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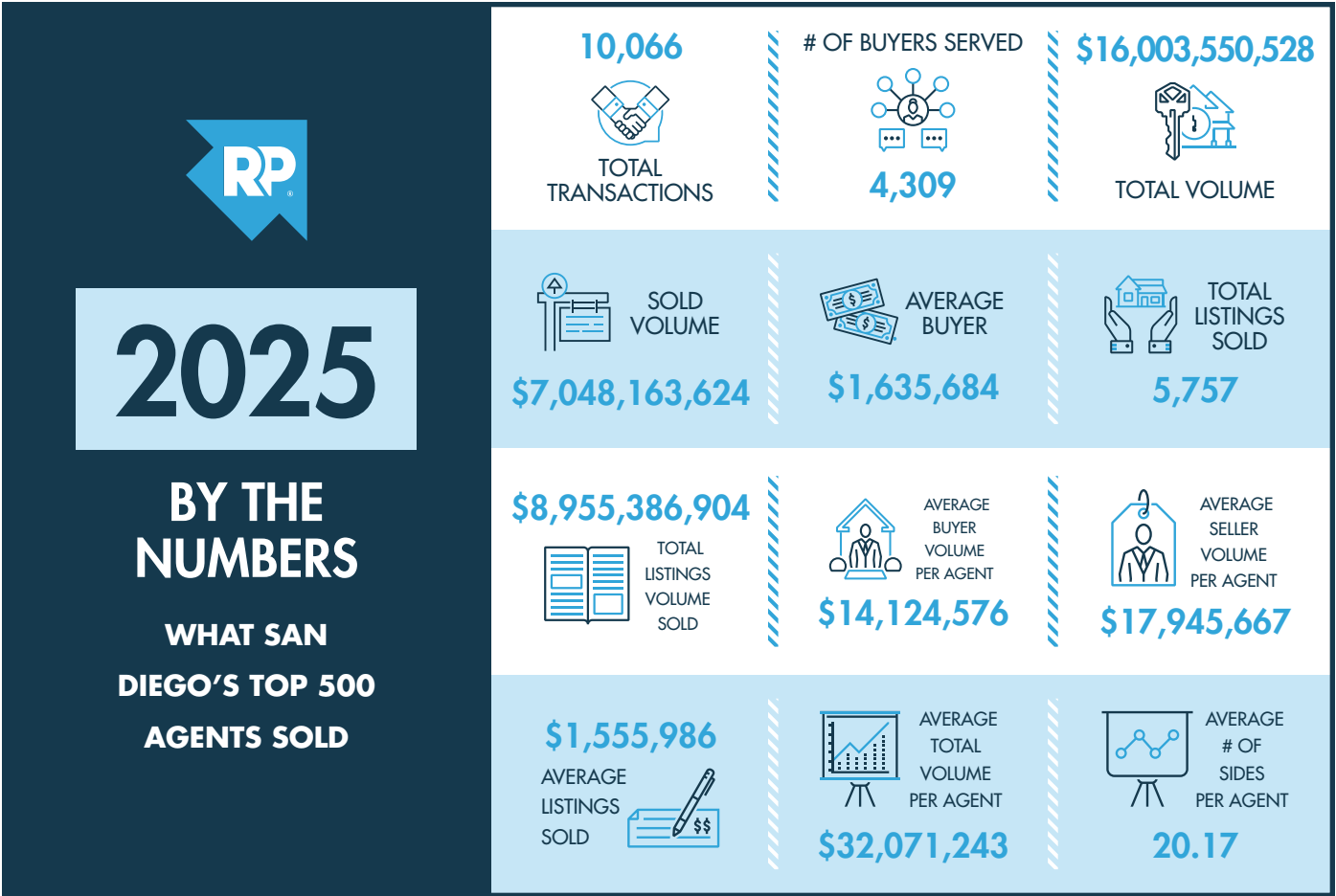
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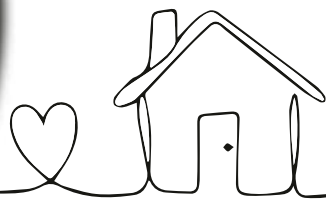
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New Venture Escrow

Most escrow companies will tell you they close deals. Tania Marks and Courtney Louis will tell you that's the floor, not the ceiling.

As Vice Presidents of Sales at New Venture Escrow, Tania and Courtney have built something that looks less like a vendor relationship and more like a growth partnership. They host educational events, introduce agents to emerging tools, connect people with the right resources, and show up long after the escrow closes. With offices across San Diego, Carlsbad, Chula Vista, Orange County, Temecula, Rancho Mirage, and Sherman Oaks, New Venture Escrow operates at scale, but Tania and Courtney keep the work deeply personal.

Two Different Roads to the Same Place

Tania grew up in El Centro and came to San Diego to attend San Diego State University, planning to get her degree and figure out the rest. She figured out San Diego first and never left. Before escrow, she bartended while finishing school, then joined a law firm that specialized in foreclosures during one of the busiest periods the real estate market had seen. That front-row seat to the stakes involved in property transactions stayed with her. "That experience gave me valuable insight into real estate and the importance of protecting clients throughout the process," she recalls.

Courtney was born and raised in Hidden Hills, California, where she was first introduced to real estate

at 18 while working alongside her mother at Prudential John Aaroe. The experience sparked an early passion for the industry and the relationships that drive it. At 20, she relocated to San Diego to begin her title career with California Title, embracing the opportunity to build her future in a city she had always admired. After several successful years as a title representative, she was offered a partnership in a local escrow company, a decision that would ultimately shape the course of her career. That company later evolved into New Venture Escrow, where she continues to help drive growth and innovation in the escrow process.

The two met in 2009, and their friendship gradually became a professional partnership. In 2013, Courtney brought Tania into the escrow world. What started as a career introduction has since grown into a shared mission.

A Company Built for More Than Transactions

New Venture Escrow handles the full range of transaction types: residential, commercial, mobile homes, bulk and business sales, vacant land, reverse mortgages, and more. The company's proprietary platform, VentureTrac, gives clients real-time visibility into their transactions, and its Seller's Protection Plan provides up to \$50,000

in errors and omissions coverage at no cost to sellers of owner-occupied properties, with coverage extending up to seven months after closing. "One benefit many agents may not know about is that Seller Protection Plan," Tania notes. "It provides sellers with real peace of mind during the transition after the sale."

But when Tania and Courtney talk about what sets New Venture Escrow apart, they don't lead with products. They lead with people. "We don't view ourselves as just an escrow company," Tania explains. "We view ourselves as connectors, problem-solvers, and growth partners. We are constantly looking for ways to bring additional value to the real estate professionals we serve."

Education at the Center

Among the things Tania and Courtney are most intentional about is agent education. They host mastermind groups, networking events, and business-building workshops throughout the year. They bring agents practical, applicable guidance on topics like artificial intelligence, emerging technology, and business development strategies that are actually relevant to the current market. "From teaching agents how to leverage AI and emerging technologies to hosting events, our goal is to help agents overcome roadblocks and uncover new opportunities," Tania says.

Tania Marks & Courtney Louis,

Vice Presidents of Sales

The philosophy behind it is straightforward. “When agents are equipped with the right tools, strategies, and connections, they can better serve their clients and close more business,” Courtney adds. “When our partners win, we win.”

A Team That Works Together

The broader New Venture Escrow sales team reflects the same collaborative spirit that Tania and Courtney model. Rather than competing for business, team members share opportunities, resources, and clients, bringing more combined perspective and support to every transaction. Specialists are strategically positioned throughout Southern California, including Gaby Sevilla, Sam Smith, Brandon Woods, Nathan Woods, Tamarra Armstrong in Temecula, Jill Green in Los Angeles, Sean Hoptar in the Rancho Peñasquitos and Poway area, Oscar Ortega in the Palm Springs area, and James Tullio in Orange County, ensuring agents across the region have a dedicated local expert in their corner.

“What makes us different is that we genuinely enjoy working together,” Tania says. “We leverage each other’s



strengths, and at the end of the day, we’re committed to doing what’s best for our clients. That team-first mindset is a big part of who we are.”

Life Outside the Office

Away from work, both women are navigating exciting new chapters. Tania and her husband Steve, married in 2023, are expecting their first child, a baby girl, in August. They share their home with two dogs and a growing sense of anticipation. “Success has taken on an even deeper meaning as I prepare to

“We view ourselves as connectors, problem-solvers, and growth partners.

We are constantly looking for ways to bring additional value to the real estate professionals we serve.”

welcome my first child,” Tania reflects. “It’s about building a life that allows me to be present for the moments that matter most and showing my daughter that it’s possible to pursue your goals, help others, and create a fulfilling life along the way.” When they’re not working, the two enjoy traveling, trying new restaurants, and making the most of everything San Diego has to offer.

Courtney married her husband in 2024 and describes one of the greatest blessings of that chapter as building



relationships with his two daughters. “Family time is what we value most,” she says. The family enjoys time out on the water in Lake Havasu, outdoor adventures, and relaxed weekends at home with their dog, Rocky.

For agents who want more than a vendor, someone invested in their growth, their clients, and the long game, Tania Marks and Courtney Louis, have made that partnership their profession. In an industry that often treats relationships as a means to a transaction, New Venture Escrow has built a business that treats the relationship as the point. ❏

CONTACT US!

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“If you just want to get in and out, I’m probably not your person. But if you want someone who will get you an incredible deal AND make sure you actually understand why it’s the right one, we’re going to be a great fit.”

There is a version of the mortgage industry that operates on assumptions, moves too fast, and hopes nothing falls apart in escrow. Amanda Silber is not part of that version.

As Branch Manager and Loan Officer at Movement Mortgage, Amanda has spent 14 years building a reputation that top-producing agents describe the same way: thorough, creative, and the person you call when another lender has already dropped the ball. In her own words, she has never once approved a client and not closed the loan. That is not a boast. It is a standard she has maintained across more than a decade of originating, and it is the reason agents keep sending her their most complicated deals and even the simple ones.

From Humboldt County to the Top 1%
Amanda grew up in Northern California, spending her early years in Oroville before finishing middle school and high school in Humboldt County. By the time she graduated, she knew one thing clearly: she wanted out of a small town

and somewhere new. San Francisco felt too close. Los Angeles wasn’t the right fit. San Diego, she decided, was exactly far enough. She enrolled at Mesa College, finished her political science degree at San Diego State University, and started building a life in a city that suited her.

Law school was on the table for a while. Then she ran the actual numbers. “Once I really looked at the math, the cost of law school versus the average attorney salary, the work-life balance, the years it takes to actually make good money, it just didn’t add up for me,” she explains. She had always been drawn to real estate, but her then-boyfriend, now husband, was becoming a Realtor, and doing the exact same thing didn’t make sense. So she looked for something adjacent. “I kind of stumbled into loans from there,” she says.

What set her apart from the start was how she approached the learning curve. She didn’t come up as an assistant and didn’t wait for someone to hand her the playbook. “I hit the ground running as a

loan officer from day one,” she shares. “I made it a point to learn the guidelines and the technical side completely, on my own time.” That combination of self-taught technical precision and relationship-first mentorship shaped how she does business today, and helped put her in the top 1% of originators nationally.

The Lightbulb Moment

Ask Amanda what she loves most about her work and the answer comes immediately: financial literacy. Not the transaction, not the commission, but the moment a client finally sees the full picture. “There is nothing better than that lightbulb moment when a client finally sees how all the pieces fit together,” she says. “When their eyes light up and they realize, ‘wait, I’m actually saving thousands by doing it this way,’ that’s why I do this.”

Her approach to clients starts with education rather than instruction. She is not interested in telling people what to do. She is interested in making sure they understand enough

CONTINUED ►

to own the decision themselves. “I look at the big picture, the stuff most people miss, and I lay it all out so nothing is a surprise,” she explains. “At the end of the day, it’s their money and their future, so my job is to make sure they’re informed enough to own those decisions.”

She specializes in what she calls big-picture financial planning through the lens of mortgage and leverage, working with first-time buyers, move-up buyers looking to turn a home into a wealth-building tool, and experienced investors growing rental portfolios. The thread connecting all of them is a client who actually wants to understand what they are doing and why. “A lot of people come in laser focused on the rate, and I get it, but the rate is only one piece of the puzzle,” she explains. “When you look at the full loan structure, the term, the down payment strategy, how this mortgage fits into your bigger financial picture. I can often save clients tens of thousands of dollars they never would have seen on a standard loan quote. If you just want to get in and out, I’m probably not your person. But if you want someone who will get you an incredible deal AND make sure you actually understand why it’s the right one, we’re going to be a great fit. And I’ll still be answering your calls years after closing.”

What Agents Actually Get

For real estate agents, the pitch Amanda makes is straightforward: she protects



your reputation and your paycheck. “I save deals every single week that other lenders dropped the ball on,” she says. “The loan process is a massive part of your client’s overall experience, and if that side goes sideways it reflects on everyone involved.” Her team is so thorough on the front end that by the time a file reaches escrow, there is almost nothing left to go wrong.

She has heard the compliment more than once and takes it seriously: agents have told her she operates like a silent, unpaid business partner. That means fewer babysitting calls, fewer fire drills, and clients who come out of the process with a smooth experience they associate with the agent who referred them.

She also knows how to own a mistake when one happens. In rare cases mistakes happen. For one particular file alimony income was included on a loan file without verifying the terms of the underlying agreement. When the team discovered after escrow opened that the income was temporary and couldn’t be used, the file was no longer approvable as structured. Amanda didn’t call the client to explain the problem or assign any part of it to them. She restructured the deal, took a financial hit internally to make the numbers work, and the client closed on their home excited about their new payment, never knowing anything had gone sideways. “Some loan officers would’ve wanted the client to know about the sacrifice that was made for them,” she says. “I didn’t want that. I wanted them to remember their mortgage experience as smooth, exciting, and stress-free, because that’s what they deserved, mistake or not.”

A Team Built for Thoroughness

The standard Amanda holds wouldn’t be possible without the team behind her. Cristina, her loan officer assistant, is the operational engine of the business, managing client paperwork, keeping loan files approved and ready, and making sure every client has every payment scenario and pre-approval they could need before they ever step into escrow. Joseph serves as her administrative assistant and client concierge, handling everything from

check-ins with past clients to helping people navigate their property taxes online. Sara is her loan processor, taking files under contract through underwriting and into closing, coordinating conditions and keeping transactions on track.

“I have an amazing team,” Amanda says. “I couldn’t do what we do without them, they allow me the creative freedom to dig deep with my clients rather than being bogged down with paperwork.”

Protecting Her Peace

Outside of work, Amanda has set out to eat at every restaurant on Convoy which she shares on her social media accounts. She is a mom, a cook, a gym regular, a fan of live music, and happiest when she is with her kids and husband. Her favorite motto, “protect your peace,” is not just something she says. It is the filter through which she runs her entire life. She sets firm boundaries around her time and her family, not because she is unavailable, but because she has decided that presence matters more than constant accessibility. “I’m available, genuinely available, but on my terms,” she says. “That balance is non-negotiable for me, and honestly I think it makes me better at my job, not worse.”

Her goals beyond the transaction are expanding. She is building toward something larger than individual loans, a community of people seeking out real financial education that goes beyond home purchases and into genuine wealth literacy. “I want to impact more lives,” she says simply.

For agents who have spent too many transactions managing a lender instead of serving their client, Amanda Silber is the answer to a question they have probably asked themselves more than once: what would it look like to work with someone who actually had this handled? Give her one shot, she says. She is confident the answer will be obvious. ▀

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35 UNDER 35

We are proud to present a special edition of *San Diego Real Producers* celebrating the exceptional professionals named to our 35 Under 35 Class of 2026. These rising leaders represent the future of real estate in San Diego as innovators, top producers, and dedicated professionals who are shaping the industry in meaningful ways.

Each honoree was selected for their impressive real estate leadership or sales performance. These individuals are not only achieving remarkable success in their businesses but are also giving back, serving as mentors, leaders, and advocates who help elevate those around them. Many of the agents

featured in this issue have already earned recognition and accolades for their accomplishments, and they continue to make a positive impact through their work with nonprofit organizations and community initiatives through out San Diego.

You may recognize some of these talented professionals from previous issues of *San Diego Real Producers*, and we are excited to highlight them again in this special edition. As always, this publication is privately distributed and provided 100% for FREE to the confirmed top performers in the industry. None of the featured agents paid to be here, as Real Produces®

operates in 125+ markets nationwide, for free to the area's highest producers. All of this is provided by the preferred partners, each personally endorsed by Top 5% Agents locally and listed in this book. Without them, none of this would be possible, and we encourage you to connect with a few of them! A Special Thank You to Elizabeth Ireland Photography for shooting this entire edition.

It is our privilege to introduce the *San Diego Real Producers* 35 Under 35 Class of 2026!

With love & light,
Jessie Wright

CONTINUED ►



NICOLE ANDERSON

Years in Real Estate: 4 | Career Volume: \$17M+

Barry Estates Luxury Coast Group

Nicole Anderson didn't stumble into luxury real estate. She was practically born into it. Both grandfathers were San Diego Realtors. She grew up on a street her family developed in Del Mar Mesa, respectively named Anderson Ridge Place. After graduating from the University of California, Berkeley and before earning her real estate license, she ran a high-end residential construction company focused on Rancho Santa Fe and Del Mar, two of the same coastal corridors where she now sells.

She joined Sean Barry and Susie Mikolajewski just as they were launching Barry Estates Luxury Coast Group's, the firm's new Del Mar branch founded by Sean Barry, and the partnership became the foundation of her career. "Sean, Susie, and the whole team at Luxury Coast Group have always believed in me," she says. "I will always be so grateful."

Four years in, Anderson's builder background gives her a distinct edge in a market where no two properties are alike. She doesn't just know the

inventory; she understands why a home is priced the way it is, what the craftsmanship reflects, and how to communicate that story to the right buyer. In 2025, she represented the buyer on the fourth-highest sale of the 2025 calendar year in her office, closing at \$7.5 million.

When she's not at the negotiating table, Anderson is likely in her kitchen, hosting themed dinner parties with friends in the modern French country style home she designed and renovated herself.



LIV ARANT

Years in Real Estate: 4 | Career Volume: ~\$55M

Keller Williams La Jolla | Cane Real Estate

Liv Arant swore she'd never go into real estate. She watched her parents build one of Austin's most successful teams from the ground up and thought she wanted to carve her own path in a more creative start-up space. Then she graduated from SDSU with a degree in business and entrepreneurship, and went straight into real estate.

The irony isn't lost on her. What is clear is that she was built for it. Arant grew up staging homes with

her mom on weekends, answering phones at her parents' office every summer, and absorbing the rhythms of the business long before she had a license. When her first solo deal closed, a cash purchase of a Mills Act home in North Mission Hills for over \$3 million, she thought it might be a fluke that would be hard to immediately replicate. It wasn't.

Now operating under mentor Brian Cane at Keller Williams La Jolla, Arant has carved a niche she describes simply: "selling cool houses for cool

people." She gravitates toward character homes, older properties with history, and buyers who want something the market doesn't easily give up. She's also a certified yoga teacher, was a vintage clothing reseller in her college days, and someone who credits her spirituality as a genuine part of how she does business.

The KW La Jolla Quantum Leap Award winner is over halfway to her \$40 million goal for the year and isn't slowing down.



MALENA BOETEL

Years in Real Estate: 6 | Career Volume: \$100M

SERHANT

Growing up in smalltown Iowa, population 6,000, Malena Boetel always knew California was going to be home. She'd never been. Didn't know a soul. But when it comes to big decisions, she's always had that instinct.

Fresh off graduating from Iowa State University with a BS in Public Relations, Malena took the leap and landed in San Diego. She built a successful career in corporate public relations and marketing, launching media campaigns for celebrity brands and Fortune 500 clients in the health and wellness product space.

But just like California, real estate was always calling. She got licensed in 2020 and quickly found herself closing her first million-dollar deal and being selected to list extraordinary properties. Her marketing background turned out to be the differentiator. "A listing isn't just a home," she says. "It's a brand." Malena treats every property the way she once treated a product launch: identifying its story, its buyer, and the strategy that creates real competition.

This year, Malena became one of 16 Founding Partners launching SERHANT. California, bringing the media-first brokerage to five markets across the West Coast, powered by more than \$2

billion in agent sales volume. She was joined in the launch by business partner and fellow Founding Partner Amber Welch, along with Exclusive Group co-founder Natasha Fattaleh - a trio that's worked together since 2020. Years earlier, she'd half-joked to a childhood friend that if SERHANT. ever came to California, she'd launch it in San Diego. That same friend went on to launch SERHANT. Dallas this past June, making the milestone feel especially full circle.

Her definition of success has shifted from individual wins to shared ones. "Success is building a table big enough that everyone you love has a seat," she says.



TRENT CADY

Years in Real Estate: 10 | Career Volume: \$300M+

Coastal Premier Properties | Mike Cady Realty Group

Trent Cady was raised in the business. His father has worked the San Diego real estate market for over 35 years, and Cady built his foundation by observing, learning, and eventually stepping into the family trade himself. After graduating from Torrey Pines High School and attending CU Boulder, he returned home to pursue real estate full-time. His focus has always been on selling, but he also carries a mortgage broker's license, held for the past decade, and oversees management of more than 50 luxury properties

throughout San Diego, giving his clients added confidence and an extra layer of expertise behind every transaction.

At age 31, Trent Cady surpassed \$50 million in personal sales volume in a single year and was recognized the same year with both SDAR's 40 Under 40 and SDRP's 35 Under 35 honors. Last year, he and his father generated a combined \$117 million in sales volume, with \$51 million attributable to Trent Cady individually.

He attributes his success to a relentless drive and a competitive mindset, approaching each day with the discipline of a 9-to-5-plus schedule. For

Trent Cady, client service and reliability are non-negotiable standards.

Outside of work, Trent is an avid basketball player, golfer, and snowboarder, and a dedicated family man. He was also a top-10 ranked wakeboarder nationally. That same competitive drive and discipline now fuels his approach to business.

Looking ahead, Trent Cady's goals for the year include \$150 million in combined team volume and at least one transactions exceeding \$10 million in price as well as growing the property management to over 70 properties.



CHARLIE CAIRNCROSS

Years in Real Estate: 4 | Career Volume: \$58.9M

Berkshire Hathaway | Tim Van Damm & Associates

Charlie Cairncross is a third-generation San Diego real estate agent, raised on Mt. Soledad and educated at St. Augustine High School, but he took a detour through marketing and advertising before the industry finally claimed him. Seven years in corporate marketing, first as an in-house manager and then at a national ad agency, he sharpened skills that now make him a different kind of agent: one who thinks visually,

communicates strategically, and executes with the precision his clients have come to count on.

The pivot to real estate was always in the plan. His father, uncle, and cousin had all built real careers in the business, and Cairncross knew the fallback long before he needed it. What surprised him was how well his previous career had prepared him for it. An early vote from counterparts at a media company, naming him the best negotiator in the room, gave him the confidence to trust his instincts.

Four years in under Tim Van Damm, Cairncross has closed nearly \$59 million in career volume, earned the 35 Under 35 nod, and won top producing team member honors four years running. He's also completed a full marathon and donates blood regularly as a Guardians Circle Member with the San Diego Blood Bank.

His edge is local knowledge that's genuinely hard to replicate. He's lived, worked, or had family in practically every corner of San Diego County, and has sold in most of them.



ALLIE CASTRO

Years in Real Estate: 6 | Career Volume: ~\$100M

Real Broker | Dean Aguilar Group

Allie Castro's path into real estate wasn't the one she originally mapped out, but it turned out to be exactly where she was meant to be.

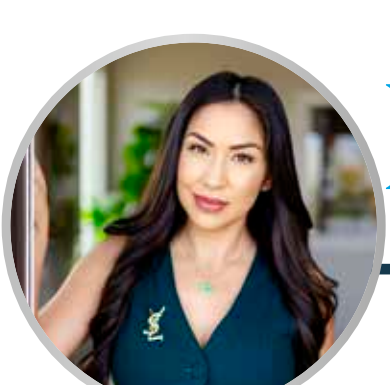
Born and raised in San Diego in a Navy family, Castro has always been drawn to careers built on discipline, service, and leadership. She developed those qualities early, becoming a team leader and regional trainer in her previous job. Those experiences laid the foundation for what would eventually become a thriving career in real estate.

When she discovered the real estate industry, she found a profession that combined everything she loved: helping people, solving problems, and building meaningful relationships. Along the way, she met Afroditi Aguilar, whose mentorship and belief in her potential helped shape the professional she is today. Joining the Dean Aguilar Group provided an environment where Castro could learn, grow, and build a business rooted in trust and results.

That commitment has paid off. This year, Castro celebrated her 150th career transaction, a milestone that reflects years of consistency, dedication, and hard work. Last year alone, she closed more than \$30 million in sales volume and is approaching \$100 million in career sales.

Despite the impressive numbers, Castro measures success differently. She takes pride in being a steady guide for her clients during some of life's biggest decisions. Her goal is simple: create an experience so positive that clients not only remember the transaction, but confidently return and refer their friends and family.

Outside of real estate, Castro and her wife, who serves in the U.S. Navy, share a deep appreciation for commitment, resilience, and service. Those values continue to shape both her life and her business, and have helped establish her reputation as a trusted advisor throughout San Diego County.



IZZY CAZESSUS

Years in Real Estate: 6 | Career Volume: \$45M+

eXp Realty | The Stout Team

Izzy Cazessus spent a decade as a medical assistant in cosmetic dermatology before COVID changed her direction. Furloughed and reflecting, she thought back to someone who had been telling her for years she'd be great in real estate. She finally called them. She studied during lockdown, sat her exam, and started building.

The parallels between the two careers surprised her. In the exam room, she guided patients through vulnerable moments and worked to make them

feel confident in their own skin. In real estate, the emotional core is nearly identical. The stakes are different. The heart behind the work is the same.

Growing up partly in the high desert before returning to San Diego at 13, Izzy developed a genuine love for every corner of this county, from the coastal neighborhoods she calls home to the off-road trails in Alpine, Jamul, and Campo that remind her of her roots. That geographic fluency has made her a natural relocation specialist, helping clients move into San Diego, out of it, and into investment properties across

state lines. New construction, out-of-state referrals, and cross-market deals are a significant part of how she operates, and each year she closes more than the last.

She also runs Bizzy Jerky alongside her real estate business, a snack company she's been known to bring to showings and closing celebrations alike.

Her driving motivation is her daughter. Everything she's building, she's building as a model for what's possible.



COBY CHATWIN

Years in Real Estate: 10 | Career Volume: ~\$150M

Link Brokerages | Hatrick Real Estate

Coby Chatwin got his real estate license his senior year of high school. He then did something most new agents never think to do: he sat an open house at the same house every single weekend until he got his first client. That client still works with him today.

A Southern California native and Loyola Marymount University graduate, Coby built his career the way he builds everything, through consistency,

relationships, and a willingness to show up long before results arrive. When he and partner Andrew Malekie launched Link Brokerages fresh out of college, the challenge wasn't real estate knowledge. It was credibility. "It was hard to get people to trust us with their career," he recalls.

Ten years later, Link Brokerages has grown to roughly 250 agents across eight states. Coby also co-runs Hatrick Real Estate alongside Andrew, operating as both active agent and brokerage owner. Signing their 250th agent was

the milestone that finally made all the grinding feel real.

His goals this year is to grow the brokerage to 350 agents and personally close \$30 million in sales. The best advice he ever received still guides his approach: "Do the job for free, and if you get paid, it's a nice bonus."

Outside of work, he's attempting to break 90 on the golf course and taking family walks to the beach with his wife, daughter, and golden retriever, Dutton.



WALLY DALLY

Years in Real Estate: 5 | Career Volume: \$100M+

Palisade Realty

Wally Dally came to the United States from Baghdad at six years old. Growing up in El Cajon, he learned early what it meant to start with nothing and build something through persistence. Before real estate he was a jack of all trades in the truest sense: retail at Macy’s, banking at Wells Fargo, fine jewelry sales, space planning at IKEA, a family-owned liquor store, and a brief call center stint after COVID

cost him his banking job. Every chapter taught him something.

Buying his first property was the turning point. The negotiations, the strategy, the weight of the decision, and the feeling on the other side of it convinced him he could help other people through the same thing. He got licensed in January 2021 and has not stopped moving since.

Five years in, Wally has closed over \$100 million in career volume, served more than 150 clients, and earned

recognition as a top producer in San Diego and a 35 Under 35 honoree. His 2025 was his strongest year yet at \$35 million. He attributes his growth to consistency, creative marketing, and high-energy open houses that generate results most agents can’t replicate.

He’s also an investor himself, currently holding four mortgages he views not as debt but as assets. This year he’s getting married to his fiancée, Selena, and aiming to help 50 families reach their real estate goals.



NIKOLE FERRARI

Years in Real Estate: 8.5 | Career Volume: \$58.1M

Swell Property

Early on in her career Nikole was told that being nice wouldn’t get her far in this business. She considered that feedback carefully, decided it was wrong, and built a career that proves it.

A Bay Area native raised in a big Italian family, Ferrari was recruited to play Division I water polo at San Diego State, graduated with a degree in business management, and got

her real estate license in December 2017 after watching her family build generational wealth through property. She didn’t plan to make it a career. Then she got licensed, dove in, and never surfaced.

Eight and a half years later, her business runs almost entirely on referrals and repeat clients. When someone sends a friend or family member her way, Ferrari considers that the truest measure of success. Not volume, not awards. The trust.

What she hears most from clients is that she makes them feel informed and confident, not just processed through a transaction. She takes time to explain what’s happening, what to expect, and why decisions matter. In a process that can feel overwhelming, that clarity is its own form of advocacy.

The best advice she ever received came from a broker early on: answer your phone. At 7:30 in the morning or 9 at night, she picks up. That accessibility, she’s found, is often what wins the deal.



MADELINE FOLEY

Years in Real Estate: 10 | Career Volume: ~\$150M

Costa Modern Properties | The Foley Group

Madeline Foley got her real estate license at 18 in Arizona, watching her mother rebuild her life through the industry after teaching. Track and field gave her the mental toughness to match. After graduating from Arizona State with a degree in marketing and commercial real estate, she packed her Toyota Corolla and drove to Coronado at 22, knowing no one and starting from zero.

That willingness to build from scratch, in an industry that runs on relationships

she didn’t yet have, shaped everything about how she operates today. Her first client in San Diego was her best friend, who may not even realize she was the first. Foley found her an off-market property and closed days before COVID shut the world down. She’s watched that home, and that family, grow ever since.

Six years later, Foley has found her niche and holds it tightly: military families and the coastal communities of Coronado and Imperial Beach. As a military spouse herself, she understands

what relocation, deployment, and uncertainty actually feel like from the inside. Her clients know it before she says a word. “A lot of my clients feel understood before we even begin the transaction,” she says.

Named a 2025 NAR 30 Under 30 honoree and consistently ranked among her market’s top producers, Madeline’s advice to anyone starting out is the same lesson that changed her career: pick one thing, then become the best at it.”



MEI-LEE FRIEDRICH

Years in Real Estate: 3.5 | Career Volume: \$40M

Real Broker | The Barron Team

When Mei-Lee Friedrich earned her real estate license in 2022, she was stepping into one of the most challenging markets in recent history. It was the same year she got married, the same year interest rates surged toward 8%, and the same year many people warned her she was making a mistake. She moved forward anyway.

Born with a competitive spirit, Friedrich spent much of her childhood competing in hula dancing, an experience that instilled the discipline, dedication, and resilience she carries into her business today. Before transitioning into real estate, she spent six years

in property management, overseeing luxury apartment communities and helping launch the largest residential community in downtown San Diego. While she enjoyed the industry, she knew she was ready for a new challenge and greater opportunities to serve people through homeownership.

In September 2022, Friedrich left her corporate career behind and committed fully to real estate. Within her first month, she closed her first transaction. Just three and a half years later, she has surpassed \$40 million in sales volume and earned back-to-back recognition through the San Diego Association of REALTORS® Circle of Excellence.

Friedrich credits her success to a simple mission: helping clients achieve the American Dream while creating a positive and enjoyable experience throughout the process. “Buying or selling a home can feel overwhelming,” she says. “My goal is to make it as seamless, exciting, and rewarding as possible.”

Outside of real estate, you’ll likely find her embracing her competitive side on the pickleball court, exploring San Diego’s vibrant food scene, or spending time with family and friends. No matter where she is, Friedrich brings the same energy, determination, and passion that have fueled her success from day one.



GABRIELA GONZALEZ

Years in Real Estate: 4

Real Brokerage | The Brand Realty

Born and raised in Carlsbad, Gabriela Gonzalez has deep roots in North County San Diego. Her lifelong connection to the community provides her clients with a level of local knowledge and insight that cannot be taught—it comes from years of living, working, and building relationships in the area she proudly serves.

Before launching her real estate career, Gabriela managed retail teams for luxury handbag brands, where she developed the sales expertise, attention to detail, and commitment to exceptional customer service that now define her approach to real estate. While she excelled in retail leadership, it was her

husband, Erick, who first encouraged her to pursue a career in real estate. After watching him take that leap, she found the confidence to follow her own path.

Four years later, Gabriela has built a reputation for being prepared, knowledgeable, and fiercely dedicated to her clients' success. Early in her career, she worried prospective clients might question her experience. Instead, she discovered that professionalism, preparation, and results speak louder than years in the business. In 2025, touring a \$15 million estate in Rancho Santa Fe became a defining moment—one that reinforced her belief that she belonged in every room she entered and was capable of serving clients at every level of the market.

As a first-generation real estate professional and a proud mother, Gabriela approaches her business with purpose. She is passionate about helping clients achieve their goals while demonstrating to her daughters that success is not determined by where you start, but by the commitment, resilience, and work ethic you bring to the journey.

Today, Gabriela continues to serve buyers and sellers throughout North County San Diego with a client-first philosophy built on trust, communication, and genuine care. Her mission is simple: to guide every client with confidence, integrity, and a level of service that exceeds expectations.



DOUGLAS "DJ" GUTIERREZ

Years in Real Estate: 10 | Career Volume: \$300M+

eXp Realty | Beyond The Keys Realty

Douglas Gutierrez enlisted in the United States Marine Corps before he turned 18. Six years of service, including a leadership role as Administrative Chief at Recruiting Station San Francisco, gave him the discipline and composure that now define how he runs his real estate business. When he transitioned out in 2016, he noticed something: the veterans around him didn't know how to use the VA loan. He decided to fix that.

A decade later, Gutierrez has closed over \$300 million in career volume and built Beyond The Keys Realty around a philosophy that extends past the closing table. The company name is deliberate. Helping a client buy or sell a home is one thing. Helping them build wealth through that home, and come back years later having made hundreds of thousands in equity, is another thing entirely.

He's resisted the traditional growth model deliberately, choosing presence over scale. "I realized I was fully capable of building a team and growing a downline," he says. "But that doesn't

align with what I want as its my goal of exiting the business on as a traditional buying and selling agent." What he wants is to actually have the freedom we all desire and to be on the floor with his three daughters under three, and to take the family to Disneyland on a random Tuesday because he can.

His goals this year are the same as every year: 30 transactions, four flips, two buy-and-hold additions with the larger aim to generate \$30,000 a month in passive income and continue to add properties to his family trust that will be given to his daughters.



MONROE HERINGTON

Years in Real Estate: 10+ | Career Volume: \$300M+

eXp Realty

Monroe Herington got his real estate license at 20, moved to a city he'd never lived in, and built his career from scratch with a few months of savings and no fallback plan. That was Lake Tahoe. At 22, riding in a client's McLaren after closing his first waterfront property, he received the advice that reoriented everything: find one thing and get really good at it.

He took it seriously. The discipline he developed early, showing up every day

regardless of how he felt, translated directly into real estate. So did a meditation practice he picked up in Tahoe and never dropped. Each night he writes down his intentions and gives thanks as if his goals have already arrived. "We can create and manifest what we want," he says. For him, it hasn't been a theory. It's been a track record.

Raised in the San Bernardino Mountains and shaped by a work ethic instilled early, Herington eventually made his way to San Diego, where he's become one of the market's youngest top producers.

He specializes in coastal luxury along the Pacific Beach, Mission Beach, and La Jolla waterfront, a niche he's spent years going deeper into rather than wider. He's also a real estate investor with a growing portfolio spanning Pacific Beach, Mission Beach, and La Jolla, and co-founded Tide Rentals to help other owners optimize their properties.

His advice to anyone coming up is the same counsel he's lived by: keep it simple, master one thing, and make time for yourself. Everything else, he'd say, follows from that.



DAVID HUSSAIN

Years in Real Estate: 8 | Career Volume: \$135M+

Real Brokerage Technologies | Real Estate PRO Team

David Hussain's parents immigrated to the United States from Afghanistan and spent years navigating a new country without the resources or guidance that could have changed their financial trajectory. Watching them miss an opportunity to hold a Los Angeles property that later appreciated dramatically didn't leave Hussain angry. It left him clear on his purpose.

He started his career in commercial leasing after college, moved into tech

as a software development project manager to help support his family, and then made the leap back to residential real estate in 2018. "I am a terrible employee," he says without apology. What he is, by every measure, is a builder.

Eight years in, Hussain has closed over \$135 million in career volume and built a business rooted in education, community events, and the kind of long-term client advocacy his parents never had access to. He's a broker associate, a co-founder of the Real Estate PRO Team,

and someone his community knows as much for his networking events and neighborhood initiatives as for his production numbers.

His goals this year include \$35 million in sales, 10 doors under ownership, and getting his mother on a trip to Turkey. The personal and professional are not separate categories for him. They never have been.

The best advice he's internalized: real estate is always expensive today. Stop waiting.



REYNA JAMISON

Years in Real Estate: 6 | Career Volume: \$850K

Investment Realty Homes and Loans

Real estate runs in Reyna Jamison’s blood. Her father is an investor. One aunt works in lending. And another aunt, whom she lost too soon, was the one who first placed a vision in front of her: this is what it looks like to be a real estate agent, and you would be extraordinary at it. Reyna never forgot that.

She also never forgot what the industry gave her family. Because of real estate, both of her parents had the

freedom to show up, every game, every graduation, every moment that counted. That kind of presence left a mark. It’s the life she’s working toward for herself.

A Mater Dei Catholic High School and San Diego State University graduate, Reyna played competitive softball from age four through college, earning a Division I scholarship to SDSU. The sport shaped her in ways that translate directly into how she works: disciplined, composed under pressure, and relentless in pursuit of the outcome her clients deserve.

Her brand is as intentional as her work ethic. Reyna means “Queen” in Spanish, and the crown woven into her identity isn’t decoration. It’s a statement of how she shows up. “I was born to stand out, not to blend in,” she says, and nothing about her career suggests otherwise.

Recognized as a Top 10% producer in 2023 and Top 5% in both 2024 and 2025, she’s not chasing deals. She’s building a legacy, one client, one key, one family at a time.



AMANDA LEE

Years in Real Estate: 6 | Career Volume: \$150M

The Avenue Home Collective

Amanda Lee is a first-generation Asian American raised by immigrant parents in North County San Diego, and she built her real estate career the way her parents built their lives: without a blueprint, without a safety net, and without anyone in the family who had done it before. When she told them she was becoming a Realtor, they doubted her. She understood. Entrepreneurship wasn’t part of the family vocabulary.

Six years later, she’s a NAR 30 Under 30 honoree, a San Diego Rookie of the Year recipient, an AREAA A-List national honoree, a 40 Under 40 and

Rising Star, and has closed \$150 million in career volume including \$32 million in 2025. She’s served on the AREAA board at both the local and national level and has been recognized as one of the top Asian American real estate professionals in the country.

What separates Amanda from most agents is that she actually lives what she sells. She’s personally remodeled four of her own homes, owns four rental doors, and actively invests in real estate and the stock market with the goal of retiring by 40 and eventually retiring her parents. Financial literacy isn’t a talking point for her; it’s a practice. When clients sit across from her to talk

about building wealth through real estate, they’re talking to someone who is on the same path, working the same strategy, with the same long-term vision.

Her marketing background, including time on Google’s destination marketing team, sharpens how she positions listings. But it’s that investor’s mindset that makes her the kind of advisor clients keep coming back to.

This year she’s getting married, slowing down enough to enjoy it, and sharing her home with two dogs, Kobe and Luna.



BRENDAN MACMILLAN

Years in Real Estate: 4 | Career Volume: \$167.5M

REsolve, Real Estate Investor

Brendan MacMillan started investing in real estate at 21 in the height of Covid with no roadmap. He fell in love with the chase of deals and never looked back.

Now 26 and based in Newport Beach, MacMillan is Head of Acquisitions at REsolve alongside partner Daniel Tromello, a relationship that began at a previous company and solidified around shared values: loyalty, discipline, and a long-term vision that goes beyond

the next transaction. Together they’ve built a team that has closed over \$250+ Million in company volume, with MacMillan personally responsible for \$62.6 million in 2025 alone.

He’s not a licensed agent. He’s an investor, and the distinction matters to how he thinks. “I’m not just looking at comps,” he explains. “I’m focused on opportunity cost of capital, construction execution, budget and risk management, and maximizing ROI.” When the market came off its COVID highs and business slowed hard, MacMillan learned cash

flow discipline the difficult way. That season made him a better operator and a more resilient leader.

This year his focus is on scaling REsolve so the team hits its targets without requiring management to be apart every deal. He’s also growing a company rental portfolio aimed at covering operational costs through cash flow.

The 35 Under 35 recognition, he notes, came from a San Diego agent community. For someone based in Orange County, that means something.



ANDREW MALEKIE

Years in Real Estate: 5 | Career Volume: ~\$100M

Link Brokerages | Hatrick Real Estate

Andrew Malekie’s parents are immigrants and war refugees who came to California from opposite ends of the world and eventually settled in Houston, where they raised Andrew and his brother on the belief that hard work and sacrifice create opportunity. Both brothers attended Loyola Marymount University on scholarships. Andrew’s ongoing goal, by his own account, is to make their sacrifice worth it.

His real estate career started at 21, helping underwrite, acquire, and rehab The Pearl Hotel in Point Loma for a boutique hospitality investment firm. He was swinging demo hammers and hanging art before the place opened. A lunch with current partner Coby Chatwin changed everything: Chatwin paid for Malekie’s licensing courses on the spot. A month later, Malekie quit his job.

Together they built Link Brokerages, now home to roughly 250 agents

across eight states. Malekie runs Hatrick Real Estate, a team within Link, alongside Chatwin while also operating the brokerage—an unusual dual role that gives him a ground-level understanding of what agents actually need. “Each one of our agents is like a client,” he says.

A teacher once told him integrity is like virginity: you can only lose it once. It’s the line that has shaped him most, and it shows up in how he runs both his business and his relationships.



SARAH MEESTER

Years in Real Estate: 4 | Career Volume: \$40M

Real Broker | Dean Aguilar Group

Sarah Meester remembers being so broke in her first year of real estate that she maxed out credit cards and waited tables at night just to stay in the game. There was no backup plan. She had decided this was going to work, and so it had to.

She came to real estate through necessity. An events manager by trade, Meester lost her job when COVID shut the industry down. Rather than find another version of the same career,

she rewrote her future entirely, relocating to San Diego and earning her license. A Cal Poly San Luis Obispo graduate from a small Northern California town, she was starting over from scratch in a new city in a commission-only business.

The moment that clarified everything came when she had to call in sick from her old job at Sycuan to attend a real estate awards ceremony she couldn't yet qualify for. She promised herself she'd be there as a winner the following year. She was.

In 2025, Meester doubled her business, crossing \$17 million and earning Top 3% recognition. She's aiming for \$23 million this year across 25 transactions.

Her approach to clients isn't hard sales. She believes the right home sells itself, and her job is to build trust and let that process happen. To new agents grinding through their first two years, her message is simple: keep going. The light at the end of the tunnel, she says, once you get there it's nothing short of amazing.



STEVEN NGUYEN

Years in Real Estate: 10

Whissel Beer Group at eXp Realty

Steven Nguyen has been cutting hair since he was 12 and selling real estate since he was 19. The barbershop taught him how to work with people, build relationships, and show up consistently for the person in the chair. Real estate, it turned out, required the same things at a much higher stakes.

A friend and regular client first planted the idea of real estate during Nguyen's college days in Orlando, describing his own success in the industry. Nguyen

was already restless. He walked away from a spring break essay assignment, walked toward a career in real estate, and never looked back. The early years were lean, full of long nights and hard lessons learned by doing. He pushed through them.

Now a decade in with the Whissel Beer Group in San Diego, Nguyen's clearest professional memory is a door-knocking session that almost ended early. 90 degrees out, walking uphill, he decided to knock one more door. Behind it was Carl, a widower considering selling, who

later told Nguyen the timing felt like a divine appointment. Nguyen helped him declutter, pack, stage the home and then place a sold sign in his yard! "It was a blessing for us both," he says. This reminded Nguyen that the job is bigger than transactions. Sometimes you're exactly where someone needs you to be and you never know who's waiting on the other side.

With a daughter, on the way, his motivation has sharpened into something new. He's not just building a business. He's building a life she'll grow up watching.



SHANELLE MEYER

Years in Real Estate: 3 | Career Volume: \$16M

Compass | Dannecker & Associates

Shanelle Meyer measures success by whether people of all communities feel seen and heard, and believe their goals can be accomplished. It is a simple standard, and in real estate, a surprisingly rare one.

As a proud queer person of color operating in an industry that hasn't always been welcoming to everyone, Shanelle has made inclusion a core part of how she works. She's had clients tell her they are the first in their family to buy a home. She's had clients share that

they weren't taken seriously at open houses because of their age or how they looked. Shanelle takes those experiences personally, because they are personal. "I am an advocate for helping people in my community know they are part of redefining history," she says.

She credits mentor Kimberly Koll of Heritage Homes, for teaching her not just how to navigate transactions but how to build and scale a business. Now a part of Dannecker & Associates, the #2 team at Compass, she proudly guides clients through their home-buying and selling experience with a proven

process that's helped over 2,000 people throughout San Diego.

Her community-building instincts extend beyond the transaction itself. For every client she works with, she donates a portion of the sale to a charity of their choosing, a practice that has become both a business differentiator and a window into her clients' values.

Outside of work, she commits to experiencing one new activity a month. Lately, it's been improv classes at a theatre in Hillcrest.



LOUIS PISANO

Years in Real Estate: 5 | Career Volume: ~\$40M

Real Broker | Dean Aguilar Group

Louis Pisano grew up blue collar along the Jersey Shore. He started in construction at 15, worked his way through community college and then Rowan University, and spent years managing teams of 100 to 250 people across nightlife and entertainment operations at hotels, casinos and resorts in Atlantic City, Las Vegas, and San Diego. Harrah's Resort Atlantic City. Hard Rock Hotel San Diego. The Tropicana Las Vegas. The M Resort Las Vegas. High volume, high pressure, high performance environments where service and people leadership are everything.

When a contact in commercial real estate recruited him in late 2020, Louis pivoted into residential and never looked back. He joined the Dean Aguilar Group under the leadership of Dean & Afroditi Aguilar early in his career and knew immediately it was the right fit. By 2022 he was Director of Recruiting, growing the team from 45 to 130 agents in eight months.

Today he serves as Director of Sales for the Dean Aguilar Group, coaching agents toward higher success while managing his own client relationships and writing his first book, "The Thirty Minute Morning," a 90-day guided morning

habit system now available to readers beyond real estate.

He's also someone who has done significant personal work. Navigating addiction, depression, and abandonment issues earlier in his life shaped his empathy and his ability to meet clients and colleagues exactly where they are.

"Being a positive difference maker in other people's lives is what success is to me," he says. For Louis, that's not a slogan. It's the whole point.



CODY STAMM

Years in Real Estate: 7 | Career Volume: \$75M+

eXp Realty | Whissel Beer Group

Cody Stamm spent a decade in restaurants paying his way through school before graduating from SDSU with a degree in finance and a focus in real estate investments. In 2019 he joined the Whissel Beer Group as executive assistant to Kyle Whissel, absorbed everything he could, and built his way into a full production role.

Cody grew up in Santee in San Diego's East County, and has spent the years since planting roots in Crown Point, La

Mesa, Carlsbad, and San Marcos. That kind of firsthand, neighborhood-level knowledge is hard to manufacture. When Cody talks about a community, it's because he's lived in it.

Five years of consistent production have taken him past \$75 million in career volume, with \$22 million closed in 2025. Every transaction, he says, teaches him something new about people, about real estate, and about himself. That learning curve is what keeps the work interesting long after the early grind has passed.

The advice that shaped him most came directly from Whissel: people don't care how much you know until they know how much you care. Cody leads with relationships, trusts that the rest follows, and has found that it does. At home, that same energy goes straight to his two kids, who are the clearest reminder of why the work matters.

Outside of work, he's an ardent Buffalo Bills fan with a goal of visiting every NFL stadium. He's working on it.



SPENCER SOTO

Years in Real Estate: 10 | Career Volume: \$145M

Re/Max Connections

Spencer Soto didn't just stumble into real estate. He was ushered in by generosity. A man from his church, Felipe Alvarez, paid for his real estate license. That single act, Spencer says without hesitation, changed not only his life but his family's. It's the kind of thing you don't forget, and the kind of thing that shapes how you show up for other people.

A San Diego native and Cal State San Marcos graduate, Spencer got his first exposure to the industry through an internship at Green Team

Realty under broker Joe Green. His second open house turned into both a buyer and a seller transaction, and somewhere in that moment the career clicked into focus. Ten years later he's closed \$145 million, earned the Re/Max Chairman's Club back-to-back, and was named Agent of the Year at his brokerage in 2025.

His foundation is faith, family, and follow-through. He's guided by the principle of "Always Be Contributing," a lesson from mentor Mike Safedine, and measures his business by the value he brings to people rather than the transactions he closes. Behind all of it is

his wife Allie, who has stood beside him through every slow season, every breakthrough, and every moment in between. Real estate tests you in ways most careers don't, and Spencer is clear that having Allie in his corner has made all the difference. She and their two daughters are the reason he works the way he works.

One deal stands out: a referral that led to his first \$2 million sale, which then led to a same-day double close totaling over \$5 million. The relationships that followed from that single introduction have defined a chapter of his career.



GRIFFIN TSO

Years in Real Estate: 5 | Career Volume: \$70M

Origin Point Mortgage, VP of Mortgage Lending

Growing up in San Diego, Griffin Tso was drawn to an industry where every client brings a unique challenge. Now serving as Vice President of Mortgage Lending at Origin Point Mortgage, he has built a reputation for finding creative financing solutions and structuring loans that others can't. With more than \$70 million in career loan volume, Griffin is known for helping clients navigate complex situations and

achieve homeownership when they thought it wasn't possible.

The moments that have defined his career aren't measured by production numbers, but by the clients who were told "no" elsewhere and ultimately received the keys to their new home. "There's nothing better than changing lives," he says.

A graduate of Chapman University and President of the Asian Real Estate

Association of America (AREAA) San Diego Chapter, Griffin runs ultra marathons, surfs, and plays golf when he's not helping home buyers secure their next home.

For Griffin, every loan represents a person, a family, and a future. His goal is simple: deliver thoughtful solutions, earn trust, and make a meaningful difference in the lives of his clients.



JONATHAN VIZCAINO

Years in Real Estate: 7 | Career Volume: \$60M

Compass | New Keys Real Estate

Jonathan Vizcaino grew up watching his mother renovate homes throughout San Diego, absorbing an early understanding of how thoughtful investment transforms a property and a family's future. That instinct, combined with a Division I baseball career at High Point University and stints in baseball operations with the Los Angeles Dodgers, tech sales, and freight brokerage, built the kind of professional that real

estate rewards: competitive, detail-oriented, and deeply relational.

Seven years in, Vizcaino operates as a Property Wealth Advisor at Compass under the New Keys Real Estate team, working with a clientele that includes professional athletes where discretion, efficiency, and trust aren't optional. His athletic background isn't just biographical color. It shapes how he approaches every transaction, with a high-performance mindset and an emphasis on preparation over reaction.

What drives him is less about the transaction itself than what surrounds it. Having moved through different homes as a child, he understands firsthand what it means to find a place that genuinely feels like your own. "A home is more than just a place," he says. "It's where people build their lives, routines, and memories."

His approach is relationship-first and long-term. He's not focused on one deal. He's focused on being the advisor clients return to and refer without hesitation.



SHANA WEISMAN

Years in Real Estate: 8 | Career Volume: \$61M

Compass | Dickinson & Clark Team

Shana Weisman got her real estate license at 20, interned at Berkshire Hathaway's La Jolla office during college summers, and was selling full time the day after graduation. She is, by her own account, someone who never considered doing anything else. The only other job she ever held was running a cash register at her uncle's restaurant at 15.

That early start, intimidating at the time, has become her greatest

professional asset. Eight years into a career built inside one of San Diego's most competitive markets, Shana brings a depth of experience that most agents her age simply don't have. Her first eight-figure closing left her humbled. "I felt so honored my clients trusted me with such a big moment," she recalls.

Now part of the Dickinson & Clark Team at Compass, she credits Ross Clark's influence for shaping how she approaches every relationship. His core

lesson stuck: this business is built on people, not transactions. When things get turbulent, and in real estate they always do, Shana sees her role as the steady presence in the room. "Being the beacon of light for your clients through the turbulence is immensely important," she says.

Outside of work, she bakes sourdough, runs half marathons, and once beat her twin brother head-to-head in a half marathon, with both of them finishing under two hours.



STEPHANIE WOITHE

Years in Real Estate: 5.5 | Career Volume: \$15M+

eXp Realty | The Eric Matz Real Estate Team

Stephanie Woithe found her way back to real estate the same way she finds her way through most things: by following what felt right. Her first job out of college was at a Windermere brokerage as a marketing assistant and front desk receptionist. Years of Fortune 500 campaigns and startup projects followed, where she followed health related fields. Then her mom suggested she circle back into Real Estate, and this time it stuck.

Originally from Orange County and a graduate of Cal State Fullerton with a

degree in digital advertising, Stephanie Woithe brought a rare combination to the Eric Matz Real Estate Team: creative instincts sharpened in corporate marketing, a background that includes the medical field, and what she calls a strong "bedside manner" for clients navigating one of the most emotional decisions of their lives. No two transactions are alike, and that variety is exactly what keeps her energized. "It's not a job," she says. "It's a passion built into a lifestyle."

Her biggest professional lesson has been learning to release what she can't control and trusting that when

agents and clients share the same goal, the transaction finds its way. Experiences throughout her lifetimes have helped Stephanie strip away the smaller stresses and leaving behind a clarity that makes her genuinely good at being present for her clients.

When she's not working, she's singing karaoke at Orfila Winery on Monday nights or playing guitar and piano whenever and wherever she can. She's also passionate about crafting, cooking, coffee, and enjoys spending her time traveling and exploring the United States, National Parks, and considers herself a "foodie".



CHAD WOOLSEY

Years in Real Estate: 6.5 | Career Volume: \$136M+

Compass | True Local Realty

Chad Woolsey walked on at San Diego State, earned a scholarship, became a starter, and stepped into a team leadership role. When football ended, he had to figure out who he was without it. That identity reset, uncomfortable as it was, turned out to be the best preparation he could have had for real estate.

A North County San Diego native and SDSU graduate, Woolsey spent a year in construction after college while

studying for his license, drawing on years of hands-on experience with his family's company, Richard and Richard Construction. That background gave him something most agents don't have: a genuine understanding of what a home is made of and what it costs to change it.

He joined True Local Realty as a mentee under Joseph Arendsen, one of more than 80 applicants selected for the role, and built from there. Six and a half years later he's closed over \$136 million in career volume and earned the 35

Under 35 recognition from a community of peers who know what consistent production actually looks like.

His approach is advisor-first and relationship-long. He's not trying to close a deal. He's trying to make sure the deal makes sense. Clients who want someone in their corner from offer through closing and beyond tend to find their way to him.

His wife is expecting their first child. Everything he's building, he says, just got a great deal more meaningful.



DAVID ZARRAONANDIA

Years in Real Estate: 11 | 2025 Volume: \$28.6M

Redfin

David Zarraonandia grew up the youngest of four competitive brothers in Thousand Oaks, lost his mother to multiple sclerosis during his freshman year of high school, and watched his father build a pre-cast concrete company from the ground up. By the time he got to Azusa Pacific University, he already understood resilience, hard work, and what it meant to show up when things were hard.

Real estate found him through his brother-in-law Kevin McCook, VP at Shea Properties, who helped him land his first role at Shea Homes. McCook passed away from cancer, but the career path he opened changed the direction of Zarraonandia's life. What started in new home sales expanded into resale in 2020, a humbling transition that reminded him how much there was still to learn.

Eleven years in, he's a top-200 San Diego agent, a Redfin Red Pants Award winner, and an adjunct professor

teaching data analytics and real estate at Point Loma Nazarene University and San Diego Christian College. The academic side isn't a side project. It's core to how he serves clients: clearly, analytically, and with the patience of someone who actually enjoys explaining complex things simply.

He's a husband, father of four, Ironman finisher, and coaches his kids' sports on weekends. Success, to him, is being present for all of it.



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Teams and Individuals Close Date Jan 1, 2026 - July 10, 2026

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
35	Austin	Huffman	12	\$23,615,000	6	\$14,030,000	18	\$37,645,000
36	Mark	Marquez	14	\$25,863,990	6	\$11,066,000	20	\$36,929,990
37	Sean	Zanganeh	13	\$23,204,500	6	\$13,660,000	19	\$36,864,500
38	Jason	Saks	7	\$31,935,320	3	\$4,843,000	10	\$36,778,320
39	Tracey	Ross	10	\$19,787,000	8	\$16,983,000	18	\$36,770,000
40	Dane	Soderberg	8	\$24,155,000	5	\$12,390,000	13	\$36,545,000
41	Greg	Gorsuch	6	\$36,296,000	-	-	6	\$36,296,000
42	Tyson	Lund	17	\$25,361,327	7	\$10,761,000	24	\$36,122,327
43	Ryan	Stafford	1	\$6,800,000	7	\$28,488,000	8	\$35,288,000
44	Neda	Nourani	10	\$19,307,000	7	\$15,598,000	17	\$34,905,000
45	Nicolas	Jonville	21	\$34,766,278	-	-	21	\$34,766,278
46	Gregg	Phillipson	29	\$31,695,475	3	\$2,770,000	32	\$34,465,475
47	Nicole	Mascola	38	\$34,066,601	-	-	38	\$34,066,601
48	Marilyn	Comiskey	5	\$19,625,000	4	\$14,310,000	9	\$33,935,000
49	Tamara	Kapa	15	\$23,084,732	6	\$10,506,722	21	\$33,591,454
50	Talechia	Plumlee-Baker	7	\$18,422,500	6	\$15,122,500	13	\$33,545,000



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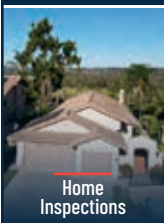
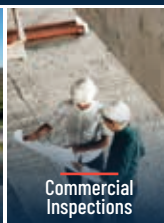
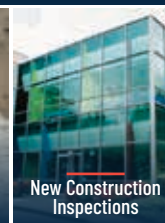
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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2026 - July 10, 2026

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
51	Jordan	Beal	7	\$18,650,000	6	\$14,764,000	13	\$33,414,000
52	Ray	Shay	17	\$27,381,052	3	\$5,815,188	20	\$33,196,240
53	Don	Fontana	26	\$26,886,450	6	\$6,088,886	32	\$32,975,336
54	Craig	Lotzof	4	\$28,510,000	2	\$4,249,000	6	\$32,759,000
55	Mark	Green	28	\$32,492,000	-	-	28	\$32,492,000
56	Philip	Buckley	7	\$26,375,000	3	\$6,080,000	10	\$32,455,000
57	Nancy	Beck	15	\$22,722,664	7	\$9,717,000	22	\$32,439,664
58	Benn	Vogelsang	7	\$23,685,000	2	\$8,300,000	9	\$31,985,000
59	Rob	Aumann	5	\$19,027,888	4	\$12,491,388	9	\$31,519,276
60	Richard	Stone	11	\$24,556,000	5	\$6,901,000	16	\$31,457,000
61	Steven	Cairncross	10	\$21,195,000	5	\$10,171,300	15	\$31,366,300
62	Drew	Nelson	8	\$28,249,995	1	\$2,900,000	9	\$31,149,995
63	Evan	Smith	2	\$29,202,020	1	\$1,170,000	3	\$30,372,020
64	Mike	Chiesl	18	\$21,253,000	7	\$8,925,000	25	\$30,178,000
65	Krista	Sozinho	3	\$5,865,000	6	\$23,790,000	9	\$29,655,000
66	Romina	Nassif	3	\$8,660,000	3	\$20,950,000	6	\$29,610,000
67	Kelli	Miller	11	\$17,833,000	6	\$11,410,000	17	\$29,243,000
68	Nadia	Colucci	10	\$17,496,500	8	\$11,511,928	18	\$29,008,428
69	Jonathon	Shea	13	\$17,893,500	7	\$11,104,500	20	\$28,998,000
70	Lyle	Caddell	16	\$20,383,450	7	\$8,612,550	23	\$28,996,000
71	Rachael	Kaiser	4	\$15,254,000	7	\$13,690,000	11	\$28,944,000
72	Catrina	Russell	17	\$22,258,000	5	\$6,523,718	22	\$28,781,718
73	Noah	Grassi	10	\$13,003,899	8	\$15,613,348	18	\$28,617,247
74	Ruth Ann	Fisher	4	\$17,856,000	3	\$10,420,000	7	\$28,276,000
75	Elizabeth	Reed	4	\$11,584,000	4	\$16,674,000	8	\$28,258,000
76	Denny	Oh	8	\$16,673,818	6	\$11,464,000	14	\$28,137,818
77	K. Ann	Brizolis	4	\$15,867,055	3	\$11,975,000	7	\$27,842,055
78	Lindsay	Himmel	9	\$19,145,000	2	\$8,570,000	11	\$27,715,000
79	Bern	McGovern	6	\$9,564,000	12	\$18,145,000	18	\$27,709,000
80	Marc	Lotzof	7	\$10,160,000	4	\$17,404,300	11	\$27,564,300
81	Stanley	Krimerman	9	\$12,064,000	10	\$15,446,500	19	\$27,510,500
82	Tracie	Kersten	3	\$9,343,000	4	\$18,150,000	7	\$27,493,000
83	Hillary	Biscay	1	\$1,755,000	7	\$25,635,000	8	\$27,390,000
84	Susana	Corrigan	4	\$19,670,000	3	\$7,560,000	7	\$27,230,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
85	David	Butler	10	\$23,609,000	1	\$3,600,000	11	\$27,209,000
86	Carlos	Gutierrez	11	\$16,246,500	5	\$10,835,000	16	\$27,081,500
87	Lori	Barnett	5	\$14,730,000	4	\$12,317,600	9	\$27,047,600
88	Valerie	Zatt	5	\$12,279,500	3	\$13,805,000	8	\$26,084,500
89	Arianna	Schwarz	16	\$24,525,500	1	\$1,535,000	17	\$26,060,500
90	Julia	Duncan	6	\$16,364,000	4	\$9,687,560	10	\$26,051,560
91	Michelle	Warner	16	\$18,510,600	8	\$7,511,911	24	\$26,022,511
92	Katie	Nelson	5	\$11,625,000	5	\$14,265,000	10	\$25,890,000
93	Eric	Chodorow	8	\$20,951,500	2	\$4,821,500	10	\$25,773,000
94	Kristyna	Lukacova	2	\$2,974,000	15	\$22,788,233	17	\$25,762,233
95	Bryan	Devore	21	\$23,237,333	1	\$2,500,000	22	\$25,737,333
96	Mike	Aon	18	\$15,256,000	7	\$10,200,000	25	\$25,456,000
97	Joseph	Arendsen	13	\$15,593,600	5	\$9,751,275	18	\$25,344,875
98	Voltaire	Lepe	15	\$9,277,500	16	\$16,062,385	31	\$25,339,885
99	Jeff	Rosa	14	\$17,179,000	8	\$7,906,000	22	\$25,085,000
100	Cheree	Bray	9	\$10,264,000	12	\$14,786,280	21	\$25,050,280

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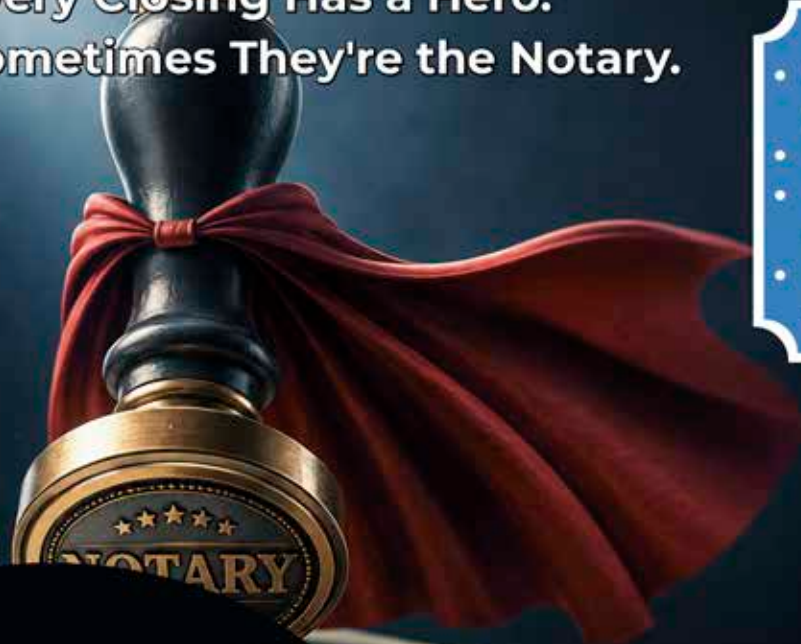
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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2026 - July 10, 2026

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
101	Meriah	Druliner	13	\$19,204,776	3	\$5,845,000	16	\$25,049,776
102	Madeline	Foley	15	\$14,650,000	9	\$10,375,000	24	\$25,025,000
103	Seth	OByrne	6	\$14,447,000	5	\$10,268,000	11	\$24,715,000
104	David	Thayer	9	\$9,193,800	11	\$15,479,500	20	\$24,673,300
105	Delorine	Jackson	3	\$14,690,000	2	\$9,950,000	5	\$24,640,000
106	Twana	Rasoul	4	\$4,257,000	15	\$20,221,000	19	\$24,478,000
107	Steve	Ploetz	11	\$20,554,000	3	\$3,740,000	14	\$24,294,000
108	Eric	Matz	13	\$19,982,000	4	\$4,145,000	17	\$24,127,000
109	Skip	Barbour	1	\$12,000,000	1	\$12,000,000	2	\$24,000,000
110	Ryan	McGovern	-	-	6	\$23,956,426	6	\$23,956,426
111	Shawn	Rodger	3	\$14,730,000	1	\$9,150,000	4	\$23,880,000
112	Ken	Pecus	11	\$18,258,500	3	\$5,343,000	14	\$23,601,500
113	Jeffrey	Nix	11	\$12,533,500	11	\$10,981,918	22	\$23,515,418
114	Felicia	Bell	2	\$5,103,000	4	\$18,375,000	6	\$23,478,000
115	JD	Esajian	14	\$21,481,000	2	\$1,950,000	16	\$23,431,000
116	Adam	Wolf	5	\$5,095,000	13	\$18,311,000	18	\$23,406,000
117	Derek	Kaptanoglu	1	\$11,687,000	1	\$11,687,000	2	\$23,374,000
118	Eric	Comer	3	\$16,550,000	2	\$6,550,000	5	\$23,100,000
119	Melissa	Westfall	23	\$23,060,500	-	-	23	\$23,060,500
120	Rebecca	Roman Stevens	16	\$13,340,000	8	\$9,707,900	24	\$23,047,900
121	Andrew	Appleby	3	\$7,540,000	3	\$15,400,000	6	\$22,940,000
122	Elliott	Ahajian	5	\$15,705,000	2	\$7,065,000	7	\$22,770,000
123	Sam	Abed	4	\$12,000,000	3	\$10,705,000	7	\$22,705,000
124	Chase	Penrose	5	\$7,740,000	9	\$14,964,900	14	\$22,704,900
125	Morgan	Baiton	7	\$9,071,000	7	\$13,469,000	14	\$22,540,000
126	Meghna	Surana	12	\$17,521,000	3	\$5,015,000	15	\$22,536,000
127	Angel	Flores	16	\$11,440,999	17	\$11,018,500	33	\$22,459,499
128	Patty	Cohen	2	\$5,800,000	4	\$16,527,950	6	\$22,327,950
129	Scott	Aurich	5	\$16,767,000	2	\$5,550,000	7	\$22,317,000
130	Keith	York	7	\$13,890,000	4	\$8,380,000	11	\$22,270,000
131	Anthony	Guerrieri	3	\$12,750,000	2	\$9,460,000	5	\$22,210,000
132	Julie	Pierce	6	\$19,111,855	2	\$3,019,800	8	\$22,131,655
133	Sharon	Robinson	13	\$18,216,994	3	\$3,833,747	16	\$22,050,741
134	Salvatore	Cefalu	7	\$8,881,500	6	\$13,044,000	13	\$21,925,500

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
135	Bob	Ruane	1	\$6,400,000	2	\$15,400,000	3	\$21,800,000
136	Jenna	Hoyas	-	-	11	\$21,733,990	11	\$21,733,990
137	Janna	Hernholm	4	\$9,310,000	4	\$12,285,000	8	\$21,595,000
138	Shawn	Bengtson	7	\$18,178,000	1	\$3,350,000	8	\$21,528,000
139	Gina	Vreeburg	7	\$17,865,000	3	\$3,585,000	10	\$21,450,000
140	Debe	McInnis	4	\$10,889,000	4	\$10,500,000	8	\$21,389,000
141	Tyler	Hagerla	12	\$9,619,000	11	\$11,698,690	23	\$21,317,690
142	Rachel	Gardner	15	\$16,900,000	4	\$4,252,970	19	\$21,152,970
143	Mary	Frolander	11	\$19,277,045	1	\$1,850,000	12	\$21,127,045
144	Ernest	Hahn II	3	\$12,350,000	3	\$8,700,000	6	\$21,050,000
145	Steven	Sladek	17	\$17,301,156	5	\$3,670,000	22	\$20,971,156
146	Steven	Lincoln	10	\$20,900,000	-	-	10	\$20,900,000
147	Travis	McClain	9	\$15,606,405	5	\$5,252,405	14	\$20,858,810
148	Greg	Cummings	8	\$13,912,000	2	\$6,925,000	10	\$20,837,000
149	Jesse	Ibanez	11	\$11,755,000	10	\$8,995,728	21	\$20,750,728
150	Darren	Schneider	7	\$9,436,000	5	\$11,312,000	12	\$20,748,000

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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2026 - July 10, 2026

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
151	Peter	Caspersen	5	\$10,915,000	5	\$9,713,000	10	\$20,628,000
152	Christie	Duguid	2	\$5,105,000	11	\$15,467,500	13	\$20,572,500
153	Lindsay	Dunlap	7	\$16,335,000	3	\$4,160,000	10	\$20,495,000
154	Ramon	Maldonado	4	\$6,245,000	14	\$14,236,000	18	\$20,481,000
155	Michel	Goldstein	5	\$12,332,000	3	\$7,925,000	8	\$20,257,000
156	Tami	Fuller	14	\$17,438,000	2	\$2,785,000	16	\$20,223,000
157	Cherie	Harrington	10	\$13,259,750	8	\$6,851,982	18	\$20,111,732
158	Caitlin	Petrush	7	\$19,964,000	-	-	7	\$19,964,000
159	Sander	Harth	9	\$10,449,563	4	\$9,411,000	13	\$19,860,563
160	Kyle	Murphy	5	\$7,245,000	5	\$12,599,000	10	\$19,844,000
161	Whitney	Benzian	2	\$13,399,876	2	\$6,385,000	4	\$19,784,876
162	Penny	Nathan	5	\$13,080,000	2	\$6,525,000	7	\$19,605,000
163	Craig	Gagliardi	3	\$5,686,000	3	\$13,765,700	6	\$19,451,700
164	Frances	Mouser	18	\$15,240,499	2	\$4,200,000	20	\$19,440,499
165	Vincent	Crudo	6	\$12,229,000	1	\$7,175,000	7	\$19,404,000
166	Liv	Arant	-	-	14	\$19,371,500	14	\$19,371,500
167	Linda	Sansone	3	\$10,720,000	2	\$8,615,000	5	\$19,335,000
168	Tyler	Sinks	1	\$9,600,000	1	\$9,600,000	2	\$19,200,000
169	Justin	Santolaya	11	\$11,144,000	5	\$8,003,196	16	\$19,147,196
170	Malena	Suarez	2	\$5,651,000	4	\$13,485,000	6	\$19,136,000
171	Salvatore	DeMaria	7	\$14,261,700	2	\$4,868,000	9	\$19,129,700
172	Michi	Suzuki	4	\$10,760,000	7	\$8,360,000	11	\$19,120,000
173	Kyndal	Dejurnett	8	\$12,120,000	7	\$6,954,570	15	\$19,074,570
174	Jennifer	Anderson	6	\$9,011,750	4	\$10,040,000	10	\$19,051,750
175	Glen	Henderson	18	\$16,201,899	2	\$2,800,000	20	\$19,001,899
176	Omar	Elminoufi	18	\$17,308,050	2	\$1,626,035	20	\$18,934,085
177	Jenn	Blake	5	\$7,510,000	6	\$11,404,625	11	\$18,914,625
178	Daniel	Greer	5	\$17,633,730	2	\$1,265,000	7	\$18,898,730
179	Kurtney	Wolters Noonan	4	\$16,960,000	1	\$1,785,000	5	\$18,745,000
180	Vanessa	Munoz	18	\$14,906,497	5	\$3,771,990	23	\$18,678,487
181	Kelly	Garver	12	\$11,188,000	6	\$7,490,000	18	\$18,678,000
182	Oleksandra	Galanis	3	\$3,472,000	14	\$15,180,490	17	\$18,652,490
183	Alex	Trubnikov	1	\$3,000,000	4	\$15,650,000	5	\$18,650,000
184	Cathleen	Shera	2	\$4,740,000	2	\$13,895,000	4	\$18,635,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
185	Karen	Alvarez	8	\$8,346,000	10	\$10,272,400	18	\$18,618,400
186	Jim	Hush	7	\$12,318,000	4	\$6,286,500	11	\$18,604,500
187	Brett	Dickinson	5	\$18,600,000	-	-	5	\$18,600,000
188	Billie	Bourgeois	9	\$10,891,600	5	\$7,580,000	14	\$18,471,600
189	Ross	Clark	3	\$15,195,000	2	\$3,269,000	5	\$18,464,000
190	Michael	Solis	8	\$8,059,000	10	\$10,367,300	18	\$18,426,300
191	Michael	Sabourin	8	\$13,095,270	3	\$5,103,808	11	\$18,199,078
192	Chase	Cromwell	16	\$14,009,000	5	\$4,155,000	21	\$18,164,000
193	Cideer	Saco	15	\$10,950,500	7	\$7,197,000	22	\$18,147,500
194	Lindsay	Herrell	7	\$9,124,000	4	\$9,000,000	11	\$18,124,000
195	Jason	Daniels	10	\$15,615,000	2	\$2,480,000	12	\$18,095,000
196	George	Bukes	9	\$9,162,995	8	\$8,917,000	17	\$18,079,995
197	Kevin	Silberman	8	\$15,629,500	2	\$2,436,000	10	\$18,065,500
198	Molly	Fleming	4	\$12,849,000	2	\$5,200,000	6	\$18,049,000
199	Brian	Cane	14	\$15,148,000	2	\$2,887,000	16	\$18,035,000
200	Dino	Morabito	3	\$16,749,500	1	\$1,200,000	4	\$17,949,500

Disclaimer: The Pacific Southwest Association of REALTORS® (PSAR) has compiled the data herein from the California Regional Multiple Listing Service (CRMLS). This report encompasses sales statistics derived from CRMLS's systems, including SDMLS. It excludes new construction, commercial transactions, out-of-county sales, and any transactions not reported to an MLS within the specified data range. Reporting practices vary, with some teams reporting each agent individually, excluding co-agents. The data reflects transactions serviced by REALTOR® Service Centers in San Diego County only and may not accurately represent an agent's total volume for the year. PSAR & San Diego Real Producers does not modify, or assume responsibility for the accuracy of this data. Efforts are made to ensure accuracy; however, reporting errors may occur.

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