.” And as simple as it sounds, it’s true. In this business, there are many

avenues that agents take to try and get more business. But if you’re spending all of your time chasing people who don’t want to work with you, you’re missing out on being able to deliver better service to those who respect, like, and trust you. Not every agent is the best fit for every buyer/seller, and vice versa.

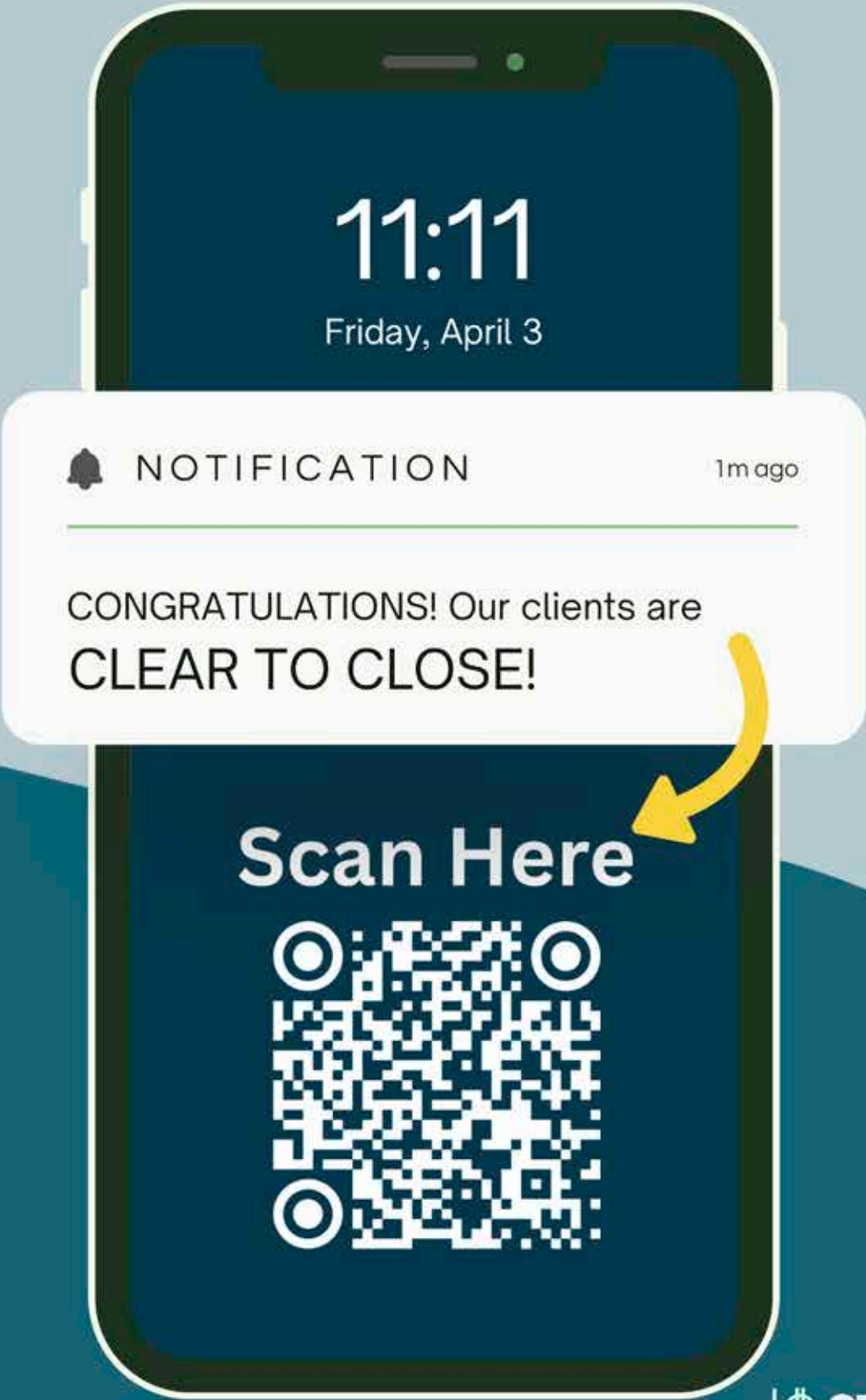
I look up to my mentor/team lead, Tyler Chicourrat, who has stood alongside me throughout most of my real estate career thus far and has taught me many lessons about what being a successful real estate agent takes.

What has been the biggest game-changer for you in this business? What advice do you have for someone looking to get into real estate?
Networking! I can honestly say that getting plugged into different communities within the industry has been such a game-changer. Not only does it help get your name out there, but you will also meet so many people you will end up working with. I have always said, “Collaboration over competition.” If we can collaborate with our fellow agents and affiliates, it makes this job a whole lot more manageable.

“
This business isn’t about how old you are or how long you’ve been in it. It’s about how you treat people.”



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25 UNDER 35

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Portfolio Real Estate PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

“

I've learned that growth often comes from doing the things that make you uncomfortable.”

Why did you become a real estate agent?

I became a real estate agent because I realized the traditional college path wasn't the right fit for me. After attending UC Davis for a year, I felt like I was simply going through the motions without a clear sense of direction. I've always had an entrepreneurial mindset. As a kid, I was constantly finding ways to buy, sell, and make money.

Real estate seemed like an opportunity to combine my interest in business, sales, and helping people through one of the biggest financial decisions of their lives. I decided to take a chance on it, and it's been one of the best decisions I've ever made.

What advantages do you think your youth affords you in your business? If it's not your youth, how would you say you differentiate yourself from other agents?

I think being younger gives me a different perspective because I'm still in the mindset of constantly learning and finding ways to get better. I'm always looking at what's working, what's changing in the industry, and how I can improve the experience for my clients.

One of the biggest advantages is that I can relate to a lot of first-time buyers and younger investors because I've been through many of the same decisions myself. I understand the questions and concerns they have, which helps build trust early on.

What really differentiates me, though, is my construction background from flipping homes. It allows me to provide insight that goes beyond buying and selling. I can help buyers see potential in a property, provide realistic renovation estimates, and help sellers focus their

time and money on improvements that will actually maximize their return.

Are there any organizations or charities that you support? How?

I'm a member of the Board of Directors for AREAA Sacramento and a committee member for SAR YPN, and both organizations allow me to give back to my community in different ways.

At AREAA, our mission is to educate and advocate for homeownership within the AAPI community. One of the initiatives I'm most proud to be involved with is AREAA Rebuild Day, where we identify a local family whose home has deferred maintenance or health and safety concerns. We then bring together volunteers and industry professionals to update the home and create a safer living environment for that family. We also organize our annual Christmas Adoption event, where we adopt around a dozen local families and provide gifts and essential items to help make the holiday season a little brighter.

Through SAR YPN, I help organize networking events and educational mixers for professionals who are early in their careers. While many attendees are in real estate, the events are open to people across different industries. The goal is to create opportunities for people to build relationships, learn from one another, and grow both personally and professionally.

Giving back is something that's always been important to me. Real estate has given me a lot of opportunities, and I think it's important to use those opportunities to help others whenever I can.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?

One of the biggest challenges I'm still working on overcoming is putting myself out there on social media. Being on camera doesn't come naturally to me, and for a long time I worried about what other people might think. Eventually, I realized that if my content could educate or help even one person, it was worth getting uncomfortable. That shift in mindset has helped me grow both personally and professionally.

The real estate industry has changed a lot since I got licensed in 2018. Social media existed then, but it wasn't nearly as important as it is today. It's become one of the best ways to educate consumers, build trust, and connect with people before you ever meet them. I've learned that growth often comes

from doing the things that make you uncomfortable, and for me, that's been getting in front of the camera.



GEORGE

E-Chemali

Compass PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

“Focus on becoming the kind of person people want to work with before focusing on becoming the top producer.”

Why did you become a real estate agent?
Representation has always been something I'm passionate about. Before real estate, I worked in the sports agency industry, where I learned that trust is the foundation of every successful client relationship. Athletes rely on their representatives to advocate for their best interests, provide honest guidance, and help them make some of the most important decisions of their careers.

I wanted to bring that same level of trust, advocacy, and personalized service into real estate. Buying or selling real estate is one of the biggest financial and personal decisions someone will make, and I believe every client deserves a representative who puts their interests first and simply CARES. My goal is to build lasting relationships by delivering exceptional service with a level of care that extends well beyond the transaction.

Are there any organizations or charities that you support? How?
Compass Young Professionals Network. I serve as the President of the Northern California Region and as the Events Chair for the National Young Professionals organization.

These leadership roles have given me the opportunity to connect with and learn from some of the industry's top emerging leaders while helping build a stronger future for real estate. Through networking, collaboration, and educational summits, we're creating opportunities for young professionals to grow, share ideas, and elevate the level of service across our industry.

What has been the biggest game-changer for you in this business?
What advice do you have for someone looking to get into real estate?
The biggest game-changer for me has been realizing that this business is built on relationships, not transactions. Early on, I thought success came from simply working harder, but I've learned that it comes from building trust, consistently delivering value, and creating an experience that clients remember long after closing. When you genuinely care about people and put their best interests first, they become lifelong clients and your biggest advocates.

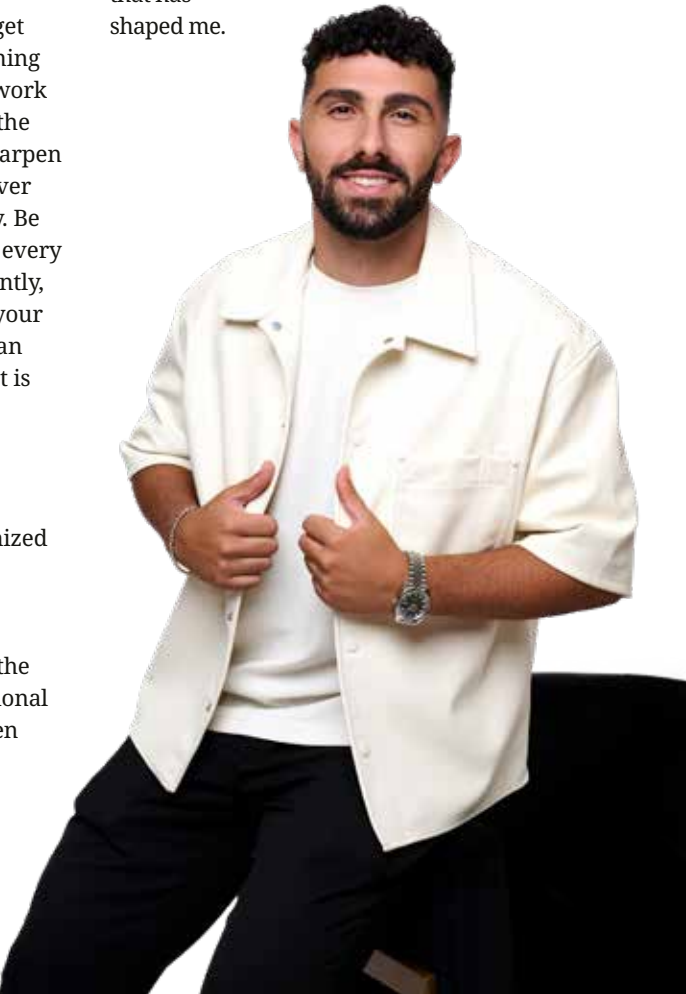
My advice for someone looking to get into real estate is to focus on becoming the kind of person people want to work with before focusing on becoming the top producer. Learn the market, sharpen your communication skills, and never stop being a student of the industry. Be hungry, stay humble, and embrace every opportunity to learn. Most importantly, remember that your reputation is your greatest asset. Every interaction is an opportunity to build trust, and trust is what creates a lasting career.

Anything else you wish to say or highlight?
I'm incredibly grateful to be recognized as part of the Top 25 Under 35.

Before real estate, I spent 16 years competing in Taekwondo and had the honor of representing the USA National Team for many of those years. When that chapter of my life came to an end, I wasn't sure what my next purpose would be. At 22 years

old, I took a leap into real estate, and six years later, I can confidently say I'm exactly where I'm meant to be.

The discipline, resilience, and passion that Taekwondo instilled in me have become the foundation of my career. Today, I have the privilege of advocating for my clients through some of the biggest decisions of their lives, and that responsibility is something I never take for granted. I'm grateful for every client who has trusted me, every mentor who has invested in me, and every challenge that has shaped me.



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“

The comparison you should make is *yourself today to yourself* one year ago.”

Why did you become a real estate agent?
My wife and I purchased our first home when I was just 20 years old, and the entire experience fascinated me. At the time, I wasn't a Realtor, but I found myself asking our agent question after question because I genuinely wanted to understand every part of the process.

Buying that home wasn't easy. We sold just about everything we owned, I drove an \$850 Toyota Camry with an oil leak to save money, and for the first time in my life, I owed more on my credit card than I had in my bank account. But we were determined. We worked hard, saved every dollar we could, and eventually had enough for the down payment. The day we got the keys to our first home is a feeling I'll never forget.

After the purchase, I spent the next few years working three jobs to rebuild our savings and get us back on solid financial footing. During that time, I kept thinking back to how much I had enjoyed the home-buying process and how passionate I had become about real estate. That's when it clicked. I realized I wanted a career where I could help others experience that same excitement and guide them through one of the biggest milestones of their lives. That passion is what led me to become a Realtor, and it's what continues to motivate me every day.

What is your favorite part about being an agent? What do you find most fulfilling?

My favorite part of being a Realtor is solving problems. No two transactions are the same, and I enjoy finding creative

solutions that help my clients achieve the best possible outcome. Every problem has a solution if you're willing to work toward it, and every challenge is an opportunity to add value, build trust, and make the process as smooth as possible.

What is the best advice you have ever received? Do you have a mentor or someone you look up to in this business?

The best advice I've ever received is that people don't care how much you know until they know how much you care. That has shaped the way I approach real estate every day. My goal is never to pressure someone into making a decision. It's to educate them, understand their goals, and help them make the choice that's best for them. Building trust and long-term relationships will always be more important to me than any single transaction.

I've been fortunate to learn from a number of experienced agents and professionals throughout my career. I try to take something away from everyone I work with, whether it's their knowledge of the market, negotiation skills, or how they care for their clients. I also believe that this industry is constantly evolving, so I make it a priority to keep learning and improving every day.

What has been the biggest game-changer for you in this business? What advice do you have for someone looking to get into real estate?

My biggest piece of advice is to be patient and stay consistent. Success in real estate doesn't happen overnight,

and there will be challenges along the way. Focus on building relationships, continue learning, and always put your clients' best interests first. Don't be afraid to embrace new technology, ask questions, and learn from experienced professionals. If you genuinely care about helping people, are passionate about real estate, and are willing to put in the work, the results will follow.

My biggest game-changer has simply been the time and consistency I advise new agents to adhere to. Starting in this industry, it is very easy to get discouraged and compare yourself to those around you. Remembering that each situation is unique and each individual will have different obstacles to overcome, you can't make these comparisons. The comparison you should make is yourself today to yourself one year ago. If you like what you see, keep it up. If you don't see the change you hoped for, try something new and stay diligent.



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KENNEDY *Dale*

House Real Estate PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

What is your favorite part about being an agent?

What do you find most fulfilling?

What I find most fulfilling is helping my peers, friends, and family buy their first home. I've watched many of them graduate college, get married, and start families. Being part of the next chapter, helping them find a place to call home, is something I never take for granted. It's a connection we'll share for a lifetime!

What does "success" mean to you?

The greatest reward is knowing I've built my business through genuine relationships and referrals. Much of my work is with first-time homebuyers, and there's something incredibly rewarding about being the person they trust to guide them through such an important milestone. When clients feel confident enough in their experience to send their friends and family my way, that means everything to me. Building a career rooted in trust, community, and relationships that continue beyond the closing table is what success means to me.

Whether I'm teaching a cycling class or helping someone buy or sell a home, both of my careers are rooted in the same purpose: building community. In each role, I have the opportunity to bring people together, build genuine relationships, and guide them through meaningful milestones, whether that's reaching a fitness goal or navigating one of life's biggest financial decisions. It all comes down to showing up as my authentic self, earning people's trust, and creating a sense of community.

What are your favorite tools, apps, or bits of technology?

The power of social media.

I believe social media is one of the most powerful ways to stay connected with your current sphere while continuing to grow it. I strive to show up authentically by sharing my everyday life, not just real estate, but also cycling, fashion, and the things I'm genuinely passionate

“

Confidence doesn't come from having every answer. It actually comes from continually learning, preparing, facing challenges, & having hundreds of conversations.”

about. I've spent years intentionally building my personal brand by consistently showing up as myself.

People want to work with someone they know and trust, and authenticity creates that connection long before a real estate conversation begins.

Building a brand takes time and consistency. By staying true to who I am, I've built a business fueled by relationships, referrals, and community.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?

One of the biggest challenges I had to overcome was learning to trust my own knowledge. Real estate is an industry where there's always more to learn, and early on I sometimes questioned whether I knew enough.

Over the past six or seven years, I've realized that confidence doesn't come from having every answer. It actually comes from continually learning, preparing, facing challenges, and having hundreds of conversations.



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“
Success comes from continuing to show up, learning from each experience, and trusting that consistency compounds over time.”

Why did you become a real estate agent?

Everything I've done professionally has been rooted in community. I majored in Community and Regional Development at UC Davis and began my career in the education nonprofit space, where my focus was always on creating opportunities and making a meaningful impact in people's lives.

When I entered the real estate industry, I never expected to become an agent. I began behind the scenes in marketing and operations, where I learned the business from the ground up.

The more I immersed myself in the industry, the more I fell in love with each client's journey. Every transaction is deeply personal, and no two stories are ever the same. Becoming an agent felt like the natural progression of everything I had been building toward.

What does “success” mean to you?

To me, success isn't measured by awards, rankings, or number of transactions.

Success is reflected in the lives you change and the impact you have on people's everyday lives.

On a personal level, success means never becoming complacent. I want to continue learning, challenging myself, and raising the standard I hold myself to.

And if I'm being completely honest, success also means making my mom and dad proud.

What are some of your goals for this year, personal and professional?

Professionally, one of my biggest goals this year is to reach 30 transactions to close out my first year, while continuing to elevate the level of service I provide. I'm also focused on refining my systems, building stronger community and business partnerships, and supporting causes that are meaningful to me.

Personally, I'm committed to stepping outside of my comfort zone. I've found that the more I grow as a person, I'm able to show up for my clients, my community, and the people around me.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?

One of the biggest challenges I've overcome has been stepping out from behind the scenes. I have an introvert personality, so stepping into the spotlight as an agent was challenging. But I knew that if I wanted to build the career I envisioned, I couldn't let discomfort dictate my decision. Instead, I committed to showing up consistently.

But I knew that if I wanted to build the career I envisioned, I couldn't let discomfort dictate

my decisions. Instead, I committed to showing up consistently.

That experience taught me that success comes from continuing to show up, learning from each experience, and trusting that consistency compounds over time.

This October will mark my first year as a full-time agent. When I decided to pursue real estate full-time, I had a job offer on the table that came with the security of a steady paycheck. A friend encouraged me to bet on myself, and after a lot of reflection, I turned down the offer and committed to building a career in real estate. That decision changed my life.

Let my story be a reminder that the biggest risk you can take isn't whether or not to bet on yourself. Rather, never taking the chance to find out what you're capable of.



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Cheri Gutfi | Branch Manager & Escrow Officer

With 47 years in the Title & Escrow industry, Cheri Sutti is a trusted expert and respected leader. Since joining Chicago Title in 2007, she has delivered exceptional service through responsiveness, extensive knowledge, and meticulous attention to detail. Cheri enjoys handling all types of residential transactions and believes every client deserves a smooth, well-communicated closing. The relationships she has built with clients and real estate professionals remain among the most rewarding parts of her career. Known for her quick wit, thoughtful approach, and signature sense of humor, Cheri combines expertise with genuine connection. Outside the office, she enjoys gardening, traveling, spending time at the ocean, making memories with her son and daughter, and life with her dogs, Shelby and Stella. For Cheri, helping people through one of life's greatest milestones is a privilege that continues to inspire her.



Maria Spaeth | Escrow Officer

With 24 years in the Title & Escrow industry, Maria Spaeth is passionate about helping clients navigate one of life's biggest milestones with confidence and ease. Known for her open communication, attention to detail, and caring, relationship-first approach, she remains present, approachable, and available throughout every transaction – from assisting first-time homebuyers to guiding families through the sale of a loved one's estate. Clients and real estate partners appreciate Maria's bubbly personality, strong communication, and dedication to earning their trust while creating a smooth, successful closing. Outside the office, Maria has been happily married for 22 years and recently welcomed a son-in-law when her daughter married. She loves time with her granddog, Luka, golfing, relaxing at the lake, attending country concerts, and traveling to Tennessee to visit her daughter. Maria brings genuine care, energy, and enthusiasm to everything she does.



Adreana Davis | Escrow Officer

With 24 years in the Title & Escrow industry, Adreana Davis helps clients navigate their transactions with confidence and peace of mind. Since joining Chicago Title in August 2025, she has built her business on exceptional service, thoughtful communication, and genuine care. Known for her proactive approach, responsiveness, and attention to detail, Adreana believes every transaction deserves a personalized experience. She listens first, meets clients where they are, and finds solutions that support a smooth, successful closing. First-time buyers, seasoned investors, families navigating life transitions, and real estate professionals value her patience, knowledge, professionalism, and commitment to doing what's right. Outside the office, Adreana has been happily married for 11 years and enjoys her dogs, Coco and Rumi, traveling, music, and celebrating special moments with family and friends. Her warmth and caring nature shine through in every relationship she builds.



Lori Adorno | Escrow Officer

With 40 years in the Title & Escrow industry, Lori Adorno has built her career on exceptional service, trusted relationships, and providing steady guidance through one of life's most pivotal moments. Since joining Chicago Title two years ago, she has earned the confidence of buyers, sellers, and real estate professionals through open communication, thoughtful problem-solving, and a calm, reassuring approach. Lori especially enjoys helping first-time buyers achieve homeownership and supporting sellers as they begin their next chapter. Clients appreciate her friendly personality, organization, and commitment to closing every transaction on time. Outside the office, Lori cherishes time with her three sons, caring for her mom, and making memories with loved ones. She also enjoys walking, gardening, adventures with her children and friends, planning girls' trips, and spending time with her new puppies, Winnie and Auggie. Lori brings positivity, warmth, and dedication to every part of her life.



Nicole McKane | Sales Executive

With 24 years serving the Tri-County area, Nicole McKane has built her career on lasting relationships and the belief that business is about far more than individual transactions. Responsive, dependable, and genuinely invested in her clients' success, she has earned the trust of real estate agents and lenders throughout the region. More than a sales executive, Nicole strives to be a true business partner by celebrating her clients' successes, creating meaningful connections, and providing the support and resources they need to succeed. She believes exceptional service extends beyond the transaction and takes pride in relationships that last well beyond the closing table. Outside the office, Nicole is a proud wife and mother of two boys who is deeply involved in the local soccer community. She also enjoys cheering from the sidelines, golfing, live music, reading, and traveling with family and friends.

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Faith is what keeps me grounded
when the business gets hard.”

Why did you become a real estate agent?

It happened in a roundabout way. My mom, Laura Eklund, has been an agent for nearly 25 years. I'm 26, so real estate has essentially been the family language my whole life. As a kid, though, having a mom who was always working got old fast, and even though the industry fascinated me, I rebelled and charted my own course first.

That course led me into mortgages. I got my mortgage license in 2021, started on the retail side, then moved into brokering and hard money lending. Along the way, I picked up skills in building and running sales teams and I realized the real opportunity wasn't doing it on my own. It was bringing what I'd learned into the family business.

I then got my real estate license in 2024, and instead of joining my mom's existing team, we built a new one together from the ground up. What started as her business is now ours, and growing it side by side is exactly what it was always meant to be: a true family business.

What advantages do you think your youth affords you in your business?

Being a younger agent definitely comes with advantages, tech savviness and a fresh perspective, sure, but more than that, it's relatability. There's a whole new generation of buyers entering this market now, people in my own age group, and a lot of them can't genuinely connect with an agent who came up in a completely different era. It's not their fault, the market today is a different animal than it was 20, 30, 40 years ago. Buying a first home now is harder than it's ever been, and when a buyer in their early twenties is navigating that reality, having an agent who's actually

living it alongside them makes a real difference.

That's the edge my generation brings. We're not relating to this market from memory, we're relating to it because we're in it. We've had to build income and buy homes in these exact conditions. We also grew up at the intersection of it all, technology, social media, and now the early wave of AI reshaping how business gets done. This market is the only one we've ever known, and honestly, that's an advantage in itself. No baggage from "how it used to be," just full focus on how to win in how it actually is now.

Anything else you wish to say or highlight?

If there's one thing I want people to take away from this, it's that none of this happens without God first. Every door that's opened for me—getting into mortgages, getting licensed, building this team with my mom— I see as part of a bigger plan I'm grateful for, not something I built alone. Faith is what keeps me grounded when the business gets hard.

Beyond that, this has never just been about closing deals; it's about building something with my family that lasts. My mom spent almost 25 years building her reputation in this

industry before I ever got licensed, and now we get to grow something together, on our terms. That's rare, and I don't take it for granted. To anyone reading this, client, fellow agent, or someone just starting out, I'd say: put God first, focus on what you can control, surround yourself with people who make you better, and the results will follow.



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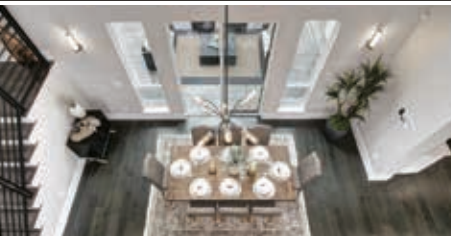
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Why did you become a real estate agent?

I'm a huge car guy, and when I was in high school, about my sophomore year, I was getting my phone fixed at a local shop when someone drove up in a brand-new Porsche GT3. I waited for him to finish whatever he was doing, and I asked him what he does for a living to drive my dream car. After he told me he was a real estate agent, that's really all I had to hear. My parents made me go to community college, and shortly after I was finished, I became a full-time agent.

What does "success" mean to you?

Success is very simple to define for me. All I want is to be able to do the things I want with the people I love while not having to worry about the cost associated with that. And... do it while driving a Porsche GT3.

What does your typical day look like?

My typical workday is pretty much the same Monday through Friday.

I'm in the office by 8:30 at the latest, power up with the team until 9, lead generation/outbound calls until 12, one hour for lunch, follow-up until 3, then the rest of the day is for showings, appointments, or more calls. I try to be home by 6, and I try to take one full day off a week.

Saturday and Sunday are dedicated to open houses, at least two on Saturday and one Sunday, then any showings or appointments. If nothing else is happening on Sunday after the open house, then I typically give that time to do whatever I want.

When you aren't working, what's your favorite way to spend time?

When I'm not working, I spend time with my best friend/girlfriend, Adriana. We're both extremely active people, and recently we have spent a lot of time renovating our first house. When we aren't swinging hammers, we train for triathlons, camp, backpack/hike, and play disc golf.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?

One challenge I had to overcome in my career is looking young. There's nothing I can do about it aside from knowing more than agents who are older than me and being able to deliver that information better than they can.

I realized very quickly that age means nothing.

“

All I want is to be able to do the things

I want with the people I love...

And do it while driving a Porsche GT3.”

People know you are knowledgeable, trust your experience, and you carry yourself older than you are.

What is the best advice you have ever received? Do you have a mentor or someone you look up to in this business?

Jake DaRosa has been my mentor from day one, and man, have I been a pain in his butt. When I first started in real estate, I was 21 and thought I knew everything... My way was the best way, even if he had 20+ years of experience on me.

I finally became coachable, and the best advice he gave me was to practice my conversations. You have to internalize everything about the structure of the conversation and what to say, then you can personalize it to make it sound like you.

The faster you can internalize the framework, the faster you can start helping more people!

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Why did you become a real estate agent?

Long before I became a Realtor, I knew I wanted to be one. After buying and selling four homes myself, I experienced how overwhelming the process could feel and how often simple questions went unanswered. I remember thinking that if I ever became an agent, I wanted my clients to feel informed instead of intimidated.

I've always found purpose in helping people, and that experience became the foundation of my business. I became the agent I wish I had, one who believes education, communication, and trust aren't extras, they're the standard.

What is your favorite part about being an agent? What do you find most fulfilling?

The most fulfilling part of my job is helping people realize homeownership is possible when they never thought it was. Many of my clients come to me believing they'll never be able to buy a home because no one in their family has, or because the process feels overwhelming.

Watching that doubt turn into confidence and handing them the keys to a home they once thought was out of reach is something I'll never get tired of. Helping someone buy or sell a home is rewarding, but helping change what they believe is possible for their family's future is what means the most to me.

What does "success" mean to you?

Success has never been just about what I achieve. It's about who I'm able to impact because of it. To me, success means creating a life where my family is cared for, my clients are genuinely

served, and my business allows me to give back to the community that has given so much to me.

I feel incredibly blessed, and I believe those blessings are meant to be shared. If my success only benefits me, then I don't think it's success.

Are there any organizations or charities that you support? How?

Giving back has always been important to me because this community isn't just where I work, it's where my husband and I are raising our three children. Throughout the year, I sponsor grocery giveaways for local families, support school and community events, partner with local nonprofits, and look for opportunities to serve wherever I can.

I don't believe community involvement should be something we do when it's convenient. I believe it's a responsibility, and I'm grateful to be in a position where I can give back.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?

One of the biggest challenges early in my career was building a business before I had a reputation. Every client was an opportunity to earn someone's trust, and I never took that lightly.

It taught me that consistency matters more than shortcuts, and that the way you make people feel will always be remembered long after the transaction is over. Looking back, I'm grateful I had to build my business

"If my success only benefits me, then I don't think it's success."

one relationship at a time because it's the foundation everything else has been built on.

What has been the biggest game-changer for you in this business?

What advice do you have for someone looking to get into real estate?

The biggest game-changer for me was realizing that authenticity isn't a weakness; it's an advantage. The more I stopped trying to fit a mold and focused on serving people in a way that felt true to who I am, the more my business grew.

My advice to anyone getting into real estate is simple: never build a business at the expense of your character. The way you build your business will become your reputation.





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BY RICKY O'NEAL, EXACTLY WHAT TO SAY -
CERTIFIED GUIDE

I was recently talking with a coaching client who was devastated after losing a listing to another agent. On paper, it didn't make sense. She sells more homes than anyone in her city. She's the top agent in her market. Her numbers are incredible, and she's earned the right to be proud of them. So naturally, during the listing appointment, she shared them.

Her production. Her list-to-sales-price ratio. Her experience. And one of her most impressive stats, her average days on market is just four days, compared to nearly 30 days in her market. Sounds like a pretty compelling reason to hire her, right? Well it was actually the reason the seller didn't.

The seller was terrified the home would sell too quickly. She didn't know where she was going next and was worried she'd sell her house and have nowhere to live. My client thought she needed to prove she could sell the home. The seller needed to know she could protect her transition. She was solving the wrong problem at the right time.

I think this happens more than we realize. Real estate agents are trained to present. They learn listing presentations, buyer presentations, scripts, stats, market data, value propositions and objection handlers. But how much time do they spend learning to stay curious, ask the right questions and actually listen?

We're trained to be problem solvers. But before we solve, we need to

become better problem seekers. When we lead with everything that makes us impressive, we accidentally make ourselves the hero of a story that was never supposed to be about us. Your client is the hero.

Our job is to stay curious long enough to understand what problem they actually need us to solve. Because the right solution to the wrong problem is still the wrong solution.

Your next opportunity may not require a better presentation. It may require a better conversation. As an Exactly What To Say Certified Guide, I help agents and industry leaders learn to connect before they convince and understand before they advise, so that their actions create greater outcomes. If better conversations could help you capture opportunities that may currently be falling through your fingers, would it make sense to connect for a Business Development Call? Use the website below to schedule a call today.



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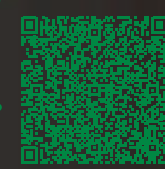
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ANDREW

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Why did you become a real estate agent?

I saw it as an opportunity to build the life I wanted and become the person I want to be.

What is your favorite part about being an agent? What do you find most fulfilling?

I think one of my favorite things about being an agent is all the cool people I've met who started as clients and became friends. Working alongside somebody for three, six, or even 12 months and finally bringing everything together is a really cool experience.

What does "success" mean to you?

Success to me means living life to your fullest potential in every area and impacting those you come in contact with in a positive way.

Are there any organizations or charities that you support? How?

I support opportunities for young teens through my Jiu Jitsu academy with small contributions and support, as well as my local church.

We also organize our own grassroots donations and food drives for the homeless. Last Thanksgiving, my colleagues, friends, volunteers, and Nine 16 Jiu Jitsu staff and members all came to our office and put together 180 Thanksgiving plates to give to the homeless in downtown Sacramento, along with clothes, blankets, and additional items.

We try to do this once a year.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?

I've learned that how far I go with my production comes down to my ability to get out of my own way, and that anything and everything I want out of life and this career is possible, but I have to put the work in.

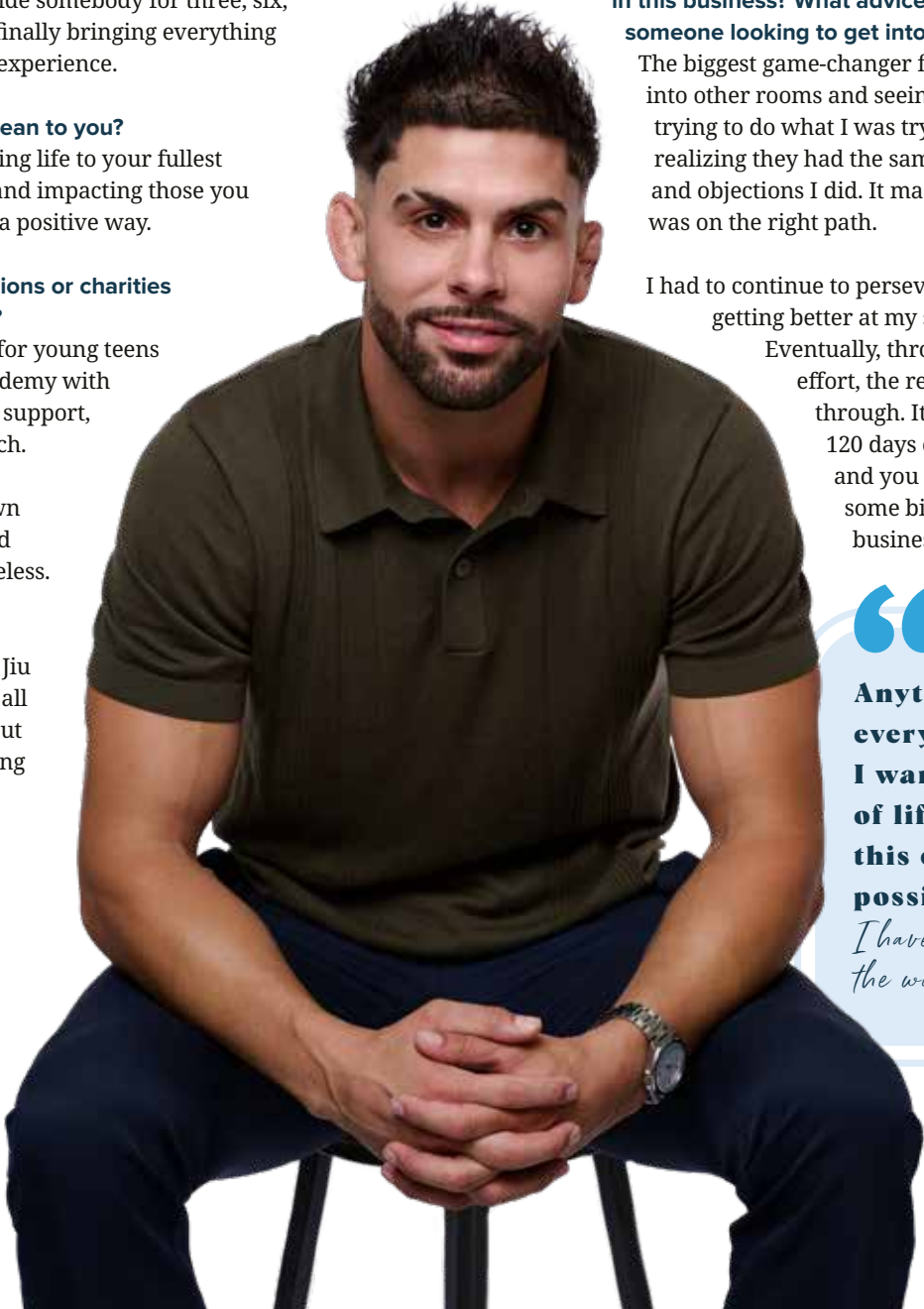
What has been the biggest game-changer for you in this business? What advice do you have for someone looking to get into real estate?

The biggest game-changer for me was getting into other rooms and seeing other people trying to do what I was trying to do, and realizing they had the same fears, obstacles, and objections I did. It made me realize that I was on the right path.

I had to continue to persevere and keep getting better at my skills and my craft.

Eventually, through time and effort, the results start to come through. It just takes 90 to 120 days of commitment, and you can really see some big changes in your business and life.

“Anything and everything I want out of life and this career is possible, but I have to put the work in.”



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What is your favorite part about being an agent? What do you find most fulfilling?

I love the challenge and excitement of building a business and leading a team. What makes real estate especially meaningful to me is the opportunity to help clients navigate one of the largest financial decisions of their lives and take important steps toward building long-term wealth through homeownership. I also deeply value the relationships I have built along the way, both with the clients I serve and the agents I have the privilege of leading.

What advantages do you think your youth affords you in your business? If it's not your youth, how would you say you differentiate yourself from other agents?

I would say one of my greatest advantages is my ability to stay flexible and pivot as the market changes. Real estate is constantly evolving, so having a learning-based mindset has been essential to my growth.

I am always looking for new ways to improve, whether that means embracing technology, adjusting my marketing strategies, or finding better ways to serve my clients and lead my team. That willingness to learn and adapt is one of the main ways I differentiate myself from other agents.

What does "success" mean to you?

Loving Jesus well. Being a good husband. Being the best dad I can be. Serving others.

“That willingness to learn & adapt is one of the main ways I differentiate myself.”

Are there any organizations or charities that you support? How?

I am deeply involved with my local church, Encounter Church Sacramento, where I lead the youth ministry. It is incredibly meaningful to have the opportunity to mentor students, build relationships with them, and have conversations that can positively impact their lives.

Serving the next generation is something I am very passionate about, and it is one of the most rewarding ways I give back to my community.

What does your typical day look like?

I typically start my day by making coffee and spending time reading the Bible and praying. After that, I work out, make breakfast for my kids, and head to the office. My workday usually begins with social media marketing and creating content, followed by client follow-up calls, transaction management, and coaching the agents on my team. Every day looks a little different, but it is usually a balance of serving clients, developing my team, and continuing to grow our business.

What are some of your goals for this year, personal and professional?

My personal goal is to build a well for a village in Uganda. This is a village our church has known. My professional goal is to close 110 units with the team.



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What is your favorite part about being an agent?
What do you find most fulfilling?
Connecting with and assisting people from all walks of life.
Being a part of a client's next chapter.

What advantages do you think your youth affords you in your business? If it's not your youth, how would you say you differentiate yourself from other agents?
I bring a high level of energy, urgency, and creativity to every transaction while staying open to new technology and evolving marketing strategies. I think what truly sets me apart is my work ethic and willingness to be proactive rather than waiting for opportunities to come to me.

What does "success" mean to you?
Success, to me, means creating a secure, fulfilling, and inspiring life for my beautiful wife, Indy, our daughter, Julia, and, of course, our dog, Charlie. It's about giving my family the freedom to enjoy life together while being someone they can always depend on.

What are some of your goals for this year, personal and professional?
Determined to be the world's best dad.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?
I think everyone in this space would agree that every day presents different and unique challenges.

Control the controllables. You decide your mindset, your enthusiasm, and how you respond to adversity.

What has been the biggest game-changer for you in this business? What advice do you have for someone looking to get into real estate?
The biggest game-changer for me in this business has been realizing that consistency trumps the latest and greatest every time.

“
Control the controllables.
You decide your mindset, your enthusiasm, and how you respond to adversity.”



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JULIA Beals

Realty ONE Group Complete PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

Why did you become a real estate agent?
I got my license directly out of college, with no idea what to do with my career. From there, I closed 14 escrows in my first year and never looked back!

What is your favorite part about being an agent? What do you find most fulfilling?
One of my favorite parts of being a Realtor is getting to grow alongside my clients. It often starts with helping them buy their very first home, and before I know it, I'm helping them find their second or even third. Along the way, I get to watch their lives change, welcoming babies, adopting dogs, growing their families, and reaching new milestones that lead them to their next chapter.

It's incredibly special to feel like I'm a small part of their family's journey. Helping someone buy or sell a home is one of the biggest decisions they'll ever make, and I will never take the trust my clients place in me for granted. Being part of these moments is truly the best part of what I do, and I'm so grateful for every family that allows me to be part of their story.

What does "success" mean to you?
My perspective on success has shifted a lot this year. When I first entered this industry, I felt like success was measured by the number of homes you sold. That is just how our industry has traditionally been structured. Brokerages highlight their top producers, agents celebrate their sales numbers, and there is a constant focus on production.

For the last eight years, I have been chasing that version of success. I wanted to be at the top, sell more homes, and continue pushing myself further. While I am still incredibly proud of what I have

accomplished, this year I have started to realize that success means something different to me.

Success is finding the balance between loving my career, working with clients who truly value the service I provide, and still being present for my family and my children. I have learned that the number of transactions alone doesn't define the impact I have or the kind of life I want to create.

This year, I have become more intentional about the clients I choose to work with and the relationships I invest in. There is something incredibly empowering about building a business that supports my life rather than allowing my business to completely dictate it. I still have big goals and a passion for what I do, but I now measure success by the quality of my relationships, the experiences I create for my clients, and the ability to be present for the people who matter most.

What is the best advice you have ever received?
One piece of advice I consistently hear from agents who have grown children is the importance of being fully present when you are home with



There is something incredibly empowering about building a business that supports my life rather than allowing my business to completely dictate it.

your family. I have heard so many of them say that, looking back, their children remember the moments when they were distracted, always on the phone, or not fully available.

That advice has really stuck with me. This year, I have made a conscious effort to be more intentional about creating separation between my work and home life. Real estate can easily consume every hour of the day, and because I care so deeply about my clients, it can be difficult to step away. However, I have realized that being present with my children and my family is just as important as building my business.

I am still learning and finding that balance, but this is something I have truly taken to heart and have started implementing at home. My goal is to build a successful business while also creating memories and being fully present for the moments that matter most.

ANA Alvarez

Realty ONE Group PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

Why did you become a real estate agent?
I bought my first house at 19 years old, and that's when I quickly realized that real estate is one of the most powerful ways to build wealth and create opportunities for future generations. Owning a home at such a young age opened my eyes to what was possible, and I knew I wanted to help other families achieve the same thing. That's what inspired me to become a Realtor, to help people build generational wealth and create a better future for their families.

I've always loved helping people win and accomplish goals they once thought were out of reach. But if I'm being completely honest, another reason I got into real estate is because I'm the oldest of eight siblings and I've always had a strong personality. I've never liked being told what to do or having someone else control my time. I wanted the freedom to build my own business, create my own schedule, and be in charge of my future. Real estate gave me the opportunity to do exactly that while helping others change their lives through homeownership.

What does "success" mean to you?
Success to me means having control over my time and building a business that gives me the freedom to be present for my family. I have an 8-month-old baby, and being a mother is my favorite role. The ability to create my own schedule, delegate effectively, and be there for the moments that matter most is something I never take for granted.

Success is also being known as the go-to agent in my city, someone clients trust,

respect, and confidently refer to their friends and family. Knowing that people have such a great experience working with me that they continue sending business my way is one of the biggest compliments I can receive.

At the end of the day, success isn't just about money. It's about freedom, impact, strong relationships, and creating a life that I'm genuinely proud of.

Are there any organizations or charities that you support? How?
One thing I'm especially proud of is giving back to the city where I was born, Guadalajara, Jalisco, Mexico. I donate shoes to children and families in need because I believe success means lifting others up along the way.

Giving back has always been important to me, and one of my biggest goals is to start a nonprofit organization that helps first-time homebuyers. There are so many hardworking families who have the income and credit to qualify for a home but don't have the funds needed for a down payment. I want to help bridge that gap and create more opportunities for families to become homeowners, build generational wealth, and create a better future for their families.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?
One of the biggest challenges I've overcome in real estate is becoming a new mom while continuing to be a top-producing agent and leading a real estate team that I mentor and coach.

I've never been someone who waits for permission to go after what I want.



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“From day one, I built everything myself through prospecting, networking, marketing, and consistently serving clients at a high level.”

Why did you become a real estate agent?

I became a real estate agent because I wanted to take control of my own future while building something meaningful in the community I call home. Real estate gave me the opportunity to combine entrepreneurship with service. I enjoy helping people navigate one of the biggest financial and emotional decisions of their lives, while also building a business that reflects my values, work ethic, and commitment to the Sacramento area. The ability to create opportunities for my family while making a positive impact on the lives of others is what drew me to the profession and continues to motivate me every day.

What advantages do you think your youth affords you in your business?

Being a younger agent has given me a unique advantage in today's market. Clients often recognize the energy, motivation, and work ethic that I bring to the table. I grew up with technology and social media, so I naturally incorporate modern marketing strategies, digital communication, and data-driven tools into my business.

At the same time, I think people appreciate seeing someone who is still in the growth and hustle phase of building a business. It creates a level of responsiveness, dedication, and attention to detail that clients value when making important real estate decisions.

What does “success” mean to you?

Success means helping as many people as possible while creating a life that allows me to be present for my family. Professionally, I measure success by the trust clients place in me and the positive impact I can make through my work.

Personally, success means having the flexibility to be there for the moments that matter most with my wife and daughter while also enjoying the rewards that come from years of hard work and discipline. Ultimately, success is finding the balance between serving others, building a meaningful business, and creating the life you've always envisioned for your family.

What’s one challenge you’ve overcome so far in your real estate career? What have you learned from it?

One of the biggest challenges I've overcome is building my business entirely from scratch. I didn't come from a real estate family, I didn't inherit a book of business, and I didn't start on a large team.

From day one, I built everything myself through prospecting, networking, marketing, and consistently serving clients at a high level. It wasn't easy, but it taught me the importance of perseverance, adaptability, and long-term thinking. Looking back, overcoming those early challenges gave me the foundation and confidence that I rely on today.

What is the best advice you have ever received?

One of the best pieces of advice I've ever received is, “People don't care how much you know until they know how much you care.”

Real estate is ultimately a relationship business, and technical knowledge

alone isn't enough. The ability to listen, show empathy, understand people's goals, and genuinely care about their outcome is what builds trust. That philosophy has shaped how I approach every client interaction and has been one of the biggest contributors to my success.

What has been the biggest game-changer for you in this business?

What advice do you have for someone looking to get into real estate?

One of the biggest game-changers in my business has been living and working in the Stone Ridge neighborhood of East Roseville. Being part of the community allows me to build authentic relationships, stay connected to local market trends, and serve the people around me at a high level.

Another major game-changer has simply been time and experience. As I've entered my fifth year in the business, I've started to see the long-term benefits of consistently doing the right thing. This is the first year where the majority of my business has come from past clients and referrals, which is incredibly rewarding.

For anyone considering a career in real estate, my advice is to

focus on consistency and patience. Success rarely happens overnight.

Commit to serving people well, continue learning, stay disciplined during difficult periods, and understand that trust is earned over time.

If you're willing to put in the work and stay focused on helping others, the opportunities are endless.

NICK Gonzales

Keller Williams Realty PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

What is your favorite part about being an agent?
What do you find most fulfilling?

My favorite part about being an agent is the relationship that I am able to build with my clients in a short amount of time. Someone buying or selling a home goes through a ton of emotions in a relatively short time frame, and I have always loved being able to guide people through these times. It isn't always easy, but it's very fulfilling to go through the experience with someone and be able to get them where they want to be.

What advantages do you think your youth affords you in your business?

My youth has been the biggest key to my success. I got into the business when I was 23 years old and was lucky enough to find a great mentor and team that really pushed me and supported me. Because of this, I have had a ton of experience in all types of different situations, and I think that being younger and having the experience that I do initially surprises a lot of people, and then it helps me earn their business.

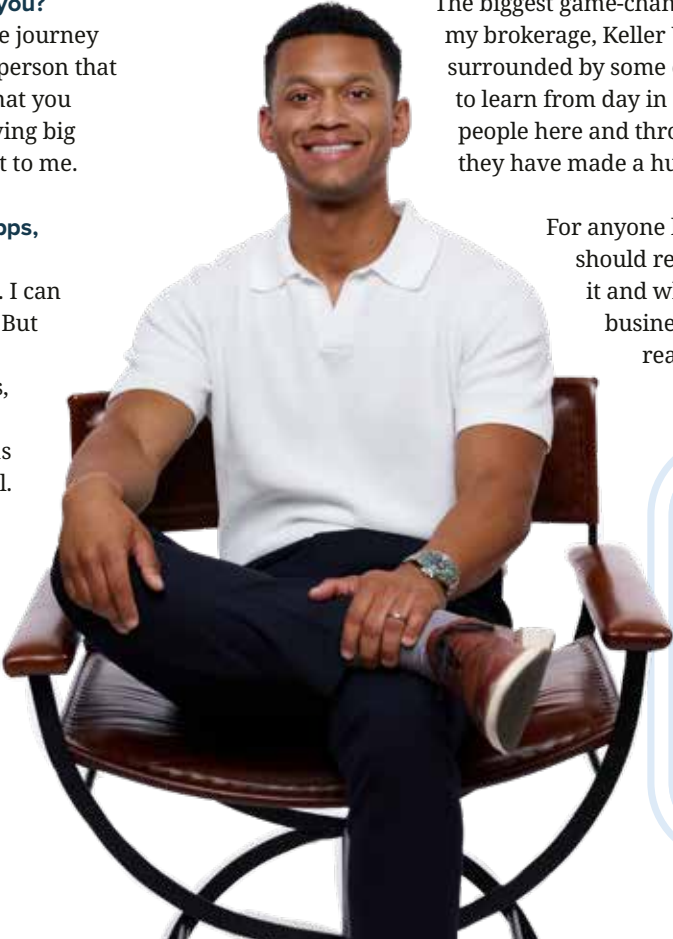
What does "success" mean to you?

To me, success is more about the journey than hitting a certain goal. The person that you become and the mistakes that you learn from on the way to achieving big goals is what success is all about to me.

What are your favorite tools, apps, or bits of technology?

I'll keep it simple; it's my phone. I can run my whole business from it. But specifically, it's the telephone part of it. Over the past 10 years, every person I've ever helped achieve their real estate goal has always started with a phone call.

I'm not a huge texter, and I'm not great with social media, so I much prefer getting on the phone with people. Whether it's good news or bad news, I always prefer to deliver it over a phone call, so it's the one app that I use the most.



What is the best advice you have ever received? Do you have a mentor or someone you look up to in this business?

My business partner, Steve LaMothe, has been my mentor since the day I got my real estate license 10 years ago. The amount that I've been able to learn from him over the years is something that I am extremely grateful for.

I get advice constantly from him that helps me in business and life, but the one thing that comes to mind is when I first got licensed, he told me to really give it my all for three years straight. Do whatever needs to be done, meet with everyone that you can, work every day, talk to as many people as you can, and take every single opportunity that comes up, and it will make a lasting impact on the rest of your career.

That was the best advice I could have been given at that time.

What has been the biggest game-changer for you in this business? What advice do you have for someone looking to get into real estate?

The biggest game-changer for me in this business has been my brokerage, Keller Williams Realty in Roseville. I'm surrounded by some of the best agents whom I continue to learn from day in and day out. I've met some great people here and through Keller Williams in general, and they have made a huge impact on my business.

For anyone looking into real estate, I think you should really interrogate why you want to do it and what you're looking for. It's a tough business, and it requires being able to get really uncomfortable.

“

Over the past 10 years, every person I've ever helped achieve their real estate goal has

always started with a phone call.”

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Why did you become a real estate agent?

My interest in real estate actually started long before I became an agent. I worked in property management during college before receiving the opportunity to become an on-air host and correspondent for Golf Channel.

Then, in 2020, the pandemic hit. I was laid off from Golf Channel and found out I was pregnant with my first child on the very first day of lockdown. I already knew I wanted to make a career change once I started a family, so I decided it was the right time to pursue something I had always been interested in. I studied for my real estate license during lockdown and passed the exam just one month before giving birth.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?

One of the biggest challenges I have overcome in my real estate career is confidence.

Over time, I learned that confidence does not mean knowing every answer or never making a mistake. It means trusting my experience, doing my research, and being willing to give honest advice, even when it may not be what someone wants to hear.

The biggest lesson I have learned is that confidence comes from preparation, experience, and remembering that honesty serves people better than simply telling them what they want to hear.

What has been the biggest game-changer for you in this business? What advice do you have for someone looking to get into real estate?

The biggest game-changer for me in this business was learning to hire help before I felt completely ready.

My biggest advice for someone considering real estate is that you have to treat it like a full-time job, and you cannot be afraid to ask for the business. You cannot consistently put in part-time effort and expect full-time results. Real estate also does not always fit neatly into traditional working hours. Even when you are technically off, you still need to be responsive, aware, and willing to show up when your clients need you.

Finally, focus on genuinely helping and serving others. Be the friend who checks in, makes introductions, shares referrals, and supports the people around you. Strong businesses are built through strong relationships, and you cannot expect people to support you if those relationships only flow in one direction.

Anything else you wish to say or highlight?

One of the things I am most excited about right now is the launch and growth of Clubhouse Realty. Starting a team has pushed me outside of my comfort zone and challenged me to grow from an individual agent into a leader, mentor, and business owner.

My goal is to build a team where agents feel supported, connected, and genuinely equipped to succeed. Real estate can be a very independent business, and it is easy for newer agents to feel like they are expected to figure everything out on their own. I want Clubhouse Realty to offer

the collaboration, accountability, education, and encouragement that I would have appreciated when I was starting my career.

I am incredibly proud of what we are building and excited to create a team culture where agents can grow their businesses while still building lives they love.

“

Confidence comes from preparation, experience, & remembering that honesty serves people better than simply telling them what they want to hear.”



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ORION *Avant*

Compass PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

Why did you become a real estate agent?

Driven by a deep passion for music, art, and community, I spent a decade applying that creative energy to real estate marketing, where I focused on helping agents and mortgage pros scale using unconventional, cutting-edge strategies.

Over time, my artistic mindset and drive for innovation sparked a shift in perspective. I finally realized that a home is an intersection of self-expression and human connection, where it acts as both a reflection of personal taste and a safe haven for community. Bridging that gap to help clients find spaces that truly resonate made stepping directly into real estate the obvious next move.

What advantages do you think your youth affords you in your business?

My youth, and I guess my funny little brain, affords me two massive advantages: 1. an absolute refusal to accept the industry sentiment, "That's the way things have always been done," and 2. a natural fluency in modern, inventive strategies.

I often joke that "I'm not your grandmother's Realtor," and I say that with the utmost respect for tradition! But my core mission is to un-gatekeep this industry. For generations, real estate has felt guarded, wrapped in confusing jargon and intimidating barriers. Unbound by legacy habits, I bring a bold, fresh perspective that strips away the fear, demystifies the process, and proves that owning a home in California is truly accessible to people from all walks of life.

What does "success" mean to you?
Happiness. Fulfillment. Love. Art. Freedom.

When you aren't working, what's your favorite way to spend time?
I love sitting in the music studio for hours just tinkering with new synths or plug-ins and writing new melodies or hooks. I believe inherently, as humans, we all have a creative side that is underfed. By prioritizing our creativity and our artistic health, everything else in life becomes better.

Additionally, I'm still trying to push for the highest ranking in the Apex Legends video game.

Above all, I never seem to get enough of just sitting in the backyard and spending quality time with my girlfriend and our pets, which we call our little family. Sitting around and collectively doing absolutely nothing with the people I love has arguably been the most rewarding thing I can do as a human. You should try it sometime. Being bored is so darn rewarding.

What's one challenge you've overcome so far in your real estate career?

What have you learned from it?
I think all agents can relate to this, but the ups and downs of the economy and the real estate market are some of the biggest challenges I've faced in my career. I am a full-time Realtor, so there is no backup income. No backup plan.

So I had to learn, through trial by fire, that sometimes, in uncertain economic times, all you can do is keep your head down and GO TO WORK. Do the work that no one else wants to do. This proves and accentuates your value as a Realtor. And, as a result, you meet and acquire lifetime clients who trust in your ability and keep your career going.

What has been the biggest game-changer for you in this business?

What advice do you have for someone looking to get into real estate?
At the end of the day, the biggest game-changer for me came down to authenticity and energy. When you lead with intent and lead with heart, everything else falls into place.

What I love most about real estate is that it's a direct mirror of your work ethic. It's one of those rare fields where your output equals your input. Put in care, honesty, and hard work, and you will build something incredible.

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OWEN Taylor

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Why did you become a real estate agent?

Growing up in Southern California, I'd ride my skateboard to the beach or a friend's house, and every time I passed a for-sale sign, I'd stop and grab a flyer just out of curiosity. I couldn't tell you why, but real estate always pulled at me.

That curiosity turned into something real once I realized this business is really about people. I played collegiate golf at Sacramento State,

and that experience built the self-motivation and drive I needed. Once I put those two things together, hard work and a genuine love for people, I knew I'd found not just a career, but a path to build my life around.

What does "success" mean to you?

For me, success isn't just a number of closings or a sales volume goal, even though I'm chasing both this year. It's being able to build a business efficient enough that it doesn't take everything from me to run it.

It's picking my daughter up from daycare early, getting a round of golf in on a busy week, and still showing up fully for my clients without anything falling through the cracks.

Success is knowing that the people who trust me with one of the biggest decisions of their life got taken care of, and that I got to be present for my own life while I did it. If I can keep both of those things true at the same time, that's the win.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?

Building the confidence to know I could be a top producer in a sea of incredibly talented agents. That wasn't easy.

One of the biggest lessons this business has taught me is that every missed listing or lost buyer is a chance to learn, not a reason to spiral. It's hard not to take it personally, hard not to sit in regret. But if you can remove the noise and actually learn from it, you'll show up better next time.

“
Systems create consistency.
Relationships create loyalty.
You need both.”

It's not about the deal you just lost. It's about whether you're better for the next at-bat.

What has been the biggest game-changer for you in this business?

The biggest game-changer for me has been finally building real systems around my business instead of relying on hustle alone. For years, I was doing everything from memory, staying on top of clients, follow-up, marketing, all of it in my head or scattered across different tools.

Once I committed to putting real structure behind it- a true CRM, consistent follow-up plans, a clear process for every client- it freed me up to focus on what actually matters: the people in front of me.

Systems create consistency. Relationships create loyalty. You need both.

My advice for anyone getting into real estate is this: it's a people business before it's anything else. The contracts, the market knowledge, the negotiating- you'll learn all of that. But if you don't genuinely care about the people you're working with and you're not willing to put in the work when no one's watching, none of that other stuff matters. Shake as many hands as you can, follow up more than feels comfortable, and let your systems support your relationships instead of replacing them.

PETER Zomat

Nick Sadek
Sotheby's
International Realty

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Why did you become a real estate agent?

I didn't become a Realtor® because I was passionate about houses. I became one because I wanted to build something of my own. I was drawn to a career where my success would be determined by my work ethic, integrity, and the relationships I built with people.

Over time, I realized real estate is about so much more than buying and selling property. You're helping families start new chapters, helping first-time buyers achieve a dream they never thought possible, and guiding people through some of the biggest financial decisions of their lives.

Knowing that my clients trust me during those moments is something I never take for granted, and it's what continues to motivate me every day.

How do you differentiate yourself from other agents?

I don't think my age is what defines my success. If anything, it motivates me to work hard to gain my clients' trust and prove myself in an industry where experience is highly valued.

What sets me apart is the level of service I provide. I treat every transaction as if it were my own. I would never sell a home to someone that I wouldn't purchase myself. Ironically, I often find myself talking buyers out of purchasing a home more often than talking them into one. If I don't believe it's the right fit, I'll tell them. I'd rather lose a sale than have a client make a decision they'll regret.

What are some of your goals for this year, both personal and professional?
This has already been one of the biggest years of my life. I recently got engaged

to my amazing fiancée, Sabrina, so this year is filled with exciting milestones both personally and professionally.

On the personal side, my biggest goals are to purchase our first home together and start planning our wedding. They're two milestones I've dreamed about for years, and I'm excited to experience them alongside someone who has been so supportive throughout my journey.

Professionally, my goal is to surpass \$25 million in sales volume, and I'm proud to say I'm on pace to achieve that. I'm also incredibly grateful to have recently broken into the luxury market, which has been a longtime goal of mine.

As exciting as the numbers are, I'm most looking forward to continuing to grow my business while providing the same level of service and dedication that has helped me get to this point. At the end of the day, my personal and professional goals go hand in hand. Building a successful business has allowed me to build the life I've always envisioned, and I'm excited for everything that's ahead, both in my career and with my future wife.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?

I think one of the biggest challenges I had to overcome was simply believing in myself early on. I got into real estate at a young age, and there were definitely moments where I wondered if people would take me seriously. When you're asking someone to trust you with one of the biggest financial decisions of their life, it's natural to feel that pressure.

“
People don't choose an agent because of their age.
They choose someone they trust.”

Instead of letting that intimidate me, I decided I would let my work speak for itself. I showed up prepared, stayed honest, communicated as much as possible, and treated every client the way I'd want my own family to be treated.

Over time, I realized that people don't choose an agent because of their age. They choose someone they trust. That experience taught me that confidence isn't something you're born with; it's something you build. Every client I helped, every challenge I worked through, and every relationship I built gave me a little more confidence in myself.

Looking back, I'm grateful for those early doubts because they pushed me to become the agent I am today.



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PRANEY *Mand*

Lynel Ford Realty PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

What is your favorite part about being an agent? What do you find most fulfilling?
My favorite part of my job is educating first-time home buyers and being an advisor to investors and other more seasoned clients to help them make the right decision regarding buying or selling.

The most fulfilling feeling is when clients are genuinely happy with my service and send me a referral. It shows that I did my absolute best and that they trust me enough to tell someone else, “Praney will take care of you.”

What advantages do you think your youth affords you in your business?
My social media presence gives my followers, young and old, a level of trust because they get to see different parts of my life. My successful closing posts also give them confidence that I’m active in the market and keeping up with its changing dynamics.

I love the interactions I have with buyers and sellers. Whether they see me as a son, younger brother, or good friend, they feel comfortable communicating with me, and that helps create a smoother transaction.

Are there any organizations or charities that you support? How?
I’m part of “LOFT BOYS,” which started as a golf group and has since grown into a group of guys who help various families, the community, and charities on an as-needed basis.

We also donate money every quarter, chip in every Sunday, sponsor other charity events, and volunteer our time as needed.

What are some of your goals for this year, both personal and professional?
Personally, I want to plan a successful wedding and complete many projects around my new two-acre property.

Professionally, I want to start looking into other flip properties and begin the path to becoming a broker.

What’s one challenge you’ve overcome so far in your real estate career?

What have you learned from it?
Buyers and sellers get a lot of information from social media and reels, which is not always correct or applicable to their situation. At times, educating them on the truth may not sit well with clients because they may start to think I don’t have their best interests in mind.



“*Praney* will take care of you.”

I’ve learned to provide clients with current and applicable links to information so they can do their own reading and ask the right questions to better understand it. I also have professionals like CPAs, contractors, and lenders on speed dial to help answer questions for my clients and me.

What has been the biggest game-changer for you in this business? What advice do you have for someone looking to get into real estate?
The game-changer for my business has been becoming a mortgage loan originator while being a Realtor. My buyers and sellers enjoy my knowledge from both parts of the real estate world.

For buyers, I’m able to be a one-stop shop. Before writing an offer, I can give them accurate estimated numbers to help them make the best decision. We’re also able to write offers with DU approval rather than pre-approval, which helps get our offers accepted.

For my sellers, I’m able to price their homes well while keeping the appraisal in mind. When we receive offers, I do a thorough check on the buyers and ask the right questions of their lenders, which helps deals close on time and smoothly.

Real estate has an endless amount of opportunities, and you are the only one who can grow it into what you want it to be. Always act ethically and do good work, as this is a referral-based business. Be ready to change your plans around your clients!



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RYAN *Crab*

eXp Realty PHOTO BY OLHA MELOKHINA PHOTOGRAPHY

“
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Why did you become a real estate agent?

I became a real estate agent in 2017 during my last year of college. Truthfully, it wasn't some lifelong dream of mine. A mentor offered me an internship, showed me what the business was like, and told me he thought I'd be good at it. Around the same time, my best friend decided to get into real estate too, so I figured, "Why not?" I took my licensing exam during my last semester of college and decided to see if it was something I'd enjoy.

What surprised me was how much I liked it. I enjoyed meeting people, solving problems, and helping families through such an important milestone in their lives. I also appreciated that the harder I worked, the more opportunities I created for myself. I didn't get into real estate because I had some grand plan. I simply said yes to an opportunity, gave it an honest shot, and found a career that ended up being a great fit for me.

What is your favorite part about being an agent? What do you find most fulfilling?

My favorite part of being a real estate agent is helping people achieve something they never thought was possible. Whether it's getting a first-time buyer into their first home or finding a solution to what feels like an impossible situation, I love turning obstacles into opportunities.

The most fulfilling part, though, is hearing clients tell me I changed their perception of what a real estate agent could be. When they describe me as genuine, honest, and someone they could truly trust, that's far more rewarding than closing any deal.

What does "success" mean to you?

To me, success isn't a number. It's alignment. It's knowing I'm showing up

well in every area that matters most. If I can be fully present with my family, provide for them financially, serve my clients with excellence, and continue becoming a better husband, father, and person, I'd consider that a successful life.

Of course, I want to be one of the top agents in my market because I take pride in my work. But I never want business success to come at the expense of the people or priorities that matter most. If I can excel professionally without sacrificing those things, that's what success looks like to me.

Are there any organizations or charities that you support? How?

Giving back is an important part of my life. I regularly volunteer

with the Prison Ministry at Folsom State Prison, where I have the opportunity to encourage and mentor men in their faith.

I also support Agape International Missions (AIM), Sweet Dreams Foundation, Heal & Thrive Global, and my local church, Bayside Folsom.

What's one challenge you've overcome so far in your real estate career? What have you learned from it?

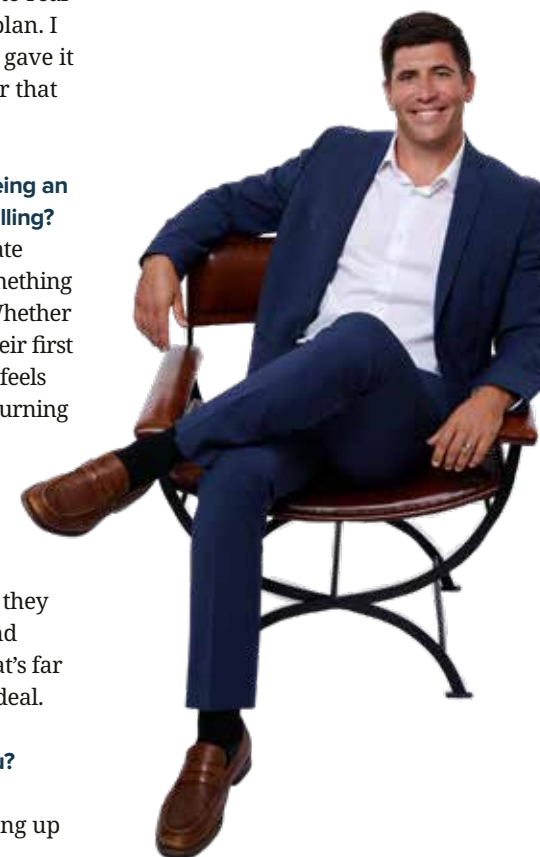
One of the biggest challenges has been learning to navigate the slow seasons. Early on, I felt like I always had to be busy. Now I've learned to embrace those times. If work is quiet on a weekend, it's an opportunity to take my family to Tahoe, spend time with my boys while they're still young, be present with friends, or volunteer.

I've learned that my worth isn't tied to how many deals I'm closing. If I stay consistent and trust the process, the business always comes back around.

What is the best advice you have ever received? Do you have a mentor or someone you look up to in this business?

I've been fortunate to have several mentors throughout my career, starting with Mony Nop and Gail DeMarco, along with many colleagues and friends who continue to challenge and encourage me. I believe there's always something to learn from the people around you.

The best advice I've ever received is, "There's never a wrong time to do the right thing, and there's never a right time to do the wrong thing." It's a simple principle that's shaped the way I do business and treat people.



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