

SAN DIEGO

JUNE 2026

REAL PRODUCERS[®]



Lindsay Dunlap

Leading with Grace, Setting the Standard

CONNECTING. ELEVATING. INSPIRING.



OUR PLEDGE IS CLEAR

We Care. We Communicate.
We Consult. We Close

619.353.1300

forefrontescrow.com

info@forefrontescrow.com

2727 Camina Del Rio South
Suite 310 | San Diego, CA



cord
Your home. Your auto. Your life.
www.cordinsurance.com



California home insurance has been a headache.
It doesn't have to be.



Here's the Solution

CA Lic 0178398 | 760.707.8710 | Member of Steele Insurance Agency

**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@glenoakseescrow.com

Scan to Connect



*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

**SUMMER
MOVES FAST.
WE MOVE
FASTER.**



**RYAN LIPSEY
TEAM**

Residential-Commercial
Purchase & Refinance

- Fast, clean closings
- Proactive Communication
- Problem-solving before it becomes a problem



Connect with us!



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



TICOR TITLE™
— YOUR STORY. OUR PRIORITY. —

**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



Contents



Lindsay Dunlap **34**
COVER STORY

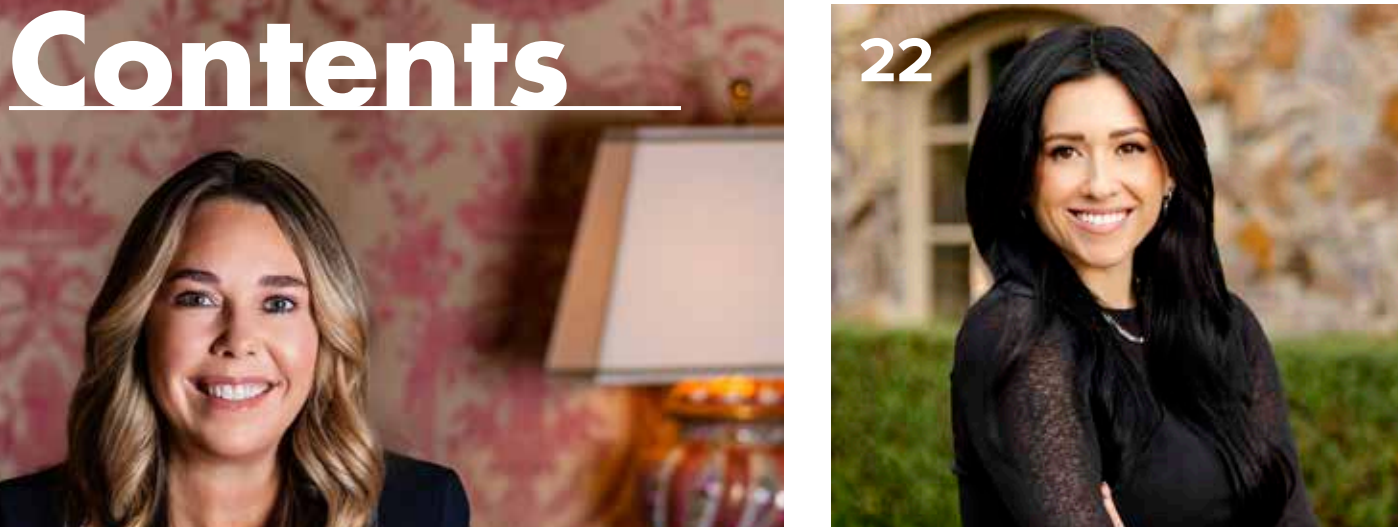
PROFILES



18 Fitch Property Management Group



26 Barrett Financial



22

Erin Perry



30

Shirin Alipanah

IN THIS ISSUE

- 8** Meet the Team
- 10** Preferred Partner Index
- 12** By the Numbers
- 14** Trusted Trades
- 18** Partner Spotlight: Fitch Property Management Group
- 22** Rising Star: Erin Perry
- 26** Partner Spotlight: Barrett Financial
- 30** Woman to Watch: Shirin Alipanah
- 34** Cover Story: Lindsay Dunlap
- 40** Top 200 Standings

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.



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

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

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



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

Providing Exceptional Inspection Services

Home Inspections

Commercial Inspections

New Construction Inspections

And More!

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

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.

GoldenWest Management Inc.

We Are Here For All Your Property Management Needs

CONTACT US TODAY! 858 779 0577
 GoldenWestManagement.com

SCAN ME!

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)

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!"

Flood Solutions
Amanda Montijo
(760) 423-8001
<https://floodsolutionsd.com>

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

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 Ochinerio
(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

John Robinson's Inspection Group
John Robinson
(619) 684-1444
Home-Inspector-San-Diego.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
Anthony Castaneda
(888) 492-7359
hwahomewarranty.com

HVAC SERVICES

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

Western Mechanical
Brian James
(619) 448-5222
westernhvacs.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 Vjtko
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

Intercep 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

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

RWM Home Loans
Scott Morse
(858) 922-3575
rwmlloans.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 Lovec
(619) 861-3215
AlchemyTC.com

Transaction Processing Services, Inc
Angela Ackerman
mytpsinc.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

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

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.

-Top San Diego Realtor



BEST HOME WARRANTY COMPANIES 2025-26

Choice Home Warranty

CHOICE
Home Warranty



\$75
Service Call
Fee

HAYLEY DOZIER ✨

858-775-7269
hdozier@chwpro.com
WWW.CHWPRO.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

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



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



TRUSTED TRADES

Trusted Trades are valuable vendors who know how to serve the needs of REALTORS®. You may not require their services for every transaction, but when the need arises, you're grateful for them. This group of vendors is critical to your business. Most importantly, these Trusted Trades will get the job done and make you look awesome to your clients!

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

www.Coast2CoastMovesYou.com
858-256-0458

DOT #: 3177184
CAL-T #0191852

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

PREMIER PRINTING
Better print. Better marketing. Better results.

Let's make your brand stand out with professional custom prints!

- High-Quality Prints
- Affordable Pricing

(858) 900-7399
sales@premierprintingco.net

Superior Shine
Mobile Detailing and More

DEREK VIJTKO
OWNER / DETAIL SPECIALIST

- TOP OF THE LINE INTERIOR AND EXTERIOR AUTOMOTIVE DETAILING PACKAGES
- INDUSTRY LEADING CERAMIC COATING
- PAINT CORRECTION AND MORE

BOOK NOW

(858) 302-9448
WWW.SUPERIORSHINEMOBILEDetailing.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 · choiceinspectionsd@gmail.com
@inspectorcovi · mychoiceinspections.com

PROPERSHOP
GARAGE DOOR SERVICES

SAN DIEGO'S FASTEST & BEST
GARAGE DOOR SERVICES

Contact Us
(844) 621-7091
PROPERSHOPGARAGE.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 SOLUTIONS
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
TRANSFERABLE

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

(760) 270-6180 | roofmaxx.com

Western Mechanical

HVAC
Repair & Services

We provide professional HVAC repair—
quality service for optimal comfort.

- HVAC Maintenance and Service
- Component Repair and Replacement
- New HVAC System Installation
- System Upgrades and Renovations

Our Phone: 619-448-5322 | Our Website: www.westernhvacad.com



FAST TRACK
CLOSINGS!



TRUBLUE
HOME SERVICE ALLY.

- Make-Ready/Inspection Repairs
- Value Add Upgrades

858.358.7198 • TruBlueAlly.com/San-Diego-City-North

All locations are independently owned and operated. LIC #941226



FLOOD SOLUTIONS, INC.
LIC #991103

24/7
LIVE CALLS

**WHEN WATER HITS,
WE MOVE FAST.**

Your trusted San Diego County water, fire
and mold restoration experts.

- WATER DAMAGE
- MOLD REMEDIATION
- FIRE DAMAGE
- RESTORATION/REPAIRS

floodsolutionsd.com | (760) 532-3266 | LIC # 991103



J&B SOLUTIONS

Clean spaces. Clear results.

J&B SOLUTIONS
JUNK REMOVAL • HAULING • DUMPSTER RENTAL

(619) 357-9587
JandBSolutionsCA.com
Byron@jandsolutionsca.com

FAST. RELIABLE. NO HASSLE.



SMART PEOPLE SCAN.
THE REST CRY LATER.



flexdolly.
Moving & Delivery

flexdolly.com | 858-733-0775

**CLEAR SPACE,
CLEAR MIND.**

JOHAN'S
JUNK REMOVAL

- Full-Service Junk Removal
- Same-Day & Next-Day Service
- Light Demolition (bathrooms, kitchens, sheds, etc.)
- Construction Debris Cleanup
- Garage, Yard & Property Cleanouts
- Eco-Friendly: Donate, Recycle, Reuse First

Serving San Diego & surrounding areas
SAME-DAY SERVICE AVAILABLE

Johan's Junk Removal & Hauling
619-842-8978. hello@johansjunkremoval.com



GENERAL EXPERTS
ALMCO
LIC# 18154195
PLUMBING INC.

**WE PROVIDE AND INSTALL MOEN
FLO SHUTOFF FOR YOUR CLIENTS**

A modern, insurance-approved shut-off valve
system – professionally installed and fully
compliant with current home
protection standards.

Learn more:
<http://moenflo.almco.pro>
3/4" – \$899




Contact Our Award-Winning Team!
858.905.5719
ALMCOPLUMBING.COM

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

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




FITCH PROPERTY MANAGEMENT GROUP

BY BETH MCCABE
PHOTOS BY ELIZABETH
IRELAND PHOTOGRAPHY

JAYCE FITCH, OWNER



Here's the truth about property management: what feels like a minor issue to one person can feel like everything to someone else. Jayce Fitch understands that fact. So much so that he's built his business around it.

For Jayce, that mindset didn't begin in property management. It was shaped over years of working closely with people, first in medical sales and later in leadership roles within leading software and technology companies focused on cybersecurity and now as the founder of Fitch Property Management Group.

"I've always been drawn to roles where I get to work closely with people," Jayce explains. "That's been the most consistent and rewarding part of my career."

Before launching his own company, Jayce built his career in medical device sales, relocating to the Midwest to train at Johnson & Johnson's corporate headquarters and then relocating back to the West Coast. He also went on to hold sales and leadership roles with some of the largest leading software and technology companies in the world focused on cybersecurity and enterprise sales. These roles and experiences sharpened his communication skills, strengthened his leadership abilities, and gave him a deep understanding of how to serve clients at a high level.

But real estate was never far from his mind.

"Even while building my career, real estate was always part of the plan," he says. Over the years, he invested in rental properties and worked with property managers across different markets. That firsthand experience gave him a clear perspective, both on what works and what could be done better.

Eventually, he made the decision to bring his experience together and build something of his own.

Finding His Passion

"I took advantage of the opportunity to start my own property management business," Jayce shares. "It allowed me to use the skills I've acquired in sales

and leadership and continue doing what I enjoy: working with people and helping them."

In 2024, Fitch Property Group officially launched. In a short amount of time, the company has grown to manage approximately 150 properties across North County San Diego, including Carlsbad, Encinitas, Oceanside, Del Mar, Vista, San Marcos, Solana Beach, Escondido, Cardiff-by-the-Sea, and Rancho Santa Fe.

Despite that growth, the approach remains intentionally personal.

"I am personally and intimately involved in the screening process," Jayce says. "My team and I meet all applicants and prospects firsthand. We take the time to have conversations with them—who they are and what they're about—to make sure they're a good fit for the property."

That level of involvement isn't the industry norm, but for Jayce, it's essential. For tenants, it means finding not just a place to live, but a place that feels like home. For property owners, it provides peace of mind.

"Their home is their most valuable asset," he says. "When I build a connection with a client and they can take their hands off and trust that it's being looked after as if it were my own. That's what it's all about." That also extends to how Fitch Property Management Group works with real estate agents. Communication is constant, transparent, and intentional.

Catering to Real Estate Agents

"One of the things I do differently is that I keep real estate agents in the loop the whole way through," Jayce explains. "I



let them know when I've reached out, what the conversation was, and when I'm meeting with their client. I don't want them to feel like I'm getting in the way of their relationship. I'm here to support it."

He also offers referral incentives as a way to say thank you, reinforcing what he values most: strong, lasting relationships.

That relationship-first mindset shows up in every aspect of the business, including one of the services Jayce is most passionate about offering: free rental analyses.

"I'm always more than happy to have a conversation or help agents out in any way that I can," he says. "It's not about gaining business for me; it's about building relationships."

And while many companies talk about responsiveness, Jayce has made it a defining standard.

"When I build a connection with a client and they can take their hands off and trust that it's being looked after as if it were my own. That's what it's all about."

“Everyone gets a direct line to me,” he says. “Everyone gets a response quickly. Nothing is put on the back burner.” Jayce understands the needs that his clients face. “It can be a small matter to me, but it can be a huge issue to them,” Jayce explains. “I treat it as such. No matter how big or small, people know they’re being taken care of.”

Today, Fitch Property Management Group is supported by a team of four and continues to grow steadily, with plans to expand its referral network and deepen its presence throughout San Diego County, while remaining selective about the clients they take on.

“It has to be the right fit on both sides,” Jayce says. “That’s important to us.”

Family Focused

Outside of work, Jayce’s life is just as relationship-driven. He and his wife, Katie—both born and raised in North County San Diego—are now raising their three boys (ages 9, 7, and 6) in the same community they grew up in.

“We’re a pretty outdoorsy family,” Jayce says. “Any chance we get, we’re outside—camping, exploring, just spending time together.”

He’s also heavily involved in coaching youth athletics and stays active in programs like YMCA Adventure Guides, where fathers and sons build lasting memories together.

At the end of the day, whether it’s a property, a partnership, or a simple phone call, his approach remains the same: people come first. Through strong relationships and genuine connections, Jayce is raising the standard for property management with Fitch Property Management Group.

“It can be a small matter to me, but it can be a huge issue to them. I treat it as such. No matter how big or small, people know they’re being taken care of.”

CONTACT US!

For more information, visit www.fitchpmg.com or call 760-209-6813..



Out of The Box Mortgage Solutions!

Jumbo & Non-Traditional Mortgage Expert

**United American Mortgage
Bank/Broker Hybrid
Over 85 Investors**

**Jumbo Loans
Bank Statement Loans
Investor DSCR**





**Call
Craig!**



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

**ONEIL
TEAM**



**United
american**
MORTGAGE CORPORATION
TRUSTED, TRIED AND TRUE.

**United American Mortgage
NMLS #1942 DRE #01154798**

**(949) 250-1300
www.uamco.com**

www.alchemytc.com
619-861-3215

introducing, your new secret weapon

Contract to close -
We've got you
covered




A Cozy Home Is a Pest-Free Home.





**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

Erin Perry

COMPASS

BY BETH MCCABE
PHOTOS BY ELIZABETH
IRELAND PHOTOGRAPHY



Long before Erin Perry ever wrote an offer or walked a client through a contract, she was already perfecting the skill of understanding people. She just happened to be doing it on a very different stage.

“I sold guitar amplifiers to people in bands,” Erin says. “It was all about getting people what they needed, making them happy, and solving problems.” In the process, she learned to listen, to connect, and to figure things out.

California Roots

Originally from Santa Rosa in Sonoma County, Erin grew up surrounded by Northern California’s beauty before eventually making her way south.

She earned her degree in finance and economics from Chapman University, but instead of entering a conventional corporate role, Erin chose to pursue a career in the music industry.

At the same time, she was part of the first wave of blog monetization, building a career as a professional blogger. Through social media collaborations, brand partnerships, and international travel, Erin carved out a unique role working with global food brands, connecting with audiences worldwide, and even throwing out the first pitch at a Padres game.



“I’ve always had this unique network,” she says. “A lot of people in creative industries, entertainment, and non-traditional careers.” That network would quietly shape her next chapter.

Road to Real Estate

Erin’s introduction to real estate started with a home purchase.

“Our agent at the time told me, ‘You should get your real estate license. You’re already doing everything,’” she recalls. “I was asking questions, reading contracts... I really enjoyed it.” At first, the goal was simple: investment.

She and her husband, a musician who tours internationally, began thinking long-term. What did they want their future to look like? How could they create stability in an unpredictable industry? “Let’s make sure we have properties,” Erin says. “So when we retire, we have income and equity.”

She obtained her license in 2021, initially focused on building their own

portfolio. However, as she spent more time in the industry, something changed.

“I realized there was this huge gap,” she explains. “So many people I knew thought they couldn’t buy real estate because they didn’t have traditional income.”

Freelancers. Musicians. Creatives. Entrepreneurs. People with thriving careers, but unconventional financial paths.

“That really stuck with me,” Erin says. “Just because you don’t have a 9-to-5 doesn’t mean you can’t own a home.” And just like that, a new purpose began to take shape.

Best of all, she loves what she does. “It doesn’t feel like a job,” she smiles. “Everywhere I go, I look at real estate around me, even in foreign countries. It fascinates me what is on the market and what different properties look like.”

Rooted in Relationships

Today, Erin is part of Compass, drawn to the company’s national network and its ability to connect clients across markets. With friends and contacts spanning from Nashville to Texas to Ohio and beyond, she has built a referral-based business rooted in relationships.

“I love connecting people,” she says. “Whether someone is moving here or moving away, I want to make sure they’re taken care of.” But Erin’s impact doesn’t stop at buying and selling homes. In 2017, her hometown of Santa Rosa was devastated by the Tubbs Fire.

“Everywhere I grew up burned down,” she says. “It was surreal. Friends lost their homes.” Landmarks were gone. The K-Mart she knew and the McDonald’s were nothing but a heap of ashes. Seeing everything demolished left an impression upon her. Erin returned to help family and friends handle the aftermath, and what she saw changed her perspective forever. “My brain immediately went to, ‘How can I help?’”



I want people to understand how powerful real estate can be. It can help pay for your kids’ college. It can help you retire early. It’s such an important tool.”

She began researching insurance, housing resources, and disaster recovery, connecting people with rentals, helping them comprehend their coverage, and helping them through an overwhelming process.

“It made me realize how unprepared most of us are,” she says. That awareness caused her to pursue one of her first real estate certifications in disaster preparedness and response. Today, she continues to educate clients and community members on everything from defensible space to insurance planning.

“I’m never trying to scare anyone,” Erin explains. “But having that awareness is so important.” Her devotion to community runs deep. She recently became chair of the Noma Heights Fire Safe Council in San Diego and is working alongside other councils throughout the county to improve education and safety preparedness. It’s not a role she ever expected, but one that fits perfectly with who she is. “I just want to help as many people as I can,” she says.

That same mindset carries into her real estate work. Whether she’s helping a first-time buyer navigate programs like California’s Dream For All initiative, or assisting a client in the music industry find a home with space for a soundproof studio near their favorite coffee shop, Erin approaches every situation with interest and care.

“I like to solve problems,” she says. “And I like to simplify things for people.”

Because for most, buying a home is the biggest financial decision they’ll ever make. “I want people to understand how powerful real estate can be,” Erin adds. “It can help pay for your kids’ college. It can help you retire early. It’s such an important tool.”

Family, Fun and Furry Friends

When she’s not working, Erin continues to travel with her husband, experiencing new places and meeting agents in markets around the world. At home, she enjoys time with their



I’ve always had this unique network. A lot of people in creative industries, entertainment, and non-traditional careers... Just because you don’t have a 9-to-5 doesn’t mean you can’t own a home.”

two dogs, a 10-year-old and a spirited puppy, and exploring everything San Diego has to offer, often within walking distance.

Looking back, Erin never could have predicted where the road to real estate would lead. “I didn’t expect real estate to turn into community work, fire

safety, and all of this,” she says. “But I’ve learned to let things evolve.”

Real estate is about people, solutions, and helping others find their place. Erin’s career is centered on serving, not sales, which is why she has skyrocketed in San Diego real estate. The future looks bright for this go-getter. ▾

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

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



HEART OF A WARRIOR, MIND OF AN ADVISOR

MEET

JARED KELLEY

OF BARRETT FINANCIAL GROUP

BY BETH MCCABE • PHOTOS BY CARINA FLECKNER PHOTOGRAPHY

Jared Kelley doesn't just believe in the American Dream. He builds strategies around it.

Long before he was structuring complex lending plans or leading a 60-person Mortgage Advisors Team, Jared was an 8-year-old kid on a farm in Indiana, pulling wire and installing plumbing alongside his dad. His parents bought raw land. When his father came home from work, he cut down trees. Together, they built a house from the ground up (literally).

"I got to experience all of it," Jared says. "The wiring, the plumbing, the mechanicals, staining and sealing. That was farm life."

Years later, when that property became his mother's financial safety net after the death of her husband, a powerful idea took root.

"As a teenager, all I knew was real estate equals safety net," he says. That equation never left him.

The Entrepreneurial Spark

Jared's first taste of business came early and creatively. "My favorite holiday was Halloween," he laughs. Why? He used the candy he got from his neighbors to start a candy business. "It was free inventory. I waited a week and then sold it on the bus."

That instinct to see opportunity everywhere carried into adulthood. At 20, he bought his first house in cash, rented it to his college roommates, and fixed it up. From there, he dove headfirst into real estate with commercial deals, fix-and-flips after the crash, and eventually building Mission Realty Group in San Diego, which he sold in 2017.

Over the course of his career in real estate and lending, he has been part of \$4.5 billion in transactions. He even tried stepping away from the industry for a season, helping build systems and software for a lending company. But something was missing.

"Every idea and every implementation model died in the boardroom," he says. "It never made it to the consumer."

So in 2018, he went back to ground zero, this time with a clear mission.

"I wanted lending to be consumer-first," Jared says. "How do we empower the American Dream? How do we help families create a safety net? Or build wealth? Or create a retirement plan? Whatever the goal is, how do we accomplish that from an advisory perspective?" Not a transaction. A strategy.

More Than a Loan

Today, Jared serves as a Home Investment Strategist and home and investment planning expert. His approach is rooted in listening first.

"We start with a passion for creating excellent homeowners," he says. "We understand your story. What assets do you want to keep? How long do you want to be in the house? What's happening in your life?"

That can mean helping someone restructure debt before applying. It can mean uncovering overlooked income. It can mean mapping out a multi-property plan for a veteran who wants to house hack using a VA loan. From the very first conversation, Jared says, "We're apologizing for how the industry has treated you."

He is candid about the limitations of online-only lending models. "It's a travesty that the industry thinks that's what a loan officer should do."

Instead, his Mortgage Advisors Team focuses heavily on education, hosting five to six events a month. Their VA Loan Master Class is a standout, blending Jared's respect for military families with advanced investment strategy. "We're going to match people's

motivation to what they do," he says. "And deliver an amazing experience without the bloated costs."

The Equation for Trust

A math major from Indiana Wesleyan University, Jared even breaks down trust into a formula: Reliability + Credibility + Intimacy ÷ Self-Orientation. "If you're super credible and reliable and have intimacy, but it's all about you, then that denominator matters the most," he explains.

- Be reliable. Do what you say you'll do.
- Be credible. Master your craft.
- Build intimacy through active listening.
- And make it about them, not you.

He's so committed to reliability that he's deconstructed how to leave a voicemail. "This is Jared. If I don't hear back from you by the end of the day, I'll call you tomorrow at 9 a.m." And he does.

"They either call me back," he says, "or I tell them I will call them at 1 p.m. the next day." It works. Sometimes they even show up at his office because they think they have an appointment.

“

We're going to match people's motivation to what they do. And deliver an amazing experience without the bloated costs.”

He's the first to admit he's cheesy. Dad jokes included. But he's also unapologetically effective. "I'd rather be really effective," he says. "And include people in the equation."

Husband. Dad. Leader.

Jared calls himself a recovering workaholic. Today, he's intentional about being present by coaching football and baseball, enjoying time with his three kids, and building a life with his wife, Holly Kelley, a marriage and family therapist. They like to have fun together. That perspective spills into everything he does.

"No one smiles more in this industry than I do," he says. "Every day is a gift. Happiness is a choice."

Rave Reviews

Jared has won over clients, one satisfied person at a time. Here are some of their recent reviews...

"This is not a practice that I do often. However, Jared is a competitor. He has the 'Heart of a Warrior.' No matter

who you work for, if you need help, he will jump in with both feet. Simply an amazing person. I would use him for my own home loan. LOL.” – Greg Matters

“Jared’s depth of knowledge and willingness to share it make him a true asset to the mortgage industry. We greatly appreciate his insights.” – Jaelynne Vik

“Jared isn’t just an expert in VA loans. I can tell he’s also passionate about the people who use them. He’s able to tie the basic knowledge with advanced strategies designed to capitalize on today’s market. Plus, an overall positive guy who’s always smiling. LOL. It’s important to surround yourself with people who give out that type of energy. Highly recommend asking him about his VA Loan Master Class seminar.” – MyRealtorElvin

“Jared is super knowledgeable in the mortgage industry and has helped me in my business immensely!” – Steven Rigo

The Bigger Picture

Beyond lending, Jared founded Rise Up Radio, highlighting San Diego’s servant leaders, nonprofit founders and community builders making a real impact. He has trained more professionals in the area than currently work under him, and roughly 60 team members now operate within his broader umbrella.

“It’s my business,” he says, “but it’s my team’s business. I’m only as good as they are.”

He also continues to develop real estate in San Diego, including more than 22 ground-up construction units, keeping one foot firmly planted in the investment world he advises on daily.

And at the center of it all is the same belief formed years ago on an Indiana farm: A home isn’t just a loan. It’s security. It’s strategy. It’s opportunity. And when done right, it becomes the foundation families stand on for generations. ▀

“

No one smiles more in this industry than I do. Every day is a gift.

Happiness is a choice.”



Jared & his business partner, Brent Clifford

CONTACT US!

For more information, contact Jared directly at 619-993-6065.

SHIRIN

Alipanah

BY BETH MCCABE
PHOTOS BY
ELIZABETH IRELAND
PHOTOGRAPHY



PREMIER PROPERTY PARTNERS LPT REALTY

Don't be scared of AI. "AI is here to help us," says REALTOR® Shirin Alipanah. "AI is to enable us to do better and do more." Work smarter, not harder.

What about replacing humans? "AI is not replacing real estate agents, but AI will replace those who refuse to use AI," cautions Shirin. She would know. She's spent her career at the intersection of technology and business.

"I've been in tech my whole life," she shares. Before becoming one of San Diego's top-producing REALTORS®, Shirin built her career leading teams at Meta (formally known as Facebook) and navigating the intersection of technology and business as an AI and digital transformation executive. That background gives her a perspective most agents simply don't have. "AI has been available a long time and is now accessible for everyone."

And Shirin is proof that embracing technology pays off. Ranked in the top 10 percent in San Diego by the North San Diego County Association of REALTORS® through their 2025 R.E.A.L. Awards, she has also been nationally recognized as a Top Buyer Education REALTOR®, Top

Neighborhood Marketing REALTOR®, and Top Producing REALTOR® in the 92127 zip code by LPT Realty. Most recently, the San Diego Business Journal named her a 2026 Woman of Influence in Real Estate.

"Everyone goes for the data," she points out. But perhaps a better question should be asked, "How do you use it?" After all, not everyone is a data scientist.

At Premier Property Partners, her team at LPT Realty, Shirin is helping agents streamline their processes and leverage technology the way she learned to in Silicon Valley. She encourages other agents to do the same. LPT Realty itself has leaned heavily into this vision, acquiring AI-powered platforms and

earning a #2 ranking on the Deloitte Technology Fast 500, the highest any real estate company has ever achieved.

"Ultimately, real estate is a relationship business," she says. "Unless someone trusts you, they're not going to do business with you. That's not going to go away, no matter how advanced technology becomes."

AI, in her world, isn't the star of the show. It's the assistant behind the scenes, handling repetitive tasks so agents can focus on what truly matters: people.

"Think of it as your executive assistant," she explains. Sure, AI can automate and organize, but the human element of observation and intuition is still ours.

Not A Shortcut

One of the biggest misconceptions Shirin sees? That AI is a shortcut. It's not.

"People think they can just ask AI to write a property description and it will be perfect," she says. "That's not how it works."

Instead, she emphasizes the importance of prompt engineering, the ability to guide AI with the right inputs.

"You have to feed it the right data," she explains. "MLS information, property details, tax data, everything. If the input is wrong, the output will be wrong."

AI, she notes, is only as good as the information it's given. And it still has limitations. "It's not 100 percent perfect," she adds. "That's why you need the human layer."

The Two Principles of Success

For Shirin, success in real estate comes down to two essential principles.

- First: mindset. "You have to have the heart for this business," she says. "People think they can come in and make a lot of money quickly, but that hasn't been the case. You need care, passion, and the ability to guide people through challenges."
- Second: technology. "AI isn't something that just works for you automatically," she explains. "You have to understand how to use it."

When those two elements come together, that's where the magic happens. "It allows agents to do things faster, better, and in ways they haven't done before," she says. "Not just for their clients, but for their own business."

Building the Team of the Future

Shirin isn't just applying these principles to her own business. She's building a team around them.

At Premier Property Partners, she's actively growing a group of agents who get access to what most teams can't offer: a tech infrastructure built by someone who actually comes from the tech world. That means AI-



powered tools for lead generation and client communication, streamlined systems for marketing and operations, and hands-on training from a leader who has implemented these solutions at scale.

“I don’t just want agents on my team,” she says. “I want to build agents up. Give them the tools, the technology, and the confidence to compete at the highest level.”

For newer agents, that means mentorship, structure, and a learning curve that doesn’t have to be as steep. For experienced agents, it means finally having the tech support they’ve been missing, without having to figure it all out on their own.

“The agents who join us don’t just get a team, they get a system,” she explains. “They get the same tools and strategy that earned me four national awards and a top 10 percent ranking. I’m not keeping that to myself. That’s the whole point.”

A New Era of Marketing

Beyond operations, Shirin sees AI revolutionizing marketing in real estate and her track record backs it up. Her nationally recognized neighborhood marketing approach uses data to tell the story of a community, not just a listing.

“Generic marketing doesn’t work anymore,” she says.

With access to thousands of data points, from online behavior to social media activity, agents now have the ability to truly understand their audience.

“Who are we trying to reach? Where are they? What are they looking for?” she asks. “If we’re smart about that, we save time, we save money, and we actually connect with the right people.”

In a world where attention spans are shrinking, often to just a few seconds, that precision matters more than ever.

“Smart outreach and smart marketing, that’s where AI really shines,” she adds.

More Than a Transaction

Despite her deep love for technology, what drives Shirin most isn’t data. It’s people. Her roots in San Diego County run deep. She serves on the Escondido YMCA Board and the Palomar College Foundation, and she’s deeply invested in the communities where she lives and works.

“I love creating new things. Technology excites me,” she says. “But I also love people. Every interaction fills my cup.” That balance of innovation paired with connection defines her approach.

“When I see the faces of the people I help, their smiles, and hear what they say, that’s more satisfying than anything,” she shares. There is no substitute for genuinely connecting with others.

When clients come to her, they’re often overwhelmed, uncertain, and searching for clarity.

“One of my biggest roles is to give them the right information and help them understand what’s happening,” she says. “To put them at ease.”

Whether they’re navigating a major life transition or simply trying to make the right financial decision, Shirin positions herself as both advisor and advocate. “If I see something that’s not in the right direction, I guide them,” she says. “I help them make the best decision.”

She’s equally passionate about supporting other agents, especially those who feel overwhelmed by the rapid pace of change.

“My goal is to help agents move forward,” she says. “Whether they’re new and need training and tools, or experienced and just need support with technology.”

For those unsure where to begin, her message is simple: “Change is scary for everyone, especially in real estate,” she says. “But if you don’t adapt, you will be replaced by those who do.”

And for anyone feeling stuck? “I’m here to help.”




@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



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

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



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



SCAN ME



Lindsay

Dunlap

The Dunlap Team at
Compass Real Estate

"I was named the 2025 *San Diego Real Producers* Female Leader of the year. I didn't expect it, but I'm so grateful for the recognition. To have my peers vote for me as a leader among us was really special. I've won a lot of awards for production, but this means so much to me. I try to be a leader in my business, in my office, and for my team. I work to be a leader in the community. And I try to show my daughters what it means to be a female leader. I work hard to lead with grace. Success is not measured by stats alone. It's about how much you give back, and for me, I give back through leading us all to be better," said Lindsay Dunlap, the founder of The Dunlap Team at Compass Real Estate.

In a business defined by speed, competition, and high stakes, Lindsay Dunlap stands apart – not just for her remarkable track record, but for the way she leads with unmistakable grace. Her success is not simply rooted in market dominance, but in the trust she cultivates with everyone around her, the team she uplifts, and the clients she guides with clarity and care. Lindsay has built a reputation as a steady, sophisticated force in real estate. With her dedication to the craft and her clients, Lindsay elevates every aspect of the business, setting a tone of professionalism and integrity that others strive to follow.

Lindsay leads a powerhouse all-female team that continues to raise the bar in

the business under her guidance and competitive spirit. In 2025, her team achieved an impressive \$115 million in residential real estate sales, but more importantly, they also carved out the time to give back to their clients and community in so many tangible ways.

As a rare San Diego native and a current Poway resident, Lindsay is deeply ingrained in the community. She met her husband, Ashley, in fifth grade. By high school, the pair was inseparable. Years later, Lindsay and Ashley feel incredibly blessed to be raising their daughters in the same community that shaped them.

Following high school, Lindsay attended California State University, San Marcos, and earned a degree in psychology. She then began her career in the mortgage

“
**My success
was never
given to me.
It's a direct
result of my
work ethic.”**

industry, working as a loan processor and originator. After four years on that side of the business, Lindsay knew that wasn't the right fit for her. As she considered her next steps, Lindsay was recruited to a top-producing real estate team in Mission Hills. She entered the industry just before the real estate crash of 2008. Despite the intensely challenging years, the team thrived, and Lindsay gained extensive experience handling foreclosures and managing a heavy workload, forging a strong foundation for her career. She earned her real estate license in 2009 and began building a business of her own.

"After several years of working with that team, I knew I was ready for more," Lindsay said. "I decided I wanted to really stick with real estate and give it my best. I saw what people were doing in the Del Mar area, and I wanted to take a chance on myself. I figured if someone else could sell luxury coastal homes, why not me?" She founded The Dunlap Team in 2015 and got to work.

"My success was never given to me. It's a direct result of my work ethic," she said. "I've been a worker bee my whole life. I worked three jobs in high school to help support my family; my work ethic comes from my parents, and that's always been part of my personality."

She invested heavily in her marketing, developing a brand to be proud of. Lindsay has a strong online presence, but the majority of her clients are

**Leading
with Grace,
Setting the
Standard**

BY KATE SHELTON



“I’ve been able to get here by being a leader in the business. I am kind to my fellow agents. I’m supportive and collaborative. I treat my clients and colleagues like family.”

referral-based. “I’ve been able to get here by being a leader in the business,” she detailed. “I am kind to my fellow agents. I’m supportive and collaborative. I treat my clients and colleagues like family.”

In 2018, Lindsay was tapped to be a founding agent of Compass Real Estate. “I decided to take a chance on Compass,” she said. “Compass is everything I didn’t know I needed. The collaboration and support are incredible. For the first time in my career, I felt like I had what I needed to be successful and have balance with my family. It was the best business decision I could have made.”

The Dunlap Team has now grown beyond Lindsay’s wildest dreams. The team is a highly collaborative, all-female group, built on a shared commitment to excellence, client service, and deep market expertise. The team includes standout associates, Shannon Boudreau, Annette Schultz, and Jen Reynolds. Casey Roberts serves the group as their Operations Manager, ensuring the business runs smoothly. With a strong foundation of collaboration and professionalism, the team functions not just as a group of agents but as a cohesive force dedicated to delivering exceptional concierge service across the county’s competitive market.

“Our team is just amazing,” Lindsay said. “They’re all hardworking and ambitious. They have similar goals in mind. Our team is all really passionate about helping others and bettering our community. At the end of the day, that’s what matters.”



CONTACT US!

Connect with Lindsay and learn more about her team at thedunlapteam.com.

The Dunlap Team has built its reputation in San Diego’s coastal luxury market, while never losing sight of what truly matters most – people. From closing a record-setting \$21.5 million sale to helping a client secure a \$280,000 home during a difficult financial transition, the team approaches every transaction with the same level of care and commitment. “I always focus on the people I work for, not price points. I work all over the county, and I rarely say no to anyone, no matter what they’re going through,” she said.

Giving back is a consistent and intentional part of Lindsay’s life, both within real estate and beyond. Lindsay has helped organize and plan a Night to Shine – a nationwide prom experience

for individuals with special needs – since 2018. Within the industry, she has served for three years as a director with the San Diego Association of REALTORS®, and continues her leadership on the executive committee for Professional Standards, where she reviews ethics cases, work that keeps her sharp and deeply engaged in the integrity of the profession. She is also actively involved in the Young Professionals Network, fostering connection and collaboration across the real estate community. In addition, Lindsay co-hosts the Coastal Real Estate Caravan every week alongside Monica Nash and Annette Schultz, creating a space for agents to pitch listings, share insights, and strengthen the industry. The Dunlap Team is also a sponsor of the iconic Del Mar Racing track.

Outside of work, Lindsay can be found spending time with her husband and their daughters – Brooklyn (15) and Ashlyn (17). They’re a tight-knit family, and Lindsay is so proud of the women her children are becoming.

In real estate, pace, pressure, and production are often the defining hallmarks of a successful career. In a rare show of originality, Lindsay has built her legacy on something far more enduring: leading with grace. Her success is evident in the way she leads both her team and the industry as a whole to do more for clients. By doing so, Lindsay isn’t just closing impressive deals; she’s setting a new standard for what thoughtful, elevated real estate can do for people. ▀



Three Locations.

ONE COMMITMENT TO EXCELLENCE

Clairemont Service Center
4340 Genesee Ave Suite 203
San Diego, Ca 92117

El Cajon Service Center
1150 Broadway Suite 100
El Cajon, Ca 92021

Chula Vista Service Center
880 Canarios Ct Suite 100
Chula Vista, Ca 91910



Exclusive Benefits Built Into Every Plan!

Our home warranties include fabulous member benefits starting on Day 1 of coverage — up to 40% off new brand-name appliances, savings on air filters, refrigerator filters, home improvement services, and more.

Let's connect.



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_AWOOD_LWOOD_MRP_6_25

Passionate

in people's solutions even before the need arises.

Great Rate:
NMLS#1885084
DRE#02101007

Matthew Moreno
NMLS#1413213



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

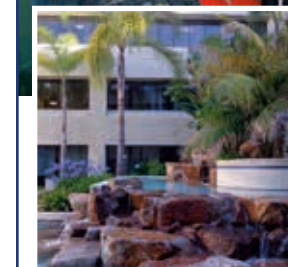
The fastest growing short term rental management company in San Diego

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



TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
1	Jason	Barry	5	\$26,175,000	16	\$60,635,100	21	\$86,810,100
2	Greg	Noonan	4	\$16,125,000	15	\$61,392,485	19	\$77,517,485
3	Mike	Cady	18	\$28,913,950	18	\$39,390,750	36	\$68,304,700
4	Tim	Van Damm	12	\$36,470,000	8	\$26,000,000	20	\$62,470,000
5	Robert	Brown	3	\$25,554,150	5	\$32,294,150	8	\$57,848,300
6	Alan	Shafra	13	\$17,502,500	16	\$27,119,500	29	\$44,622,000
7	Emma	Lefkowitz	15	\$16,389,045	18	\$21,339,995	33	\$37,729,040
8	Rande	Turner	4	\$20,785,000	2	\$15,450,000	6	\$36,235,000
9	Maxine	Gellens	7	\$8,485,450	11	\$26,796,746	18	\$35,282,196
10	Chad	Dannecker	22	\$24,481,888	9	\$10,398,400	31	\$34,880,288
11	Eric	Iantorno	2	\$8,790,000	5	\$26,050,000	7	\$34,840,000
12	Greg	Gorsuch			3	\$33,439,000	3	\$33,439,000
13	Cristi	Chaquica	3	\$16,465,000	3	\$15,208,950	6	\$31,673,950
14	Erik	Anderson	1	\$31,600,000			1	\$31,600,000
15	Sanjay	Solomon	3	\$7,123,000	4	\$22,850,000	7	\$29,973,000
16	Adam	Loew	6	\$19,017,950	4	\$10,625,888	10	\$29,643,838
17	Melissa	Goldstein Tucci	12	\$17,741,500	12	\$11,446,300	24	\$29,187,800
18	Patti	McKelvey	8	\$8,412,250	20	\$19,900,350	28	\$28,312,600
19	Brett	Combs	3	\$3,760,500	4	\$23,739,300	7	\$27,499,800
20	George	Fillippis	2	\$3,925,000	16	\$23,281,000	18	\$27,206,000
21	Philip	Buckley	2	\$4,580,000	4	\$21,850,000	6	\$26,430,000
22	Gregg	Whitney	7	\$20,834,781	3	\$5,131,405	10	\$25,966,186
23	Austin	Huffman	3	\$9,760,000	8	\$15,685,000	11	\$25,445,000
24	Andrew	Appleby	3	\$15,400,000	3	\$9,800,000	6	\$25,200,000
25	Lindsay	Himmel	1	\$7,200,000	8	\$17,575,000	9	\$24,775,000
26	Mark	Schultz	9	\$9,226,702	16	\$15,538,001	25	\$24,764,703
27	Ilana	Huff	8	\$9,466,500	10	\$14,877,000	18	\$24,343,500
28	Romina	Nassif	2	\$15,650,000	3	\$8,660,000	5	\$24,310,000
29	K. Ann	Brizolis	3	\$11,975,000	3	\$11,775,000	6	\$23,750,000
30	Derek	Kaptanoglu	1	\$11,687,000	1	\$11,687,000	2	\$23,374,000
31	Jim	Bottrell			30	\$23,259,999	30	\$23,259,999
32	Kelli	Miller	9	\$17,775,000	3	\$5,120,000	12	\$22,895,000
33	Nicolas	Jonville			17	\$22,886,128	17	\$22,886,128
34	Scott	Ryan	5	\$10,866,000	4	\$11,913,000	9	\$22,779,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
35	Nadia	Colucci	6	\$10,097,928	7	\$12,571,000	13	\$22,668,928
36	Gregg	Phillipson	3	\$2,770,000	18	\$19,795,475	21	\$22,565,475
37	Ray	Shay	2	\$3,406,300	11	\$18,914,052	13	\$22,320,352
38	Sean	Zanganeh	5	\$13,017,500	6	\$8,939,500	11	\$21,957,000
39	Janice	Clements	4	\$15,912,000	2	\$5,720,000	6	\$21,632,000
40	Julie	Feld	2	\$9,473,000	3	\$12,098,000	5	\$21,571,000
41	Lori	Barnett	3	\$10,563,000	4	\$10,813,000	7	\$21,376,000
42	Dane	Soderberg	3	\$10,675,000	4	\$10,700,000	7	\$21,375,000
43	Tyson	Lund	4	\$4,598,000	10	\$16,643,125	14	\$21,241,125
44	Katie	Nelson	4	\$13,375,000	2	\$7,175,000	6	\$20,550,000
45	Felicia	Bell	4	\$18,375,000	1	\$1,925,000	5	\$20,300,000
46	Tracie	Kersten	3	\$15,550,000	2	\$4,723,000	5	\$20,273,000
47	Jenna	Hoyas	9	\$20,183,990			9	\$20,183,990
48	Twana	Rasoul	12	\$18,071,000	2	\$2,064,000	14	\$20,135,000
49	Talechia	Plumlee-Baker	5	\$8,662,500	5	\$10,967,500	10	\$19,630,000
50	Darren	Schneider	5	\$11,312,000	6	\$8,286,000	11	\$19,598,000

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.


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 #1080580



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



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

**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 Brayton (Owner) direct for Vacation Rental Management
916-207-8117

TUMOSTAYS

Connect with Us!
www.tumostays.com

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

BBB A+ RATING | EXCEPTIONAL | Forbes AWARDED SAN DIEGO BEST MOVING COMPANY

SCAN HERE

(858) 790-8394

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

**RENOVATE
San Diego**

**YOUR TRUSTED LOCAL
INVESTOR PARTNER**
(619) 603-0915
@RENOVATESANDIEGOLLC

First American Title™

**Please Welcome
Billy Egan & Marc Angstead**

We are thrilled to join First American Title as Team Central San Diego. Our focus is on making your job easier and your transactions smoother through hands-on service and best-in-class technology, data, and resources.

Contact us today to experience the difference working with an industry leader can make.

TEAM CENTRAL SAN DIEGO
Billy Egan 619.861.4655
Marc Angstead 858.877.1250
TeamCentralSD@firstam.com
TeamCentralSanDiego.com

©2025 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAF

TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
51	Rachael	Kaiser	5	\$10,750,000	2	\$8,579,000	7	\$19,329,000
52	Tyler	Sinks	1	\$9,600,000	1	\$9,600,000	2	\$19,200,000
53	Shawn	Rodger	1	\$9,150,000	1	\$9,750,000	2	\$18,900,000
54	Lyle	Caddell	8	\$7,198,550	11	\$11,566,050	19	\$18,764,600
55	Conor	Brennan	2	\$18,585,000			2	\$18,585,000
56	Krista	Sozinho	4	\$18,490,000			4	\$18,490,000
57	Neda	Nourani	3	\$6,568,000	6	\$11,807,000	9	\$18,375,000
58	Shawn	Bengtson			7	\$18,178,000	7	\$18,178,000
59	Mike	Aon	5	\$6,300,000	13	\$11,486,000	18	\$17,786,000
60	Steven	Cairncross	3	\$6,957,500	5	\$10,760,000	8	\$17,717,500
61	Denny	Oh	5	\$5,284,300	6	\$12,253,300	11	\$17,537,600
62	Patrick	Mercer	1	\$1,700,000	10	\$15,827,233	11	\$17,527,233
63	Tamara	Kapa	5	\$8,206,722	5	\$9,051,222	10	\$17,257,944
64	Adam	Wolf	11	\$15,892,000	2	\$1,335,000	13	\$17,227,000
65	Michel	Goldstein	3	\$7,925,000	2	\$9,210,000	5	\$17,135,000
66	Tracey	Ross	5	\$9,397,000	5	\$7,627,000	10	\$17,024,000
67	Tanya	Brooking	3	\$8,470,000	3	\$8,365,000	6	\$16,835,000
68	Ramon	Maldonado	11	\$12,807,000	1	\$4,000,000	12	\$16,807,000
69	Gregg	Neuman	6	\$6,688,000	12	\$9,967,050	18	\$16,655,050
70	Kristyna	Lukacova	12	\$16,643,233			12	\$16,643,233
71	Jennifer	Anderson	4	\$10,040,000	4	\$6,561,750	8	\$16,601,750
72	Kyle	Murphy	4	\$11,824,000	3	\$4,700,000	7	\$16,524,000
73	Ever	Eternity			11	\$16,328,500	11	\$16,328,500
74	Anthony	Guerrieri	1	\$6,900,000	2	\$9,250,000	3	\$16,150,000
75	Bianca	Diaz	2	\$6,001,296	4	\$10,140,500	6	\$16,141,796
76	Melvina	Selfani	6	\$6,887,000	7	\$9,214,900	13	\$16,101,900
77	Susana	Corrigan	3	\$7,560,000	3	\$8,520,000	6	\$16,080,000
78	Min	Sun	6	\$8,026,500	7	\$7,977,000	13	\$16,003,500
79	Mark	Marquez	4	\$6,416,000	5	\$9,031,500	9	\$15,447,500
80	Ryan	Stafford	5	\$8,592,500	1	\$6,800,000	6	\$15,392,500
81	DeeDee	Kirsch	1	\$11,150,000	1	\$4,200,000	2	\$15,350,000
82	Lanz	Correia	7	\$9,332,950	2	\$6,000,000	9	\$15,332,950
83	Billie	Bourgeois	7	\$7,366,195	8	\$7,922,795	15	\$15,288,990
84	Brandon	White	4	\$15,155,000			4	\$15,155,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
85	Jordan	Beal	4	\$9,089,000	2	\$6,015,000	6	\$15,104,000
86	Keith	York	3	\$7,020,000	3	\$7,650,000	6	\$14,670,000
87	Jenn	Blake	5	\$10,177,125	3	\$4,485,000	8	\$14,662,125
88	Lori	Sutherland			3	\$14,630,000	3	\$14,630,000
89	Cheree	Bray	9	\$11,337,280	2	\$3,195,000	11	\$14,532,280
90	David	Butler	1	\$3,600,000	4	\$10,845,000	5	\$14,445,000
91	Michi	Suzuki	4	\$3,630,000	4	\$10,760,000	8	\$14,390,000
92	James	Nelson	2	\$2,150,000	5	\$12,215,000	7	\$14,365,000
93	Memo	Cardona	6	\$13,672,000	1	\$649,900	7	\$14,321,900
94	Bryan	Devore	1	\$2,500,000	9	\$11,808,333	10	\$14,308,333
95	David	Thayer	5	\$7,638,000	6	\$6,568,800	11	\$14,206,800
96	Dino	Morabito	1	\$1,200,000	2	\$13,000,000	3	\$14,200,000
97	Scott	Union	1	\$1,049,000	3	\$13,150,000	4	\$14,199,000
98	Carlos	Gutierrez	3	\$6,545,000	4	\$7,505,000	7	\$14,050,000
99	Steven	Lincoln	1	\$5,000	9	\$13,949,000	10	\$13,954,000
100	Farryl	Moore			5	\$13,810,000	5	\$13,810,000

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.



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





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



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

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**



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.



TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
101	Raquel	Abrams	6	\$13,809,000			6	\$13,809,000
102	Eric	Chodorow	3	\$4,063,000	5	\$9,713,000	8	\$13,776,000
103	Allen	Jackel	4	\$10,390,000	1	\$3,350,000	5	\$13,740,000
104	Jeff	Rosa	5	\$4,461,000	9	\$9,121,500	14	\$13,582,500
105	Bern	McGovern	6	\$9,750,000	2	\$3,825,000	8	\$13,575,000
106	Malcolm	Sax	1	\$3,500	3	\$13,536,500	4	\$13,540,000
107	Isaac	Wright	6	\$2,803,650	3	\$10,652,500	9	\$13,456,150
108	Stanley	Krimerman	5	\$7,923,500	3	\$5,525,000	8	\$13,448,500
109	Samantha	O'Brien	7	\$8,885,500	2	\$4,460,000	9	\$13,345,500
110	Hillary	Biscay	4	\$11,590,000	1	\$1,755,000	5	\$13,345,000
111	Elizabeth	Reed	1	\$1,699,000	4	\$11,584,000	5	\$13,283,000
112	Chris	Martin	1	\$4,500,000	2	\$8,700,000	3	\$13,200,000
113	Salvatore	DeMaria	3	\$4,876,750	5	\$8,300,450	8	\$13,177,200
114	Don	Fontana	1	\$940,380	13	\$12,235,776	14	\$13,176,156
115	Keaton	English	1	\$680,000	11	\$12,481,400	12	\$13,161,400
116	Jonathon	Shea	4	\$8,129,500	3	\$5,025,000	7	\$13,154,500
117	Caitlin	Petrush			5	\$13,139,000	5	\$13,139,000
118	Eric	Comer	2	\$6,550,000	2	\$6,550,000	4	\$13,100,000
119	Tyler	Dabovich	6	\$8,186,500	3	\$4,885,000	9	\$13,071,500
120	Ernest	Hahn II	3	\$8,700,000	1	\$4,350,000	4	\$13,050,000
121	Nicole	Mascola			14	\$13,041,751	14	\$13,041,751
122	Debe	McInnis	3	\$8,885,000	1	\$4,135,000	4	\$13,020,000
123	Benn	Vogelsang	1	\$2,200,000	3	\$10,735,000	4	\$12,935,000
124	Brett	Dickinson			3	\$12,925,000	3	\$12,925,000
125	Taylor	Knutzen	1	\$7,500,000	1	\$5,350,000	2	\$12,850,000
126	Brittany	Hahn Games	3	\$6,373,400	4	\$6,471,400	7	\$12,844,800
127	Malena	Suarez	3	\$7,135,000	3	\$5,664,000	6	\$12,799,000
128	Liv	Arant	10	\$12,776,500			10	\$12,776,500
129	Charlotte	Rudowicz	2	\$6,050,000	3	\$6,690,000	5	\$12,740,000
130	Vincent	Crudo	1	\$7,175,000	1	\$5,500,000	2	\$12,675,000
131	Kevin	Silberman	1	\$1,470,000	5	\$11,194,500	6	\$12,664,500
132	Carol	Mundell	5	\$5,970,000	6	\$6,680,500	11	\$12,650,500
133	Chase	Cromwell	4	\$3,780,000	10	\$8,860,000	14	\$12,640,000
134	Valerie	Zatt	2	\$8,650,000	2	\$3,974,500	4	\$12,624,500

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
135	David	Andrews	1	\$12,600,000			1	\$12,600,000
136	Jack	Archie	1	\$5,050,000	2	\$7,546,500	3	\$12,596,500
137	Jason	Daniels	2	\$2,480,000	7	\$10,070,000	9	\$12,550,000
138	Taylor	Robertson			7	\$12,453,077	7	\$12,453,077
139	Brian	Danney	3	\$6,375,000	3	\$6,075,000	6	\$12,450,000
140	Aaron	Bove	3	\$6,215,000	3	\$6,215,000	6	\$12,430,000
141	Daniel	Sipher	7	\$6,886,000	5	\$5,420,000	12	\$12,306,000
142	Travis	McClain	2	\$2,192,405	5	\$10,102,405	7	\$12,294,810
143	Rob	Aumann	3	\$10,502,500	1	\$1,749,000	4	\$12,251,500
144	Patty	Cohen	2	\$10,494,350	1	\$1,725,000	3	\$12,219,350
145	Linda	Sansone	2	\$8,615,000	1	\$3,500,000	3	\$12,115,000
146	Delorine	Jackson	1	\$6,050,000	1	\$6,050,000	2	\$12,100,000
147	Jorge	Ahuage	1	\$5,000,000	3	\$7,055,000	4	\$12,055,000
148	Brendan	Flynn	3	\$10,880,000	1	\$1,175,000	4	\$12,055,000
149	Mary	Frolander			5	\$11,997,000	5	\$11,997,000
150	Chase	Penrose	4	\$7,849,900	1	\$4,100,000	5	\$11,949,900

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.

THE MORTGAGE GEEK

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.



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.jessetenenbaum.com
NMLS 291922

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 x 619.333.6742 x EVOLUTIONROOM.CO

EARLY RSVP HERE



SCAN HERE



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

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

SUMMER MOVES FAST. YOUR SIGNINGS SHOULD TOO.

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




SIGNDOCS TODAY

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

TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
151	Logan	Henry	4	\$3,764,000	7	\$8,140,000	11	\$11,904,000
152	Betty	Toroyan	1	\$2,050,000	2	\$9,850,000	3	\$11,900,000
153	Robert	Colello	4	\$7,206,000	3	\$4,685,000	7	\$11,891,000
154	Claudette	Berwin	1	\$2,437,888	3	\$9,402,888	4	\$11,840,776
155	Gina	Vreeburg	3	\$3,585,000	3	\$8,235,000	6	\$11,820,000
156	Michelle	Lozano	3	\$8,184,000	2	\$3,634,000	5	\$11,818,000
157	Bob	Kelly	2	\$2,599,000	7	\$9,174,000	9	\$11,773,000
158	Jana	Greene	1	\$1,845,000	4	\$9,862,500	5	\$11,707,500
159	Oleksandra	Galanis	8	\$10,488,000	1	\$1,215,000	9	\$11,703,000
160	Jim	McInerney	3	\$11,665,000			3	\$11,665,000
161	Stephanie	Cowan	5	\$5,864,850	5	\$5,748,750	10	\$11,613,600
162	Sandra	Zambito	4	\$4,115,000	6	\$7,491,000	10	\$11,606,000
163	Orva	Harwood	1	\$4,719,000	2	\$6,840,000	3	\$11,559,000
164	Greg	Cummings	1	\$925,000	5	\$10,608,000	6	\$11,533,000
165	Lindsay	Herrell	3	\$4,310,000	5	\$7,139,000	8	\$11,449,000
166	Drew	Nelson			4	\$11,372,000	4	\$11,372,000
167	Angel	Flores	8	\$5,590,000	8	\$5,758,000	16	\$11,348,000
168	Ryan	McGovern	3	\$11,325,000			3	\$11,325,000
169	Morgan	Baiton	3	\$6,394,000	4	\$4,891,000	7	\$11,285,000
170	Agata	Carpenter	2	\$3,051,000	5	\$8,230,000	7	\$11,281,000
171	Sharon	Robinson	3	\$3,833,747	8	\$7,443,797	11	\$11,277,544
172	Jesse	Ibanez	6	\$5,385,728	6	\$5,880,000	12	\$11,265,728
173	Roseanne	Martin	4	\$5,639,000	3	\$5,615,500	7	\$11,254,500
174	Brant	Westfall	4	\$10,492,500	1	\$727,500	5	\$11,220,000
175	Frances	Mouser	1	\$1,375,000	10	\$9,773,500	11	\$11,148,500
176	Conor	Noonan	3	\$11,084,080			3	\$11,084,080
177	Zepe	Ybarra	1	\$3,700,000	3	\$7,345,000	4	\$11,045,000
178	Marc	Lotzof	2	\$5,764,300	3	\$5,123,000	5	\$10,887,300
179	Markee	Lashley	5	\$7,361,000	3	\$3,516,000	8	\$10,877,000
180	Lisa	Stennes	4	\$9,000,000	1	\$1,815,000	5	\$10,815,000
181	Kate	Gillingham Milke	1	\$5,400,000	1	\$5,400,000	2	\$10,800,000
182	Alex	Trubnikov	2	\$7,800,000	1	\$3,000,000	3	\$10,800,000
183	Tammy	Ezzet	2	\$1,873,000	4	\$8,907,000	6	\$10,780,000
184	Madeline	Foley	7	\$6,789,300	5	\$3,981,300	12	\$10,770,600

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
185	Michael	Reardon	6	\$9,125,000	1	\$1,625,000	7	\$10,750,000
186	Steve	Ploetz			6	\$10,699,000	6	\$10,699,000
187	Dalia	Hirmez	5	\$4,747,950	7	\$5,935,450	12	\$10,683,400
188	Jon	Erro	5	\$7,675,000	4	\$2,966,000	9	\$10,641,000
189	Sean	Caddell	1	\$4,000,000	4	\$6,624,750	5	\$10,624,750
190	Daniel	Aguilar	6	\$7,630,000	2	\$2,957,000	8	\$10,587,000
191	Emily	Behrmann	10	\$10,552,053	7	\$22,053	17	\$10,574,106
192	Seth	Chalnick	3	\$6,237,000	2	\$4,295,350	5	\$10,532,350
193	Kevin	Hall	5	\$4,166,000	3	\$6,297,000	8	\$10,463,000
194	Katie	Herrick	3	\$2,374,900	3	\$8,065,000	6	\$10,439,900
195	Jon	Granston	4	\$9,174,800	3	\$1,238,800	7	\$10,413,600
196	J.C.	Agajanian	5	\$8,973,000	1	\$1,405,000	6	\$10,378,000
197	Cideer	Saco	4	\$4,337,000	9	\$6,026,500	13	\$10,363,500
198	Brian	Yaw	1	\$2,275,000	5	\$8,032,532	6	\$10,307,532
199	Cindy	Mort			1	\$10,300,000	1	\$10,300,000
200	Cathleen	Shera	1	\$10,300,000			1	\$10,300,000

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.

naf newamerican FUNDING

Turn your buyer into a cash buyer.

In a market where cash wins, The Hoffman Team gives your buyers the strongest offer on the table — without them having to sell first.

We purchase the home in cash on your buyer's behalf, so their offer competes — and wins — against actual cash buyers. They move in. We close the loan in the background. You close the deal.

It's the kind of structural advantage that most agents don't know their lender can offer. That's why top San Diego agents — and the originators Dylan coaches across the country — work with The Hoffman Team.

LendWithDylan.com Dylan Hoffman | Branch Manager, NMLS# 404652
C: 312-505-6164 | O: 619-329-9194

NAF Funding Services, LLC (NAF) is a real estate company that is an indirect company of New American Funding, LLC. All products and services provided by NAF are subject to applicable laws and regulations. NAF does not discriminate in housing. All products and services are provided on an equal opportunity basis. This is not a loan commitment or guarantee of any kind. Terms and conditions apply. Subject to applicable laws and regulations, NAF may require additional information to complete the loan process. © 2024 New American Funding, LLC. All rights reserved. NAF is not a lender. NAF is a real estate company. For more information, please visit our website at www.newamericanfunding.com. Please call or visit our website for more information.

How to set up your kids for financial success

One of the best ways to set up for your kids for financial success is to teach them about financial education early on.

- Foster their entrepreneurial spirit. Whether it's a lemonade stand, walking the neighbors' pets or any other ideas your kids have, work with them on building a business plan and helping them set goals.
- Teach them about the ideal ways to use their money: save, invest, gift/donate and spend.
- Charge your young adult kids rent while they're living at home and as soon as they start working. Save or invest that money for their future (i.e. down payment on a home).



Want customized strategies to set your kids up for financial success? We can show you how to do it. Scan to book a call with us today.



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>

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

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

WeRevive.

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

5 ★★★★★ REVIEWS



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