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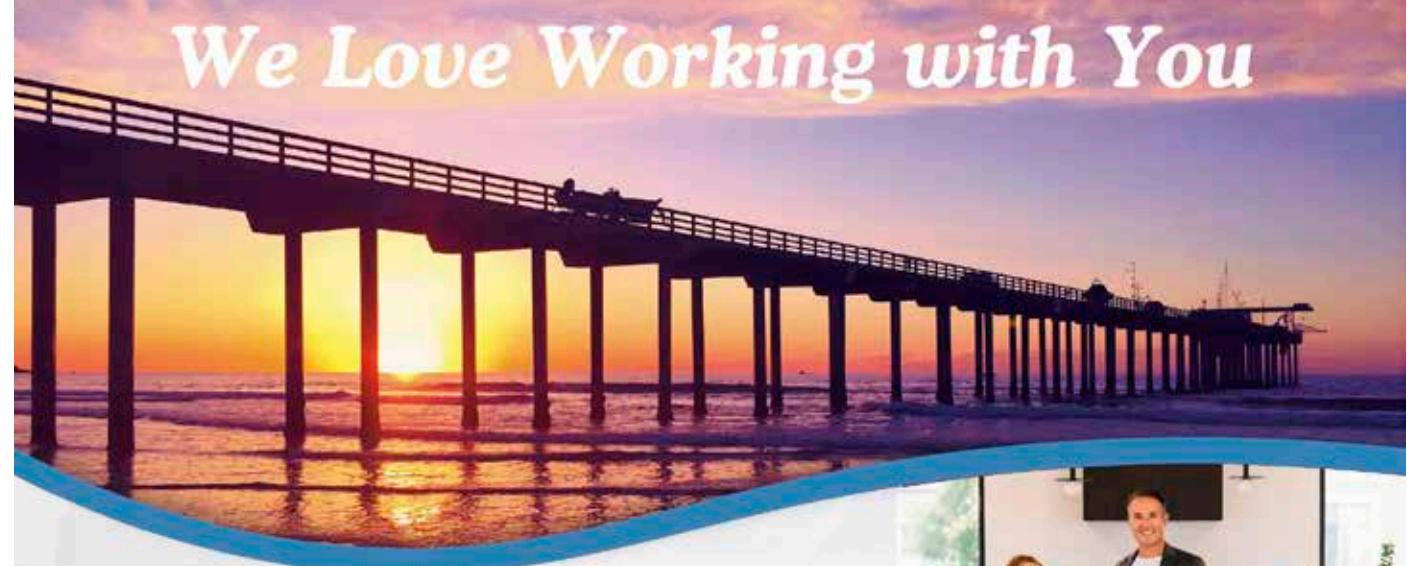


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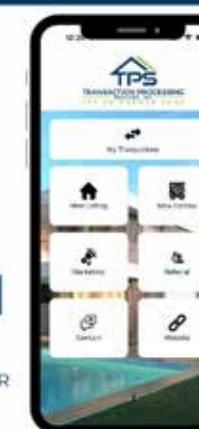
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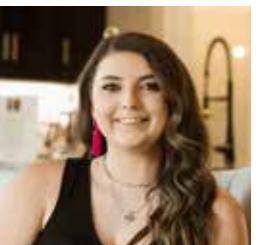
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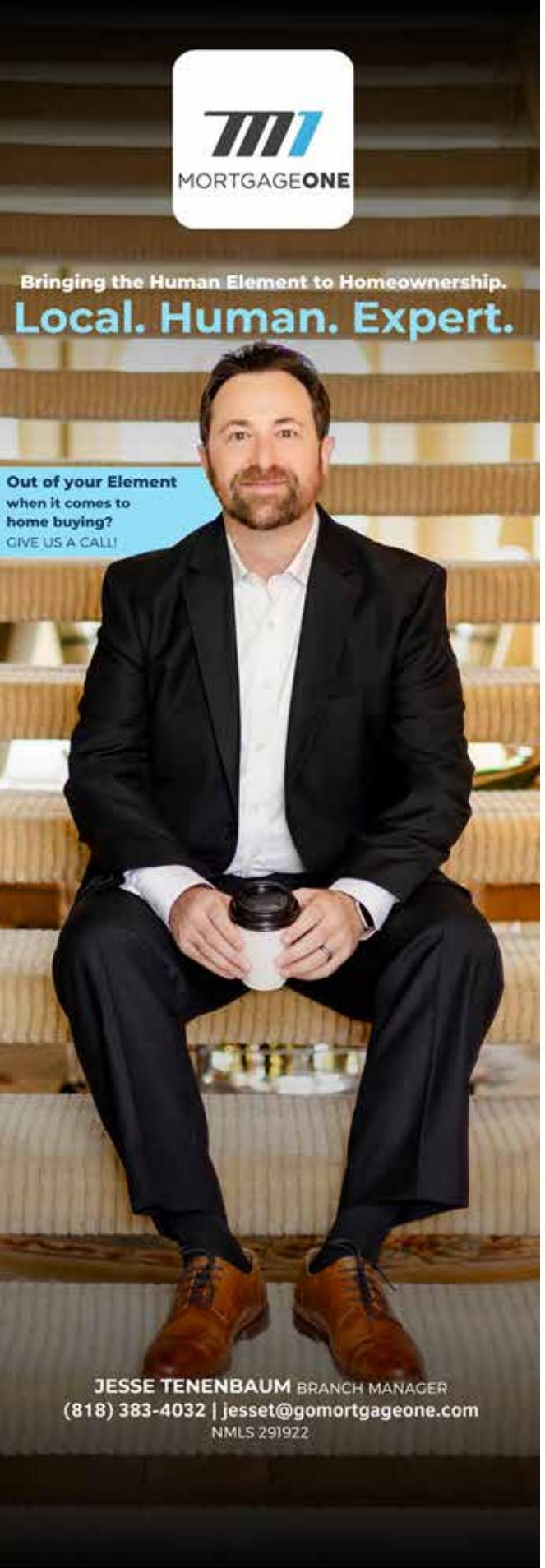
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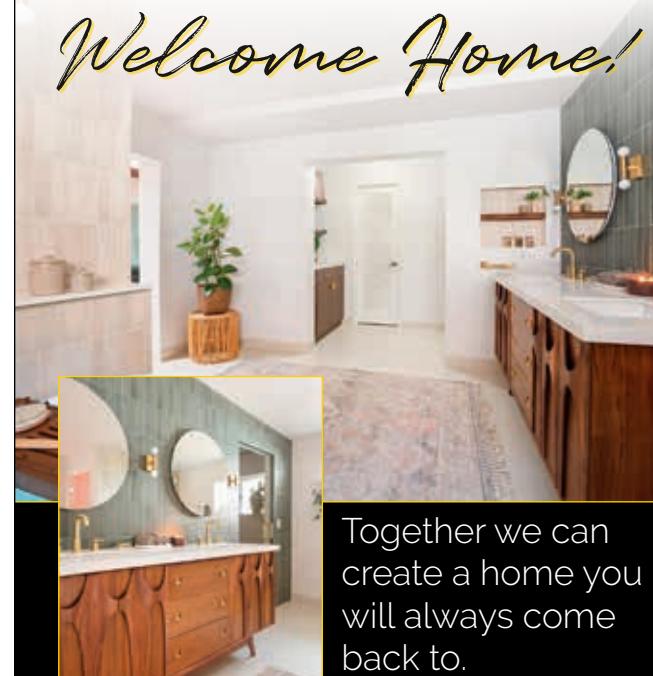
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Behind this well-known name is Fidelity National Financial (FNF), Ticor's parent company. While Ticor functions as an autonomous entity with its own underwriting and business approach, FNF's strength serves as a powerful safety net. Ticor Title gets to be a small business while also being connected with the largest title insurer in the world.

A Talented Team
When it comes to a talented team, Ticor Title delivers.

"We offer a blend of different strengths through working as a team to provide the clients with the highest possible level of availability, client care and the cutting-edge systems for assisting real estate professionals in their pursuit of new client acquisition and current client retention," says Ryan Lipsey, Senior Account Manager at Ticor Title. He leads the team with his expertise in operations

and business development. In addition, he has an eye toward team development, including improving the customer experience.

Ryan is joined by Katie Methey, a client care coordinator at Ticor Title. She excels in data, scheduling, file communication and operations at her fingertips. Another valued member of the Ticor Title is Haylie Collier, who runs outreach and management with an eye toward client development, nurturing and growth. The three of them form a 'round table' of skillsets that enable the team to support agents in order to reach greater heights, service their urgent matters quickly, and build synergistically toward mutual success and growth.

Together, they operate with intention. The team attends real estate coaching events, works directly with top real estate coach Tom Ferry, and stays ahead of trends in data, emerging markets, and evolving opportunities. Their goal is simple: empower real

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estate professionals and give them the environment, tools, and systems they need to grow.

According to Ryan, “Our team certainly focuses most intensely on the user experience and developing tools and systems that will most benefit the client.” This commitment shows in everything they do, from communication to problem-solving to hands-on involvement throughout the transaction.

The Ryan Lipsey Team primarily serves Southern California and maintains numerous key accounts across the state. They have also been awarded San Diego’s Favorite for 2025. When asked how Ticor earned this recognition, Ryan keeps it straightforward, “We put a premium on customer care, their experience, and how we can provide solutions that will empower them to reach the highest heights in their businesses.”

What Ticor Title Offers

Ticor provides comprehensive title insurance and settlement services, but their support extends well beyond standard offerings. They provide business consulting, strategic planning, and systems implementation, all designed to help real estate professionals grow their business footprint. Their philosophy is summed up in their mission statement, “If we help enough people get to where they’re going, we are sure to arrive at where we’re going...”

Experienced professionals, the team at Ticor Title has seen every kind of title challenge over the years with residential and commercial purchase and refinance. “We see everything under the sun, from judgments,

liens, taxes, easements, and nuanced versions of each, and in every case execute judicious, solution-oriented approaches in bringing curative solutions to bear,” Ryan says.

Properties with complex histories aren’t a problem, either. With support from title officer Candy Church and a deep bench of experienced underwriters, operations managers, and clerks, the team draws on collective knowledge to resolve even the toughest issues. It’s all done with one goal: make the agent the hero in every scenario.

Why Choose Ticor Title?

When time is money, Ticor Title operates efficiently with communication you count on by prioritizing responsiveness. “We are actively calling to provide updates with agents, sellers, buyers, investors, lenders and all parties to the transactions,” Ryan notes. With a fast response time and proactive updates, clients always know what’s happening and what’s next.

Turn times vary by property type, but even rush files move swiftly thanks to Ticor’s concierge-level service. The team is also equipped to handle remote closings across California and beyond, collaborating with escrow officers, brokers, agents, and 1031 exchange accommodators nationwide.

Ticor’s involvement spans the entire life of a transaction, from initial opening to final recording. They step in wherever needed, working with title units, underwriters, and executives to move each file forward. Their approach combines discretion, creativity, and problem-solving, all to produce the best outcomes for clients.



Agents also have access to educational classes, over 300 videos across social media platforms, and ongoing appearances on podcasts and industry events. Ticor ensures that the real estate community has access to the insight and tools needed to succeed.

Going Above and Beyond

Ryan puts it plainly: “There is literally nothing we won’t do or find a solution for to help our clients win the deal or achieve their objective...” The details may be best shared in person, but the message is clear, Ticor Title shows up fully for its clients.

For Ryan and the team, the work is deeply rewarding. “When we sit with an agent and discover methods to increase activity and revenue in their practice, and they are engaged because it lights them up, and it yields results... that is what lights us up,” he says. “When they win because of our cooperative efforts and designs, we’re thoroughly stoked!”

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CHAR EKONIAK

COASTAL ROCK REALTY

BY BETH
MCCABE
PHOTOS BY MEG
BOGART

Char Ekoniak entered real estate in 2001 after years of owning her own businesses. A couple of agents encouraged her to get licensed, and once she did, the industry clicked. "I fell in love with it," she says. In 2009, she opened her own brokerage. "I didn't plan on taking on other agents, but somehow they gravitated toward me," she says. Today, Coastal Rock Realty is intentionally a boutique brokerage. Small by design. Focused by choice.

"The client comes first and everyone at our company has the same philosophies and values that I have," she comments. Achieving excellence is one of their philosophies by not only catering to clients' needs but finding solutions with clear expectations to guide them to the results they are striving for. "Everything is organically relationship driven. New clients, most of the time, come from referrals."

Since their inception, Char and her agents have been serving San Diego and South Orange County since the beginning. "We treat clients like family." Clients appreciate the personal touch in real estate as opposed to impersonal brokerages that prioritize sales over service. Transactions are handled with guidance, transparency, care, and follow-through.

"We are also able to carry a balance in our lives with family, friends, health and faith," says Char. These elements ground her.

Education Counts

Education is non-negotiable in Char's world. "Education is the defining line between success and failure," she comments. Char leads accordingly with monthly meetings and ongoing mentorship. High expectations start at the top. Leadership, in her eyes, is earned daily.

Much of that leadership style was forged long before Coastal Rock Realty existed. Char has been married to Robert, a retired Navy SEAL for more than 31 years and is still deeply immersed in the SEAL community. Those years shaped how she

thinks, leads, and performs under pressure. She learned how to persevere through adversity, solve problems decisively, negotiate strategically, and detach emotionally when the mission requires focus. Her buddy Jocko teaches "Extreme Ownership is a mindset: I own it all. If something goes wrong, I own it. If something goes right, I own it. No excuses." Thick skin? It's not optional. It's survival.

Teamwork is the backbone of everything she does. Within her brokerage, with buyers and sellers, and alongside escrow officers, lenders, and title partners, Char views every deal as a shared mission. The results speak for themselves. Individually and



“
“EXTREME OWNERSHIP IS A MINDSET: I OWN IT ALL. IF SOMETHING GOES WRONG, I OWN IT. IF SOMETHING GOES RIGHT, I OWN IT. NO EXCUSES.”
THICK SKIN? IT’S NOT OPTIONAL. IT’S SURVIVAL.

collectively, her team has earned numerous accolades over the years. This year, Char was nominated for Female Broker of the Year by *San Diego Real Producers*, which is an honor that she holds near and dear to her heart. She has also been recognized as San Diego Magazine’s 5 Star Realtor for multiple years and “The Top Women Leaders of Women We Admire” in San Diego in 2024.

“We will do our best and God will do the rest.” That’s exactly what Broker Char Ekoniak tells her clients at Coastal Rock Realty. Coastal Rock Realty was built on biblical principles that have stood the test of time.

“I had a download from God to open this brokerage,” says Char, a woman of faith. The “rock” comes from Matthew 7:24–27, the call to build on solid ground rather than shifting sand. When she felt led to open her own brokerage in 2009, she didn’t overanalyze it or wait for perfect conditions. She obeyed. A woman of faith, she knew that action was required, and trust

leaves no room for half-hearted measures. As she says, “You either obey and trust Him or you don’t.”

Friends. Family. Faith. Fun.

When not working, it’s all about friends and family. “I’m very close with the Navy SEAL community,” says Char. “I still have friends who understand the lifestyle that we live.” Let’s just say that they have been through a lot together.

“After 9/11, my husband was gone for the better part of 10 years while I raised our son, Corbin, basically as a single parent,” she says. “During those times when he was a toddler, my husband was deployed overseas in the Middle East fighting the war on terrorism and not knowing if he was going to come home. That’s when our faith got us through.” When people asked her how she made it though, her response was priceless, “Jesus and wine. That’s my favorite saying.”

Now life is better than ever. “Corbin is engaged to Sarah who is already like a daughter and getting married next year,” she says with delight.

When not planning the upcoming wedding, fitness takes center stage for Char. “Working out is a necessity,” she points out. “You have to have a strong body and mind in order to have balance in your life.” Whether walking with her husband and his service dog Addi along the beach and the trails or simply spending time with friends, life outside listings is important.

“Family time is absolutely cherished,” she adds. Time with the kids and each other is most important. “We are involved with a couple of military charities. “We feel that it is our duty to help facilitate, volunteer, and help our men and women when they come home from being deployed and long after.”

Ask Char what it takes to succeed, and the answer is steady: persistence, resilience, and leadership, especially when the market turns. She has weathered the highs, the crashes, and the long climb back. Through it all, she remains clear on one thing: Coastal Rock Realty exists because of the agents who stand with her. Their success is the brokerage’s success.

Char Ekoniak doesn’t build on trends. She builds on truth. And in an industry full of shifting ground, she has chosen the rock each and every time.



“
EDUCATION IS THE DEFINING LINE BETWEEN SUCCESS AND FAILURE.



SDRE

Christian Spicer

CEO & Founder

Building the Future

BY KATE SHELTON
BY ELIZABETH IRELAND PHOTOGRAPHY

Christian Spicer isn't just another name in San Diego's real-estate scene – he's a visionary driving one of the city's most ambitious responses to the housing shortage. As the Founder and CEO of SDRE, Christian has leveraged his deep understanding of local market dynamics and rental property management to build a mission-driven enterprise focused on delivering innovative housing throughout the region.

Under his leadership, SDRE has grown into the largest vertically integrated development powerhouse in the county. Despite their explosive growth, the team remains dedicated to creating vibrant, sustainable homes that expand opportunities for San Diegans to live in homes they love. With a commitment to community-centered design and scalable housing solutions, Christian is building not just homes, but a more attainable future for the city he loves.

SDRE is on a mission to build the future of San Diego. With expertise in transforming underutilized, unique, or need-to-sell properties into community-focused housing, Christian and his team build housing for tenants in neighborhoods people want to call home.

Christian is a rare San Diego native. He grew up in East County and attended public schools. While

studying economics at San Diego State, Christian got his start in property management. "I needed a flexible job," he recounted. "I answered a Craigslist ad for a part-time leasing agent role. I started at the very bottom and have worked my way up."

"It didn't take long for me to figure out I was really good at it," he said. "They kept putting more and more work in front of me, and I kept volunteering. By my last year of college, my broker, Larry Tadlock, told me I had to go one way or another – into real estate full-time or continue with economics. I decided to go all in."

For the next several years, Christian hustled to build his business, working first for a small mom-and-pop property management company and then for corporate entities. "I learned an incredible amount about real estate and property management. All of that really opened my eyes to the possibilities," he said. While he doesn't sell traditional real estate anymore, Christian earned his real estate license in 2013.

Ready for more, Christian founded SDRE in 2019 to build on the success of property management. In addition to property management, the team focuses on creating sustainable housing through development projects across the city.

"The thing that sets me apart is my background in property management," he said. "I know what tenants want and how to fill homes. From working in this area for so long, I know the ins and outs of new construction property management. That's a

The thing that sets me apart is my background in property management. I know what tenants want and how to fill homes. That's a specialized skill set and different from managing a home that's been occupied for years.”

specialized skill set and different from managing a home that's been occupied for years.”

SDRE is a San Diego-based homebuilding company dedicated to creating intentional and attainable housing. Guided by their “Good Neighbor” philosophy, Christian and his team focuses on projects that increase housing accessibility. Combining deep local knowledge with industry expertise and property management, the company partners with investors and real estate agents to deliver high-quality homes while staying committed to community impact and forward-thinking design.

“We’re different because we’re the full package,” Christian said. “SDRE is fully vertically integrated. We have everything in-house: design, engineering, construction, and of course, property management. This gives us a different speed – a faster speed – and more capability than anyone else. We understand the market better than anyone else. We’re the most



productive development firm in the region. We have more than 14% of the market share, and we’re just getting started.”

The SDRE team has grown rapidly over the last few years. They now employ over 75 people, including their leadership team, which includes: Christian Spicer, CEO and Founder, Brian Doyle, President and CBO, Edward Stepanow, CFO and COO, Jase Preset, VP of Construction, and Jared Basler, VP of Forward Planning.

Together, SDRE has well over 100 projects in the works, and when finished, they’ll add more than 2,000 places to live across the region. To date, they’ve raised nearly \$500M in investments.

“I love this city. I grew up here, and I never plan to leave,” Christian said. “If we can create more housing in San Diego and across the state, it’s good for all of us. We are in the middle of a housing crisis. People can’t afford to live here, but we can’t afford for people not to. We’re helping create more housing. We’re making a difference.”

SDRE has already made a tremendous impact on the market, but they’re looking to do more. “We want to work with more agents,” Christian said. “It’s a mutually beneficial partnership. You’ll help your clients get what they need, and we’ll help the city get the housing it needs. We have all the pieces in place to make sure you and your clients are taken care of.

If you’ve ever worked with Christian, you’ve probably met his loveable Rhodesian Ridgeback, Scooby – named after the popular cartoon. Scooby often comes to the office and rides along on field visits. He loves everyone and always wants to meet new people. Christian also loves to travel, play golf, and get away from it all at his river house.

For real estate agents, partnering with Christian and SDRE is more than a business opportunity – it’s a chance to build the future.

Please email Avery Evans at avery@sdre.com for inquiries about projects. Learn more about SDRE at sdre.com.



We want to work with more agents. It's a mutually beneficial partnership. You'll help your clients get what they need, and we'll help the city get the housing it needs. We have all the pieces in place to make sure you and your clients are taken care of.”

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From Concepts to Closings: Painting the Future of San Diego

JOSEPH ARENDSEN

True Local Realty Group | Compass Real Estate

BY KATE SHELTON
PHOTOS BY ELIZABETH IRELAND PHOTOGRAPHY

From humble beginnings to skyline-defining developments, Joseph has proven he has what it takes to hack it in the ever-changing and fast-moving San Diego market. At the heart of Joseph's story is a belief that success comes from serving others, consistent hard work, and enjoying the ride.

His journey from a 20-year-old rookie in real estate to being one of San Diego's top-producing agents is rooted in grit, vision, and adaptability. As the founder of True Local Realty Group at Compass, Joseph's success did not come overnight, but that hasn't stopped him from making it big.

Raised by two hard-working parents in Vista, he's never forgotten the value of humility, dedication, and "treating people the way you want to be treated" - Joseph said.

Joseph grew up in the North County. His high school history teacher changed the trajectory of his life. "My teacher made his wealth through real estate, and the more I looked around, most of the wealthier people I knew were in real estate at the time," Joseph said. "School was never my thing, but I had a knack for sales and entrepreneurship." Joseph

was licensed in 2007, one year after he graduated from high school.

"My first transaction was a \$84,000 foreclosure in Escondido. My closing check was something like \$540, which was the most I'd ever made at one point," he said with a big laugh. "I was hooked!"

He jumped into real estate during the downturn of 2008. Everyone was getting out of the industry. Joseph could have left the business like so many other agents, but instead, he decided to push through. In the nearly 18 years he's been in the business, the market has gone through every revolution imaginable, but Joseph has never lost his love for the work or his commitment to his clients and team.

"Everyone was getting out of business, but I was young and somewhat oblivious," he said. "I had minimal expenses. I didn't have to make much. I just kept my head down, learning and working hard." In one of the worst markets in recent memory, Joseph started to build a business to be proud of.

"I got really lucky to work with Javier Varon; he was my mentor from the start. He's now an established Mike Ferry coach," Joseph said. "He taught me the foundation of real estate sales,

and how to create an actual repeatable, successful business."

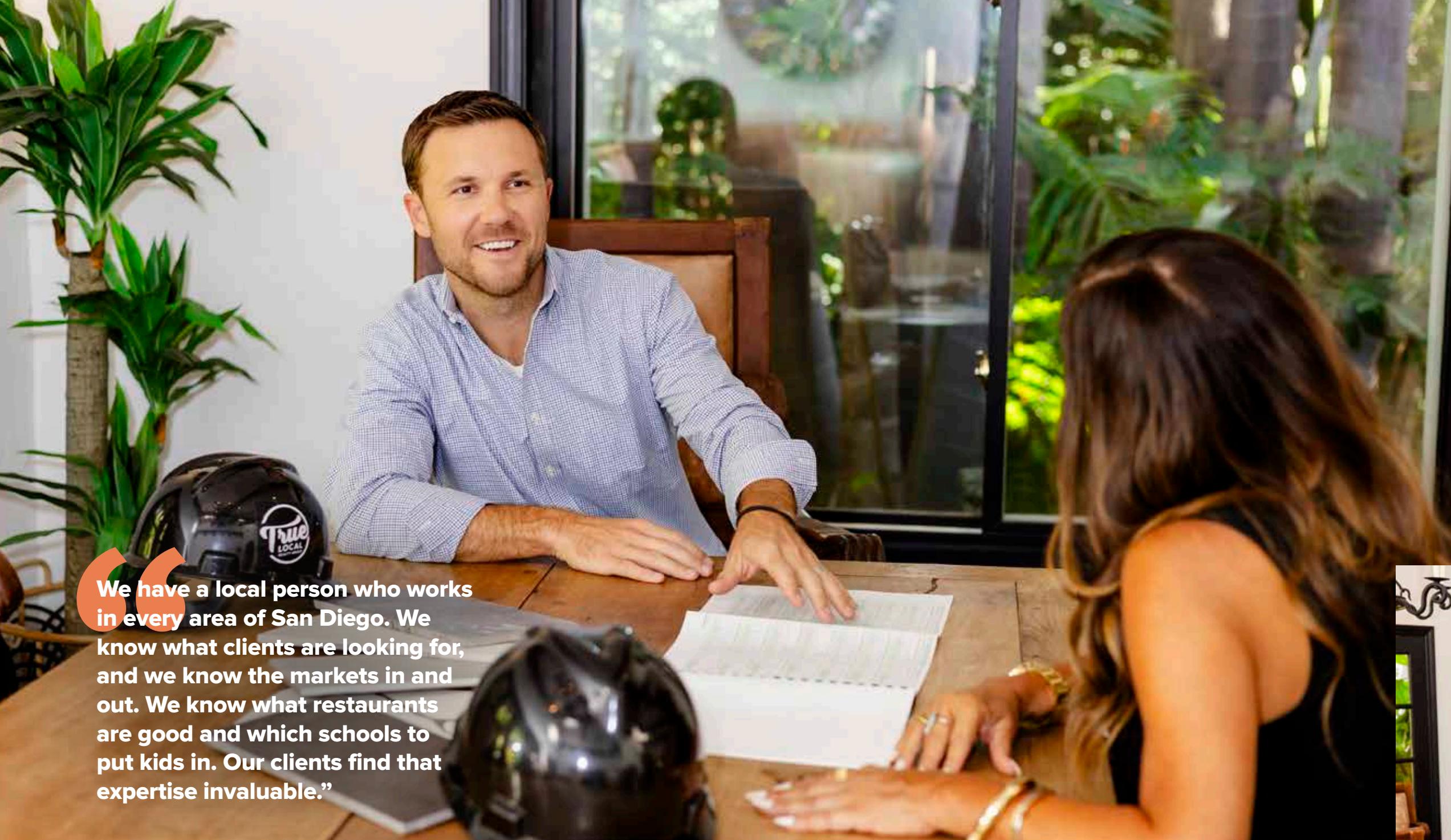
During the peak of the foreclosure market, Joseph got hired for a brief stint by a real estate fund to buy and flip foreclosures. "I was jumping fences, getting chased by dogs, peeking into windows, and trying to see if the foreclosures were worth buying. We did over 65 flips that year. That is what really opened my eyes to all the different avenues of real estate," he said.

After the Foreclosure market dried up, Joseph pivoted again. He went out on his own, getting his broker's license and starting The Arendsen Group in 2011.

Joseph hustled through the downturn, and when things came back around, he was poised for success. Joseph's business continued to grow steadily and consistently, just like him. He began building a team and finding new ways to serve the community and his clients.

But in 2018, he hit a plateau. "I knew I had to change things up. That's when I rebranded and started going after new construction sales," he said. This strategy worked.

In 2019, Joseph moved to COMPASS and rebranded his team as the True Local Realty Group, a nod to his roots.



We have a local person who works in every area of San Diego. We know what clients are looking for, and we know the markets in and out. We know what restaurants are good and which schools to put kids in. Our clients find that expertise invaluable.”

“The thing that makes us different is our true local expertise. We have a local person who works in every area of San Diego. We know what clients are looking for, and we know the markets in and out,” Joseph said. “We know what restaurants are good and which schools to put kids in. Our clients find that expertise invaluable.”

Sarah Lane, Chad Woolsey, and Marla Deshayes have been on the team for five+ years. “I rely heavily on them, and they have been key pillars to our success,”

Joseph said. Joseph is always looking for the right people to join the movement. “When I consider agents for the team, I look for true locals who are all around just good people. They have to have good hearts, and they do whatever it takes to take care of our clients.”

The True Local team is truly killing the game. In 2024, the team closed over \$124M in transactions. According to RealTrends, they’re the number one medium team in San Diego County and the #9 team overall.

While traditional real estate will also remain an important part of their business, the True Local team has carved a niche in new development sales. “New development is a whole different ball game,” he said. “We provide value to our developers from the very beginning, by helping them design and build homes that sell. We work on both sides, so we know what the consumer wants. We help source projects and create the best use for the lot. Our expertise is our value. We’ve done 12 developments with multiple in the pipeline. Developers and consumers

both appreciate that we’re there from the beginning all the way to the end. But these projects are for the weak... we are involved for multiple years and have large budgets.” New development now accounts for as much as 30% of their business, and they foresee it growing.

For Joseph, community isn’t just a talking point – it’s a pillar of the True Local business. The team donates 5% of company profits to local charities, with a focus on helping kids and housing.

When he’s not closing deals or volunteering, Joseph is exploring the world. He and his wife, Cassandra, have been all over the globe. They’ve explored

some interesting locations like Haiti, Iraq, and Sri Lanka. Joseph is trying to catch up to Cassandra’s 78 countries, but he swears he’ll be there someday. To put things in perspective, their two-year-old daughter, Leo, has already traveled to 12 countries! “Travel’s our shared passion,” he said. “But there’s no better place to come home to than San Diego!”

Joseph isn’t slowing down. His sights are set on his team becoming #1 in new development sales and eventually #1 overall in San Diego. Joseph is always looking for talented agents and developers to partner with. “We’re always looking to partner with fellow agents – on land sales, new builds, anything. If you have a developer you’re trying to win over, let’s team up,” he said.

From starter projects to skyline-defining developments, Joseph and his team aren’t just helping people buy homes – they’re painting the future of San Diego, one vision at a time.

Connect with Joseph and the True Local team at truelocalrealty.com.



TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2025 - Dec 31, 2025

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
1	Jason	Barry	19	\$110,100,495	62	\$252,918,745	81	\$363,019,240
2	Tim	Van Damm	22	\$117,710,388	26	\$76,901,861	48	\$194,612,249
3	Alan	Shafran	71	\$102,835,023	48	\$79,295,150	119	\$182,130,173
4	Greg	Noonan	7	\$32,722,350	30	\$132,383,944	37	\$165,106,294
5	Ross	Clark	10	\$49,539,687	11	\$106,480,700	21	\$156,020,387
6	Maxine	Gellens	25	\$72,396,768	25	\$71,787,662	50	\$144,184,430
7	Chad	Dannecker	79	\$92,439,374	32	\$38,454,700	111	\$130,894,074
8	Emma	Lefkowitz	37	\$45,227,534	56	\$68,398,000	93	\$113,625,534
9	Janice	Clements	12	\$37,333,500	19	\$70,585,000	31	\$107,918,500
10	Mike	Cady	29	\$51,301,800	33	\$48,339,800	62	\$99,641,600
11	Melissa	Goldstein Tucci	31	\$39,839,400	50	\$57,514,770	81	\$97,354,170
12	Drew	Nelson	7	\$31,474,130	19	\$61,356,187	26	\$92,830,317
13	Brett	Dickinson	8	\$34,145,750	16	\$57,494,725	24	\$91,640,475
14	Mark	Schultz	44	\$40,500,157	53	\$49,541,779	97	\$90,041,936
15	Caren	Kelley	5	\$17,983,000	8	\$69,234,000	13	\$87,217,000
16	David	Butler	8	\$24,190,000	27	\$61,532,000	35	\$85,722,000
17	Min	Sun	29	\$52,418,000	20	\$32,012,000	49	\$84,430,000
18	Ilana	Huff	25	\$32,027,500	33	\$49,025,000	58	\$81,052,500
19	Eric	Comer	4	\$34,165,000	8	\$45,310,000	12	\$79,475,000
20	Eric	Iantorno	8	\$26,975,150	14	\$51,352,808	22	\$78,327,958
21	Rob	Aumann	8	\$58,478,750	11	\$17,617,500	19	\$76,096,250
22	Jason	Saks	7	\$37,817,777	6	\$36,177,777	13	\$73,995,554
23	Susana	Corrigan	7	\$27,141,278	16	\$44,420,700	23	\$71,561,978
24	Gregg	Phillipson	17	\$15,810,500	55	\$53,305,000	72	\$69,115,500
25	Gregg	Neuman	21	\$24,292,991	46	\$44,498,428	67	\$68,791,419
26	Scott	Aurich	7	\$21,765,000	14	\$46,510,300	21	\$68,275,300
27	Eric	Chodorow	16	\$35,353,582	22	\$31,910,237	38	\$67,263,819
28	Ken	Pecus	15	\$19,824,500	26	\$46,744,600	41	\$66,569,100
29	Richard	Stone	10	\$24,345,000	19	\$41,697,708	29	\$66,042,708
30	Molly	Haines McKay	12	\$34,943,000	9	\$31,000,000	21	\$65,943,000
31	Neda	Nourani	16	\$31,899,850	17	\$33,512,950	33	\$65,412,800
32	Nadia	Colucci	22	\$28,314,512	21	\$36,754,455	43	\$65,068,967
33	Don	Fontana	20	\$23,629,367	37	\$40,137,301	57	\$63,766,668
34	Gregg	Whitney	6	\$17,677,100	9	\$45,507,000	15	\$63,184,100

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
35	Tyson	Lund	14	\$21,574,867	31	\$40,432,888	45	\$62,007,755
36	David	Santistevan	3	\$56,740,000	3	\$4,370,000	6	\$61,110,000
37	Austin	Huffman	10	\$28,505,000	12	\$32,407,000	22	\$60,912,000
38	Mike	Aon	19	\$20,367,999	33	\$40,493,776	52	\$60,861,775
39	Edith	Salas	5	\$28,157,500	10	\$32,427,522	15	\$60,585,022
40	Dino	Morabito	5	\$26,935,000	11	\$32,903,458	16	\$59,838,458
41	Talechia	Plumlee-Baker	9	\$22,606,600	13	\$37,136,600	22	\$59,743,200
42	Catrina	Russell	19	\$36,803,000	13	\$22,822,500	32	\$59,625,500
43	Steven	Cairncross	5	\$12,874,000	19	\$46,629,000	24	\$59,503,000
44	Mark	Marquez	5	\$9,340,000	24	\$49,932,198	29	\$59,272,198
45	Craig	Lotzof	6	\$5,027,985	15	\$54,234,985	21	\$59,262,970
46	Jordan	Beal	11	\$34,421,883	12	\$24,800,562	23	\$59,222,445
47	Rande	Turner	5	\$29,153,000	7	\$30,040,000	12	\$59,193,000
48	Janna	Hernholm	11	\$25,267,400	16	\$32,803,725	27	\$58,071,125
49	Amy	Jensen	10	\$24,730,000	13	\$32,008,500	23	\$56,738,500
50	Patti	McKelvey	22	\$25,811,845	38	\$30,022,444	60	\$55,834,289

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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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2025 - Dec 31, 2025

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
51	Patrick	Mercer	1	\$1,900,000	32	\$53,200,858	33	\$55,100,858
52	Lindsay	Dunlap	6	\$29,812,500	8	\$24,910,000	14	\$54,722,500
53	Marilyn	Comiskey	10	\$21,986,000	15	\$31,142,970	25	\$53,128,970
54	Melvina	Selfani	17	\$26,907,000	18	\$26,019,000	35	\$52,926,000
55	Seth	OByrne	13	\$27,475,000	17	\$25,276,500	30	\$52,751,500
56	Steve	Ploetz	13	\$14,817,000	35	\$37,580,453	48	\$52,397,453
57	Brett	Combs	5	\$14,168,000	11	\$38,062,769	16	\$52,230,769
58	Ruth Ann	Fisher	7	\$27,838,258	7	\$24,288,000	14	\$52,126,258
59	Whitney	Benzian	9	\$36,970,000	5	\$14,970,000	14	\$51,940,000
60	Caitlin	Petrush	5	\$9,701,900	18	\$41,314,770	23	\$51,016,670
61	Patrick	Cairncross	9	\$30,123,000	6	\$20,510,550	15	\$50,633,550
62	Linda	Sansone	1	\$4,075,000	8	\$45,190,500	9	\$49,265,500
63	Denny	Oh	18	\$19,423,851	28	\$29,327,300	46	\$48,751,151
64	Brian	Guiltinan	1	\$6,800,000	3	\$41,859,000	4	\$48,659,000
65	Delorine	Jackson	5	\$18,100,000	7	\$30,520,000	12	\$48,620,000
66	Ryan	McGovern	12	\$48,576,791			12	\$48,576,791
67	Melissa	Westfall			53	\$46,429,630	53	\$46,429,630
68	Ever	Eternity			30	\$46,172,750	30	\$46,172,750
69	George	Fillippis	8	\$8,021,000	35	\$37,693,300	43	\$45,714,300
70	Feng	Liang	20	\$33,608,820	8	\$11,956,000	28	\$45,564,820
71	Carlos	Gutierrez	8	\$14,743,998	16	\$30,727,000	24	\$45,470,998
72	Carson	Trujillo	10	\$22,455,000	8	\$22,701,000	18	\$45,156,000
73	Felicia	Bell	9	\$21,495,000	7	\$23,519,000	16	\$45,014,000
74	Kyle	Murphy	5	\$6,219,880	17	\$38,793,000	22	\$45,012,880
75	Jesse	Ibanez	23	\$25,079,997	21	\$19,697,500	44	\$44,777,497
76	Conor	Brennan	8	\$31,825,000	3	\$12,575,000	11	\$44,400,000
77	Deborah	See	3	\$2,736,490	37	\$41,654,259	40	\$44,390,749
78	Shawn	Bengtson	3	\$6,033,000	18	\$38,270,000	21	\$44,303,000
79	Tamara	Strom	12	\$19,330,000	19	\$24,847,348	31	\$44,177,348
80	Carrie	OBrien	5	\$28,425,000	4	\$15,749,000	9	\$44,174,000
81	Dane	Soderberg	9	\$22,246,650	9	\$21,871,700	18	\$44,118,350
82	Lucy	Kelts	1	\$15,750,000	2	\$27,750,000	3	\$43,500,000
83	Ian	Arnett	6	\$24,525,000	5	\$18,935,000	11	\$43,460,000
84	Eric	Matz	9	\$13,869,250	23	\$29,504,750	32	\$43,374,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
85	Matt	Battiata	2	\$5,100,000	20	\$37,386,255	22	\$42,486,255
86	Jason	Lee	6	\$11,145,000	19	\$31,148,000	25	\$42,293,000
87	Vidi	Revelli	4	\$17,850,000	5	\$24,302,000	9	\$42,152,000
88	Tami	Fuller	10	\$11,010,500	32	\$30,924,294	42	\$41,934,794
89	Twana	Rasoul	28	\$32,984,500	7	\$8,416,000	35	\$41,400,500
90	Lyle	Caddell	12	\$10,526,000	26	\$30,510,299	38	\$41,036,299
91	Michelle	Warner	10	\$11,675,500	20	\$29,208,500	30	\$40,884,000
92	Jonathon	Shea	10	\$12,785,000	20	\$28,012,120	30	\$40,797,120
93	Brittany	Hahn Games	1	\$15,200,000	5	\$24,855,000	6	\$40,055,000
94	Benn	Vogelsang	8	\$14,115,750	17	\$25,907,100	25	\$40,022,850
95	Tyler	Hagerla	24	\$28,325,525	15	\$11,576,500	39	\$39,902,025
96	Kristyna	Lukacova	25	\$39,299,199			25	\$39,299,199
97	Bree	Bornstein	7	\$18,612,500	6	\$20,632,500	13	\$39,245,000
98	Jeffrey	Nix	21	\$17,639,500	24	\$21,559,300	45	\$39,198,800
99	Nicolas	Jonville	3	\$12,000	37	\$39,117,850	40	\$39,129,850
100	Cideer	Saco	32	\$28,790,000	14	\$10,296,690	46	\$39,086,690

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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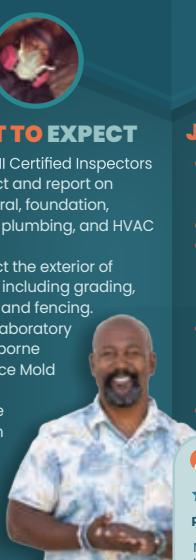
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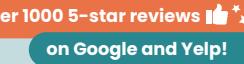
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SERVING SAN DIEGO COUNTY

TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2025 - Dec 31, 2025

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
101	Jason	Daniels	10	\$15,884,000	15	\$23,202,000	25	\$39,086,000
102	Gabe	Candea	3	\$21,925,000	2	\$17,000,000	5	\$38,925,000
103	Sean	Barry	5	\$22,930,000	2	\$15,200,000	7	\$38,130,000
104	Christie	Duguid	17	\$31,417,823	6	\$6,620,350	23	\$38,038,173
105	Matthew	DeLine	6	\$14,750,000	15	\$22,981,000	21	\$37,731,000
106	Maxwell	Brown	5	\$11,517,500	11	\$26,212,500	16	\$37,730,000
107	Darin	Triolo	14	\$23,456,888	10	\$14,255,500	24	\$37,712,388
108	Sander	Harth	8	\$18,134,551	13	\$19,546,000	21	\$37,680,551
109	Brian	Danney	9	\$19,381,000	11	\$17,996,000	20	\$37,377,000
110	Arianna	Schwarz	9	\$9,921,000	20	\$27,447,150	29	\$37,368,150
111	Mike	Aqrawi	38	\$31,667,350	7	\$5,585,850	45	\$37,253,200
112	Jim	Bottrell			44	\$36,959,104	44	\$36,959,104
113	Catherine	Black	12	\$16,674,000	14	\$20,212,375	26	\$36,886,375
114	Chris	Martin	3	\$7,822,000	7	\$28,693,573	10	\$36,515,573
115	Brian	Cane	10	\$1,437,500	42	\$34,964,167	52	\$36,401,667
116	John	Selby	13	\$25,067,000	11	\$11,303,000	24	\$36,370,000
117	Gwyn	Rice	3	\$7,640,300	8	\$28,544,000	11	\$36,184,300
118	Shawn	Rodger	5	\$23,442,000	5	\$12,650,398	10	\$36,092,398
119	Johnny	Noris	12	\$18,423,000	4	\$17,621,250	16	\$36,044,250
120	Keaton	English	4	\$5,456,620	26	\$30,493,000	30	\$35,949,620
121	Jenny	Yin	14	\$17,887,900	10	\$17,537,000	24	\$35,424,900
122	Mukesh	Jain	13	\$23,638,000	8	\$11,572,000	21	\$35,210,000
123	Willem	De Ridder	11	\$21,525,000	16	\$13,667,000	27	\$35,192,000
124	Kathy	Koop	2	\$8,372,000	4	\$26,750,000	6	\$35,122,000
125	Sanjay	Solomon	3	\$11,275,000	6	\$23,846,250	9	\$35,121,250
126	Mike	Chiesl	8	\$10,222,700	19	\$24,820,700	27	\$35,043,400
127	Katie	Gouletas	13	\$17,821,500	20	\$17,217,107	33	\$35,038,607
128	Deborah	Greenspan	3	\$9,674,790	8	\$25,340,440	11	\$35,015,230
129	Salvatore	Cefalu	6	\$5,047,000	20	\$29,910,000	26	\$34,957,000
130	Tracie	Kersten	10	\$27,642,000	4	\$7,120,000	14	\$34,762,000
131	Renee	Wilson	4	\$7,641,150	10	\$27,103,150	14	\$34,744,300
132	Debbie	Carpenter	9	\$19,544,000	6	\$15,078,000	15	\$34,622,000
133	Molly	Santistevan	3	\$8,275,000	9	\$26,224,000	12	\$34,499,000
134	Jeremy	Beauvarlet	7	\$10,584,625	19	\$23,841,826	26	\$34,426,451

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
135	Nancy	Beck	2	\$1,300,000	21	\$32,955,000	23	\$34,255,000
136	Jon	Erro	17	\$21,881,086	12	\$12,362,500	29	\$34,243,586
137	Eileen	Anderson	3	\$11,029,375	8	\$22,825,500	11	\$33,854,875
138	Chris	Heller	19	\$14,177,617	24	\$19,548,400	43	\$33,726,017
139	Allen	Jackel	9	\$26,243,599	2	\$7,450,000	11	\$33,693,599
140	Cody	Steele	1	\$7,300,000	13	\$26,327,500	14	\$33,627,500
141	Drew	Davis	10	\$16,912,000	6	\$16,592,450	16	\$33,504,450
142	Matthew	Sorensen	12	\$8,672,990	26	\$24,812,490	38	\$33,485,480
143	Jeff	Rosa	8	\$9,369,325	26	\$24,050,770	34	\$33,420,095
144	Pompeyo	Barragan	9	\$25,053,450	9	\$8,314,450	18	\$33,367,900
145	Voltaire	Lepe	25	\$15,794,218	27	\$17,532,133	52	\$33,326,351
146	Katie	Herrick	13	\$24,473,000	4	\$8,734,500	17	\$33,207,500
147	James	Nelson	8	\$13,605,000	12	\$19,581,750	20	\$33,186,750
148	Michael	Wolf	14	\$13,805,500	19	\$19,296,499	33	\$33,101,999
149	Maria	Garate-Lavalle	7	\$16,295,000	5	\$16,609,225	12	\$32,904,225
150	Joshua	Higgins	11	\$15,577,049	6	\$17,159,000	17	\$32,736,049

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For non-spouse beneficiaries who inherit an IRA when the account owner died after Jan 1, 2020, you must withdraw the entire balance of that IRA by the end of the 10th year following the original owner's death. This means that you pay income taxes on the amounts you take out. For example, if you inherit an IRA from your parents, you will need to plan on withdrawing from the account in full within 10 years of your parents' passing.

- You won't pay the 10% early withdrawal penalty for an inherited IRA if you're under the age of 59.5
- The IRS has a chart to determine how much is required to withdraw each year leading up to the 10th year.

If you're inheriting an IRA from your spouse, the 10-year rule does not apply to you if you rollover the IRA into your own IRA.


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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2025 - Dec 31, 2025

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
151	Dania	Macias	11	\$11,401,500	23	\$21,055,000	34	\$32,456,500
152	Angelo	La Bruna	10	\$23,731,600	5	\$8,703,000	15	\$32,434,600
153	Michelle	Plastiras	16	\$22,598,785	16	\$9,744,700	32	\$32,343,485
154	Scott	Booth	6	\$12,920,000	12	\$19,407,500	18	\$32,327,500
155	Christina	Labowicz	8	\$14,223,000	2	\$17,950,000	10	\$32,173,000
156	Rebecca	Zhao	14	\$22,421,500	7	\$9,750,700	21	\$32,172,200
157	Kimberly	Koll	6	\$7,102,500	16	\$25,068,000	22	\$32,170,500
158	Omar	Elminoufi	7	\$5,373,010	28	\$26,705,700	35	\$32,078,710
159	Roseanne	Martin	21	\$22,214,000	11	\$9,821,000	32	\$32,035,000
160	Cheree	Bray	11	\$13,547,500	16	\$18,458,700	27	\$32,006,200
161	Ryan	White	9	\$10,809,395	12	\$21,126,895	21	\$31,936,290
162	Lynda	Wennerstrom	4	\$13,625,000	7	\$18,250,000	11	\$31,875,000
163	Pascale	Mercier	8	\$12,285,000	12	\$19,502,000	20	\$31,787,000
164	Ray	Shay	11	\$12,434,350	14	\$19,326,238	25	\$31,760,588
165	Polly	Rogers	9	\$21,174,558	4	\$10,559,000	13	\$31,733,558
166	K. Ann	Brizolis			7	\$31,697,500	7	\$31,697,500
167	Molly	Paulo	2	\$2,471,000	23	\$29,053,900	25	\$31,524,900
168	Katie	Pond	9	\$16,952,000	10	\$14,534,125	19	\$31,486,125
169	Alexandria	Booth	7	\$18,106,700	6	\$13,330,000	13	\$31,436,700
170	Valerie	Medina	6	\$5,500,000	32	\$25,823,560	38	\$31,323,560
171	Vani	Bobba	18	\$30,404,541	1	\$860,000	19	\$31,264,541
172	Ray	Adams	2	\$9,205,000	6	\$22,027,000	8	\$31,232,000
173	Adrian	Quijano	28	\$23,236,110	10	\$7,894,999	38	\$31,131,109
174	Chase	Cromwell	11	\$8,972,400	24	\$22,023,050	35	\$30,995,450
175	Jennifer	Anderson	6	\$15,854,500	9	\$15,043,850	15	\$30,898,350
176	Nicole	Mascola			30	\$30,853,148	30	\$30,853,148
177	Robert	Antoniadis	11	\$10,418,550	17	\$20,420,550	28	\$30,839,100
178	Carole	Downing	5	\$18,150,900	11	\$12,680,000	16	\$30,830,900
179	Robert	Colello	11	\$13,064,000	12	\$17,743,573	23	\$30,807,573
180	Joel	Blumenfeld	6	\$7,421,000	19	\$23,330,000	25	\$30,751,000
181	Monroe	Herington	7	\$15,995,500	8	\$14,639,500	15	\$30,635,000
182	Michael	Jacobo	7	\$13,502,000	13	\$17,113,500	20	\$30,615,500
183	Rannie	Huang-Greer	3	\$13,490,000	5	\$17,069,999	8	\$30,559,999
184	Casey	Cooke	12	\$14,895,210	12	\$15,560,105	24	\$30,455,315

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
185	Angel	Flores	29	\$21,992,750	10	\$8,322,500	39	\$30,315,250
186	Olga	Stevens	5	\$13,330,000	6	\$16,984,000	11	\$30,314,000
187	Bridget	Potterton	10	\$10,244,500	20	\$19,952,500	30	\$30,197,000
188	Elizabeth	Reed	4	\$13,221,500	4	\$16,954,950	8	\$30,176,450
189	Farryl	Moore	2	\$3,167,475	12	\$26,848,475	14	\$30,015,950
190	Catryn	Fowler	10	\$25,094,000	4	\$4,902,000	14	\$29,996,000
191	Linda	Lee	13	\$17,437,999	10	\$12,474,000	23	\$29,911,999
192	Karen	Alvarez	13	\$10,421,000	20	\$19,379,500	33	\$29,800,500
193	Jenn	Blake	8	\$10,676,000	12	\$19,002,000	20	\$29,678,000
194	Amber	Anderson	4	\$2,028,500	12	\$27,647,791	16	\$29,676,291
195	Gina	Barnes	9	\$12,032,000	13	\$17,468,000	22	\$29,500,000
196	Vikram	Boregowda	22	\$27,292,000	3	\$2,170,000	25	\$29,462,000
197	Omid	Maghamfar	15	\$14,698,894	13	\$14,586,894	28	\$29,285,788
198	Noah	Grassi	12	\$18,823,000	8	\$10,392,000	20	\$29,215,000
199	John	Griswold	8	\$10,898,000	9	\$18,305,000	17	\$29,203,000
200	Jenna	Hoyas	16	\$29,144,000			16	\$29,144,000

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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An advertisement for Renovo Financial featuring a large, dynamic photograph of a wave crashing on a beach. Overlaid on the image is the text "MAKING waves IN CALIFORNIA" in a large, serif font. Below this, the Renovo Financial logo is displayed, followed by "OCHINERO LENDING TEAM". At the bottom left, contact information is provided: "(858) 232-2501" and "BRENDAN@RENOVOFINANCIAL.COM". At the bottom right is a QR code.

An advertisement for WeRevive. At the top, the WeRevive logo is shown. Below it, the headline reads "TURN FIXERS INTO FORTUNES, WITHOUT LIFTING A FINGER." A testimonial from "CLEVE SHIRLEY, Realtor | WeRevive VIP" is displayed, featuring a circular profile picture of him and a quote: "In a recent challenging situation, WeRevive was the only one who got creative and found a real solution for the seller. That kind of problem-solving is why I keep choosing them." To the right, a woman in a black top is shown pointing upwards with both hands. At the bottom, there are logos for BBB Accredited Business and Google Reviews, along with the text "CSLB# 1109860".



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