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Contents



Katie Nelson and Courtney Roth **28** COVER STORY

PROFILES



16 GoldenWest Property Management



24 A SMART MOVE



20
Rising Star:
Merék Greene



IN THIS ISSUE

- 8** Meet the Team
- 10** Preferred Partner Index
- 16** Partner Spotlight: GoldenWest Management
- 20** Rising Star: Merék Greene
- 24** Partner Spotlight: A SMART MOVE
- 28** Cover Story: Katie Nelson and Courtney Roth
- 34** Top 200 Standings: January 1, 2026 - April 10, 2026

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TOTAL TRANSACTIONS



OF BUYERS SERVED

4,309

\$16,003,550,528



TOTAL VOLUME



\$7,048,163,624

SOLD VOLUME



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

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When it comes to protecting and growing the value of a rental property, having a trusted local property manager can make all the difference. GoldenWest Management has built its reputation by helping property owners manage

“We’re continuing our focus on building strong REALTOR® relationships. That’s our number one pledge. We don’t do any home sales, and our only goal is to help our agent partners grow their business and strengthen their relationships with clients.”

residential investments with confidence and ease. Founded in 2004, the company specializes in full-service residential property management for single-family homes, condos, and boutique apartments across Arizona, California, and Nevada.

With more than 1,200 units managed and tens of thousands of tenant applications processed, the GoldenWest team handles everything for rental property owners without ever competing with real estate agents. GoldenWest doesn’t do sales, solely focusing on residential property management.

By combining industry expertise, clear communication, and modern technology, GoldenWest Management works to simplify the rental process while ensuring its clients maintain steady income and well-cared-for homes. Having localized property managers makes all the difference when it comes to navigating the ever-changing rental laws and regional market shifts.

“We remain singularly focused,” said Jayson. “We’re continuing our focus on building strong REALTOR® relationships.

That’s our number one pledge. We don’t do any home sales, and our only goal is to help our agent partners grow their business and strengthen their relationships with clients.”

For real estate professionals, partnering with GoldenWest

Management is a strategic advantage that strengthens both client relationships and long-term business growth. “We’re your trusted partner on the property management side. We can help clients understand the rental prospects and how to maximize their investments,” Jayson said.

Roy True and Jayson Yoss

Jayson Yoss grew up in California and later attended the University of Arizona. His introduction to the real estate industry came during a summer internship with a top-producing California agent. During that time, his mentor encouraged clients to invest in affordable rental properties in Arizona, particularly near the University of Arizona. Jayson was given the responsibility of managing those rentals on behalf of the clients, providing him with hands-on experience in property management early in his career.

Recognizing the growing demand for professional rental management, Jayson saw an opportunity to build a business around it. In 2004, he founded GoldenWest Management, Inc., focusing on helping property owners effectively manage their rental investments. The company expanded quickly, and before long, GoldenWest had opened additional offices in Phoenix and Las Vegas to serve a wider range of property owners and investors.

Following the September 11 terrorist attacks, Jayson felt a strong calling to serve his country. He joined the United States Marine Corps and eventually rose to the rank of Captain. During his service, he completed

two deployments – one in Iraq and another in Afghanistan – serving as an Infantry Platoon Commander. He later concluded his military career as an instructor at the School of Infantry at Camp Pendleton. For nearly eight years, Jayson stepped away from the day-to-day operations of the company, but the leadership, discipline, and strategic skills he developed during his military service ultimately helped strengthen the foundation and long-term success of GoldenWest Management.

Roy True now serves as the company's Director of Operations. He and Jayson first met during their college years, when Roy interned with Jayson while still in school. After graduation, Roy pursued his own professional path before their careers eventually crossed again. In 2016, he joined GoldenWest Management, initially working in a sales role. Over time, his leadership and experience led him to take on a larger role within the company, where he now oversees and leads all day-to-day operations. The pair has grown the company into one of the largest and most well-respected property management firms not just in San Diego, but in the southwest.

"Just like everything, the rental market has changed dramatically over the years. The days of putting a house on the internet are gone. If you're not doing professional photos, have a dedicated leasing team, and are doing things like a virtual tour, your clients are going to miss the boat," said Jayson. "That's what we offer. We take care of all of it so your clients can maximize their investments and you get more business."

"Not to mention, rental contracts are now much longer. They should be covering everything from e-bikes, long-term



tenants, ADUs, and so much more. Just the changes over the last five years are crazy. Every year, they throw more in at the state and local level. Not everyone is aware, and not everyone knows how to handle these things. It's really easy to end up at the wrong end of this deal. We're here to help agents and their clients avoid these pitfalls," Jayson added.

GoldenWest Management isn't just a property management company – it's your true property management partner. Jayson, Roy, and the entire GoldenWest team provide reliable, hands-on support that helps you and your clients navigate the rental market. By combining local experts, responsive service, and a commitment to every property they manage, GoldenWest is the backbone of the block, ensuring neighborhoods stay strong, allowing agents and their clients to thrive. ▼



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Helping Gen Z Own Their Future

“Gen Z is the next generation of homeowners. Being a Gen Z agent, people often count me out because of my age. I think they do the same thing with buyers in this age range. I’ve decided to lean into it. My whole goal is to turn Gen Z and Millennials into homeowners, and it’s working. This strategy has paid off. I’m growing my career as an agent, but I’m also helping so many clients who have been counted out when purchasing homes,” said Merek Greene, an up-and-coming agent at Compass Real Estate.

Merek is a San Diego-based real estate expert dedicated to helping his fellow Gen Zers make it in the market. With a passion for education, empowerment, and action, Merek guides young buyers through every step of the home-buying journey – turning what once felt out of reach into a clear, achievable path to ownership. Combining deep local market knowledge with a fresh, relatable, social media-forward approach, Merek empowers Gen Z clients to make confident decisions, build long-term wealth, and plant roots across Southern California.

Growing up in Orange County, Merek set his sights on a career in the arts from a very young age. He went to a prestigious arts high school, but when COVID hit his senior year, it gave him the redirection he needed. He attended San Diego State University. When he was a freshman, Merek decided to follow his new passion into real estate.



BY KATE SHELTON
PHOTOS BY ELIZABETH IRELAND PHOTOGRAPHY



"I had always loved watching real estate shows growing up," he explained. "I never really thought it would be my full-time career, but I decided to just get licensed and see where it took me. I'm so glad I decided to take that risk." He earned his real estate license at just 19.

"There was a thought in my head that young agents couldn't make it, but I saw a handful of others in the market selling these multi-million dollar listings. I thought if they could do it, so could I."

While still in college full-time, Merek launched his real estate business. He immediately branded himself as the Gen Z REALTOR® and leaned heavily into his social media and network to build a name for himself.

With no family in real estate, Merek went all in on himself. He landed an internship with a top producer and absorbed as much as he could. By his sophomore year of college, he was crushing it. "It lit a huge fire under me," he said. "At the end of my first year, I was the top producer on the team, after the team lead who had been doing real estate for 15 years."

"I have proved to myself and those around me that age doesn't have to be a factor – to be a top-selling agent or to buy a house."

Merek graduated from college in 2024 with his Business Marketing degree and later joined the Dannecker & Associates team at Compass Real Estate. "It's been a big shift," he said. "The team is full of incredible agents. I've learned so much, and being around them has pushed me to better myself."

Merek leverages social media as a powerful engine for connecting clients where they are: online. By breaking down complex real estate topics into short, digestible videos, hosting live Q&A sessions, and sharing real-world home tours and success stories, Merek has built trust and community online. Much of his business comes from online sources, and as much as 90% of his clients are 40 and under.



"I have proved to myself and those around me that age doesn't have to be a factor – to be a top-selling agent or to buy a house."

This strategy has worked. By being a young agent, he knows what his clients are looking for, and he knows how to connect with them. Merek has closed well over \$20M in the last three years, and he's not stopping anytime soon.

Last year, Merek was tapped to co-lead the San Diego Compass Young Professionals Chapter. "It's really

CONTACT US!

Merek is on a mission to help Gen Z and Millennials own their future. Connect with Merek at merek.greene@compass.com and see what he's doing on social media at [@merekgreene](https://www.instagram.com/merekgreene).

fulfilling to be asked to be a leader among my peers," he said. "When I started real estate, I knew almost no other agents my age. Our goal is to build community and help support each other."

The Chapter held its first event in April. We have big goals to grow the community to allow for increased collaboration and success among young agents.

In this stage of growth, work consumes much of Merek's time. When he does step away, he loves going to the gym and being active. He enjoys the San Diego food scene and, of course, spending time at the beach. His family is still in Orange County, and he spends as much time with them as he can.

Merek has a promising career ahead of him. He plans to expand his business to encompass all of Southern California, including more deals in Orange County. His main goal is to show young people that homeownership is within reach.

"I love real estate, and I am all about collaboration," Merek said. "If you're a young agent and want to connect, please reach out. I am happy to meet. I know what it's like to build a business from the ground up, while being the youngest agent in the room."

For Merek, age has never been a limitation – it's an opportunity. He believes wealth-building through homeownership isn't reserved for a certain stage of life, but for anyone ready to take the first step. By equipping his clients with the right knowledge, strategy, and confidence, Merek proves that young clients can compete, invest, and build equity just as powerfully as any generation before them. ❏

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BY BETH MCCABE
PHOTOS BY
ELIZABETH IRELAND
PHOTOGRAPHY

A SMART MOVE

Lindsay Curtis, Owner

Delegate Your Move to the Professionals

As a real estate agent, the best thing you can do is recommend a top mover to your clients. One who will get the job seamlessly and professionally from start to finish. Trust your clients to the award-winning mover in San Diego, A SMART MOVE. These experienced professionals will get the job done with care. Expect to be impressed! This local company is run by CEO Lindsay Curtis and her son, Hayden Curtis, who serves as COO. Together, they delight in coordinating local, long-distance, and international moves. Whether a small move across town or to the other side of the world, they work to exceed expectations.

Building from the Ground Up
This highly rated moving company actually began from a heartfelt need.

When Lindsay first stepped off a plane from London in 2008, she didn't know a single person in San Diego. With three kids—ages 12, 10, and 7—and her husband Steven chasing a global pharmacist shortage, she was suddenly a stay-at-home mom in a new country, figuring out how to build a life from scratch.

"I had no friends, no family, nothing," Lindsay recalls. "For the first five years, it was all about creating a home and a sense of belonging."

But life, as it often does, had a twist in store. After 5 years of living in San Diego, they had to move quickly. After buying boxes and spending a fortune, her friend directed her to renting moving crates as an alternative. Lindsay called the owner, who said he was selling the company, and with her entrepreneurial spirit, Lindsay said, "Bring me your crates and I am going to buy your business." The initial 300 crates grew to 2,000. And as they say, the rest is history.

It was the start of something bigger. "We started with just renting crates," Lindsay says. "But I kept asking, what else can we do for clients? Which is when we started offering packing, unpacking, and total move management services. If a client needed a plumber, an electrician, or junk removal, we'd facilitate it." Moving became so much more than just boxes.

"Assign A SMART MOVE to your tribe. If you're not offering your client a moving recommendation, you're letting them down."



A Full-Service Company
Today, A SMART MOVE is a full-service, white-glove moving company, handling everything from packing delicate heirlooms to coordinating international relocations. They even offer junk removal, move-in and move-

out cleaning, storage solutions, and vehicle transportation. Each service is handled by specialists, whether it's a senior move or high-valued artwork. This year, they are excited to announce the growth of the Furniture, Fixtures, and Equipment (FF&E) Department for designers and stagers.

Hayden emphasizes the importance of using a highly ranked mover: "Delegate your move to the professionals from start to finish." It solves a lot of problems for real estate professionals and their clients. "Your tribe is your vibe," adds Hayden. "Assign A SMART MOVE to your tribe. If you're not offering your client a moving recommendation, you're letting them down. Align with us to offer clients the best moving service possible."

A seamless move enhances the client experience and takes one more thing off the agent's plate, allowing them to focus on what they do best: selling homes.

A SMART MOVE owns their trucks, employs W-2 crews, and manages every detail personally. That continuity ensures clients feel supported, whether they're moving across San Diego or across the country.



“Moving is stressful and our job is to make it as stress-free as possible.”

Professionalism with a Personal Touch

For Lindsay and Hayden, moving is about people. “Most clients are fascinating, with incredible stories,” Lindsay says. “You spend eight hours packing or handling their personal belongings... it’s an opportunity to connect, to really know them.” She remembers a senior client with early onset dementia relocating to Texas: the team packed her belongings while serenaded by classical piano, creating a calm, comforting environment. “It was so beautiful,” she recalls.

That personal touch extends to every move. Crew members are trained not just in technique, but in empathy. They have dedicated teams for seniors, high-value items, and routine packing and unpacking.

“We’ve had so many clients who were so delighted with our staff that they

invited them to sit down after their move and spend a few moments relaxing,” says Lindsay. After moving countless items, it’s often a time of relief and celebration for clients. Lindsay has often gotten calls to “take the boys off the clock” so they could enjoy a meal with their clients at the end of the day. That speaks volumes of the level of commitment, connection, care and concern of the staff at A SMART MOVE.

Since opening in 2013, A SMART MOVE has built a reputation for excellence, with over 1,000 five-star reviews and multiple industry awards. Lindsay continues to run the front of the house, networking, consulting, and ensuring the company’s heart remains in the right place. Hayden focuses on sales and marketing while the rest of the team manages operations.

The company takes pride in every detail. From moving \$33-million-dollar homes to helping families downsize or relocate locally, long-distance or internationally, every project is handled with quality, care, and attention to detail.

“We calm the chaos of moving for our clients,” says Lindsay. “Moving is stressful,” Hayden says, “and our job is to make it as stress-free as possible.” There’s nothing more fulfilling than seeing their clients relieved and happy, especially seniors who deserve extra dignity and care.

In a world where moving often feels chaotic and impersonal, A SMART MOVE stands apart. They provide peace of mind, professionalism, and personal attention. When it comes to moving in San Diego and beyond, Lindsay and Hayden are elevating the moving industry, one move at a time. ❖

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Redefining Full-Service Real Estate

Katie Nelson + Courtney Roth COMPASS

BY BETH MCCABE • PHOTOS BY ELIZABETH IRELAND PHOTOGRAPHY

“A woman who walks in purpose doesn’t have to chase people or opportunities. Her light causes people and opportunities to pursue her.”

“We never built this with a plan B. Full commitment changes how you operate—and the results follow.”
—Katie Nelson

Two licenses earned side by side. Two careers that took off faster together than they ever could have alone.

Katie Nelson and Courtney Roth didn’t set out to become one of North County San Diego’s top-producing real estate teams, but these best friends turned business partners were aligned from the onset. Driven and determined, these two women soared like never before with their solid work ethic and core values. Fascinatingly, they actually met through their daughters, who attended the same preschool. Their daughters became friends and their mothers soon followed suit,

building a business of integrity and relentless dedication to their clients.

The results are real.

In just one year as a team, Katie and Courtney closed over \$25 million in sales, landed in the top 3 percent of agents across San Diego County, and earned nominations for Best Small Team and Best Luxury REALTOR® of the Year with *San Diego Real Producers*. What’s more impressive? They spent zero on marketing.

And they’re just getting started.

Rising in Real Estate

Katie and Courtney were both drawn to real estate around the same time. Courtney brought a background in construction, while Katie, a Carlsbad native grew up immersed in the world of homebuilding, watching projects come together from the ground up. Both earned their licenses in 2020, initially working at different brokerages and learning the business independently—at a time when open houses were shut down and the industry was rapidly shifting.

“It was like a real-life internship,” Courtney explains. “We had to figure a lot out on our own.”

Once they found their footing, it became clear that joining forces made more sense than working separately. Together, they could be everywhere their clients needed them to be.

“I don’t see how one person could ever do it,” Courtney says. “We both grew up playing sports. We know what it means to rely on your teammate.”

They balance one another seamlessly. Someone is always available. When timing is critical (and in real estate, it often is), clients never feel unsupported.

“Obsessive is what it takes,” they say with a laugh. “We text each other in the middle of the night, ‘Look at that listing.’ We don’t turn it off.”

That level of commitment translates into exceptional representation. “You don’t get exceptional results without an uncommon level of obsession- and we have it.”



Full-Service, Relationship-Driven Real Estate

In January alone, Katie and Courtney closed \$7.6 million in sales, with several million more pending. “We’re busy, and it hasn’t slowed down,” Courtney says. They describe their approach simply: full-service real estate.

From buying and selling to investing and remodeling, they handle every angle. They’re currently in the process of their first full remodel in Carlsbad, expanding their hands-on expertise even further.

“It’s not a transactional thing for us,” Courtney explains. “It’s a relationship thing.”

That philosophy extends well beyond the closing table. After a sale, they stay involved by connecting clients with trusted vendors, helping families settle into new communities, and even assisting with everyday life details.

“Courtney and I joke that we’re kind of like matchmakers,” Katie says. “We connect people to neighborhoods, schools, coaches, contractors, and even other agents.”

Katie adds, “You get to know someone deeply. You become their therapist, financial advisor, friend, and their go-to connector.”

Rooted in Community

Relocation is a major strength for the team. With deep roots across North County San Diego, Katie and Courtney help families returning to California or moving from out of state navigate far more than just real estate.

“We help with choosing schools, sports teams, job interviews, playdates—everything,” Katie explains. “Our goal is to help families integrate into their new community quickly and feel established from day one.” From preschool applications to job interviews they share

the in’s and outs of San Diego living to serve their clients needs.

Their reach extends nationally as well. Through long-standing relationships with top agents across the country, from the East Coast to Arizona to Texas, they ensure clients are supported wherever life takes them.

Community involvement is central to who they are. At the end of last year, Katie and Courtney hosted a nonprofit holiday party benefiting the San Diego Food Bank, raising nearly \$2,600, which translated into approximately 5,000 meals for local families in need.

“I expected maybe \$500,” Katie admits. “What happened exceeded anything I imagined, and it felt really good.”

Values That Matter

In an industry that can sometimes feel cutthroat, Katie and Courtney are proof that success doesn’t require sacrificing character.

“This business can chew you up if you’re not aligned with the right people,” Katie says. “Integrity and transparency matter. There are quality people in this industry who want to build long-term, honest relationships.”

They don’t compare themselves to others. “We only compete with ourselves,” Courtney says. “Staying true to who we are is what matters.”

Work-life balance is possible because of their partnership. When one is handling a showing, the other might be doing a school pickup or soccer drop-off. Clear communication keeps everything running smoothly, and their families are fully on board.

To ensure nothing falls through the cracks, the team also works with a full-time transaction coordinator, creating another layer of support for their clients.

Family First

Both women are deeply involved in their children’s lives and the Encinitas and Carlsbad communities. Between

them, their kids are immersed in gymnastics, soccer, basketball, baseball, flag football, competitive dance, and singing lessons, keeping the calendar full and connections strong.

“So many of our relationships come through our kids,” Courtney shares. “School, PTA, volunteering, sports? It all ties together.”

Last year, nearly half of their business was off-market, driven by word-of-mouth, family referrals, and long-standing community trust.

Looking Ahead

In November, Katie and Courtney made the move to Compass, seeking to elevate their business and expand opportunities for their clients. “We wanted to level up,” Katie explains. “Better marketing, stronger digital support, and the technology to work smarter, not harder.”

Continuing education is a priority. From earning senior real estate certifications to staying ahead of digital tools and AI, they are committed to evolving with the industry.

Their goal for the year ahead: \$30 million in sales, streamlined systems, expanded marketing, and even more ways to give back to the community they call home.

They work with everyone, from first-time buyers to seasoned investors, and believe no transaction is too small or too large. Last year alone, their sales ranged from \$376,000 to over \$4 million.

“At the end of the day, helping people figure out where to start, and seeing it all come together, is incredibly rewarding,” Courtney says.

And if there’s one final truth they’ll both agree on? “To be successful at anything,” Katie says with a smile, “you have to be a little crazy.” They wouldn’t have it any other way. ▾

“ YOU DON’T GET EXCEPTIONAL RESULTS WITHOUT AN UNCOMMON LEVEL OF OBSESSION- & WE HAVE IT.”

Courtney Roth and Katie Nelson



“ AT THE END OF THE DAY, HELPING PEOPLE FIGURE OUT WHERE TO START, AND SEEING IT ALL COME TOGETHER, IS INCREDIBLY REWARDING.”



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TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
1	Jason	Barry	3	\$22,650,000	11	\$55,955,150	14	\$78,605,150
2	Robert	Brown	3	\$25,554,150	5	\$32,294,150	8	\$57,848,300
3	Greg	Noonan	4	\$16,125,000	10	\$39,950,490	14	\$56,075,490
4	Mike	Cady	14	\$19,931,950	15	\$29,893,750	29	\$49,825,700
5	Tim	Van Damm	9	\$27,520,000	5	\$21,219,000	14	\$48,739,000
6	Greg	Gorsuch			2	\$32,750,000	2	\$32,750,000
7	Rande	Turner	3	\$17,285,000	2	\$15,450,000	5	\$32,735,000
8	Eric	Iantorno	2	\$8,790,000	4	\$23,150,000	6	\$31,940,000
9	Cristi	Chaquica	3	\$16,465,000	2	\$15,200,000	5	\$31,665,000
10	Erik	Anderson	1	\$31,600,000			1	\$31,600,000
11	Chad	Dannecker	19	\$20,714,000	9	\$10,398,400	28	\$31,112,400
12	Alan	Shafraan	10	\$13,402,500	10	\$16,002,500	20	\$29,405,000
13	Maxine	Gellens	6	\$6,235,450	10	\$22,613,450	16	\$28,848,900
14	Brett	Combs	3	\$3,760,500	4	\$23,739,300	7	\$27,499,800
15	Philip	Buckley	2	\$4,580,000	4	\$21,850,000	6	\$26,430,000
16	Emma	Lefkowitz	10	\$9,013,545	15	\$16,631,995	25	\$25,645,540
17	Austin	Huffman	3	\$9,760,000	7	\$14,160,000	10	\$23,920,000
18	Derek	Kaptanoglu	1	\$11,687,000	1	\$11,687,000	2	\$23,374,000
19	Lindsay	Himmel	1	\$7,200,000	7	\$15,375,000	8	\$22,575,000
20	Scott	Ryan	5	\$10,866,000	3	\$10,693,000	8	\$21,559,000
21	Andrew	Appleby	3	\$15,400,000	2	\$6,100,000	5	\$21,500,000
22	Dane	Soderberg	3	\$10,675,000	4	\$10,700,000	7	\$21,375,000
23	Lori	Barnett	2	\$10,560,000	3	\$10,810,000	5	\$21,370,000
24	George	Fillippis	1	\$2,325,000	13	\$16,926,000	14	\$19,251,000
25	Tyler	Sinks	1	\$9,600,000	1	\$9,600,000	2	\$19,200,000
26	Shawn	Rodger	1	\$9,150,000	1	\$9,750,000	2	\$18,900,000
27	Janice	Clements	4	\$15,912,000	1	\$2,970,000	5	\$18,882,000
28	Ilana	Huff	6	\$6,912,000	8	\$11,864,000	14	\$18,776,000
29	Conor	Brennan	2	\$18,585,000			2	\$18,585,000
30	Lyle	Caddell	6	\$6,715,300	10	\$11,562,800	16	\$18,278,100
31	Jenna	Hoyas	7	\$18,169,000			7	\$18,169,000
32	K. Ann	Brizolis	2	\$7,225,000	2	\$10,750,000	4	\$17,975,000
33	Darren	Schneider	5	\$11,312,000	5	\$6,598,500	10	\$17,910,500
34	Nadia	Colucci	5	\$7,084,000	6	\$10,644,000	11	\$17,728,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
35	Jordan	Beal	4	\$9,089,000	3	\$8,505,000	7	\$17,594,000
36	Tyson	Lund	4	\$4,598,000	8	\$12,943,125	12	\$17,541,125
37	Jim	Bottrell			23	\$17,321,999	23	\$17,321,999
38	Nicolas	Jonville			14	\$17,165,200	14	\$17,165,200
39	Mike	Aon	5	\$6,300,000	12	\$10,756,000	17	\$17,056,000
40	Tanya	Brooking	3	\$8,470,000	3	\$8,365,000	6	\$16,835,000
41	Patti	McKelvey	6	\$5,572,350	12	\$11,205,350	18	\$16,777,700
42	Jennifer	Anderson	4	\$10,040,000	4	\$6,561,750	8	\$16,601,750
43	Kyle	Murphy	4	\$11,824,000	3	\$4,700,000	7	\$16,524,000
44	Felicia	Bell	3	\$16,450,000			3	\$16,450,000
45	Melissa	Goldstein Tucci	7	\$9,789,500	9	\$6,591,300	16	\$16,380,800
46	Rachael	Kaiser	4	\$10,000,000	1	\$5,950,000	5	\$15,950,000
47	Denny	Oh	4	\$3,285,300	6	\$12,253,300	10	\$15,538,600
48	Tracey	Ross	5	\$9,397,000	4	\$6,102,000	9	\$15,499,000
49	Ever	Eternity			10	\$15,278,500	10	\$15,278,500
50	Patrick	Mercer	1	\$1,700,000	9	\$13,577,233	10	\$15,277,233

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

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TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
51	Bianca	Diaz	2	\$4,818,000	4	\$10,140,500	6	\$14,958,500
52	Mark	Schultz	6	\$5,870,501	9	\$8,707,401	15	\$14,577,902
53	Sean	Zanganeh	4	\$9,317,500	3	\$5,084,000	7	\$14,401,500
54	James	Nelson	2	\$2,150,000	5	\$12,215,000	7	\$14,365,000
55	Katie	Nelson	2	\$7,175,000	2	\$7,175,000	4	\$14,350,000
56	Billie	Bourgeois	4	\$6,354,500	6	\$7,916,100	10	\$14,270,600
57	Scott	Union	1	\$1,049,000	3	\$13,150,000	4	\$14,199,000
58	Lanz	Correia	6	\$8,137,950	2	\$6,000,000	8	\$14,137,950
59	Carlos	Gutierrez	3	\$6,545,000	4	\$7,505,000	7	\$14,050,000
60	Gregg	Phillipson	2	\$1,995,000	9	\$11,995,475	11	\$13,990,475
61	Krista	Sozinho	3	\$13,870,000			3	\$13,870,000
62	David	Thayer	4	\$7,260,000	6	\$6,568,800	10	\$13,828,800
63	Anthony	Guerrieri	1	\$6,900,000	1	\$6,900,000	2	\$13,800,000
64	Eric	Chodorow	3	\$4,063,000	5	\$9,713,000	8	\$13,776,000
65	Memo	Cardona	6	\$13,672,000			6	\$13,672,000
66	Malcolm	Sax	1	\$3,500	3	\$13,536,500	4	\$13,540,000
67	Mark	Marquez	3	\$5,304,000	4	\$8,184,000	7	\$13,488,000
68	Bryan	Devore	1	\$2,500,000	8	\$10,958,333	9	\$13,458,333
69	Stanley	Krimerman	5	\$7,923,500	3	\$5,525,000	8	\$13,448,500
70	Hillary	Biscay	4	\$11,590,000	1	\$1,755,000	5	\$13,345,000
71	Michel	Goldstein	3	\$7,925,000	1	\$5,300,000	4	\$13,225,000
72	Caitlin	Petrush			5	\$13,139,000	5	\$13,139,000
73	Eric	Comer	2	\$6,550,000	2	\$6,550,000	4	\$13,100,000
74	Romina	Nassif	1	\$10,000,000	2	\$3,010,000	3	\$13,010,000
75	Sanjay	Solomon	3	\$7,123,000	1	\$5,850,000	4	\$12,973,000
76	Twana	Rasoul	10	\$12,322,000	1	\$565,000	11	\$12,887,000
77	Taylor	Knutzen	1	\$7,500,000	1	\$5,350,000	2	\$12,850,000
78	Charlotte	Rudowicz	2	\$6,050,000	3	\$6,690,000	5	\$12,740,000
79	Gregg	Whitney	5	\$11,415,626	2	\$1,295,750	7	\$12,711,376
80	Talechia	Plumlee-Baker	4	\$5,867,500	4	\$6,842,500	8	\$12,710,000
81	Ramon	Maldonado	8	\$8,707,000	1	\$4,000,000	9	\$12,707,000
82	David	Andrews	1	\$12,600,000			1	\$12,600,000
83	Jack	Archie	1	\$5,050,000	2	\$7,546,500	3	\$12,596,500
84	Jason	Daniels	2	\$2,480,000	7	\$10,070,000	9	\$12,550,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
85	Ray	Shay	2	\$3,406,300	5	\$9,097,776	7	\$12,504,076
86	Jeff	Rosa	4	\$3,140,000	9	\$9,121,500	13	\$12,261,500
87	Patty	Cohen	2	\$10,494,350	1	\$1,725,000	3	\$12,219,350
88	Delorine	Jackson	1	\$6,050,000	1	\$6,050,000	2	\$12,100,000
89	Cheree	Bray	7	\$9,994,280	1	\$2,100,000	8	\$12,094,280
90	Julie	Feld	1	\$4,700,000	2	\$7,325,000	3	\$12,025,000
91	Kristyna	Lukacova	8	\$11,982,733			8	\$11,982,733
92	Jenn	Blake	5	\$10,177,125	2	\$1,785,000	7	\$11,962,125
93	Bob	Kelly	2	\$2,599,000	7	\$9,174,000	9	\$11,773,000
94	Bern	McGovern	5	\$7,900,000	2	\$3,825,000	7	\$11,725,000
95	Jana	Greene	1	\$1,845,000	4	\$9,862,500	5	\$11,707,500
96	Liv	Arant	9	\$11,591,500			9	\$11,591,500
97	Neda	Nourani	3	\$6,568,000	3	\$4,998,000	6	\$11,566,000
98	Orva	Harwood	1	\$4,719,000	2	\$6,840,000	3	\$11,559,000
99	Melvina	Selfani	5	\$4,837,000	5	\$6,690,000	10	\$11,527,000
100	Steven	Cairncross	2	\$5,470,000	3	\$6,020,000	5	\$11,490,000

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TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
101	Jorge	Ahuage	1	\$5,000,000	2	\$6,435,000	3	\$11,435,000
102	Ryan	McGovern	3	\$11,325,000			3	\$11,325,000
103	Greg	Cummings	1	\$925,000	4	\$10,303,000	5	\$11,228,000
104	Brian	Danney	2	\$5,150,000	3	\$6,075,000	5	\$11,225,000
105	Tracie	Kersten	2	\$6,500,000	2	\$4,723,000	4	\$11,223,000
106	Brant	Westfall	4	\$10,492,500	1	\$727,500	5	\$11,220,000
107	Keaton	English	1	\$680,000	10	\$10,441,400	11	\$11,121,400
108	Conor	Noonan	3	\$11,084,080			3	\$11,084,080
109	Allen	Jackel	3	\$7,590,000	1	\$3,350,000	4	\$10,940,000
110	Raquel	Abrams	5	\$10,932,000			5	\$10,932,000
111	Markee	Lashley	5	\$7,361,000	3	\$3,516,000	8	\$10,877,000
112	Lisa	Stennes	4	\$9,000,000	1	\$1,815,000	5	\$10,815,000
113	Gregg	Neuman	5	\$4,388,000	8	\$6,425,900	13	\$10,813,900
114	Alex	Trubnikov	2	\$7,800,000	1	\$3,000,000	3	\$10,800,000
115	Tamara	Kapa	5	\$8,206,722	2	\$2,494,222	7	\$10,700,944
116	Dalia	Hirmez	2	\$4,735,000	4	\$5,922,500	6	\$10,657,500
117	Steven	Lincoln	1	\$5,000	7	\$10,649,000	8	\$10,654,000
118	Travis	McClain	2	\$2,192,405	4	\$8,387,405	6	\$10,579,810
119	Sandra	Zambito	4	\$4,115,000	5	\$6,421,000	9	\$10,536,000
120	Seth	Chalnick	3	\$6,237,000	2	\$4,295,350	5	\$10,532,350
121	Stephanie	Cowan	5	\$5,864,850	4	\$4,583,750	9	\$10,448,600
122	Tyler	Dabovich	4	\$5,523,500	3	\$4,885,000	7	\$10,408,500
123	Cindy	Mort			1	\$10,300,000	1	\$10,300,000
124	Cathleen	Shera	1	\$10,300,000			1	\$10,300,000
125	Oleksandra	Galanis	7	\$9,073,000	1	\$1,215,000	8	\$10,288,000
126	Chase	Cromwell	2	\$2,085,000	8	\$8,105,000	10	\$10,190,000
127	Ron	Fontaine	1	\$1,155,000	2	\$8,990,000	3	\$10,145,000
128	Jenna	Misuraca	1	\$5,055,000	1	\$5,055,000	2	\$10,110,000
129	Daniel	Sipher	5	\$4,670,000	5	\$5,420,000	10	\$10,090,000
130	Terry	Moore	2	\$5,040,000	2	\$5,040,000	4	\$10,080,000
131	Sean	Caddell	1	\$4,000,000	3	\$6,007,750	4	\$10,007,750
132	Vanessa	Peraza Virissimo	1	\$10,000,000			1	\$10,000,000
133	Deborah	Trevino	8	\$5,670,000	4	\$4,323,500	12	\$9,993,500
134	Marc	Lotzof	2	\$5,764,300	2	\$4,183,000	4	\$9,947,300

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
135	Taylor	Robertson			5	\$9,824,000	5	\$9,824,000
136	Feng	Liang	3	\$5,530,000	3	\$4,185,000	6	\$9,715,000
137	Elizabeth	Bachmann	2	\$2,195,000	8	\$7,496,000	10	\$9,691,000
138	Don	Fontana			10	\$9,651,168	10	\$9,651,168
139	Nikol	Klein	2	\$4,546,500	3	\$5,091,850	5	\$9,638,350
140	Nicole	Mascola			10	\$9,603,014	10	\$9,603,014
141	Jody	Schmauss	1	\$7,250,000	1	\$2,300,000	2	\$9,550,000
142	Logan	Henry	3	\$3,184,000	5	\$6,335,000	8	\$9,519,000
143	Chase	Penrose	3	\$5,329,900	1	\$4,100,000	4	\$9,429,900
144	Cecilia	Zavala	2	\$3,461,750	3	\$5,911,750	5	\$9,373,500
145	Elizabeth	Reed	1	\$1,699,000	2	\$7,665,000	3	\$9,364,000
146	Robert	Colello	3	\$6,461,000	1	\$2,900,000	4	\$9,361,000
147	Gina	Vreeburg	1	\$1,090,000	3	\$8,235,000	4	\$9,325,000
148	Dino	Morabito	1	\$1,200,000	1	\$8,100,000	2	\$9,300,000
149	Gina	Drucker	1	\$6,445,000	2	\$2,750,000	3	\$9,195,000
150	Jesse	Klein	7	\$9,193,720			7	\$9,193,720

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TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
151	Pat	Park	6	\$4,153,395	7	\$5,028,520	13	\$9,181,915
152	Jim	McInerney	2	\$9,180,000			2	\$9,180,000
153	Ryan	White	2	\$10,890	3	\$9,160,890	5	\$9,171,780
154	Claudette	Berwin	1	\$2,437,888	2	\$6,687,888	3	\$9,125,776
155	Layne	Harrison	1	\$1,725,000	5	\$7,371,000	6	\$9,096,000
156	Raini	Gordy	3	\$3,847,500	3	\$5,163,409	6	\$9,010,909
157	Steve	Ploetz			4	\$9,004,000	4	\$9,004,000
158	Chris	Martin	1	\$4,500,000	1	\$4,500,000	2	\$9,000,000
159	Bob	Ruane	1	\$9,000,000			1	\$9,000,000
160	Zepe	Ybarra	1	\$3,700,000	2	\$5,295,000	3	\$8,995,000
161	Nick	Wright	3	\$4,465,000	4	\$4,521,000	7	\$8,986,000
162	Noah	Grassi	5	\$8,476,410	1	\$449,000	6	\$8,925,410
163	Debe	McInnis	3	\$8,885,000			3	\$8,885,000
164	Julia	Duncan	3	\$6,861,560	1	\$1,995,000	4	\$8,856,560
165	Voltaire	Lepe	11	\$6,037,270	8	\$2,813,385	19	\$8,850,655
166	Joseph	Arendsen	3	\$4,019,275	4	\$4,798,800	7	\$8,818,075
167	Kevin	Silberman	1	\$1,470,000	3	\$7,342,000	4	\$8,812,000
168	Frances	Mouser	1	\$1,375,000	7	\$7,406,000	8	\$8,781,000
169	Daniel	Greer			2	\$8,738,730	2	\$8,738,730
170	Vanessa	Munoz	3	\$2,531,000	7	\$6,180,999	10	\$8,711,999
171	Carol	Mundell	2	\$2,030,000	6	\$6,680,500	8	\$8,710,500
172	Steven	Sladek	2	\$704,000	9	\$7,996,431	11	\$8,700,431
173	Ernest	Hahn II	1	\$4,350,000	1	\$4,350,000	2	\$8,700,000
174	Keith	York	2	\$4,020,000	2	\$4,650,000	4	\$8,670,000
175	Mitch	Smith	1	\$1,454,000	3	\$7,200,000	4	\$8,654,000
176	Lindsay	Herrell	3	\$4,310,000	4	\$4,344,000	7	\$8,654,000
177	Josephine	Gaxiola	2	\$5,110,000	1	\$3,525,000	3	\$8,635,000
178	Jesse	Ibanez	4	\$3,520,728	5	\$5,100,000	9	\$8,620,728
179	Elliott	Ahajianian	2	\$7,065,000	1	\$1,550,000	3	\$8,615,000
180	Linda	Sansone	2	\$8,615,000			2	\$8,615,000
181	Kate	Wells	2	\$4,404,600	2	\$4,204,600	4	\$8,609,200
182	Brandon	White	2	\$8,600,000			2	\$8,600,000
183	Malena	Suarez	2	\$2,935,000	3	\$5,664,000	5	\$8,599,000
184	Eloisa	Navarro	1	\$4,299,000	1	\$4,299,000	2	\$8,598,000

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
185	Brian	Cane	5	\$1,598,495	9	\$6,986,495	14	\$8,584,990
186	Ben	Sierpina	2	\$3,801,800	2	\$4,770,000	4	\$8,571,800
187	Benn	Vogelsang			2	\$8,535,000	2	\$8,535,000
188	Sander	Harth	2	\$3,709,000	4	\$4,818,063	6	\$8,527,063
189	Michael	Sabourin	2	\$4,261,818	2	\$4,261,818	4	\$8,523,636
190	Travis	Norris	3	\$8,505,000			3	\$8,505,000
191	Gaby	Preston	1	\$8,500,000			1	\$8,500,000
192	Adam	Wolf	8	\$7,832,000	1	\$660,000	9	\$8,492,000
193	Hunter	Sill	2	\$4,159,000	2	\$4,320,000	4	\$8,479,000
194	Cideer	Saco	3	\$3,427,000	8	\$5,046,500	11	\$8,473,500
195	Brittany	Hahn Games	2	\$4,178,400	3	\$4,276,400	5	\$8,454,800
196	Tino	Murguia	3	\$3,061,200	4	\$5,310,000	7	\$8,371,200
197	Sam	Rasoul	2	\$2,551,775	3	\$5,788,000	5	\$8,339,775
198	Melissa	Westfall			7	\$8,262,000	7	\$8,262,000
199	Alan	Kinzel			1	\$8,250,000	1	\$8,250,000
200	Michael	Angotta	3	\$5,835,000	1	\$2,400,000	4	\$8,235,000

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- We offer Laboratory tested airborne and surface Mold Sampling.
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WHAT IS THE JRIG DIFFERENCE?

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- Reports delivered within 24 hours.
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Martin M - Realtor Over 1000 5-star reviews on Google and Yelp!

Positive: Professionalism, Responsiveness, Value

My home Inspector was Randy. He was prompt, very thorough. Very knowledgeable & was able to answer all mine and my clients questions. We were able to get a time scheduled within 24 hours. I would recommend John Robinson home inspectors time, and time again.

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