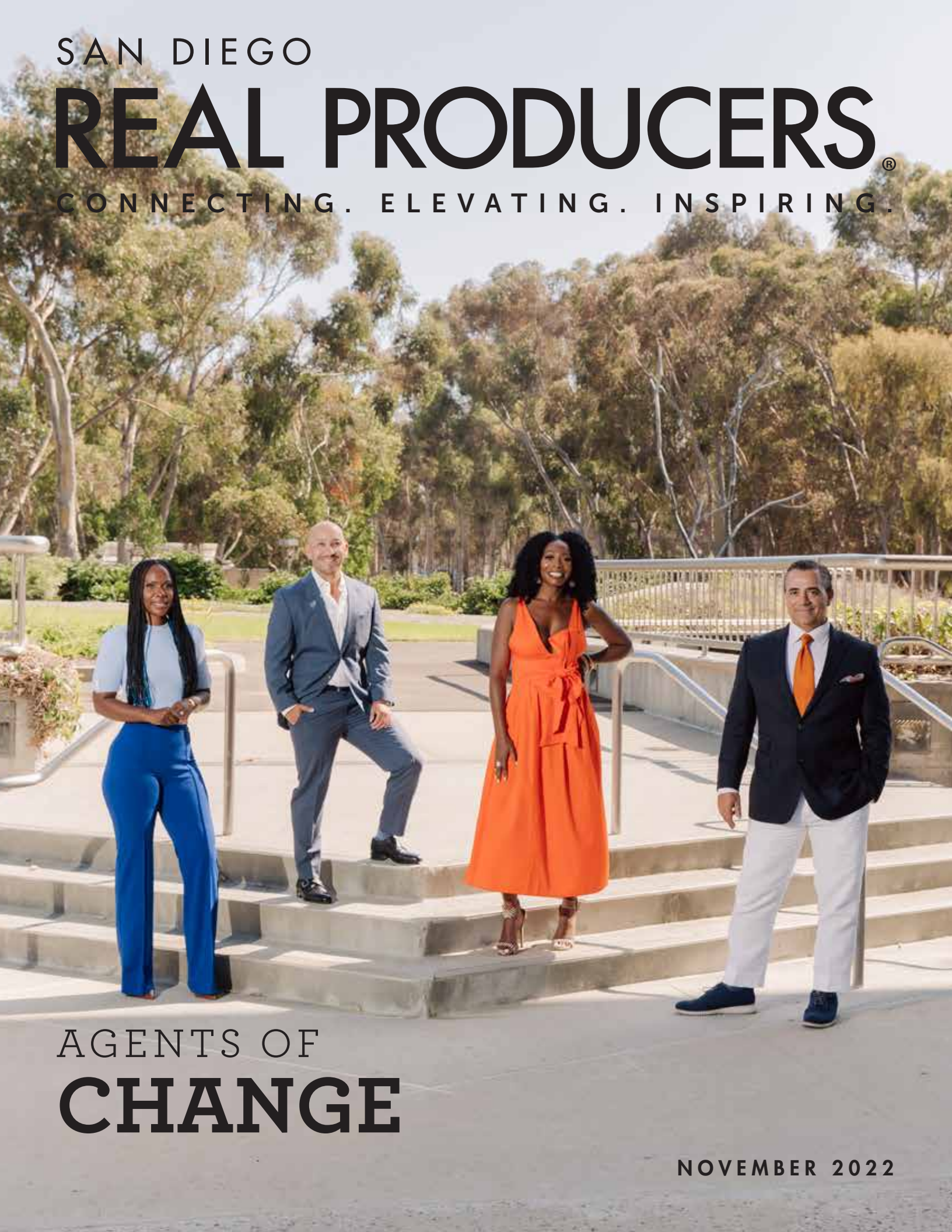


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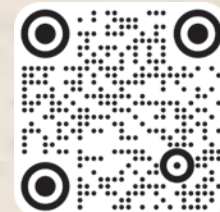
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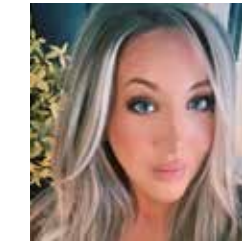
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JAIIME Z HARRIS

BIG BLOCK REALTY

San Diego REALTOR® for Local Charities

Jaime Z Harris of Big Block Realty is referred to as the San Diego REALTOR® for Local Charities, a title she has earned honestly. Jaime Z is an incredibly successful agent, but even more than that — she’s an amazing human, committed to the community.

Jaime Z grew up in Jamaica and made her way to San Diego after college in North Carolina. She liked the warmth and loved the beachy vibes of the city. She says she got into real estate by accident, but it was no accident — Jaime Z was meant to be in this business.

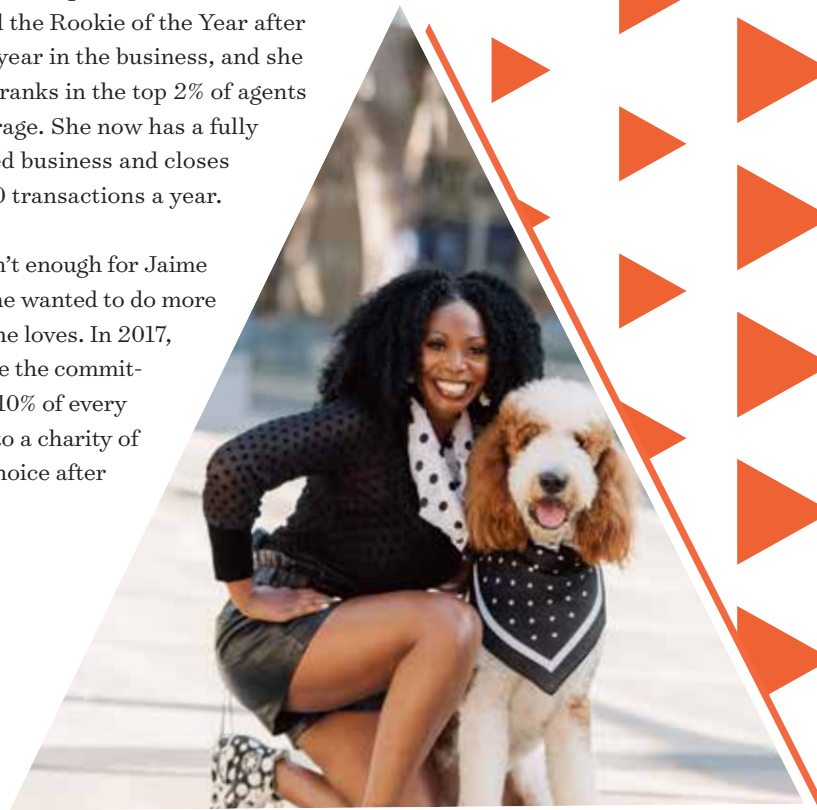
Growing up, Jaime Z watched her parents build wealth through real estate. They bought, sold, built and renovated many properties before she left for college. “Real estate comes naturally to me. I had always been around it, and I have always loved homes and the whole process,” she said.

Jaime Z made friends with several agents in the San Diego area and began helping them with their real estate clients just for fun. “When they started referring business to me, I knew it was time to go for it,” she said.

She got her license in 2012 and began in earnest. “This was my A-Z plan; there was no failing,” she said. “I started out by door-knocking. Almost every day, I would knock on 200 or more doors, and every weekend, I’d host open houses. I did that for a whole year.”

Her hard work has paid off tenfold. Jaime Z was named the Rookie of the Year after her first full year in the business, and she consistently ranks in the top 2% of agents at her brokerage. She now has a fully referral-based business and closes more than 40 transactions a year.

Success wasn’t enough for Jaime Z, though. She wanted to do more for the city she loves. In 2017, Jaime Z made the commitment to give 10% of every commission to a charity of her client’s choice after each closing.



In just five years, she has donated more than \$250,000 to over 200 area charities. “It’s not just about buying a house,” she said. “It’s so much more than that. We’re making a difference, and I know we’re making an impact.”

Jaime Z is passionate about giving back because that’s how she was raised. “My dad grew up with nothing. He was an orphan,” she detailed. “He earned his success and then became a philanthropist. He’s helped so many people in need in Jamaica, and I wanted to do the same here.”

“I saw how fulfilled his work made him. I saw the positive impact he had on people all around him, and this is how I can try to do the same,” she added.

Jaime Z doesn’t advertise this side of her business. “It’s not a marketing tactic. This is who I am. I would find a way to do this without real estate. My clients don’t usually know that I do this until the end of the closing when they get to pick the charity of their choice.”

“They get tears in their eyes, and they’re so shocked. But they love it because they are helping their community. And they get to choose an organization that means something to them. It’s really special to see them deciding who to support.”

Jaime Z is actively looking for ways to expand her footprint and do more for the community. She volunteers often, and she has plans to raise more funds for the organizations that are working to make San Diego work for everyone.

“We all hold the key to paying it forward. This can be a great place to live; only if we support each other and do what we can. This is what I can do, and I love it. I’m always encouraging those around me to do what they can do,” she said.

Jaime Z notes all of this is possible with the help of her team — Heather Brackett and Crystal Meader. “They’re lifesavers. There is no way I could handle all of this on my own without their help,” she said.

“We’re all in this together. Not just in real estate, but in life. Whatever we can do to help one another is what we should do. We can all make a big impact.”



“We’re all in this together,” she said. “Not just in real estate, but in life. Whatever we can do to help one another is what we should do. We can all make a big impact.”

She loves to travel and does it as often as her schedule allows. She has one son, Clifton (15), and two dogs, Beau and Happy. She enjoys spending time outside, hiking and kayaking. She takes any chance she can get to salsa dance and works out often.

Jaime Z has dully earned the title San Diego REALTOR® for Local Charities. This community is lucky to have her.

Connect with Jaime Z at jaimezharris.com.

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agent of change

By: Zach Cohen
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From an early age, Evan Tando knew he wanted to be of service to those around him. Some of his most formative memories are of the five years his mother spent sick; she passed away when he was only 9.

During this time, Evan's family was appointed a counselor for families of the sick and dying, who made a strong impression on his young spirit.

"Growing up, I knew I wanted to help people and be a therapist in the same way," Evan remembers.

FINDING HIS HOME

Years later, Evan obtained a bachelor's degree in psychology and was accepted to graduate school. He was headed toward becoming a doctor of psychology.

"But I wasn't totally ready. When I was at USC, all my friends majored in music and film, and I considered changing majors, but I was too far into it, and that was not an option."

Evan finished his degree, but he pursued his love of the arts. For the next four years, he worked at Music Trader, a used CD store in San Diego, surrounded by friends and music.

"I had the time of my life. I don't think my dad was too excited about it, though," Evan says with a laugh.

During that time, Evan's life was once again impacted by illness and death. His former nanny and his aunt, who he was living with at the time, passed away. Evan was reconnected to his heart and a deep desire to be there for others.

"It was at that moment that I started reevaluating what I was doing, where I was going to go."

Evan landed at San Diego Center for Children as a Lead Development Counselor. It was in line with the type of work he thought he'd do all along. For four years, he assisted children and their families in the toughest of circumstances.



FAMILY HIGHLIGHT

Evan and his wife, Dawn, have two children, Ace (12) and Rocky (10). Their summers are spent at their beach house in Mission Beach, surfing, riding bikes and playing baseball.

“ I teach my kids, when you make money, no matter how much it is, you can always set aside a little bit. And when it adds up, it can make a difference. We can all make a difference.



C2 photo

...

After four years, Evan again began to sense a shift. He loved his work, but it was taxing, and the pay was low. He wanted to start a family and stay in San Diego — a tall order given his current position. After considering more schooling for business, he decided to give a career in real estate a shot. That was 2004.

GIVING BACK THROUGH REAL ESTATE

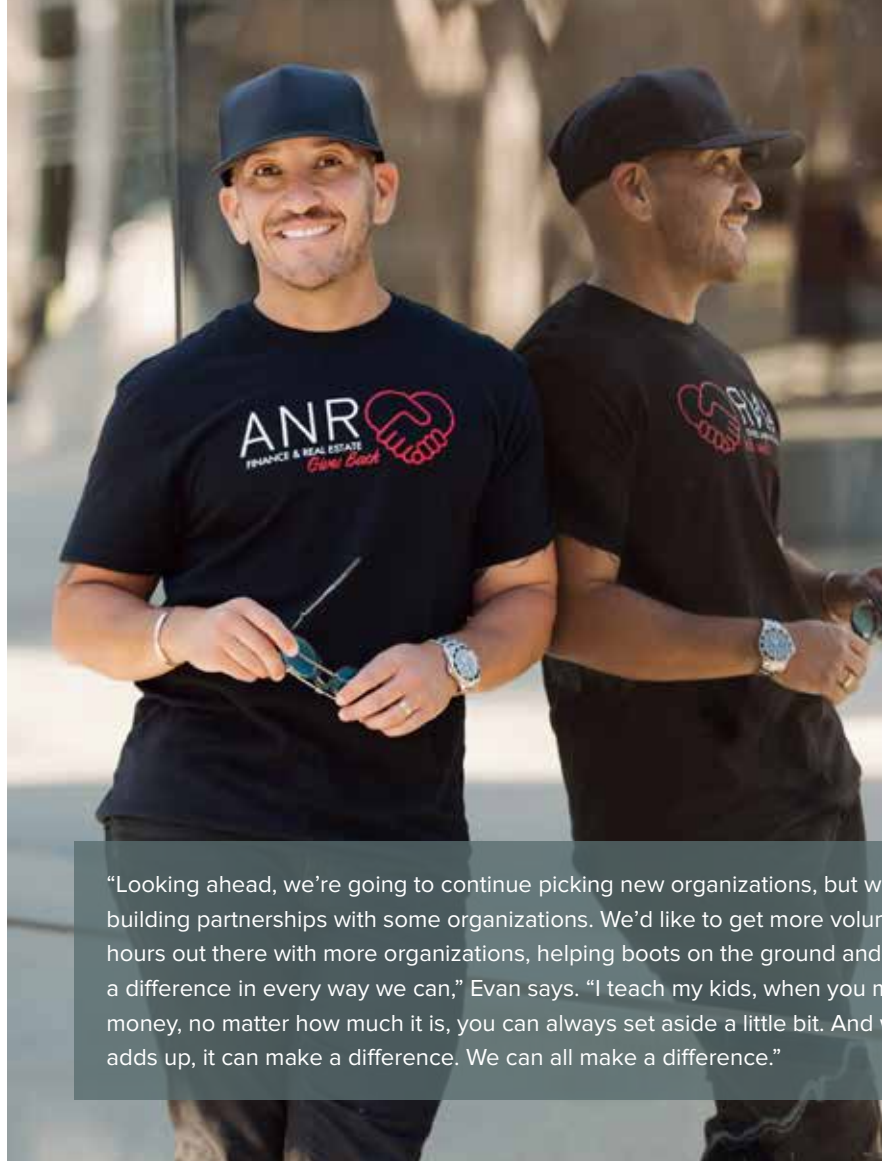
Evan has now been thriving in real estate for nearly 20 years.

“I love it because I’m educating people on how to find stable homes and then helping people grow their real estate portfolio. It’s great to be a part of people’s lives in the way we get to. Residential real estate is very personal.”

Evan hasn’t forgotten his love for giving back to those in challenging circumstances. Last year, he implemented a program at his business, ANR Finance + Real Estate. A portion of the profit from every deal is set aside, and the team selects a nonprofit to donate the funds to.

“I missed getting to do community work and involvement,” Evan explains. “So here we are.”

Two of the organizations that Evan and his team have supported thus far are The Positive Movement Foundation, a local nonprofit committed to supporting and empowering underserved and at-risk children and youth, and the San Diego Hunger Coalition, an organization that seeks to end hunger in San Diego County through research, education and advocacy.



“Looking ahead, we’re going to continue picking new organizations, but we’re also building partnerships with some organizations. We’d like to get more volunteer hours out there with more organizations, helping boots on the ground and making a difference in every way we can,” Evan says. “I teach my kids, when you make money, no matter how much it is, you can always set aside a little bit. And when it adds up, it can make a difference. We can all make a difference.”



Evan and his wife, Dawn, at a Positive Movement event

The Positive Movement Foundation will be hosting their second annual Cocktails for a Cause: A Tribute to the Roaring '20s on Saturday, Oct. 1, from 6 to 11 p.m. at the Joan Waitt La Jolla Estate. The evening will include unique hot air balloon experiences, cocktails, bites, live music, and a live and silent auction.

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▶ agent of change

Sheri Jones



Broker/Owner,
S.A.K.K Realty

KEEP GOING. KEEP GIVING.

Sheri Jones, broker/owner of S.A.K.K Realty, gives back to her family, her team, military movers and the San Diego community with her whole heart. It's a lot to juggle, but she does it with grace and determination. She's showing us just how to show up for everyone around you.

Sheri is a California native and previously held a successful career in property management accounting. After years in the property management field, Sheri's former employer suggested she become a REALTOR®, and she took the opportunity. She finished the course and earned her license in 2013.

Sheri continued working as an accountant full-time while learning everything she could about real estate. "I was ready for something else. My agency hadn't given me much, and I wanted to do my own thing," she detailed. Sheri took advantage of a California real estate law that gave her a broker-level license as a product of her bachelor's degree in accounting.

"I am self-taught. I taught myself everything I could about real estate, so I just decided to go for it," she said. By combining the letters of her name and her daughter's names, Sheri founded S.A.K.K Realty in 2017. She continued holding both roles for several more years.

In 2020, right before COVID-19 hit, Sheri decided to give full-time real estate a shot. "I was ready to be out of the corporate world, so I told my husband to give me six months to really get real estate going full time. I said, 'If it doesn't work out, I'll go back to accounting.'"

It's more than worked out. In the last two years, her business has grown tremendously, and she's become one of the top agents in the area. Sheri now has a team of six agents, and together, they close more than 80 transactions.

"We're a big family. It doesn't feel like a real estate office; it feels like the people that you'd want to hang out with," she said. "They're incredible, and I'm so thankful

for them. We work hard, but we have a lot of fun together, too." Sheri has become a dedicated leader and is willing to give so much of herself to help them be successful.

Sheri has built her business by serving the military community. "I'm a military spouse, so I relate to military families," Sheri said. Sheri's husband, J., has served 20 years in the Marines, and she knows just what that means for homebuyers and sellers.

"About 95% of my business is VA clients," she said. "I'm a certified MRP — a military relocation professional. I'm trained to help families move to San Diego if this is where their next orders are. Many have never been here, and a lot of them have to buy a house before they're even in the state."

"I know the military areas of the city, and I know what to look for. We've become really good at things like virtual tours and helping people decide on homes and schools from somewhere else," she said.



Sheri with the founder of OHL, April Lester, after receiving a proclamation from the county naming May 24 Open Heart Leaders Day.

When it comes to military relocation, Sheri and her team offer a full-service move. "We do it all," she detailed. "Often, the family is across the country, and they know no one here. So not only do we help them find a good house and negotiate their loan, but we also do things like set up electricity and help with movers. We're as full-service as you can find."

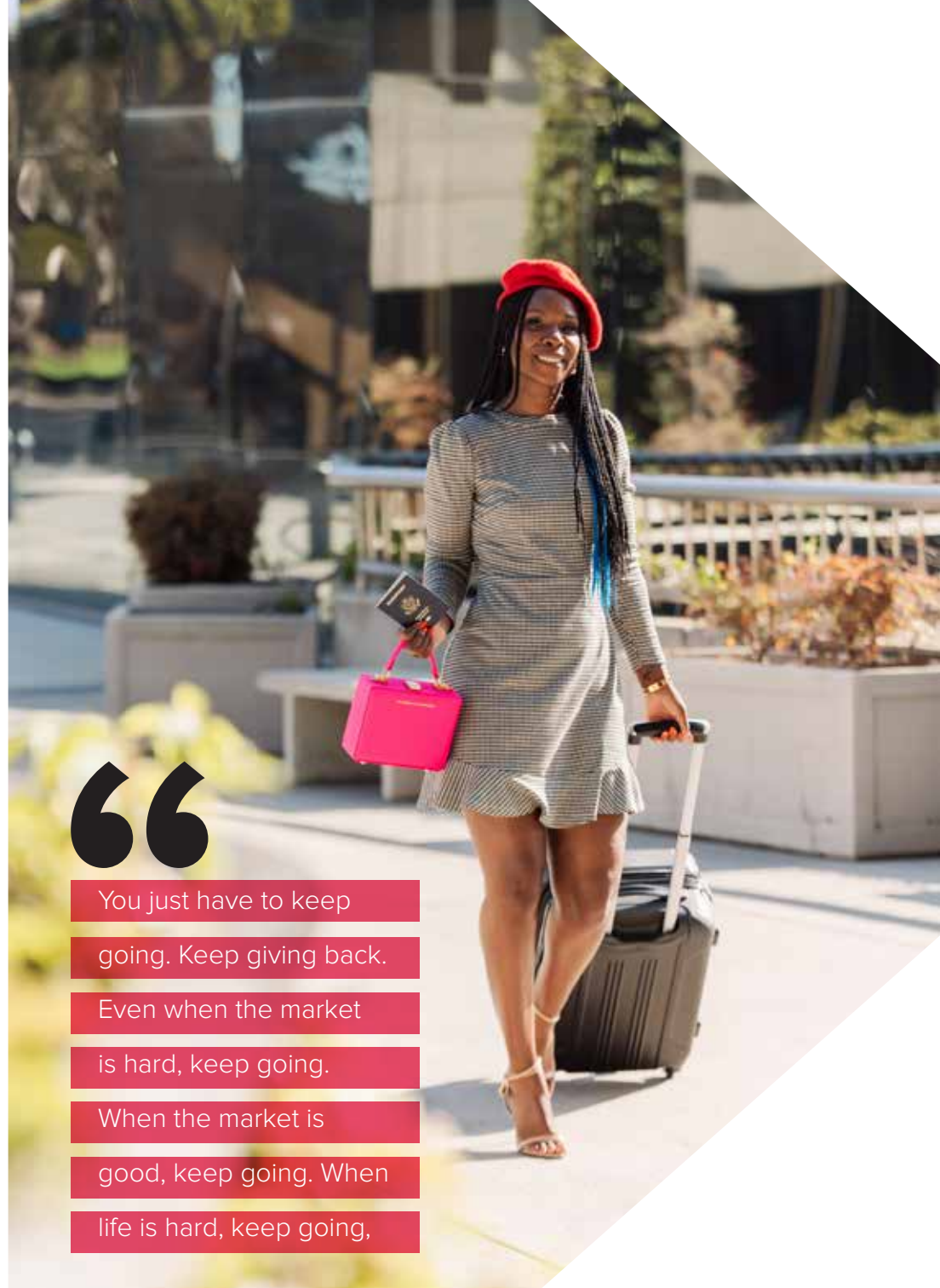
If serving her team and clients wasn't enough, Sheri is also passionate about giving back to the city that has given her so much. Sheri is the executive treasurer on the board of Open Heart Leaders (OHL) — the only African American female-led organization in San Diego providing full wraparound services focused on mental health and education for school-aged kids and adults.

"I remember being a student with no outlet. I know how hard that can be," Sheri said. "That's why I'm passionate about this organization. Seeking mental health services is so taboo. We're trying to change that." Sheri leads the financial side of the organization and is also in the process of helping to purchase a building to facilitate their work.

Recently, the work of Open Heart Leaders became even more important to Sheri. "My childhood friend, Jineal — a friend I'd had since I was 11 — died by suicide. She had fought depression since she was a kid with little support; she just couldn't fight anymore. Maybe if she had something like OHL, she would still be here," Sheri said.

Serving others is just what Sheri does, and serving her family is her No. 1 priority. Sheri's husband, J., is currently overseas, serving a one-year stay in Bahrain, leaving the household obligations to her alone. Sheri and J. have a blended family of five kids — Amya, J. Jr., Taylor, Keira and Kayla.

Sheri loves to travel and collect stamps along the way — 16 so far, with South Africa and Paris being her



“

You just have to keep going. Keep giving back. Even when the market is hard, keep going. When the market is good, keep going. When life is hard, keep going,

favorites. She feels lucky to have seen many beautiful places in the world. She can't wait to continue to check off more places over the years.

Sheri somehow manages to balance all of this with a smile on her face. Her clients love her, as do her family and the other members of the OHL organization. Sheri notes she feels overwhelmed at times but said, "It's a good kind of overwhelmed; it means I have a lot of good things in my life."

"You just have to keep going. Keep giving back. Even when the market is hard, keep going. When the market is good, keep going. When life is hard, keep going," she counseled.

It's this very commitment to her family, her work and her team that has made Sheri Jones an agent for good in our community.

Connect with Sheri at www.sakkrealty.com.

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FIX-AND-FLIP ~~Rent~~

RIDING THE RENTAL WAVE

GRAPPLING WITH TODAY'S HOUSING MARKET ADDS A NEW TWIST TO REAL ESTATE INVESTING: FIX-AND-RENT

by Joe Lima, CIVIC Financial Services

Yes, the fix-and-flip strategy is still very much alive, however, shifts in the market have many investors fighting for their profit margins. While fix-and-flip is the best bet if you're looking to make money quickly, rental properties will serve to grow your wealth over time with a long-term cashflow — and now, more than ever, is the time to consider this strategy.

Whether you're new to the rental property world, or a seasoned vet, you can expect the strategy to yield slow but steady returns. The beauty of renting out the houses that you renovate is that once the renovations are complete, the time comes to sit back and collect passive income. The rewards of this approach come hand-in-hand with the flexibility to pivot with the market.

For real estate investors who have been in the fix-and-flip lane, this can be the perfect opportunity to diversify strategies for longer-term gains. Especially in light of market shifts that make it extremely difficult to acquire properties for fix-and-flip, this pivot poises real estate investors for success.

If you choose to renovate an existing rental property, or if you decide to acquire a new property altogether, here are some important factors to keep in mind when it comes to overall profitability:

FINANCING: While banks won't often finance homes in need of major repairs, Private Money Bridge Loans provide you with short-term financing along with funds to cover the rehab costs. This allows you to purchase a property, renovate it, and get it rental-ready. From here you can refinance the property into a long-term loan with a lower rate and begin establishing rental income.

INTO THE GREEN: When you bundle financing, property management fees, and everything in between, the ultimate goal is for your profits to exceed your expenses. While the path is undoubtedly slower than the instant gratification of a flip, keeping your eye on this prize means making your way to living entirely on passive income.

"NO VACANCY": When holding properties as rentals, the property value traditionally goes up with home appreciation. Tap into and pull cash out on the established equity and use those funds to acquire additional rental properties, fund property renovations or use towards other business purpose expenses.

TAX BREAKS: You can look forward to getting some tax breaks by deducting expenses related to maintaining and operating your property, so be sure to consult with a tax specialist familiar with rental properties. What's even better? You'll avoid having to pay heavy capital gains taxes as you ordinarily would when you flip a property.



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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Martin Correia

Compass

agent of change

By: Zach Cohen | Photos By: Brand You Photography

THE GIFT WITHOUT THE GIVER IS BARE

“My happy place is giving back.”
— Martin M. Correia

Growing up in Point Loma, Martin Correia was engulfed by community life. He grew up in the final years of the thriving fishing community, surrounded by family and Portuguese culture. The culture Martin experienced was rich, from the language to the food to the customs, and giving back was woven into the fabric of the community.

“Being raised in Point Loma, it was a real partnership between the people and industry that fostered an incredible fishing industry. And within that, it was such a hard profession, a profession that had a high level of injuries and deaths. So life was valued,” Martin reflects. “My love for giving back — it started with them. It started with the Portuguese community here in San Diego. I was born into it. I never was raised to understand anything else. So much of my moral compass came from those experiences.”

Martin considered it a right of passage to give back to the community, and those values have stayed with him decades later.

Spreading his Wings

Some of Martin’s earliest community involvement was directly through the Portuguese community. As he got older, he became involved in boards and nonprofits beyond that community.

In 1994, he and five other men founded Gentlemen’s Alliance, a philanthropic group focused on giving back to women and children through organizations such as Mama’s Kitchen, the Cortez Hill Family Center, the Polinsky Children’s Center, the local YMCA and Boys & Girls Clubs of America.

“That was my first taste in understanding that I had a skillset to help future organizations. When taking a concept to reality, it has to have structure. Someone has to roadmap this out to understand how to become successful, and I realized I was good at that work. While it may not be incredibly glamorous, I enjoyed it. So that’s where it all started,” Martin explains.



In the 28 years since the founding of Gentlemen’s Alliance, Martin has made a name for himself through his work supporting organizations seeking to establish a clear vision statement. He’s been on the board of about 20 organizations throughout his 30 years of service.

“My value is creating boards or supporting boards and organizations looking for direction, trying to establish a mission statement that best represents them, getting their legs underneath them so they can focus ... on the operational focus of the organization,” Martin says.

Sharing in the Gift of Giving

Martin’s favorite quote is, “It’s not the gift that we give but what we share, for the gift without the giver is bare.” To him, this quote acknowledges that giving is about more than the quantitative value of a gift; giving is also about the energy of generosity shared by the giver and the receiver.

“It’s not so much about a tangible gift but paying it forward in life and knowing that when you ‘pay it forward,’ what you receive in return is much greater,” Martin says.

Today, Martin serves on the Board of Regents for Cathedral Catholic High School of San Diego. He also runs an

“

I feel so fortunate that I get the opportunity to sell the greatest city on Earth. I recognize if it weren’t for this city, I wouldn’t be doing what I’m doing and having a career that I love.

annual Christmas toy drive, a program he started over 28 years ago.

“[At the toy drive, I still surprise] all in attendance as de facto Santa Claus,” Martin quips. “For me, serving Cathedral Catholic is motivating, not only because it is my alma mater, but because I remember the challenge of being a

...



they have a 6-year-old son, Martin Jr., who Martin Sr. lovingly refers to as “the apple of his eye.”

“I had to step away from being so involved in various organizations so I could create an environment and foster my own family and everything it deserves. If I didn’t take a break from it all, I would not have found my wife, Dominica — no doubt. I did not allow any space for that before. To find a woman I love and create a family — I am so humbled by having such a wonderful family dynamic,” Martin says.

Now that Martin Jr. is school-aged, Martin Sr. is stepping back into philanthropic work more fully. Martin hopes to instill in his son the same spirit of giving back that his parents and community instilled within him.

“The future comes with aligning myself with organizations that recognize my abilities and passion for helping others. The future is allowing me to go back and do what I really love, showing my son through the examples I set, instilling that same importance of giving that my parents did. ... [I am] always striving to earn my moniker as San Diego’s Favorite Son.”



teenager, and the pressures have only grown insurmountably. To have an environment that is safe, where kids are challenged athletically, academically and spiritually, is huge.”

A Life Well-Lived

Alongside his philanthropic work, Martin has run a thriving real estate business since 2006. He leads San Diego’s Favorite Team, a group that has already surpassed last year’s sales volume just eight months into 2022, with over \$28 million sold. Martin has coined himself San Diego’s Favorite Son.

“I feel so fortunate that I get the opportunity to sell the greatest city on Earth,”

Martin smiles. “I recognize if it weren’t for this city, I wouldn’t be doing what I’m doing and having a career that I love.”

In recent years, Martin has put renewed focus on family and personal life. After so many years of philanthropic work, he recognized a desire to have a family. He also realized he didn’t have the time to properly foster healthy and loving relationships. So, he took a small step back from philanthropic work to focus on his personal life.

He and his wife, Dominica, have been married for seven years, and

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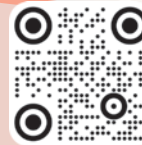
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FOUNDATION ESCROW

masud sarwary & maria sarwary
simplifying the escrow process

When it comes to escrow, why become bogged down with endless paperwork and lengthy transactions? Enter Foundation Escrow. As their slogan says, “We make buying and selling simple.”

Masud Sarwary, the CEO of Foundation Escrow, took over the company and has been working there since 2007. He works with his sister, Escrow Officer Maria Sarwary, who oversees the operations of the business.

“Maria has been with me since day one,” says Masud. “She does a little bit of everything.” Working hand in hand with her clients, Maria helps them throughout the transaction.

Revolutionizing the Process

“Escrow, for me, is making buying and selling simple,” says Masud. “The whole escrow process is so archaic. We want

to make that process very easy and efficient for buyers and sellers.” He and his team work with a lot of first-time buyers and sellers and simplify the process for them.

“We’ve done that with our technology, our processes and with our people. We have made the escrow process simple,” explains Masud. Not only have they been paperless for over 10 years, but they also use different software and systems through DocuSign and use an app to simplify their process.

Maria comments, “It’s nice to have a successful closing and receive feedback from buyers, sellers and agents.” The process



“
The whole escrow process is so archaic. We want to make that process very easy and efficient for buyers and sellers.”

Maria Sarwary

▶ partner spotlight
By: Elizabeth McCabe
Photos By: Brand You Photography



Masud and Maria with their mom, Shafo



goes smoothly for all parties involved, which is also due to the positive culture at Foundation Escrow.

Happy Employees Equals Happy Customers

“It’s a family here,” says Maria. “Everyone is so happy to come to work, and everyone gets along so well. Culture is something we focus on and look at where we are today. So many people say that this is the best company that they’ve ever worked for and love coming to work. I have some part in creating that, and it’s such a great feeling.”

“Happy employees equal happy customers,” adds Masud, “and we’ve been able to create that.”

Masud and Maria are both family, and they wanted to create a family environment for their escrow agents, which they’ve been able to accomplish. Masud comments, “Everyone here is our Foundation family. We’re very proud of the culture that we’ve created.”

“I’ve heard from team members that we are making the process simple for buyers and sellers, helping our real estate agent, and partnering with them to grow their

business. We’re helping our employees by changing their lives and helping dreams come true for everyone. We are creating more leaders within our industry,” explains Masud.

Maria attributes their positive culture to the fact that people genuinely care about each other, which makes a world of difference.

Communication

In addition to their culture of caring, Foundation Escrow does things differently through communication. Masud says, “Communication and collaboration are our secret sauce.” It provides the best experience for their clients. “I verify and clarify everything, which creates a great culture and atmosphere.”

Communication enables REALTORS® and clients to know where their transaction stands, providing peace of mind in the process.

Community Service

The dedicated team at Foundation Escrow excels in community service. Masud comments, “Community service is a big part of our company.” Masud is on the board for Peers Network, a nonprofit that gives back to the San Diego community. They connect entrepreneurs locally through philanthropy.

“Several executives and entrepreneurs come together and put on a gala every year, and we give back to local nonprofits of San Diego,” says Masud. “I’ve been doing that for over six years now.” He served as the president last year.

Foundation Escrow also gives back to Rady Children’s Hospital. Masud comments, “We are a big supporter and have been for the past four years. Every year, we put on a charity event.” On Sept. 23, they held their third annual casino night with a masquerade theme at the Vault, making a difference with every dollar for children.

“We have raised over \$250,000 for the NICU at Rady’s Children Hospital,” says Masud. The NICU is near and dear to his heart, especially since he had a premature baby boy named Ollie, who was here for 11 days. “He was here for a moment but left a lifetime of love.”

Masud aims to keep his memory and name alive with an endowment at Rady’s Children Hospital. There is even a

room in the NICU with Ollie’s name on it. Masud’s goal is to raise a million dollars. The secret of living is giving.

Fueled by Family

One thing that Masud and Maria love is their families. Maria jokes, “Our family dynamic is one crazy loud family. We have a total of five siblings. Masud is the oldest. He’s my favorite! We have three girls and two boys.”

Masud and Maria were brought together when their father died. Masud was 18 at the time, and Maria was 8. “Our mom, Shafiga (also known as “Shafo”), showed us the value of hard work, which is shown in our work ethic now and how close we are,” says Maria.

Their family is filled with lots of love, which translates into their company. As Maria says, “We love hard and we play hard.”



Masud Sarwary

“Communication and collaboration are our secret sauce.”

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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2022-Sept 20, 2022

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



Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Laura Barry	33	\$193,385,000	16	\$111,790,000	49	\$305,175,000
2	Jason Barry	28	\$164,569,000	11	\$54,713,000	39	\$219,282,000
3	Erick C Gydesen	183	\$161,190,125	11	\$9,710,000	194	\$170,900,125
4	Justin Tye	225	\$165,812,810	1	\$849,900	226	\$166,662,710
5	Greg Noonan	22	\$97,365,610	10	\$51,475,000	32	\$148,840,610
6	Ben M Braksick	177	\$134,486,264	2	\$1,866,100	179	\$136,352,364
7	Alan Shafran	32	\$44,194,053	62	\$76,718,300	94	\$120,912,353
8	Emma Lefkowitz	52	\$67,139,888	37	\$51,242,000	89	\$118,381,888
9	Gregg R Neuman	87	\$83,882,379	25	\$32,599,288	112	\$116,481,667
10	Eric Iantorno	17	\$76,765,000	8	\$29,217,500	25	\$105,982,500
11	Maxine Gellens	18	\$51,419,150	18	\$46,960,503	36	\$98,379,653
12	Eric T Chodorow	19	\$55,070,165	11	\$42,515,885	30	\$97,586,050
13	Susana Corrigan	16	\$57,455,000	7	\$32,038,000	23	\$89,493,000
14	Min Sun	17	\$24,040,500	39	\$64,329,888	56	\$88,370,388
15	Neda Nourani	22	\$52,318,000	19	\$34,736,700	41	\$87,054,700
16	Caren Kelley	8	\$43,154,000	6	\$40,080,000	14	\$83,234,000
17	Ross B Clark	7	\$50,605,000	6	\$30,970,000	13	\$81,575,000
18	Melissa Goldstein Tucci	45	\$41,279,100	32	\$39,838,770	77	\$81,117,870
19	David Butler	25	\$59,126,004	8	\$19,203,000	33	\$78,329,004
20	Rande Turner	4	\$40,975,000	6	\$35,285,000	10	\$76,260,000
21	Tyson Lund	40	\$56,896,500	13	\$18,854,000	53	\$75,750,500
22	Chad Dannecker	32	\$39,029,450	24	\$35,026,772	56	\$74,056,222
23	Tim Van Damm	11	\$28,950,000	15	\$44,800,000	26	\$73,750,000
24	Lyle Caddell	41	\$45,452,499	23	\$27,547,499	64	\$72,999,998
25	Drew Nelson	12	\$45,857,685	6	\$26,849,000	18	\$72,706,685
26	Jim Bottrell	59	\$48,545,248	28	\$22,550,866	87	\$71,096,114
27	Scott W Aurich	9	\$48,090,000	6	\$22,690,000	15	\$70,780,000
28	Gregg Phillipson	55	\$53,033,600	19	\$17,039,900	74	\$70,073,500
29	Gary M Cashman	53	\$67,090,311	3	\$2,855,000	56	\$69,945,311
30	Farryl Moore	18	\$41,361,950	14	\$28,344,450	32	\$69,706,400
31	Julie Feld	9	\$45,059,000	4	\$22,190,781	13	\$67,249,781
32	Keaton English	69	\$62,267,000	4	\$3,640,000	73	\$65,907,000
33	Linda Sansone	9	\$39,441,000	6	\$25,911,000	15	\$65,352,000
34	Patti McKelvey	45	\$42,857,638	24	\$20,921,600	69	\$63,779,238

Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Jeffrey Nix	70	\$53,213,750	9	\$9,520,000	79	\$62,733,750
36	Kurt Wannebo	24	\$36,289,000	15	\$21,676,000	39	\$57,965,000
37	Brian E Danney	17	\$29,159,850	12	\$28,391,500	29	\$57,551,350
38	Bobby Martins	25	\$28,151,765	26	\$29,392,280	51	\$57,544,045
39	Janice P Clements	12	\$33,646,000	8	\$23,417,760	20	\$57,063,760
40	Kathleen Gelcich	9	\$30,985,000	5	\$24,295,000	14	\$55,280,000
41	Jenny Yin	14	\$15,911,375	26	\$38,611,200	40	\$54,522,575
42	Patrick H Mercer	21	\$31,338,183	17	\$19,783,000	38	\$51,121,183
43	JD Esajian	27	\$34,291,300	17	\$15,773,100	44	\$50,064,400
44	Seth OByrne	13	\$29,954,000	11	\$19,049,000	24	\$49,003,000
45	Gary Kent	31	\$39,339,581	6	\$9,491,000	37	\$48,830,581
46	Jodie Lee	7	\$6,704,000	42	\$42,073,500	49	\$48,777,500
47	Eric S Matz	22	\$32,622,020	11	\$15,749,500	33	\$48,371,520
48	Suzanne M Kropf	17	\$36,074,000	6	\$11,925,000	23	\$47,999,000
49	Gregg G Whitney	10	\$30,639,500	7	\$16,961,777	17	\$47,601,277
50	Brett A Combs	6	\$32,175,000	5	\$15,408,525	11	\$47,583,525

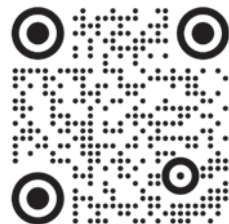
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TOP 200 STANDINGS

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

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



Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Steven E Cairncross	10	\$28,796,000	6	\$18,716,000	16	\$47,512,000
52	Dane Soderberg	11	\$29,495,000	7	\$17,845,000	18	\$47,340,000
53	Mike Blair	60	\$42,105,699	8	\$5,188,500	68	\$47,294,199
54	Cheree Bray	29	\$31,711,200	13	\$15,392,000	42	\$47,103,200
55	Denny Oh	23	\$26,074,500	15	\$20,915,500	38	\$46,990,000
56	Kip Boatcher	8	\$28,179,000	4	\$18,775,000	12	\$46,954,000
57	Talechia L Plumlee-Baker	12	\$30,500,000	5	\$16,250,000	17	\$46,750,000
58	Jeff Rosa	32	\$31,410,750	14	\$14,917,900	46	\$46,328,650
59	Nicolas Jonville	39	\$46,125,316	0	\$-	39	\$46,125,316
60	Donna Medrea	5	\$25,530,000	4	\$20,380,000	9	\$45,910,000
61	Jack Archie	11	\$13,123,237	5	\$32,080,000	16	\$45,203,237
62	Lindsay Dunlap	9	\$20,498,000	9	\$24,705,000	18	\$45,203,000
63	Scott Union	6	\$17,860,000	8	\$26,630,000	14	\$44,490,000
64	John C Reeves	43	\$33,752,630	12	\$10,345,000	55	\$44,097,630
65	Delorine Jackson	5	\$23,650,000	5	\$20,000,000	10	\$43,650,000
66	Edith Salas	11	\$27,892,500	6	\$15,560,000	17	\$43,452,500
67	Mike Aon	21	\$23,817,800	15	\$19,504,334	36	\$43,322,134
68	Dino Morabito	10	\$28,261,250	6	\$14,911,250	16	\$43,172,500
69	Jesse Ibanez	24	\$23,418,500	21	\$18,964,189	45	\$42,382,689
70	Carlos Gutierrez III	19	\$29,004,000	7	\$13,309,000	26	\$42,313,000
71	Gwyn Rice	9	\$34,412,000	2	\$7,885,000	11	\$42,297,000
72	Tracie Kersten	17	\$21,978,250	10	\$20,067,000	27	\$42,045,250
73	Ixie Weber	30	\$35,095,000	6	\$6,819,000	36	\$41,914,000
74	David Miller	4	\$8,537,500	5	\$33,320,000	9	\$41,857,500
75	Craig Lotzof	5	\$23,787,000	4	\$17,782,000	9	\$41,569,000
76	Sean Zanganah	15	\$16,757,281	20	\$24,712,000	35	\$41,469,281
77	Elizabeth Reed	7	\$19,341,008	9	\$21,767,500	16	\$41,108,508
78	Chris Heller	40	\$31,737,800	9	\$8,094,900	49	\$39,832,700
79	Ray Shay	13	\$29,185,476	6	\$10,620,700	19	\$39,806,176
80	Scott Appleby	2	\$4,515,000	11	\$35,289,250	13	\$39,804,250
81	Chase Cromwell	36	\$30,411,711	12	\$9,342,500	48	\$39,754,211
82	Catrina Russell	16	\$24,575,578	11	\$14,775,000	27	\$39,350,578
83	Salvatore W Cefalu	20	\$20,976,080	13	\$18,327,000	33	\$39,303,080
84	Robert Antoniadis	13	\$26,726,000	6	\$12,525,000	19	\$39,251,000

Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Mukesh K Jain	4	\$5,936,500	21	\$33,283,307	25	\$39,219,807
86	Felicia Lewis	8	\$17,320,000	8	\$21,031,000	16	\$38,351,000
87	Sean Caddell	5	\$18,223,425	8	\$19,913,430	13	\$38,136,855
88	Steven Lincoln	10	\$20,114,777	11	\$17,825,000	21	\$37,939,777
89	Tyler Hagerla	20	\$19,012,210	19	\$18,848,010	39	\$37,860,220
90	Michael Najjar	26	\$21,526,300	22	\$15,131,000	48	\$36,657,300
91	Rick Sauer	20	\$32,559,000	4	\$3,892,000	24	\$36,451,000
92	Brett Dickinson	5	\$29,600,000	2	\$6,600,000	7	\$36,200,000
93	Sarah Scott	15	\$19,259,500	14	\$16,871,500	29	\$36,131,000
94	Jim McInerney	12	\$17,373,000	8	\$18,613,999	20	\$35,986,999
95	Laura Sechrist Molenda	6	\$7,178,000	13	\$28,668,000	19	\$35,846,000
96	Bern McGovern	3	\$4,033,000	20	\$31,812,923	23	\$35,845,923
97	Julie Houston	15	\$28,174,616	4	\$7,600,000	19	\$35,774,616
98	Jennifer B Anderson	11	\$24,302,244	9	\$11,040,000	20	\$35,342,244
99	Sean Barry	5	\$19,885,000	4	\$15,330,000	9	\$35,215,000
100	Jonathan Mann	26	\$27,106,000	1	\$8,100,000	27	\$35,206,000

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TOP 200 STANDINGS

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

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



Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Dan Conway	14	\$26,649,245	6	\$8,404,900	20	\$35,054,145
102	Robert J Colello	13	\$17,487,000	14	\$17,503,500	27	\$34,990,500
103	Melissa Steele	16	\$13,297,000	21	\$21,572,543	37	\$34,869,543
104	Darin Triolo	12	\$16,455,000	16	\$18,185,750	28	\$34,640,750
105	Jonathon E Shea	20	\$22,689,258	10	\$11,879,000	30	\$34,568,258
106	Amy Green	7	\$9,071,800	14	\$25,290,000	21	\$34,361,800
107	Andrew E Canter	2	\$3,480,000	5	\$30,718,750	7	\$34,198,750
108	Melvina Selfani	19	\$16,252,300	19	\$17,529,900	38	\$33,782,200
109	Cideer Saco	9	\$6,237,000	34	\$27,460,000	43	\$33,697,000
110	Mike Cady	3	\$8,150,000	11	\$25,256,500	14	\$33,406,500
111	Joel Blumenfeld	15	\$17,210,168	14	\$16,005,000	29	\$33,215,168
112	Nadia Colucci	12	\$17,922,500	9	\$14,968,500	21	\$32,891,000
113	Skip Reed	7	\$14,150,000	5	\$18,496,000	12	\$32,646,000
114	Joshua Higgins	7	\$8,440,000	16	\$24,054,750	23	\$32,494,750
115	Jana L Greene	9	\$28,583,250	1	\$3,825,000	10	\$32,408,250
116	Judi Reimer	36	\$27,418,205	8	\$4,904,000	44	\$32,322,205
117	Shawn Bengtson	8	\$20,377,900	4	\$11,802,000	12	\$32,179,900
118	Jason J Lee	13	\$23,180,500	5	\$8,985,000	18	\$32,165,500
119	Daniel Greer	8	\$22,136,198	3	\$9,996,000	11	\$32,132,198
120	Amy Jensen	11	\$16,048,000	7	\$15,794,000	18	\$31,842,000
121	Sean Piazza	29	\$31,766,825	0	\$-	29	\$31,766,825
122	Tracey Ross	7	\$14,119,000	6	\$17,644,000	13	\$31,763,000
123	Arianna Schwarz	14	\$15,212,200	11	\$16,466,000	25	\$31,678,200
124	Dan Christensen	18	\$28,526,625	2	\$3,150,000	20	\$31,676,625
125	Ever Eternity	27	\$27,302,499	2	\$4,190,000	29	\$31,492,499
126	Mike Tristani	16	\$22,879,500	5	\$8,427,000	21	\$31,306,500
127	Lindsay Himmel	11	\$22,404,000	4	\$8,711,000	15	\$31,115,000
128	Kyle Murphy	7	\$15,033,000	11	\$16,001,000	18	\$31,034,000
129	Benjamin Hamady	4	\$28,050,000	2	\$2,945,000	6	\$30,995,000
130	Janna Hernholm	10	\$16,620,000	9	\$14,277,000	19	\$30,897,000
131	Jan Ryan	37	\$28,857,500	2	\$2,000,000	39	\$30,857,500
132	Richard Stone	9	\$14,889,000	11	\$15,940,000	20	\$30,829,000
133	Pompeyo Barragan	7	\$14,270,000	7	\$16,177,000	14	\$30,447,000
134	Ilana Huff	14	\$19,250,000	9	\$11,174,614	23	\$30,424,614

Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Nancy Beck	14	\$19,553,500	6	\$10,819,500	20	\$30,373,000
136	Cheryl Li	6	\$8,886,000	17	\$21,447,138	23	\$30,333,138
137	Michelle Walsh-Ozanne	7	\$15,238,000	6	\$15,064,000	13	\$30,302,000
138	Sharon Quisenberry	31	\$26,805,400	5	\$3,410,500	36	\$30,215,900
139	Brad Seaman	15	\$17,658,900	8	\$12,544,900	23	\$30,203,800
140	Kevin J Hall	14	\$25,407,000	5	\$4,763,000	19	\$30,170,000
141	Gary Massa	17	\$25,463,000	3	\$4,665,000	20	\$30,128,000
142	Guy M. Ravid	3	\$5,117,000	5	\$24,565,000	8	\$29,682,000
143	Adam R Loew	6	\$19,185,000	5	\$10,295,000	11	\$29,480,000
144	Miguel Nunez	18	\$23,244,500	5	\$6,031,500	23	\$29,276,000
145	Anne Schreiber	15	\$29,230,751	0	\$-	15	\$29,230,751
146	Peter Middleton	14	\$19,318,500	2	\$9,850,000	16	\$29,168,500
147	Michelle Liu	4	\$5,070,000	6	\$24,033,375	10	\$29,103,375
148	Omid Maghamfar	9	\$10,309,000	18	\$18,745,825	27	\$29,054,825
149	David M Rudd	12	\$12,399,000	17	\$16,649,000	29	\$29,048,000
150	Jennifer Janzen-Botts	4	\$14,429,000	2	\$14,600,000	6	\$29,029,000

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TOP 200 STANDINGS

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

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



Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Linda Lee	13	\$11,325,000	14	\$17,691,000	27	\$29,016,000
152	Bryan Devore	25	\$24,877,000	3	\$3,970,000	28	\$28,847,000
153	Jeremy Beauvarlet	29	\$28,684,100	0	\$-	29	\$28,684,100
154	Whitney S Peysler	6	\$17,490,000	5	\$11,184,047	11	\$28,674,047
155	James Jam	9	\$20,086,000	5	\$8,585,000	14	\$28,671,000
156	Krista S Sozinho	3	\$11,450,000	4	\$17,200,000	7	\$28,650,000
157	James Nelson	8	\$7,310,000	15	\$21,310,430	23	\$28,620,430
158	Julia Maxwell	3	\$5,555,000	6	\$22,840,000	9	\$28,395,000
159	Benny Landman	4	\$11,375,000	4	\$17,017,000	8	\$28,392,000
160	Linda Moore	13	\$19,236,264	7	\$9,069,000	20	\$28,305,264
161	Rachael L Kaiser	2	\$5,760,000	10	\$22,543,000	12	\$28,303,000
162	Vince Moon	6	\$8,540,000	12	\$19,746,500	18	\$28,286,500
163	Sandra Zambito	19	\$18,989,999	11	\$9,134,900	30	\$28,124,899
164	Jim Carmichael	29	\$24,839,800	3	\$3,275,000	32	\$28,114,800
165	Angela Meakins	5	\$20,500,000	3	\$7,593,000	8	\$28,093,000
166	Mark M Marquez	14	\$22,293,782	5	\$5,743,262	19	\$28,037,044
167	Matt Battiata	21	\$22,182,150	6	\$5,841,000	27	\$28,023,150
168	Gloria Silveyra-Shepard	2	\$9,775,000	8	\$18,238,500	10	\$28,013,500
169	Marc Lipschitz	4	\$17,635,000	2	\$10,375,000	6	\$28,010,000
170	Charles N Wheeler	26	\$19,686,000	6	\$8,258,000	32	\$27,944,000
171	Patrick S Cairncross	4	\$7,973,750	9	\$19,930,677	13	\$27,904,427
172	Denis Dolginov	21	\$23,735,400	3	\$4,115,000	24	\$27,850,400
173	Olga Lavallo	7	\$18,039,000	3	\$9,655,000	10	\$27,694,000
174	Robert O Andrews	6	\$15,075,000	5	\$12,595,000	11	\$27,670,000
175	Diana R Dupre	4	\$13,590,000	6	\$13,790,000	10	\$27,380,000
176	K. Ann Brizolis	5	\$26,190,000	1	\$1,150,000	6	\$27,340,000
177	Bree Bornstein	4	\$9,525,000	4	\$17,725,000	8	\$27,250,000
178	Michi Suzuki	12	\$19,080,000	8	\$8,130,000	20	\$27,210,000
179	Albert Apuzzo	6	\$13,765,000	5	\$13,435,000	11	\$27,200,000
180	Voltaire Lepe	12	\$8,325,000	29	\$18,793,000	41	\$27,118,000
181	Shawn Rodger	5	\$24,982,375	1	\$1,995,000	6	\$26,977,375
182	Olga Stevens	4	\$10,770,000	5	\$16,190,000	9	\$26,960,000
183	Susan C Mullett	24	\$26,929,984	0	\$-	24	\$26,929,984
184	Luis Carranza	0	\$-	7	\$26,865,000	7	\$26,865,000

Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Kristin K Slaughter	5	\$10,410,000	6	\$16,450,000	11	\$26,860,000
186	Steve Caudill	16	\$17,008,600	9	\$9,788,500	25	\$26,797,100
187	Mina Kawage Balsa	1	\$11,466,667	2	\$15,266,667	3	\$26,733,334
188	Blake Cory	16	\$12,885,000	21	\$13,580,900	37	\$26,465,900
189	Lee Shaprut	6	\$7,622,000	11	\$18,836,000	17	\$26,458,000
190	Justin Shokoor	0	\$-	31	\$26,386,000	31	\$26,386,000
191	Michael J Wolf	14	\$13,285,860	13	\$12,887,700	27	\$26,173,560
192	Joshua Kim	10	\$14,117,000	9	\$12,022,000	19	\$26,139,000
193	Logan N Henry	13	\$13,493,000	10	\$12,611,500	23	\$26,104,500
194	Traci Bass	8	\$6,875,000	6	\$19,190,000	14	\$26,065,000
195	Lori Barnett	9	\$17,331,700	3	\$8,685,000	12	\$26,016,700
196	Lisa Schoelen	2	\$5,665,000	5	\$20,315,000	7	\$25,980,000
197	Brian Guiltinan	4	\$25,905,000	0	\$-	4	\$25,905,000
198	Mike McCurdy	5	\$13,635,000	6	\$12,230,000	11	\$25,865,000
199	Brian Connelly	9	\$24,650,000	1	\$1,150,000	10	\$25,800,000
200	Arlo Nugent	23	\$24,905,800	1	\$892,000	24	\$25,797,800

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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