

SAN DIEGO

JANUARY 2026

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*Celebrating*

# 100

## Editions

**The Backstory**

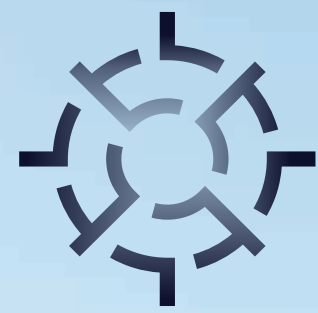
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Producers &  
Jessie Wright

**2025 By The  
Numbers**

**RPOPOLY**

8 Year  
Anniversary  
Event Recap





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All Western Mortgage

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# 2025

## BY THE NUMBERS

WHAT SAN DIEGO'S TOP 500 AGENTS SOLD

**10,066**



TOTAL  
TRANSACTIONS



# OF  
BUYERS  
SERVED

**4,309**

**\$16,003,550,528**



TOTAL  
VOLUME



SOLD  
VOLUME

**\$7,048,163,624**



AVERAGE  
BUYER

**\$1,635,684**



TOTAL  
LISTINGS  
SOLD

**5,757**

**\$8,955,386,904**



TOTAL  
LISTINGS  
VOLUME  
SOLD



AVERAGE  
BUYER  
VOLUME  
PER  
AGENT

**\$14,124,576**



AVERAGE  
SELLER  
VOLUME  
PER  
AGENT

**\$17,946,667**

**\$1,555,986**



AVERAGE  
LISTINGS  
SOLD



AVERAGE  
TOTAL  
VOLUME  
PER AGENT

**\$32,071,243**



AVERAGE #  
OF SIDES  
PER AGENT

**20.17**



AVERAGE #  
OF LISTINGS  
PER AGENT

**11.54**



AVERAGE #  
OF BUYERS  
PER AGENT

**8.64**





# Celebrating 100 Editions

What an incredible journey it has been! This milestone isn't just about numbers—it's about the stories, the relationships, and the thriving community we've built together.

For 100 issues, *San Diego Real Producers* has been honored to spotlight the top agents, industry leaders, and game-changing partners who make our market extraordinary.

We couldn't have done it without you—our readers, our partners, and the incredible professionals who have shared their journeys within these pages. Thank you for being part of this legacy. Here's to 100 issues—and many more to come!





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# SAN DIEGO REAL PRODUCERS

*Jessie Wright*  
How it All Began...

When I arrived in San Diego from Boston in 2017, I didn't know a single person. Not one. I landed here with ambition, a suitcase, and a vision that wasn't fully formed yet, but I knew I wanted to build something meaningful. I didn't come from real estate, and I didn't have a network to lean on. What I did have was work ethic, heart, and an insane amount of grit.

Real Producers was already a national franchise, I was the 22nd Area Director to launch and my job was to bring it to life in this market. What nobody tells you is that launching a relationship-driven business in a new city where you don't know anyone is BRUTAL. The first several months were nothing but hard conversations, cold outreach and full days of pushing a boulder uphill.

It took me nine months to get SDRP off the ground. Nine months of showing

up even when I wanted to quit. Nine months of hustling every single day with zero backup, zero support, and no guarantees that it would ever take off. I was going to brokerages where no one knew my name, introducing myself at events where I didn't know a single face, and building relationships from absolute scratch.

There were plenty of moments where I questioned everything. Moments where I thought this was too hard. Moments where walking away felt easier. But I also had moments when someone would say "Jessie, I've never seen anything like this" or "We need this in our market" and it kept me moving.

And then, life happened in the most unexpected way. Six months into starting SDRP, I walked into yet another networking event, ready to pitch, connect, or simply keep pushing the mission forward. Instead, I met the





“

The future of SDRP is bright,  
bold, collaborative, and full  
of possibilities.

*more connection.  
more impact.  
more stories.*

MORE OPPORTUNITIES  
FOR THE PEOPLE WHO  
POUR SO MUCH INTO THIS  
INDUSTRY.”

”

man who would become my husband.  
Real Producers brought me my life  
partner before it ever brought me a  
full team, and looking back, it feels  
perfectly poetic. The thing I was building  
to connect people to each other, was  
connecting me too.

Nine months into the grind, SDRP finally  
started to take shape. The magazine  
found its rhythm. The community  
started to respond. The events grew. The  
right partners joined. The top agents  
leaned in. And the platform became  
something with real momentum. Once  
the spark caught fire, everything shifted  
and now *San Diego Real Producers*  
wasn't just functioning... it was thriving.



Over the next few years, the platform  
grew. I grew. And so did my family.  
In 2020, I married my husband and  
we welcomed our kids into the world.  
Again, something clicked. Suddenly,  
the mission had deeper meaning. This  
isn't just building a business anymore. I  
want my children to watch their Mother  
work hard and be a driver and a great  
leader. A career rooted in connection,  
storytelling, service, and community.  
Something they could be proud of.  
Something I could be proud of.

Today, *San Diego Real Producers* stands  
on three powerful pillars that drive  
everything we do.  
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The Events.  
The Partnerships.

These pillars work together to  
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connection.

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every conversation is built  
around the same belief I've  
held since day one. When  
the right people meet each  
other, everything changes.

From starting SDRP in a city  
where I knew no one, to meeting my  
husband half a year into the journey,  
to getting married and welcoming  
my kids into the world, to watching  
this platform become one of the most  
connected communities in San Diego  
real estate... every chapter has shaped  
who I am and why I show up the way  
I do.

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nowhere near done.

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collaborative, and full of possibilities.



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stories. More opportunities for the people  
who pour so much into this industry.

Thank you for being part of this  
community and for trusting me with your  
story. This platform exists because of the  
people in it... and because of the belief  
that when we lift each other, we all rise.

Xo, Jessie Wright



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EVENT RECAP



# RPOPOLY

PHOTOS BY MEG BOGART

The 8th Annual Real Producers Gala was truly one for the books—an electric night filled with laughter, connection, and a community choosing collaboration over competition. With more nominees, more categories, full tables, and unmatched energy, it was the perfect kickoff to the holiday season. Thank you to our incredible sponsors, the behind-the-scenes team, and every agent who showed up and reminded us why Real Producers feels more like a family than a business!









Congratulations to  
our 2025 Gala *Award Winners*



**Male Rise and Grind**  
*Adrian Quijano*  
Whissel Realty Group



**Female Rise & Grind**  
*Kimberly Koll*  
Heritage Homes San Diego



**Male Luxury Leader of the Year**  
*Ross Clark & Brett Dickinson*  
The Dickinson Clark Team | Compass



**Female Leader of the Year**  
*Lindsay Dunlap*  
Dunlap Team | Compass



**Female Rising Star**  
*Erin Perry*  
Kappel Realty Group | Compass



**Male Leader of the Year**  
*Patrick Kappel*  
Kappel Realty Group | Compass



**Male Rising Star**  
*Ryan Caron*  
Dean Aguilar Group



**Male Broker of the Year**  
*Jason Lopez*  
Real Broker



**Female Broker of the Year**  
*Alyssa Davies*  
NewTown Real Estate



**Small Team of the Year**  
*Cyenie Irish Team*



**Female Luxury Leader of the Year**  
*Erika Borunda Ahajamian*  
Exude Luxury Group



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*Jocelyn Lomahan*  
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**Large Team of the Year**  
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You name it – he’s done it. “I’ve been on multiple sides of the industry,” he comments. “I’ve owned two mortgage brokerages, owned an escrow company, and owned a real estate brokerage.”

Today he’s focused on the corporate side, letting others handle accounting, compliance, and HR, while he dedicated himself to building a team and doing what truly gets him out of bed. “Putting families in homes,” he smiles. That’s what it’s all about to Sam. He’s been doing what he loves since 2002.

Recognized as the only lender nominated by the community for the Real Producers awards and honored as Leader of the Year two years in a row, Sam has clearly earned the admiration and respect of his peers.

#### **A New Chapter**

Since joining All Western Mortgage in 2022, Sam has thrived. “I came to All Western because of my mentor, Neel Dhingra, who I consider to be the first great social media influencer in mortgage. I wanted to either start another mortgage company or follow someone doing something new, and Neel inspired me,” he comments. Sam stays because of the company’s dedication to making deals happen, “I love the company culture,” he raves. “It’s big enough to leverage our size but run like a mom-and-pop shop. They’re flexible, innovative, and solution-oriented.”

Innovation is central to Sam’s approach. He shares the example of a well-known cash-buyer program that charges buyers 2.5% of the purchase price. “We replicated it for AWM and removed all the fees. Agents close deals faster, clients get better prices, and at the end of the day, we get more loans. It’s been a game-changer for us, especially in Southern California.”

Sam’s team separates itself from the competition by focusing on relationships rather than just logging transactions. “We don’t sell. We strategize. We educate clients until they understand their options. Transparency is key. We’re honest about interest rates and possibilities. We do the grunt work upfront instead of surprising clients mid-transaction. That’s what makes us ‘small and mighty.’ We’re not a huge

BY BETH MCCABE  
PHOTOS BY ELIZABETH IRELAND PHOTOGRAPHY



shop, but we produce like a team four or five times our size. Our clients and referral partners love it,” he says.

In 2020, Sam hit a ceiling: he couldn’t serve more clients without lowering his service standard. The solution? He created a software platform called HOMPWR, which helps loan officers produce strategies and helps consumers understand all their borrowing options. His team uses it, and hundreds of people are on the platform.

That’s what’s so great about Sam. Where others avoid problems, he finds solutions. One unique thing about this trailblazer? “I break down walls,” he shares. “If there’s something in the way of delivering a great experience, we solve it. If a solution doesn’t exist, we make it. We don’t just take any loan officer or any real estate partner,” he says. Sam carefully chooses teams that share his vision, are conviction-driven, and value partnerships and service above all else. What’s the key? Going narrow and deep on relationships instead of wide and shallow. In an impersonal age, relationships matter.

**A Personal Side**

Sam is equally committed to his personal life. Happily married for 18 years, his wife is his “dynamic duo” in business, supporting partners and the tech company with elite-level marketing skills honed at major organizations in the industry. Sam has three grown children, and his oldest just got married, making him a soon-to-be young grandpa. “We raised three amazing humans that I adore with my whole heart,” he says.

He’s also an advocate for mental health.

“I’ve been diagnosed with more things than are accurate,” he laughs. His lowest point? Spending some time in his early 20s in a mental hospital. Labeled by doctors with several conditions, Sam was determined to overcome the odds. What could have sidelined

“  
IF THERE’S SOMETHING IN THE  
WAY OF DELIVERING A GREAT  
EXPERIENCE, WE SOLVE IT.

If a solution doesn’t exist, we make it.”

“

WE DON’T SELL.

WE STRATEGIZE.

We educate clients until they  
understand their options.

TRANSPARENCY IS KEY.”

him motivated him to be successful. “It drove me to overachieve,” he admits. “Once I had some success under my belt, I looked at my peers and wondered why they weren’t achieving at the same level.” He had an astonishing realization. “Maybe this isn’t a handicap,” he reasoned. “Maybe it’s a superpower.”

Today, he tries to lean into the issues that he has with self-acceptance. “As a result, I get to do things at a higher level than others choose to.” What was an obstacle became an opportunity to be more dedicated and driven. What was a negative has become a positive. Now Sam offers hope to others who might be struggling with hard times. Although others didn’t encourage him in the midst of his crisis, he seeks to encourage and uplift others by providing hope.

“A high school grad (like Sam) isn’t able to do the things that I do,” he says. “At least that’s what they say.” But he has created a life for himself that he never dreamed possible in those dark days. He’s also humble. “I don’t pretend I have it all figured out,” he points out. He emphasizes self-care techniques beyond medication: staying active, surrounding himself with loved ones (especially the support of his loving wife), and focusing on mental well-being. Going to the gym or taking a day at the beach can work wonders for Sam. Best of all, work is his medicine. He simply loves what he does and it shows with his enthusiasm, helping clients when moments matter.

Through decades of industry experience, personal challenges, and innovation, Sam May has crafted a mortgage business that prioritizes people, strategy, and integrity. Whether it’s guiding clients, empowering agents, or breaking new ground with technology, he continues to solve problems and find solutions.



CONTACT  
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# WHAT DOES “Real Producers” AND BEING ON THE COVER MEAN TO YOU?

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**Patrick Kappel**  
April 2022

Being on the cover and featured in Real Producers was an amazing experience that impacted my business in so many positive ways. Professionally, it provided a platform to share my story within the industry while also creating a marketing opportunity I could share outside the industry with my past, current, and future clients. Personally, when I saw my feature on the cover, I internally felt that “I’ve made it” moment within the San Diego real estate community after years of hard work. I am eternally grateful to Jessie and her team at Real Producers for the connections and energy they create within our industry and for playing a role in helping my career grow.



**Ross Clark**  
February 2019

It was really fun being featured on the cover of Sn Diego Real Producers. We all work so hard, and being singled out for that hard work makes you feel special.

Everyone likes to be recognized—especially on the cover of SDRP. It put a real smile on my face. When I showed the magazine to my wife, she said, “That’s great. Now take out the trash!” On a very serious note, it became a huge business tool. Handing a prospective client a copy instantly gave us more legitimacy. Who would have thought we’d be doing the numbers we are doing today? It was a very helpful tool. At SDRP events, it has been great connecting with so many wonderful people from all over San Diego.



**Noah Grassi**  
June 2024

Every busy Realtor knows how hard this business is. We truly do work seven days a week—while on vacation, taking calls at all hours, constantly battling our inboxes, balancing relationships and kids, with a phone that never stops notifying. It’s a crazy business, so although we don’t do what we do for awards and accolades, it feels good to be recognized. Personally, my cover was a special moment to share with my family. Photoshoot day was a windy one on the bluffs of Pacific Beach, and my wife and kids were there to participate. It’s a core memory for me, and in the end, I’m motivated to put these work hours in for them... so any time they can be part of the ride, it’s a reward in itself.



**Melissa Goldstein Tucci**  
March 2018

It’s been an honor and such a great experience to be part of a close-knit community. I appreciate all the connections made and the promotions. So thankful for the opportunity!



**Scott Aurich**  
April 2019

The Real Producers cover story Jessie ran on me and my brokerage here in Coronado was very much appreciated! I have used the article to share a bit about my involvement in the community and how blessed I have been to have so many clients trust me with the purchase or sale of their home here on the island. I am grateful for the role you played in helping my business grow and humbled that you chose me to write an article about. Thanks.



**Kerrick & Huda Helton**  
November 2025

It’s an incredible honor to be featured on the cover of the November 2025 issue. Kerrick and I have spent years building our careers and growing the Helton Team from the ground up, and being recognized as the only team serving both San Diego and Mammoth Lakes truly means so much to us. Thank you, Real Producers, for this wonderful acknowledgment.



**Ilana Huff**  
October 2018

Being on the cover of SDRP was such an amazing experience for me! I felt a true sense of accomplishment and gratitude to be recognized beyond my “small-town” neighborhood. It’s moments like these—and the support from my clients and community—that keep me motivated. I feel so fortunate to have met Jessie; her hard work and dedication have created such an amazing network. I look forward to each new issue to see where I rank, catch up on the latest in the industry, and smile when I see the names of agents I’ve had the pleasure of being on the other side of a transaction with.



**Sanicia Obermueller**  
September 2024

I loved being on the cover of Real Producers magazine! Not only has it been such a pleasure to meet you, Jessie, and to connect with some amazing vendors in this industry through RP, but being showcased on the cover was recognition from the industry that we really are making a difference in this market area. Since it’s not a paid marketing piece, it’s genuinely an honor to stand out among the crowd for being industry leaders and for doing it with heart, professionalism, and loyalty. Sharing the piece within the Sotheby’s International Realty group also brought us clout and earned more respect among our referral partners. Plus, it was a lot of fun meeting our photographer and getting to know Jessie! We love working with you and seeing you grow SDRP!





**Bryan DeVore**  
**February 2024**

Being the cover story of Real Producers was a great experience—and it has provided a lot of quality branding. It's always great being recognized in the real estate community, and the marketing pieces the Real Producers team provides help legitimize me as a leader in the field. I'm still grateful for the opportunity.



**Ross Stout**  
**May 2025**

Being a newcomer in San Diego is an overwhelming experience. I moved to Carlsbad from Indian Wells, CA in January 2025, and it was my first introduction to a big market. I had started a new venture in real estate with eXp, moving from a small independent brokerage and a small market, and I felt like I was starting from scratch. In 2024, I went from having two agents on the Stout Team to scaling up to 60 agents in less than 12 months. In May 2025, I was featured on the Real Producers cover, and I have watched my team's production jump over \$100,000,000 from 2024 to 2025. Being recognized as a true player in the San Diego market by being featured in the magazine was a huge help for brand recognition and scaling my business. Jessie and her team continually give me opportunities to be in the local market among top producers to gain more insights, meet more people, and become a better team leader and businessperson.



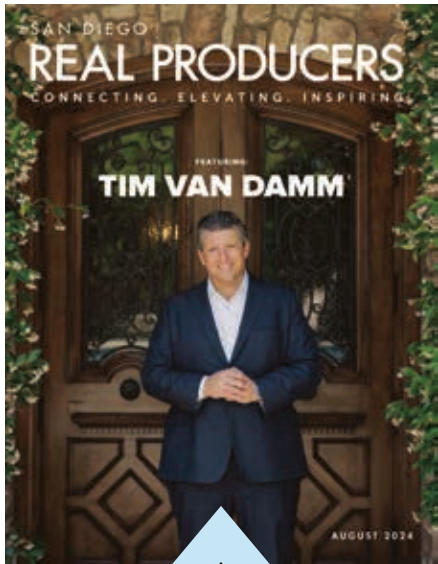
**Chase Cromwell**  
**June 2021**

Being featured in the SDRP magazine was a major milestone in my real estate career. San Diego is home to hundreds of exceptional agents, so being recognized as a top producer among them is truly an honor. I've incorporated this feature into much of my marketing and continue to use it during listing appointments to give my business a competitive edge. Thank you, Jessie and SDRP, for the opportunity and recognition.



**Jenny Yin**  
**May 2019**

Being featured in Real Producers meant being recognized for the hard work and success in the real estate field. It also provided opportunities to network with successful agents and gain more resources.



**Tim Van Damm**  
**August 2024**

It's been a true honor to be included on the cover of Real Producers magazine. The magazine is an industry leader in real estate and does an excellent job building community and identifying talented individuals who support our role as agents, which ultimately helps us serve our clients more effectively. Being featured on the cover was not only an honor, but it also reinforced our reputation as a leading team in the luxury space.

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
1	Jason	Barry	18	\$95,000,495	57	\$231,526,045	75	\$326,526,540
2	Tim	Van Damm	21	\$112,245,388	25	\$67,728,750	46	\$179,974,138
3	Alan	Shafra	65	\$96,815,023	42	\$68,983,650	107	\$165,798,673
4	Greg	Noonan	7	\$32,722,350	28	\$129,173,444	35	\$161,895,794
5	Ross	Clark	10	\$49,539,687	11	\$106,480,700	21	\$156,020,387
6	Chad	Dannecker	75	\$87,257,374	30	\$36,019,700	105	\$123,277,074
7	Emma	Lefkowitz	35	\$43,387,534	55	\$66,648,000	90	\$110,035,534
8	Maxine	Gellens	22	\$52,881,768	23	\$53,759,162	45	\$106,640,930
9	Janice	Clements	12	\$37,333,500	17	\$63,960,000	29	\$101,293,500
10	Mike	Cady	27	\$48,328,250	32	\$48,336,250	59	\$96,664,500
11	Melissa	Goldstein Tucci	30	\$39,219,400	46	\$52,718,270	76	\$91,937,670
12	Brett	Dickinson	7	\$32,820,750	16	\$57,494,725	23	\$90,315,475
13	Drew	Nelson	7	\$31,474,130	18	\$55,891,187	25	\$87,365,317
14	Caren	Kelley	5	\$17,983,000	8	\$69,234,000	13	\$87,217,000
15	David	Butler	8	\$24,190,000	27	\$61,532,000	35	\$85,722,000
16	Min	Sun	28	\$51,430,000	20	\$32,012,000	48	\$83,442,000
17	Mark	Schultz	39	\$36,104,134	48	\$45,145,756	87	\$81,249,890
18	Eric	Iantorno	8	\$26,975,150	14	\$51,352,808	22	\$78,327,958
19	Ilana	Huff	24	\$31,100,500	30	\$46,181,000	54	\$77,281,500
20	Jason	Saks	7	\$37,817,777	6	\$36,177,777	13	\$73,995,554
21	Rob	Aumann	7	\$57,128,750	10	\$16,267,500	17	\$73,396,250
22	Susana	Corrigan	7	\$27,141,278	15	\$44,412,500	22	\$71,553,778
23	Gregg	Neuman	20	\$21,742,991	45	\$43,253,428	65	\$64,996,419
24	Ken	Pecus	15	\$19,824,500	25	\$44,744,600	40	\$64,569,100
25	Nadia	Colucci	21	\$28,059,012	20	\$35,799,455	41	\$63,858,467
26	Neda	Nourani	15	\$30,720,850	16	\$32,762,950	31	\$63,483,800
27	Gregg	Whitney	6	\$17,677,100	9	\$45,507,000	15	\$63,184,100
28	Tyson	Lund	14	\$21,574,867	31	\$40,432,888	45	\$62,007,755
29	David	Santistevan	3	\$56,740,000	2	\$3,740,000	5	\$60,480,000
30	Eric	Chodorow	15	\$32,732,340	20	\$27,713,995	35	\$60,446,335
31	Eric	Comer	3	\$26,165,000	6	\$33,978,000	9	\$60,143,000
32	Gregg	Phillipson	15	\$13,130,500	49	\$46,914,000	64	\$60,044,500
33	Talechia	Plumlee-Baker	9	\$22,606,600	13	\$37,136,600	22	\$59,743,200
34	Steven	Cairncross	5	\$12,970,000	19	\$46,629,000	24	\$59,599,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
35	Rande	Turner	5	\$29,153,000	7	\$30,040,000	12	\$59,193,000
36	Scott	Aurich	7	\$21,765,000	12	\$37,160,300	19	\$58,925,300
37	Mike	Aon	19	\$20,367,999	30	\$38,233,776	49	\$58,601,775
38	Catrina	Russell	18	\$35,753,000	13	\$22,822,500	31	\$58,575,500
39	Janna	Hernholm	11	\$25,267,400	16	\$32,803,725	27	\$58,071,125
40	Mark	Marquez	5	\$9,340,000	23	\$48,572,198	28	\$57,912,198
41	Richard	Stone	9	\$20,175,000	17	\$37,497,708	26	\$57,672,708
42	Don	Fontana	17	\$20,862,392	33	\$36,749,406	50	\$57,611,798
43	Molly	Haines McKay	11	\$33,293,000	8	\$23,850,000	19	\$57,143,000
44	Craig	Lotzof	6	\$5,027,985	14	\$51,999,985	20	\$57,027,970
45	Edith	Salas	5	\$28,157,500	9	\$28,677,522	14	\$56,835,022
46	Amy	Jensen	9	\$22,830,000	13	\$32,008,500	22	\$54,838,500
47	Patti	McKelvey	22	\$25,811,845	37	\$28,947,444	59	\$54,759,289
48	Lindsay	Dunlap	6	\$29,812,500	8	\$24,910,000	14	\$54,722,500
49	Marilyn	Comiskey	10	\$21,986,000	15	\$31,142,970	25	\$53,128,970
50	Melvina	Selfani	17	\$26,907,000	18	\$26,019,000	35	\$52,926,000

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# TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
51	Steve	Ploetz	13	\$14,817,000	35	\$37,580,453	48	\$52,397,453
52	Brett	Combs	5	\$14,168,000	11	\$38,062,769	16	\$52,230,769
53	Whitney	Benzian	9	\$36,970,000	5	\$14,970,000	14	\$51,940,000
54	Patrick	Mercer			31	\$51,300,858	31	\$51,300,858
55	Patrick	Cairncross	9	\$30,123,000	6	\$20,510,550	15	\$50,633,550
56	Austin	Huffman	8	\$22,030,000	11	\$28,182,000	19	\$50,212,000
57	Brian	Gultinan	1	\$6,800,000	2	\$41,850,000	3	\$48,650,000
58	Delorine	Jackson	5	\$18,100,000	7	\$30,520,000	12	\$48,620,000
59	Ruth Ann	Fisher	6	\$24,238,258	6	\$23,673,000	12	\$47,911,258
60	Seth	OByrne	11	\$21,900,000	15	\$23,962,500	26	\$45,862,500
61	Ryan	McGovern	11	\$45,776,791			11	\$45,776,791
62	Carlos	Gutierrez	8	\$14,743,998	16	\$30,727,000	24	\$45,470,998
63	Ever	Eternity			29	\$44,947,750	29	\$44,947,750
64	Melissa	Westfall			50	\$44,938,630	50	\$44,938,630
65	George	Fillippis	8	\$8,021,000	34	\$36,759,800	42	\$44,780,800
66	Conor	Brennan	8	\$31,825,000	3	\$12,575,000	11	\$44,400,000
67	Dane	Soderberg	9	\$22,246,650	9	\$21,871,700	18	\$44,118,350
68	Kyle	Murphy	4	\$4,943,000	17	\$38,793,000	21	\$43,736,000
69	Lucy	Kelts	1	\$15,750,000	2	\$27,750,000	3	\$43,500,000
70	Ian	Arnett	6	\$24,525,000	5	\$18,935,000	11	\$43,460,000
71	Carson	Trujillo	9	\$20,730,000	8	\$22,701,000	17	\$43,431,000
72	Matt	Battiata	3	\$5,980,000	20	\$37,386,255	23	\$43,366,255
73	Shawn	Bengtson	2	\$3,984,000	18	\$38,270,000	20	\$42,254,000
74	Eric	Matz	8	\$12,649,250	23	\$29,504,750	31	\$42,154,000
75	Feng	Liang	20	\$33,608,820	7	\$8,456,000	27	\$42,064,820
76	Jesse	Ibanez	22	\$22,973,997	19	\$18,829,500	41	\$41,803,497
77	Carrie	OBrien	5	\$28,425,000	3	\$13,250,000	8	\$41,675,000
78	Denny	Oh	16	\$14,948,851	26	\$26,692,800	42	\$41,641,651
79	Linda	Sansone	1	\$4,075,000	6	\$37,520,500	7	\$41,595,500
80	Jordan	Beal	9	\$19,748,772	11	\$21,625,562	20	\$41,374,334
81	Felicia	Bell	8	\$17,745,000	7	\$23,519,000	15	\$41,264,000
82	Caitlin	Petrush	5	\$9,701,900	15	\$31,471,770	20	\$41,173,670
83	Michelle	Warner	10	\$11,675,500	20	\$29,208,500	30	\$40,884,000
84	Jason	Lee	6	\$11,145,000	18	\$29,083,000	24	\$40,228,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
85	Tamara	Strom	12	\$19,330,000	17	\$20,188,348	29	\$39,518,348
86	Tyler	Hagerla	23	\$27,925,525	15	\$11,576,500	38	\$39,502,025
87	Jonathon	Shea	10	\$12,785,000	19	\$26,602,120	29	\$39,387,120
88	Cideer	Saco	32	\$28,790,000	14	\$10,296,690	46	\$39,086,690
89	Tami	Fuller	10	\$11,010,500	30	\$27,924,294	40	\$38,934,794
90	Gabe	Candea	3	\$21,925,000	2	\$17,000,000	5	\$38,925,000
91	Brittany	Hahn Games	1	\$15,200,000	4	\$23,705,000	5	\$38,905,000
92	Deborah	See	2	\$1,426,490	33	\$37,371,259	35	\$38,797,749
93	Nicolas	Jonville	3	\$12,000	33	\$38,696,450	36	\$38,708,450
94	Twana	Rasoul	26	\$30,079,500	7	\$8,416,000	33	\$38,495,500
95	Sean	Barry	5	\$22,930,000	2	\$15,200,000	7	\$38,130,000
96	Kristyna	Lukacova	24	\$37,949,199			24	\$37,949,199
97	Matthew	DeLine	6	\$14,750,000	15	\$22,981,000	21	\$37,731,000
98	Darin	Triolo	14	\$23,456,888	10	\$14,255,500	24	\$37,712,388
99	Brian	Danney	9	\$19,381,000	11	\$17,996,000	20	\$37,377,000
100	Lyle	Caddell	12	\$10,526,000	24	\$26,791,499	36	\$37,317,499

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# TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
101	Catherine	Black	12	\$16,674,000	14	\$20,212,375	26	\$36,886,375
102	Maxwell	Brown	5	\$11,517,500	10	\$24,952,500	15	\$36,470,000
103	John	Selby	13	\$25,067,000	11	\$11,303,000	24	\$36,370,000
104	Mike	Aqrawi	37	\$31,417,350	6	\$4,900,850	43	\$36,318,200
105	Sander	Harth	7	\$16,678,551	13	\$19,546,000	20	\$36,224,551
106	Keaton	English	4	\$5,456,620	26	\$30,493,000	30	\$35,949,620
107	Arianna	Schwarz	9	\$9,921,000	19	\$25,797,150	28	\$35,718,150
108	Jenny	Yin	14	\$17,887,900	10	\$17,537,000	24	\$35,424,900
109	Willem	De Ridder	11	\$21,525,000	16	\$13,667,000	27	\$35,192,000
110	Christie	Duguid	15	\$28,566,823	6	\$6,620,350	21	\$35,187,173
111	Jeffrey	Nix	17	\$14,331,500	23	\$20,804,300	40	\$35,135,800
112	Kathy	Koop	2	\$8,372,000	4	\$26,750,000	6	\$35,122,000
113	Sanjay	Solomon	3	\$11,275,000	6	\$23,846,250	9	\$35,121,250
114	Deborah	Greenspan	3	\$9,674,790	8	\$25,340,440	11	\$35,015,230
115	Chris	Martin	3	\$7,822,000	6	\$26,862,323	9	\$34,684,323
116	Jason	Daniels	10	\$15,884,000	12	\$18,787,000	22	\$34,671,000
117	Debbie	Carpenter	9	\$19,544,000	6	\$15,078,000	15	\$34,622,000
118	Molly	Santistevan	3	\$8,275,000	9	\$26,224,000	12	\$34,499,000
119	Jon	Erro	17	\$21,881,086	12	\$12,362,500	29	\$34,243,586
120	Benn	Vogelsang	6	\$11,215,750	15	\$23,007,100	21	\$34,222,850
121	Mike	Chiesl	7	\$9,307,700	19	\$24,820,700	26	\$34,128,400
122	Salvatore	Cefalu	6	\$5,047,000	19	\$28,840,000	25	\$33,887,000
123	Eileen	Anderson	3	\$11,029,375	8	\$22,825,500	11	\$33,854,875
124	Jeremy	Beauvarlet	6	\$10,004,625	19	\$23,841,826	25	\$33,846,451
125	Allen	Jackel	9	\$26,243,599	2	\$7,450,000	11	\$33,693,599
126	Cody	Steele	1	\$7,300,000	13	\$26,327,500	14	\$33,627,500
127	Drew	Davis	10	\$16,912,000	6	\$16,592,450	16	\$33,504,450
128	Matthew	Sorensen	11	\$8,669,000	25	\$24,808,500	36	\$33,477,500
129	Jeff	Rosa	8	\$9,369,325	26	\$24,050,770	34	\$33,420,095
130	Pompeyo	Barragan	9	\$25,053,450	9	\$8,314,450	18	\$33,367,900
131	Katie	Herrick	13	\$24,473,000	4	\$8,734,500	17	\$33,207,500
132	Jim	Bottrell			40	\$33,199,104	40	\$33,199,104
133	Michael	Wolf	14	\$13,805,500	19	\$19,296,499	33	\$33,101,999
134	Johnny	Noris	10	\$15,407,000	4	\$17,621,250	14	\$33,028,250

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
135	Maria	Garate-Lavalle	7	\$16,295,000	5	\$16,609,225	12	\$32,904,225
136	Vidi	Revelli	4	\$17,850,000	4	\$15,002,000	8	\$32,852,000
137	Chris	Heller	19	\$14,177,617	22	\$18,313,400	41	\$32,491,017
138	Angelo	La Bruna	10	\$23,731,600	5	\$8,703,000	15	\$32,434,600
139	Michelle	Plastiras	16	\$22,598,785	16	\$9,744,700	32	\$32,343,485
140	Christina	Labowicz	8	\$14,223,000	2	\$17,950,000	10	\$32,173,000
141	Rebecca	Zhao	14	\$22,421,500	7	\$9,750,700	21	\$32,172,200
142	Nancy	Beck	2	\$1,300,000	20	\$30,678,000	22	\$31,978,000
143	James	Nelson	8	\$13,605,000	11	\$18,296,750	19	\$31,901,750
144	Lynda	Wennerstrom	4	\$13,625,000	7	\$18,250,000	11	\$31,875,000
145	Voltaire	Lepe	25	\$15,794,218	26	\$16,067,667	51	\$31,861,885
146	Renee	Wilson	3	\$6,193,650	9	\$25,655,650	12	\$31,849,300
147	K. Ann	Brizolis			7	\$31,697,500	7	\$31,697,500
148	Dino	Morabito	3	\$10,535,000	9	\$21,158,458	12	\$31,693,458
149	Molly	Paulo	2	\$2,471,000	23	\$29,053,900	25	\$31,524,900
150	Brian	Cane	9	\$1,433,805	37	\$30,050,472	46	\$31,484,277

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# TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
151	Alexandria	Booth	7	\$18,106,700	6	\$13,330,000	13	\$31,436,700
152	Omar	Elminoufi	7	\$5,373,010	27	\$25,890,700	34	\$31,263,710
153	Ray	Adams	2	\$9,205,000	6	\$22,027,000	8	\$31,232,000
154	Kimberly	Koll	6	\$7,102,500	15	\$24,093,000	21	\$31,195,500
155	Mukesh	Jain	12	\$19,428,000	8	\$11,572,000	20	\$31,000,000
156	Katie	Gouletas	12	\$16,321,500	18	\$14,642,107	30	\$30,963,607
157	Robert	Colello	11	\$13,064,000	12	\$17,743,573	23	\$30,807,573
158	Gwyn	Rice	3	\$7,640,300	7	\$23,144,000	10	\$30,784,300
159	Joel	Blumenfeld	6	\$7,421,000	19	\$23,330,000	25	\$30,751,000
160	Roseanne	Martin	20	\$21,414,000	10	\$9,221,000	30	\$30,635,000
161	Carole	Downing	5	\$18,150,900	10	\$12,431,000	15	\$30,581,900
162	Rannie	Huang-Greer	3	\$13,490,000	5	\$17,069,999	8	\$30,559,999
163	Chase	Cromwell	10	\$8,542,400	23	\$21,968,050	33	\$30,510,450
164	Tracie	Kersten	8	\$23,152,000	4	\$7,120,000	12	\$30,272,000
165	Cheree	Bray	10	\$12,657,500	15	\$17,568,700	25	\$30,226,200
166	Bridget	Potterton	10	\$10,244,500	20	\$19,952,500	30	\$30,197,000
167	Elizabeth	Reed	4	\$13,221,500	4	\$16,954,950	8	\$30,176,450
168	Pascale	Mercier	8	\$12,285,000	11	\$17,827,000	19	\$30,112,000
169	Farryl	Moore	2	\$3,167,475	12	\$26,848,475	14	\$30,015,950
170	Valerie	Medina	6	\$5,500,000	30	\$24,391,560	36	\$29,891,560
171	Dania	Macias	10	\$10,111,500	22	\$19,765,000	32	\$29,876,500
172	Nicole	Mascola			29	\$29,855,148	29	\$29,855,148
173	Amber	Anderson	4	\$2,028,500	12	\$27,647,791	16	\$29,676,291
174	Angel	Flores	28	\$21,307,750	10	\$8,322,500	38	\$29,630,250
175	Monroe	Herington	6	\$14,895,500	8	\$14,639,500	14	\$29,535,000
176	Robert	Antoniadis	11	\$10,418,550	16	\$19,070,550	27	\$29,489,100
177	Ryan	White	9	\$10,809,395	11	\$18,551,895	20	\$29,361,290
178	Olga	Stevens	5	\$13,330,000	5	\$15,994,000	10	\$29,324,000
179	Omid	Maghamfar	15	\$14,698,894	13	\$14,586,894	28	\$29,285,788
180	John	Griswold	8	\$10,898,000	9	\$18,305,000	17	\$29,203,000
181	Aaron	Bove	4	\$9,800,000	8	\$19,230,000	12	\$29,030,000
182	Jenn	Blake	7	\$10,006,000	12	\$19,002,000	19	\$29,008,000
183	Adrian	Quijano	25	\$21,068,110	10	\$7,894,999	35	\$28,963,109
184	Karen	Hickman	6	\$6,494,500	12	\$22,449,850	18	\$28,944,350

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
185	Katie	Pond	8	\$15,627,000	9	\$13,209,125	17	\$28,836,125
186	Robert	Andrews	4	\$9,062,520	4	\$19,743,000	8	\$28,805,520
187	Adam	Loew	5	\$15,792,000	5	\$13,000,000	10	\$28,792,000
188	Casey	Cooke	10	\$13,158,045	12	\$15,560,105	22	\$28,718,150
189	Jennifer	Anderson	5	\$13,639,500	9	\$15,043,850	14	\$28,683,350
190	Kelli	Miller	5	\$11,216,000	8	\$17,420,000	13	\$28,636,000
191	Joshua	Higgins	7	\$11,410,800	6	\$17,159,000	13	\$28,569,800
192	Amy	Green	12	\$18,926,650	8	\$9,466,800	20	\$28,393,450
193	Linda	Lee	12	\$15,887,999	10	\$12,474,000	22	\$28,361,999
194	Tracey	Ross	6	\$11,109,000	8	\$17,085,000	14	\$28,194,000
195	Gus	Guzman	18	\$12,433,750	23	\$15,731,300	41	\$28,165,050
196	Darren	Schneider	12	\$19,130,000	8	\$8,919,500	20	\$28,049,500
197	Matthew	Tovey	9	\$15,115,121	7	\$12,836,000	16	\$27,951,121
198	Alan	Kinzel	6	\$18,767,500	4	\$9,040,900	10	\$27,808,400
199	Samantha	O'Brien	14	\$12,064,000	9	\$15,485,900	23	\$27,549,900
200	Deniese	Ossey	8	\$13,499,000	12	\$14,029,500	20	\$27,528,500

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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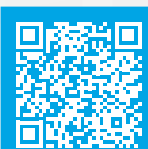
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