EXECUTIVE AGENT

Written by Haley Freeman

An Advocate of Empowered

Home Ownership



Adam developed an interest in real estate when his Adam recently helped a military veteran move from an father began investing in fix-and-flip properties. "When apartment into a four-bedroom home in Temecula. "He had been speaking with other agents and lenders and gethe passed away, I decided that becoming an agent would be a good way for me to continue providing the level of ting declined. Now they're living in a house where they're customer service I had honed over a couple of decades more comfortable, and they are on their path to home ownership. For me, that's very fulfilling." in tech, while gaining personal knowledge of how the industry works and ultimately building my own portfolio." With his background as a tech professional, you might

expect that Adam conducts a highly digitized real estate Adam and his wife recently relocated from Orange practice. However, all his years in customer service have taught him that while computers can provide convenience and efficiency, they cannot provide reassurance when people are faced with tough decisions. "I really take a minimalist approach as far as all the apps and services that are out there, and I add them as I see their value. I still believe in picking up the phone and speaking with a client, especially when something is complicated. I always start the relationship by verifying their preferred method of communication and understanding what they With his consultative approach to real estate, Adam need from me. I want to understand their background and what makes them feel comfortable, and I realize it may not be worthwhile to teach them to manage some new technology they may never use again. A voice on the other end of the phone is always a lot warmer than text on a screen."

County to Murrieta, where more affordable home prices are driving a booming real estate market. With his intimate knowledge of communities throughout the region, Adam is helping families find the right neighborhoods and homes to fit both budget and lifestyle. He brings further value by networking with successful agents throughout the country and implementing strategies that complement the California market. is focused on helping people identify their options and giving them the tools to make empowered decisions. In addition to traditional real estate services, he brings a unique resource to his clients through his affiliation with Home Partners of America, a lease with right-to-purchase program that allows clients to rent a home with the possibility of purchasing over a period of three to five years As an advocate of empowered home ownership, Adam at a predetermined price. helps his clients make educated real estate decisions.

"This program is great for people who are relocating and not sure about what neighborhood they want to live in, or people with credit or qualifying issues who need some time to commit to a purchase. In the meantime, they get the benefit of living in a home they like with the possibility of purchasing it over the next five years at a price that is capped at a 5 percent increase year over year. If I identify them as a good candidate, I do the paperwork an help them get approved for a certain rental amount. The we preview properties that fall into that budget. Hon Partners purchases the property and leases it back to the client, who can then notify the company they are read to purchase at any time during the lease period. In the meantime, they know exactly what their rent will be, they can predict their budget and get comfortable with the responsibility of home ownership."

ADAM MIDDAUGH

dam Middaugh chose a career in real estate because he believes in the American Dream. "I see home ownership as a stabilizing factor for families and something that is attainable for most people. I'm in this business because I want to empower people to achieve their end goals."

After growing up in Orange County, Adam earned his degree in economics from Northern Arizona University.

He returned home to his first career as a technology consultant. During Adam's days of managing technical support and enterprise software implementation, he helped to solve problems for clients from individuals to corporate entities. No matter what was at stake for his client, whether it was recovering lost family photos on a damaged hard drive or finding the right solutions to streamline business processes, Adam came to each customer with the same calm confidence and a determination to solve their problem.

"I feel home ownership is a great benefit to just about everyone. I want to find a way to get people into homes they want to live in, and in a way that they feel in control of their decisions. At the end of the day, it's not about how much money I can make, it's about how many people I can help."

11	
nd	Adam Middaugh
nen	Nationwide Real Estate Executives
me	9170 Irvine Center Drive, Ste. 100
the	Irvine, CA 92618
ldy	Tel: 949-933-0770
the	Email: Adam@AdamMiddaugh.com
so	Web: www.AdamSellsSoCal.com
the	CalBRE # 02050845