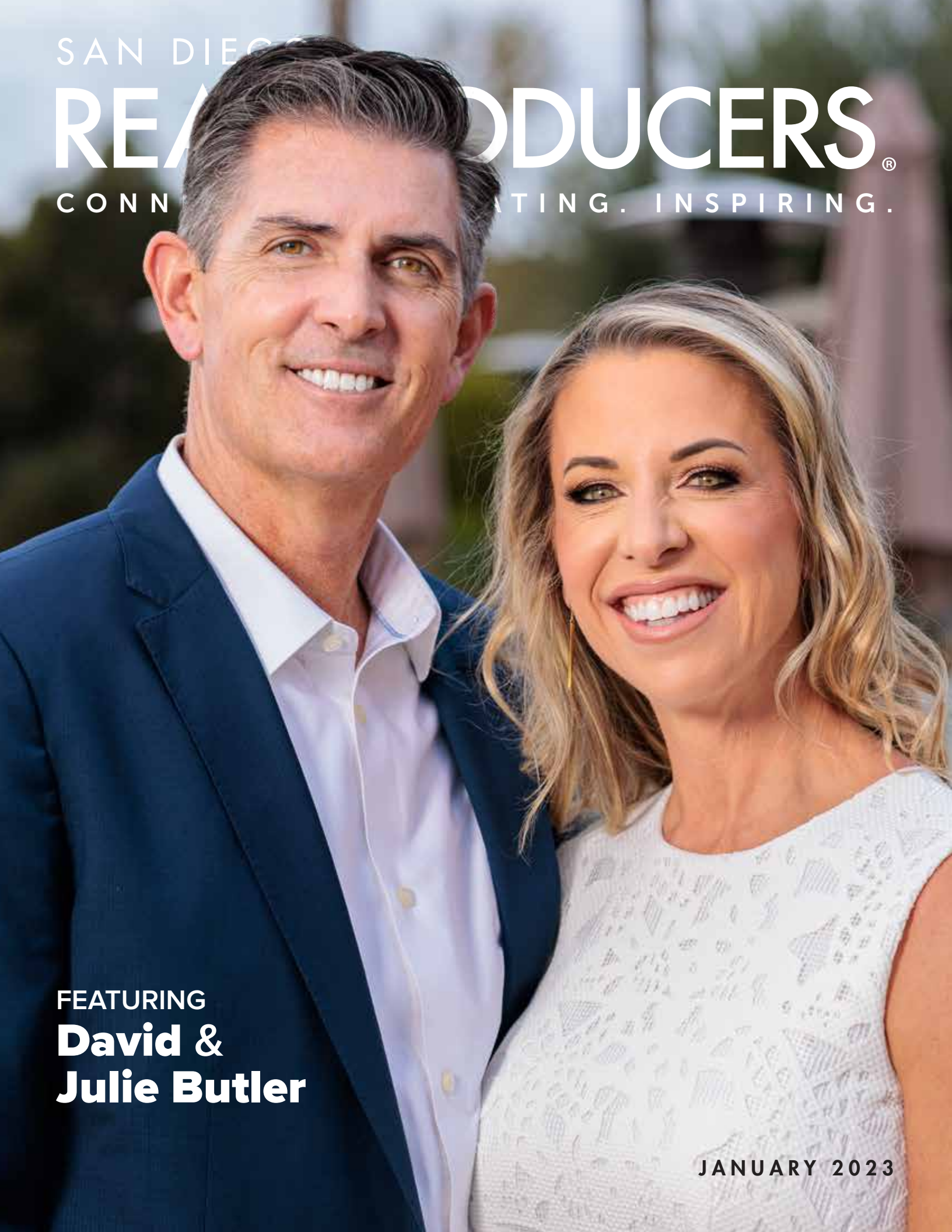


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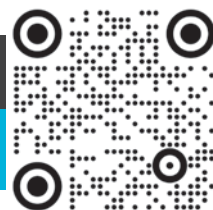
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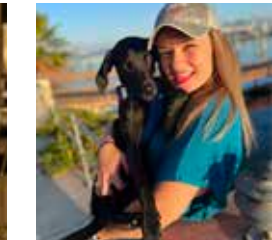






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▶ event recap

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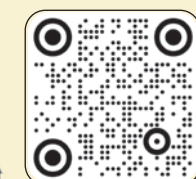
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By Elizabeth McCabe
Photos By Mike & Jenn Productions

Dream it. Do it. With the experience and expertise of Remcon Design Build, clients can see the vision of their remodel come to life. This local business was started in 2006 and has been proudly serving San Diego ever since.

...

Originally started by Rohit Vyas, Ronen Barda joined the company in 2013. Both are business partners, and Ronen acts as the CEO. This leading company offers design-build solutions and custom, specialized service from start to finish.

With 31 perfect five-star reviews on Google, Remcon Design Build has been warmly welcomed by the community for its expert craftsmanship, attention to detail, and execution of projects with excellence.

Services Offered

“Our company focuses on mid to high-end remodels,” explains Ronen. “Anything from the basics with kitchen and bath remodels to complete interior remodels and layout changes. Usually, clients come to us when it’s more of an involved project with structural changes to create a new and improved floor plan.”

Room additions can also be made by Remcon Design Build. Clients can also enlarge their homes and add ADUs as well as guest houses. Popular projects include kitchen remodels, redesigning a master suite, and enhancing living spaces with a new design.

From concept to completion, the dedicated team at Remcon Design Build helps every step of the way. The design of the project, permitting, and architectural and structural processes are also done with care.





“

There’s a moment when things click with the clients and I see a sigh of relief in their eyes – I like that part.

Valuing Relationships

What sets Remcon Design Build apart is its focus on relationships.

“That approach has served us well,” says Ronen. “Seventy percent of our business is referral-based business. We take extra care with our clients and are very personable. We go above and beyond for each and every client to make sure that they get the results they want and do not go over budget.”

What’s amazing about Remcon Design Build is that 90 percent of the jobs are finished on time. The core team works hand in hand with project managers and subcontractors to stay on schedule. “Each project has its own project manager, and their whole job is to maintain the success of the project,” says Ronen.

Ronen and his dedicated team pride themselves on providing very personalized service. “We go above and beyond for clients for their satisfaction,” he says. “It’s like a boutique service, and we hold our client’s hand from beginning to end.”

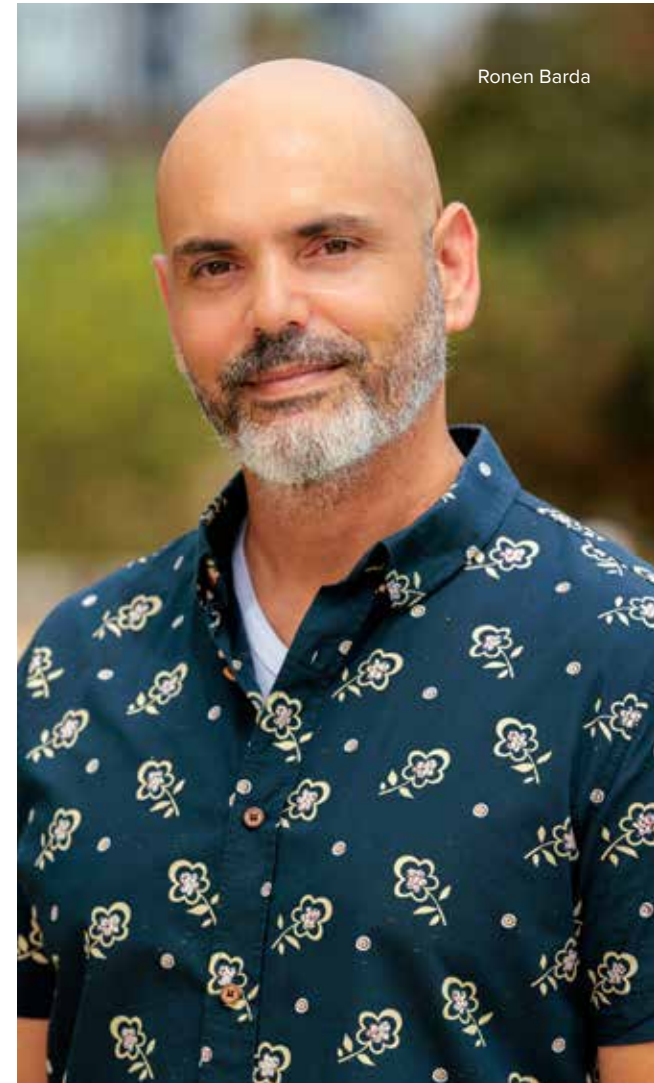
The satisfaction of building relationships is what makes Remcon Design Build unique in the design world. “There’s a moment when things click with the clients, and I see a sigh of relief in their eyes — I like that part,” smiles Ronen. Making people happy and enhancing their living space is worth every ounce of effort to this CEO and his talented team. Seeing the finished product come to life is very rewarding for Ronen. “I like to see the change from before the project starts to how it looks when it’s done.”

“We like our brand to be known for its credibility, integrity, and belief in good business — putting the clients’ best interest first. Remodeling doesn’t have to be stressful or a nightmare,” says Ronen. “There are good contractors out there.”

Partnering with REALTORS®

Through the years, Remcon Design Build has catered to REALTORS® and their clients. When buyers purchase a home, it is common to want to change the home. Perhaps a home has “good bones” but has a poor layout or is dated. That’s where Remcon Design Build can help.

“REALTORS® refer their clients to me who are purchasing a home and want to remodel it. If they refer me to work with their clients, they know



Ronen Barda

“

We like our brand to be known for its credibility, integrity, and believing in good business – putting the clients’ best interest first. Remodeling doesn’t have to be stressful or a nightmare.

”

they will be well taken care of,” says Ronen. Potential homeowners can also benefit from the services offered at Remcon Design Build. Instead of seeing the problems of a home on the market, Ronen and his team can help potential homeowners see the possibility and potential of a home.

Walls can be removed; structural changes can be made. Ronen says, “REALTOR® partners know that If they send me pictures, I can provide solutions to their clients.” With hundreds of homes being remodeled, Ronen and his team have the experience and expertise to help their clients with their remodeling and redesign projects. The options are endless!

“We provide amazing 3D renderings to show an almost real end result to our clients,” explains Ronen. “We bring their dreams to reality and design a space they will love.”

Ronen’s Background

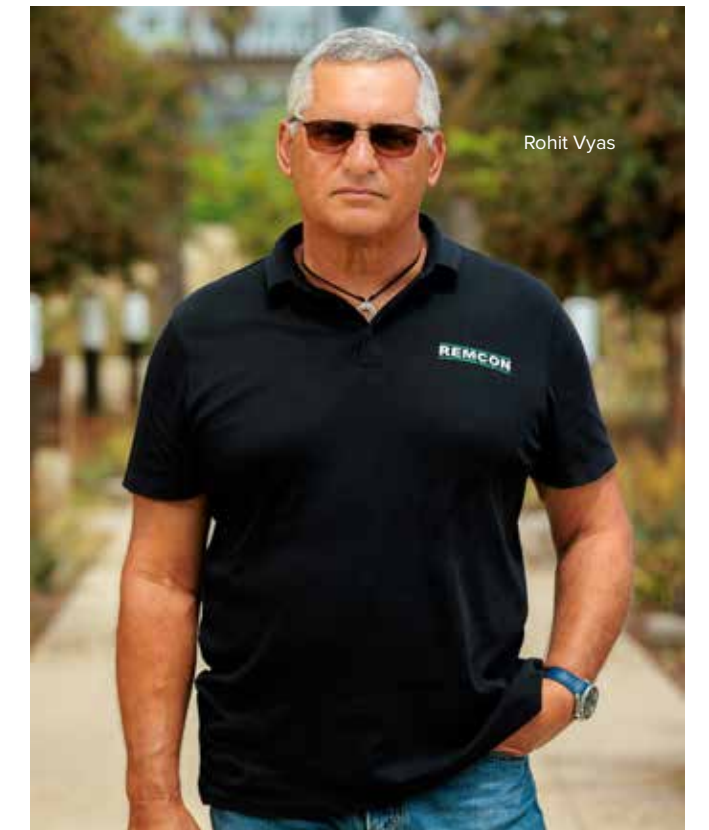
Prior to becoming the CEO of Remcon Design Build, Ronen was a sales manager at other home improvement firms. Originally from Israel, he moved to the United States when he was 30 years old. He comments, “I moved around in a couple of jobs before I met up with Rohit, and we decided to work together.” He loves what it does, and it shows in his enthusiasm and passion for each project.

Life is too short to live in a substandard home. Bring your dream to light with Remcon Design Build!

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Silvia Tirado

The Silvia and Omar Team | Mission Realty Group

The Team
That Works

Silvia Tirado was one of the top-producing agents at Mission Realty Group in 2021, and her team at Mission was in the top 1% in San Diego County. Combined, the team closed 440 transactions totaling \$474 million in sales volume.

Silvia played a big role in those numbers. She didn't get there by happenstance. In fact, she got there by working extremely hard and showing up for clients every single day.

Silvia was born in Mazatlán, Mexico. When she was 9, she moved to San Diego with her family, and she's been here ever since. "My parents knew they could give us a better life in the States, so they left everything behind. They did that for my siblings and me," she said.

"Both my mom and my dad worked two or three jobs at a time to rebuild and succeed. Every day, I saw them both work so hard. They were tired, they had to learn a new language, and they had to do jobs that weren't easy, but they never complained. They never gave up," she added.

Before real estate, Silvia worked in supply chain management. Some of her job duties were to manage the inventory,

supply/demand, and negotiate contracts. Silvia has managed to increase the company's revenue by reducing a significant amount of expenses due to her great negotiation skills, which now play a big role in her real estate career.

"I like working a lot; it's in my blood. It's what I grew up seeing my parents do, but I was ready for more," she said. "I watched my dad work his way up — selling one car at a time on the side of the road and saving everything — so he could get to the point that he could own a used car dealership. I wanted to follow in his footsteps. I wanted something of my own," Silvia said.

"I had considered real estate when my kids were little, but I knew it would take too much of my time. So I waited, and finally, in 2020, I knew it was finally the right time," she said. Silvia got her real estate license and jumped in with both feet to build a successful business.

"I interviewed with a few companies, but Mission Realty Group just felt like home. It was the best decision I ever made," she said. "They have the same mentality as me. Everyone on the team has the biggest heart, and we're all open to helping each

When I had my first closing, I got chills on my skin and tears in my eyes. I thought that feeling would go away after more closings, but I still cry every time. I absolutely love that feeling when I get to hand them their keys.



other grow. I owe a lot of thanks to Daniel Buksa for giving me this opportunity and to his team for welcoming me with such open arms. But none of this would be possible without my dear friend Tania Gonzalez from New Venture Escrow for introducing me to Daniel Buksa from Mission Realty Group and always being so supportive.”

Silvia hit the ground running. There was not an opportunity to learn she didn't take, nor was there an open house she said no to. Her hard work helped Silvia break so many company records in that first year. She was named Rookie of the Year and beat the sales volume record in just eight months.

For Silvia, it's not about the numbers, though. “I know so many people who are from Mexico or speak Spanish primarily, and they think that homeownership is out of the question for them,” she said. “I love when I get to show not only them but all clients how they can have a piece of the American dream.”

“When I had my first closing, I got chills on my skin and tears in my eyes. I thought that feeling would go away after more closings, but I still cry every time. I absolutely love that feeling when I get to hand them their keys. I don't think I'll ever stop crying about making a dream come true.”

Silvia's son, Omar, joined her team last year, and together they've formed The Silvia and Omar Team. “It makes me so proud that he wants to work with me,” she said. “I love that he sees what I'm doing and wants to do it with me. I'm proud of how hard he's working and proud of the fact that he's working on his own future. So many kids his age are out partying — I know I was — but he's here hustling alongside me.”

Omar has really stepped up their social media marketing and branding. They now have a billboard right along the San Diego/Mexico border that touts the fact that they're bilingual agents. Together, they're building an amazing referral business.

“We're going to be big,” she said. “As long as we do good by people, people will do good by us. Omar and I are nothing but good to people. We go above and beyond for all of our clients. We're a team that works, and we work hard. No one can take that away from us. It's in our family name.”

“We do everything from the heart. We don't focus on the money; we don't focus on the commission. We focus on taking care of our people and building relationships. We know that will take us far in the future,” she added.

Silvia's younger son, Giovanni, is in high school, and she loves spending time with him. She also has three French

bulldogs, and she considers them her babies. Silvia spends as much time as she can with her family and still talks to her parents every single day. You can find Silvia trying a new restaurant, the beach, or traveling when she has free time.

The Silvia and Omar Team are only just getting started. They will consistently rank among the top because of their work ethic and their passion for caring and helping their clients.

Connect with Silvia at www.thesilviaomarteam.com.



“ We do everything from the heart. We don't focus on the money, we don't focus on the commission. We focus on taking care of our people and building relationships.”

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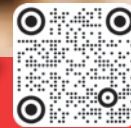


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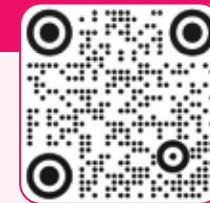
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GOLDENWEST MANAGEMENT



RENT IT LIKE YOU MEAN IT!

▶ partner spotlight

By Kate Shelton
Photos By Mike & Jenn Productions

JAYSON YOSS, PRESIDENT ROY TRUE, DIRECTOR OF OPERATIONS

“As the market shifts, agents need to have a variety of solutions for their clients — that’s where we come in,” Jayson Yoss, designated broker and president of GoldenWest Management, said. When it comes to residential rentals, GoldenWest is the partner you can rely on, no matter the market.

GoldenWest Management is one of the top residential property management companies in the area. They’ve built a reputation for quality service and even better communication. “What makes us different is we pledge to our REALTOR® partners that we’ll never steal their clients, and we’ll always communicate. GoldenWest does not do sales; we are laser-focused on property management and property management alone,” Jayson said.

For REALTORS® with clients that may need to hold off on a sale until better conditions arise, or clients who are now able to enter the investment property market as conditions change, GoldenWest is a turn-key partner.

“We have found agents are really good at their sales niche, but they might not have the time or knowledge to handle property management. That’s where we come in. We take care of all of that and keep clients in your funnel, so you don’t have to worry when they are ready to sell or add another property to their portfolio,” Jayson said.



Jayson Yoss



Roy True

Jayson Yoss grew up in California and went to college at the University of Arizona. It was during a summer internship with a top California producer that Jayson got his start in real estate and then property management. Jayson’s boss encouraged clients to buy cost-effective rental properties in Arizona around the U of A, where Jayson was tasked with managing the rental on those clients’ behalf.

He soon realized that property management was a viable career path and officially started GoldenWest Management, Inc in 2004. Jayson quickly scaled the business, opening offices in Phoenix and Las Vegas.

After the 9/11 terrorist attack, Jayson felt called to serve his country. He joined the Marines and rose to the ranks of Captain. He served two tours — one in Iraq and another in Afghanistan, as an infantry platoon commander. He ended his career teaching at the School of Infantry at Camp Pendleton. For almost 8 years, Jayson had to step away from the day-to-day operations, but during this time, he learned many other valuable skills that have undoubtedly fueled the future success of GoldenWest.

Roy True is now the director of operations for the company. Jayson and Roy met in college, and Roy actually interned under Jayson during school, before branching out on his own. Life

What makes us different is we pledge to our REALTOR® partners that we’ll never steal their clients and we’ll always communicate. GoldenWest does not do sales; we are laser-focused on property management and property management alone.



Property management can be stressful. We want our people to feel like they have the means and support to figure out a solution.

support to figure out a solution.” Office outings have included a day at the races, a day at Big Bear Mountain, and a night out watching the San Diego Gulls play hockey.

Roy and Jayson both have young families, Jayson with 5-year-old triplets and Roy with a 6-month-old. They enjoy spending as much time with their kids as possible.

brought them back together, and Roy joined the company in 2016 — first in a sales role and now leading the operations department.

“We work extremely well together,” Jayson said about Roy. “He is an amazing person. I know I can trust him, I know our clients can trust him, and he’s done a phenomenal job helping us build an incredible team as well as relationships with our partners.”

GoldenWest now has offices in San Diego, Las Vegas, and Phoenix. They manage more than 1,000 properties and have close to 30 employees. Jayson serves as the designated broker and focuses on landlord-tenant and legal compliance, while Roy handles the day-to-day operations and property management — including leasing, maintenance and client services. The leadership team is rounded out by Michael Agnew, senior business development manager, and Liz Miguel, accounting manager.

The entire team makes effective communication their top priority. “At the end of the day, communication is the most important aspect of our job,” Roy explained. “We are often the go-between for three parties — the REALTOR®, the client who owns the house, and the tenants. We work hard to communicate with all three so that everyone wins.”

“If COVID-19 taught us anything, it’s that tenant relationships are important. They’re a valuable commodity and an important part of the big picture,” Jayson said. “That’s someone’s home — both the people that live there and the people that own it.”

The GoldenWest team lives by the mantra, “Rent it Like You Mean It.” “These words guide our work,” Jayson said. “Rental properties are a viable income and an important part of the housing industry. We want

landlords and REALTORS® to take it seriously. We want to make sure the house is maintained to the appropriate standard, is marketed properly, and is leased appropriately. This will give us the best tenants and the best return. Let’s get serious about how to handle rentals.”

GoldenWest earns as much as 90% of its business from the real estate community. They’ve developed a program for agents, mortgage brokers, and affiliates to become an official GoldenWest Partner. GoldenWest Partners can not only rest assured that the GoldenWest team will never solicit your client for a sale, but they will be your resource and advocate for complex landlord/tenant matters.

Jayson and Roy work hard to foster a family environment among their teammates. “Property management can be stressful,” Roy said. “We want our people to feel like they have the means and

As a former Marine, Jayson is also a passionate supporter of veteran causes. For the last three years, he and Roy have been supporting Operation Jump 22 — a non-profit that hosts an annual skydiving event with proceeds working to prevent veteran suicide.

When you work with GoldenWest, you can trust that all aspects of property management — marketing, leasing, and property management will be handled with utmost care. We are not REALTORS® who happen to handle rentals. We are licensed professionals whose sole focus is residential property management. Let us help you “Rent it Like You Mean It.”

Connect with the GoldenWest team at www.goldenwestmanagement.com or by phone at 866-545-5303. Follow them on social media at [@gwmpm](https://www.instagram.com/gwmpm).

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David and Julie BUTTLER

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Side by Side

David and Julie Butler have been side by side for the past twenty years, living life to the absolute fullest.

Early in their relationship, David and Julie decided to explore the world together. They put all their belongings into storage and spent a year backpacking through Europe, exploring 15 countries and experiencing countless adventures.

After a trip of a lifetime, David and Julie arrived home with empty bank accounts and memories that would last a lifetime. Needing to start from scratch, they built successful careers in the medical device field, started a family of three boys in just over three years, and transitioned into owning their own business. Eventually, their path led them into real estate.

In business and life, David and Julie are a complementary pair. Julie is direct, efficient, has a keen attention to detail, and is a fierce advocate for her clients and community. David has a bit of a softer persona; he's more patient and longer-winded, willing to dig in and help when something needs to be done. He never minds rolling up his sleeves to come to the aid of another. The balance of David and Julie's strengths has been the perfect recipe for success.

IT STARTS WITH A BANG

David and Julie were engaged just six months after they began dating. Soon after, they set out for their once-in-a-lifetime adventure through Europe, during which they eloped in Italy.

"Our friends all thought we were crazy," Julie reflects. "Traveling for a year on a budget, not speaking the languages, staying in hostels or train stations — nothing

...

“We leverage that dynamic to succeed. Between the two of us, we naturally connect with all different personality types.”



...

will test a relationship like stress. But we came out of it successfully and married. It was truly meant to be.”

Upon returning to San Diego, David and Julie used their degrees to start new careers in the booming medical device field. Both developed thriving businesses. David would continue along that path for the next decade while Julie eventually created a marketing firm.

By 2017, David and Julie had three young sons. They were successful in business but sensed a need for a change. Both were interested in real estate, so they decided to take a huge leap of faith, leaving behind stable jobs for a new professional adventure.

“I’d been fascinated by real estate since the mid-’90s,” David reflects, “but I wasn’t mature enough to understand or appreciate the opportunities it could provide at that time. Years later, it was Julie that got us into it. She was presented with an opportunity to join a highly respected team, and we went for it.”

NEW BEGINNINGS

David and Julie partnered with the top team in their area and took on the new adventure with the same passion and enthusiasm they had pursued other opportunities. They didn’t have much experience in the business, so they relied on their shared core skill set and values: grit, perseverance, integrity, and a heart for service.

“Our boys were six, five, and three at the time, so to say we were overwhelmed at the time is an understatement. But we were committed. There was no other option than to succeed,” David says. “In the beginning, it was a challenge — seven days a week, phone calls, door knocking, you name it. We didn’t have a choice. We had responsibilities.”

With their hard work, great mentors, and natural ability to understand client needs, David and Julie found success. They now lead a team of their own, The Butler Group, which closed \$72 million in 2021 and is approaching \$100 million in 2022.

YIN AND YANG

David and Julie get along exceedingly well (clearly), but they have distinctive

“We have a contagiously optimistic attitude. We’re so blessed that both of us have that same natural disposition. We both live life to its fullest and are so happy to be living this life each and every day.”

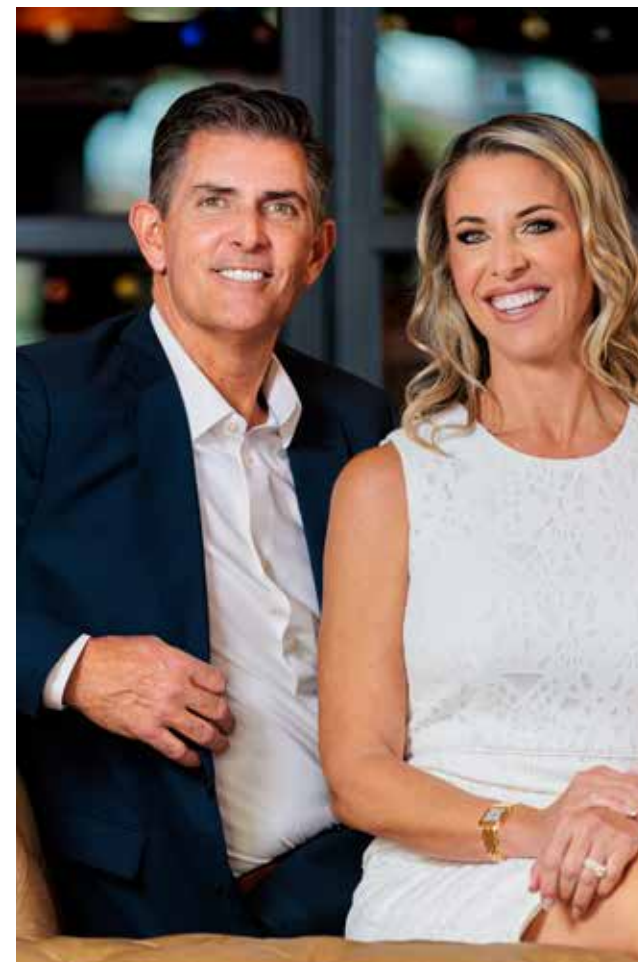


personalities. That’s part of what makes them so successful and entertaining to be around.

“David and I are aligned but are very different people,” Julie says. “David is more patient and will spend hours on the phone with clients when emotions run high, and they need reassurances that everything is going to be OK. I am often swift to speak, efficient, and to the point when someone wants to get the facts and make a decision quickly.”

“We leverage that dynamic to succeed. Between the two of us, we naturally connect with all different personality types,” David adds.

The founding of The Butler Group has helped David and Julie get some time back for their family life. It also allows them to better serve their clients. Their group is built upon a culture of service, just like David and Julie’s individual businesses were.



“I wake up every day to put other people’s needs above ours and to help as many people as possible. So, in building a team, we’re looking for people who share that same philosophy. We want people that are honest and have integrity; our team is truly an extension of our family.”

LIVING THE GOOD LIFE

David and Julie can put their success in perspective, realizing that the real value in life is in the time they spend with their family. Their sons, Finn, Noah, and Braden, are now 14, 13, and 11. The hope is that someday, one (or all) will follow in David and Julie’s footsteps.

“We are quite addicted to one another. The five of us are always together,” Julie beams. “We are so unbelievably blessed. I am madly in love with my kids and my husband of almost 20 years. The success we have achieved allows us to spend time investing in our family, our community, and our clients.”

“I’m most grateful for Julie,” David says. “Working day in and day out with your best friend, doing something you love, helping people realize their goals and dreams — I can’t think of a better way to spend a day.”

“We have a contagiously optimistic attitude,” Julie adds. “We’re so blessed that both of us have that same natural disposition. We both live life to its fullest and are so happy to be living this life each and every day. We pinch ourselves and say, ‘Is this real life?’”



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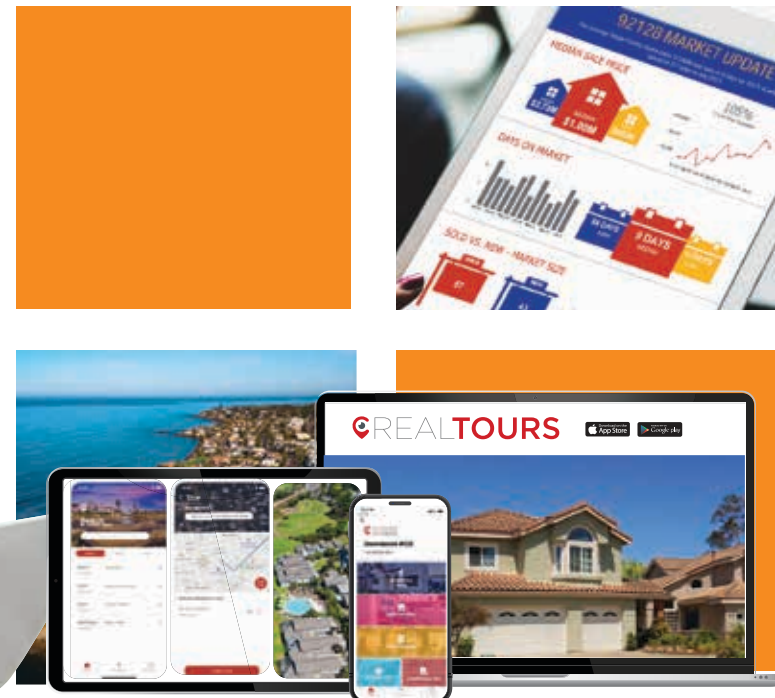
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TOP 200 STANDINGS

Teams and Individuals Close Date Jan. 1, 2022 - Nov. 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	\$203,385,000.00	18	\$129,392,500.00	52	\$332,777,500.00
2	Jason Barry	34	\$195,441,500.00	16	\$82,203,000.00	50	\$277,644,500.00
3	Erick C Gydesen	200	\$173,210,161.00	12	\$10,245,000.00	212	\$183,455,161.00
4	Ben M Braksick	235	\$175,504,364.00	6	\$4,860,400.00	241	\$180,364,764.00
5	Justin Tye	225	\$165,812,810.00	1	\$849,900.00	226	\$166,662,710.00
6	Greg Noonan	23	\$99,340,610.00	11	\$59,975,000.00	34	\$159,315,610.00
7	Maxine Gellens	28	\$83,791,900.00	23	\$63,525,503.00	51	\$147,317,403.00
8	Alan Shafran	38	\$50,804,053.00	75	\$88,193,300.00	113	\$138,997,353.00
9	Emma Lefkowitz	60	\$77,459,388.00	43	\$57,733,001.00	103	\$135,192,389.00
10	Gregg R Neuman	92	\$91,822,379.00	29	\$36,893,288.00	121	\$128,715,667.00
11	Eric Iantorno	17	\$76,765,000.00	9	\$35,772,500.00	26	\$112,537,500.00
12	Susana Corrigan	17	\$60,705,000.00	8	\$50,488,000.00	25	\$111,193,000.00
13	Eric T Chodorow	22	\$61,640,165.00	13	\$45,565,885.00	35	\$107,206,050.00
14	Min Sun	18	\$25,890,500.00	47	\$75,997,266.00	65	\$101,887,766.00
15	Melissa Goldstein Tucci	61	\$58,927,600.00	38	\$42,901,570.00	99	\$101,829,170.00
16	Tim Van Damm	16	\$51,910,000.00	16	\$49,600,000.00	32	\$101,510,000.00
17	Neda Nourani	25	\$58,673,000.00	19	\$34,736,700.00	44	\$93,409,700.00
18	Drew Nelson	13	\$46,697,685.00	8	\$39,379,000.00	21	\$86,076,685.00
19	Tyson Lund	45	\$62,351,500.00	15	\$22,044,000.00	60	\$84,395,500.00
20	Caren Kelley	9	\$44,254,000.00	6	\$40,080,000.00	15	\$84,334,000.00
21	Chad Dannecker	36	\$43,256,950.00	30	\$40,919,672.00	66	\$84,176,622.00
22	Gary M Cashman	66	\$81,136,311.00	3	\$2,855,000.00	69	\$83,991,311.00
23	Lyle Caddell	47	\$52,211,499.00	26	\$31,697,499.00	73	\$83,908,998.00
24	Rande Turner	5	\$42,395,000.00	7	\$40,980,000.00	12	\$83,375,000.00
25	Ross B Clark	7	\$50,605,000.00	6	\$30,970,000.00	13	\$81,575,000.00
26	David Butler	27	\$60,205,004.00	8	\$19,203,000.00	35	\$79,408,004.00
27	Jim Bottrell	68	\$55,043,238.00	30	\$24,165,866.00	98	\$79,209,104.00
28	Keaton English	83	\$74,375,500.00	4	\$3,640,000.00	87	\$78,015,500.00
29	Patti McKelvey	52	\$49,016,538.00	31	\$28,566,500.00	83	\$77,583,038.00
30	Scott W Aurich	10	\$50,390,000.00	7	\$25,848,000.00	17	\$76,238,000.00
31	Gregg Phillipson	61	\$58,319,600.00	20	\$17,759,900.00	81	\$76,079,500.00
32	Farryl Moore	20	\$45,496,950.00	15	\$29,244,450.00	35	\$74,741,400.00
33	Janice P Clements	13	\$36,046,000.00	11	\$31,652,760.00	24	\$67,698,760.00
34	Julie Feld	9	\$45,059,000.00	4	\$22,190,781.00	13	\$67,249,781.00

Rank	Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
35	Jeffrey Nix	76	\$57,416,400.00	9	\$9,520,000.00	85	\$66,936,400.00
36	Brian E Danney	23	\$36,659,850.00	13	\$30,131,500.00	36	\$66,791,350.00
37	Bobby Martins	31	\$33,516,765.00	30	\$32,731,780.00	61	\$66,248,545.00
38	Nicolas Jonville	52	\$65,688,316.00	0	\$-	52	\$65,688,316.00
39	Linda Sansone	9	\$39,441,000.00	6	\$25,911,000.00	15	\$65,352,000.00
40	Kurt Wannebo	26	\$37,685,000.00	19	\$26,285,545.00	45	\$63,970,545.00
41	Gregg G Whitney	11	\$35,278,500.00	10	\$26,265,777.00	21	\$61,544,277.00
42	Amber Anderson	10	\$34,212,000.00	4	\$23,850,000.00	14	\$58,062,000.00
43	Delorine Jackson	6	\$32,150,000.00	6	\$25,200,000.00	12	\$57,350,000.00
44	Kathleen Gelcich	10	\$32,795,000.00	5	\$24,295,000.00	15	\$57,090,000.00
45	Jodie Lee	10	\$8,981,000.00	51	\$47,654,000.00	61	\$56,635,000.00
46	Patrick H Mercer	23	\$34,420,183.00	19	\$22,213,000.00	42	\$56,633,183.00
47	JD Esajian	31	\$39,929,700.00	18	\$16,593,100.00	49	\$56,522,800.00
48	Suzanne M Kropf	22	\$44,158,670.00	6	\$11,925,000.00	28	\$56,083,670.00
49	Steven E Cairncross	12	\$37,346,000.00	6	\$18,716,000.00	18	\$56,062,000.00
50	Talechia L Plumlee-Baker	16	\$39,754,000.00	5	\$16,250,000.00	21	\$56,004,000.00

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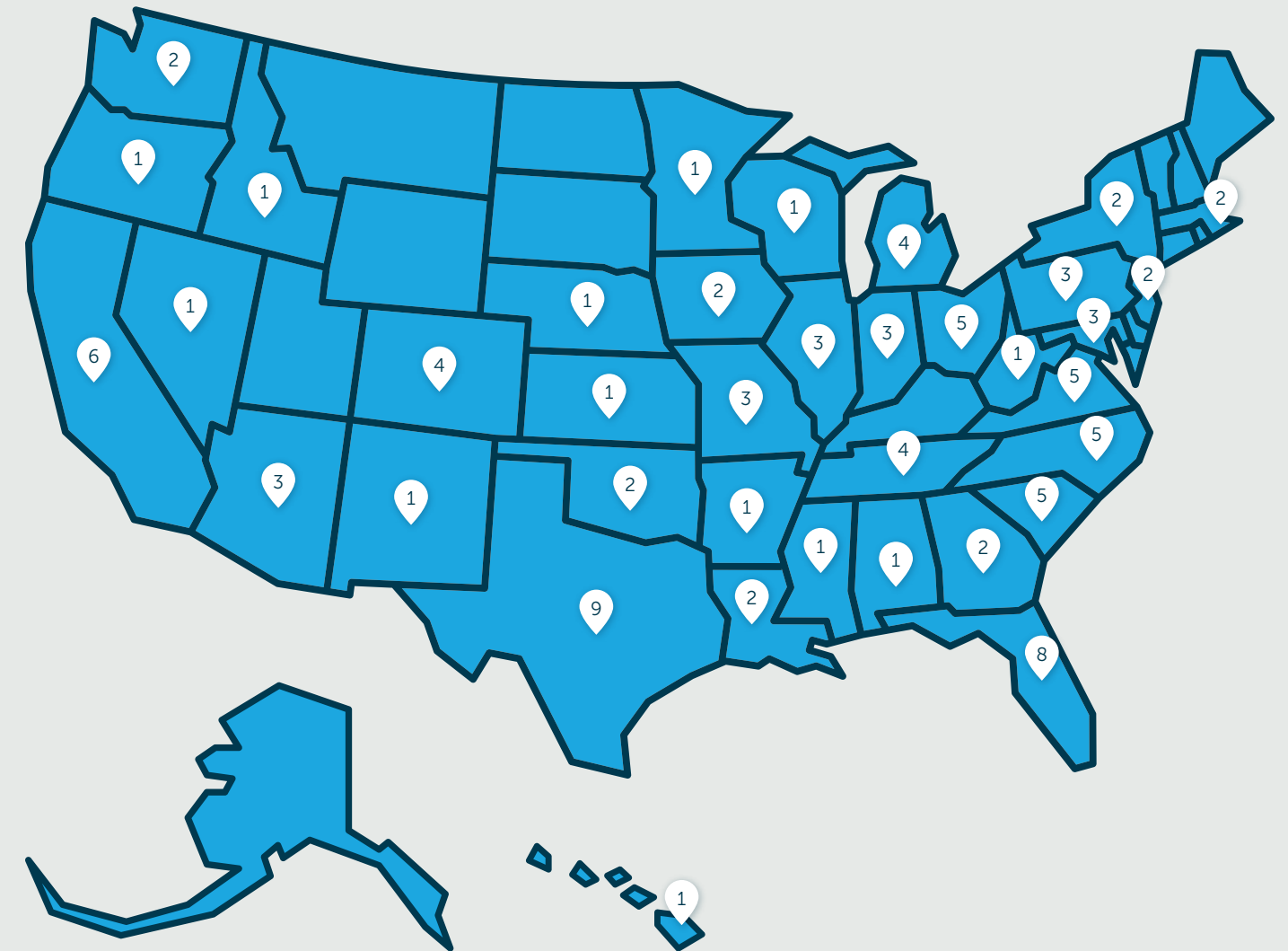
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TOP 200 STANDINGS

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

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



Rank	Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
51	Gary Kent	35	\$45,479,831.00	7	\$10,350,000.00	42	\$55,829,831.00
52	Seth OByrne	15	\$33,454,000.00	12	\$22,249,000.00	27	\$55,703,000.00
53	Sean Zanganeh	20	\$23,741,281.00	26	\$31,762,000.00	46	\$55,503,281.00
54	Jeff Rosa	38	\$37,811,750.00	16	\$17,071,900.00	54	\$54,883,650.00
55	Jenny Yin	14	\$15,911,375.00	26	\$38,611,200.00	40	\$54,522,575.00
56	Dan Conway	24	\$40,431,544.00	7	\$11,804,900.00	31	\$52,236,444.00
57	Cheree Bray	33	\$35,825,200.00	14	\$16,052,000.00	47	\$51,877,200.00
58	Dane Soderberg	12	\$30,866,900.00	8	\$20,830,000.00	20	\$51,696,900.00
59	Scott Union	7	\$24,415,000.00	9	\$27,280,000.00	16	\$51,695,000.00
60	Denny Oh	28	\$29,692,280.00	15	\$20,915,500.00	43	\$50,607,780.00
61	Chris Heller	53	\$42,348,800.00	9	\$8,094,900.00	62	\$50,443,700.00
62	Tracie Kersten	18	\$24,293,250.00	12	\$25,707,000.00	30	\$50,000,250.00
63	Brett A Combs	7	\$34,575,000.00	5	\$15,408,525.00	12	\$49,983,525.00
64	Donna Medrea	6	\$29,290,000.00	4	\$20,380,000.00	10	\$49,670,000.00
65	Mike Blair	63	\$44,335,599.00	8	\$5,188,500.00	71	\$49,524,099.00
66	Eric S Matz	23	\$33,572,020.00	11	\$15,749,500.00	34	\$49,321,520.00
67	Ixie Weber	37	\$42,355,900.00	6	\$6,819,000.00	43	\$49,174,900.00
68	Jana L Greene	13	\$40,445,250.00	2	\$8,655,000.00	15	\$49,100,250.00
69	Carlos Gutierrez III	23	\$33,834,100.00	8	\$14,089,000.00	31	\$47,923,100.00
70	Mike Aqrabi	13	\$8,472,500.00	53	\$39,395,000.00	66	\$47,867,500.00
71	John C Reeves	43	\$33,752,630.00	17	\$13,803,000.00	60	\$47,555,630.00
72	Dino Morabito	10	\$28,261,250.00	7	\$19,106,250.00	17	\$47,367,500.00
73	Catrina Russell	19	\$28,695,478.00	14	\$18,290,000.00	33	\$46,985,478.00
74	Brett Dickinson	7	\$38,070,000.00	3	\$8,900,000.00	10	\$46,970,000.00
75	Kip Boatcher	8	\$28,179,000.00	4	\$18,775,000.00	12	\$46,954,000.00
76	Jesse Ibanez	28	\$26,540,500.00	23	\$20,341,689.00	51	\$46,882,189.00
77	Peter Middleton	18	\$31,153,500.00	4	\$15,700,000.00	22	\$46,853,500.00
78	Chase Cromwell	42	\$36,242,711.00	13	\$10,572,500.00	55	\$46,815,211.00
79	Mike Cady	5	\$14,775,000.00	13	\$31,881,500.00	18	\$46,656,500.00
80	Lindsay Dunlap	10	\$21,283,000.00	9	\$24,705,000.00	19	\$45,988,000.00
81	Mukesh K Jain	5	\$7,141,500.00	25	\$38,815,307.00	30	\$45,956,807.00
82	Jack Archie	12	\$13,843,237.00	5	\$32,080,000.00	17	\$45,923,237.00
83	Nadia Colucci	18	\$24,255,500.00	13	\$21,583,500.00	31	\$45,839,000.00
84	Amy Green	10	\$16,644,800.00	17	\$29,110,000.00	27	\$45,754,800.00

Rank	Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
85	Mike Aon	23	\$25,082,799.00	16	\$20,469,334.00	39	\$45,552,133.00
86	Edith Salas	12	\$29,747,500.00	6	\$15,560,000.00	18	\$45,307,500.00
87	David Miller	5	\$11,937,500.00	5	\$33,320,000.00	10	\$45,257,500.00
88	Mark M Marquez	23	\$36,184,717.00	7	\$8,797,025.00	30	\$44,981,742.00
89	Robert Antoniadis	15	\$28,621,000.00	10	\$16,137,500.00	25	\$44,758,500.00
90	Sarah Scott	16	\$19,837,500.00	21	\$23,771,500.00	37	\$43,609,000.00
91	Craig Lotzof	6	\$24,648,000.00	5	\$18,740,000.00	11	\$43,388,000.00
92	Julie Houston	19	\$33,334,616.00	5	\$9,895,000.00	24	\$43,229,616.00
93	Gwyn Rice	10	\$34,942,000.00	2	\$7,885,000.00	12	\$42,827,000.00
94	Jim McInerney	13	\$23,948,000.00	8	\$18,613,999.00	21	\$42,561,999.00
95	Tyler Hagerla	22	\$20,694,210.00	22	\$21,678,010.00	44	\$42,372,220.00
96	Scott Appleby	3	\$6,515,000.00	11	\$35,289,250.00	14	\$41,804,250.00
97	Darin Triolo	17	\$21,371,000.00	18	\$20,249,975.00	35	\$41,620,975.00
98	Mike Chiesl	35	\$36,079,900.00	4	\$4,740,000.00	39	\$40,819,900.00
99	Salvatore W Cefalu	22	\$22,356,080.00	13	\$18,327,000.00	35	\$40,683,080.00
100	Kelli Miller	6	\$8,580,000.00	10	\$32,076,945.00	16	\$40,656,945.00

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TOP 200 STANDINGS

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

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



Rank	Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
101	Bree Bornstein	5	\$15,525,000.00	6	\$25,125,000.00	11	\$40,650,000.00
102	Rick Sauer	22	\$34,909,000.00	5	\$5,512,000.00	27	\$40,421,000.00
103	Sean Caddell	5	\$18,223,425.00	10	\$21,988,430.00	15	\$40,211,855.00
104	Elizabeth Reed	6	\$18,310,008.00	9	\$21,767,500.00	15	\$40,077,508.00
105	Ray Shay	13	\$29,185,476.00	6	\$10,620,700.00	19	\$39,806,176.00
106	Tamara Markey	45	\$33,936,800.00	5	\$5,850,000.00	50	\$39,786,800.00
107	David M Rudd	19	\$18,997,000.00	21	\$20,649,300.00	40	\$39,646,300.00
108	Laura Sechrist Molenda	7	\$8,007,000.00	16	\$31,173,070.00	23	\$39,180,070.00
109	Steven Lincoln	10	\$20,114,777.00	12	\$18,574,000.00	22	\$38,688,777.00
110	Michael Najar	29	\$23,556,300.00	22	\$15,131,000.00	51	\$38,687,300.00
111	Kevin J Hall	16	\$29,590,039.00	9	\$9,078,000.00	25	\$38,668,039.00
112	Cideer Saco	9	\$6,237,000.00	41	\$32,359,500.00	50	\$38,596,500.00
113	Gary Massa	23	\$33,839,000.00	3	\$4,665,000.00	26	\$38,504,000.00
114	Mary Raser	3	\$26,261,500.00	4	\$12,181,500.00	7	\$38,443,000.00
115	Tracey Ross	9	\$17,694,000.00	9	\$20,668,000.00	18	\$38,362,000.00
116	Felicia Lewis	8	\$17,320,000.00	8	\$21,031,000.00	16	\$38,351,000.00
117	Andrew E Canter	3	\$4,890,000.00	6	\$33,293,750.00	9	\$38,183,750.00
118	Nancy Beck	18	\$24,314,500.00	8	\$13,864,500.00	26	\$38,179,000.00
119	Joshua Higgins	7	\$8,440,000.00	19	\$29,684,750.00	26	\$38,124,750.00
120	Melissa Steele	17	\$15,596,000.00	22	\$22,502,543.00	39	\$38,098,543.00
121	Bern McGovern	4	\$5,028,000.00	21	\$32,902,923.00	25	\$37,930,923.00
122	Robert J Colello	16	\$20,369,500.00	14	\$17,503,500.00	30	\$37,873,000.00
123	Dan Christensen	22	\$34,711,525.00	2	\$3,150,000.00	24	\$37,861,525.00
124	Voltaire Lepe	18	\$10,431,500.00	33	\$26,763,000.00	51	\$37,194,500.00
125	Jonathon E Shea	21	\$23,854,258.00	12	\$13,245,000.00	33	\$37,099,258.00
126	Jennifer B Anderson	12	\$25,937,244.00	9	\$11,040,000.00	21	\$36,977,244.00
127	Linda Daniels	8	\$24,217,000.00	4	\$12,655,000.00	12	\$36,872,000.00
128	Richard Stone	13	\$20,424,777.00	11	\$15,940,000.00	24	\$36,364,777.00
129	Jonathan Mann	27	\$27,766,000.00	1	\$8,100,000.00	28	\$35,866,000.00
130	Vince Moon	8	\$13,490,000.00	14	\$22,316,500.00	22	\$35,806,500.00
131	Ever Eternity	31	\$31,412,499.00	2	\$4,190,000.00	33	\$35,602,499.00
132	Melvina Selfani	21	\$17,147,300.00	20	\$18,329,900.00	41	\$35,477,200.00
133	Jason J Lee	15	\$25,335,500.00	6	\$9,905,000.00	21	\$35,240,500.00
134	Jan Ryan	43	\$33,215,500.00	2	\$2,000,000.00	45	\$35,215,500.00

Rank	Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
135	Sean Barry	5	\$19,885,000.00	4	\$15,330,000.00	9	\$35,215,000.00
136	Shawn Bengtson	8	\$20,377,900.00	5	\$14,722,000.00	13	\$35,099,900.00
137	Brian Connelly	11	\$33,425,000.00	1	\$1,150,000.00	12	\$34,575,000.00
138	Sean Piazza	32	\$34,480,371.00	0	\$-	32	\$34,480,371.00
139	Joel Blumenfeld	16	\$18,060,168.00	15	\$16,405,000.00	31	\$34,465,168.00
140	Judi Reimer	39	\$29,503,205.00	8	\$4,904,000.00	47	\$34,407,205.00
141	Miguel Nunez	20	\$26,069,500.00	7	\$8,066,500.00	27	\$34,136,000.00
142	An Do	1	\$740,000.00	37	\$33,138,100.00	38	\$33,878,100.00
143	Skip Reed	8	\$15,080,000.00	5	\$18,496,000.00	13	\$33,576,000.00
144	Jeremy Beauvarlet	33	\$33,463,800.00	0	\$-	33	\$33,463,800.00
145	Michelle Walsh-Ozanne	8	\$16,074,000.00	7	\$17,214,000.00	15	\$33,288,000.00
146	Omid Maghamfar	9	\$10,309,000.00	22	\$22,946,825.00	31	\$33,255,825.00
147	Arianna Schwarz	15	\$15,932,200.00	12	\$17,146,000.00	27	\$33,078,200.00
148	Ilana Huff	16	\$21,200,000.00	10	\$11,824,614.00	26	\$33,024,614.00
149	Benjamin Hamady	4	\$28,050,000.00	3	\$4,845,000.00	7	\$32,895,000.00
150	Lindsay Himmel	12	\$23,954,000.00	4	\$8,711,000.00	16	\$32,665,000.00

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TOP 200 STANDINGS

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

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



Rank	Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
151	Sandra Zambito	22	\$21,604,999.00	13	\$10,974,900.00	35	\$32,579,899.00
152	Sharon Quisenberry	34	\$28,839,400.00	6	\$3,735,500.00	40	\$32,574,900.00
153	Janna Hernholm	11	\$18,262,000.00	9	\$14,277,000.00	20	\$32,539,000.00
154	Katie Gilbert	33	\$26,845,333.00	4	\$5,490,000.00	37	\$32,335,333.00
155	Mary K Ritter-Myers	2	\$1,772,500.00	7	\$30,529,000.00	9	\$32,301,500.00
156	Tami Fuller	24	\$24,249,132.00	7	\$7,846,000.00	31	\$32,095,132.00
157	Matt Battiatia	25	\$26,152,150.00	6	\$5,841,000.00	31	\$31,993,150.00
158	Kyle Murphy	8	\$15,963,000.00	11	\$16,001,000.00	19	\$31,964,000.00
159	John H Selby	18	\$17,379,200.00	17	\$14,578,623.00	35	\$31,957,823.00
160	Amy Jensen	11	\$16,048,000.00	7	\$15,794,000.00	18	\$31,842,000.00
161	Pompeyo Barragan	7	\$14,270,000.00	9	\$17,547,000.00	16	\$31,817,000.00
162	Gina L Barnes	14	\$24,333,040.00	6	\$7,460,000.00	20	\$31,793,040.00
163	Kimo Quance	38	\$30,037,700.00	2	\$1,733,000.00	40	\$31,770,700.00
164	Twana Rasoul	2	\$1,740,000.00	37	\$29,998,500.00	39	\$31,738,500.00
165	Cheryl Li	7	\$9,531,000.00	18	\$22,192,138.00	25	\$31,723,138.00
166	Jennifer Janzen-Botts	5	\$17,089,000.00	2	\$14,600,000.00	7	\$31,689,000.00
167	Olga Stevens	6	\$13,540,000.00	7	\$18,049,000.00	13	\$31,589,000.00
168	Blake Cory	20	\$17,740,000.00	21	\$13,608,400.00	41	\$31,348,400.00
169	Mike Tristani	16	\$22,879,500.00	5	\$8,427,000.00	21	\$31,306,500.00
170	Daniel Greer	7	\$20,565,198.00	4	\$10,545,000.00	11	\$31,110,198.00
171	K. Ann Brizolis	5	\$26,190,000.00	3	\$4,831,530.00	8	\$31,021,530.00
172	Michael J Wolf	18	\$17,136,860.00	14	\$13,769,700.00	32	\$30,906,560.00
173	Denis Dolginov	24	\$26,751,300.00	3	\$4,115,000.00	27	\$30,866,300.00
174	Cristi Chaquica	9	\$15,153,000.00	9	\$15,617,899.00	18	\$30,770,899.00
175	Patrick S Cairncross	4	\$7,973,750.00	10	\$22,730,677.00	14	\$30,704,427.00
176	Michelle Liu	4	\$5,070,000.00	7	\$25,613,375.00	11	\$30,683,375.00
177	Robert O Andrews	6	\$15,075,000.00	6	\$15,345,000.00	12	\$30,420,000.00
178	Brad Seaman	15	\$17,658,900.00	8	\$12,544,900.00	23	\$30,203,800.00
179	Jim Klinge	12	\$22,787,892.00	6	\$7,294,000.00	18	\$30,081,892.00
180	Bryan Devore	27	\$26,023,000.00	3	\$3,970,000.00	30	\$29,993,000.00
181	Krista S Sozinho	3	\$11,450,000.00	5	\$18,342,500.00	8	\$29,792,500.00
182	Linda Lee	13	\$11,325,000.00	15	\$18,381,000.00	28	\$29,706,000.00
183	Ruth Ann Fisher	7	\$16,586,500.00	2	\$13,110,000.00	9	\$29,696,500.00
184	Guy M. Ravid	3	\$5,117,000.00	5	\$24,565,000.00	8	\$29,682,000.00

Rank	Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
185	Charles N Wheeler	29	\$21,383,500.00	6	\$8,258,000.00	35	\$29,641,500.00
186	Anna Marie Barnard	10	\$16,296,500.00	9	\$13,242,500.00	19	\$29,539,000.00
187	James Jam	9	\$20,086,000.00	6	\$9,435,000.00	15	\$29,521,000.00
188	Adam R Loew	6	\$19,185,000.00	5	\$10,295,000.00	11	\$29,480,000.00
189	Jim Carmichael	31	\$25,969,800.00	3	\$3,275,000.00	34	\$29,244,800.00
190	Anne Schreiber	15	\$29,230,751.00	0	\$-	15	\$29,230,751.00
191	Michi Suzuki	14	\$20,171,999.00	9	\$9,005,000.00	23	\$29,176,999.00
192	Gail B Feldman	8	\$10,873,000.00	15	\$18,267,000.00	23	\$29,140,000.00
193	Susan C Mullett	26	\$29,064,984.00	0	\$-	26	\$29,064,984.00
194	Valerie R Upham	15	\$19,433,000.00	9	\$9,603,734.00	24	\$29,036,734.00
195	Rachael L Kaiser	3	\$6,360,000.00	10	\$22,543,000.00	13	\$28,903,000.00
196	Zachary Plumb	14	\$12,077,500.00	20	\$16,794,000.00	34	\$28,871,500.00
197	Charlie Baker	28	\$27,631,575.00	1	\$1,237,500.00	29	\$28,869,075.00
198	Scott A Booth	15	\$17,287,270.00	9	\$11,454,270.00	24	\$28,741,540.00
199	Whitney S Peyser	6	\$17,490,000.00	5	\$11,184,047.00	11	\$28,674,047.00
200	Thor Sorensen	19	\$17,289,500.00	9	\$11,262,500.00	28	\$28,552,000.00

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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by Joe Lima, CIVIC Financial Services

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Loan Amount: \$1,755,000
LTV: 70%
Type: Cash-Out
Potential Referral: \$17,550



CORONA DEL MAR, CA

Loan Amount: \$1,592,500
LTV: 80%
Type: Rental
Potential Referral: \$15,925

* The referral amount shown is an example only based upon 1% of the loan amount. CIVIC's current maximum referral amount is 1%. CIVIC reserves the right to change referral percentages at any time. Referrals are not available in all states and referral amounts may be limited by applicable law in the property state. Eligibility to receive a referral is subject to CIVIC's terms and conditions.



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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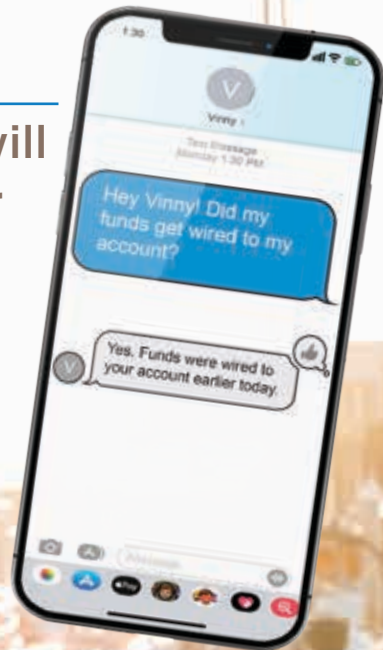


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