

# featuredagent

magazine



Michael  
Mucino



## Michael Mucino

“It is really rewarding to see our clients ecstatic,” says Michael Mucino, Broker and Owner of Camden McKay Real Estate in Southern California. “Seeing their faces, and reading their emotions, when they’ve bought their dream house, and we know that their family is going to benefit from our work for years, is really rewarding,” he continues.

Indeed, Michael’s dedication to the buyers and sellers he and his team help throughout Riverside County, San Bernardino County, Orange County and North San Diego County is well documented. With more than two dozen five-star reviews on Zillow.com, Michael and his team make good on adhering to their company philosophy. “Our motto is ‘a commitment to you,’ because we are committed to treating others as we want to be treated,” Michael says. “Anything we can do to be of benefit to our clients — that’s what we do.”

To that end, even though Michael has been in real estate full time since 2003, and a licensed California Real Estate Broker since 2006, he says, “At Camden McKay, we are focused on continuing education. We are determined to be at the forefront of any changes in the market, so that we are as educated as possible for our clients all the time. It is part of our commitment to excellence, through exceptional professionalism,” he says.

Moreover, that commitment includes the company values which Michael and his team use as a guiding force in the extra-mile efforts they put forth for their clients. “Integrity, fairness, and customer service drive us,” he says. “Every client is going to feel like they are our only client. We are going to do everything we can for our buyers and sellers to help them meet their needs and goals.”



The Camden McKay team is able to provide the premium service that makes their clients eager to refer them friends and family, based largely on Michael's hands-on role as the broker. "A lot of brokers stop working with buyers and sellers. I love working directly with clients," Michael says. This is of maximum benefit to buyers and sellers, since Michael's experience in real estate spans well over a decade. "I attended UC Irvine on a soccer scholarship, and studied economics," he says. After college, he played soccer professionally for four years before returning to Southern California and becoming intrigued by real estate.

"My father was in real estate. I began my real estate career with a home builder doing land acquisition, permitting, and selling homes before they were fully constructed. Learning the real estate industry

— literally from the ground up — has been incredibly valuable," he explains. Thus within just a few years of earning his real estate license, he earned his broker's license, and has never looked back.

"I'm very proud and very fortunate to be able to support my family, doing something I love, which is helping people to achieve one of their biggest goals." Even better, Michael says, for the past few years he's been able to blend family and work, thanks to his wife, Lisa Mucino, joining the business. "It's wonderful to be able to do this for other families, as a family," he says.

As for when the team isn't working? "We are supporting our children at their sports events, or we are supporting their school events. We also love to travel, cook and entertain when we can, and we



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support animal shelters, and homeless pets,” he says.

As far as the future is concerned for Michael and the Camden McKay team? Michael says the team’s primary focus will remain on being as educated as possible, so that their clients are not only receiving the best service possible, but they will also have the most informed advocates on their side working hard for them. Incidentally, he also says the fact that “there is always something new to learn in real estate,” is yet another reason his career is so fulfilling. “I don’t think you ever stop learning in real estate, even after all of the markets I’ve been through. There’s always something new to learn,” he says.

Of course, as Michael and his team at Camden McKay continue to provide service that buyers and sellers rave about, growth of the business is inevitable. But Michael never plans to stop working directly with buyers and sellers. “We will probably bring in another broker to manage the office as we grow, because I always want to be working with clients. That’s my favorite part of being in real estate — helping people to achieve their dreams.”

## Michael Mucino

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