

SAN DIEGO

JULY 2026

REAL PRODUCERS[®]



The Eric Matz Team

STEPHANIE WOITHE, ERIC MATZ, & SHELIA ROTUNNO

Real Experience. Real Results.

CONNECTING. ELEVATING. INSPIRING.

CLOSING SHOULD FEEL LIKE THIS.

Because the right escrow team changes everything.



CLEAR COMMUNICATION

Proactive updates you don't have to chase.



SEAMLESS COORDINATION.

From contract to close, we keep everything on track.



NO SURPRISES

We anticipate issues before they happen.

Just a smooth, confident close - every time.



619.353.1300



forefrontescrow.com



info@forefrontescrow.com



2020 Camino del Rio North, Suite 900
San Diego, CA 92108

CONNECT WITH US



LOCAL EXPERTS. PROVEN RESULTS. STRONGER TOGETHER.

CALIFORNIA HOME INSURANCE
HAS BEEN A HEADACHE.

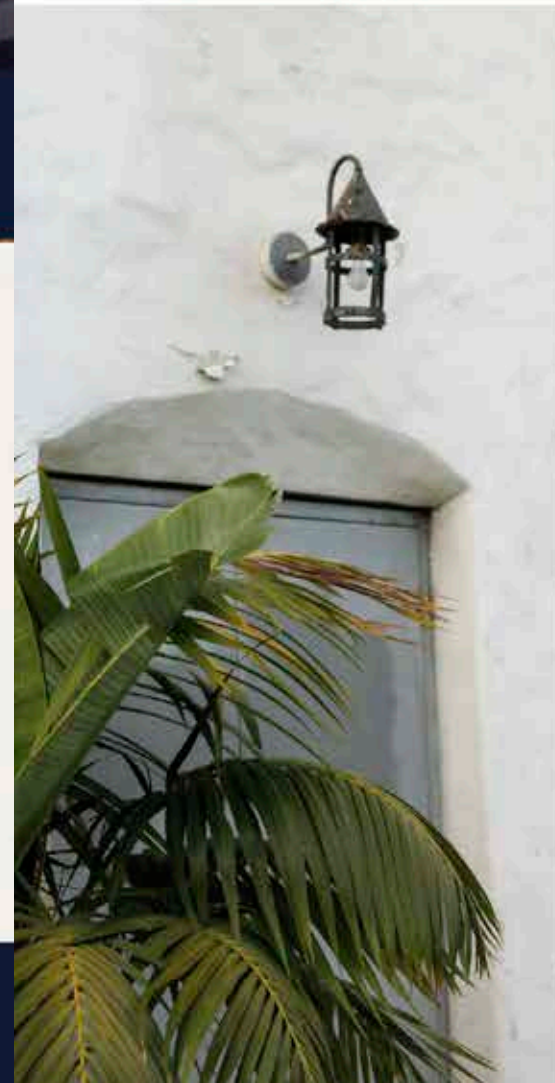
It doesn't have to be.

cord *for Your home. Your auto. Your life.*

760.707.8710 cordinsurance.com

CA Lic 0178398 Member of Steele Insurance Agency

Here's the solution:



THE COAST IS CLEAR

Red, White, Blue and Ready to Close!

RYAN LIPSEY TEAM
Residential-Commercial-Purchase & Refinance

- 2275 Rio Bonito Way #160 San Diego, CA
- (619) 454-9366
- ryan.lipsey@ticortitle.com
- RyanLipsey.com

TICOR TITLE

San Diego's FAVORITE

ESCROW INSPECTIONS

FAST. FREE. EASY.

DANNY DAHL
San Diego's Top Termite Inspector

Easily schedule your inspections at:
DannyYourTermiteGuy.com

- Free Escrow Termite Inspections
- Same-Day Escrow Reports
- Guaranteed Termite Solutions

(619) 843-3700
daniel.dahl@lloydpest.com

BBB A+ Rating
Winner of the BBB Torch Award
for Marketplace Ethics
San Diego Family-Owned
Since 1931



Clear Skies. Clean Closings.

Supreme Service.

Smart financing. Seamless closings. Exceptional care.

The San Diego Summer Market is Hot!

- ✓ Competitive Pre-Approvals
- ✓ Fast Turn Times
- ✓ Clear Communication
- ✓ Supreme Service

The Lowe Team keeps your deals moving with clarity and precision.

2550 Fifth Ave
Suite 510
San Diego, CA

SUPREME LENDING/THE LOWE TEAM
DesireeLowe | ProducingBranchManager | NMLS#201719
(858) 263-5900 | LoweKnowsLoans.com | desiree.lowe@supremelending.com

Contents

PROFILES



18 Chad Woolsey



24 O'Neil Home Lending Team



28 Alexandra Kalasho

IN THIS ISSUE

- 8 Meet The Team
- 10 Preferred Partners
- 12 Trusted Trades
- 16 By the Numbers
- 18 Man on the Move: Chad Woolsey
- 24 Partner Spotlight: O'Neil Home Lending Team
- 28 Woman to Watch: Alexandra Kalasho
- 32 Cover Story: The Eric Matz Team
- 38 Top 200 Standings: January 1, 2026 - June 10, 2026



32 The Eric Matz Team
COVER STORY

If you are interested in nominating people for certain stories, please email us at: jessie@jessiewright.com

WHEN THE DEAL IS HOT
DON'T LET THE PAPERWORK COOL OFF.
SignDocs Today keeps your transactions moving when timing matters most.

- Same-day and emergency appointments
- Mobile or remote signings
- Real estate, legal docs, affidavits, estate planning
- Professional. Reliable. On-time—every time.

REAL ESTATE CLOSING

NOTARY

SIGNDOCS TODAY
Simplifying Signings

760-215-6469 | orders@signdocstoday.com | SignDocsToday.com

BRICKSTONE ESCROW
Built with care. Rooted in trust.

- Built on Partnership
Collaborative. Responsive.
Solutions-focused.
- Driven by Communication
Clear updates.
No surprises.
- Backed by Strength
Experience, precision,
and compliance.
- Founder-Led Service
Direct oversight on
every file.

Carson Bishov
carson@brickstoneescrow.com
858-436-7216
[@brickstone_escrow](https://www.instagram.com/brickstone_escrow)

DUP File No. 9630787
Brickstone Escrow, Inc.

Passionate
in people's solutions even before the need arises.

Great Rate:
NMLS#1885084
DRE#02101007

Matthew Moreno
NMLS#1413213

Great Rate
HOME LOANS

greatratehomeloans.com
5810 El Camino Real | Carlsbad, CA 92008

Meet The Team



Jessie Wright
Owner | Publisher



Madison Coble
Editor in Chief



Emily Estrada
Business Development Manager



Elizabeth McCabe
Writer



Elizabeth Ireland Incrocci
Elizabeth Ireland Photography



Meg Bogart
Photographer Closing Photos



Kate Shelton
Writer

RP **DISCLAIMER:** The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.

The fastest growing short term rental management company in San Diego

Our Agent Referral Program:
earn \$500 for each referral

SAN DIEGO, CA

COASTLINE
VACATION RENTALS

Coastline Vacation Rentals
4138 Napier St • San Diego, CA 92110
(858) 432-3378 • hello@stayatthecoastline.com
StayAtTheCoastline.com

Follow Us on Instagram to Stay Up to Date With Special Offers

Pete Williams, Agent

1020 Prospect St | Ste Cu 2
La Jolla, CA 92037

(858) 587-2116
pwilliams4@farmersagent.com

FOUNDATION ESCROW
WE MAKE BUYING & SELLING SIMPLE

A FULL-SERVICE

ESCROW COMPANY

WWW.FOUNDATIONESCROW.COM

INSPECTRITE LLC
THE PROFESSIONAL INSPECTION SERVICES

Providing Exceptional Inspection Services

Home Inspections | Commercial Inspections | New Construction Inspections | And More!

(866) 994-0505 | Inspectrite.com | PO Box 270344 | San Diego, CA 92198-2344

A Cozy Home Is a Pest-Free Home.

TERMITES PEST CONTROL

Serving San Diego for Over 40 Years!

FAMILY OWNED & OPERATED - LICENSED & INSURED

The Bug Girl Elizabeth Hughes
Director of Business Development

Trusted by Top Producers
(760) 789-5889 | PestPatrol.com

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

“CHECK OUT OUR NEW SPONSORS!”

Brickstone Escrow
Carson Bishop
(858) 436-7216
BrickstoneEscrow.com

Flood Solutions
Amanda Montijo
(760) 423-8001
FloodSolutionsSD.com

Hawthorn & Albatross
Jim Ritter
(619) 961-3070
Hawthornandalbatross.com

Mister Sparky
Dale Gillum
(858) 206-8696
Mistersparky.com/north-county

Rancho Ted
Ted Przybylek
(619) 647-1999
RanchoTed.com

1031 EXCHANGE
apx1031
Jake Schiro
(619) 765-4000
apx1031.com

BUILDER
Meritage Homes
Rachel Peyton
(619) 246-1420

BUILDING & REMODELING
Seaside Construction
Matthew Silva
(760) 415-1528

Shirari Design Build
Ronen Barda
(858) 952-9383
RemconDesignBuild.com

**CLIENT APPRECIATION/
CLOSING GIFTS**
Forever Etched
Ted & Angela Claudet
(619) 300-4136
www.foreveretched.com

ESCROW
Forefront Escrow
Ryan Salter
(619) 666-4800
forefrontescrow.com

Foundation Escrow Inc.
Natasha Keitges
(858) 527-5967
FoundationEscrow.com

Glen Oaks Escrow
Jennifer Cometta
(858) 245-6504
GlenOaksEscrow.com

New Venture Escrow
Tania Marks
(619) 807-0711
NewVentureEscrow.com

**ESTATE PLANNING &
PROBATE ATTORNEY**
Andrew Marin Law
(619) 821-8202
andrewmarinlaw.com

FINANCIAL ADVISOR
Modern Wealth Collective
Mahalene Dulay
(858) 200-7684
modernwealthcollective.com

GARAGE DOORS
ProperShop Garage
Door Services
Eric DeDonato
(858) 956-2777
propershopgarage.com

HARD MONEY LENDER
Renovo Financial
Brendan Ochiner
(858) 232-2501
www.RenovoFinancial.com

HOME INSPECTION
Aztec Property Inspections
Chris Magill
(858) 245-9329
aztecpropertyinspections.com

Choice Home Inspections
Mark Coviello
(619) 379-2822
MyChoiceInspections.com

InspectRite
Joey Cox & Tim McGinn
(619) 504-8031
inspectrite.com

Morrison Plus Home Inspections
Danielle Wolter
(619) 672-7951
morrisoninspects.com/sdeast

**HOME MAINTENANCE,
REPAIRS & REMODELING**
TruBlue
Thomas Meissner
(619) 518-4932
trublueally.com/
san-diego-city-north

HOME WARRANTY
**Choice Home Warranty,
San Diego**
Hayley Dozier
(925) 499-1587
chwpro.com

First American Home Warranty
Amanda & Lisa Wood
(858) 229-5294
firstamrealestate.com

Home Warranty of America
Pierre Levesque
(619) 322-3683
hwahomewarranty.com

HVAC SERVICES
AC Mechanical
Julie Gertser
(619) 456-3427
acandheating4you.com

Western Mechanical
Brian James
(619) 448-5222
westernhvacsd.com

INSURANCE
Cord Insurance Broker
Cord & Nicole Williams
(760) 707-8710
cordinsurance.com

Farmers Insurance
Pete Williams
(760) 809-3171
agents.farmers.com/ca/la-jolla/
pete-williams/

INVESTMENTS
Resolve Real Estate Solutions
Daniel Tromello
(805) 660-3101
ResolutionVC.com

WeRevive
Brian Daly
(619) 888-4376
ReRevive.com

**JUNK REMOVAL &
DUMPSTER RENTAL**
J&B Solutions
Byron Maxwell
(619) 357-9587
jandbsolutionsca.com

Johan's Junk Removal
Johan Labrana
(619) 942-8978
JohansJunkRemoval.com

LANDSCAPE
Drab to Fab
Kurt & Alec Markowski
(619) 404-2222
drabtofab.com

**LEGAL DOCUMENT
ASSISTANCE**
House Owl
Jason Piske
(619) 786-1663
www.myhouseowl.com

MOBILE CAR DETAILING
Superior Shine Mobile
Detailing & Restoration
Derek Vijtko
858-302-9448

MORTGAGE
Barrett Financial Group
Jared Kelley
(619) 993-6065
JaredKelleyTeam.com/home

Cornerstone First Mortgage
Sean Cahan
(619) 519-3780
cfmtg.com

DG Funding
Matt Moreno
(619) 871-3948
dgfunding.com

InterCap Lending
Danny Drysdale
(858) 863-6411
TheDrysdaleTeam.com

MortgageOne
Jesse Tenenbaum
(818) 383-4032
JesseTenenbaum.com

Movement Mortgage
Amanda Silber
(619) 756-3852
movement.com/lo/amanda-silber

Neo Home Loans
Megan Sawamura
(858) 876-2506
GEMHomeTeam.com

New American Funding
Dylan Hoffman
(312) 505-6164
www.newamericanfunding.com/
mortgage-loans/DylanHoffman

Origin Point
Sam May
(714) 235-4294
OoriginPoint.com

RWM Home Loans
Scott Morse
(858) 922-3575
rwmloans.com

Supreme Lending
Desiree Lowe
(858) 263-5900
LoweKnowsLoans.com

The Home Loan Mom
(empowered by Nexa Mortgage)
Kristi Norton
(858) 395-6550
TheHomeLoanMom.com

United American Mortgage
Craig O'Neil
(858) 243-4442
OneilTeamHomeLending.com

MOVING & HAULING
A Smart Move
Hayden Curtis
(858) 790-8394
asmartmove.co

Coast 2 Coast Moving
Jessica O'Neill
(978) 870-3200
Coast2CoastMovesYou.com

FlexDolly
Nas Elakkad
(858) 308-5156
Flexdolly.com

NLP COACH & TRAINER
Evolution Room
Corryn Kivett
(619) 873-6007
evolutionroom.co

NOTARY SERVICES
Sign Docs Today
William Zuniga
(760) 801-9242
SignDocsToday.com

ORGANIZER
NEAT Method
Tracey Kuennen
(619) 333-6983
neatmethod.com/locations/ca/
san-diego

PLUMBING
Almco Plumbing
Vlad & Yana Khorenko
(858) 544-6331
almcoplumbing.com/

PRINTING SERVICES
Premier Printing
Chris Weiner
(858) 900-7399
PremierPrintingco.net

PROPERTY INSPECTIONS
A Better Home Inspection
Danny Forster
(619) 603-0268
forsterhomeinspections.com

PROPERTY MANAGEMENT
Fitch Property
Management Group
Jayce Fitch
(760) 271-5528
fitchpmg.com

GoldenWest Management, Inc
Jayson Yoss
(858) 779-0577
GoldenWestManagement.com

REAL ESTATE ATTORNEY
Feerick Law & Realty, Inc.
Thomas Feerick
(858) 337-9564
feericklawrealty.com

ROOFING
Roofmaxx of Escondido
Miles Ivey
(760) 270-6180
roofmaxx.com/find-a-dealer/
california/escondido/

SHORT TERM RENTAL
PROPERTY MANAGEMENT
Coastline Vacation Rentals
Ray Fraser
(858) 432-3378
stayatthecoastline.com

TUMO Stays
Braydon Moreno & Sarah Tuley
(916) 207-8117
https://www.tumostays.com

TERMITE & PEST CONTROL
Lloyd Pest Control
Daniel Dahl
619-843-3700
lloydpest.com

Pest Patrol
Elizabeth Hughes
(619) 323-5898
pestpatrol.com

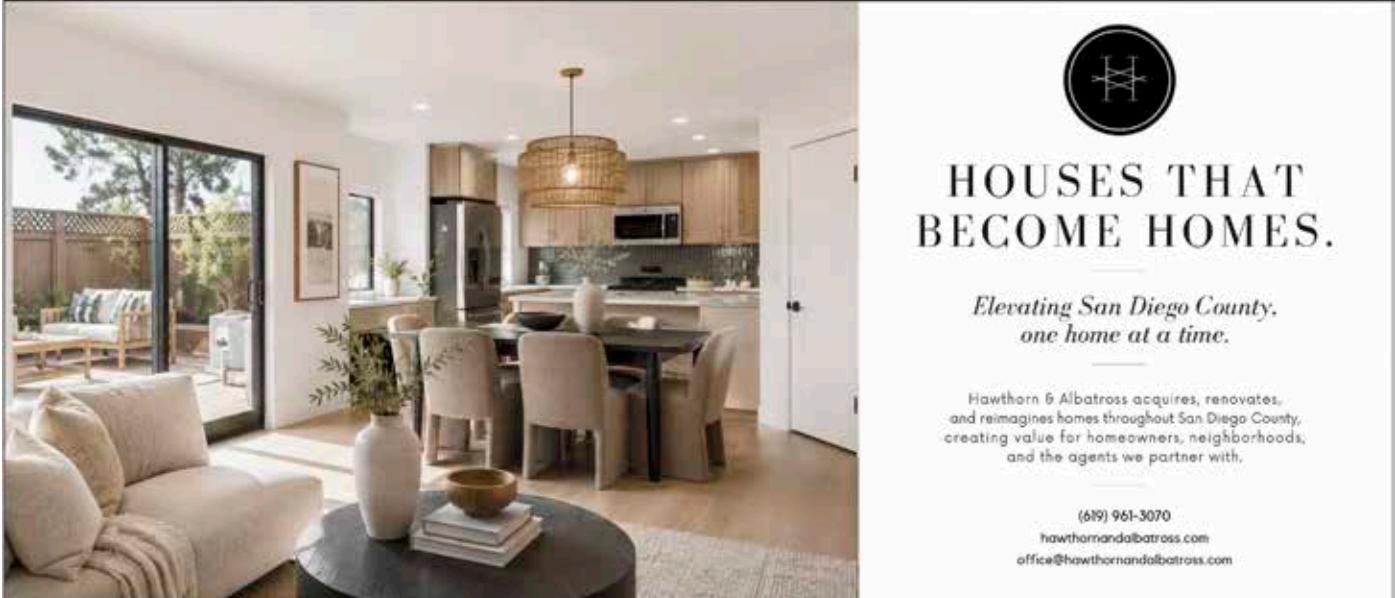
TITLE INSURANCE
Fidelity National Title
(760) 994-6091
fntic.com

First American Title
Samantha Belzer
(619) 916-8565
SamanthaBelzer.com

Ticor Title
Ryan Lipsey
(619) 454-9366
RyanLipsey.com

TRANSACTION COORDINATOR
Alchemy TC
Anna Lovce
(619) 861-3215
AlchemyTC.com

Transaction Processing
Services, Inc
Angela Ackerman
mytpsinc.com



HOUSES THAT BECOME HOMES.

*Elevating San Diego County,
one home at a time.*

Hawthorn & Albatross acquires, renovates,
and reimagines homes throughout San Diego County,
creating value for homeowners, neighborhoods,
and the agents we partner with.

(619) 961-3070
hawthornandalbatross.com
office@hawthornandalbatross.com

RELIABLE. THOROUGH. HONEST.

Pre-Listing Inspections · Pre-Sale Inspections · Sewer Scope
Thermal Imaging · Pool/Spa · Certified & Experienced
Detailed Reports with Photos, Fast, Reliable Service
New Build Warranty Inspections
Servicing San Diego, Orange County, Riverside County



Choice Home Inspections

Mark Coviello, Owner/Lead Inspector
(619)379-2822 · choiceinspectionssd@gmail.com
@inspectorcovi · mychoiceinspections.com

PROPERSHOP
GARAGE DOOR SERVICES

SAN DIEGO'S FASTEST & BEST
GARAGE DOOR SERVICES



Contact Us
(844) 621-7091
PROPERSHOPGARAGE.COM

Redefining Mortgages,
EMPOWERING FUTURES



gem LENDING TEAM **NEO** HOME LOANS

The Gem Team
NMLS# 972639
Licensed in 49 States
858.876.2506
Team@GemHomeTeam.com
GemHomeTeam.com

With A Lending Team That Has The Expertise To Navigate Today's Market!

NEO Home Loans is a division of Better Mortgage Corporation NMLS #330511 | Equal Housing Lender | nmlsconsumeraccess.org

"We Treat You Like Family!"
Local and Long Distance
Moving Services



Coast 2 Coast Moving



DOT #: 3177184
CAL-T #0191852

www.Coast2CoastMovesYou.com
858-256-0458



Not Just Done,
Done Right!



Matthew Silva
760.415.1528
matt@seaside-building.com

- Detailed Pre-Construction Phase
- Online Client Portal
- Whole Home Remodeling
- Kitchen & Bathroom Remodeling
- High End Finishes / Custom Carpentry

Give a gift that resonates, endures, and becomes a cherished part of someone's story. - FOREVER ETCHED



forever ETCHED CUSTOM GIFTS

OWNERS: ANGELA & TED CLAUDAT

9823 Pacific Heights Blvd., Suite T, San Diego, CA | 619.300.4136 | ForeverEtched.com | hello@foreveretched.com

WE MAKE YOUR PROPERTY OUR PRIORITY!

fitch
Property Management Group

Services:
Marketing | Tenant Screening
Rent Collection | Maintenance
Financial Reporting



jayce@fitchpmg.com
760-271-5528

WE PAY REALTOR REFERRALS!

AC MECHANICAL SOL
YOU HAVE SEEN THE BEST NOW CALL THE BEST

Heating and Air Conditioning

Serving San Diego Since 2008
COMMERCIAL & RESIDENTIAL
REPAIR · SERVICE · INSTALLATION

866-226-3909
www.acandheating4you.com
Lic #923310

Neat METHOD

Hello San Diego
Your Neighborhood
Just Got Neater.

Let Us Transform Your
Space from Chaos to Calm.




(619) 333-6983 | tracey.kuennen@neatmethod.com
@sandiegoneat | neatmethod.com

Before After



5 YEAR WARRANTY

ROOF MAXX
Think you need a new roof? THINK AGAIN!

(760) 270-6180 | roofmaxx.com

LET US HANDLE THAT SO YOU DON'T HAVE TO

Transaction Coordination & All-Inclusive Processing

- Transaction Coordination**
From Contract to Close
- All-Inclusive Processing**
One Fee · Complete Service
- Escrow Management**
Decades of Experience

\$89 INTRODUCTORY RATE TC FEE
FULL-SERVICE · CONTRACT TO CLOSE



TPS TRANSACTION PROCESSING SERVICES, INC.
LET US HANDLE THAT

Close with Confidence.
310-340-3533 | TCTeam@MyTPSinc.com
www.MyTPSinc.com





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



empowered by **NEXA Lending**

The Home Loan Mom

When You Need a Mortgage, Call Your Mom

JUMBO BANK STATEMENT INVESTORS REVERSE

KRISTI NORTON
 NMLS#2031002
 858.395.6550
 www.TheHomeLoanMom.com
 www.NEXAMortgage.com | NMLS #1660690
 Corporate Address: 5559 S Sossaman Rd Bldg #1 Ste #101 Mesa, AZ 85212
 Local Address: 1155 Camino Del Mar #763, Del Mar, CA 92014

COST OF WAITING
 Why They Should Buy Now



Do You Plan to Execute a 1031 Exchange?

American Property Exchange (APX 1031) is a leading provider of tax-deferred 1031 exchange services. Take advantage of a 1031 exchange on the sale of your investment property to defer capital gains and preserve wealth.



APX 1031

American Property Exchange Services, LLC 1031 Exchange Services
Contact Us Today to Start the Process! 800-436-1031
3945 Camino Del Rio S, Third Floor San Diego, CA 92108

CHAD WOOLSEY

TRUE LOCAL
REALTY GROUP,
BROKERED BY
COMPASS



BY BETH
MCCABE
PHOTOS BY
ELIZABETH
IRELAND
PHOTOGRAPHY



“Over the years, I’ve found that I perform best when I intentionally put my back against the wall and create pressure for myself,” says Chad Woolsey with True Local Realty Group, brokered by COMPASS.

For Chad, pressure isn’t something to avoid. It’s familiar territory. It’s where he’s learned to figure things out.

Growing up in North County San Diego, sports were a major part of Chad’s life, but football was the one he chased. After a successful high school career, he unfortunately did not receive offers from the Division I programs he had hoped for, so he took the long way through junior college. After one season at Santa Barbara City College, he earned the opportunity to come back home and walk on at San Diego State.

After walking onto the team as an unknown, Chad eventually became a starter, earned a scholarship, and stepped into a leadership role. That experience in college football helped shape him into the “no-quit” type of person he is today. After graduating from San Diego State, he set his sights on a career in commercial real estate.

For a few months after college, Chad worked for his dad’s construction business while earning his real estate license and exploring what a path in commercial real estate might look like. But it was the height of COVID, and commercial real estate—and everything around it—was uncertain. With no opportunities of interest coming from his network, Chad went on ZipRecruiter

and started applying for real estate roles across the industry. In interviews with several teams, he was told it would likely take at least six months or more before he would make any meaningful income—something that wasn’t realistic coming straight out of college and starting from zero financially. That’s when he found an apprenticeship position with his soon-to-be mentor, Joseph Arendsen. Out of more than 80 applicants, Joseph hired him.

Working for Joseph helped bridge the gap between being brand new to the business and being financially broke, while allowing Chad to learn everything he could from the ground up. He leveraged Joseph’s mentorship and the team’s success, learning how to write contracts, make calls, show homes, work with vendors, and navigate the business from A to Z.

After about six months working directly under Joseph, Chad stepped into the deep end as a full-time, 100% commission-based agent with True Local Realty Group. Since then, his business has grown every year, built on a philosophy centered around helping people make the right decisions and valuing client trust above all else. He puts his clients’ best interests first and believes relationships are the foundation of long-term success in business.



These days, Chad works with buyers and sellers all across San Diego County. From first-time homebuyers to clients selling multimillion-dollar homes, that side of the business continues to be his bread and butter.

He genuinely enjoys the process of figuring things out and leans into creativity when challenges arise. “I always have a Plan B, C, or even Z,” he says. “As long as there’s motivation from both sides to make something work, I’m going to bridge the gap, find a solution, and make it work for everyone involved.”

Alongside that core business, Chad has expanded into a niche in new construction sales, working with a handful of developers on small- to mid-sized infill projects. Working with Joseph Arendsen and their team at True Local Realty Group, this niche was already a core focus of Joseph’s business, and Chad’s construction background has helped strengthen and expand that vertical even further. By bringing his own relationships and prior construction experience, the partnership has naturally evolved into working more closely with builders and developers across the county.

“As long as there’s motivation from both sides to make something work, I’m going to bridge the gap, find a solution, and make it work for everyone involved.”

Together, they’ve partnered on several active new construction projects currently on the market, with additional developments in the pipeline set to launch over the next year.

In many ways, the work has come full circle. Chad and Joseph have also partnered on the sales of several

developments built by Richard and Richard Construction, his father Rick’s company. What started as separate paths in construction and real estate has now converged, bringing his background, relationships, and current business into alignment in a meaningful and ongoing way.

He still trains like an athlete, working out at a CrossFit gym in San Marcos and surrounding himself with people who are constantly trying to improve.

After playing sports, fitness became a passion of his. He enjoys competing and pushing his body as far as he can. Beyond that, he’s found real community in the fitness space and organically connects with people through it. It’s a network of like-minded individuals who, when they think about real estate—whether making a move or simply asking a question—know he has their best interests in mind.

That same energy carries into his personal life, where things are about to change in a big way. Chad and his wife, Asby, are expecting a baby boy this September.

Looking ahead, Chad isn’t trying to overcomplicate things. He plans to continue growing his residential sales business, keep working with people he enjoys, further develop his niche in new construction sales, and expand his personal real estate investing.

That investment mindset is already in motion. In 2021, Chad purchased a property that he fully transformed, adding two ADUs—one through a full permitting process on an existing structure and another built from the ground up. While the project required significant time and capital, the ADUs now not only offset his mortgage but also generate positive cash flow.

At the end of the day, Chad isn’t chasing attention or trying to impress anyone. He’s just building something, step by step. And when things get tough, that’s fine too—it’s where he’s always figured things out, back against the wall. ▀

TURN YOUR CLIENT'S SECOND HOME INTO A TOP-PERFORMING VACATION RENTAL

Most vacation homes in San Diego are underperforming. We fix that.

- Pricing strategy that maximizes revenue
- 5-star guest experience
- Full-service management

Get a free income projection for your next listing.

Contact Braydon (Owner) direct for Vacation Rental Management
916-207-8117

Connect with Us!
www.tumostays.com

House Owl

Protect your future and scale with confidence. Turn your document reviews over to House Owl. Our expert independent review and risk management education cut through hundreds of disclosure pages and eliminate overwhelm. We position you as the trusted expert, strengthen your reputation, and generate consistent referrals, so you can focus on listings, relationships, and closings.

Run your business boldly. It's your edge.

Jason Piske - CEO / Founder
(619) 786-1663 • info@myhouseowl.com

Out of The Box Mortgage Solutions!

Jumbo & Non-Traditional Mortgage Expert

United American Mortgage
Bank/Broker Hybrid
Over 85 Investors

**Call
Craig!**



Craig O'Neil
(858) 243-4442
coneil@uamco.com
NMLS #858644
DRE #01858739

Jumbo Loans
Bank Statement Loans
Investor DSCR



United American Mortgage
NMLS #1942 DRE #01154798
(949) 250-1300
www.uamco.com



PROVEN EXPERTISE. DRIVEN BY VALUE

With a work ethic second to none, Cory and Nicole deliver professional insight, tactical expertise and real value for today's real estate professionals



SALES EXECUTIVE TEAM,
Cory Nastazio and Nicole Panattoni-Nastazio



Cory 760-688-9533
Nicole 760-637-9870
NicoleandCory@fnf.com
www.NicoleandCory4title.com

THE ALCHEMY COMPANY
EXPERIENCE EXTRAORDINARY
REAL ESTATE SERVICES

We do -
Call Alchemy!

**Top agents
don't manage
paperwork.**

WWW.ALCHEMYTC.COM
619-861-3215

REAL PRODUCERS

WIN A \$250 GIFT CARD

Scan the QR code to enter

Answering a few questions could be worth \$250!
Take our quick survey (it's just 1 minute) and you'll
be entered for a chance to win a \$250 gift card.

NO PURCHASE NECESSARY. Open to legal residents of the U.S. (excluding Arizona, Florida, New York, and Rhode Island), age 18 or older. Void where prohibited. Entry period begins 9/1/25 and ends 12/31/26 at 11:59 PM ET. Limit one entry per person. One (1) winner will be randomly selected each month (on or about the first of each month) to receive a \$250 gift card. Odds of winning depend on the total number of entries received each month. Winners will be notified via email. The NZ Company, d/b/a REAL PRODUCERS (collectively "NZ"), reserves the right to cancel, suspend, or modify the promotion if technical or other issues prevent it from running as planned. By entering, participants agree to release and hold NZ harmless from any claims arising out of participation. NZ is not responsible for technical errors or issues beyond its control. These rules are governed by the laws of Texas.

I'M YOUR SECOND CALL THAT SAVES IT.

Creative loans need strategic eyes.

Realtor/Investor

Amanda Silber is by far the best Lender I've ever worked with. Having a lender that knows what she's doing will **make sure you don't lose a deal, you'll get an accepted offer and she'll close on time!**

Over 300+ five star reviews

SCAN HERE

MM MOVEMENTMORTGAGE
NMLS ID#977217
849 W. Washington St.
San Diego, CA. 92103

Amanda Silber
MOVEMENT MORTGAGE
Calling Now

Top 1% Originator | Sales Manager

(619) 756-3852
amanda.silber@movement.com

@amandaasilber

Craig O'Neil

— Senior Loan Officer

BY BETH MCCABE • PHOTOS BY ELIZABETH IRELAND PHOTOGRAPHY

Why follow the standard playbook in mortgage lending when you can rewrite it? If you have clients who need innovative options and creative solutions in lending, Craig O'Neil is your trusted, tried and true mortgage professional. Find a "yes" where others have said "no."

"While other lenders are playing checkers, I'm playing chess," is Craig's process, strategically thinking of the next move to benefit his clients.

A Senior Loan Officer with United American Mortgage Corporation and founder of O'Neil Team Home Lending, Craig has built his reputation on solving the kinds of loan challenges that leave other lenders shaking their heads. If a borrower has been told "no," Craig often sees something different. He sees an opportunity.

"I love numbers, finance, and problem solving," he explains. And for Craig, that combination has become the foundation of a thriving career helping clients secure financing others couldn't make happen.

From Real Estate to Lending

"While I was in college, I always had an interest in real estate," says Craig. He earned his real estate license in 2009, right in the middle of one of the toughest housing markets in history.

"The economy was seriously struggling," he recalls. Still, he jumped in, working for a small brokerage where he handled both commercial and residential sales

O'Neil Team

— Home Lending —

UNITED AMERICAN MORTGAGE CORPORATION

"While other lenders are playing checkers, I'm playing chess."

and leasing. But it didn't take long for Craig to realize his strengths lay elsewhere.

"The tangible side of the business—the black-and-white side of finance—became more appealing to me," he says.

In 2011, he made the shift into lending, starting as a junior loan officer, where he learned the business from the ground up. "I learned sales, how to put files together, and how underwriters interpret guidelines."

Over time, Craig grew into a leadership role, eventually becoming a branch manager with Watermark Home Loans before moving to a smaller brokerage where his career truly took off. "That's where my career started to flourish," he says. "My network grew and my production increased."

The results spoke for themselves. Craig was ranked among the Top 300 mortgage brokers in America in 2020 and 2021, during a period when interest rates were historically low and demand was surging.

A Strategic Move for Growth

Eventually, Craig realized he needed a platform with greater opportunity. "The previous company I was with had only eight loan officers, and the principals were starting to step back," he explains. "I was in my mid-30s with a young family. I wasn't ready or able to retire." That realization led him to United American Mortgage Corporation, a nationally recognized lender headquartered in Orange County.

The move came with a major advantage: scale. The company operates as a bank-broker hybrid, giving Craig access to more than 80 investors and a wide range of lending channels and the ability to lend throughout the U.S. "We have much more control over our loans and our process," he explains, "and because of the volume our company closes, we also

have top-tier wholesale interest rates compared to most other lenders."

Those relationships extend to exclusive credit union relationships as well, allowing United American Mortgage to offer highly competitive and proprietary loan products. "We can offer jumbo loans with as little as five percent down with very aggressive pricing," Craig says. "Some of those products just aren't available through traditional lenders."

“What differentiates me from most lenders is that my career has been built on finding ways to close loans that were denied somewhere else.”

The Problem Solver

Craig believes his greatest strength is his ability to find creative solutions for borrowers who have been turned away elsewhere.

"What differentiates me from most lenders is that my career has been built on finding ways to close loans that were denied somewhere else." Because he works with dozens of lending institutions, Craig understands how different underwriting guidelines work and how to structure loans to fit those guidelines.

"If you go to a big bank like Wells Fargo, they have one set of products and underwriting guidelines," he explains. "I know the guidelines for dozens of banks we work with. I know how to structure a loan and get it closed through the right channel." This expertise often helps entrepreneurs and high-net-worth clients whose financial profiles don't always fit traditional lending models.

"Many business owners don't show a lot of net income on their taxes," he

says. "But we have products that allow us to qualify them using business bank statements instead."

In one recent case, Craig helped secure a \$2.5 million loan on a \$3.5 million home purchase for a client whose application had previously been denied.

"The business generated over a million dollars a year," he explains. "But because of the limited net income reported on our clients' taxes, they wouldn't qualify for that magnitude of financing with any traditional bank or lender."

Craig knew another way.

Built on Integrity

While expertise matters, Craig believes something else has been even more important to his success: honesty.

"I tell my REALTORS® and referral partners to reach out to me for an honest opinion," he says. "I'll guide you to the best possible outcome."

Sometimes that advice means recommending another product or lender. "If there's a better option out there, I'll guide you in the right direction," he says. "I'm a firm believer that if you do right by people, they'll do right by you."

Accessibility + Availability

Craig is also known for his accessibility, a trait his clients and partners deeply appreciate. "People look at houses on the weekends," he says. "If I can't answer a call, I'll text back and call as soon as I can."

Outside of work, Craig stays active in the community through networking groups such as ProVisors, where professionals from different industries collaborate and refer trusted services to one another.

"It's valuable because I can help people beyond just mortgage financing," he



says. "If someone needs a tax attorney or help during a divorce, I can connect them with trusted professionals."

Scottish Roots, Competitive Spirit

Craig's drive can be traced back to his upbringing. Born in Glasgow, Scotland, he moved to the United States with his family in 1996 when he was ten years old.

"It gave me a different perspective on the world," he says. "Scottish families are strong-willed and passionate, and I genuinely care about helping people."

That competitive spirit also comes from his childhood passion for motocross racing, a sport he competed in seriously while growing up. Today, he channels that energy into his career and into outdoor adventures like mountain biking, which he enjoys with colleagues and other real estate professionals on weekly rides.

When he's not working, Craig can often be found spending time with his wife and their two young children, exploring Carlsbad Village, enjoying the beach, and chasing after his energetic kids.

A Trusted Resource

With deep lending knowledge, a strong network, and a relentless commitment to solving problems, Craig O'Neil has become a valuable resource for the San Diego real estate community. "I really do believe that from a knowledge standpoint, I'm one of the most knowledgeable loan officers in San Diego," he says.

For clients who have been told "no," that knowledge can make all the difference. And for Craig, that's exactly the point. ❏

CONTACT US!

Contact Craig at oneilteamhomelending.com or call him at (858)243-4442.

ALEXANDRA

KALASHO

FINEST CITY HOMES & LOANS

BY BETH MCCABE
PHOTOS BY ELIZABETH IRELAND
PHOTOGRAPHY

“You have to be comfortable being uncomfortable if you want to grow.” - Emma Grede

For Alexandra Kalasho at Finest City Homes & Loans, that’s not just a line. It’s the reality she chose. Because three years ago, she walked away from something safe with a consistent income.

Before real estate, Alexandra was in luxury retail. She explains, “I worked in Designer Handbags at Nordstrom Fashion Valley throughout college, and then made the move to work at Saint Laurent for 3 years.” It was structured. It was polished. It was the kind of career path that makes sense on paper, especially since luxury purses cost a pretty penny.

And for a while, it worked. But eventually, something in her started to push. “I hit a cap and wanted more,” she says. “I wanted to build something for myself.”

So she made the jump into real estate... and into a completely different kind of pressure. Because when you leave a steady paycheck behind, everything changes. There’s no clocking in and out. No guaranteed outcome. Just you, your habits, and your ability to stay consistent when things feel uncertain.



“STAYING CONSISTENT AND SHOWING UP FOR MYSELF IS THE ONLY WAY TO OVERCOME ANY CHALLENGE I HAVE IN REAL ESTATE.”

“Starting a business without a guaranteed structure or timeline for results was a big adjustment,” she says. That adjustment? It forces growth, whether you’re ready or not.

For Alexandra, it meant learning how to trust the process before the results show up. It meant cutting out distractions, being intentional about who she surrounds herself with, and getting comfortable doing the work without immediate reward.

“Staying consistent and showing up for myself is the only way to overcome any challenge I have in real estate,” she says. She also had a great background in retail. Sales were her signature. “I learned so much from all the people I work with,” she smiles. From coworkers to managers, she learned every detail of all the beautiful brands she sold. Nordstrom was the perfect training ground. “I took everything I learned in the retail aspect and put it toward real estate.”

Making Her Mark

Alexandra isn’t trying to keep up with everyone else. She’s blazing her own trail in real estate, focused on building something that actually reflects who she is. “I don’t want to blend in,” she says. And she doesn’t.

There’s a natural edge to her brand—clean, elevated, intentional—but not in a way that feels overdone. It feels like an extension of her. Her background in fashion and marketing shows up in how she presents herself, but what really stands out is the authenticity behind it.

She’s not copying a formula. She’s creating her own. And

she’s doing it with a very clear goal in mind: becoming the top agent in La Mesa, California. She’s already farming the area, building relationships, and committing to it long-term, knowing full well that real success in this business doesn’t happen overnight. It’s built. That perspective comes from how she was raised.



**“SHOW UP EVERY DAY, NO
MATTER WHAT. EVEN THE
SMALLEST STEP FORWARD
IS STILL PROGRESS.”**

Alexandra grew up in San Diego in a close-knit, entrepreneurial family where hard work wasn't optional. It was expected. "Showing up is non-negotiable," says Alexandra. Her parents, Leslie and Louie, built businesses of their own, and that example left a lasting impression.

"My dad owns multiple recycling centers throughout San Diego, Arizona, and El Centro, and my mom runs our family department store business in Tuxtla Gutiérrez, Chiapas. The store has been operating for over 65 years and is one of the most well-known in the area."

That kind of longevity shapes how Alexandra sees success. So does connection. Raised bilingual in Spanish, Alexandra learned early on how to relate to people from different backgrounds in a genuine way. It's something that carries into her business today, connecting to people from all walks of life with ease.

And through everything, one thing stays constant: family. "My family is absolutely everything to me," she says.

It's the anchor. The perspective. The reminder of why she's doing all of this in the first place. That balance shows up in the way she lives, too. She prioritizes working out, whether it's Pilates or just getting outside for a walk. She spends time with friends. She travels when she can. Sure, she's building something meaningful, but she's not losing herself in the process. And when it comes to advice, she keeps it simple.



"Show up every day, no matter what," she says. "Even the smallest step forward is still progress." There are no shortcuts to success. Just consistency. She could have chosen the easy path, but she saw more within herself.

Now she is venturing to new heights, overcoming obstacles, and taking the road less traveled. Real estate isn't easy, but she has what it takes. Her drive, discipline, and determination have put her on the map here in San Diego. She's building something intentional and others are noticing. 📌

Coverage That Helps You
Close with Confidence.



WITH HOME WARRANTY
OF AMERICA, WE'VE GOT
YOU COVERED.



Home Warranty of America
HWA Main Line: 888-492-7359
www.hwahomewarranty.com



MASTER INTENTIONAL SELLING
& THRIVE IN ANY MARKET

WORKING WITH US WILL GET YOU:

- × STRATEGIES TO CLOSE ANY CLIENT
- × TOOLS LESS THAN 1% OF PEOPLE HAVE
- × MINDSET TO MASTER ANY MARKET
- × NEXT LEVEL RESULTS

 EVOLUTION ROOM



BOOK A FREE CALL × 619.333.6742 × EVOLUTIONROOM.CO



the Eric Matz team

Real Experience. *Real Results.*

“It’s not about the property, it’s about the people. We’re just as happy to list a \$400k condo or townhome as we are a multi-million dollar property. We don’t buy leads, and we’re not social media influencers. We work by referral from our past clients. I let our 36+ years of experience and our current and past relationships do the talking for us. Our experience brings the results. That’s good enough for me,” said Eric Matz, team lead of The Eric Matz Real Estate Team at eXp Realty.

BY KATE SHELTON
PHOTOS BY MEG BOGART

“It’s not about the property, it’s about the people.”

The Eric Matz Real Estate Team at eXp Realty stands among the highest-producing real estate groups in San Diego County, a distinction earned through decades of experience and consistent performance. The team’s longevity in the market isn’t just a number – it’s a competitive advantage. Having navigated multiple market cycles, shifting trends, and thousands of transactions, the team brings a level of insight and strategy that only comes with time. Eric’s longstanding roots in the Poway area and hard-earned experience

translate directly into results for the teams’ clients, from precise pricing and skilled negotiations to seamless closings.

Growing up in the Poway Valley, Eric was immersed in the construction industry from an early age – his father founded one of the area’s first lumber yards in 1958, and that foundation shaped Eric’s career. After attending Arizona State, Eric started his career in the commercial and land development space in the Phoenix and Scottsdale area, then returned home to San Diego and shifted his focus to residential real estate in 1989. Decades later, his business is still built the same way it began – through relationships, referrals, and trust. Clients don’t just work with Eric because of his experience; they work with him because they know him, know his family, and value the deep community ties that have defined his career from the very beginning. Eric now proudly hangs his team’s hat at eXp Realty and has grown his business into The Eric Matz Real Estate Team.

Sheila Rotunno brings a powerful combination of hospitality-driven service and seasoned real estate expertise to The Eric Matz Real Estate Team. With over 20 years in leadership roles for global brands, she developed a strong foundation in negotiation, marketing, and client care – skills she has carried into her 15-year real estate career. She joined The Eric Matz Real Estate Team in 2020 and has helped the team serve clients across the entire San Diego County. Sheila is known for her clear communication, strategic approach, and unwavering dedication to her clients. With a Spanish and Filipino heritage, Sheila brings a diverse perspective and a genuine warmth to all of her client relationships.

“Real estate isn’t just what I do, it’s who I am,” Sheila said. “I show up, communicate, and deliver. With a foundation in hospitality and a passion for real estate, I just don’t close deals – I create exceptional experiences.”

Eric Matz | Sheila Rotunno | Stephanie Woithe

“ We’re all aligned with the same goal: take care of the customer, because when you do, the customer takes care of you.”

Stephanie Woithe brings a well-rounded professional background and a sharp, client-focused approach to her role as Executive Assistant and Buyer’s Agent on The Eric Matz Real Estate Team. With experience in communications and advertising, she developed strong organizational, analytical, and client service skills early in her career, also capitalizing on cutting-edge technology and online trends. She joined the team in 2021 and earned her license concurrently. Stephanie

has grown with the team, assisting with both buying and selling while helping keep the team running seamlessly. Today, she plays a vital role in delivering a smooth, well-coordinated experience for clients at every stage of the process.

“I truly love working with people and helping guide them through what can often be a stressful time when buying or selling a home,” Stephanie said. “My background has given me a strong sense of ‘bedside manner,’ allowing me to

connect with all types of personalities, creating a smooth, stress-free experience every step of the way.”

Together, the team serves the entire I-15 corridor, representing people all over the county. They consistently close upwards of 50+ transactions a year, cementing them among the top teams in the entire region.

Despite their undeniable success, the team remains humble, quietly serving clients and expanding their reach. “I’m a pretty energetic, low-ego guy – that’s how we run the team. It has never been about us. It’s about helping people and getting them where they want to be,” Eric said.

Eric has a magnetic personality; he’s easy to talk to and easy to trust. The team culture mirrors his easy collaborative style. Their clients gravitate toward the team’s experience and ability to take care of business. “After being in this business for so long and handling thousands of transactions, I can confidently say I know what I’m talking about. I’ve truly become an expert in the field. But what I value most isn’t just the experience; it is the relationships. People get to know me, and they trust me with one of the biggest decisions of their lives, and that means everything to me,” Eric said.

Sheila and Stephanie have gained so much from the depth of Eric’s decades-long experience. Working alongside a seasoned professional allows them to continuously sharpen their skills, from negotiation



ERIC MATZ



STEPHANIE WOITHE



SHEILA ROTUNNO

LEARN MORE ABOUT THE ERIC MATZ TEAM AND CONNECT WITH THEM AT [ERICMATZ.COM](https://ericmatz.com).

strategies to client communication and market expertise. Eric’s mentorship creates an environment of constant learning and growth, where both Sheila and Stephanie are able to elevate their own strengths while contributing meaningfully to the team. This collaborative dynamic not only strengthens their individual careers but also enhances the overall client experience, ensuring every transaction is guided by both seasoned expertise and fresh, forward-thinking perspectives.

“We all get along great and move very quickly as a team. Stephanie is extremely tech-savvy, and together we stay on par with the next generation of what is driving the real estate market – especially when it comes to marketing properties and using the latest tools in the industry. Stephanie is an incredible customer-service-driven agent. I’ve learned a lot from her. We’re all aligned with the same goal: take care of the customer, because when you do, the customer takes care of you,” Eric said.

The Eric Matz Real Estate Team is built on decades of real-world experience, deep local knowledge, and a relentless commitment to client success. The team brings together expertise, energy, and innovation to deliver exceptional results in every transaction. Guided by trust, communication, and a shared dedication to doing what is right for the client, they continue to raise the standard for service in a fast-moving market. At the end of the day, the team has real experience that translates into real results. ▾



A FREE* Powerful New Productivity Tool, Now for CRMLS Agents

Aligning client expectations with agent expertise.

By popular demand, Rayse, the leading app for tracking all the value you bring to your clients' real estate journeys, is now available for all CRMLS users to use at no additional cost.

Providing your clients with a comprehensive overview of everything you do for them, big or small, is an effective way to communicate the diverse value you deliver. From the initial meeting all the way through close, every action taken is

logged in real time, Rayse generates agendas, timelines, and records to demystify the representation process, driving a new, more transparent level of client relations.

*Free for PSAR members who subscribe to CRMLS



OriginPoint



Sam May
Regional Manager
NMLS ID - 345871

(619) 486-1572
sam.may@originpoint.com
originpoint.com



EQUAL HOUSING LENDER OriginPoint, LLC, NMLS #2185899. For licensing info visit nmlsconsumeraccess.org. Operating in the state of California as OriginPoint Mortgage LLC in lieu of the legal name OriginPoint, LLC. (3581707)

Your Neighborhood Property Managers

Rent It Like You Mean It!

OUR REALTOR PARTNER PLEDGE

- We Don't Do Sales...Your Clients Stay Yours!
- We Protect You From Negative Tenant Reviews.
- We Are Your Landlord-Tenant Experts.



We Are Here For All Your Property Management Needs

CONTACT US TODAY! 858 779 0577
GoldenWestManagement.com



You Get "MORE" With Morrison!

- We perform thorough, detailed home inspections, with the following additional services offered:
 - pool inspections, sewer lateral scoping, mold testing
 - Drone roof inspections and thermal imaging are included in every inspection at no additional cost
 - Detailed, comprehensive, narrative style inspection reports provided the SAME DAY!
 - Customer service is our top priority - *we go above and beyond in every inspection*



Morrison plus
Property Inspections

America's premier property inspection company



Call/text for easy scheduling! 619-672-7951

MAKE IT A WIN-WIN SOLUTION: SECURE CASH OFFERS FOR YOUR CLIENT



YOUR TRUSTED LOCAL INVESTOR PARTNER

(619) 603-0915
@RENOVATESANDIEGOLL



WHY DO TOP AGENTS CHOOSE TEAM LISA SHULTZ FOR ESCROW?

- ✓ Serving SoCal for over 30 years
- ✓ Pre-Escrow Services
- ✓ FREE Seller Protection Plan
- ✓ Ongoing Agent Education.
- ✓ 24/7 Access to your Escrow Teams
- ✓ Complimentary Seller Notary Appointments
- ✓ Experts in ALL Escrow Types!

GLEN OAKS
escrow

ARE YOU READY FOR OUR SUPPORT?



JENNIFER COMETTA
Business Development
858-245-6504
jcometta@glenoakesescrow.com



TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
1	Jason	Barry	19	\$100,525,000	7	\$31,675,000	26	\$132,200,000
2	Janice	Clements	9	\$69,976,000	10	\$54,390,000	19	\$124,366,000
3	Greg	Noonan	19	\$94,035,690	4	\$16,125,000	23	\$110,160,690
4	Mike	Cady	25	\$60,973,800	17	\$41,412,000	42	\$102,385,800
5	Tim	Van Damm	15	\$40,213,000	15	\$43,330,000	30	\$83,543,000
6	Emma	Lefkowitz	35	\$46,323,000	23	\$23,458,050	58	\$69,781,050
7	Chad	Dannecker	21	\$26,084,299	35	\$40,870,388	56	\$66,954,687
8	Eric	Iantorno	12	\$56,539,000	3	\$10,410,000	15	\$66,949,000
9	Robert	Brown	6	\$41,240,000	2	\$25,550,000	8	\$66,790,000
10	Rande	Turner	5	\$25,425,000	7	\$36,765,057	12	\$62,190,057
11	Ever	Eternity	38	\$60,501,051	-	-	38	\$60,501,051
12	Melissa	Goldstein Tucci	35	\$35,672,300	16	\$23,161,500	51	\$58,833,800
13	Maxine	Gellens	14	\$45,973,296	6	\$11,670,000	20	\$57,643,296
14	Mark	Schultz	45	\$40,191,931	17	\$16,316,491	62	\$56,508,422
15	Alan	Shafra	24	\$35,703,500	14	\$18,201,500	38	\$53,905,000
16	Sanjay	Solomon	7	\$31,041,426	6	\$14,443,000	13	\$45,484,426
17	Ilana	Huff	19	\$27,267,000	13	\$15,091,500	32	\$42,358,500
18	Conor	Brennan	3	\$10,800,000	5	\$29,385,000	8	\$40,185,000
19	George	Fillippis	23	\$32,093,500	4	\$6,705,500	27	\$38,799,000
20	Gregg	Neuman	24	\$22,277,550	12	\$16,283,205	36	\$38,560,755
21	Adam	Loew	5	\$12,145,888	8	\$26,379,000	13	\$38,524,888
22	Brett	Combs	6	\$34,189,300	1	\$3,740,000	7	\$37,929,300
23	Cristi	Chaquica	5	\$20,845,000	3	\$16,465,000	8	\$37,310,000
24	Jim	Bottrell	53	\$36,286,848	-	-	53	\$36,286,848
25	Dane	Soderberg	8	\$24,155,000	4	\$11,710,000	12	\$35,865,000
26	Erik	Anderson	1	\$1,800,000	2	\$33,400,000	3	\$35,200,000
27	Tracey	Ross	9	\$19,138,000	7	\$16,034,000	16	\$35,172,000
28	Greg	Gorsuch	4	\$34,421,000	-	-	4	\$34,421,000
29	Patti	McKelvey	26	\$26,604,513	6	\$7,704,900	32	\$34,309,413
30	Julie	Feld	6	\$24,473,000	2	\$9,473,000	8	\$33,946,000
31	Gregg	Whitney	5	\$11,322,655	7	\$22,484,031	12	\$33,806,686
32	Sean	Zanganeh	11	\$19,829,500	6	\$13,660,000	17	\$33,489,500
33	Nicole	Mascola	35	\$31,806,631	-	-	35	\$31,806,631
34	Craig	Lotzof	4	\$28,510,000	1	\$3,100,000	5	\$31,610,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
35	Neda	Nourani	8	\$15,857,000	7	\$15,598,000	15	\$31,455,000
36	Drew	Nelson	8	\$28,249,995	1	\$2,900,000	9	\$31,149,995
37	Austin	Huffman	10	\$19,130,000	5	\$11,880,000	15	\$31,010,000
38	Ray	Shay	16	\$24,881,052	3	\$5,815,188	19	\$30,696,240
39	Mark	Green	26	\$30,373,000	-	-	26	\$30,373,000
40	Tamara	Kapa	13	\$19,733,732	6	\$10,506,722	19	\$30,240,454
41	Gregg	Phillipson	26	\$27,464,475	3	\$2,770,000	29	\$30,234,475
42	Melvina	Selfani	12	\$14,419,790	12	\$15,748,000	24	\$30,167,790
43	Marilyn	Comiskey	4	\$15,825,000	4	\$14,310,000	8	\$30,135,000
44	Scott	Ryan	6	\$16,123,000	5	\$13,825,000	11	\$29,948,000
45	Patrick	Mercer	17	\$27,912,233	1	\$1,700,000	18	\$29,612,233
46	Benn	Vogelsang	6	\$20,835,000	2	\$8,300,000	8	\$29,135,000
47	Nicolas	Jonville	18	\$29,126,278	-	-	18	\$29,126,278
48	Jordan	Beal	6	\$16,425,000	5	\$12,539,000	11	\$28,964,000
49	Farryl	Moore	9	\$22,448,500	2	\$6,375,000	11	\$28,823,500
50	Nadia	Colucci	10	\$17,496,500	7	\$10,846,928	17	\$28,343,428

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.

DRAB TO FAB

OUR ECO-FRIENDLY DESIGN, BUILD, & MAINTENANCE SERVICES INCLUDE:

- Design & Installation
- Landscape Lighting
- Smart Irrigation Systems
- Irrigation Audits & Repair
- Estate Landscape Management
- Vegetable Garden Planning
- Pruning & Tree Care
- Lawn Mowing & Aeration
- Turf Grass Removal
- Soil Analysis
- Earth-Friendly Fertilization
- Pest & Weed Management

REACH OUT FOR YOUR CONSULTATION TODAY!

drabtofab.com | 619.404.2222
@drabtofab | CRLS LIC #1080590



JOIN AGENTS ROCK REWARDS

Meritage is turning it up a notch, with exclusive benefits designed to help grow your business. Inspired by real feedback from agent partners, our enhanced rewards program features three levels: Gold, Platinum and Diamond, with benefits at each tier to help you hit all the right notes with clients.

AGENTS ROCK REWARDS	GOLD Register	PLATINUM 1 Closing	DIAMOND 3 Closings
AGENTS ROCK REWARDS PORTAL	•	•	•
CONVENIENT LOCK BOX ACCESS	•	•	•
CONTENT SHARING	•	•	•
LOCAL PERKS	•	•	•
EDUCATIONAL OPPORTUNITIES AND MATERIALS	•	•	•
EXCLUSIVE EARLY ACCESS	•	•	•
ABILITY TO HOLD OPEN HOUSES	•	•	•
INVITE-ONLY INDUSTRY EVENTS	•	•	•
A PLACE IN THE AGENT FINDER	•	•	•
SELLER'S AGENT PARTNER FOR LISTINGS	•	•	•



Search through Meritage's entire inventory with enhanced search filters, view local perks, and more - all in one place.

Visit meritagehomes.com/agent to learn more. ©2025 Meritage Homes Corporation. All rights reserved.



A SMART MOVE
Calm The Chaos Of Moving

San Diego's Most Loved, Trusted, and #1 Rated Moving Company

- White-Glove Care, Always Included
- Free, Accurate Quotes. No Hidden Fees
- Award-Winning, 5-Star Service
- Local, Family-Owned Since 2013

San Diego Top Rated Moving Company

★★★★★ 5 out of 5
By 1,000+ Customers



(858) 790-8394



ANDREW MARIN LAW

PASSION. INTEGRITY. DILIGENCE.

Helping You Protect What Matters Most, for Generations to Come.

ESTATE PLANNING | BUSINESS PLANNING | PROBATE PLANNING

Thoughtful planning today. Lasting peace of mind tomorrow.

LET'S BUILD A LEGACY THAT LASTS.

PO Box 9239
San Diego, CA
619.821.8202
AndrewMarinLaw.com
amarin@andrewmarinlaw.com

EagleAgent ONE

Streamline your day and get real estate's #1 net sheet and closing cost app now.

Scan code to download the app.

TEAM NORTH COUNTY INLAND
Caroline Hornblower 619.922.8125
Steve Hlavacek 858.229.2162
Kim Beukelman 760.703.1597
NorthCountyInland@firstam.com
TeamNorthCountyInland.com

©2025 First American Financial Corporation and/or its affiliates. All rights reserved. | NYS, FAP

TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
51	K. Ann	Brizolis	4	\$15,867,055	3	\$11,975,000	7	\$27,842,055
52	Philip	Buckley	5	\$23,250,000	2	\$4,580,000	7	\$27,830,000
53	Jonathon	Shea	12	\$17,215,500	6	\$10,399,500	18	\$27,615,000
54	Mark	Marquez	11	\$20,039,000	5	\$7,516,000	16	\$27,555,000
55	Tracie	Kersten	3	\$9,343,000	4	\$18,150,000	7	\$27,493,000
56	Susana	Corrigan	4	\$19,670,000	3	\$7,560,000	7	\$27,230,000
57	Tyson	Lund	14	\$20,911,125	6	\$5,911,000	20	\$26,822,125
58	Lindsay	Himmel	9	\$19,145,000	1	\$7,200,000	10	\$26,345,000
59	Kelli	Miller	8	\$14,692,000	6	\$11,410,000	14	\$26,102,000
60	Lyle	Caddell	14	\$17,383,550	7	\$8,612,550	21	\$25,996,100
61	Lori	Barnett	5	\$14,730,000	3	\$11,238,000	8	\$25,968,000
62	Rob	Aumann	3	\$15,339,000	3	\$10,502,500	6	\$25,841,500
63	Marc	Lotzof	5	\$8,920,000	3	\$16,914,300	8	\$25,834,300
64	Talechia	Plumlee-Baker	5	\$12,672,500	5	\$12,747,500	10	\$25,420,000
65	Denny	Oh	7	\$15,263,818	5	\$10,054,000	12	\$25,317,818
66	Rachael	Kaiser	3	\$11,579,000	7	\$13,690,000	10	\$25,269,000
67	Min	Sun	10	\$12,241,000	9	\$12,981,300	19	\$25,222,300
68	Steven	Cairncross	8	\$17,950,000	3	\$6,957,500	11	\$24,907,500
69	Stanley	Krimerman	7	\$10,844,000	8	\$14,022,500	15	\$24,866,500
70	Delorine	Jackson	3	\$14,690,000	2	\$9,950,000	5	\$24,640,000
71	Joseph	Arendsen	12	\$14,673,600	5	\$9,751,275	17	\$24,424,875
72	Romina	Nassif	3	\$8,660,000	2	\$15,650,000	5	\$24,310,000
73	Steve	Ploetz	11	\$20,554,000	3	\$3,740,000	14	\$24,294,000
74	Elizabeth	Reed	4	\$11,584,000	2	\$12,699,000	6	\$24,283,000
75	Krista	Sozinho	2	\$4,235,000	5	\$20,040,000	7	\$24,275,000
76	Ryan	McGovern	-	-	6	\$23,956,426	6	\$23,956,426
77	Valerie	Zatt	4	\$10,079,500	3	\$13,805,000	7	\$23,884,500
78	Kristyna	Lukacova	2	\$2,974,000	14	\$20,789,233	16	\$23,763,233
79	Nancy	Beck	12	\$17,698,665	5	\$5,917,000	17	\$23,615,665
80	Derek	Kaptanoglu	1	\$11,687,000	1	\$11,687,000	2	\$23,374,000
81	Eric	Comer	3	\$16,550,000	2	\$6,550,000	5	\$23,100,000
82	Michelle	Warner	14	\$16,730,600	7	\$6,361,911	21	\$23,092,511
83	Twana	Rasoul	4	\$4,257,000	14	\$18,761,000	18	\$23,018,000
84	Andrew	Appleby	3	\$7,540,000	3	\$15,400,000	6	\$22,940,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
85	Jason	Saks	4	\$18,863,320	2	\$4,051,000	6	\$22,914,320
86	Hillary	Biscay	1	\$1,755,000	6	\$20,835,000	7	\$22,590,000
87	Eric	Matz	11	\$18,082,000	4	\$4,145,000	15	\$22,227,000
88	Chase	Penrose	5	\$7,740,000	8	\$14,189,900	13	\$21,929,900
89	Katie	Nelson	3	\$8,460,000	4	\$13,375,000	7	\$21,835,000
90	Carlos	Gutierrez	10	\$15,231,500	3	\$6,545,000	13	\$21,776,500
91	Adam	Wolf	4	\$3,460,000	13	\$18,311,000	17	\$21,771,000
92	Jeff	Rosa	12	\$13,529,000	8	\$7,906,000	20	\$21,435,000
93	Cheree	Bray	6	\$7,515,000	11	\$13,917,280	17	\$21,432,280
94	Meriah	Druliner	11	\$17,960,776	2	\$3,450,000	13	\$21,410,776
95	Sam	Abed	3	\$10,705,000	3	\$10,705,000	6	\$21,410,000
96	Julie	Pierce	5	\$18,301,855	2	\$3,019,800	7	\$21,321,655
97	Jenna	Hoyas	-	-	10	\$21,233,990	10	\$21,233,990
98	Ernest	Hahn II	3	\$12,350,000	3	\$8,700,000	6	\$21,050,000
99	Catrina	Russell	13	\$16,498,000	4	\$4,463,718	17	\$20,961,718
100	Voltaire	Lepe	14	\$8,077,500	13	\$12,877,385	27	\$20,954,885

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.




CERTIFIED AND TRUSTED IN THE SAN DIEGO AREA SINCE 2004!

- Multiple inspectors provided for large properties
- Sewer Line Inspections
- Mold Testing & Inspections
- Pool & Spa Inspections
- Drone Roof Inspections


aztecpropertyinspections.com

(858) 245-9329 | info@aztecpropertyinspections.com





Bringing the Human Element to Homeownership.
Local. Human. Expert.



Out of your Element when it comes to home buying? GIVE US A CALL!

JESSE TENENBAUM BRANCH MANAGER
818.383.4032 | www.jesstenenbaum.com
NMLS 291922



THE HOME IS JUST THE BEGINNING. NOW YOU CAN TAKE IT FURTHER.

When your client finds the perfect home, make sure they have the perfect space for what they love.
Luxury garages designed to match their lifestyle.



LUXURY GARAGE & MAN CAVE SPECIALISTS | SAN DIEGO
BE THE AGENT WHO DELIVERS MORE— BEFORE AND AFTER THE SALE.
shiraridesignbuild.com • 858-952-9383

VIEW TRANSFORMATIONS



One of a Kind Representation.
One of a Kind Results.

FEERICK LAW & REALTY, INC.

Your Real Estate and Construction Attorneys To Help You And Your Clients Get The Results You Want. Your Bottom Line Will Be Better Off With Feerick Law & Realty On Your Side.

Call for a **Free Consultation Today!**



Thomas Feerick
Founder & CEO, J.D.
858.337.9564 • FeerickLawRealty.com
SBN 311191 | DRE 02144837

WHERE INVESTORS GET FUNDED AND AGENTS LEVEL UP.



REsolve partners with serious investors and investor-minded agents to finance deals that require speed, structure, and strategy.
Capital that works.

DSCR • HARD MONEY • INVESTOR CAPITAL
RESOLUTIONVC.COM



REsolve[®]
REAL ESTATE SOLUTIONS

NEED A HOME WARRANTY?

Here's why we're the *best Choice!*



Why use Choice? Because with Hayley in your corner, everything feels easy. She's the *best* in the game— knowledgeable and always there. On top of that, Choice keeps it simple, from competitively priced plan options to claims, making every transaction smoother.

HAYLEY DOZIER ✦
858-775-7269
hdozier@chwpro.com
WWW.CHWPRO.COM

CHOICE Home Warranty



BEST HOME WARRANTY COMPANIES RITING
Choice Home Warranty



TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
101	Keith	York	7	\$13,890,000	3	\$7,020,000	10	\$20,910,000
102	David	Butler	8	\$17,260,000	1	\$3,600,000	9	\$20,860,000
103	Darren	Schneider	7	\$9,436,000	5	\$11,312,000	12	\$20,748,000
104	Melissa	Westfall	21	\$20,677,500	-	-	21	\$20,677,500
105	Bern	McGovern	5	\$7,989,000	8	\$12,685,000	13	\$20,674,000
106	Meghna	Surana	11	\$15,596,000	3	\$5,015,000	14	\$20,611,000
107	Gina	Vreeburg	6	\$17,015,000	3	\$3,585,000	9	\$20,600,000
108	Lindsay	Dunlap	7	\$16,335,000	3	\$4,160,000	10	\$20,495,000
109	Felicia	Bell	1	\$1,925,000	4	\$18,375,000	5	\$20,300,000
110	Michel	Goldstein	5	\$12,332,000	3	\$7,925,000	8	\$20,257,000
111	Bryan	Devore	15	\$17,643,333	1	\$2,500,000	16	\$20,143,333
112	Eric	Chodorow	6	\$15,316,500	2	\$4,821,500	8	\$20,138,000
113	Jeffrey	Nix	7	\$9,108,500	11	\$10,981,918	18	\$20,090,418
114	Caitlin	Petrush	7	\$19,964,000	-	-	7	\$19,964,000
115	Whitney	Benzian	2	\$13,399,876	2	\$6,385,000	4	\$19,784,876
116	Peter	Caspersen	4	\$10,057,000	5	\$9,713,000	9	\$19,770,000
117	Ryan	Stafford	1	\$6,800,000	5	\$12,963,000	6	\$19,763,000
118	Anthony	Guerrieri	3	\$12,750,000	1	\$6,900,000	4	\$19,650,000
119	Penny	Nathan	5	\$13,080,000	2	\$6,525,000	7	\$19,605,000
120	Rebecca	Roman Stevens	13	\$10,792,000	7	\$8,707,900	20	\$19,499,900
121	David	Thayer	7	\$7,473,800	8	\$12,018,000	15	\$19,491,800
122	JD	Esajian	12	\$17,535,000	2	\$1,950,000	14	\$19,485,000
123	Craig	Gagliardi	3	\$5,686,000	3	\$13,765,700	6	\$19,451,700
124	Janna	Hernholm	4	\$9,310,000	3	\$10,125,000	7	\$19,435,000
125	Vincent	Crudo	6	\$12,229,000	1	\$7,175,000	7	\$19,404,000
126	Mary	Frolander	10	\$17,377,045	1	\$1,850,000	11	\$19,227,045
127	Tyler	Sinks	1	\$9,600,000	1	\$9,600,000	2	\$19,200,000
128	Don	Fontana	18	\$16,825,217	3	\$2,366,816	21	\$19,192,033
129	Justin	Santolaya	11	\$11,144,000	5	\$8,003,196	16	\$19,147,196
130	Malena	Suarez	2	\$5,651,000	4	\$13,485,000	6	\$19,136,000
131	Ken	Pecus	9	\$13,588,500	3	\$5,343,000	12	\$18,931,500
132	Shawn	Rodger	1	\$9,750,000	1	\$9,150,000	2	\$18,900,000
133	Sharon	Robinson	11	\$15,018,247	3	\$3,833,747	14	\$18,851,994
134	Jesse	Ibanez	10	\$10,195,000	9	\$8,615,728	19	\$18,810,728

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
135	Alex	Trubnikov	1	\$3,000,000	4	\$15,650,000	5	\$18,650,000
136	Brett	Dickinson	5	\$18,600,000	-	-	5	\$18,600,000
137	Mike	Aon	15	\$12,256,000	5	\$6,300,000	20	\$18,556,000
138	Ruth Ann	Fisher	3	\$12,106,000	2	\$6,420,000	5	\$18,526,000
139	Steven	Sladek	16	\$14,823,831	5	\$3,670,000	21	\$18,493,831
140	Richard	Stone	7	\$16,585,000	2	\$1,885,000	9	\$18,470,000
141	Julia	Duncan	4	\$11,564,000	3	\$6,861,560	7	\$18,425,560
142	Debe	Mclnnis	3	\$7,789,000	4	\$10,500,000	7	\$18,289,000
143	Jennifer	Anderson	5	\$8,161,750	4	\$10,040,000	9	\$18,201,750
144	Michael	Sabourin	8	\$13,095,270	3	\$5,103,808	11	\$18,199,078
145	Shawn	Bengtson	7	\$18,178,000	-	-	7	\$18,178,000
146	Evan	Smith	1	\$17,000,000	1	\$1,170,000	2	\$18,170,000
147	Lindsay	Herrell	7	\$9,124,000	4	\$9,000,000	11	\$18,124,000
148	Jason	Daniels	10	\$15,615,000	2	\$2,480,000	12	\$18,095,000
149	Michi	Suzuki	4	\$10,760,000	6	\$7,305,000	10	\$18,065,000
150	Molly	Fleming	4	\$12,849,000	2	\$5,200,000	6	\$18,049,000

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.

Mortgage
Like You Mean It.

For Guaranteed Success, You Need The Geek!

Sean Cahan | President
NMLS #309034
@TheMortgageGeek
TeamCahan@CFMTG.com
866.815.1803

Cornerstone
FIRST MORTGAGE

©2023 Cornerstone First Mortgage. All Rights Reserved. NMLS ID #173855. Equal Housing Lender.

In Honor of Their Service

Have you heard about our special savings opportunity? All active/former firefighters, law enforcement officers, and members of the U.S. Armed Forces get **\$75 off new home warranty plans!*** Use code **HONOR75**.

Let's connect.

*Discount applies to base price of Real Estate or New Construction home warranty plans. Not available on bulk plans. Cannot be combined with any other promotions or discounts.



Your Local Resources



Amanda Wood
AREA MANAGER & NHD REP
858-229-5294
amwood@firstam.com



Lisa Wood
AREA MANAGER
760-500-6963
liswood@firstam.com

"Our goal is to make your job easier"

firstamrealestate.com

Phone Orders:
800-444-9030



First American Home Warranty™

©2025 First American Home Warranty Corporation. All rights reserved. AD AW000 LWOOD MRP 7 25

EARLY RSVP HERE

SCAN HERE

Producer's Play Day

JULY 24 **1-4 PM** **DEL MAR SOCIAL**



REAL TALK: You worked hard to earn the right to be their REALTOR.® **DON'T** let lenders ruin your client's experience

Most agents and lenders don't have time for consistent, structured follow-up.

Barrett's **Total Engagement System** ensures no client is left behind – with proactive calls, texts, emails and education that convert leads into closing.

We **Earn** Trust Through Action. We **Advise** With Expertise. We **Help** Them Thrive as Homeowners.

Persistent, value-driven communication

Pipeline protection that drives conversions.

The Rover System: Real-time lead monitoring

Webinars & Events – Co-Branded or Whitelabeled

Call today!
(619) 993-6065

Jared Kelley
Branch Manager/Loan Expert
NMLS #1676089
jared@barrettfinancial.com

Barrett Financial Group
9311 Camino Del Rio North Suite 905
San Diego, CA 92108
barrettfinancial.com



BARRETT FINANCIAL GROUP
NMLS #2328729



Unlock Tax-Advantaged Growth: The Backdoor Roth Strategy

A Backdoor Roth IRA is a strategy for high-income earners to build and access tax-advantaged retirement savings. First, contribute to a traditional IRA with after-tax dollars. Then, convert it to a Roth IRA in a short timeframe to avoid unnecessary taxes on potential growth. This method bypasses income limits, allowing for tax-advantaged growth and withdrawals in retirement after age 59.5. Consult with your tax and financial professionals on how this strategy can work for you.

858.200.7684 • ModernWealthCollective.com

Securities offered through Kestra Investment Services, LLC (Kestra IS), member FINRA/SIPC. Investment advisory services offered through Kestra Advisory Services, LLC (Kestra AS), an affiliate of Kestra IS. The opinions expressed herein are solely the authors' and do not reflect the opinions of Kestra IS or Kestra AS. Kestra IS, Kestra AS, and Modern Wealth Collective® do not approve, endorse, nor are affiliated with external web sites linked herein or any of the material contained therein. Modern Wealth Collective® is not affiliated with Kestra IS or Kestra AS. CA Insurance License #0G04997. Investor Disclosures - <https://bit.ly/KF-Disclosures>

TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
151	Heather	Manion	2	\$10,200,000	1	\$7,800,000	3	\$18,000,000
152	Dino	Morabito	3	\$16,749,500	1	\$1,200,000	4	\$17,949,500
153	Ramon	Maldonado	2	\$4,460,000	12	\$13,406,000	14	\$17,866,000
154	Kyle	Murphy	4	\$5,875,000	4	\$11,824,000	8	\$17,699,000
155	Madeline	Foley	10	\$9,698,000	7	\$7,935,000	17	\$17,633,000
156	Todd	Armstrong	6	\$13,030,000	2	\$4,562,532	8	\$17,592,532
157	Tami	Fuller	11	\$14,644,000	2	\$2,785,000	13	\$17,429,000
158	Brittany	Hahn Games	4	\$10,968,000	2	\$6,370,000	6	\$17,338,000
159	Mike	Chiesl	12	\$13,595,000	4	\$3,722,000	16	\$17,317,000
160	Brandon	White	2	\$2,155,000	4	\$15,155,000	6	\$17,310,000
161	Jenn	Blake	4	\$5,885,000	6	\$11,404,625	10	\$17,289,625
162	Cindy	Mort	3	\$17,250,000	-	-	3	\$17,250,000
163	Daniel	Greer	4	\$16,793,730	1	\$425,000	5	\$17,218,730
164	Angel	Flores	13	\$9,895,499	11	\$7,230,000	24	\$17,125,499
165	Roseanne	Martin	6	\$8,802,500	6	\$8,304,000	12	\$17,106,500
166	Morgan	Baiton	6	\$8,191,000	4	\$8,894,000	10	\$17,085,000
167	Daniel	Fefferman	5	\$9,685,000	5	\$7,390,000	10	\$17,075,000
168	Isaac	Wright	3	\$10,652,500	4	\$6,406,500	7	\$17,059,000
169	Liv	Arant	-	-	12	\$17,051,500	12	\$17,051,500
170	Glen	Henderson	16	\$14,246,900	2	\$2,800,000	18	\$17,046,900
171	Rachel	Gardner	12	\$12,650,000	4	\$4,252,970	16	\$16,902,970
172	Chase	Cromwell	15	\$12,709,000	5	\$4,155,000	20	\$16,864,000
173	Brooke	Graves	-	-	2	\$16,760,000	2	\$16,760,000
174	Salvatore	DeMaria	5	\$11,891,700	2	\$4,868,000	7	\$16,759,700
175	Joel	Blumenfeld	8	\$9,616,500	4	\$7,125,000	12	\$16,741,500
176	Billie	Bourgeois	7	\$9,086,600	5	\$7,580,000	12	\$16,666,600
177	Michael	Solis	8	\$8,059,000	9	\$8,592,300	17	\$16,651,300
178	George	Bukes	9	\$9,162,995	7	\$7,477,000	16	\$16,639,995
179	Oleksandra	Galanis	3	\$3,472,000	10	\$13,027,990	13	\$16,499,990
180	Omid	Maghamfar	3	\$3,375,000	9	\$13,025,000	12	\$16,400,000
181	Brian	Cane	13	\$14,738,000	1	\$1,582,000	14	\$16,320,000
182	Jim	McInerney	2	\$4,585,000	3	\$11,665,000	5	\$16,250,000
183	Katie	Herrick	6	\$13,837,000	3	\$2,374,900	9	\$16,211,900
184	Vanessa	Munoz	15	\$12,381,498	5	\$3,771,990	20	\$16,153,488

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
185	Bianca	Diaz	4	\$10,140,500	2	\$6,001,296	6	\$16,141,796
186	Raquel	Abrams	1	\$1,359,900	6	\$14,769,000	7	\$16,128,900
187	Raini	Gordy	4	\$6,513,409	4	\$9,572,500	8	\$16,085,909
188	Lori	Sutherland	4	\$16,080,000	-	-	4	\$16,080,000
189	Jim	Hush	6	\$11,119,000	3	\$4,843,500	9	\$15,962,500
190	Valerie	Upham	5	\$6,755,000	6	\$9,173,000	11	\$15,928,000
191	Edward	Wehbe	10	\$9,034,400	5	\$6,873,749	15	\$15,908,149
192	Memo	Cardona	2	\$1,539,900	7	\$14,317,000	9	\$15,856,900
193	Linda	Sansone	2	\$7,125,000	2	\$8,615,000	4	\$15,740,000
194	Seth	Chalnick	4	\$8,495,350	4	\$7,232,000	8	\$15,727,350
195	Evan	Tando	4	\$11,901,000	2	\$3,820,000	6	\$15,721,000
196	Patty	Cohen	1	\$1,725,000	3	\$13,967,950	4	\$15,692,950
197	Carol	Mundell	8	\$8,070,500	6	\$7,510,000	14	\$15,580,500
198	Samantha	O'Brien	3	\$5,060,000	9	\$10,515,500	12	\$15,575,500
199	Keaton	English	14	\$14,885,900	1	\$680,000	15	\$15,565,900
200	Cecilia	Zavala	3	\$12,000,000	1	\$3,450,000	4	\$15,450,000

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.

A Better **HOME** INSPECTION
by *Forster's Inc.*



SCAN ME



SEMPER FI FUND

With every inspection we provide a donation to Semper Fi & America's Fund. This charity provides assistance to our local veterans and active duty service members! Thank you for helping us donate over \$30,000 in the last 3 years!



CONTACT
(1) 800-720-2844
info@forsterhomeinspections.com




MAKING *waves*
IN CALIFORNIA

RENOVO
FINANCIAL

OCHINEROLENDINGTEAM

(858) 232-2501
BRENDAN@RENOVOFINANCIAL.COM

CA DEPARTMENT OF REAL ESTATE BRENDAN OCHINERO #01905440
RF MORTGAGE SERVICES CORPORATION LICENSE #02147408



  @MortgageMayorSD

TOGETHER, WE'LL THRIVE

We go beyond numbers—educating clients to build lasting wealth. With over \$1B in closed loans, we simplify mortgages, offer competitive pricing, and deliver top lending options with high conversion rates.

- ✓ Ultra-Fast Response Time
- ✓ Top 5% Originator in Market
- ✓ \$10K Closing Guarantee
- ✓ 780+ Five Star Reviews

CALL US TODAY!
858.922.3575



MORTGAGE MAYOR of SAN DIEGO
POWERED BY RWM HOME LOANS



I am authorized to do business in the states of Arizona, California, and Washington. AZ Lic. #0949934; AZ Branch Lic. #0947596; RWM Home Loans AZ Lic. #0947596; Residential Wholesale Mortgage, Inc. dba RWM Home Loans is licensed by the CA Department of Real Estate #01174642 and Department of Financial Protection and Innovation under the California Mortgage Lending Act. NMLS #79445 www.nmlsconsumeraccess.org

SCOTT Z. MORSE
Community Mortgage Banker
NMLS# 274153 | DRE# 01135744



TURN FIXERS INTO FORTUNES, WITHOUT LIFTING A FINGER.

Discover how top agents are turning the toughest homes into fast closings and extra income, no extra effort, no stress, no surprises.

SCAN QR to get your free step-by-step guide with case studies to help you REVIVE your sales pipeline and your bank account.



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.

CLEVE SHIRLEY
Realtor | WeRevive VIP



CSLB#: 1109860



Protecting Sellers. Empowering Realtors.

Are your sellers
protected after
closing?

When a deal closes, buyers and agents have safeguards in place, but sellers are often left exposed. Protect your clients' peace of mind by securing their interests after the sale.

Elevate your reputation, gain a competitive edge, and **give your sellers peace of mind with \$35,000 in coverage** for potential disputes or lawsuits.

Let's protect your sellers and strengthen your business together.
Connect with us today!

TANIA MARKS

Sr. Account Executive

Tania@NewVentureEscrow.com

619-807-0711



COURTNEY LOUIS

Vice President of Sales

Courtney@NewVentureEscrow.com

858-229-9035