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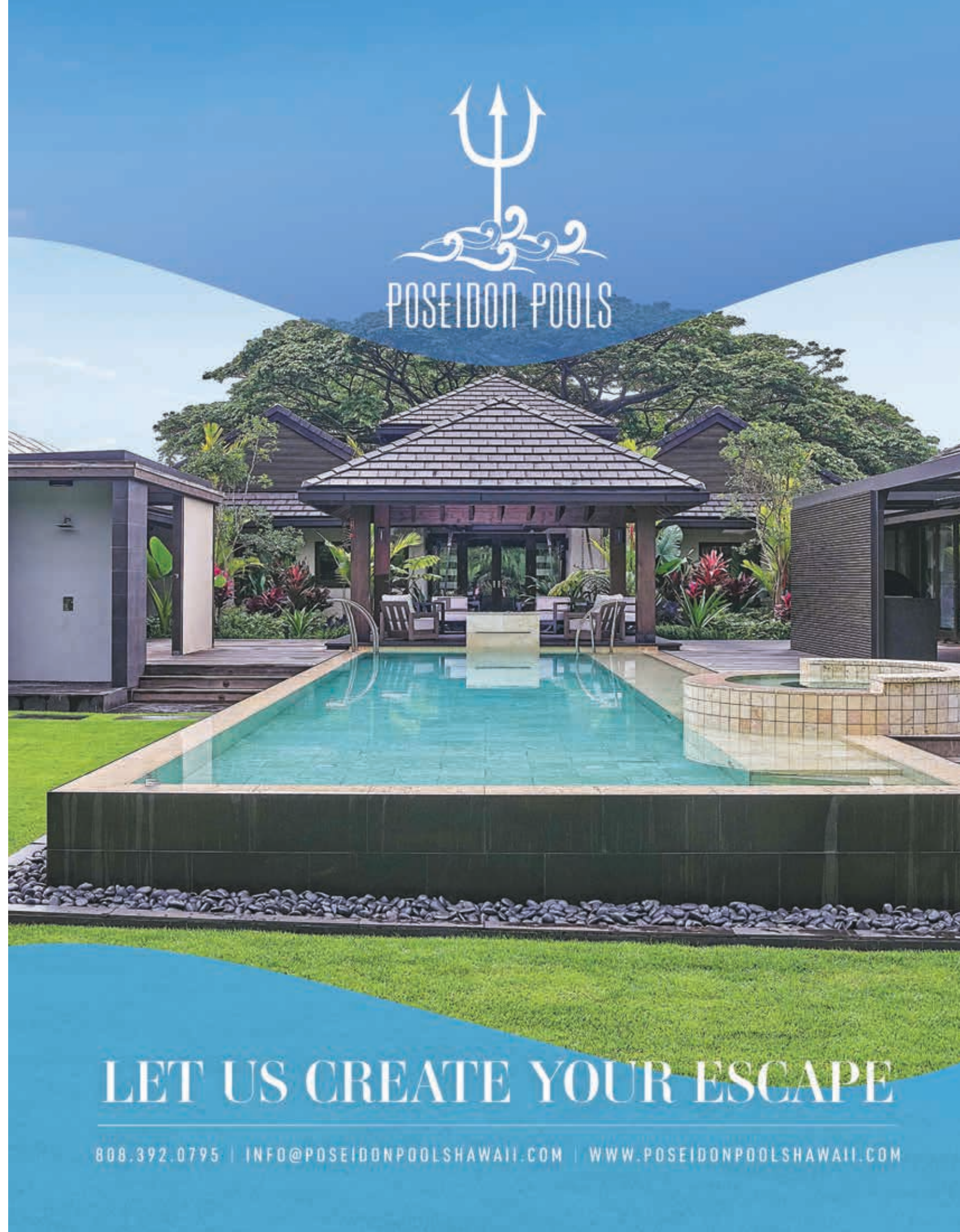
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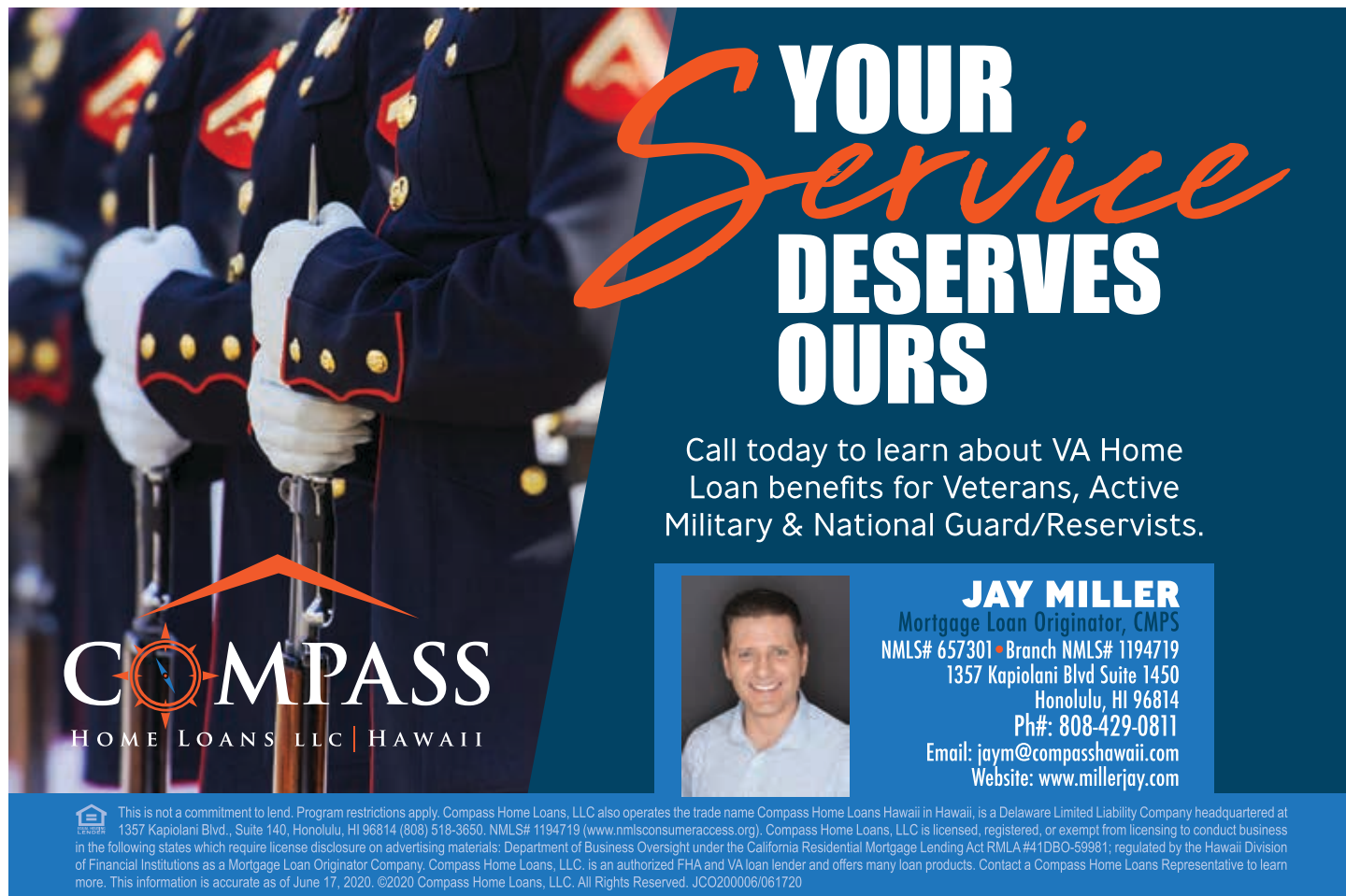
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►► a note from the publisher

Aloha & HAPPY 2021!

We at *Honolulu Real Producers* have never been so excited to say Bonjour to a new year!

We kicked off 2021 with our annual Year in Review. We always love looking back on all the sensational Top Producers, Rising Stars, Celebrating Leaders, Featured Agents, and our amazing Preferred Partners that were featured in the pages of our magazine in 2020.

We truly appreciate the Oahu-area brokerages and principal brokers that opened their doors to us and shared their history, knowledge, and business foundations with our readers. To our Rising Stars of 2020 that exemplify the spirit of ambition of the industry, we wish you the best in 2021! Of course, we loved hearing about and sharing the incredible stories of our Top Producers and Featured Agents! To our wonderful partners, we are so grateful for your professionalism, quality craftsmanship, and unwavering

support of the Oahu real estate community, as well as *Honolulu Real Producers* magazine.

We ended the year with a bang by hosting our very first event, and what an event it was! Our “social distancing social” allowed the *Honolulu Real Producers* Community to gather together in a safe and responsible manner. We created new relationships and new memories that we will never forget and hopefully will last a lifetime. Stay tuned in 2021 as we look to host a variety of events that will bring the community together!

Included in this issue we will give you a sneak peek at the photos from the event and share more photos with you in future issues! We hope that you recognize many of your peers and have the opportunity to celebrate their successes!

Also in this issue, we bring you our Top Producer Tina Marie Garcia, our

Featured Agent Colette Nishimura and our Celebrating Leader Artie Wilson. You will also be able to read and get to know two of our amazing Preferred Partners as we shine the light on Troy Wada with INPAC Wealth Solutions and also Reid Fukumoto with Mutual Underwriters Insurance.

We continue to be amazed by the incredible camaraderie and resilience within our local real estate community, particularly in a year as tumultuous as 2020.

From all of us at *Honolulu Real Producers* magazine we hope for a healthy, prosperous and mostly more normal 2021!



Cheers and Many Mahalos, Chris and Tanya

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— Scott A. Makuakane, Attorney-at-Law

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TROY WADA

If you ask Troy Wada what he does for work the term financial advising may not come up. At INPAC Wealth Solutions the team believes in building wealth through many revenue streams. Thus they provide more services than the typical financial advisor may offer.

"I think what makes us unique is that we evaluate various financial disciplines: Banking, Investments, Insurance, Taxation, & the Law. From the beginning, we focused on a holistic planning approach which has allowed us to exclusively partner

with institutions like: Hawaiian Electric Employees Federal Credit Union, Hawaii Financial Federal Credit Union, and Kauai Government Employees Federal Credit Union. It was because of our partnerships that we've begun to specialize in working with

Hawaiian Electric employees, Hawaiian Airlines employees, Hawaiian Telcom employees, and City and County employees of Kauai. Over the last five years, 1031 exchanges and Delaware Statutory Trusts have become another area of specialization



...

that has allowed us to partner with REALTORS® to better serve their clients with their 1031 exchange needs,” Troy explains.

We work with the top banking institutions, mortgage brokers, REALTORS®, Qualified Intermediaries, Medicare specialists, CPAs, and Estate Attorneys to deliver this holistic plan.”

The other differentiating factor for INPAC Wealth Solutions is actually Troy himself. Troy comes from Kauai, where he grew up working in his family’s business.

“On Kauai, it’s important to treat all of your customers like family because in a small community like that – everyone is like family,” Troy explains. “My father always stressed how important it was to do business the ‘Kauai way,’ taking care of our customers, always

doing business with integrity, and remembering that our customers (my clients) are the reason why we are successful. Today, we take that same philosophy of treating our clients like family, it truly doesn’t matter if we’re working with our clients on Oahu, Maui, Kauai, or the Big Island.”

Troy was such a perfect fit for providing the level of service needed to manage people’s wealth that he says the industry really “chose” him. When he left his family business in 2008 to be on Oahu permanently, a few local financial services firms approached him about becoming a financial advisor.

“At the time, I didn’t think Financial Services was something I’d be interested in,” Troy says. “Luckily, the manager that hired me at the time was a CFP with high integrity. He explained to me how being in Financial Services and using planning to be an advocate for our clients can be a very fulfilling career and one of servitude to others.”

Troy loves how INPAC Wealth Solutions is designed to work with so many people, especially

REALTORS®. “We have partnered with many REALTORS® to better serve their clients when it comes to ‘Outside of the Box’ 1031 exchange solutions. In many instances, we can help REALTORS® generate more listings and better serve the real estate investor market. We found that by creating these synergistic partnerships with REALTORS® who are dedicated to serve their clients – we can create a team of experts all working toward the best interests of those clients.”

At INPAC Wealth Solutions, Troy believes they live and breathe their motto: “Dream, Plan, Live.” “In our office we take that motto and know that what we deliver daily is allowing our clients to ‘Dream with Inspiration, Plan with Purpose, and Live with Intention,’” he says.

Outside of the business, Troy enjoys spending time with his wife and two boys, and being on the golf course. Once travel opens back up, he plans on heading to Japan to spend some time there with his top clients on his annual INPAC Elite Client Tour and with his wife and 2 boys.

His retirement dream would be to live in Japan part-time, to experience every part of it and enjoy all the great food.

“I was once told by a coach and now friend – Matt Dela Cruz, life goes through stages – Survival, Stability, Success and Significance. I think that success is self-serving. I’d like to think I strive to live a life of significance. Living that life of significance and serving others is my definition of ‘Success,’” says Troy.

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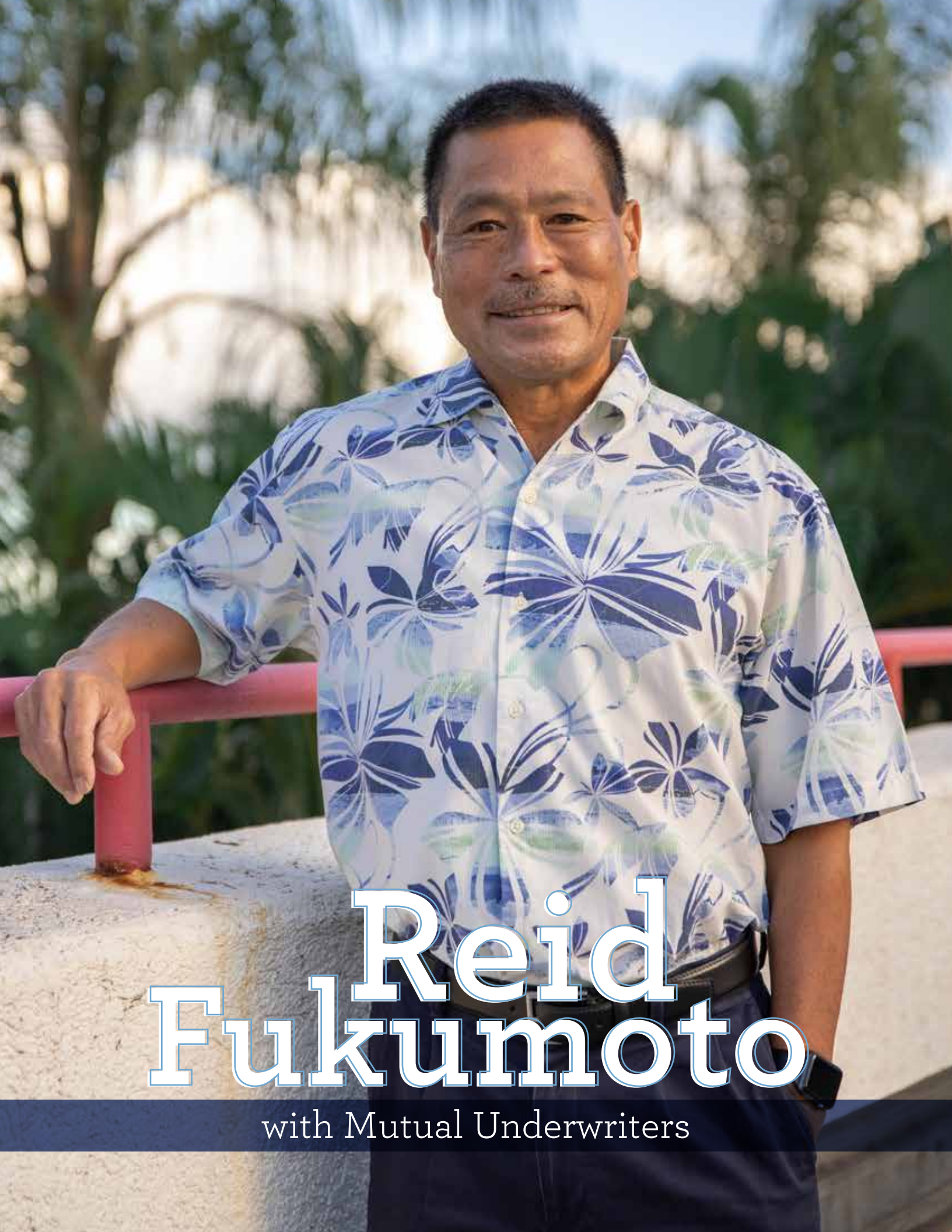
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Written by **Chris Menezes**
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Committed to Service

Reid Fukumoto is all about customer service. He spent 20 years in the hospitality business, bartending at some of the busiest spots on the island, including Ryan's Grill, Ruth's Chris Steakhouse, The Black Orchid and World Café, before bringing the ethos of hospitality to the insurance industry.

Reid's introduction to the insurance industry pretty much fell into his lap. After graduating from the University of Hawaii at Manoa with a bachelor of business administration in travel industry management in 1985, he couldn't find a job that paid more than what he was making as a bartender. Then, a friend of his, who graduated around the same time,

was hired at Liberty Mutual as a service representative. When another position came open, Reid took it.

Throughout his tenure in insurance, Reid has worked with a few different agencies, but ultimately landed with Mutual Underwriters.

"There are many insurance agencies in Hawaii," Reid attests. "We all aim to provide insurance services and the best customer service to our clients. Mutual Underwriters differs from the direct writers – Allstate, State Farm and Geico – in that we can broker through many different insurance companies

...



To me, success is doing your job and enjoying the fact that you are helping a person or a business be successful despite an accident or tragedy that affects them.



• • •

to find the best rates and insurance products for our clients.”

“Like the REALTORS® that I work with, providing the best customer service for our clients is paramount. It’s also what I love the most about what I do—being able to help my clients by finding the best insurance companies to meet their specific needs,” Reid continues.

While Reid has not been able to personally meet with any new clients since the start of the pandemic, he has still continued to offer the best service he can virtually and has been able to maintain the level of production as years past, which is just a testament of his work ethic and the commitment he has to helping people.

“To me, success is doing your job and enjoying the fact that you are helping a person or a business be successful despite an accident or tragedy that affects them,” he says.

When Reid isn’t working, he enjoys surfing (which has done now for over 45 years), golfing, and spending time with his two daughters. When his daughters were younger, they did a lot of surfing and hiking



together. In addition, he coached his younger daughter’s AYSO soccer team, and was always supporting his oldest daughter’s soccer teams through high school.

“I would like to be remembered for helping people by providing the best insurance products for them and providing the best customer service at the same time,” says Reid.

For more information or to contact Reid and Mutual Underwriters, visit www.mutualunderwriters.net or call 808-688-2222.

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Written by **Chris Menezes**
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Artie Wilson

Staying **On Point**

Artie Wilson has always competed at a high level, it's in his blood. His father, also Artie Wilson, was an all-star professional baseball player from 1937-1962 (before and after the "baseball color line" was broken), Artie had amazing mentors in both his father and grandfather, David Frank Daniels.

"My father was a superstar before the term was popular, but you would never know it by the way he carried himself—always quiet and humble. He taught me discipline and I tried to follow in his footsteps as an athlete. His success was motivating. The Wilson genes meant you played ball and that was always a positive thing for me. My grandfather was a carpenter who built everything by hand and had an eye for detail and perfection. He taught me how to work hard and to never settle for mediocrity."

Born in Birmingham, Alabama, and raised in Portland, Oregon, Artie played both baseball and basketball growing up. While he loved both sports, he always had more of a passion for basketball. He came to Hawaii for the first time in 1969 as a senior with his high school basketball team to compete in a public-school tournament. They ended up winning the tournament, by beating Radford High School, the defending state champions, in the final.

"I met a lot of really good people on that trip and fell in love with the island," Artie recalls.

Artie earned athletic scholarships in both baseball and basketball and was

recruited by coach Bruce O'Neil to the University of Hawaii (UH) in 1970, where he played both sports, but was notably a member of the legendary Fabulous Five Basketball Team at UH.

"We had a tremendous four years of success and I was fortunate to be a part of that era," says Artie.

After college, Artie was invited by the Portland Trailblazers for a free agent trial, where (as he describes) he "had a cup of tea with the Trailblazers" but did not make the final cut. Upon returning to Hawaii, Artie was invited to try out for a new basketball league being formed in Europe called the International Basketball Association. The tryouts were held in California with 300 players over a span of four days. At the end, Artie was one of 40

selected to play in the league. He was drafted to a team in Tel Aviv.

Although Artie was uncertain about going across the world, after talking to his family, he decided to commit. However, the team offered him a one-way ticket and refused to give him a round trip ticket to come back, saying they would get him a return flight when he got there, which seemed a bit sketchy. In the end, he opted to stay in Hawaii, where he became a recruiter for UH basketball program and coached for a year at the university.

Around this time, Artie also decided to take advantage of the NCAA postgraduate scholarship he received for academics to attend law school at UH. However, one of Artie's mentors at the time, Norman Fung, who had his own real estate company, convinced Artie to obtain his real estate license first, saying by the time he entered school, he would already know real estate law and be ahead of the other students.



•••

“After selling a condominium to one of my professors and receiving a \$1,300 commission, I thought I died and went to heaven, so I decided to delay law school for a year,” Artie explains.

Of course, real estate became Artie’s new passion and law school fell to the wayside. For the first few years in real estate, however, Artie was part-time, as he was also working for the Department of Education (DOE) in student/community relations.

“It was a timely position back then and even more appropriate now,” Artie explains. “It was a program we started that focused on helping intermediate and high school students acknowledge and appreciate cultural differences. I enjoyed the education part, allowing people to learn about other cultures and having open and honest dialogue in that regard.”

While Artie truly enjoyed teaching, he knew he was missing opportunities in real estate by not being full-time. He ultimately left the DOE and started killing it in real estate. Artie’s passion for teaching and helping people, with his incredible work ethic as a high-level athlete was the perfect combination for real estate.

“Sports, like real estate, is about commitment. Every kid plays little league, but as you get older, only those who are truly serious and committed continue playing; the rest fall away as time goes on. It’s the same with real estate,” Artie explains. “Sports were the perfect training ground to business success—it taught me how to work for something, and to work harder than everyone else.”

Artie’s talent in real estate was prospecting and winning over clients for life. Over his 40+ years in real estate, he has been able to help generations



of clients make sound investment choices; and has truly changed lives and retirements. While he loves being “Uncle Artie” to many of his past clients’ kids (who have become clients now as well), one of his greatest desires is to help professional athletes make sound investments; so that when their careers are over, they have something tangible to hold onto. He has helped a number of NFL and NBA players and hopes to continue to build that side of his business in the future.

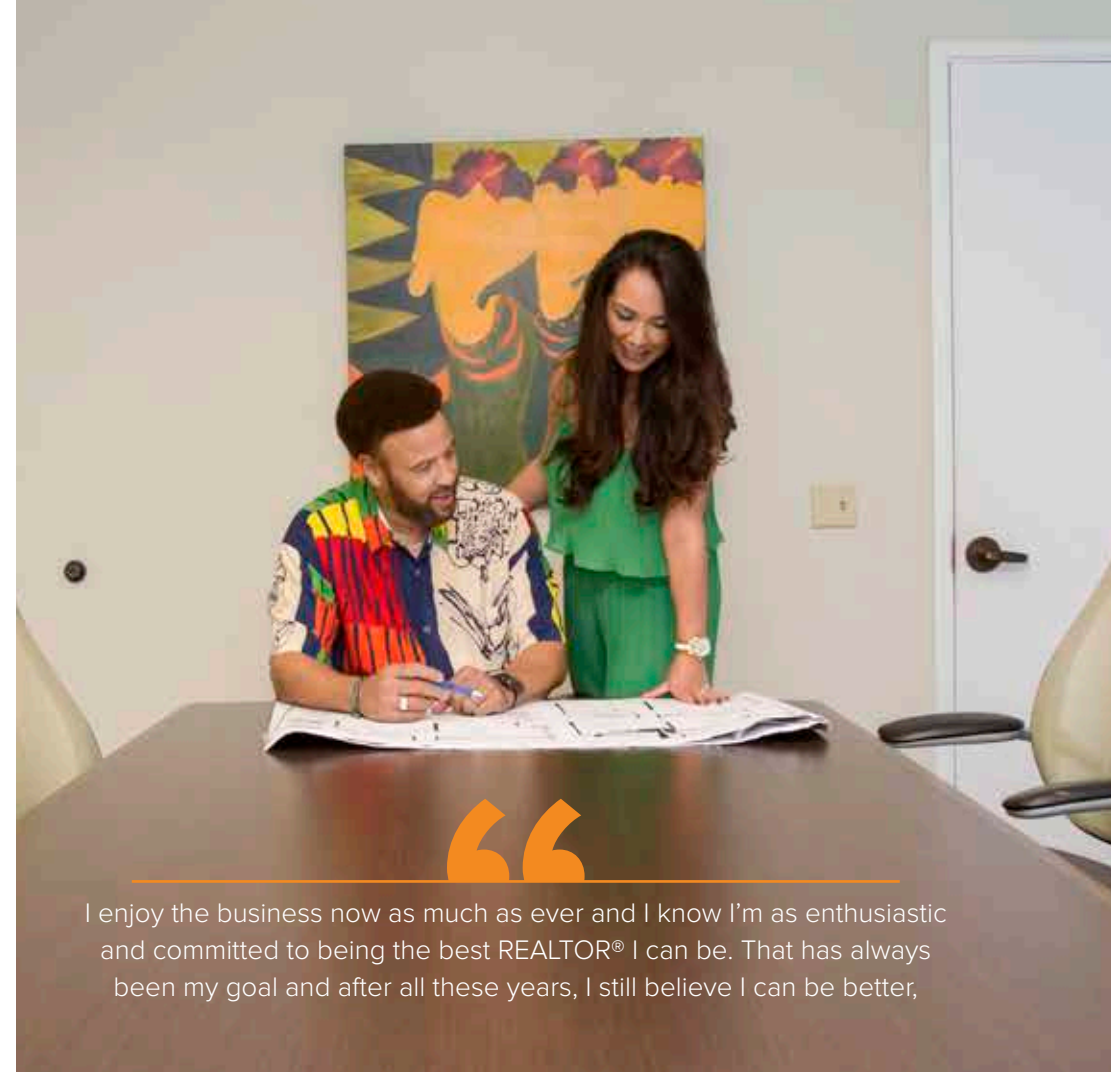
In fact, when Artie left Locations in 2008 to start his own company—Artie Wilson & Associates Real Estate Sales and Marketing—it was to offer his clients more of a comprehensive approach to real estate investing, to put together a concierge crew of industry professionals and tradespeople to assist with renovations and speculative buying.

“I was also hopeful that one of my three girls would want to come home and take over the family business. So far none have but one I think is getting close, so there is still hope,” Artie says. He is very proud of his three daughters, Danielle, Chloe and Madison. All have great husbands and great jobs. In addition, have given him amazing grandsons in Jett, Noah and soon-to-be Tatum.

Artie’s wife, Marie, is also a licensed agent with the company and is Artie’s primary assistant in preparing properties for the market. “A local girl who worked for a custom home builder in San Diego, Marie has great style, especially in interior design, and has the best of both worlds—the foundation of Hawaii with the sophistication of LA and San Diego,” Artie says.



Artie also has the best of both worlds today, in both sports and real estate. While building his real estate business over the years, he never completely stepped away from basketball. About 30 years ago, he got into broadcasting and became a basketball analyst for television currently with Spectrum Sports covering UH games, which led to his own radio show—“On Point with Artie Wilson”



I enjoy the business now as much as ever and I know I’m as enthusiastic and committed to being the best REALTOR® I can be. That has always been my goal and after all these years, I still believe I can be better,

on ESPN Honolulu. Twelve years running now, “On Point” dives deep into many topics, both within and outside of sports. “It’s a place where fans can exchange ideas and thoughts and get an insight into the world of sports from someone that has been involved from the beginning.”

Artie has also continued coaching over the years. He coached for 25 years in the NCAA Summer League and has been coaching the Hawaii Swish Basketball Team for the past four years now. He also still does individual and small group training for young kids ages 6-15 as time permits. As a strong Christian and member of Pearlside Church, Artie has always loved giving back to the community and reaching out to help people especially kids who need direction. He is looking forward to “training” his three grandsons soon, the boys he never had.

Looking into the future, Artie plans to continue in real estate and help train new agents in business as well. “I enjoy the business now as much as ever and

I know I’m as enthusiastic and committed to being the best REALTOR® I can be. That has always been my goal and after all these years, I still believe I can be better,” Artie explains. “I also desire to help new agents, to share my experiences and ‘old school values’ with them, to help them understand the real meaning of being a REALTOR®.”

Lastly Artie stresses that his “Client First” philosophy and “win-win” belief in business will always be the foundation of his business. Honesty and Integrity are the core values he has built his career on and he proudly says, “Working with Artie Wilson, you get more than just a REALTOR®.”



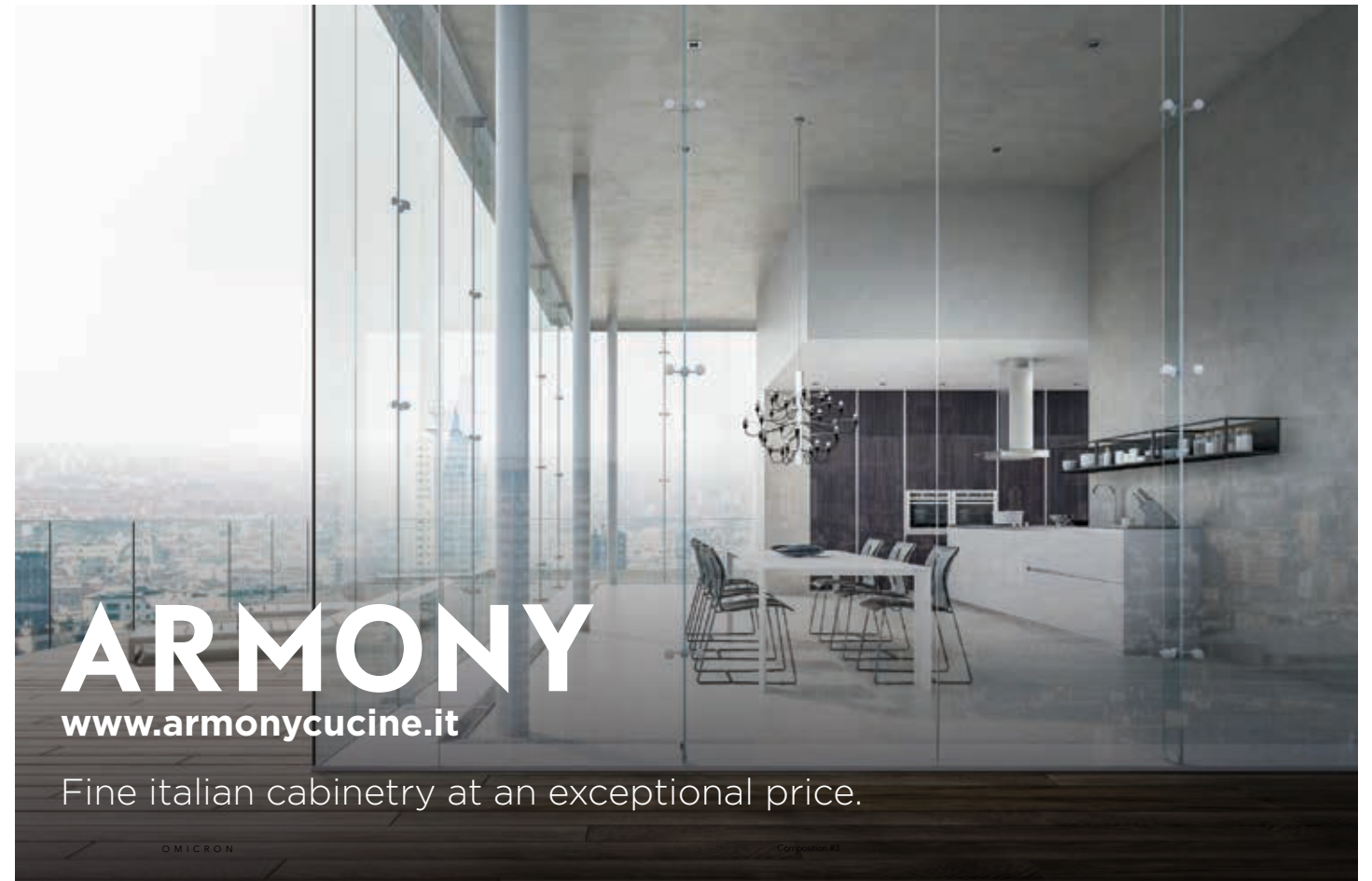
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COLETTE NISHIMURA

A LATE BUT STRONG START

▶ featured agent

Written by **Chris Menezes**
Photography by **Paula LLC**

While Colette Nishimura was interested in pursuing real estate in her early 20s, she didn't actually do it until her late 40s. She had her hands full, raising her young kids and working full-time. Once her kids were older Colette had the time to pursue something else; but was thinking more along the lines of supplementing her income.

Despite having worked full-time in a variety of professions—everything from flight attendant to delivery driver with a commercial driver's license, to frontline management—Colette lived paycheck to paycheck with debt for the majority of her adult life. She saw real estate as the perfect opportunity to supplement her income while working full time. The flexible hours and unlimited income potential would allow her to work on her debt and augment her savings.

Although at the time entering real estate appeared to be a purely

financial decision, Colette discovered fulfillment when she placed the keys in a buyer's hands or was happy to see the financial gain of someone that she sold a property for. She knew this was her calling.

Colette's passion for real estate and entrepreneurship runs deep in her family. Born and raised on Oahu, Colette always looked up to her grandmother. At a time when most women did not work, her grandmother always worked, in addition to owning businesses and real estate.

"My grandmother started from humble beginnings, working in the sugar cane fields of Hanamaulu, Kauai. Although she didn't finish any formal education, she became the owner of a coffee shop and owned a lot of different properties throughout her life, including a small apartment building that she left to her two daughters, my mom and my aunty, when she passed," Colette explains.

"She always loved real estate and I wish I had become a REALTOR® while she was still alive. She would have been really proud of me for that. I believe I got my work ethic, independence and love of real estate from her," Colette continues.

Colette's grandmother would definitely be proud of all of Colette's hard work. While working full-time, Colette attended her pre-licensing school after work and on the weekends. After obtaining her license in 2013, she continued working her full-time job and did real estate whenever she could.

"When I was working a full-time job, I tried my best to accommodate my clients, but would end up using a lot of my vacation time to do what needed to be done," Colette explains. "Then I ran out of vacation time in May in 2018 and decided I had enough steady income in real estate to quit my job. That was risky and scary to me, but my real estate career got busier after

...





“
MY SHORT-TERM
GOAL EACH YEAR
IS TO DO BETTER
THAN THE YEAR
BEFORE IN TERMS
OF PRODUCTION.”

...

that. It was probably one of the best decisions I have ever made.”

After going full-time in 2018, Colette was awarded the Top Block award for customer surveys, International President’s Circle, which puts her in the top 5% of Coldwell Banker agents nationwide; and was the Top Salesperson for units and volume in her office. In 2019 she again was in the International President’s Circle; and was #1 Top Producer and Salesperson in units and volume, and Top Lister in units for her Waikale office. Colette also just received her broker’s license in January 2020.

“Although I am at an age where I could start thinking about early retirement, I feel like I have a lot more to do in my real estate career. There is a REALTOR® in his 90s in my office and I would like to be the same way, still selling real estate at that age,” says Colette.

“My short-term goal each year is to do better than the year before in terms of production. I would also like to enter the luxury market and sell more high-end houses,” she continues. “Aside from being passionate about helping each client that I assist, I am enjoying the investor aspect of my business. I have been

flipping properties and enjoy renovating, seeing a run-down property turn into a beautiful one.”

Colette also loves spending as much time as she can with her husband, Thomas, three kids, Crystal, Talon, and Elijah, and three grandkids, Koa, Keaka, and Kyson, whether going to the beach, having dinner, or spending holidays together. Colette also has two “fur babies,” Chiquita and Marco. Although she had to cancel her gym membership due to COVID, she gets her exercise in by walking her dogs every day and doing online exercise programs at home. Colette also loves singing Karaoke and misses going to

bars to sing. “For now, sometimes my neighbors come over and we sing together,” she says.

For the past year, Colette has also been the primary caregiver to her 86-year-old father-in-law, who has dementia. “Anyone that has dealt with dementia knows it isn’t easy, but I’m trying the best that I can and learning about this disease to try to understand it more,” says Colette.

As Colette continues to work hard every day, ever progressing and striving to be better than the day before, she will continue to see much success and make her family proud.

“Don’t get discouraged,” she offers to other agents. “In this business, there is a lot of disappointment. I try not to focus on things that don’t go the way I wanted, or sales or clients that I did not get. I just try to focus on what went right, and the clients that I’ve assisted that were happy with the service that I provided.”



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Written by **Chris Menezes**
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...



“Life isn’t a race, it’s a J.O.U.R.N.E.Y. I’m embracing every day with gratitude, and with that mindset, more good things will keep happening.”

Tina Marie Garcia is a fighter—both literally and figuratively. Shortly after graduating high school in Texas, she purchased a one-way ticket to Hawaii (10 months in advance in order to save enough money for the move) with two friends. They moved in 2011 at age 19 with a few suitcases, knowing nothing about Hawaii, let alone anyone who lived here.

“I slept on an air mattress for over two years, but went skydiving five times in those years, so I guess I could have bought a mattress. I would skateboard from Aiea and catch DaBus to and from work at Yard House Waikiki, and didn’t own a car until 2014.”

Tina Marie was by all definitions poor at the time, she sacrificed daily

comforts in order to travel. In fact, she spent more money on traveling than anything else, except her out of state tuition. In 2013 Tina backpacked through Australia, Bali, Singapore, Malaysia, Thailand, and Cambodia with one of her best friends over a span of seven weeks.

After returning from her travels Tina embarked on a health and fitness journey and competed in her first Triathlon. After a few triathlons, however, she decided to become an MMA Fighter, and has done it ever since 2015. She was 3-0-0 before COVID shut everything down. Although she continues training, she has not fought during the pandemic. There is no doubt she will become a professional MMA Fighter so expect to see her name as a featured fighter on TV one day.

While Tina was spending a lot of her time seeking the next thrill in her early 20s, all of that would come to a screeching halt in 2014 when her grandmother (whom she endearingly refers to as her “Momo”) fell ill.

“I dropped everything (mid-school semester and working two jobs) to go be with her in Texas. And I was there by her side until she left us and went to Heaven,” says Tina. “She was a REALTOR® when I was growing up and I used to go to work with her all of the time. She was so caring and all of her clients knew she cared about them personally. She was so gracious and generous.”

“My Momo was my hero and I inevitably wanted to follow in her footsteps. I dreamt of being a REALTOR® since I was a little girl. It wasn’t until



I dealt with the hardest emotional experience in my life—losing my Momo—that I was triggered to act on that childhood career dream. Because now I had the best guardian angel to guide me!” Tina explains.

Tina started her career in real estate on her 25th birthday in 2016. When she first started, she was still working as a waitress part-time to pay for her necessities. It took Tina six months to make a dime in the industry that she was so passionate about; but with Tina’s passion, there was no doubt that she would succeed. Although there were many opportunities for Tina to be discouraged as she was competing with the thousands of REALTORS® on the island, Tina stayed persistent with her Momo’s morals and brought value to every family she encountered with genuine compassion.

“Being a young woman in this industry, I have had to work really hard. My thing is I really try to kill people with kindness at all costs,” Tina laughs. “My Momo taught me to care about people for people, and not treat them as a transaction, so that is my method!”

After joining Century 21 Island Homes in 2019, Tina told her broker, Erin Evans, that she wanted to be in the Top 100 REALTORS® on Oahu for the year. And she did just that.

She also purchased her first home in 2019, completely renovated it, and finally purchased a new car. “Sometimes, I just sit back and think how grateful I am and I feel like I’m in a dream. I am incredibly blessed to LOVE MY LIFE, which in return brings me more blessings,” says Tina.

While 2020 has disrupted many of Tina’s plans, especially when it comes



Yes, I wish I could train MMA in Colorado, but hopefully one day my business will be even more successful so that I can go to CO and be there for a whole Fight Camp.”



to traveling and MMA, she has instead put all of her focus into her work. As a result, she has been able to help 63 different families achieve financial wealth through Real Estate in the year 2020. Tina also donated her 50th commission check in 2020 to HomeAid Hawaii, as well as helped many families in need. “I believe the more I am blessed the more I can bless others,” Tina expressed with a smile. Tina partners with local businesses to do meals for the homeless and canned food drives for the Salvation Army.



“I’m not trying to find a ‘balance’ as I once thought I needed to, and I’m more accepting that my work is a solid part of who I am,” says Tina. “I have a Work/Life ‘integration.’ Most of my current amigos are from my profession. I work-out with my colleagues, I go spearfishing and watch UFC with clients who turned into friends, prior to the lockdown I would hang out at the beach or eat out with clients or my colleagues. And every day I love the life I live.”

“Yes, I wish I could train MMA in Colorado, but hopefully one day my business will be even more successful so that I can go to CO and be there for a whole Fight Camp. In the meantime, I’ll keep grinding with my business and my workouts (and now spearfishing), because I know God has a plan for me and my future and I’m pretty sure that plan includes buying a boat so I can continue to catch my own dinner and live a more self-sustainable lifestyle,” Tina laughs.

“Life isn’t a race, it’s a J.O.U.R.N.E.Y. I’m embracing every day with gratitude, and with that mindset, more good things will keep happening.”

And last but not least, Tina hopes others can see that this is not just a profession for her, but a passion, where she genuinely cares about every client, and wants to represent them in the best possible manner.

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As a realtor myself, I highly **RECOMMEND HIM TO ALL OF MY CLIENTS** and to anyone thinking of buying a home or even refinancing a home. My husband and I just feel so blessed to have had him handle the biggest home purchase of our lives.

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- Melona



Larry Gonzales

Senior Loan Officer NMLS #1452722

CDR, U.S. Navy (Ret.)



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