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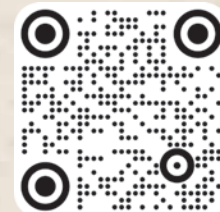
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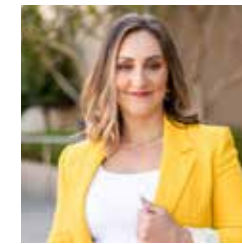
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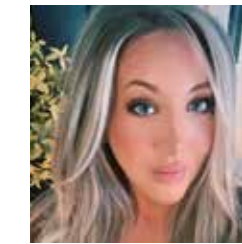
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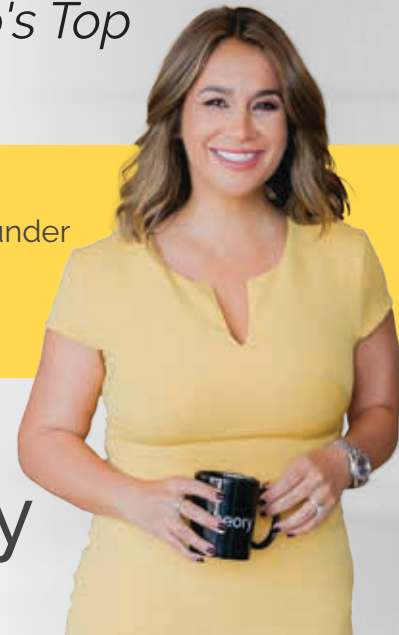
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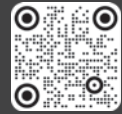


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Teamwork for the WIN

Building a team can be a tricky thing, and assembling the right team is an even more elusive challenge. One must consider multiple working dynamics, synergy among its members and, of critical importance, the team's motivation and mission.

Born of the desire to serve real estate professionals, investors, buyers and sellers at the highest level, both in the servicing and closing of their transactions, as well as in accelerating growth in the practices of their partners, the Ryan Lipsey Team certainly has their work cut out for them.

UP TO THE TASK

Despite this ambitious calling, Ryan, Katie, Haylie and Shelby feel they're up to the challenge. What began as the right people on the right team has organically morphed into the right people working in the right role on the right team, and it's made all the difference.

Seamless servicing of the "day-to-day" alarms, challenges and obstacles that arise naturally in the real estate closing environment, combined with the "hands-on," timely communication with clients and throwing in a tireless effort to supply research, data and outreach support — it all adds up to the quality customer service experience that brings agents back for more.

KATIE



Ever vigilant in her care for the barrage of inbox communication, meticulous oversight of the team's calendar and ceaseless follow-up to ensure all parties have what they need from our team, the title unit, customer service department and all other moving parts of the transaction, it's easy to see why not much would happen according "to plan" without Katie Methey. Her years of work in the title unit and customer service department groomed her perfectly for the "eye in the sky" on the Ryan Lipsey team. Whether it's a title issue gone haywire or an urgent answer needed on funding, Katie is at her best when the volume is turned up and pleasant in her dealings as she ensures everyone has received what they've needed. She's quite simply the glue that holds the team together.

HAYLIE



No aircraft, car, boat or train could get far without an engine, and in the case of Haylie Collier, she's got sufficient energy and enthusiasm to fire a rocket ship! Grounded in an authentic desire to help her clients win big in their businesses, whether in client nurture, new client outreach, servicing transactions or groundbreaking ideas for leveraging new technologies or tactics, Haylie goes the extra mile to be a student of the business. Constantly listening to a business and personal growth book or a marketing or positivity podcast, Haylie stays on the cutting edge of the industry's successful growth campaigns and is able to deliver the best, most pragmatic strategy that will really move the needle for the client. If there's a strategy, app, tool or campaign that will help our agents gain traction in their real estate practice, chances are Haylie knows about it and can teach us all how to use it.

SHELBY

With permit and property data inquiries galore pouring in from Katie's desk and Ryan and Haylie running around originating a steady pipeline of data, research and resource requests, it's a wonder how Shelby can juggle it all and manage to supply thorough, detailed reports to those in need. Oh yeah, she also manages Ticor app sign-ups, renewals, social media content and videography for the team. ... That's a full hat rack with all roles she plays on the team. Diligent in her work, she turns chaos into concentrated results, a mere happy hour into documented content (with a full complement of GIFs), and manages to track down the city and county for concrete answers to murky questions. She's certainly found her role and helped shape it to fit her style and allow her to work to her strengths. If you need it found, organized and sorted correctly, or amplified on all social media channels for all to see, Shelby's the one you need.



RYAN

Jumping in to lend a hand in all aspects of the team — administrative, sales-related or data-driven — Ryan leads the team from the front. Primarily active in nurturing current clients and opening the door to new relationship opportunities, he spends most of his day on the phone. Surveying the landscape for any necessary team course correction, identifying and seizing opportunities for growth, and a committed search for ways to bring more value to clients — when he's not talking on the phone with clients, he's learning from them or a podcast on how to help agents, or a seminar, etc. He leads with gratitude for the team that works so hard to help so many, and you'll hear him say that all he gives to the team in slices, he gets back in loaves.



MISSION

The mission is clear: To help as many agents as they can go as far as possible. The team has accepted this mission with a powerful mindset of resilience, solution-based thinking and positivity, which has become their calling card in the industry — POSITIVITY. More than a team, a little closer to family, Ryan, Haylie, Katie and Shelby will continue to hone their skills to ensure that their customers' needs are met and exceeded. Give them a try. You'll be glad you did.

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carlos elizondo

▶ man on the move
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shopping sd houses

DISCIPLINE, MINDSET AND SCALABILITY



"I love scaling. It's been the same story with every business. I've learned if you are disciplined, passionate and willing to go through the pain, it's always possible."

It seems Carlos Elizondo was a born businessman. His entrepreneurial career began when he opened his first brick-and-mortar cell phone store at just 20 years old. Since then, he has made a habit of scaling businesses quickly and efficiently.

In 2019, Carlos began his real estate career, and over the past three years, he has applied the same principles to his real estate business. He started as a solo agent, but three years later, he's leading Shopping SD Houses, a team of 26 agents and counting.

Despite his repeated business success, Carlos doesn't have a next project in his sights. Instead, he's focused solely on real estate. He believes he has found the business that has become his true calling.

Beginnings

Carlos' professional career began selling cell phones for Sprint, where he quickly ascended to the top of the company's sales ranking.

"The income was good, but I thought, 'Why don't I try opening my own business?' After some success, I quit my job and went fully in, starting my first store," he explains.

...



"People are rarely celebrated. I believe everyone deserves to be glorified for their achievements, and that's what I do."

...

By the time Carlos was 25, he owned eight stores, but shifting economic conditions and an untimely broken leg would lead him to reassess his path forward.

“I faced the sad realities of every business. Not everything is forever. That cycle came to an end. That was before the huge e-commerce business where people started buying everything online, and slowly that began taking some of my market share. I didn’t prepare myself for that moment, so things dwindled,” Carlos explains. “At 26, I broke my leg in a motorcycle accident. I had a one-year recovery. During this time, I had to start shutting stores down.”

Another Door Opens

When one door closes, another opens. Carlos sold the remaining pieces of his cell phone business and began to assess his options. In the meantime, he got interested in short-term rentals. The first place he rented was his own.

“I was crutching around from my house to my girlfriend or brother’s house anytime my house got rented. I was couch surfing on crutches,” Carlos laughs. “I started acquiring more places and rentals. I started managing short-term rentals, and it scaled up really fast — up to 50 units I was managing, owning and subletting. It became easy. I mastered it in two years.”

Carlos began spending time with more people in the real estate business during this time. He felt he could offer something that was lacking in the industry.

“I saw all these REALTORS® closing deals, but I thought there was a missing gap with appreciation for the client. I ran with that, and that’s what’s made my brand — giving back



“

It’s 99% people and 1% homes. Yeah, we’re selling homes, but what you’re really selling is the trust, the relationships, the communication. What really matters is the connection.”

”

to my clients. I saw an opportunity to have fun, to do something exciting, and to give back.”

In 2021, Carlos closed 52 homes for \$34 million personally. He also grew his team from three agents to 26 from 2021 to 2022, and today, most of his energy is spent supporting and developing his team. Through Aug. 1, 2022, Shopping SD Houses has closed upward of 120 transactions year-to-date.

It’s All About Appreciation

Carlos understands he’s in a people business driven by emotion.

“It’s 99% people and 1% homes. Yeah, we’re selling homes, but what you’re really selling is the trust, the relationships, the communication. What really matters is the connection.”

This people-focused approach has led Carlos down a unique path. He’s all about celebrating the client at every step along their homebuying journey.

“I give my clients TVs [and] a huge celebration with champagne, food and music for buying a house — the whole thing,” he says. “We’re all about celebration and hype. What we sell is an emotion. We celebrate every step along the way.”

Carlos also sees himself as a motivator. He creates hype for the buyer, keeping them motivated and creating an enjoyable experience.

“People are rarely celebrated. I believe everyone deserves to be glorified for their achievements, and that’s what I do,” he smiles.

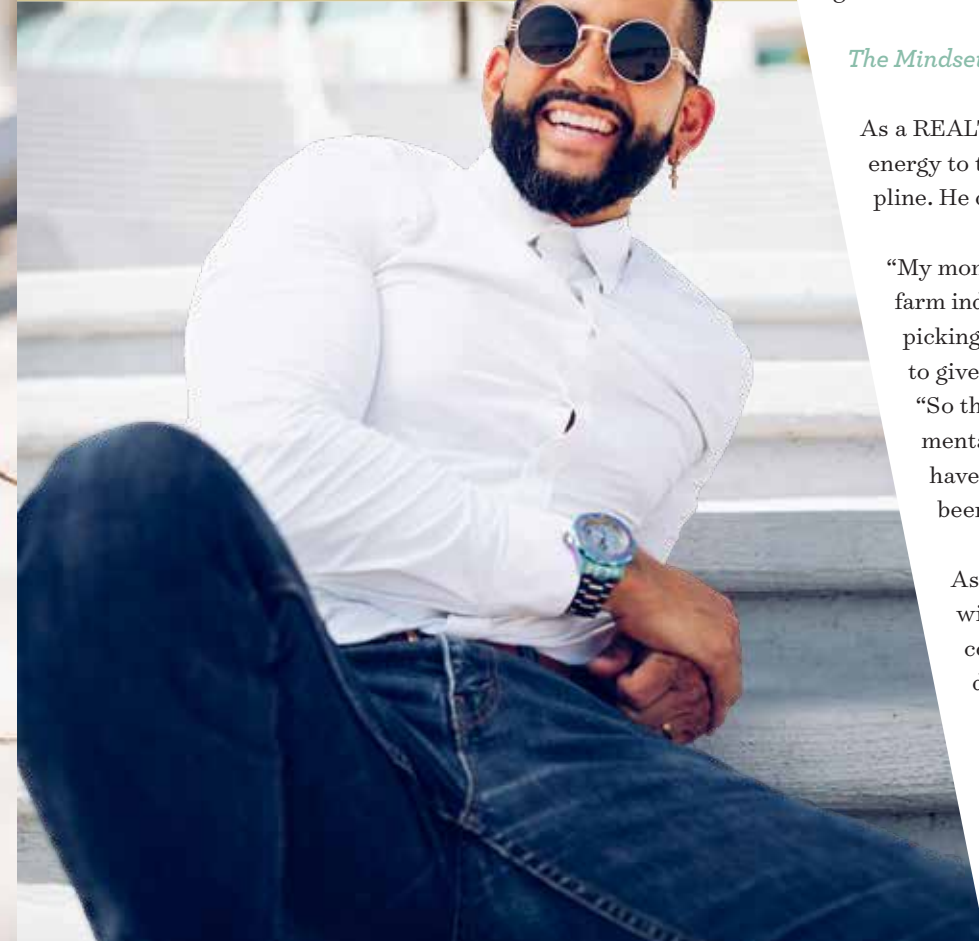
The Mindset for Success

As a REALTOR® and leader, Carlos brings a positive, vibrant energy to the business. He also brings a strong sense of discipline. He can thank his parents for that quality.

“My mom was all about working hard. She comes from the farm industry, and she used to work 14- to 16-hour days picking and packing tomatoes. I’ve seen what it really means to give it your all, not complain and be happy,” Carlos says. “So the importance of that mindset is huge. If you’re not mentally strong, this industry will knock you out. You have to perform at 100% for your clients. Discipline has been a huge factor in my career.”

As Carlos looks ahead, he doesn’t know what the future will hold, but a few things remain certain: He will continue to seek joy, serve others and maintain the discipline that has helped him succeed.

“You’ve gotta be a solid person before you can be a solid agent.”





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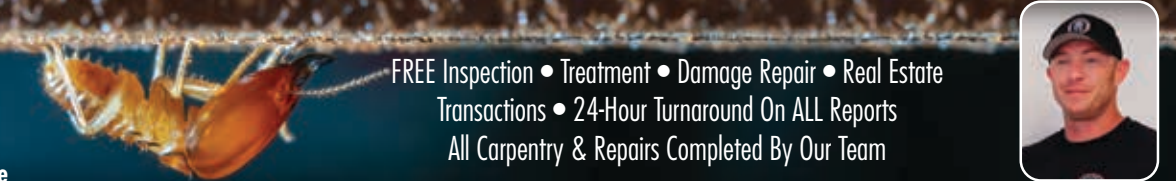
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AS SEEN ON



Bloomberg



THE YOST QUESADA TEAM

Jenna Yost, Kristina Quesada & Mary Aronoff

DOUGLAS ELLIMAN REAL ESTATE

▶ cover story

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

From Southwest roots to West Coast living, these three hardworking, smart and tenacious women built The Yost Quesada Team, and they're just getting started. Co-owners and partners Jenna Yost, Kristina Quesada and Mary Aronoff have created an incredible client-centric business that's fueled their success and friendship.

Mary, Jenna and Kristina grew up together in Tucson, AZ. They all independently made their way to San Diego for various job opportunities and all coincidentally ended up in the real estate industry. Given their friendship and aligning careers, they joined forces at Douglas Elliman Real Estate.

"We're invested in our business and each other's success — both personally and professionally," Jenna said. "That's what makes our team so successful. We care about each other on all levels; we're working toward a common goal. People think it would be hard to be friends and partners, but it's not. It comes naturally to us, and it's just fun. It works."

Kristina and Jenna co-lead the traditional real estate arm of their business known as The Yost Quesada Team. They have a team of five, including three REALTORS® and two coordinators. They've put their heart and soul into developing their group, and it shows. The team is on track to close upwards of \$100 million this year.

"This is the foundation of our business. We are committed to our clients and the systems we have built to support the transaction process. We might specialize in luxury, but something we work hard to provide is the same service to everyone, no matter their price point. We welcome all clients with arms wide open," Kristina said.

Mary is a licensed REALTOR® and served traditional real estate clients in the San Diego area for years. "On this team, we are really about supporting each team member and the lifestyle they

...



We are committed to our clients and the systems we have built to support the transaction process. We might specialize in luxury, but something we work hard to provide is the same service to everyone, no matter their price point. We welcome all clients with arms wide open



Mary Aronoff



Kristina Quesada



Jenna Yost

have set their sights on. We believe that real estate can be a catalyst to creating that, no matter what that goal may be. And now, after 12 years of directly working with clients, I am finally stepping into my passion of home design and renovation,” Mary said. “Each and every client I worked with for those 12 years and the learning experience of helping them find their own homes has allowed me to step into this new role and provide an elevated product setting a new bar for the flip market.”

In 2021, Mary officially started a new arm of their business — R+R Studios. “As an agent, I kept seeing flipped

homes on the market that weren’t satisfying to us or our clients. I wanted to put a better product out there, and Jenna and Kristina gave me the push to go for it,” she added. R+R Studios just finished its fourth project — a complete overhaul that was sold with a considerable return on investment.

“It’s been amazing to see this sector of our business become so successful so quickly,” Jenna said. “Mary is happy with what she’s doing, and people love her work. We see ourselves growing this side of the business and maybe even opening it up to our client’s homes someday.”



Their division of roles works well for everyone. They each spend their days doing what they love, and it’s reflected in the way their clients rave about the team’s work. They’ve become a leading Douglas Elliman team, recognized as one of the top teams in the Western Region.

The accolades aside, the three of them have built something they’re proud of — a successful women-owned and women-led business. “We have a great team. We all work hard, but we have fun, too. We have an amazing culture on our team, and we don’t let any other distractions or outside noise interfere with that,” Jenna said.

“Not everyone gets to be friends and business partners, but we do,” said Mary.

The Yost Quesada Team knows their business and personal relationships will only grow in the coming years. Both are equally important to all three partners, and they plan to never lose sight of the beautiful connection they all share, especially with their team and clients.

They are all passionate about the business, but they’re even more passionate about supporting each other’s personal lives as well. They strive for a good work-life balance and they’re always willing to step in and help a teammate.

Jenna recently got married; she and her husband love to travel, they’re big foodies, and they love to spend time with friends and family. Kristina and her husband, Levi, have two wonderful kids — 6 and 11. She loves to support the arts — theater, music and galleries. Mary has a six-year-old daughter that she often includes in her work. Mary and her daughter love visiting the beach and the zoo.

The team has more than risen to the occasion of serving their clients in the tight San Diego market. They strive to provide unmatched service and undeniable results for everyone they work with. Their year-over-year growth with a referral-only business model speaks to their ability to live up to promises.

“I couldn’t imagine a better city to work in real estate,” Mary said. “We have a great team, it’s always gorgeous here, and people are happy.”

“There are no two better people to work with,” Kristina added. “We’re really proud of what we’ve built and how far we’ve come. What we have works so well for us. We’re like puzzle pieces that fit perfectly together as friends and business partners.”

Learn more about The Yost Quesada Team and connect with Jenna, Kristina and Mary, @theyostquesadateam and @rrstudiosllc on Instagram.

Lending a Letter of Perspective

For those of you who may know me in the private lending space, you know I'm always learning and sharing information. With the recent changes and fluctuations in today's market, I'd like to sit down and share a note with you about what I'm seeing from a lending perspective. From value and rates to lenders closing their doors, there is fallout happening and more to come. We are both on the frontlines of real estate in our own ways, and I've been reminded how important it is to support one another as we all navigate the changes in real estate, **together**.

These are the observations from where I sit on the financing side, most specifically with real estate investors:

Value: Anyone buying a property right now is contemplating where the value is going to be in the coming months and years. As a lender doing financing for non-owner occupied properties, I'm seeing the pressures of this first-hand – especially on fix and flip investors who need value to hold in order to make a profit when the work is finished as time comes to sell.

Rates: Yes... all buyers have rates on their mind. As a private money lender, I'm seeing rates become the biggest pain point for rental investors. They are most concerned about where their interest rates will be when their loan becomes adjustable, or if they will be able to refinance to adjust their cash flow.

Doors Closing: We've begun to see lenders across the mortgage space pausing right now, and, in some cases, closing their doors altogether. In the private lending space, this is a result of Wall Street and their massive cut back on buying any real estate investor loans.

Priced Out: When possible, real estate investors typically try for a conventional loan, but this trend seems to be shifting. As rates climb, many investors (and home buyers alike) are now being priced out of conventional loans due to increased debt-to-income ratios that disqualify them.

Don't lose your clients to fallout... Although CIVIC Financial Services doesn't have the solution to all of these concerns, I can provide some insight that could help:

* CIVIC is a Balance-Sheet Lender backed by a publicly-traded bank. Why is that important? Well, because we keep all loans on our balance sheet (we don't sell them). Different from many other private money lenders, we don't rely on Wall Street buying our loans. This ensures that we can be a reliable capital source for investor clients who are finding themselves being 'left at the altar' with other lenders.

* DTI too high? At CIVIC, borrowers don't qualify on debt-to-income ratios, which means no income verification. For many investor clients being priced out in conventional, they are turning to private money to get their deals done.

No... this doesn't solve every scenario, but in the instance that these solutions fit the box for your clients' needs, I am always here to help.

What are you seeing out there? I would love to hear from you about what you're experiencing.

Hope to hear from you,

Joe Lima



ABOUT JOE LIMA

Joe is a leading 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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TOP 200 STANDINGS

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

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



Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Laura Barry	26	\$158,045,000	15	\$107,790,000	41	\$265,835,000
2	Jason Barry	24	\$149,749,000	7	\$35,738,000	31	\$185,487,000
3	Justin Tye	225	\$165,812,810	1	\$849,900	226	\$166,662,710
4	Erick C Gydesen	163	\$142,861,125	11	\$9,710,000	174	\$152,571,125
5	Greg Noonan	20	\$88,917,760	9	\$48,825,000	29	\$137,742,760
6	Ben M Braksick	150	\$115,461,900	2	\$1,866,100	152	\$117,328,000
7	Alan Shafran	31	\$42,817,053	56	\$70,005,300	87	\$112,822,353
8	Emma Lefkowitz	48	\$60,429,888	33	\$44,627,000	81	\$105,056,888
9	Gregg R Neuman	77	\$73,956,379	23	\$30,135,288	100	\$104,091,667
10	Eric T Chodorow	19	\$55,070,165	10	\$41,440,885	29	\$96,511,050
11	Eric Iantorno	13	\$66,635,000	8	\$29,217,500	21	\$95,852,500
12	Maxine Gellens	16	\$46,954,150	16	\$45,034,503	32	\$91,988,653
13	Neda Nourani	22	\$52,318,000	17	\$30,766,700	39	\$83,084,700
14	Min Sun	15	\$22,293,000	35	\$59,575,888	50	\$81,868,888
15	Caren Kelley	7	\$41,154,000	5	\$38,730,000	12	\$79,884,000
16	Susana Corrigan	15	\$54,805,000	6	\$24,688,000	21	\$79,493,000
17	Rande Turner	4	\$40,975,000	6	\$35,285,000	10	\$76,260,000
18	Tyson Lund	39	\$56,912,500	11	\$17,074,000	50	\$73,986,500
19	Ross B Clark	6	\$47,380,000	4	\$25,995,000	10	\$73,375,000
20	Melissa Goldstein Tucci	37	\$34,436,100	29	\$36,928,770	66	\$71,364,870
21	David Butler	22	\$52,741,004	7	\$16,278,000	29	\$69,019,004
22	Lyle Caddell	38	\$42,874,999	22	\$26,109,999	60	\$68,984,999
23	Tim Van Damm	10	\$27,180,000	13	\$41,575,000	23	\$68,755,000
24	Farryl Moore	19	\$43,711,950	12	\$24,669,450	31	\$68,381,400
25	Drew Nelson	11	\$40,857,685	6	\$26,849,000	17	\$67,706,685
26	Jim Bottrell	50	\$41,994,250	28	\$22,550,866	78	\$64,545,116
27	Julie Feld	9	\$45,059,000	3	\$19,160,000	12	\$64,219,000
28	Gary M Cashman	47	\$60,020,911	3	\$2,855,000	50	\$62,875,911
29	Scott W Aurich	8	\$45,440,000	5	\$15,690,000	13	\$61,130,000
30	Chad Dannecker	27	\$34,099,450	17	\$26,870,772	44	\$60,970,222
31	Keaton English	63	\$56,525,000	4	\$3,640,000	67	\$60,165,000
32	Linda Sansone	8	\$32,891,000	5	\$23,911,000	13	\$56,802,000
33	Patti McKelvey	37	\$36,320,188	23	\$19,714,600	60	\$56,034,788
34	Jeffrey Nix	63	\$48,591,900	6	\$6,915,000	69	\$55,506,900

Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Janice P Clements	11	\$31,921,000	8	\$23,417,760	19	\$55,338,760
36	Brian E Danney	17	\$29,159,850	11	\$23,691,500	28	\$52,851,350
37	Bobby Martins	23	\$24,998,580	24	\$26,602,280	47	\$51,600,860
38	Jenny Yin	13	\$15,194,375	24	\$36,341,200	37	\$51,535,575
39	Gregg Phillipson	41	\$35,553,800	16	\$14,094,900	57	\$49,648,700
40	Gary Kent	29	\$37,619,581	6	\$9,491,000	35	\$47,110,581
41	Kip Boatcher	8	\$28,179,000	4	\$18,775,000	12	\$46,954,000
42	Donna Medrea	6	\$26,420,000	4	\$20,380,000	10	\$46,800,000
43	Eric S Matz	20	\$32,257,520	9	\$14,165,000	29	\$46,422,520
44	Denny Oh	20	\$25,326,000	15	\$20,915,500	35	\$46,241,500
45	Talechia L Plumlee-Baker	11	\$29,815,000	5	\$16,250,000	16	\$46,065,000
46	Jodie Lee	6	\$5,644,000	39	\$39,423,500	45	\$45,067,500
47	Gregg G Whitney	10	\$30,639,500	6	\$14,288,927	16	\$44,928,427
48	Jack Archie	10	\$12,674,237	5	\$32,080,000	15	\$44,754,237
49	Lindsay Dunlap	9	\$20,498,000	8	\$24,036,000	17	\$44,534,000
50	Scott Union	6	\$17,860,000	8	\$26,630,000	14	\$44,490,000

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

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



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51	Kurt Wannebo	17	\$24,820,000	14	\$19,576,000	31	\$44,396,000
52	Brett A Combs	6	\$32,175,000	4	\$11,808,525	10	\$43,983,525
53	Kathleen Gelcich	7	\$22,985,000	4	\$20,895,000	11	\$43,880,000
54	Suzanne M Kropf	15	\$33,274,000	5	\$10,515,000	20	\$43,789,000
55	Edith Salas	11	\$27,892,500	6	\$15,560,000	17	\$43,452,500
56	Dane Soderberg	9	\$26,645,000	6	\$16,230,000	15	\$42,875,000
57	Mike Blair	53	\$37,583,700	8	\$5,188,500	61	\$42,772,200
58	Nicolas Jonville	37	\$42,655,316	0	0	37	\$42,655,316
59	JD Esajian	21	\$27,467,900	16	\$15,133,100	37	\$42,601,000
60	Ixie Weber	31	\$36,480,000	5	\$6,014,000	36	\$42,494,000
61	Mike Aon	19	\$23,027,800	14	\$19,314,334	33	\$42,342,134
62	John C Reeves	40	\$31,337,630	12	\$10,345,000	52	\$41,682,630
63	Craig Lotzof	5	\$23,787,000	4	\$17,782,000	9	\$41,569,000
64	Seth OByrne	11	\$28,839,000	8	\$12,224,000	19	\$41,063,000
65	Patrick H Mercer	15	\$22,953,183	15	\$17,383,000	30	\$40,336,183
66	Delorine Jackson	5	\$23,650,000	4	\$16,550,000	9	\$40,200,000
67	Ray Shay	13	\$29,185,476	6	\$10,620,700	19	\$39,806,176
68	Scott Appleby	2	\$4,515,000	11	\$35,289,250	13	\$39,804,250
69	Jeff Rosa	27	\$26,920,750	12	\$12,867,900	39	\$39,788,650
70	Dino Morabito	8	\$26,061,250	5	\$13,536,250	13	\$39,597,500
71	Cheree Bray	24	\$27,993,700	10	\$10,842,000	34	\$38,835,700
72	Jesse Ibanez	20	\$20,010,500	20	\$18,314,189	40	\$38,324,689
73	Tracie Kersten	15	\$19,473,250	9	\$17,927,000	24	\$37,400,250
74	Carlos Gutierrez III	17	\$26,809,000	5	\$10,264,000	22	\$37,073,000
75	Felicia Lewis	7	\$15,970,000	8	\$21,031,000	15	\$37,001,000
76	Tyler Hagerla	19	\$18,082,210	19	\$18,848,010	38	\$36,930,220
77	Julie Houston	14	\$28,667,616	4	\$7,600,000	18	\$36,267,616
78	Steven Lincoln	9	\$18,984,777	10	\$17,205,000	19	\$36,189,777
79	Dan Conway	15	\$27,369,337	6	\$8,404,900	21	\$35,774,237
80	Rick Sauer	20	\$32,559,000	3	\$3,109,000	23	\$35,668,000
81	Laura Sechrist Molenda	6	\$7,178,000	12	\$28,062,000	18	\$35,240,000
82	Chris Heller	32	\$27,142,300	9	\$8,094,900	41	\$35,237,200
83	Skip Reed	8	\$16,350,000	5	\$18,496,000	13	\$34,846,000
84	Mukesh K Jain	3	\$4,438,500	19	\$30,270,122	22	\$34,708,622

Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Bern McGovern	3	\$4,033,000	19	\$30,622,923	22	\$34,655,923
86	Sean Barry	4	\$18,885,000	4	\$15,330,000	8	\$34,215,000
87	Andrew E Canter	2	\$3,480,000	5	\$30,718,750	7	\$34,198,750
88	Gwyn Rice	6	\$26,192,000	2	\$7,885,000	8	\$34,077,000
89	Chase Cromwell	28	\$23,960,211	12	\$9,342,500	40	\$33,302,711
90	Robert Antoniadis	11	\$23,931,000	4	\$8,775,000	15	\$32,706,000
91	Tracey Ross	7	\$14,679,000	6	\$17,644,000	13	\$32,323,000
92	Brett Dickinson	4	\$25,400,000	2	\$6,600,000	6	\$32,000,000
93	Amy Jensen	11	\$16,048,000	7	\$15,794,000	18	\$31,842,000
94	Michael Najjar	21	\$17,842,300	20	\$13,871,000	41	\$31,713,300
95	Sean Zanganeh	13	\$13,076,500	17	\$18,602,000	30	\$31,678,500
96	Ever Eternity	26	\$27,366,499	2	\$4,190,000	28	\$31,556,499
97	Melissa Steele	14	\$11,372,000	19	\$20,063,543	33	\$31,435,543
98	Kyle Murphy	8	\$16,283,000	10	\$14,751,000	18	\$31,034,000
99	Nadia Colucci	13	\$20,032,500	7	\$10,876,000	20	\$30,908,500
100	Richard Stone	9	\$14,889,000	11	\$15,940,000	20	\$30,829,000

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TOP 200 STANDINGS

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

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



Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Judi Reimer	34	\$25,914,205	8	\$4,904,000	42	\$30,818,205
102	Cideer Saco	8	\$5,427,000	31	\$25,315,000	39	\$30,742,000
103	Dan Christensen	18	\$28,526,625	1	\$2,150,000	19	\$30,676,625
104	Robert J Colello	12	\$14,887,000	12	\$15,578,500	24	\$30,465,500
105	Joel Blumenfeld	14	\$16,310,168	13	\$13,975,000	27	\$30,285,168
106	Janna Hernholm	9	\$15,860,000	9	\$14,277,000	18	\$30,137,000
107	Jennifer B Anderson	9	\$19,632,244	8	\$10,175,000	17	\$29,807,244
108	Jim McInerney	11	\$14,153,000	7	\$15,614,000	18	\$29,767,000
109	Shawn Rodger	6	\$27,712,375	1	\$1,995,000	7	\$29,707,375
110	Guy M. Ravid	3	\$5,117,000	5	\$24,565,000	8	\$29,682,000
111	Jan Ryan	35	\$27,581,500	2	\$2,000,000	37	\$29,581,500
112	DENIS DOLGINOV	22	\$25,450,400	3	\$4,115,000	25	\$29,565,400
113	Melvina Selfani	18	\$15,492,300	16	\$14,059,900	34	\$29,552,200
114	Darin Triolo	11	\$14,843,750	14	\$14,662,750	25	\$29,506,500
115	Steven E Cairncross	5	\$13,740,000	5	\$15,674,000	10	\$29,414,000
116	Anne Schreiber	15	\$29,230,751	0	0	15	\$29,230,751
117	Nancy Beck	13	\$18,328,500	6	\$10,819,500	19	\$29,148,000
118	Joshua Higgins	6	\$7,230,000	14	\$21,719,750	20	\$28,949,750
119	Michelle Walsh-Ozanne	6	\$14,548,000	5	\$14,303,000	11	\$28,851,000
120	Kevin J Hall	13	\$24,637,000	4	\$4,098,000	17	\$28,735,000
121	Amy Green	5	\$4,253,800	13	\$24,459,000	18	\$28,712,800
122	Salvatore W Cefalu	17	\$15,360,930	10	\$13,237,000	27	\$28,597,930
123	Mike Cady	3	\$8,150,000	9	\$20,318,000	12	\$28,468,000
124	Julia Maxwell	3	\$5,555,000	6	\$22,840,000	9	\$28,395,000
125	Jonathon E Shea	18	\$20,755,258	6	\$7,359,000	24	\$28,114,258
126	Cheryl Li	4	\$6,665,000	17	\$21,447,138	21	\$28,112,138
127	Angela Meakins	5	\$20,500,000	3	\$7,593,000	8	\$28,093,000
128	Gloria Silveyra-Shepard	2	\$9,775,000	8	\$18,238,500	10	\$28,013,500
129	Jeremy Beauvarlet	28	\$27,754,100	0	0	28	\$27,754,100
130	Jana L Greene	8	\$27,750,250	0	0	8	\$27,750,250
131	Olga Lavalle	7	\$18,039,000	3	\$9,655,000	10	\$27,694,000
132	Elizabeth Reed	5	\$14,511,008	6	\$13,045,000	11	\$27,556,008
133	Omid Maghamfar	8	\$9,469,000	17	\$17,905,825	25	\$27,374,825
134	Bree Bornstein	4	\$9,525,000	4	\$17,725,000	8	\$27,250,000

Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Michelle Liu	3	\$4,450,000	5	\$22,683,375	8	\$27,133,375
136	Luis Carranza	0	0	7	\$26,865,000	7	\$26,865,000
137	Kristin K Slaughter	5	\$10,410,000	6	\$16,450,000	11	\$26,860,000
138	Mina Kawage Balsa	1	\$11,466,667	2	\$15,266,667	3	\$26,733,334
139	Vince Moon	6	\$8,540,000	11	\$18,171,500	17	\$26,711,500
140	Bryan Devore	25	\$25,258,323	1	\$1,200,000	26	\$26,458,323
141	Jennifer Janzen-Botts	3	\$11,829,000	2	\$14,600,000	5	\$26,429,000
142	Diana R Dupre	3	\$12,615,000	6	\$13,790,000	9	\$26,405,000
143	Gina L Barnes	12	\$21,268,040	5	\$5,110,000	17	\$26,378,040
144	Marc Lipschitz	4	\$17,635,000	1	\$8,700,000	5	\$26,335,000
145	Sarah Scott	13	\$16,484,500	9	\$9,780,000	22	\$26,264,500
146	Linda Moore	13	\$19,404,888	6	\$6,839,000	19	\$26,243,888
147	David M Rudd	11	\$11,600,000	15	\$14,629,000	26	\$26,229,000
148	Linda Lee	12	\$10,800,000	12	\$15,331,000	24	\$26,131,000
149	Traci Bass	8	\$6,875,000	6	\$19,190,000	14	\$26,065,000
150	Lisa Schoelen	2	\$5,665,000	5	\$20,315,000	7	\$25,980,000

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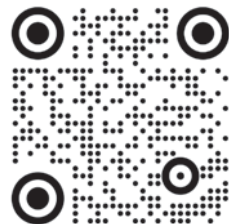




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TOP 200 STANDINGS

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

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



Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Sandra Zambito	16	\$18,324,999	8	\$7,654,900	24	\$25,979,899
152	Brian Gultinan	4	\$25,905,000	0	0	4	\$25,905,000
153	Mike McCurdy	5	\$13,635,000	6	\$12,230,000	11	\$25,865,000
154	Whitney S Peyser	5	\$15,040,000	4	\$10,795,000	9	\$25,835,000
155	K. Ann Brizolis	5	\$24,516,000	1	\$1,150,000	6	\$25,666,000
156	Lindsay Himmel	8	\$17,897,000	3	\$7,686,000	11	\$25,583,000
157	Mike Tristani	13	\$19,089,500	3	\$6,400,000	16	\$25,489,500
158	Benny Landman	4	\$11,375,000	3	\$14,017,000	7	\$25,392,000
159	Brad Seaman	11	\$12,788,900	8	\$12,544,900	19	\$25,333,800
160	Dalia Himez	7	\$6,830,000	19	\$18,499,000	26	\$25,329,000
161	James Jam	8	\$18,486,000	4	\$6,815,000	12	\$25,301,000
162	Arianna Schwarz	10	\$11,222,200	9	\$14,026,000	19	\$25,248,200
163	Ilana Huff	9	\$14,054,000	9	\$11,174,614	18	\$25,228,614
164	Daniel Greer	7	\$20,841,198	1	\$4,351,000	8	\$25,192,198
165	Gary Massa	13	\$20,509,000	3	\$4,665,000	16	\$25,174,000
166	Miguel Nunez	13	\$19,408,500	4	\$5,586,500	17	\$24,995,000
167	Justin Shokoor	0	0	30	\$24,986,000	30	\$24,986,000
168	Lori Barnett	8	\$16,296,000	3	\$8,685,000	11	\$24,981,000
169	Garret A Milligan	2	\$9,237,500	5	\$15,650,000	7	\$24,887,500
170	Jim Klinge	9	\$17,522,892	6	\$7,294,000	15	\$24,816,892
171	Arlo Nugent	22	\$23,875,800	1	\$892,000	23	\$24,767,800
172	Michi Suzuki	12	\$17,640,000	7	\$7,090,000	19	\$24,730,000
173	Peter Middleton	13	\$18,793,500	1	\$5,650,000	14	\$24,443,500
174	Jesse Salas	12	\$14,885,000	5	\$9,430,000	17	\$24,315,000
175	Olga Stevens	4	\$10,770,000	4	\$13,540,000	8	\$24,310,000
176	Susan C Mullett	21	\$24,164,984	0	0	21	\$24,164,984
177	Ryan Dalzell	6	\$16,961,000	2	\$7,170,000	8	\$24,131,000
178	Kimo Quance	27	\$22,346,500	2	\$1,733,000	29	\$24,079,500
179	Charles N Wheeler	21	\$15,610,000	6	\$8,258,000	27	\$23,868,000
180	Rebecca Zhao	6	\$4,740,000	14	\$19,099,000	20	\$23,839,000
181	Ryan Stafford	5	\$15,074,000	3	\$8,725,000	8	\$23,799,000
182	Christie Duguid	2	\$4,387,500	17	\$19,351,898	19	\$23,739,398
183	Carrie OBrien	2	\$8,800,000	4	\$14,765,000	6	\$23,565,000
184	Carole Downing	13	\$15,852,000	10	\$7,695,000	23	\$23,547,000

Rank	Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Travis Winfield	24	\$20,074,000	4	\$3,452,000	28	\$23,526,000
186	Sean Piazza	23	\$23,453,025	0	0	23	\$23,453,025
187	Zachary Plumb	9	\$7,922,500	18	\$15,434,000	27	\$23,356,500
188	Melissa M Sofia	6	\$10,253,000	9	\$13,036,900	15	\$23,289,900
189	Cristi Chaquica	6	\$10,163,000	7	\$13,037,899	13	\$23,200,899
190	Catherine A Gilchrist-Colmar	5	\$23,125,000	0	0	5	\$23,125,000
191	Robert O Andrews	5	\$11,525,000	4	\$11,545,000	9	\$23,070,000
192	Jessica Foote	15	\$17,383,622	6	\$5,651,000	21	\$23,034,622
193	Wesley Royal	7	\$16,132,455	5	\$6,802,855	12	\$22,935,310
194	Thor Sorensen	15	\$13,928,500	7	\$8,998,000	22	\$22,926,500
195	Patrick S Cairncross	3	\$5,173,750	8	\$17,725,677	11	\$22,899,427
196	Sharon Quisenberry	25	\$21,439,400	2	\$1,432,500	27	\$22,871,900
197	Gina Schnell	6	\$5,359,000	11	\$17,510,715	17	\$22,869,715
198	Megan Luce	4	\$4,455,000	11	\$18,388,500	15	\$22,843,500
199	Silvana Freestone	9	\$18,755,500	2	\$4,045,000	11	\$22,800,500
200	Anna Marie Barnard	9	\$14,351,500	4	\$8,390,000	13	\$22,741,500

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