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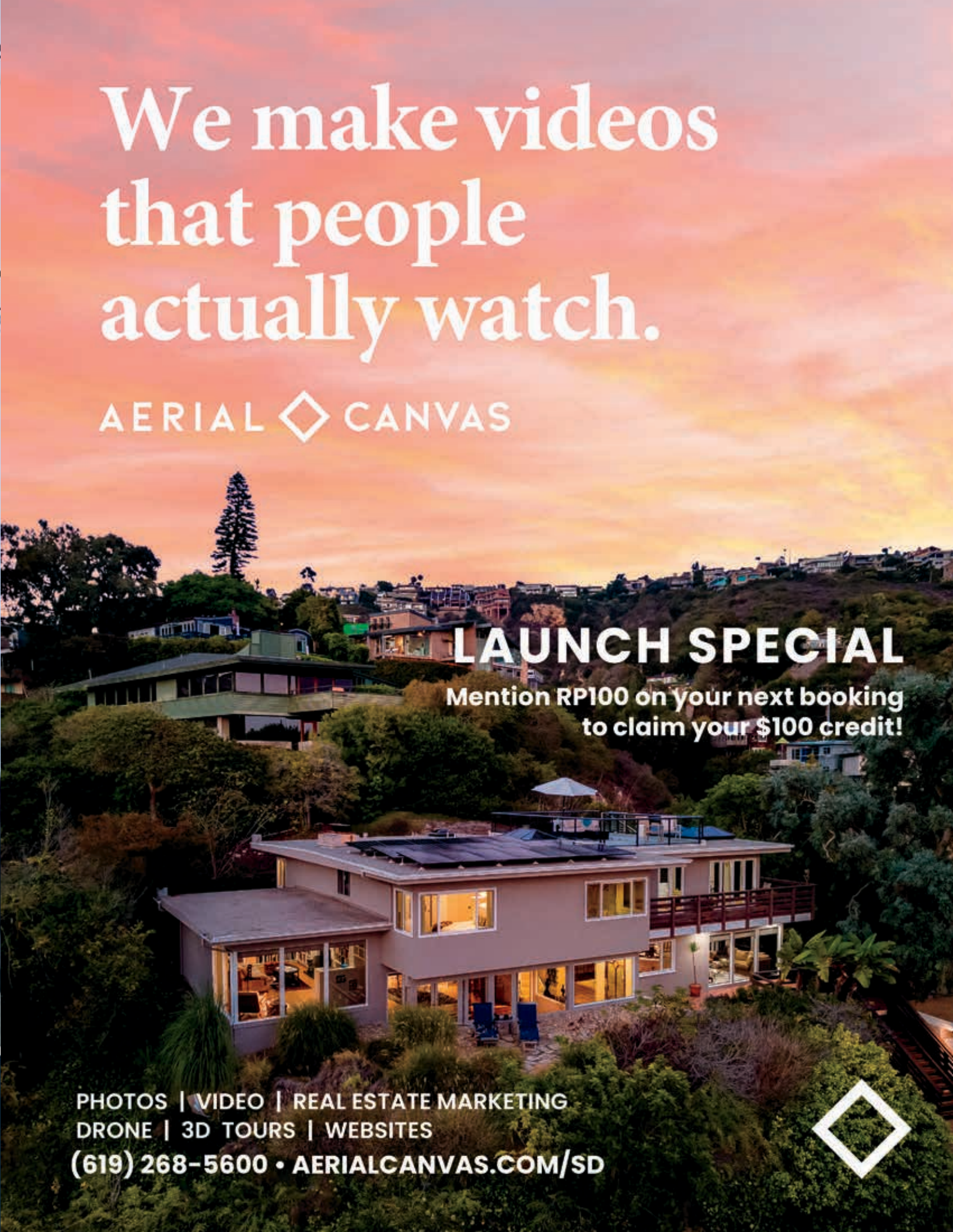


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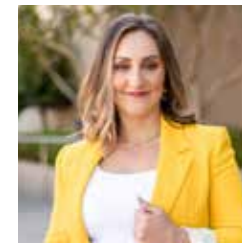


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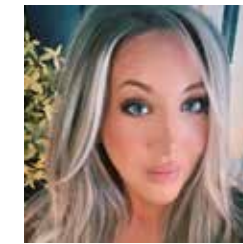
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man on the move

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“Getting knocked down in life is a given. Getting up and moving forward is a choice.”
— Zig Ziglar

By Zach Cohen • Photos By Brand You Photography

Jake Smoke has seen his fair share of challenges in life. He’s been knocked down, and he’s had trying times, but he hasn’t let hardship define him. Jake has continually found the strength to stand up again and face life head-on. That attitude led him to the Marine Corps, has proved useful as a father of three, and ultimately, has helped him become a standout REALTOR®.

Forging His Own Path

Jake was adopted at three years old, and although his parents were loving, they showed a preference for their biological child. That preference was apparent to Jake, and it affected him as a kid.

At an early age, Jake learned how to rise above this challenge.

“I’ve always been a fighter, mentally, and that’s what it takes in every area of life. You have to want more. I’ve always wanted more,” Jake explains.

Jake landed his first job at 12 years old — a testament to his will and independence. After graduating high school, he enlisted in the Marine Corps, where he spent five years. When he got out of the Marine Corps in 2007, Jake considered his next steps carefully. He had long held an interest in real estate and began considering the possibilities of a career in the field.

“I understand that owning a home and putting a roof over your head is the American dream. It’s always something I’ve been drawn to,” Jake says. “When I got out of the military, I wanted to get my real estate license. But I had a wife, a family, and three kids. Other things took priority.”

Jake was married in 2007, had his first child in 2010, his second in 2012, and his third in 2015. His government contracting and private sector logistics work was his family’s sole income during this time.

But by 2017, Jake was finally ready to give real estate sales a go.

“I thought these jobs were giving me stability, but really they stunted my growth,” Jake reflects honestly.

Taking the Plunge

Jake continued working his day job for three and a half years while he built his real estate business. His goal was to grow a six-figure nest egg before devoting himself to real estate full-time. By March 2021, he had achieved his savings goal and left his safety blanket behind.

“When you’re making more money in real estate and more successful than a lot of full-time agents as a part-time agent — when you meet your goal after three and a half years with six figures in the bank, there’s no other reason not to,” Jake smiles. “Real estate is my passion. It’s something that’s always been a passion of mine. I’m excited to be at this stage.”



“

Real estate is a passion. It’s not really about the money. I want to make sure my clients are successful in accomplishing their real estate goals. I will fight to the end to protect my client’s interests. This is how I sleep at night.

”



After being part of a team for several years, Jake recently started his own real estate group, Team Smoke Sold. He's cut his tethers and is thriving.

"I've always been an outside-the-box thinker ... I'm slowly building my own team of military and veteran agents in North County with the goal of hiring slowly and firing quickly because I want to hire the right people on the team. I'm all about having a team of individuals that are cohesive, that have a common goal of enabling military and civilians alike."

Seeking Greatness

Outside work, Jake is a family man. He and his wife, Kate, have three kids, Dyllon (12), Lincoln (10), and Evelyn (7). They enjoy camping, traveling, and sporting events.



“
I've always been a fighter, mentally, and that's what it takes in every area of life. You have to want more. I've always wanted more.
”

"I'm so busy," Jake says. "With three kids ages 12, 10, and 7, I'm really busy. My boys are busy with baseball and soccer. My daughter enjoys gymnastics and horseback riding. It's almost every day of the week, several hours."

Jake's family continues to be his driving force. He wants to grow his

business, but only while supporting his family and his agents. As he says, "I want to grow a lot, but I'm not selfish. My goal is to help others."

Although Jake has already achieved a high level of success in real estate, he's not satisfied with the results; he is inspired to continue evolving. He believes that his

personality is such that he will always be driven to achieve more.

"I'm not content with being stagnant. A lot of people are content with being stagnant, but I've always had the determination to grow and be successful. I'm always wanting more in life. That's why I joined the military

— to travel and see the world — and that's why I do real estate."

"Real estate is a passion. It's not really about the money. I want to make sure my clients are successful in accomplishing their real estate goals. I will fight to the end to protect my client's interests. This is how I sleep at night."

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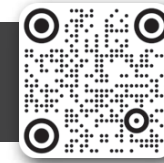
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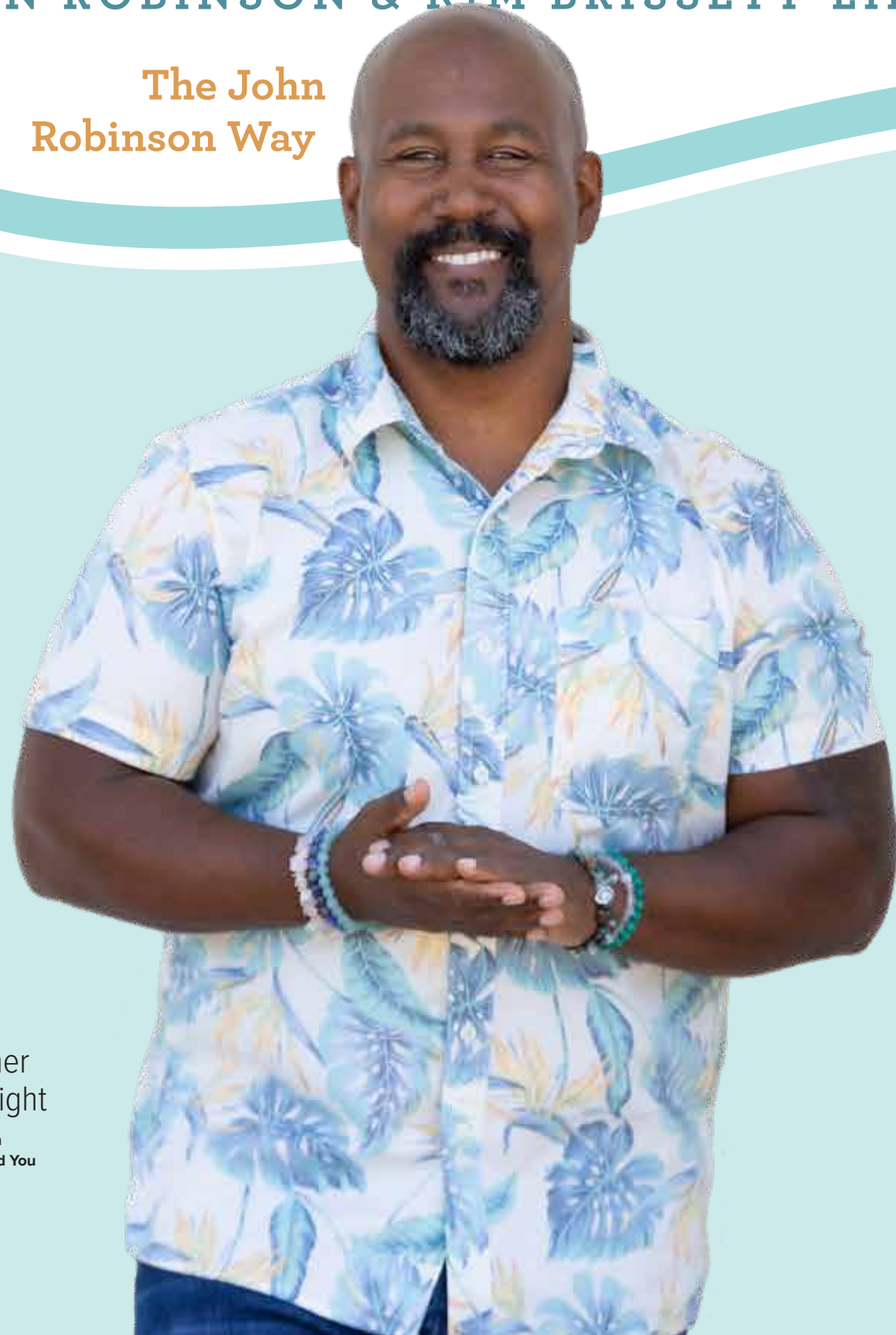
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John Robinson's Inspection Group

JOHN ROBINSON & KIM BRISSETT-LIER

The John
Robinson Way



▶ partner
spotlight

By **Kate Shelton**
Photos By **Brand You
Photography**

“We just have to keep everything in perspective for our clients. Houses are like people – none are ever perfect. So it’s our job to help them understand the home and its issues and help everyone find a way to move forward. That’s the John Robinson way – perform a good inspection, share our findings in a way they can understand, and give solutions.”

John Robinson’s Inspection Group has experienced exponential growth since it began in 2009. This growth can only be attributed to one thing: every inspection has always been done right — The John Robinson Way.

John Robinson — president and founder — has led the company with the vision and integrity that every inspection must be done thoroughly and every issue — no matter how big or small — must be constructively communicated. This is embodied in the company motto, “Peace of Mind, One Inspection at a Time!”

In 1999, John was an active-duty Marine Avionics Technician and in the process of buying his first home, which unexpectedly set off his long career in the home inspection business. “It was my first-ever transaction, and they said I needed a home inspection. I had no idea what that was — all I knew was it was expensive,” he said with a hearty laugh.

“I scrounged together the money and went to the inspection. I’m watching this guy — all he’s doing is flipping light switches and looking under cabinets. He went to the basement. No one is shooting at him. He’s not in a fighting hole. Definitely not in the desert. Just walking around ... it looked

easy compared to the military,” John recounted. “I get to talking with him, and he’s explaining it all to me. He told me that he was ready for an apprentice, and we just hit it off. I started training with him on the side.”

John got out of the Marines in 2003 and went full steam in Las Vegas. “I did a few thousand home inspections, and then the market crashed. I really had to figure out how to stay in business,” John said. He moved back to San Diego County, and that’s when he started John Robinson’s Inspection Group.

“I grew this company with blood, sweat, and tears — they’re still flowing every day,” he said. “It really came down to the fact that I needed more help. And more help. That’s how we’ve grown, one inspector at a time. The company grew organically. We would do a good job and get another referral. I’d bring on another inspector, get them trained, and then it would be time to hire another one.”

John has trained some of the best inspectors in the area. Not only are they schooled on what to look for, but

they’re also excellent communicators. This is John’s top priority. “You can teach anyone to inspect a house,” he detailed. “What you can’t always do is make an inspector good at the other stuff.” As the company hires new inspectors, they’re always on the lookout for a person that can fill both roles — inspection and communication.

John Robinson’s Inspection Group has now grown to the point that John brought on Kim Brissett-Lier last year to serve as the General Manager. “When people call, they expect to get John on the phone,” Kim detailed. “But John has grown beyond just inspecting now. He’s mentoring, training, and teaching the next generation of inspectors. Even though John’s not answering the phone, you can bet we’re all trained the John Robinson way.”

And that’s where John’s focus lies these days. He’s committed to creating a growing team that will continue to carry his legacy, while Kim oversees the day-to-day. Together,



•••

they've built one of the most successful inspection companies in the area. They have well over 600 positive online reviews, have conducted over 30,000 inspections, and have grown to a team of twelve employees. They project they will keep growing year over year.

"Home inspectors are in a tricky situation. You must report everything accurately, but you don't want to blow up the deal, either. A lot of people have money, time, and emotional energy packed into a house, and it's our job to tread that line finely. We give them the information they need in a way that's not unnecessarily alarming," John said. "From there, they have the knowledge to make the right decision."

"We just have to keep everything in perspective for our clients. Houses are like people — none are ever perfect. So it's our job to help them understand the home and its issues and help everyone find a way to move forward. That's the John Robinson way — perform a good inspection, share our findings in a way they can understand, and give solutions."

The John Robinson team knows that their biggest asset is the relationships they've built with their REALTOR® partners. "We're not just an inspection company. We're here to take care of everyone involved," Kim said. "We are one of the few companies in the area that invests in our relationships; we care about others. We will do what is necessary to make things go smoothly."

"In transactions, things usually go right, but when they go left — we're here," John added. "At the end of the day, buying a house is a scary endeavor for a lot of people — especially if you've never done it before. I know because I was there myself. To provide someone peace of mind for the transaction is a huge deal. Buyers can borrow my confidence that the house is good and they're making a good decision. That's worth everything."

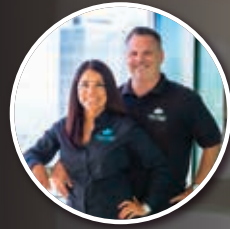
Kim and John are committed to giving back to their team and providing opportunities for all to grow. "We put our people first," Kim said. "We put them above ourselves because we know that if you take care of others, it will come back to you. Reciprocity is just a fact of life," John added.

John loves fishing and has fished everywhere, from Alaska to Panama. He has plans to fish all over the world. He's proud to be a dad of two, a U.S. Marine Corps veteran, and a Black business owner. Kim is originally from Australia but is happy to call San Diego home now. He loves to ride his motorcycle and takes his dog, Panda, everywhere with him. The two are long-time friends and excited about the future they're building together.

"REALTORS® are at the heart of what we do," said John. "And we're thankful so many trust us," Kim added.

[Learn more about John Robinson's Inspection Group at \[home-inspector-san-diego.com\]\(http://home-inspector-san-diego.com\).](#)





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CHRISTOPHER BARRON

Dean Aguilar Group

Christopher Barron of the Dean Aguilar Group has built his success on the premise of massive action — taking big steps for even bigger results. If his early success is any indicator, he's well on his way to having a name you'll remember.

Chris was born and raised in Victorville, CA. After graduation, he was ready for a change in scenery. Chris first moved to Florida and then to Colorado, where he worked in service-industry jobs.

In 2018, after several years of living away from home, Chris felt the pull to live near family once again. When his brother offered Chris an empty bedroom in his San Diego home, Chris jumped at the chance to move back to his home state.

Chris began working several jobs to get by, including serving at a restaurant and driving for ride-share companies. "I was just

trying to survive; I didn't have a lot of time to think about what my future would look like," he said.

Then the pandemic hit, and Chris was laid off. "I had nothing but time," he detailed. "I had always been interested in real estate. It's the number one wealth generator in the world, and I knew that real estate could change my life. I just decided to finally go for it."

Chris used his newfound downtime to focus on real estate. He took an online course and was officially licensed in February 2021. "A friend I was serving with got into real estate before me. I was on the sidelines, watching her career skyrocket. I wanted to be a part of her team," Chris said.

And that's how Chris became a member of the Dean Aguilar Group at Big Block Realty. "I connected with the team and went in for an interview. They hired me, and I've never

“

Helping someone build that generational wealth is incredibly rewarding. I know first-hand what real estate can do for someone and I want that for all my clients.

”

▶▶ rising star

By Kate Shelton
Photos By Mike & Jenn Productions

ENDLESS POSSIBILITY

...



...
looked back,” Chris said. “Joining this group has been the biggest thing for me. They have given me the resources and training to do this job well — I learn so much. I love our team.”

Chris’ prediction was spot on. Real estate has changed his life in ways he never imagined.

“My first year, I did 12 transactions. That is life-changing money, especially coming from being unemployed. My first year was more than I could have dreamed of — out of this world. I mean it when I say it changed my life completely,” he said. The gratitude is evident in his voice.

“From there, things just opened up to me. Along with my dad and brother, we formed the Barron Investment Group, and I’ve really turned my focus to real estate investing,” he said. The trio has entered the fix and flip market and just closed on their first project. They also work in the wholesale market to create additional streams of revenue.

Chris’ dad and brother are financial/business development partners, while Chris handles the day-to-day operations of the business. They aim to do three to five flips their first year and as many solid wholesale deals as they can prospect.

Chris is also forging ahead with traditional real estate transactions on behalf of clients. “Helping someone build that generational wealth is incredibly rewarding. I know first-hand what real estate can do for someone, and I want that for all my clients,” he shared.

“

What I like about real estate is that the possibilities are endless. I’m just getting started and have a long road ahead but I know it’s going to be amazing... better than I could have ever dreamed.



Chris with his dad and brother, Marc Barron and Marc Barron Jr.

“What I like about real estate is that the possibilities are endless. I’m just getting started and have a long road ahead, but I know it’s going to be amazing ... better than I could have ever dreamed,” he said.

Chris has an entrepreneurial spirit and eyes wide open to the possibilities that lie within this industry. He has big dreams, and if anyone can reach them, it’s the person with as much energy and zeal for the industry as Chris has.

When Chris isn’t hustling for his next deal, he enjoys meditation and spending time in the mountains and at the beach. He loves any kind of live music, and spending time with his loved ones is always a priority. Chris lives for traveling and has the whole world on his bucket list.

It won’t be long before you’re hearing the name Christopher Barron again and again in this business. Connect with him at 760-694-7340 or by email at chrispyagent@gmail.com.



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“
For me, it's not
about real estate.
It's about life.
”

Sonia AZIZI

Team Azizi at Compass

IT'S NOT ABOUT REAL ESTATE, IT'S ABOUT LIFE

Sonia Azizi has one of the most incredible stories of any agent in our area, but you wouldn't know it by her humble attitude, grace, and work ethic. There's a reason Sonia is at the top – she's worked for it with quiet determination and faced every obstacle with unmatched strength.

Sonia was born in Afghanistan, the oldest of six kids. In 1979, the Soviet Union invaded Afghanistan, and Sonia's family was forced to flee. Sonia's parents ran across the border to Iran with very little besides their children in tow. Shortly after, they moved to Pakistan to be near family.

"I was young, but it was really scary. I understood that we had to run. Even though we made it out and we made it to Pakistan, being a young girl there was really tough. Being ten in the Middle East is nothing like being ten in America," she said.

Sonia's uncle moved to the United States and after a few years was able to make way for Sonia, her parents, sisters,

and many of their extended family members. "I remember getting on the plane and wondering if we were going to make it to the US," she detailed. "I didn't believe it until we landed in San Diego."

"As the oldest, I knew it was my job to help my parents survive. I learned English as quickly as possible and took care of my siblings so my parents could find whatever work was available," she added. "It was hard, but we were safe and we were together."

The happiest memory of childhood was when Sonia got her very own bike. "I got a donated bike and it was the best day ever. We all shared it, even my mom in her traditional clothes rode that thing," Sonia said with a warm laugh. "I've never forgotten just how happy a simple thing can make someone with nothing feel."

"We got by with very little means," Sonia went on. "We would go to garage sales and buy whatever we needed and I would negotiate the price

...

for all the merchandise. Then we'd take the stuff and resell it at swap meets for a small profit. We saved every penny we made and moved up." After many years of this, Sonia's family was able to improve their living conditions place by place.

"I think that's why I've been successful in real estate," Sonia said. "I have been working since I was a kid. I saw an opportunity and believed in myself to be able to do anything. I didn't have any freedom of choice as a woman in Pakistan, but here I could accomplish anything I set my mind to."

Sonia worked all through her adolescence and into early adulthood. She tried her hand at many entrepreneurial avenues, including opening a coffee shop at just 21. The coffee shop failed but she never lost faith in the opportunities that awaited her.

At 27, Sonia joined a friend at Country Wide as a loan officer. It was right before the market crash but she was pregnant and knew she had to help provide for her family. Sonia learned so much about the real estate business and earned her real estate license during that time.



Sonia with her daughters, Layla and Brooklyn

Later with two young children and a looming divorce, Sonia knew that she had to find a way to provide for her girls. "My whole world changed. I cried for a little bit but I needed to do something for my family and provide the life for them that I never had," she said. "I decided to invest in a career as a real estate agent. I made it my only option and I had to make it work."

"I worked tirelessly," she said. "I was willing to do anything to make sure my kids were okay. I never stopped working. The first year in real estate, I didn't have money to buy groceries, but I kept at it." By year two, Sonia had closed more than 40 transactions.

She's never slowed down. Sonia is now the leader of Team Azizi at Compass Realty. She has a team of 15 agents including staff; they did approximately \$200 million in volume in 2021. Sonia notes that she couldn't do it without her sister-in-law Nilab Azizi and her sisters, Zohra Azizi and Sofia Azizi. "They're incredible, and there's no way any of this would have been possible without them," Sonia said.

The pinnacle of Sonia's success was earning enough in commissions to give kids bikes at Christmastime. "I never forgot how happy that bike made us," she said. "All I ever wanted was to be successful enough to take care of my family and give back." And that she has.

Sonia's story doesn't end there, though. "In August of 2021, I wasn't feeling great. One morning I passed out in my closet. I went to the hospital and I got the worst news I could have ever imagined - stage four uterine cancer," she said. "That was the worst day of my life."

"I have two daughters and the best family. I am always the one taking care of everyone," Sonia said. "I didn't understand how I could be sick. But I am and I've had to learn to ask for help, from my mom, my sisters, and my team."

Sonia is now in the fight of her life. Sonia's sister, Masooma, dropped everything to come to help Sonia through treatment. "Masooma moved in with me and hasn't stopped helping me with daily activities like taking all the kids to school to driving me to treatments in Los Angeles. Being in this position has tested the will of the entire family. My mother makes me specialized meals and constantly runs around trying to find the freshest fruits and vegetables. Without her help and the help of my family I wouldn't be here." Sonia's team has also stepped up to help with everything from transactions to Sonia's rehab properties.

...

“Real estate is easy. It’s the living that’s hard, and we forget that. It’s not about commissions or the glamour, making money is easy. At the end of the day, life is all that matters. We leave behind only memories for our loved ones.”



Despite the grueling treatment process, Sonia has never once let her diagnosis slow her down. She's still listing and selling incredible homes across the region. She's still leading her team, and most importantly, she's still there for her daughters and her family.

"Real estate is easy. By that I mean you have the opportunity to work especially if you are able physically and mentally. I think a lot of people take their health and opportunities for granted," she said.

"Coming from a third-world country where women do not have the same equality as men, being able to work was never something I took for granted. A lot of people in this country do not realize the freedoms that are naturally granted to them for being here. At the end of the day, family and love are all that matter. We leave behind only memories for our loved ones. I don't want the finality of my memories to be about anything but love, but that's a long way from now. I'm going to do whatever it takes to fight and live for my family."

Sonia still has a hard battle ahead of her but she's not afraid. Sonia has been through so much in her life and she knows this is just another part of her journey. She's not done living and she's not done telling her story.

Follow Sonia and cheer her on at @soniasellssd.



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TOP 200 STANDINGS

Teams and Individuals Close Date Jan. 1, 2022 - Oct. 20, 2022

based on MLS data in San Diego County. Sorted by Volume



| Rank | Name | List # | List \$ | Buy # | Buy \$ | Total # | Total \$ |
|------|-------------------------|--------|---------------|-------|---------------|---------|---------------|
| 1 | Laura Barry | 34 | \$203,385,000 | 18 | \$129,392,500 | 52 | \$332,777,500 |
| 2 | Jason Barry | 29 | \$168,769,000 | 12 | \$59,513,000 | 41 | \$228,282,000 |
| 3 | Erick C Gydesen | 195 | \$170,305,625 | 11 | \$9,710,000 | 206 | \$180,015,625 |
| 4 | Justin Tye | 225 | \$165,812,810 | 1 | \$849,900 | 226 | \$166,662,710 |
| 5 | Ben M Braksick | 215 | \$162,689,864 | 2 | \$1,866,100 | 217 | \$164,555,964 |
| 6 | Greg Noonan | 23 | \$99,340,610 | 11 | \$59,975,000 | 34 | \$159,315,610 |
| 7 | Alan Shafran | 37 | \$50,079,053 | 67 | \$82,633,300 | 104 | \$132,712,353 |
| 8 | Maxine Gellens | 25 | \$74,983,650 | 21 | \$56,415,503 | 46 | \$131,399,153 |
| 9 | Emma Lefkowitz | 56 | \$73,066,388 | 40 | \$53,998,001 | 96 | \$127,064,389 |
| 10 | Gregg R Neuman | 89 | \$85,857,379 | 25 | \$32,599,288 | 114 | \$118,456,667 |
| 11 | Eric Iantorno | 17 | \$76,765,000 | 9 | \$35,772,500 | 26 | \$112,537,500 |
| 12 | Susana Corrigan | 17 | \$60,705,000 | 8 | \$50,488,000 | 25 | \$111,193,000 |
| 13 | Eric T Chodorow | 21 | \$58,890,165 | 12 | \$44,040,885 | 33 | \$102,931,050 |
| 14 | Tim Van Damm | 15 | \$47,310,000 | 16 | \$49,600,000 | 31 | \$96,910,000 |
| 15 | Min Sun | 17 | \$24,040,500 | 44 | \$71,818,266 | 61 | \$95,858,766 |
| 16 | Melissa Goldstein Tucci | 55 | \$51,622,600 | 35 | \$40,421,570 | 90 | \$92,044,170 |
| 17 | Neda Nourani | 23 | \$55,493,000 | 19 | \$34,736,700 | 42 | \$90,229,700 |
| 18 | Rande Turner | 5 | \$42,395,000 | 7 | \$40,980,000 | 12 | \$83,375,000 |
| 19 | Caren Kelley | 8 | \$43,154,000 | 6 | \$40,080,000 | 14 | \$83,234,000 |
| 20 | Drew Nelson | 13 | \$46,697,685 | 8 | \$35,529,000 | 21 | \$82,226,685 |
| 21 | Ross B Clark | 7 | \$50,605,000 | 6 | \$30,970,000 | 13 | \$81,575,000 |
| 22 | Chad Dannecker | 34 | \$41,211,950 | 29 | \$40,094,672 | 63 | \$81,306,622 |
| 23 | David Butler | 26 | \$61,511,004 | 8 | \$19,203,000 | 34 | \$80,714,004 |
| 24 | Gary M Cashman | 62 | \$76,941,311 | 3 | \$2,855,000 | 65 | \$79,796,311 |
| 25 | Tyson Lund | 41 | \$57,746,500 | 13 | \$18,854,000 | 54 | \$76,600,500 |
| 26 | Jim Bottrell | 64 | \$52,275,238 | 30 | \$24,165,866 | 94 | \$76,441,104 |
| 27 | Patti McKelvey | 51 | \$48,296,538 | 30 | \$28,001,500 | 81 | \$76,298,038 |
| 28 | Lyle Caddell | 44 | \$47,922,499 | 24 | \$28,267,499 | 68 | \$76,189,998 |
| 29 | Gregg Phillipson | 59 | \$56,707,600 | 19 | \$17,039,900 | 78 | \$73,747,500 |
| 30 | Scott W Aurich | 10 | \$50,390,000 | 6 | \$22,690,000 | 16 | \$73,080,000 |
| 31 | Keaton English | 74 | \$67,174,500 | 4 | \$3,640,000 | 78 | \$70,814,500 |
| 32 | Farryl Moore | 18 | \$41,361,950 | 15 | \$29,244,450 | 33 | \$70,606,400 |
| 33 | Julie Feld | 9 | \$45,059,000 | 4 | \$22,190,781 | 13 | \$67,249,781 |
| 34 | Jeffrey Nix | 74 | \$56,057,400 | 9 | \$9,520,000 | 83 | \$65,577,400 |

| Rank | Name | List # | List \$ | Buy # | Buy \$ | Total # | Total \$ |
|------|--------------------------|--------|--------------|-------|--------------|---------|--------------|
| 35 | Linda Sansone | 9 | \$39,441,000 | 6 | \$25,911,000 | 15 | \$65,352,000 |
| 36 | Janice P Clements | 13 | \$36,046,000 | 10 | \$27,852,760 | 23 | \$63,898,760 |
| 37 | Bobby Martins | 30 | \$32,746,765 | 27 | \$29,997,280 | 57 | \$62,744,045 |
| 38 | Nicolas Jonville | 49 | \$61,649,316 | 0 | \$- | 49 | \$61,649,316 |
| 39 | Kurt Wannebo | 24 | \$36,289,000 | 17 | \$24,530,545 | 41 | \$60,819,545 |
| 40 | Brian E Danney | 20 | \$31,424,850 | 12 | \$28,391,500 | 32 | \$59,816,350 |
| 41 | Kathleen Gelcich | 10 | \$32,795,000 | 5 | \$24,295,000 | 15 | \$57,090,000 |
| 42 | Jenny Yin | 14 | \$15,911,375 | 26 | \$38,611,200 | 40 | \$54,522,575 |
| 43 | JD Esajian | 30 | \$37,480,700 | 17 | \$15,773,100 | 47 | \$53,253,800 |
| 44 | Seth OByrne | 15 | \$33,454,000 | 11 | \$19,049,000 | 26 | \$52,503,000 |
| 45 | Talechia L Plumlee-Baker | 15 | \$36,054,000 | 5 | \$16,250,000 | 20 | \$52,304,000 |
| 46 | Gregg G Whitney | 10 | \$30,639,500 | 9 | \$21,626,777 | 19 | \$52,266,277 |
| 47 | Delorine Jackson | 6 | \$32,150,000 | 5 | \$20,000,000 | 11 | \$52,150,000 |
| 48 | Suzanne M Kropf | 19 | \$39,862,000 | 6 | \$11,925,000 | 25 | \$51,787,000 |
| 49 | Gary Kent | 33 | \$42,288,581 | 6 | \$9,491,000 | 39 | \$51,779,581 |
| 50 | Jeff Rosa | 35 | \$34,701,750 | 16 | \$17,071,900 | 51 | \$51,773,650 |

Disclaimer: This data is given directly from SDMLS and SDAR. New construction, commercial or numbers not reported to MLS within the date range listed are not included. CRMLS and SDMLS are not communicating complete data, which does not make stats perfectly accurate. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Some teams may report each agent individually. Data is based on San Diego County only, and may not match the agent's exact total volume for 2021. *San Diego Real Producers* does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS.

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TOP 200 STANDINGS

Teams and Individuals Close Date Jan. 1, 2022 - Oct. 20, 2022

based on MLS data in San Diego County. Sorted by Volume



| Rank | Name | List # | List \$ | Buy # | Buy \$ | Total # | Total \$ |
|------|----------------------|--------|--------------|-------|--------------|---------|--------------|
| 51 | Jodie Lee | 7 | \$6,704,000 | 47 | \$44,919,000 | 54 | \$51,623,000 |
| 52 | Patrick H Mercer | 21 | \$31,338,183 | 17 | \$19,783,000 | 38 | \$51,121,183 |
| 53 | Scott Union | 7 | \$24,415,000 | 8 | \$26,630,000 | 15 | \$51,045,000 |
| 54 | Cheree Bray | 32 | \$34,940,200 | 14 | \$16,052,000 | 46 | \$50,992,200 |
| 55 | Dane Soderberg | 11 | \$29,495,000 | 8 | \$20,830,000 | 19 | \$50,325,000 |
| 56 | Steven E Cairncross | 11 | \$31,596,000 | 6 | \$18,716,000 | 17 | \$50,312,000 |
| 57 | Brett A Combs | 7 | \$34,575,000 | 5 | \$15,408,525 | 12 | \$49,983,525 |
| 58 | Denny Oh | 26 | \$28,499,780 | 15 | \$20,915,500 | 41 | \$49,415,280 |
| 59 | Eric S Matz | 23 | \$33,572,020 | 11 | \$15,749,500 | 34 | \$49,321,520 |
| 60 | Mike Blair | 62 | \$43,555,599 | 8 | \$5,188,500 | 70 | \$48,744,099 |
| 61 | Sean Zanganeh | 17 | \$19,348,281 | 24 | \$29,062,000 | 41 | \$48,410,281 |
| 62 | Dino Morabito | 10 | \$28,261,250 | 7 | \$19,106,250 | 17 | \$47,367,500 |
| 63 | Carlos Gutierrez III | 22 | \$32,935,100 | 8 | \$14,089,000 | 30 | \$47,024,100 |
| 64 | Kip Boatcher | 8 | \$28,179,000 | 4 | \$18,775,000 | 12 | \$46,954,000 |
| 65 | Ixie Weber | 35 | \$40,046,000 | 6 | \$6,819,000 | 41 | \$46,865,000 |
| 66 | Mike Cady | 5 | \$14,775,000 | 13 | \$31,881,500 | 18 | \$46,656,500 |
| 67 | Lindsay Dunlap | 10 | \$21,283,000 | 9 | \$24,705,000 | 19 | \$45,988,000 |
| 68 | Donna Medrea | 5 | \$25,530,000 | 4 | \$20,380,000 | 9 | \$45,910,000 |
| 69 | Amy Green | 10 | \$16,644,800 | 17 | \$29,110,000 | 27 | \$45,754,800 |
| 70 | Edith Salas | 12 | \$29,747,500 | 6 | \$15,560,000 | 18 | \$45,307,500 |
| 71 | Mike Aon | 22 | \$24,782,800 | 16 | \$20,469,334 | 38 | \$45,252,134 |
| 72 | Jack Archie | 11 | \$13,123,237 | 5 | \$32,080,000 | 16 | \$45,203,237 |
| 73 | Jesse Ibanez | 26 | \$24,513,500 | 23 | \$20,341,689 | 49 | \$44,855,189 |
| 74 | Chris Heller | 46 | \$36,472,800 | 9 | \$8,094,900 | 55 | \$44,567,700 |
| 75 | John C Reeves | 43 | \$33,752,630 | 12 | \$10,345,000 | 55 | \$44,097,630 |
| 76 | Chase Cromwell | 40 | \$34,292,711 | 12 | \$9,342,500 | 52 | \$43,635,211 |
| 77 | Craig Lotzof | 6 | \$24,648,000 | 5 | \$18,740,000 | 11 | \$43,388,000 |
| 78 | Robert Antoniadis | 15 | \$28,621,000 | 8 | \$14,420,000 | 23 | \$43,041,000 |
| 79 | Catrina Russell | 17 | \$26,075,578 | 13 | \$16,840,000 | 30 | \$42,915,578 |
| 80 | Dan Conway | 17 | \$31,059,996 | 7 | \$11,804,900 | 24 | \$42,864,896 |
| 81 | Jim McInerney | 13 | \$23,948,000 | 8 | \$18,613,999 | 21 | \$42,561,999 |
| 82 | Gwyn Rice | 9 | \$34,412,000 | 2 | \$7,885,000 | 11 | \$42,297,000 |
| 83 | Tracie Kersten | 17 | \$21,978,250 | 10 | \$20,067,000 | 27 | \$42,045,250 |
| 84 | David Miller | 4 | \$8,537,500 | 5 | \$33,320,000 | 9 | \$41,857,500 |

| Rank | Name | List # | List \$ | Buy # | Buy \$ | Total # | Total \$ |
|------|------------------------|--------|--------------|-------|--------------|---------|--------------|
| 85 | Mukesh K Jain | 5 | \$7,141,500 | 23 | \$34,601,307 | 28 | \$41,742,807 |
| 86 | Nadia Colucci | 14 | \$20,646,500 | 12 | \$20,533,500 | 26 | \$41,180,000 |
| 87 | Tyler Hagerla | 22 | \$20,694,210 | 20 | \$20,348,010 | 42 | \$41,042,220 |
| 88 | Darin Triolo | 17 | \$21,371,000 | 17 | \$19,585,750 | 34 | \$40,956,750 |
| 89 | Salvatore W Cefalu | 22 | \$22,356,080 | 13 | \$18,327,000 | 35 | \$40,683,080 |
| 90 | Bree Bornstein | 5 | \$15,525,000 | 6 | \$25,125,000 | 11 | \$40,650,000 |
| 91 | Sean Caddell | 5 | \$18,223,425 | 10 | \$21,988,430 | 15 | \$40,211,855 |
| 92 | Elizabeth Reed | 6 | \$18,310,008 | 9 | \$21,767,500 | 15 | \$40,077,508 |
| 93 | Ray Shay | 13 | \$29,185,476 | 6 | \$10,620,700 | 19 | \$39,806,176 |
| 94 | Scott Appleby | 2 | \$4,515,000 | 11 | \$35,289,250 | 13 | \$39,804,250 |
| 95 | Peter Middleton | 15 | \$23,768,500 | 4 | \$15,700,000 | 19 | \$39,468,500 |
| 96 | Jana L Greene | 12 | \$35,615,250 | 1 | \$3,825,000 | 13 | \$39,440,250 |
| 97 | Brett Dickinson | 5 | \$29,600,000 | 3 | \$8,900,000 | 8 | \$38,500,000 |
| 98 | Mary Raser | 3 | \$26,261,500 | 4 | \$12,181,500 | 7 | \$38,443,000 |
| 99 | Laura Sechrist Molenda | 6 | \$7,178,000 | 16 | \$31,173,070 | 22 | \$38,351,070 |
| 100 | Felicia Lewis | 8 | \$17,320,000 | 8 | \$21,031,000 | 16 | \$38,351,000 |

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TOP 200 STANDINGS

Teams and Individuals Close Date Jan. 1, 2022 - Oct. 20, 2022

based on MLS data in San Diego County. Sorted by Volume



| Rank | Name | List # | List \$ | Buy # | Buy \$ | Total # | Total \$ |
|------|---------------------|--------|--------------|-------|--------------|---------|--------------|
| 101 | Joshua Higgins | 7 | \$8,440,000 | 19 | \$29,684,750 | 26 | \$38,124,750 |
| 102 | Steven Lincoln | 10 | \$20,114,777 | 11 | \$17,825,000 | 21 | \$37,939,777 |
| 103 | Bern McGovern | 4 | \$5,028,000 | 21 | \$32,902,923 | 25 | \$37,930,923 |
| 104 | Sarah Scott | 15 | \$19,259,500 | 16 | \$18,606,500 | 31 | \$37,866,000 |
| 105 | Rick Sauer | 21 | \$33,809,000 | 4 | \$3,892,000 | 25 | \$37,701,000 |
| 106 | Julie Houston | 17 | \$29,549,616 | 4 | \$7,600,000 | 21 | \$37,149,616 |
| 107 | Michael Najjar | 27 | \$21,856,300 | 22 | \$15,131,000 | 49 | \$36,987,300 |
| 108 | Robert J Colello | 15 | \$19,349,500 | 14 | \$17,503,500 | 29 | \$36,853,000 |
| 109 | Cideer Saco | 9 | \$6,237,000 | 38 | \$30,297,500 | 47 | \$36,534,500 |
| 110 | Dan Christensen | 21 | \$33,331,525 | 2 | \$3,150,000 | 23 | \$36,481,525 |
| 111 | Tracey Ross | 8 | \$15,794,000 | 9 | \$20,668,000 | 17 | \$36,462,000 |
| 112 | Jonathon E Shea | 21 | \$23,854,258 | 11 | \$12,520,000 | 32 | \$36,374,258 |
| 113 | Jonathan Mann | 27 | \$27,766,000 | 1 | \$8,100,000 | 28 | \$35,866,000 |
| 114 | Richard Stone | 12 | \$19,735,777 | 11 | \$15,940,000 | 23 | \$35,675,777 |
| 115 | Andrew E Canter | 3 | \$4,890,000 | 5 | \$30,718,750 | 8 | \$35,608,750 |
| 116 | Nancy Beck | 17 | \$23,452,500 | 7 | \$12,069,500 | 24 | \$35,522,000 |
| 117 | Jennifer B Anderson | 11 | \$24,302,244 | 9 | \$11,040,000 | 20 | \$35,342,244 |
| 118 | Jason J Lee | 15 | \$25,335,500 | 6 | \$9,905,000 | 21 | \$35,240,500 |
| 119 | Sean Barry | 5 | \$19,885,000 | 4 | \$15,330,000 | 9 | \$35,215,000 |
| 120 | Melissa Steele | 16 | \$13,297,000 | 21 | \$21,572,543 | 37 | \$34,869,543 |
| 121 | Melvina Selfani | 19 | \$16,252,300 | 20 | \$18,329,900 | 39 | \$34,582,200 |
| 122 | Brian Connelly | 11 | \$33,425,000 | 1 | \$1,150,000 | 12 | \$34,575,000 |
| 123 | Joel Blumenfeld | 16 | \$18,060,168 | 15 | \$16,405,000 | 31 | \$34,465,168 |
| 124 | Jan Ryan | 41 | \$32,056,500 | 2 | \$2,000,000 | 43 | \$34,056,500 |
| 125 | Sean Piazza | 31 | \$34,030,371 | 0 | \$- | 31 | \$34,030,371 |
| 126 | Ever Eternity | 29 | \$29,687,499 | 2 | \$4,190,000 | 31 | \$33,877,499 |
| 127 | David M Rudd | 14 | \$13,732,000 | 20 | \$19,949,300 | 34 | \$33,681,300 |
| 128 | Gary Massa | 19 | \$28,964,000 | 3 | \$4,665,000 | 22 | \$33,629,000 |
| 129 | Miguel Nunez | 19 | \$25,044,500 | 7 | \$8,066,500 | 26 | \$33,111,000 |
| 130 | Judi Reimer | 37 | \$28,013,205 | 8 | \$4,904,000 | 45 | \$32,917,205 |
| 131 | Lindsay Himmel | 12 | \$23,954,000 | 4 | \$8,711,000 | 16 | \$32,665,000 |
| 132 | Skip Reed | 7 | \$14,150,000 | 5 | \$18,496,000 | 12 | \$32,646,000 |
| 133 | Janna Hernholm | 11 | \$18,262,000 | 9 | \$14,277,000 | 20 | \$32,539,000 |
| 134 | Arianna Schwarz | 14 | \$15,212,200 | 12 | \$17,146,000 | 26 | \$32,358,200 |

| Rank | Name | List # | List \$ | Buy # | Buy \$ | Total # | Total \$ |
|------|-----------------------|--------|--------------|-------|--------------|---------|--------------|
| 135 | Kevin J Hall | 14 | \$25,407,000 | 7 | \$6,859,000 | 21 | \$32,266,000 |
| 136 | Shawn Bengtson | 8 | \$20,377,900 | 4 | \$11,802,000 | 12 | \$32,179,900 |
| 137 | Amy Jensen | 11 | \$16,048,000 | 7 | \$15,794,000 | 18 | \$31,842,000 |
| 138 | Omid Maghamfar | 9 | \$10,309,000 | 21 | \$21,506,825 | 30 | \$31,815,825 |
| 139 | Ilana Huff | 15 | \$19,975,000 | 10 | \$11,824,614 | 25 | \$31,799,614 |
| 140 | Cheryl Li | 7 | \$9,531,000 | 18 | \$22,192,138 | 25 | \$31,723,138 |
| 141 | Jennifer Janzen-Botts | 5 | \$17,089,000 | 2 | \$14,600,000 | 7 | \$31,689,000 |
| 142 | Tami Fuller | 23 | \$23,754,132 | 7 | \$7,846,000 | 30 | \$31,600,132 |
| 143 | Sharon Quisenberry | 33 | \$28,189,400 | 5 | \$3,410,500 | 38 | \$31,599,900 |
| 144 | Mike Tristani | 16 | \$22,879,500 | 5 | \$8,427,000 | 21 | \$31,306,500 |
| 145 | Pompeyo Barragan | 7 | \$14,270,000 | 8 | \$16,922,000 | 15 | \$31,192,000 |
| 146 | Michelle Walsh-Ozanne | 8 | \$16,074,000 | 6 | \$15,064,000 | 14 | \$31,138,000 |
| 147 | Daniel Greer | 7 | \$20,565,198 | 4 | \$10,545,000 | 11 | \$31,110,198 |
| 148 | Kyle Murphy | 7 | \$15,033,000 | 11 | \$16,001,000 | 18 | \$31,034,000 |
| 149 | Benjamin Hamady | 4 | \$28,050,000 | 2 | \$2,945,000 | 6 | \$30,995,000 |
| 150 | Sandra Zambito | 20 | \$19,914,999 | 13 | \$10,974,900 | 33 | \$30,889,899 |

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Teams and Individuals Close Date Jan. 1, 2022 - Oct. 20, 2022

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|------|----------------------|--------|--------------|-------|--------------|---------|--------------|
| 151 | Vince Moon | 6 | \$8,540,000 | 14 | \$22,316,500 | 20 | \$30,856,500 |
| 152 | Mark M Marquez | 16 | \$25,023,228 | 5 | \$5,743,262 | 21 | \$30,766,490 |
| 153 | Patrick S Cairncross | 4 | \$7,973,750 | 10 | \$22,730,677 | 14 | \$30,704,427 |
| 154 | Charles N Wheeler | 30 | \$22,233,500 | 6 | \$8,258,000 | 36 | \$30,491,500 |
| 155 | Robert O Andrews | 6 | \$15,075,000 | 6 | \$15,345,000 | 12 | \$30,420,000 |
| 156 | Brad Seaman | 15 | \$17,658,900 | 8 | \$12,544,900 | 23 | \$30,203,800 |
| 157 | John H Selby | 16 | \$15,543,000 | 17 | \$14,578,623 | 33 | \$30,121,623 |
| 158 | Michael J Wolf | 18 | \$17,136,860 | 13 | \$12,887,700 | 31 | \$30,024,560 |
| 159 | Krista S Sozinho | 3 | \$11,450,000 | 5 | \$18,342,500 | 8 | \$29,792,500 |
| 160 | Jeremy Beauvarlet | 30 | \$29,749,100 | 0 | \$- | 30 | \$29,749,100 |
| 161 | Anna Marie Barnard | 10 | \$17,791,500 | 8 | \$11,947,500 | 18 | \$29,739,000 |
| 162 | Guy M. Ravid | 3 | \$5,117,000 | 5 | \$24,565,000 | 8 | \$29,682,000 |
| 163 | Matt Battiata | 23 | \$23,732,150 | 6 | \$5,841,000 | 29 | \$29,573,150 |
| 164 | James Jam | 9 | \$20,086,000 | 6 | \$9,435,000 | 15 | \$29,521,000 |
| 165 | Adam R Loew | 6 | \$19,185,000 | 5 | \$10,295,000 | 11 | \$29,480,000 |
| 166 | James Nelson | 9 | \$8,010,000 | 15 | \$21,310,430 | 24 | \$29,320,430 |
| 167 | Bryan Devore | 26 | \$25,307,000 | 3 | \$3,970,000 | 29 | \$29,277,000 |
| 168 | Blake Cory | 19 | \$15,640,000 | 21 | \$13,608,400 | 40 | \$29,248,400 |
| 169 | Anne Schreiber | 15 | \$29,230,751 | 0 | \$- | 15 | \$29,230,751 |
| 170 | Olga Stevens | 5 | \$11,940,000 | 6 | \$17,270,000 | 11 | \$29,210,000 |
| 171 | Michi Suzuki | 14 | \$20,171,999 | 9 | \$9,005,000 | 23 | \$29,176,999 |
| 172 | DENIS DOLGINOV | 22 | \$25,061,400 | 3 | \$4,115,000 | 25 | \$29,176,400 |
| 173 | Gail B Feldman | 8 | \$10,873,000 | 15 | \$18,267,000 | 23 | \$29,140,000 |
| 174 | Michelle Liu | 4 | \$5,070,000 | 6 | \$24,033,375 | 10 | \$29,103,375 |
| 175 | Susan C Mullett | 26 | \$29,064,984 | 0 | \$- | 26 | \$29,064,984 |
| 176 | Linda Lee | 13 | \$11,325,000 | 14 | \$17,691,000 | 27 | \$29,016,000 |
| 177 | Whitney S Peyser | 6 | \$17,490,000 | 5 | \$11,184,047 | 11 | \$28,674,047 |
| 178 | Voltaire Lepe | 15 | \$9,064,500 | 30 | \$19,528,000 | 45 | \$28,592,500 |
| 179 | Jim Carmichael | 30 | \$25,309,800 | 3 | \$3,275,000 | 33 | \$28,584,800 |
| 180 | Kimo Quance | 34 | \$26,781,500 | 2 | \$1,733,000 | 36 | \$28,514,500 |
| 181 | Julia Maxwell | 3 | \$5,555,000 | 6 | \$22,840,000 | 9 | \$28,395,000 |
| 182 | Benny Landman | 4 | \$11,375,000 | 4 | \$17,017,000 | 8 | \$28,392,000 |
| 183 | Linda Moore | 13 | \$19,236,264 | 7 | \$9,069,000 | 20 | \$28,305,264 |
| 184 | Rachael L Kaiser | 2 | \$5,760,000 | 10 | \$22,543,000 | 12 | \$28,303,000 |

| Rank | Name | List # | List \$ | Buy # | Buy \$ | Total # | Total \$ |
|------|-------------------------|--------|--------------|-------|--------------|---------|--------------|
| 185 | Logan N Henry | 15 | \$15,641,365 | 10 | \$12,611,500 | 25 | \$28,252,865 |
| 186 | Cara Sipan | 9 | \$14,333,000 | 8 | \$13,766,510 | 17 | \$28,099,510 |
| 187 | Angela Meakins | 5 | \$20,500,000 | 3 | \$7,593,000 | 8 | \$28,093,000 |
| 188 | Gloria Silveyra-Shepard | 2 | \$9,775,000 | 8 | \$18,238,500 | 10 | \$28,013,500 |
| 189 | Marc Lipschitz | 4 | \$17,635,000 | 2 | \$10,375,000 | 6 | \$28,010,000 |
| 190 | Lee Shaprut | 7 | \$9,172,000 | 11 | \$18,836,000 | 18 | \$28,008,000 |
| 191 | Twana Rasoul | 2 | \$1,740,000 | 33 | \$26,263,500 | 35 | \$28,003,500 |
| 192 | Michael Sutton | 15 | \$14,616,900 | 15 | \$13,136,830 | 30 | \$27,753,730 |
| 193 | Kathleen K Hanlon | 5 | \$16,500,000 | 5 | \$11,200,000 | 10 | \$27,700,000 |
| 194 | Olga Lavalle | 7 | \$18,039,000 | 3 | \$9,655,000 | 10 | \$27,694,000 |
| 195 | Tamara Markey-Truax | 32 | \$23,807,300 | 3 | \$3,845,000 | 35 | \$27,652,300 |
| 196 | Steve Caudill | 17 | \$17,858,600 | 9 | \$9,788,500 | 26 | \$27,647,100 |
| 197 | Thor Sorensen | 18 | \$16,298,500 | 9 | \$11,262,500 | 27 | \$27,561,000 |
| 198 | Diana R Dupre | 4 | \$13,590,000 | 6 | \$13,790,000 | 10 | \$27,380,000 |
| 199 | K. Ann Brizolis | 5 | \$26,190,000 | 1 | \$1,150,000 | 6 | \$27,340,000 |
| 200 | Charlie Baker | 25 | \$25,965,575 | 1 | \$1,237,500 | 26 | \$27,203,075 |

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by Joe Lima, CIVIC Financial Services

Midway through a construction or fix and flip project is not the time to run short on cash. But it is the time when property value traditionally goes up, as progress on your project is made. With private money bridge loan solutions, you can refinance and pull cash-out, sometimes up to 80% LTV*, on the established equity. This provides you with two valuable outcomes:

1. Pay off a maturing or high-interest construction loan
2. Use your cash out funds to see the remainder of the project through

WHAT DO LENDERS REQUIRE TO FINANCE MID-CONSTRUCTION?

When recapitalizing mid-construction, lenders will need to determine project viability through a number of required milestones. Here are the key project milestones that can help get your deal approved:

- **House is weather tight.** Roof is on, the doors/windows are installed, and the siding/stucco are complete.
- **Rough plumbing, rough electrical and HVAC.** If those are installed, your project is looking good.
- **No mechanic's liens.** A title report will be pulled to ensure there are no mechanic's liens on the property.

These milestones are crucial for lenders to determine the as-is value and provide you with enough funds to pay off the construction loan.

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LOAN AMOUNT: \$922,000

LOAN TYPE: Construction Completion Cash Out Refinance

LTPP (loan to purchase price): 92.2%

This borrower's project was taking longer than expected and facing extension fees of their maturing construction loan. CIVIC was able to refinance their previous loan from a different lender which gave the borrower 12 more months to complete the project and avoid extension fees. They were able to use the funds to pay off their maturing construction loan, put money towards the remaining rehab budget, receive a lower interest rate, and get the time needed to complete and sell the property.

*80% Cash Out is available to qualified borrowers. It is subject to decrease based on property condition. Terms and Conditions may apply.



ABOUT JOE LIMA

Joe is a Senior Account Executive with CIVIC Financial Services — an institutional private money lender specializing in financing non-owner occupied investment properties. Joe takes pride in helping investors leverage opportunities to grow their real estate portfolios and build wealth through real estate. For more information, contact Joe.

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Holidays!



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