

## Randy Reinhart

Written by H. K. Wilson

Randy Reinhart, Broker/Associate at My Home Group, brings a lifetime of high-level expertise to his real estate practice in Orange County. Randy's training as a lawyer, combined with his many years of experience as a land acquisitions manager in the home building sector and independent business owner, have sharpened his ability to create positive results for clients in every segment of the marketplace. But it's not just his technical know-how that makes him a great Realtor®. Randy's keen insights about people and his genuine desire to create a seamless and worry-free real estate experience make him a first choice among discriminating home buyers in Orange County and beyond.

While earning his bachelor's degree in business administration from the University of California, Riverside, Randy interned for a U.S. congressman. When he was awarded a scholarship to law school, one of the congressman's staffers recommended to Randy that he attend law school at the University of Arkansas, so he did. A San Diego native, Randy says that his schoolmates nicknamed him "Hollywood" and quizzed him about surfing. He didn't care much for the law but excelled in negotiations, winning two student awards for his skill. But when he took a class about zoning and land use, his interest was piqued. He worked for a Newport Beach personal injury firm after graduation, and when a case came in involving entitlement issues for a condominium project, he knew he had found his niche. "I loved it, and I focused on contract negotiation after that. Then I got into real estate."

Randy began his real estate career working with new home builders in the area of land acquisition. He went on to operate his own commercial real estate brokerage, and then was recruited by former U.S. Secretary of Housing, Henry Cisneros, to participate in an infill development project in conjunction with KB Homes. He later became a senior vice president of land acquisition for K. Hovnanian Homes. He describes his expertise in simple terms: "You have to know what homes are selling for and then back out all the costs. Whatever is left over is what you pay for the land."



After many successful years in land acquisition and commercial development, Randy transitioned to residential real estate. He chose My Home Group for its progressive business model and client focus. With 2,400 agents and counting, My Home Group is the fastest-growing real estate brokerage in Arizona, and the second fastest in the USA. It has ranked among the Inc. 500 for the past five years. Randy says, "The company is really high tech, and they provide access to BoomTown real estate software, which is the best lead generation and client management system in the industry. I also have a transaction coordinator to help take care of all the backend paperwork, which frees me up to be available to my clients."

Randy says that although he operates as a solo agent, delivering excellence is a team effort. Jim Thiel at Finance of America Mortgage is an indispensable contributor to his success. "Jim is fantastic to work with. Every buyer, whether they've bought 20 homes or this is their first, gets nervous about the process. Jim is great at calming them down. He doesn't oversell, and he's confident in what he's doing. He also communicates everything back to you, so you always know what's going on."

Randy's legal expertise and skill as a negotiator make him an ideal agent for more sophisticated buyers and sellers whose transactions may be more nuanced than average. But no matter the price point, Randy's clients appreciate his transparent communication, step-by-step analysis and strong advocacy. "I stress to my clients that I am your agent, and I work for you. I have more training than other Realtors®, and I think it generally helps me to provide my clients with a better experience. I know a lot about the marketplace and can point out things that are relevant. For example, you can buy a house for \$700,000 with a tax rate of 2 percent, or you can buy a house

for \$750,000 with a tax rate of 1 percent and get more home with a lower payment. Or if I look at a title report and see there is an easement in place, I can dig through the documents underneath and get it removed. I always make sure to get my client a good, clean title. I also have the ability to negotiate the best terms in a contract. And my clients love the communication I provide. Even if they have bought a home before, I always show them all the steps in the process. By not assuming they already know, I explain everything to them and don't leave any uncertainty. I like to take the fear out of it."

Clients who choose Randy as their agent can feel confident that they are in the best of hands. "I think it's really important to listen, because people need to voice things. If you're doing all the talking, you won't find out what they need or what their concerns are. I'm not here to sell anything. People know when they've found the right home. I'm here to protect their best interests and make the numbers work."

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