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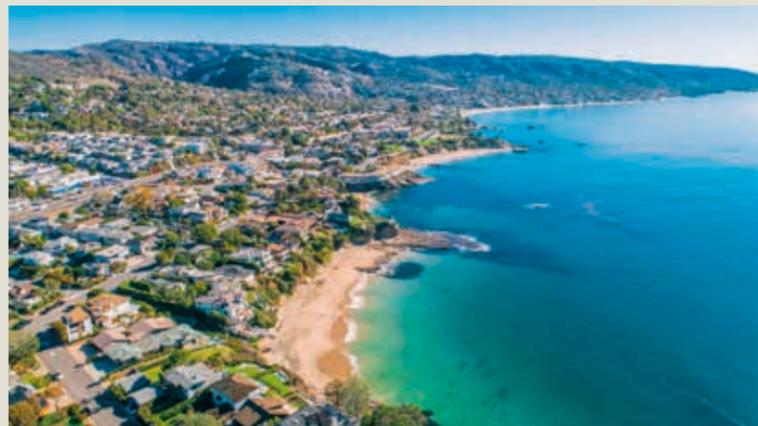
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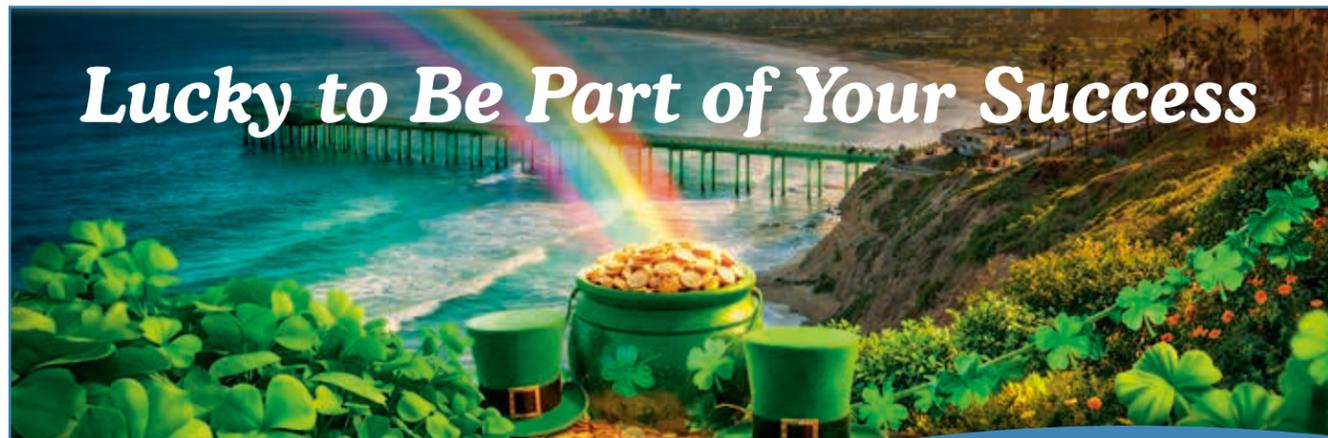
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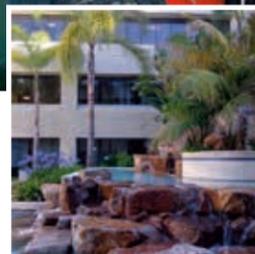
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Sarah Meester



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Professionalism with a Personal Touch

BY BETH MCCABE
PHOTOS BY ELIZABETH
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When it comes to home repairs, remodels, and maintenance, real estate professionals in San Diego don't just need a handyman. They need a partner. Enter TruBlue Home Service Ally, the local franchise co-owned by Elizabeth and Tom Meissner, where high-quality home service meets professionalism with a personal touch.

"We solve problems that people don't have time to solve," Tom says. Things that seem impossible or difficult with a listing? "We get to solve those

problems every single day." Whether it's damaged drywall, a flooded home, a backed-up toilet, or a bathroom that needs a makeover, TruBlue can get it done.

For Elizabeth and Tom, TruBlue is a passion that fuels this dynamic duo. "Tom was tired of corporate life," Elizabeth shares. "I was in a transition, figuring out what I wanted to do. We decided to look for something we could own and grow together. We found TruBlue, and we thought, 'Let's try it.'" They have been helping others ever since.

More Than a Handyman
Unlike the stereotypical handyman who might disappear when problems arise, TruBlue is designed differently. It's the best of both worlds, combining a licensed, insured, and background-checked team with the professionalism of a white-collar corporate approach. "Most handymen are not licensed," Elizabeth points out. "We are. That adds a layer of comfort and credibility, especially since REALTORS® are putting their reputation on the line."

Tom, a former IT software engineer, finds surprising parallels

between coding and construction. "Developing software and fixing homes? It's similar. Both involve problem-solving, creation, and repair. And here, the results are immediate. We solve problems five to seven times a day. You don't have to wait months or years to see the impact." TruBlue has become a trusted go-to resource for countless agents in San Diego and beyond.

They also like designing homes to help seniors age in place, which also drew them to the TruBlue franchise. "TruBlue has a focus of trying to help seniors age safely in their own homes," says Tom. Making modifications can make the difference between staying in a home or moving to a senior living community. Real estate agents can also help clients modify existing listings for senior clients. That makes any house a potential home for senior clients.

A Secret Weapon for REALTORS® and Beyond
TruBlue has carved out a niche in the real estate industry by becoming a one-stop solution for home preparation and repair. "We make homes ready for sale at maximum value," Tom explains. "During inspections, we handle the repairs, whether it's drywall, flooring, lighting, or plumbing. We can even manage a 10-item

"Most handymen are not licensed. WE ARE. That adds a layer of comfort and credibility, especially since REALTORS® are putting their reputation on the line."

“We can be a very trusted partner in a REALTOR®’s success.

We’re prepared to help close transactions, maximize

value for clients, and be a trusted resource.”



repair list. REALTORS® call us their secret weapon because we remove pain points and make transactions smoother.”

Elizabeth adds, “Availability is huge for REALTORS®. They don’t have to wait weeks for repairs. We answer the phone, coordinate schedules, and provide a high-quality experience from start to finish.” They can also be a single point of contact for repairs. “If we don’t do it, we can sub it out,” says Tom. “We take care of all of it.” Simply put, they make life easier for clients so nothing is left to chance.

TruBlue doesn’t just fix problems. They go beyond that by actually preventing them. Their quarterly home maintenance plans keep homes in peak condition, from changing HVAC filters to checking smoke detectors, gutters, and even seasonal tasks like bringing down holiday decorations. For multi-home families, TruBlue’s Home Watch ensures everything is safe and functioning, giving homeowners peace of mind while they’re away.

“We care deeply about outcomes,” Tom emphasizes. “That shows in our Google reviews and the relationships we build. Our office-based team handles all communications, so someone is always available to answer texts, emails, or calls, even when the technicians are on-site.”

A Family-Centered Business

When Elizabeth and Tom aren’t working, they cherish time with their family. They have three sons (ages 16, 18, and 24), two 3-year-old cats, and have spent over 20 years living in San Diego. In their free time, they watch a lot of sports. “We also love to cook together every day,” says Elizabeth. “It’s our therapy.” As a family, they enjoy hosting large, multi-faith gatherings to keep their family spirit alive.

“We can be a very trusted partner in a REALTOR®’s success,” Tom says. “We’re prepared to help close transactions, maximize value for clients, and be a trusted resource.” They also serve as a go-to resource for preferred vendors. Elizabeth adds, “Reach out to us.” They are very grateful to Jessie for connecting them with top-notch real estate agents here in San Diego with networking events. “She’s been amazing,” raves Elizabeth. They are excited to meet more REALTORS® in the upcoming months.

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SARAH MEESTER

Real Broker | The Dean Aguilar Group

LIGHTING HER
OWN PATH

“I always have a fire inside of me that I want to do better.”

– SARAH MEESTER

That fire has carried Sarah Meester from a small Central Valley town to the fast-paced world of San Diego real estate—and it shows in everything she does.

Raised in Oakdale, California, a tight-knit town where “you had to drive an hour and a half to do anything,” Sarah learned early how to hustle for opportunity. When she visited San Luis Obispo to attend Cal Poly, the energy of a place where things were actually happening lit something up in her. She majored in event management, envisioning a future filled with large-scale productions, creativity, and people coming together.

In college, she earned her credits working for a music festival, an experience that felt like a perfect fit. It was fast-moving, high-pressure, and people-centered. That momentum carried her into the events world after graduation, until 2020 hit pause on everything.

“When I worked in the events industry, I lost the job I got a degree for in 2020,” Sarah says. “I knew I had to do something to better my life during that time.”



In 2021, she made a pivot, one she admits she didn't fully understand at the time. "I decided to get my real estate license, not knowing what that would entail."

What followed wasn't easy. "I thought it would be easier than it actually is," she says candidly. "It took a lot of hustle and grit." Early on, Sarah waited tables to make it work, learning quickly that success in real estate doesn't

come with guarantees—or shortcuts.

What helped her break through? "I attribute most of my success to not having a backup plan." That mindset—commit fully or not at all—became her edge.

Today, Sarah is a Rising Star with Real Broker and a key member of The Dean Aguilar Group, a powerhouse team of more than 100 agents.

I like treating people the way they need to be treated. **IT'S IMPORTANT TO LEAD WITH KINDNESS.**

Be sympathetic to everyone's circumstances.

ALWAYS BE KIND.

She's built a business rooted in relentless effort, strong relationships, and a clear understanding of her value.

"I love real estate because you get to be such a pivotal moment in people's lives," she says. "And I really appreciate the amount of relationships that I've curated throughout the process."

Her mentor set expectations early: this takes time. "It's not overnight," Sarah was told by her mentor and she took that advice to heart. "Not everyone is going to be for you. And that's okay," she says. "It's about attracting the clients you want by putting out that energy."

That clarity helped shape one of her most exciting moves yet. Last year, Sarah launched The Listing Lab, a full-service staging business offered free to her listing clients. From furniture

to décor, Sarah and her business partner transform properties to help them shine, raising the bar on service and presentation.

"I doubled my business last year in real estate," she shares, "which was really exciting." The staging arm allowed her to elevate listings while continuing to grow her core business. She now stages homes not only for her own clients, but also for agents across her team, creating value at scale.

Another major pillar of her success? Social media.

"I'm really big on social media," Sarah says. "It's your resume without it being your resume." From random inbound leads to former classmates reaching out, her online presence keeps her top of mind and she treats it as a non-negotiable investment. "It's a pillar of my business."



Her approach to success is refreshingly straightforward. "I work 24/7, seven days a week. When things get rough, I keep pushing. When things don't go to plan, I keep pushing." And then comes her favorite reminder: "The worst times create the best times. When things feel impossible, the best part is right around the corner."

That discipline isn't limited to work. Early in her career, Sarah leaned into fitness, winning a competition at her gym, an experience she credits with giving her structure and motivation. Today, she balances the grind with workouts, concerts with friends, travel, and her unapologetic love of reality TV. "It's a total guilty pleasure," she laughs.

At the heart of it all is how she treats people. "I like treating people the way they need to be treated," Sarah says. "It's important to lead with kindness. Be sympathetic to everyone's circumstances. Always be kind."

Nearly 7 years into life in San Diego, a city she completely fell in love with. Sarah continues to elevate her business, her services, and herself. With grit, intention, and that unmistakable fire, she's proving she's only just getting started.

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Feerick Law & Realty, Inc.

| THOMAS F. FEERICK JR., ESQ.

One-Of-A-Kind Representation One-Of-A-Kind Results

At Feerick Law & Realty, real estate agents, investors, contractors, and clients don't just get one-of-a-kind representation—they get one-of-a-kind results. Founded by Thomas F. Feerick Jr., Esq., a seasoned litigator and licensed

real estate broker, this San Diego-based firm stands alone through its practical understanding of the real estate transaction that they don't teach in law school. With a unique blend of encyclopedic legal knowledge and sharp market insight, Thomas brings a dual-lens

advantage to every case, allowing him to identify the solutions best tailored to his clients' needs. His clients, and their bottom lines, are better off for it.

Thomas was born and bred in San Diego and understood from a young age that San Diego truly is America's Finest City. He graduated from UC Santa Barbara with a B.A. in political science. He returned to San Diego thereafter and began working in local politics. This experience motivated him to attend law school at California Western School of Law, graduating Magna Cum laude.

Thomas took a job out of law school at a big construction and real estate firm in San Diego. "During my time at my first firm, I learned everything I could about

real estate and construction law," he said. "We were doing heavy litigation on multi-million dollar claims. I cut my teeth on huge cases and gained invaluable experience to think outside the box to obtain the resolution my clients needed."

All the while, Thomas was building his own personal real estate portfolio. As a California attorney, he was able to bypass the salesperson prerequisites and sit for the broker's exam, which he passed in 2020, earning his broker's license.

After more than five years working at the firm, Thomas felt ready for more. "In 2020, I went out on my own and opened Feerick Law & Realty, Inc.," he detailed. "We dove headfirst into all aspects of real estate and construction law, representing agents, investors, buyers, and sellers in the San Diego area, bringing real estate and construction law expertise to the table."

Feerick Law & Realty blends the best of legal advocacy and real estate into a singular full-service practice that truly makes them unique. As both a law firm and a licensed real estate brokerage, the team offers comprehensive legal representation, while also guiding clients through every aspect of buying, selling, and investing in residential and commercial property. The firm also represents

BY KATE SHELTON
PHOTOS BY ELIZABETH IRELAND PHOTOGRAPHY

“

Our door is always open.

I truly believe that real estate professionals are better served by having a real estate attorney in their back pocket. I'm here for you.”

all players on the construction side, including investors, contractors, homeowners, multifamily owners, and commercial owners.

What makes Feerick Law & Realty especially powerful is its ability to anticipate and navigate the legal complexities that can arise during real estate transactions, giving clients not just a broker or an attorney, but a strategic partner who understands all angles of their goals. The firm understands that the best legal solution may not be the best business solution for its clients, and the firm's ability to discern the difference results in cost-effective solutions. Whether negotiating a contract, resolving a dispute, or protecting a real estate agent, clients benefit from an integrated approach that delivers clarity, confidence, and results.

“I pride myself on availability. I always answer the phone, and I'm here to help my clients,” Thomas said. “Real estate is complex, and the escrow period is short. Litigation can take years. Law firms can take weeks to get back to you. Having us in your back pocket to answer your questions, anticipate, and address potential problems on the spot can be the difference between a closed deal and withdrawal from the market.”

The firm handles a huge variety of real estate law cases, but much of its work revolves around nondisclosure cases.

“We represent agents, buyers, or sellers in nondisclosure cases,” he said. “Agents are protected from liability, and we make sure clients get paid. Agents and clients need someone in their corner fighting for them. Someone who knows the law and has the tenacity to make it happen. That's what we bring to the table.”

On the construction side, the firm handles every step of the transaction from contract negotiation to contemporaneous project advice to litigation if things go south. Thomas represents and defends contractors, investors, lenders, residential/

multi-family/commercial owners, and anyone else needing expert construction advice.

Over the years, Thomas has successfully won hundreds of cases. To date, he's recovered well over \$50M in damages for his clients and successfully defended his clients from multi-million dollar lawsuits. Many real estate agents keep Thomas on retainer to ensure that they have reliable, efficient representation on board as needed to ensure that their clients, in turn, are taken care of. Real estate agents with Feerick Law & Realty on speed dial can ensure their clients get the results they want.



Thomas with his wife Emma and their daughter Ryan

“Our door is always open,” Thomas offered. “I truly believe that real estate professionals are better served by having a real estate attorney in their back pocket. I'm here for you.”

Feerick Law & Realty redefines what it means to be fully represented. By seamlessly combining legal expertise with real estate insight, the firm offers clients confidence, clarity, and a decisive advantage at every stage of a transaction or dispute. It's a truly integrated approach – and a reminder that when law and real estate work together, the results are stronger, smarter, and unmistakably one of a kind.

“

Agents and clients need someone in their corner fighting for them. Someone who knows the law and has the tenacity to make it happen. That's what we bring to the table.”

Thomas is aided by his assistant, Tara Gappy, and law clerk, Patrick Bazzi. “Good help is hard to find, and I have the best,” Thomas said. “They keep me organized and ensure that our clients are taken care of.”

“Most attorneys don't carry a broker's license,” Thomas said. “Since I work on both sides of the deal – law and real estate – I have the legal and practical understanding to give me an insight to identify creative solutions. If we can find a creative solution in the beginning, I can save my clients money, stress, and time. This gives us an edge.”

His growing practice keeps him busy, but Thomas makes a point to make time for his family. Thomas and his wife, Emma, have a toddler named Ryan. “My family is everything to me. Everything I do, I do for them. They keep me invested in the future.”

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Susan Meyers-Pyke & Cara Steele

COMPASS REAL ESTATE

TWO GENERATIONS, ONE POWERFUL TEAM

BY KATE SHELTON
PHOTOS BY CARINA FLECKNER
PHOTOGRAPHY

In a market seeped in conformity, it's rare to find a real estate team that blends both deep-rooted experience and a fresh, modern insight. That's exactly what Susan Meyers-Pyke and Cara Steele have, and it's provided them with undeniable success. They represent two generations united by one shared mission: delivering exceptional results for their clients with integrity, creativity, and personalized service. With Susan's decades of industry expertise and Cara's eye for excellence, they offer clients a powerful advantage. This team has proven that when tradition meets forward-thinking, anything is possible.

Susan Meyers-Pyke grew up in Los Angeles and made her way south to attend San Diego State University, where she majored in social work. It took all of a few months in her first community service job to realize she wasn't cut out for that line of work. "I came home and wrote down what I really wanted out of a career. On my list at 22 years old, I wrote that I wanted to wear nice clothes, go out to lunch, control my career path, and most importantly, help people," she said. Real estate was the perfect solution.

Shortly thereafter, Susan purchased her first home in San Diego for \$83,000. "I had a female agent who did such a good job for me. Back then, it was mainly men in the industry. There weren't that many females, and that woman inspired me. I knew it would be hard, but I knew if I worked hard, I could make it," she said. She was right; Susan just passed her 41st anniversary in the business.

After many years in the business, Susan became a top agent in San Diego and co-founded one of the most successful boutique brokerages in the city. At its peak, they had six offices, 150 agents, and an escrow office, all while Susan maintained her own very busy real estate business. It was at that time that Susan and Cara's paths crossed, and the rest is history, as they say.

"As a graduate of San Diego State, the school approached me about being a mentor for students," Susan recounted. "I knew that it was a great way to give back, and it would be a great opportunity for students. As it turned out, it didn't just help the students I mentored. It changed my life, too, when I met Cara."

Cara is a rare San Diego native, with her family settling here in the late

1800s. Her father, uncle, and grandfather were all custom homebuilders. As a child, her father was relentless in his efforts to persuade Cara that she needed to work in real estate. Cara shared, "My dad had a vision for my success, and I'm so grateful he guided me towards this industry." After her father passed away from a rare form of cancer in 2007, she was even more determined to make him proud. She attended San Diego State University and studied business with an emphasis in real estate, where she was offered a spot in the mentorship program. Cara said, "When I originally looked at the list of available mentors, none of them excited me. I went back to my guidance counselor and asked for exactly what I wanted. I knew I wanted a strong female mentor." Susan and Cara were connected, and their partnership was kismet.

"I could see from day one that Cara was something special," Susan said. "She's a hard worker and so detail-oriented. I knew she was serious about this business, and it was clear that she was in it for the right reasons."

"Getting paired with Susan was a dream come true," Cara added. "I will never forget the feeling when I first



“
WE LOVE WHAT WE DO, AND WE WANT TO CONTINUE GROWING AND BUILDING FOR YEARS TO COME. OUR CLIENTS LOVE WORKING WITH US BECAUSE THEY GET SO MUCH MORE. WE ARE BETTER TOGETHER.
 ”

CONTACT US!

Connect with Susan and Cara at susanandcara.com.



Cara Steele

Susan Meyers-Pyke

“
WE HAVE A SPECIAL WAY OF ANTICIPATING AND MEETING OUR CLIENTS' NEEDS BEFORE THEY DO.
 ”

started. I knew then it would change my life.” Earlier this year, Cara marked her tenth year in the business; six years ago, Cara and Susan officially partnered.

Recently, the pair moved to Compass. They have branded their team as The Susan and Cara Team and are excited for the cutting-edge technology and resources Compass has to offer. This move signals a new era in their business. Their team is rounded out by their marketing support person, Shannon Fox, owner of Minute Marketing.

Susan hired Shannon at her company many years ago, and they’ve worked together ever since. They also rely on support from their transaction coordinator, Shanda Macomber of Be Happy TC, who was an original team member at Susan’s company as well.

Despite the differences in their ages, working together feels seamless. Cara notes, “We have a special way of anticipating and meeting our clients’ needs before they do; that’s why our referral and repeat business is so strong.” They’re a force in the San Diego market, with sales upwards of \$50M annually. They work all

deals together, noting that clients get two great agents for the price of one.

Giving back to San Diego has always been a priority for Susan and Cara. The team gives a portion of each closing to both Casa de Amparo and Soulmate Animal Rescue. Casa de Amparo works to treat and prevent child abuse and neglect in San Diego County. Soulmate Animal Rescue saves dogs from kill shelters and homelessness, providing them with care and a second chance to find loving, forever homes. The duo hosts quarterly dog adoption events to maximize their impact for animals in need.

The benefit of working as a team allows them the bandwidth to take time for themselves. Susan loves to spend time outside, hiking, skiing, playing pickleball, and gardening. She’s an avid traveler and loves yoga. She’s been happily married to Rich Pyke for 22 years, and they share four grown sons and four grandchildren who happen to be two sets of twins.

Cara is a naturally gifted artist, avid hiker, and lover of animals. Earlier this year, Cara married her husband, musician Austin Steele. Together, they love to travel and spend time with their many pets: a dog, a cat, two

leopard tortoises, and a rescue horse, Sunny.

As a multi-generational team, Susan and Cara bring a rare blend of experience, energy, and perspective to every transaction. Their shared commitment to excellence, client-focused service, and continuous growth has made them a trusted name in San Diego real estate.

“We love what we do, and we want to continue growing and building for years to come,” Susan said. “Our clients love working with us because they get so much more. We are better together.”

TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2026 - Feb 1, 2026

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
1	Robert	Brown	2	\$25,550,000	3	\$27,500,000	5	\$53,050,000
2	Cristi	Chaquica	1	\$12,000,000	1	\$12,000,000	2	\$24,000,000
3	Derek	Kaptanoglu	1	\$11,687,000	1	\$11,687,000	2	\$23,374,000
4	Greg	Noonan	1	\$4,800,000	4	\$16,836,410	5	\$21,636,410
5	Lori	Barnett	1	\$8,700,000	1	\$8,700,000	2	\$17,400,000
6	Cara	Steele	2	\$11,076,603	2	\$4,295,000	4	\$15,371,603
7	Tanya	Brooking	2	\$7,300,000	2	\$7,300,000	4	\$14,600,000
8	Anthony	Guerrieri	1	\$6,900,000	1	\$6,900,000	2	\$13,800,000
9	Jack	Archie	1	\$5,050,000	2	\$7,546,500	3	\$12,596,500
10	Eric	Iantorno			2	\$12,200,000	2	\$12,200,000
11	Delorine	Jackson	1	\$6,050,000	1	\$6,050,000	2	\$12,100,000
12	Jason	Barry			3	\$12,012,250	3	\$12,012,250
13	Darren	Schneider	3	\$8,652,000	3	\$3,155,000	6	\$11,807,000
14	George	Fillippis	1	\$2,325,000	5	\$8,764,000	6	\$11,089,000
15	Vanessa	Peraza Virissimo	1	\$10,000,000			1	\$10,000,000
16	Jorge	Ahuage	1	\$5,000,000	1	\$5,000,000	2	\$10,000,000
17	Robert	Colello	3	\$6,461,000	1	\$2,900,000	4	\$9,361,000
18	Mike	Cady	4	\$5,825,000	4	\$3,525,000	8	\$9,350,000
19	Ryan	White	1	\$5,995	2	\$9,155,995	3	\$9,161,990
20	Shawn	Rodger	1	\$9,150,000			1	\$9,150,000
21	Ever	Eternity			5	\$9,068,500	5	\$9,068,500
22	Eric	Comer	1	\$4,500,000	1	\$4,500,000	2	\$9,000,000
23	Alan	Shafran	3	\$4,571,500	3	\$4,241,500	6	\$8,813,000
24	Carlos	Gutierrez	2	\$4,325,000	2	\$4,325,000	4	\$8,650,000
25	Benn	Vogelsang			2	\$8,535,000	2	\$8,535,000
26	Michael	Sabourin	2	\$4,261,818	2	\$4,261,818	4	\$8,523,636
27	Gaby	Preston	1	\$8,500,000			1	\$8,500,000
28	Jon	Maniscalco	1	\$8,200,000			1	\$8,200,000
29	Ron	Fontaine			1	\$8,200,000	1	\$8,200,000
30	Eric	Chodorow	1	\$4,046,500	1	\$4,046,500	2	\$8,093,000
31	Dalia	Hirmez	1	\$3,600,000	2	\$4,242,500	3	\$7,842,500
32	Talechia	Plumlee-Baker	2	\$3,852,500	2	\$3,852,500	4	\$7,705,000
33	Scott	Ryan	1	\$3,450,000	2	\$4,230,000	3	\$7,680,000
34	Tracie	Kersten	1	\$2,900,000	2	\$4,723,000	3	\$7,623,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
35	Katie	Nelson	1	\$3,800,000	1	\$3,800,000	2	\$7,600,000
36	Lisa	Stennes	3	\$7,425,000			3	\$7,425,000
37	Katherine	Handal	1	\$7,200,000			1	\$7,200,000
38	Austin	Huffman	1	\$3,410,000	3	\$3,720,000	4	\$7,130,000
39	Chad	Dannecker	5	\$6,943,000			5	\$6,943,000
40	Rebecca	Zhao	3	\$6,534,399			3	\$6,534,399
41	Darin	Charp	1	\$3,150,000	1	\$3,150,000	2	\$6,300,000
42	Jan	Horn			1	\$6,277,000	1	\$6,277,000
43	Andrew	Appleby			2	\$6,100,000	2	\$6,100,000
44	Emma	Lefkowitz	4	\$2,702,995	3	\$3,302,995	7	\$6,005,990
45	David	Belbel	1	\$2,980,000	1	\$2,980,000	2	\$5,960,000
46	Ginger	Couvrette	2	\$1,573,995	5	\$4,345,995	7	\$5,919,990
47	Brian	Danney	1	\$2,900,000	1	\$2,900,000	2	\$5,800,000
48	Kayla	McGuinness Williams			1	\$5,800,000	1	\$5,800,000
49	Helen	Spear	1	\$5,550,000			1	\$5,550,000
50	Trevor	Pike			1	\$5,550,000	1	\$5,550,000

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

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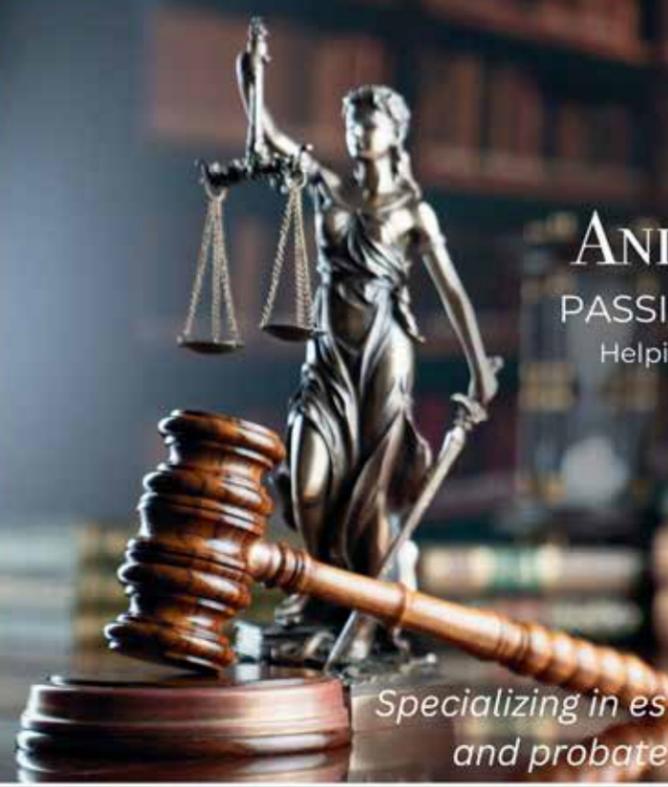


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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2026 - Feb 1, 2026

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
51	Tim	Van Damm	1	\$2,825,000	1	\$2,700,000	2	\$5,525,000
52	Steve	Cooper	1	\$2,750,000	1	\$2,750,000	2	\$5,500,000
53	Chris	Howe	2	\$5,375,000			2	\$5,375,000
54	Benny	Landman	1	\$3,500,000	1	\$1,772,500	2	\$5,272,500
55	Taylor	Robertson			3	\$5,265,000	3	\$5,265,000
56	Patrick	Mercer			3	\$5,219,733	3	\$5,219,733
57	Adam	Wolf	4	\$4,535,000	1	\$660,000	5	\$5,195,000
58	Christina	Creason	1	\$2,500,000	1	\$2,500,000	2	\$5,000,000
59	Marc	Lipschitz	1	\$5,000,000			1	\$5,000,000
60	Janna	Hernholm	1	\$2,350,000	1	\$2,575,000	2	\$4,925,000
61	Sharyn	Seymour	1	\$1,195,000	2	\$3,680,000	3	\$4,875,000
62	Jim	Hush			2	\$4,840,000	2	\$4,840,000
63	Michael	Panissidi	1	\$2,535,000	1	\$2,300,000	2	\$4,835,000
64	Alex	Trubnikov	1	\$4,800,000			1	\$4,800,000
65	Patrick	Cairncross	1	\$3,550,000	1	\$1,245,000	2	\$4,795,000
66	Steven	Cairncross	1	\$1,370,000	1	\$3,400,000	2	\$4,770,000
67	Chase	Penrose	1	\$659,900	1	\$4,100,000	2	\$4,759,900
68	Denny	Oh	1	\$2,300	2	\$4,717,300	3	\$4,719,600
69	Salvatore	DeMaria	1	\$2,218,000	1	\$2,500,000	2	\$4,718,000
70	Mary Beth	Kellee	1	\$4,715,000			1	\$4,715,000
71	Aaron	Gutridge	1	\$2,350,000	1	\$2,350,000	2	\$4,700,000
72	Sean	Bascom	2	\$4,674,900			2	\$4,674,900
73	Christopher	Plato	1	\$1,140,000	3	\$3,509,000	4	\$4,649,000
74	Maxine	Gellens	2	\$2,370,000	2	\$2,148,000	4	\$4,518,000
75	Deborah	Trevino	1	\$1,140,000	3	\$3,372,500	4	\$4,512,500
76	Quinn	Myers	1	\$4,500,000			1	\$4,500,000
77	Priscilla	Wood Balikian			1	\$4,500,000	1	\$4,500,000
78	Patti	McKelvey	3	\$1,412,350	5	\$3,072,350	8	\$4,484,700
79	Justin	Cote	2	\$4,420,000			2	\$4,420,000
80	Julie	Split-Keyes			1	\$4,385,000	1	\$4,385,000
81	Scott	Endres	1	\$4,385,000			1	\$4,385,000
82	Kenneth	Belnap	1	\$1,100,000	1	\$3,234,399	2	\$4,334,399
83	Todd	Romano			3	\$4,332,000	3	\$4,332,000
84	Jordan	Beal	2	\$4,299,000			2	\$4,299,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
85	Tammy	Ezzet	1	\$1,865,000	1	\$2,399,000	2	\$4,264,000
86	Richard	Stone	1	\$815,000	1	\$3,440,000	2	\$4,255,000
87	Ryan	Koubeserian			1	\$4,250,000	1	\$4,250,000
88	Deniese	Ossey	3	\$3,720,000	1	\$530,000	4	\$4,250,000
89	Felicia	Bell	1	\$4,250,000			1	\$4,250,000
90	Brian	Cane	2	\$1,584,395	3	\$2,652,395	5	\$4,236,790
91	Anca	Savelio	1	\$2,100,000	1	\$2,100,000	2	\$4,200,000
92	Scott	Aurich	1	\$2,100,000	1	\$2,100,000	2	\$4,200,000
93	Skip	Reed	1	\$1,795,000	1	\$2,370,000	2	\$4,165,000
94	Conor	Brennan	1	\$4,160,000			1	\$4,160,000
95	Lloyd	O'Neill	2	\$4,157,500			2	\$4,157,500
96	Caitlin	Petrush			2	\$4,144,000	2	\$4,144,000
97	Chris	Remsen	1	\$4,100,000			1	\$4,100,000
98	Adam	Loew	1	\$2,170,000	1	\$1,920,000	2	\$4,090,000
99	Stephanie	Basden	1	\$4,000,000			1	\$4,000,000
100	Ruth Ann	Fisher			1	\$4,000,000	1	\$4,000,000

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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2026 - Feb 1, 2026

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
101	Mark	Schultz	2	\$1,971,211	2	\$1,971,211	4	\$3,942,422
102	Barbara	Leinenweber			1	\$3,900,000	1	\$3,900,000
103	Cher	Conner	1	\$3,900,000			1	\$3,900,000
104	Nancy	White			1	\$3,846,103	1	\$3,846,103
105	Matthew	Tovey	1	\$1,725,000	2	\$2,120,000	3	\$3,845,000
106	Javier	Zapfen	1	\$1,900,000	1	\$1,900,000	2	\$3,800,000
107	Shannon	Dempsey	2	\$2,235,000	1	\$1,550,000	3	\$3,785,000
108	Rhiza	Trinidad	2	\$1,887,000	2	\$1,887,000	4	\$3,774,000
109	Morgan	Baiton			2	\$3,771,000	2	\$3,771,000
110	Justin	Verdugo	1	\$1,110,000	3	\$2,659,000	4	\$3,769,000
111	Mike	Aon	1	\$1,100,000	3	\$2,650,000	4	\$3,750,000
112	Theresa	Irick	1	\$2,049,000	1	\$1,700,000	2	\$3,749,000
113	Julie	Hambarian	1	\$2,022,500	1	\$1,725,000	2	\$3,747,500
114	Derek	Jones	1	\$1,850,000	1	\$1,850,000	2	\$3,700,000
115	Mark	Marquez	1	\$2,625,000	1	\$1,050,000	2	\$3,675,000
116	Ilana	Huff	2	\$2,241,000	1	\$1,400,000	3	\$3,641,000
117	Ram	Ethirajan	2	\$3,620,000			2	\$3,620,000
118	Doug	Canaris			2	\$3,620,000	2	\$3,620,000
119	Kurtney	Wolters Noonan	1	\$1,785,000	1	\$1,785,000	2	\$3,570,000
120	Steve	Ploetz			2	\$3,560,000	2	\$3,560,000
121	Meghna	Surana			2	\$3,555,000	2	\$3,555,000
122	Brian	Eliel	1	\$1,776,000	1	\$1,776,000	2	\$3,552,000
123	Sean	Zanganeh	1	\$1,642,500	1	\$1,899,000	2	\$3,541,500
124	JoyLynn	Murray	1	\$2,200,000	1	\$1,337,500	2	\$3,537,500
125	Andrew	Tseng	6	\$1,808,145	5	\$1,704,895	11	\$3,513,040
126	Alissa	Anderson	2	\$3,512,000			2	\$3,512,000
127	Lisa	Perich	1	\$1,915,000	1	\$1,575,000	2	\$3,490,000
128	Vicki	Yourczek	1	\$3,486,410			1	\$3,486,410
129	Nadia	Colucci	3	\$2,699,000	1	\$780,000	4	\$3,479,000
130	Cheree	Bray	2	\$3,465,000			2	\$3,465,000
131	Layne	Harrison	1	\$1,725,000	1	\$1,725,000	2	\$3,450,000
132	Raymond	Mirbod	1	\$3,440,000			1	\$3,440,000
133	Melissa	Goldstein Tucci	1	\$757,500	4	\$2,674,500	5	\$3,432,000
134	Lindsay	Herrell	1	\$1,215,000	2	\$2,215,000	3	\$3,430,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
135	Ben	Sierpina			1	\$3,410,000	1	\$3,410,000
136	Julie	Howe	1	\$3,400,000			1	\$3,400,000
137	Steve	Beller	5	\$3,380,467	2	\$7,449	7	\$3,387,916
138	Andy	Acosta	2	\$2,115,000	1	\$1,251,000	3	\$3,366,000
139	Seth	Robinson			2	\$3,331,142	2	\$3,331,142
140	Twana	Rasoul	2	\$3,290,000			2	\$3,290,000
141	Kristyna	Lukacova	2	\$3,259,733			2	\$3,259,733
142	Nicole	Montgomery	1	\$1,620,000	1	\$1,620,000	2	\$3,240,000
143	Zachary	Svelling	1	\$970,000	2	\$2,270,000	3	\$3,240,000
144	Cideer	Saco			5	\$3,226,500	5	\$3,226,500
145	Karlee	VanDyke	1	\$2,350,000	1	\$870,000	2	\$3,220,000
146	Barrie	Crake	1	\$1,600,000	1	\$1,600,000	2	\$3,200,000
147	Cheryl	Li	2	\$3,191,750			2	\$3,191,750
148	Jesse	Ibanez	1	\$765,000	2	\$2,415,000	3	\$3,180,000
149	Jonathon	Shea	2	\$3,130,000			2	\$3,130,000
150	Jenny	Yin	2	\$3,130,000			2	\$3,130,000

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2025

BY THE NUMBERS

WHAT SAN DIEGO'S TOP 500 AGENTS SOLD

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TOTAL VOLUME

\$8,955,386,904



TOTAL LISTINGS VOLUME SOLD



BUY SIDE SOLD VOLUME

\$7,048,163,624

\$1,555,564

AVERAGE LISTINGS SOLD



10,066



TOTAL TRANSACTIONS



TOTAL LISTINGS SOLD

5,757



AVERAGE BUYER

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OF BUYERS SERVED

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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2026 - Feb 1, 2026

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
151	Val	Francis	2	\$2,405,000	1	\$715,000	3	\$3,120,000
152	Melvina	Selfani	1	\$800,000	2	\$2,320,000	3	\$3,120,000
153	Erin	Wade	1	\$3,100,000			1	\$3,100,000
154	Richard	Luizzi	1	\$400,000	3	\$2,689,000	4	\$3,089,000
155	Dana	Andrews			2	\$3,070,000	2	\$3,070,000
156	James	Pellicane			1	\$3,050,000	1	\$3,050,000
157	Anastasia	Brewer	1	\$3,050,000			1	\$3,050,000
158	Guillermo	Arroyo	1	\$819,000	2	\$2,229,000	3	\$3,048,000
159	Tamara	Kapa	2	\$1,734,222	1	\$1,279,222	3	\$3,013,444
160	Jana	Greene			1	\$3,000,000	1	\$3,000,000
161	Sandra	Copeland			1	\$3,000,000	1	\$3,000,000
162	Maria	Gaughan	2	\$3,000,000			2	\$3,000,000
163	Daniel	Albrecht	1	\$3,000,000			1	\$3,000,000
164	Sean	Martin	1	\$5,900	3	\$2,992,900	4	\$2,998,800
165	Jenna	Hoyas	2	\$2,991,000			2	\$2,991,000
166	Rachel	Crawford	2	\$2,220,057	1	\$755,000	3	\$2,975,057
167	Pompeyo	Barragan			2	\$2,975,000	2	\$2,975,000
168	Voltaire	Lepe	3	\$2,001,995	2	\$971,995	5	\$2,973,990
169	Carolyn	Yarbrough			2	\$2,950,000	2	\$2,950,000
170	Jan	Carver	4	\$1,470,000	4	\$1,470,000	8	\$2,940,000
171	Albert	Shamasha	4	\$2,925,000			4	\$2,925,000
172	Nikol	Klein			2	\$2,916,850	2	\$2,916,850
173	Greg	Phillips	1	\$1,693,000	1	\$1,215,000	2	\$2,908,000
174	Evan	Piritz			1	\$2,900,000	1	\$2,900,000
175	Yvonne	Piritz	1	\$2,900,000			1	\$2,900,000
176	Samantha	O'Brien	2	\$2,897,000			2	\$2,897,000
177	Tiffany	Weis	2	\$2,035,000	2	\$858,000	4	\$2,893,000
178	Valerie	Medina			3	\$2,890,000	3	\$2,890,000
179	Jose	Hernandez	1	\$2,075,000	1	\$810,000	2	\$2,885,000
180	Brian	Reifeiss	1	\$1,440,000	1	\$1,440,000	2	\$2,880,000
181	Jennifer	Chaney	1	\$1,440,000	1	\$1,440,000	2	\$2,880,000
182	Sanjay	Solomon	2	\$2,873,000			2	\$2,873,000
183	Tami	Fuller			2	\$2,865,000	2	\$2,865,000
184	Ammar	Dawod	1	\$770,000	2	\$2,095,000	3	\$2,865,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
185	Liz	Pereda			2	\$2,855,000	2	\$2,855,000
186	Bridget	Potterton			1	\$2,850,000	1	\$2,850,000
187	Frank	McLin			3	\$2,850,000	3	\$2,850,000
188	David	Thayer			2	\$2,829,000	2	\$2,829,000
189	Cecilia	Zavala			1	\$2,825,000	1	\$2,825,000
190	Christopher	Sloan	1	\$1,025,000	1	\$1,800,000	2	\$2,825,000
191	Tizoc	Hernandez			2	\$2,792,000	2	\$2,792,000
192	David	Olivera			2	\$2,790,000	2	\$2,790,000
193	Lawrence	Dy	1	\$1,380,000	1	\$1,380,000	2	\$2,760,000
194	Lori	Puterbaugh	1	\$4,800	1	\$2,750,000	2	\$2,754,800
195	Amber	Anderson			1	\$2,750,000	1	\$2,750,000
196	Brandon	White	1	\$2,750,000			1	\$2,750,000
197	Beth	Van Boxtel	1	\$1,299,000	1	\$1,425,000	2	\$2,724,000
198	Gregg	Neuman	1	\$780,000	2	\$1,926,000	3	\$2,706,000
199	Frances	Mouser			2	\$2,700,000	2	\$2,700,000
200	Willem	De Ridder	1	\$2,700,000			2	\$2,700,000

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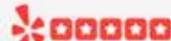


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