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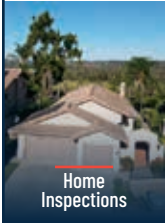
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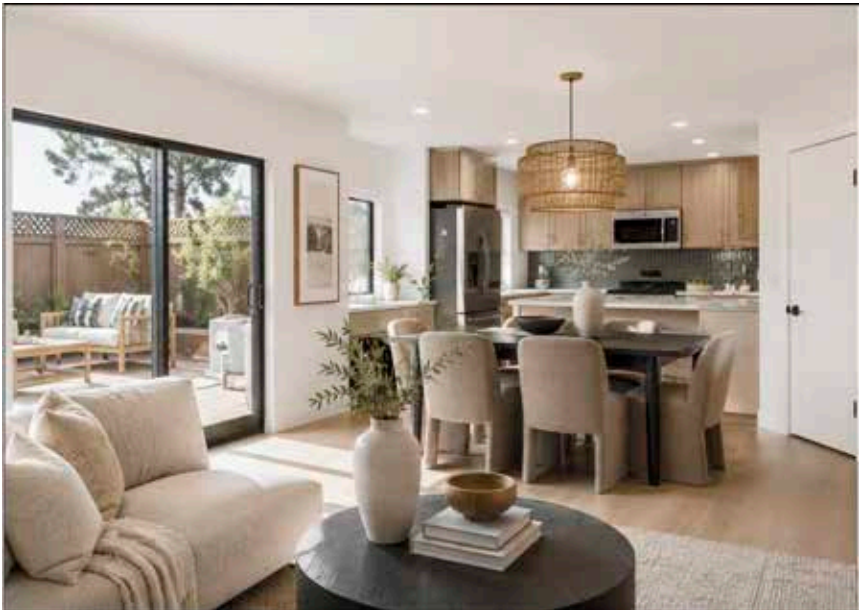
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ANTHONY MENDOZA

PHOTOS BY ELIZABETH IRELAND PHOTOGRAPHY

Some agents find real estate through ambition. Anthony Mendoza found it through tennis.

He did not formally play tennis, only casual hangouts hitting around balls with other non-playing friends. He had told Orva Harwood as much when she invited him to join her early morning lessons in Rancho Santa Fe. She invited him anyway. So there he was, pre-shift, on the court with one of North County's most respected agents, a Compass agent with 45 years of experience and a reputation built entirely on integrity. He showed up. He learned. He kept showing up.

"Orva has not only been immensely impactful to my professional life, but also my personal life and physical fitness overall," Anthony says. "I am a happier, healthier person and will be for the rest of my life because of her."

Today, Anthony Mendoza is a REALTOR® conducting his own deals with Berkshire Hathaway HomeServices, and Head of Operations at The Harwood Group with Compass, the team led by Orva. Two years into his career, he has closed \$6.4 million in personal sales volume and personally overseen \$22.2 million in transactions as partner to Orva Harwood across some of San Diego's most coveted markets, including Rancho Santa Fe, Del Mar, La Jolla, Encinitas, Carmel Valley, Mission Hills, and Sunset Cliffs. He is exactly where the last decade of his life was quietly preparing him to be.

Built by Every Job He Ever Had

Anthony was born in Chula Vista and raised in National City before his grandparents made a deliberate move to Escondido. His grandmother Victoria, tough, patient, and fiercely capable, was his anchor. She handed him his first set of power tools before he was 16. She never said no without an explanation. She raised children the way she did everything else, with intention.

His childhood was not without difficulty. His mother cycled through addiction and the legal system for much of his early years. His father followed a similar path, though more quietly. What Anthony carried forward from that time was not bitterness but clarity, a bone-deep understanding of what financial instability actually looks like, and a determination to build something different.

That determination showed up early. At 13, after losing the house his family shared following the deaths of his grandfather and uncle, he pestered his parents about buying instead of renting, pulled data from Zillow, scheduled showings with a realtor, and helped convince them to purchase a 3-bedroom home in Escondido for \$217,000 in 2011. They still live there. That house gave his parents financial stability during some of the hardest years of their lives, and it gave Anthony his first real lesson in what real estate can do for a family.

He went on to become an honors and AP student, served as Director of

Publicity in student government, became the first in his family to graduate college, and earned a Bachelor's in Business Administration with an emphasis in Marketing from San Francisco State University, graduating Cum laude.

The Coffee Shop Years

What Anthony did between college and real estate is not a gap on a resume. It is the education that made him better at what he does. It honed a very unique set of skills crucial to a new REALTOR®'s viability and success.

He worked retail management in high school, consistently ranking among the top 100 sales associates out of more than 10,000 nationwide at his first job. He assisted a highly accomplished ER doctor and founding Medical Director of Rady Children's Hospital's Urgent Care program, a close friendship he carries to this day. He drove for Uber in college, racking up long conversations with Silicon Valley innovators and collecting business cards he did not yet know what to do with. He worked in an interior design studio developing a keen design eye. And through much of it, he worked in coffee shops.

Not just any coffee shops. He ran community hubs. He worked as a barista and eventually managed cafes throughout North County coastal San Diego, including a well-known spot in the Village of Rancho Santa Fe. He learned, he says, how to foster genuine community through coffee shop culture. He would walk into the

offices of top producers with mistake coffees or training drinks, simply because he enjoyed bringing a surprise to the workplace.

"I did this for the joy of bringing a fun little surprise to someone's workday," he says, "before I ever had the intention of joining the industry."

Those visits built a relationship with Tim Van Damm and his office. They opened doors to host open houses at a level most new agents never access. And on the other side of the coffee shop wall in Rancho Santa Fe, they introduced him to Orva Harwood, one of the greats working the corridor from Rancho Santa Fe to the coast.

The First Escrow

Anthony entered the market in May 2024, during an election year and what would later be described as a 30-year low in national home sales. He was hosting open houses every weekend for a listing in Point Loma, a contemporary home priced above \$2 million and perched on a hill with pocket slider doors opening to sweeping views of the ocean, SeaWorld, and the lights of Ocean Beach below. Other agents had given up on it. He kept going.

One Sunday, after yoga, a visitor from one of those open houses called. He wanted to write an offer and wanted Anthony to represent him.

What followed was the most exhilarating and terrifying stretch of his career. Escrow opened in mid-December 2024. His mentor was leaving for Italy just days later. He

“People should look like a **San Diegan** if they’re selling the quintessential Southern California coastal lifestyle.”

would be navigating his first transaction largely on his own, with the support of Orva’s former real estate attorney, now his transaction coordinator. The client, newly married and living on a yacht in San Diego Bay, wanted to close early to entertain his family for the holidays. They closed right before Christmas, just over \$2.2 million, with credits toward closing costs built into the deal.

“It was surreal seeing a sum of money like that suddenly hit the account,” Anthony recalls. “That commission enabled me to keep going.”

He has never forgotten what it cost to get there, or what it meant when it finally did.

An Operator in a World Full of Campaigners

Anthony is self-aware in a way that not many agents his age are willing to be in print. He describes himself as more operator than campaigner. He despises automated CRM emails. He writes every client and prospect communication personally, by hand, because he believes people can feel the difference. He does not advertise by production volume. He is building his business entirely by word of mouth.

“I view my role as an advisor to a decision someone has already come to,” he explains, “not a salesperson pushing someone into a decision they have not even considered.”

That ethic extends to how he presents himself. A friend and fellow agent, Deb Klein with Compass One Paseo, encouraged him early on to dress like himself rather than perform an idea of what a realtor looks like. He took that advice to heart. His mentor, Orva, who famously shows up every day in yoga pants and active wear, sharpened something else: the ratio of talking to listening. Once she pointed it out, he adjusted. His work improved. His relationships deepened.

“This is the San Diego market,” he says. “People should look like a San Diegan if they’re selling the quintessential Southern California coastal lifestyle.”

Currently, The Harwood Group has two luxury compounds in active listings, each set on 2.5 acres with views to the La Jolla skyline, priced individually at \$3,795,000 or listed together at \$7,590,000. Anthony’s personal goal is to reach \$12 million in personal career sales by year-end and to close his first transaction insidewithin the Covenant of Rancho Santa Fe, a market he has come to know intimately over four years of working, walking, and belonging to it in his own way.

What He Wants to Be Known For

Outside of work, Anthony hikes, walks the beach, and practices yoga and sculpt classes at YogaSix locations in Carlsbad, Solana Beach,

and Point Loma. He paddle boards in the Carlsbad Lagoon, San Diego Bay, and Cardiff State Beach. He loves a good happy hour with people he cares about.

He worries, as many native San Diegans do, about whether the families who have called this city home for generations will be able to stay. That concern is personal. He wants to be the financial safety net for his family, to help with the unexpected car repair, to give his parents the retirement they were not able to build for themselves.

“I want to encourage the industry to lead with more personality and heart during a time of AI and growing distance from

personal connection,” he says. “I want to be another example of how integrity and being serious about fiduciary duty to clients can blossom a prosperous career in this industry.”

To newer agents, his advice is the same one the best people in the business have given him since day one: keep going. Perseverance and consistency are everything. Only the strong survive, especially in the markets he entered. He knows that firsthand.

He also knows something else. Every connection matters. Every coffee matters. Every door you keep showing up to has the potential to change the direction of your life. ▼





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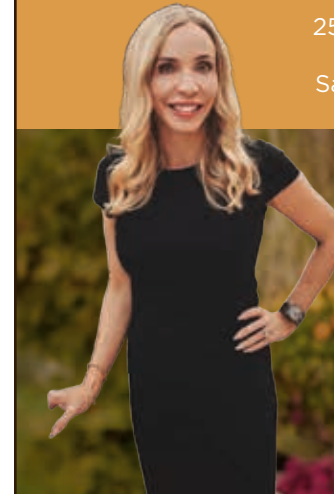


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WILLIAM ZUNIGA, PRESIDENT

Most real estate professionals have a mortgage lender, a title rep, and an escrow officer saved in their phone. Very few have a trusted notary. William Zuniga built his entire business around that gap.

As President of Sign Docs Today Signing Services, William has spent eight years proving that a reliable, round-the-clock notary partner is not a luxury for real estate professionals. It is a necessity they did not know they were missing. What started as a part-time venture after a long career in logistics has grown into a nationwide signing service handling thousands of transactions a year, with a reputation built almost entirely on referrals.

Thirty Years at UPS, Then Something New

William spent more than 30+ years with UPS, eventually managing local operations after the company relocated him to San Diego. He took an early retirement in 2018 when he qualified for his pension, and spent a year figuring out what came next. What came next was notary work, initially approached as something to keep him active part-time. That plan did not last long.

"I quickly learned that there was a need and a void to assist real estate professionals with qualified notaries nationwide," he says. His background in logistics gave him a framework that most notaries simply do not have: operational discipline, a systems-oriented mindset, and a deep understanding of what it means to coordinate moving parts under time pressure. By 2021, he had launched Sign Docs Today as a nationwide signing service. It has scaled every year since.

The Three A's

Sign Docs Today operates on a simple promise William calls the three A's: any time, any day, anywhere. The company serves escrow officers, loan officers, real estate brokers and agents, and attorneys, handling purchase and sale transactions, refinances, estate plans, and last-minute requests that other services

cannot accommodate. That last category is where William says the business has carved out its clearest niche.

"We specialize in last-minute requests and we love to be challenged," he says. It is the kind of availability that agents rarely find in a notary partner and that becomes invaluable at exactly the wrong moment, when a closing is time-sensitive and the person who needs to sign documents is not in a convenient location or operating on a convenient schedule.

For William, the business case he makes to real estate professionals is direct: every agent has the authority to select their own notary rather than leaving that choice to escrow or a lender. Having a trusted, vetted notary already in your network means one less variable to manage when a transaction gets complicated.

“What I’m most grateful for is the gratitude we get from our clients and knowing that we play a part in one of the most important financial decisions some people make.”

“Why not have one in your network of partners and tell escrow or lenders who you would like to use?” he says.

Built on Referrals

William measures his company’s success by a single metric: the number of referrals he receives from current clients. It is a deliberate choice that reflects how he thinks about the work. “We strive to provide the best customer service to every client,” he says. When an agent refers Sign Docs Today to a client and that client has a smooth, professional experience, it reflects well on the agent. William takes that responsibility seriously.

The team that executes on that promise is small but purposeful. William’s personal assistant Phylline handles the day-to-day administrative work that keeps operations running, while associates Pau and Tin support the signing side of the business. Together, the four-person operation is tracking toward more than 4,000 transactions in 2026, with a goal of exceeding 5,000 by 2027, a trajectory that reflects consistent year-over-year growth since the company launched.

“What I’m most grateful for is the gratitude we get from our clients,” William says, “and knowing that we play a part in one of the most important financial decisions some people make.”

Family, Baseball, and the Dodgers in Padres Country

Away from work, William’s world centers on his wife Diana, their three grown

children, and three young grandchildren. Getting everyone together as often as possible is the priority. He is competitive by nature and gravitates toward outdoor activities and sports, with baseball holding a special place. He is a lifelong Dodgers fan, committed enough that he holds Padres season tickets specifically so he does not miss a game when Los Angeles comes to town. It is the kind of detail that tends to make for interesting conversations at escrow closings in San Diego.

His approach to work-life balance is characteristically uncomplicated. “I don’t think about work-life balance,” he says. “I do what I need to do when I need to do it.” For someone running a 24/7 signing service, that mindset is less a philosophy than a job requirement.

For real estate professionals who have never had a go-to notary in their contact list, William Zuniga makes the case simply: you will need one eventually, and it is far better to already know who to call. His motto says it all: never say never. And with Sign Docs Today, you never have to say you couldn’t find someone. ❏

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For more information, contact William Zuniga at orders@signdocstoday.com or call 760-215-6469.



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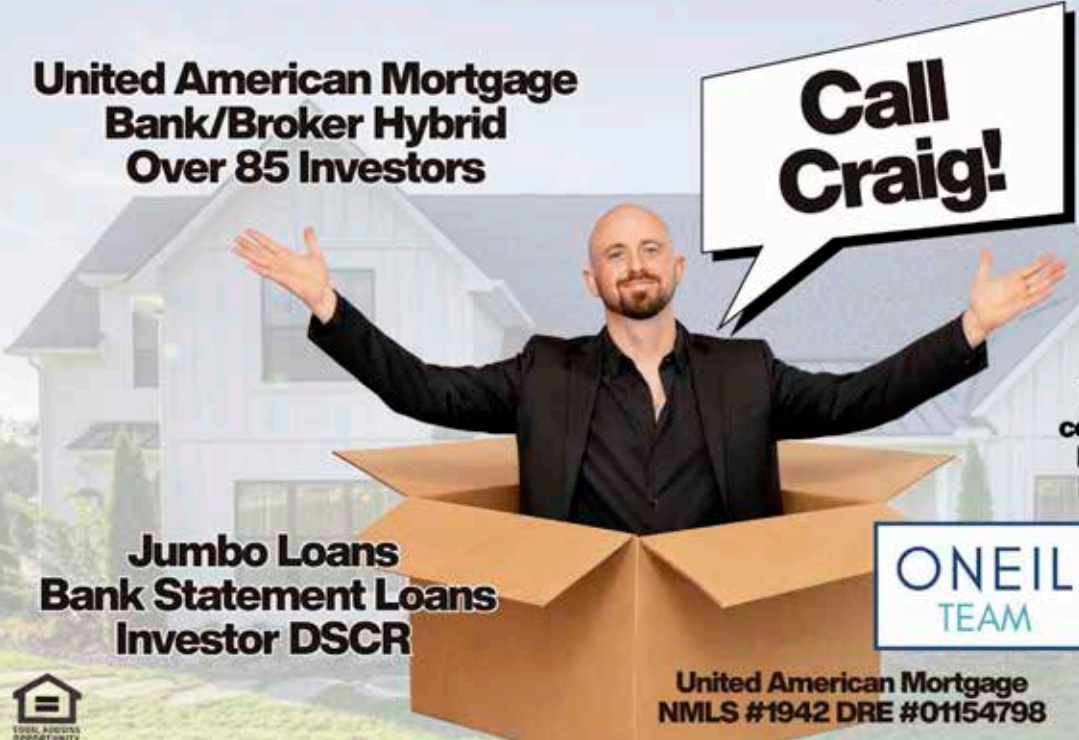
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Ryan & Danielle Caron

THE CARON GROUP
AT REAL BROKER



Long before Ryan and Danielle Caron built The Caron Group, both chose careers centered around serving others. Ryan served in the United States Navy as a Search and Rescue Swimmer, and Danielle spent 12 years as a nurse. Those experiences still shape the husband-and-wife team today. They carry that same commitment to serving others into real estate: taking care of people, doing the right thing and treating every client like family.

Ryan is a two-time Top Buyers Agent and ranks among the top 3 percent of Pacific Southwest Association of Realtors members, with The Caron Group on track to reach the top 1 percent in 2026. But production has never been the ultimate measure of success.

“The numbers are great because they show the work is paying off, but that’s never been the end goal,” Ryan says. “We want to be our clients’ real estate resource for life.”

Two Paths Built Around Service

Ryan grew up in Medford, Massachusetts, and joined the U.S. Navy after high school, training as a Search and Rescue Swimmer before becoming a helicopter crew chief and door gunner, a career that eventually brought him to San Diego. “Discipline, resilience, teamwork and being able to perform under pressure were part of the job,” he says. “I didn’t realize then how much those things would carry over into real estate.”

After leaving the Navy, Ryan attended San Diego State University, graduating magna cum laude, and spent eight years in property management. He considered a career flying UAVs, but becoming a father changed his priorities. “Once I had a family, I wanted to build something of my own while still being present for them,” he says.

Danielle’s path was different, but the motivation was remarkably similar. A San Diego native, she spent 12 years as a nurse before leaving a profession that had become part of her identity. “Nursing was such a big part of who I was, so walking away was scary,” she says. “But what I loved most was helping people, and real estate gave me another way to do that.”

Built on Service

PHOTOS BY ELIZABETH IRELAND PHOTOGRAPHY

Building The Caron Group

Ryan earned his real estate license in 2021 and joined the Dean Aguilar Group to learn alongside agents operating at a high level. One lesson stuck with him. “Dean pulled me aside during a role play training and told me to stop trying to sound like what I thought a Realtor was supposed to sound like,” he recalls. “He told me, ‘Just be yourself. People want to work with you, not some polished version.’” Dean and his partner, Afroditi, reinforced another philosophy Ryan and Danielle still carry today: “Love on your clients.”

As Ryan’s business grew, he signed Danielle up for real estate classes, and she made the leap from nursing full time. What began as Ryan’s career became a shared vision: The Caron Group.

Two Agents. One Client Experience.

Ryan and Danielle don’t simply share a last name and a logo. They operate as a true team. “Our clients aren’t hiring one of us and occasionally seeing the other,” Ryan says. “They’re getting both of us, working toward the same goal.”

That combination has helped The Caron Group serve buyers, sellers, veterans and longtime homeowners throughout San Diego. Ryan’s military background gives him a particular connection to veterans navigating VA financing. “We don’t want anyone to feel like they were sold something,” he says. “Our job is to educate people and help them make the best decision for their family.”

For Danielle, some of the most meaningful moments happen long after the keys change hands. “Some of the best parts of this career are when clients become friends, or someone we helped years ago calls us with a question,” she says. “That’s when you know you did things the right way.”

Getting Comfortable Being Uncomfortable

For Ryan, one of the biggest challenges of building the business was becoming more visible. “I’ve always been a pretty private person,” he says. “Putting myself on social media was way outside my

comfort zone. I had to get comfortable being uncomfortable.”

Danielle provides a steady presence that, Ryan says, has made the business stronger. “Danielle sees things I don’t see, and I see things she doesn’t,” he says. “Having someone you completely trust beside you in business is pretty special.”

Family at the Center

Ryan and Danielle’s definition of success has evolved as the business has grown. “Now success is building a business alongside my wife, being present for our family and creating something our kids can be proud of,” Ryan says.

Their daughter, Eva, is 9, and their son, Riley, is a high school senior. Both kids play sports, keeping the Caron family constantly on the move. “Our kids see the work that goes into this,” Danielle says. “But they also get to see why we’re doing it.”

Building Something That Lasts

Ryan and Danielle have ambitious goals for The Caron Group, but reaching the top 1 percent isn’t the finish line. They want a reputation strong enough that past clients and fellow agents never hesitate to refer them, and they want to show their children what happens when you take chances, work hard and treat people well.

“That’s the legacy part of it for us,” Ryan says. “We want our kids to see that you can build something you’re proud of without losing sight of why you’re building it.”

His advice to newer agents reflects the lessons that shaped The Caron Group: “Be yourself. Find what separates you from everyone else and build around that. Focus on serving people instead of chasing transactions. The business and referrals will follow.”

For Ryan and Danielle, the careers may have changed, but the foundation hasn’t.

Serve people. Take care of families. Build something that lasts. 🏡

“Now success is building a business alongside my wife, being present for our family & **creating something our kids can be proud of.**”



Clear for *Takeoff*

Some people find a career. Others find a calling. For Allie Castro, real estate became both. By her late twenties, she had closed \$33 million in annual sales, built a thriving team, and established herself as one of San Diego's top producers, not by following a conventional path, but by pursuing excellence at every turn.

A San Diego native and Team Lead at the Dean Aguilar Group with Real Broker, Allie has built a career defined by the kind of discipline and composure that most agents spend years trying to develop. With 150 transactions closed, nearly \$100 million in career volume, and four consecutive years as a top producer at her company, Allie Castro has become a defining force in San Diego County real estate.

From the Cockpit to the Closing Table

Allie grew up in a Navy family, which meant home was always San Diego, even when life briefly took her to Chicago and Los Angeles. She returned to San Diego for high school in Carlsbad, and it was there that she first began developing the leadership instincts that would follow her everywhere.

At 16, she was not just working at Legoland. She was leading a team there. "That experience gave me an incredible foundation in customer service, leadership, and problem solving at a young age," she says. By 18, she had moved into the hospitality industry and was rising fast, training staff and traveling the country as a regional trainer, opening new restaurants along the way. Working with guests

from around the world taught her how to stay calm under pressure and communicate across every kind of situation.

From there, Allie spent five years as a flight attendant, traveling the world and falling in love with aviation. That love eventually led her to pursue her pilot's license. She enrolled in an accelerated professional pilot program through ATP Flight School, training in Carlsbad with the goal of becoming a commercial airline pilot. Flying sharpened her further: attention to detail, risk management, precision under pressure, preparation as a non-negotiable.

Then came a diagnosis. Skin cancer. And with it, a decision.

"I could continue down the aviation path and potentially face medical certification challenges later in my career," she explains, "or I could pivot and build a new future for myself." That pivot began with a conversation with her mom, and an introduction to Afroditi, a friend her mom had met through the hospitality industry. That introduction placed Allie in an environment surrounded by successful people who genuinely wanted to see her win. Real estate, she quickly realized, combined

ALLIE
Castro
REAL BROKER
DEAN AGUILAR GROUP

"My clients know they'll get honest advice, strong communication, & someone who will advocate for them every step of

the way."



everything she cared about: relationships, problem-solving, entrepreneurship, and the freedom to build something entirely her own.

Building From Zero

Allie entered real estate without a roadmap. She was not from a real estate family. She did not have a built-in sphere of influence. What she had was the discipline of a pilot and the work ethic of someone who had been leading teams since she was a teenager.

“Every day was a test of my discipline, confidence, and ability to keep moving forward even when results weren’t immediate,” she says. The commission-only structure was a significant adjustment from the structured path of aviation. She embraced it.

Her first real turning point came at her first closing. “When we finally closed and I handed them the keys,

everything became real,” she recalls. “It wasn’t about the commission or the transaction. It was seeing the excitement, relief, and happiness on their faces as they achieved a goal they had worked so hard for.” That moment showed her that real estate is about far more than buying and selling homes. It’s about changing lives.

That first closing was just the beginning. In her first year in business, Allie closed 28 deals, establishing a level of momentum that would become a defining characteristic of her career. What started with no roadmap quickly became a business built through discipline, consistency, and an unwavering commitment to her clients.

Allie’s path was shaped by lessons learned along the way. She will be the first to acknowledge that every challenge and misstep helped build the foundation of the business she leads today, one rooted in communication, consistency, and the kind of trust that can only be earned over time.

The Numbers Tell the Story

The numbers tell a story of their own: four consecutive years as a top producer, \$33 million in closed volume in a single year, more than 150 transactions, and nearly \$100 million in career sales. But behind every milestone is the same foundation that has driven Allie’s success from the beginning, discipline, consistency, and an uncompromising commitment to doing things the right way. “Focus on mastering the



fundamentals before chasing shortcuts,” she tells newer agents. “Real estate is ultimately a relationship business. Technology, marketing, and social media are valuable tools, but nothing replaces trust, follow-up, market knowledge, and consistent communication.”

For Allie, milestones are not finish lines. Transaction

150 is in the books. This year she has set her sights on a new career high: 40 closed units by 2027. This is just another step forward in an already remarkable trajectory.

Calm in Every Room

The best advice Allie ever received in real estate became the foundation of the way she serves her

clients: be the calmest person in the transaction.

“Clients remember market expertise,” she says, “but they refer agents who helped them navigate uncertainty, negotiations, inspections, financing hiccups, and emotions without adding to the stress.” Deals fall apart. Problems arise. The agent who holds steady becomes the trusted advisor people come back to for years.

That composure was earned long before real estate. It was shaped through years of flight training, strengthened by the experience of

building a business from the ground up, and refined through hundreds of client interactions. Today, Allie brings that same steady presence to every negotiation, inspection, and conversation, especially in the moments when clients need clarity and support the most as they navigate one of the biggest decisions of their life.

“My clients know they’ll get honest advice, strong communication, and someone who will advocate for them every step of the way,” she says.

Life Outside the Deal

When she is not working, Allie is at the beach, back in the cockpit of a small plane for recreational flying, discovering a new coffee shop, making her way through Nordstrom, or spending time with the people who matter most. Her wife serves in the U.S. Navy. That dedication, the kind that asks you to give yourself to something bigger than yourself, inspires Allie daily.

She defines success today not by the milestones but by the freedom those milestones create. “Success is having a career I love, serving my clients at a high level, continuing to grow as a person, and creating a life that gives me both purpose and freedom,” she says.

Six years into her career and Allie Castro has already proven she knows how to take flight. But for someone driven by growth, discipline, and purpose, the journey is far from over. There is no ceiling on where she goes next. The sky is the limit. ▀

"Success

is having a career I love, serving my clients at a high level, continuing to grow as a person, and creating a life that gives me both purpose and freedom."

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1	Jason	Barry	25	\$148,672,983	9	\$43,927,983	34	\$192,600,966
2	Tim	Van Damm	26	\$79,518,500	22	\$69,960,000	48	\$149,478,500
3	Eric	Iantorno	21	\$84,901,000	12	\$57,230,000	33	\$142,131,000
4	Janice	Clements	12	\$81,791,000	11	\$57,400,000	23	\$139,191,000
5	Mike	Cady	31	\$71,093,800	21	\$55,682,000	52	\$126,775,800
6	Greg	Noonan	23	\$109,314,175	4	\$16,125,000	27	\$125,439,175
7	Mark	Schultz	86	\$77,022,862	34	\$32,273,560	120	\$109,296,422
8	Maxine	Gellens	21	\$69,917,749	14	\$39,000,485	35	\$108,918,234
9	Alan	Shafran	36	\$56,438,500	28	\$49,388,650	64	\$105,827,150
10	Emma	Lefkowitz	53	\$70,094,625	33	\$34,698,675	86	\$104,793,300
11	Ever	Eternity	55	\$90,796,751	2	\$6,095,000	57	\$96,891,751
12	Chad	Dannecker	33	\$42,612,969	44	\$51,577,039	77	\$94,190,008
13	Melissa	Goldstein Tucci	52	\$57,544,300	21	\$28,074,000	73	\$85,618,300
14	Rande	Turner	6	\$38,750,000	8	\$41,180,057	14	\$79,930,057
15	Robert	Brown	7	\$43,140,000	2	\$25,550,000	9	\$68,690,000
16	Julie	Feld	9	\$41,891,000	6	\$26,466,750	15	\$68,357,750
17	Adam	Loew	11	\$34,962,888	8	\$30,840,000	19	\$65,802,888
18	Ilana	Huff	26	\$36,933,000	22	\$28,099,698	48	\$65,032,698
19	Mike	Aon	24	\$22,078,000	17	\$41,881,000	41	\$63,959,000
20	Patti	McKelvey	38	\$39,292,813	19	\$24,530,399	57	\$63,823,212
21	Jim	Bottrell	85	\$60,239,798	2	\$3,101,000	87	\$63,340,798
22	Gregg	Neuman	33	\$32,441,950	18	\$26,974,705	51	\$59,416,655
23	Min	Sun	13	\$20,646,000	19	\$38,760,850	32	\$59,406,850
24	Melvina	Selfani	20	\$26,313,790	21	\$31,697,000	41	\$58,010,790
25	Sean	Barry	3	\$22,569,700	5	\$34,830,000	8	\$57,399,700
26	Mark	Marquez	22	\$39,511,990	9	\$17,815,000	31	\$57,326,990
27	Brett	Combs	10	\$46,179,135	2	\$10,495,000	12	\$56,674,135
28	Tracey	Ross	14	\$29,432,000	11	\$25,002,000	25	\$54,434,000
29	Kelli	Miller	11	\$19,511,000	16	\$34,808,500	27	\$54,319,500
30	George	Fillippis	33	\$41,600,200	8	\$12,164,218	41	\$53,764,418
31	Gregg	Phillipson	36	\$40,400,475	14	\$12,601,900	50	\$53,002,375
32	Patrick	Mercer	30	\$50,137,558	1	\$1,700,000	31	\$51,837,558
33	Sanjay	Solomon	7	\$31,041,426	6	\$19,275,000	13	\$50,316,426
34	Farryl	Moore	16	\$40,323,500	4	\$9,903,000	20	\$50,226,500

Rank	First Name	Last Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
35	Dane	Soderberg	10	\$35,105,000	6	\$14,885,000	16	\$49,990,000
36	Scott	Ryan	7	\$19,372,000	7	\$29,927,020	14	\$49,299,020
37	Scott	Aurich	7	\$30,267,000	5	\$19,000,000	12	\$49,267,000
38	Gregg	Whitney	7	\$23,375,905	8	\$25,850,031	15	\$49,225,936
39	Drew	Nelson	10	\$34,319,995	6	\$14,549,000	16	\$48,868,995
40	Conor	Brennan	5	\$16,475,000	6	\$32,385,000	11	\$48,860,000
41	Nicole	Mascola	51	\$46,972,943	0	\$0	51	\$46,972,943
42	Nicolas	Jonville	30	\$46,673,278	0	\$0	30	\$46,673,278
43	Lyle	Caddell	21	\$29,374,450	13	\$16,713,550	34	\$46,088,000
44	Tyson	Lund	21	\$30,492,160	11	\$15,431,000	32	\$45,923,160
45	K. Ann	Brizolis	5	\$29,617,055	4	\$16,275,000	9	\$45,892,055
46	Cristi	Chaquica	8	\$27,599,000	4	\$17,960,000	12	\$45,559,000
47	Don	Fontana	35	\$36,346,259	8	\$8,679,366	43	\$45,025,625
48	Sean	Zanganeh	13	\$23,204,500	10	\$21,081,960	23	\$44,286,460
49	Austin	Huffman	15	\$28,155,000	7	\$15,540,000	22	\$43,695,000
50	Richard	Stone	16	\$32,333,000	7	\$11,351,000	23	\$43,684,000

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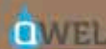
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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2026 - Aug 31, 2026

based on MLS data in San Diego County. Sorted by volume

Rank	First Name	Last Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
51	Jonathon	Shea	24	\$31,258,945	8	\$12,386,415	32	\$43,645,360
52	Betty	Toroyan	3	\$11,565,000	8	\$31,729,000	11	\$43,294,000
53	Talechia	Plumlee-Baker	9	\$24,022,500	8	\$19,046,500	17	\$43,069,000
54	Erik	Anderson	3	\$4,555,000	4	\$38,035,000	7	\$42,590,000
55	Mike	Chiesl	26	\$31,159,000	11	\$11,355,000	37	\$42,514,000
56	Nadia	Colucci	13	\$21,212,000	14	\$21,193,428	27	\$42,405,428
57	Tamara	Kapa	17	\$26,512,464	9	\$15,861,486	26	\$42,373,950
58	Greg	Gorsuch	10	\$40,754,000	1	\$1,095,000	11	\$41,849,000
59	Jordan	Beal	8	\$21,115,000	8	\$20,357,247	16	\$41,472,247
60	Shawn	Rodger	5	\$28,560,000	3	\$12,830,000	8	\$41,390,000
61	Denny	Oh	16	\$26,645,318	10	\$14,607,500	26	\$41,252,818
62	Angel	Flores	17	\$13,600,999	38	\$27,077,500	55	\$40,678,499
63	Jason	Saks	8	\$32,800,320	4	\$7,573,000	12	\$40,373,320
64	Sean	Caddell	7	\$17,962,000	6	\$22,348,320	13	\$40,310,320
65	Krista	Sozinho	3	\$5,865,000	8	\$34,290,000	11	\$40,155,000
66	David	Thayer	12	\$14,103,800	18	\$25,821,950	30	\$39,925,750
67	David	Butler	12	\$27,065,000	6	\$12,755,000	18	\$39,820,000
68	Jeff	Rosa	22	\$25,519,000	13	\$14,268,500	35	\$39,787,500
69	Ray	Shay	19	\$30,949,052	4	\$8,281,588	23	\$39,230,640
70	Daniel	Greer	6	\$20,933,730	3	\$18,240,000	9	\$39,173,730
71	James	Nelson	9	\$20,075,000	8	\$18,689,000	17	\$38,764,000
72	Marilyn	Comiskey	6	\$21,525,000	5	\$17,000,000	11	\$38,525,000
73	Eric	Chodorow	9	\$24,801,500	4	\$13,640,936	13	\$38,442,436
74	Eric	Comer	6	\$26,350,000	3	\$11,800,000	9	\$38,150,000
75	Elizabeth	Reed	7	\$21,384,000	4	\$16,674,000	11	\$38,058,000
76	Bryan	Devore	28	\$30,382,332	5	\$7,224,000	33	\$37,606,332
77	Steve	Ploetz	17	\$30,426,000	6	\$7,141,500	23	\$37,567,500
78	Twana	Rasoul	6	\$6,212,000	23	\$31,351,000	29	\$37,563,000
79	Delorine	Jackson	4	\$19,090,000	4	\$18,450,000	8	\$37,540,000
80	Nancy	Beck	18	\$26,651,664	8	\$10,755,375	26	\$37,407,039
81	Voltaire	Lepe	19	\$18,855,935	19	\$18,392,385	38	\$37,248,320
82	Arianna	Schwarz	22	\$32,529,400	4	\$4,506,000	26	\$37,035,400
83	Romina	Nassif	4	\$13,155,000	4	\$23,850,000	8	\$37,005,000
84	Vincent	Crudo	6	\$12,229,000	5	\$24,680,000	11	\$36,909,000

Rank	First Name	Last Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
85	Mark	Green	31	\$36,802,000	0	\$0	31	\$36,802,000
86	Craig	Lotzof	5	\$32,335,000	2	\$4,249,000	7	\$36,584,000
87	Katie	Nelson	8	\$17,925,000	8	\$18,510,000	16	\$36,435,000
88	Kristyna	Lukacova	2	\$2,974,000	20	\$33,208,233	22	\$36,182,233
89	Catrina	Russell	19	\$26,003,000	8	\$10,103,718	27	\$36,106,718
90	Brendan	Flynn	2	\$13,175,000	4	\$22,880,000	6	\$36,055,000
91	Jim	McInerney	3	\$6,900,000	4	\$29,005,000	7	\$35,905,000
92	Gwyn	Carter Rice	3	\$6,595,000	6	\$28,871,500	9	\$35,466,500
93	Eric	Matz	18	\$26,764,283	8	\$8,585,000	26	\$35,349,283
94	Kyle	Murphy	6	\$16,220,000	7	\$19,109,000	13	\$35,329,000
95	Ryan	Stafford	1	\$6,800,000	7	\$28,488,000	8	\$35,288,000
96	Steven	Cairncross	11	\$24,245,000	6	\$10,921,300	17	\$35,166,300
97	Cheree	Bray	12	\$13,381,500	14	\$21,501,280	26	\$34,882,780
98	Tyler	Hagerla	16	\$13,542,000	21	\$21,298,490	37	\$34,840,490
99	Bern	McGovern	9	\$11,994,000	14	\$22,820,000	23	\$34,814,000
100	Gina	Vreeburg	7	\$17,865,000	5	\$16,865,000	12	\$34,730,000

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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2026 - Aug 31, 2026

based on MLS data in San Diego County. Sorted by volume

Rank	First Name	Last Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
101	Valerie	Zatt	6	\$15,928,500	5	\$18,653,000	11	\$34,581,500
102	Rob	Aumann	6	\$21,927,888	4	\$12,491,388	10	\$34,419,276
103	Noah	Grassi	11	\$14,043,899	11	\$20,200,948	22	\$34,244,847
104	Keith	York	11	\$21,486,222	6	\$12,630,000	17	\$34,116,222
105	Janna	Hernholm	7	\$13,880,000	7	\$19,985,000	14	\$33,865,000
106	Evan	Smith	2	\$29,202,020	2	\$4,420,000	4	\$33,622,020
107	Heather	Manion	3	\$18,000,000	2	\$15,600,000	5	\$33,600,000
108	Seth	OByrne	9	\$21,327,000	6	\$12,067,000	15	\$33,394,000
109	Andrew	Appleby	6	\$14,930,000	4	\$18,290,000	10	\$33,220,000
110	Patty	Cohen	4	\$14,000,000	5	\$18,952,950	9	\$32,952,950
111	Philip	Buckley	7	\$26,375,000	3	\$6,080,000	10	\$32,455,000
112	Tracie	Kersten	4	\$14,223,000	4	\$18,150,000	8	\$32,373,000
113	Michelle	Warner	18	\$22,445,600	9	\$9,811,911	27	\$32,257,511
114	Stephanie	Cowan	10	\$16,841,400	10	\$15,353,500	20	\$32,194,900
115	Benn	Vogelsang	7	\$23,685,000	2	\$8,300,000	9	\$31,985,000
116	Rachael	Kaiser	4	\$15,254,000	10	\$16,584,000	14	\$31,838,000
117	Katie	Herrick	9	\$22,499,000	6	\$9,176,400	15	\$31,675,400
118	Madeline	Foley	22	\$20,323,000	10	\$11,217,000	32	\$31,540,000
119	Caren	Kelley	4	\$19,497,000	2	\$11,979,806	6	\$31,476,806
120	Roseanne	Martin	11	\$14,527,500	13	\$16,675,000	24	\$31,202,500
121	Chris	Heller	23	\$19,858,625	12	\$11,280,000	35	\$31,138,625
122	Kevin	Silberman	9	\$17,474,500	10	\$13,490,000	19	\$30,964,500
123	John	Selby	15	\$15,299,375	12	\$15,590,225	27	\$30,889,600
124	Rannie	Huang-Greer	5	\$18,495,000	2	\$12,225,000	7	\$30,720,000
125	Jeffrey	Nix	16	\$16,387,499	14	\$13,909,418	30	\$30,296,917
126	Susana	Corrigan	4	\$22,650,000	2	\$7,540,000	6	\$30,190,000
127	Meriah	Druliner	17	\$23,544,109	5	\$6,605,000	22	\$30,149,109
128	Michael	Wolf	14	\$13,437,899	13	\$16,513,138	27	\$29,951,037
129	Morgan	Baiton	7	\$9,071,000	11	\$20,844,000	18	\$29,915,000
130	Meghna	Surana	13	\$19,246,000	6	\$10,595,000	19	\$29,841,000
131	Brian	Cane	21	\$25,574,500	3	\$4,187,000	24	\$29,761,500
132	Ken	Pecus	14	\$21,277,500	4	\$8,293,000	18	\$29,570,500
133	Drew	Davis	8	\$16,925,000	7	\$12,465,000	15	\$29,390,000
134	Frances	Mouser	26	\$24,039,499	4	\$5,345,000	30	\$29,384,499

Rank	First Name	Last Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
135	Tyler	Polan	5	\$14,830,630	4	\$14,378,500	9	\$29,209,130
136	Kevin	Chhum	6	\$6,577,250	29	\$22,552,990	35	\$29,130,240
137	Michi	Suzuki	10	\$16,780,500	9	\$12,283,000	19	\$29,063,500
138	Amy	Green	8	\$17,592,500	3	\$11,447,500	11	\$29,040,000
139	Julia	Duncan	7	\$19,123,000	4	\$9,687,560	11	\$28,810,560
140	Cara	Steele	6	\$9,380,000	6	\$19,326,603	12	\$28,706,603
141	Ryan	McGovern	0	\$0	8	\$28,651,426	8	\$28,651,426
142	Ruth Ann	Fisher	4	\$17,856,000	4	\$10,745,000	8	\$28,601,000
143	Carlos	Gutierrez	12	\$17,446,500	5	\$10,835,000	17	\$28,281,500
144	Chris	Martin	4	\$19,505,000	2	\$8,600,000	6	\$28,105,000
145	Michael	Sabourin	10	\$14,657,250	9	\$13,210,260	19	\$27,867,510
146	Felicia	Bell	2	\$5,103,000	5	\$22,725,000	7	\$27,828,000
147	Linda	Daniels	1	\$5,525,000	6	\$22,301,400	7	\$27,826,400
148	Karen	Smith	31	\$27,792,438	0	\$0	31	\$27,792,438
149	Lindsay	Himmel	9	\$19,145,000	2	\$8,570,000	11	\$27,715,000
150	Adam	Wolf	6	\$6,185,000	15	\$21,516,000	21	\$27,701,000

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TOP 200 STANDINGS

Teams and Individuals Close Date Jan 1, 2026 - Aug 31, 2026
based on MLS data in San Diego County. Sorted by volume

Rank	First Name	Last Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
151	Marc	Lotzof	7	\$10,160,000	4	\$17,404,300	11	\$27,564,300
152	Stanley	Krimerman	9	\$12,064,000	10	\$15,446,500	19	\$27,510,500
153	Hillary	Biscay	1	\$1,755,000	7	\$25,635,000	8	\$27,390,000
154	Rebecca	Roman Stevens	20	\$16,730,000	9	\$10,542,900	29	\$27,272,900
155	Salvatore	Cefalu	10	\$12,511,500	7	\$14,655,000	17	\$27,166,500
156	Shawn	Bengtson	8	\$20,378,000	2	\$6,775,000	10	\$27,153,000
157	Linda	Sansone	4	\$15,630,000	3	\$11,510,000	7	\$27,140,000
158	Glen	Henderson	23	\$23,752,799	3	\$3,355,000	26	\$27,107,799
159	Christie	Duguid	5	\$8,730,000	14	\$18,377,500	19	\$27,107,500
160	Jorge	Ahuage	9	\$14,420,000	5	\$12,655,000	14	\$27,075,000
161	JD	Esajian	14	\$21,481,000	4	\$5,500,000	18	\$26,981,000
162	Lisa	Sanshey-Beaudin	20	\$25,251,347	2	\$1,519,900	22	\$26,771,247
163	Darren	Schneider	11	\$13,701,000	7	\$13,036,000	18	\$26,737,000
164	Joseph	Arendsen	14	\$16,643,600	5	\$9,751,275	19	\$26,394,875
165	Nathaly	Vera	3	\$1,681,000	34	\$24,663,000	37	\$26,344,000
166	Michel	Goldstein	7	\$15,532,000	5	\$10,750,000	12	\$26,282,000
167	Tom	North	6	\$11,428,000	10	\$14,626,000	16	\$26,054,000
168	Omar	Elminoufi	23	\$21,569,050	6	\$4,460,640	29	\$26,029,690
169	Seth	Chalnick	7	\$17,585,350	5	\$8,417,000	12	\$26,002,350
170	Debe	McInnis	6	\$13,344,000	5	\$12,600,000	11	\$25,944,000
171	Brett	Dickinson	4	\$18,575,000	3	\$7,250,000	7	\$25,825,000
172	Peter	Caspersen	8	\$15,285,500	6	\$10,518,000	14	\$25,803,500
173	Oleksandra	Galanis	4	\$4,096,999	17	\$21,695,300	21	\$25,792,299
174	Jesse	Ibanez	14	\$14,886,750	12	\$10,760,728	26	\$25,647,478
175	Melissa	Westfall	24	\$23,870,500	2	\$1,753,000	26	\$25,623,500
176	Jenna	Hoyas	0	\$0	14	\$25,503,990	14	\$25,503,990
177	Cideer	Saco	16	\$11,915,500	14	\$13,552,000	30	\$25,467,500
178	Craig	Gagliardi	5	\$9,083,500	4	\$15,680,700	9	\$24,764,200
179	Steven	Sladek	18	\$19,370,246	6	\$5,325,000	24	\$24,695,246
180	Jon	Granston	2	\$7,325,000	5	\$17,368,450	7	\$24,693,450
181	Kurtney	Wolters Noonan	5	\$19,342,000	4	\$5,235,000	9	\$24,577,000
182	Cay	Bohnsack	7	\$12,899,000	8	\$11,675,000	15	\$24,574,000
183	Allen	Jackel	4	\$7,530,000	7	\$16,949,000	11	\$24,479,000
184	Kyndal	Dejurnett	12	\$15,873,000	8	\$8,604,570	20	\$24,477,570

Rank	First Name	Last Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
185	Sharon	Robinson	15	\$19,961,994	4	\$4,470,047	19	\$24,432,041
186	Julie	Houston	16	\$20,285,500	3	\$4,137,990	19	\$24,423,490
187	Carole	Downing	10	\$11,649,500	7	\$12,754,225	17	\$24,403,725
188	Sandra	Copeland	7	\$16,767,800	4	\$7,614,750	11	\$24,382,550
189	Ramon	Maldonado	6	\$7,535,000	18	\$16,833,000	24	\$24,368,000
190	Tami	Fuller	17	\$20,380,000	3	\$3,985,000	20	\$24,365,000
191	Keaton	English	20	\$23,670,900	1	\$680,000	21	\$24,350,900
192	George	Bukes	13	\$13,177,995	10	\$11,166,375	23	\$24,344,370
193	Melissa	Steele	9	\$8,426,500	11	\$15,911,700	20	\$24,338,200
194	Vanessa	Munoz	21	\$17,568,997	10	\$6,710,990	31	\$24,279,987
195	Elliott	Ahajianian	5	\$15,705,000	3	\$8,560,000	8	\$24,265,000
196	Rick	McCandless	10	\$11,846,500	10	\$12,365,000	20	\$24,211,500
197	Ryan	White	5	\$15,715,000	4	\$8,445,000	9	\$24,160,000
198	Cherie	Harrington	12	\$14,589,750	10	\$9,521,982	22	\$24,111,732
199	Chase	Penrose	5	\$7,740,000	10	\$16,339,900	15	\$24,079,900
200	Alissa	Anderson	3	\$2,535,000	16	\$21,486,720	19	\$24,021,720

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