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Jill Vodicka



DeAnn Dillard

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



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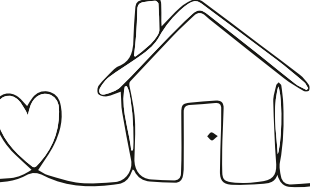
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REAL PRODUCERS PLAY DAY

PHOTOS BY MEG BOGART

Our 2nd Annual Real Producers Play Day at Del Mar Social was an afternoon full of fun, connection, and community! Members and their families enjoyed carnival games, face painting, a bounce house, delicious food, and plenty of opportunities to connect beyond business.

A huge thank you to our incredible sponsors, Stefanie O'Sullivan, Danny Drysdale, and Brickstone Escrow, for helping make this event possible and for investing in the relationships that make our Real Producers community so special.





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BY BETH MCCABE
PHOTOS BY ELIZABETH IRELAND PHOTOGRAPHY

“People have a relationship with ChatGPT,” says Jill Vodicka. “But ChatGPT can’t go see houses with you.”

Because while technology may be changing the way people search for homes, it hasn’t changed what they actually need: someone who shows up, pays attention, and walks through the process with them from start to finish. That’s where Jill comes in. And yes... her name gets people talking.

“People see my name and think it says vodka,” she says, laughing. She’s cleverly embraced it in her own way, handing out vodka shooters at conferences, leaning into the humor, and making herself memorable in a sea of agents.

Her tagline? Absolute Results. Her brand? Memorable. Her personality? Even more so.

“It helps people remember me and where I live so they send me referrals,” she reflects. Jill prides herself on the relationships that she develops with her clients that continue long after the closing table. She knows what it’s like to move since she has done it countless

times throughout her lifetime, starting from her childhood days.

Built From Starting Over

Jill knows what it feels like to start from scratch, because she’s done it more times than she can count. Born and raised in Omaha, Nebraska, she married into a Navy life that meant constant movement. Pensacola. Hawaii. San Diego. Maine. Jacksonville. Fort Worth.

New homes. New people. New everything.

“I had to restart every time,” she says.

That experience shaped how she works with clients today. Because when someone is relocating, it’s not just about finding a house. It’s about finding their footing again. “You can’t keep the same dentist or hairstylist,” Jill says. “I help people with all of that.”

That’s the part you don’t always see in a listing presentation. The real-life side. The human side. And Jill gets it, because she’s lived it.

When It Finally Clicked

Real estate was always in the back of her mind. She just waited until the timing made sense. She earned her license in

Florida in 2012. A year later, she and her family moved to Carlsbad, California.

“I didn’t know anyone,” she says. “I had to meet people and make it work.”

But starting over wasn’t new. And this time, something clicked. “I feel very lucky,” Jill says. “A lot of people get into real estate and don’t make it. I don’t know what it was—I just got it.” She pauses. “I feel like I’m good at it.” It’s not said with ego. If anything, it’s a quiet confidence that has been earned over time.

Jill isn’t chasing rankings or trying to build a massive team. Quite the contrary.

“I don’t want to be the number one agent in the country,” she says. “I don’t want to pass clients off to someone else.”

Instead, she stays personally involved from beginning to end. “I want to be their one point of contact the whole way through,” she points out. That approach has built a business almost entirely fueled by referrals.

“I do a lot of work through referrals,” she says. “Clients refer me to friends and family. I also network with agents across the country.”

CONTINUED ►



One relationship leads to another. And another. And that's exactly how she wants it. "My objective is for everyone to be happy with the outcome and to have a lasting relationship after the transaction," she says.

The Life Behind the Business

Jill's world doesn't stop when the deals do.

Her husband is now an airline pilot. Her son, 26, is in the Navy, currently in

flight school working toward becoming a naval aviator. Her daughter, 23, has built a career in social media management. There's a strong military thread running through the family, one that spans generations.

"By accident, everyone ended up in the military," Jill says. Everyone except her daughter, she notes with a smile. Jill herself even served in the Coast Guard Reserves for 6 years.



Outside of work, Jill keeps things grounded. "I exercise for my mental health and well-being," she says.

She also makes time to give back, serving on the Grievance Committee with the San Diego Association of REALTORS® and previously holding leadership roles with the Women's Council of REALTORS®, including President in 2023.

And when she can, she travels. "I love to travel," she smiles. "We've been to so many places, and I have friends everywhere." From weekend getaways to time spent at her beach home in Florida, she values those moments just as much as her work.

Spreading Happiness

For Jill, it all comes back to something simple.

"I honestly just love helping people and making people happy," she says.

No big speech. No overcomplication. Just that. Because in real estate, results matter, but how you get there matters just as much. And Jill has found a way to deliver both. Every time. 🏡



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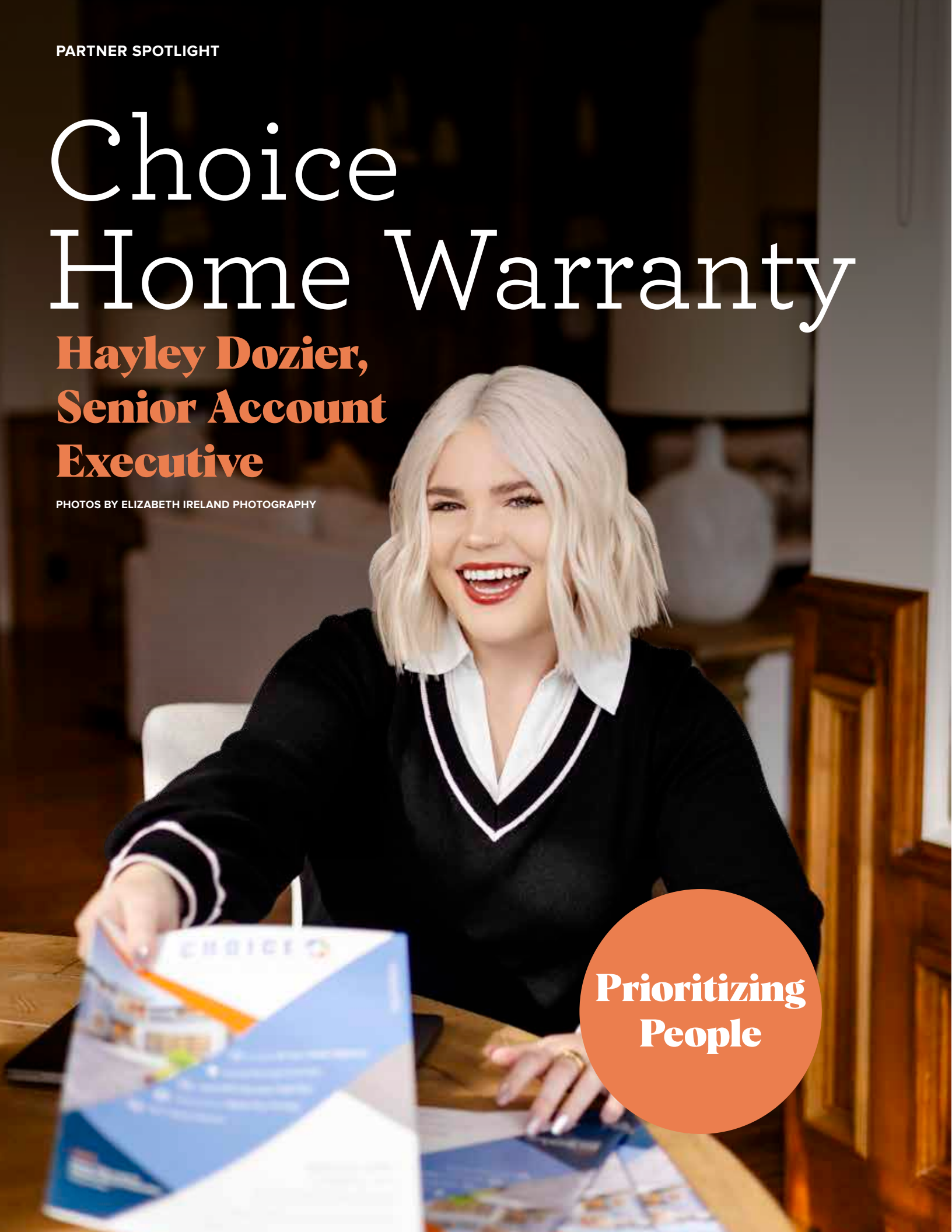
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Choice Home Warranty

Hayley Dozier, Senior Account Executive

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Prioritizing People

Hayley Dozier will tell agents the same thing every time she meets them: you don't need an order to call her. Some of her favorite conversations, she says, have started with nothing more than a question.

As Senior Account Executive at Choice Home Warranty, Hayley serves real estate professionals throughout San Diego with a straightforward premise: a home warranty partner should feel less like a vendor and more like a reliable extension of your team. Three years into building her presence in this market, she has made that premise the foundation of every relationship she keeps.

From Oklahoma to California

Hayley grew up in a small Oklahoma town of about 7,000 people, surrounded by family but hungry for more opportunity than the town could offer. At 18, she made the decision to head to California on her own, without a network waiting for her and without a clear roadmap. "I forged a path for myself working in marketing," she says, "and was sought out for this position all while making a home here in the state. I couldn't imagine being anywhere else right now."

Her background in the nonprofit sector preceded her move into real estate, and the values she developed there came with her. "I have a history working in the non-profit sector and have carried my passion for people and their wellbeing with me into the real estate industry," she explains. "I care deeply about the people I work with, and that drives the level of service I provide to them and their clients."

What a Home Warranty Actually Does

Choice Home Warranty is the second-largest home warranty company in the country and privately owned, operating under a founding principle that Hayley cites often: always do what is right. The company provides service contracts that cover the repair or replacement of major home systems and appliances when they fail due to normal wear and tear, including HVAC systems, plumbing, electrical, water heaters, and common

appliances like refrigerators, ovens, and dishwashers. When a covered item breaks down, the homeowner places a service request and Choice coordinates a qualified technician to diagnose and address the issue.

What Hayley emphasizes to agents is the practical value this creates on both sides of a transaction. "At its core, a home warranty is a budget protection tool," she says. "In today's world, that seems to be for everyone." The company also differentiates itself operationally through a technology-driven dispatch system she describes as Uber-like, designed to make the claims process smoother and faster for homeowners and technicians alike. The goal, she says, is simple: an easy button for getting something in your home fixed.

The Difference She Makes

Hayley is candid about where she believes the real differentiation lives, and it is not in the product spec sheet. "The number one thing that sets us apart is myself," she says directly. "Your home warranty representative needs to be more than an affiliate but a partner, advocate, and someone you know is going to show up for your clients the way you would."

That means being hands-on and responsive, but it also means being genuinely available for conversations that have nothing to do with an open order. She welcomes the calls that come with a challenge, a

question, or a situation that just needs a second opinion. "I genuinely enjoy being a resource," she says, "and I welcome the opportunity to support you however I can. Whether we've worked together for years or haven't partnered yet, my door is always open."

Her approach to building relationships is rooted in consistency over time rather than any single interaction. "Building strong relationships takes time, and I've never been afraid to put in the work required to earn trust and stay top of mind," she shares. "Whether it's providing education, solving problems, or simply being available when someone needs help, I've always focused on creating value first."

Backed by Strong Leadership

Hayley operates largely on her own in the field, but she is quick to point out that what supports her day-to-day work is a leadership structure she respects deeply. Her direct manager, Marilyn Chapman, she describes as accessible, supportive, and consistently encouraging her team to think bigger and work smarter. Vice President Trae Sterling, she says, has helped build a culture of accountability and continuous improvement that shows



"Building strong relationships takes time, and I've never been afraid to put in the work required to earn trust and stay top of mind."



“Your home warranty representative needs to be more than an affiliate but a partner, advocate, and someone you know is going to show up for your clients the way you would.”

CONTACT US!

For more information, contact Hayley Dozier at hdozier@chwpro.com or call 858-775-7269.

up in how the team operates. And at the executive level, founders Ed, Vic, and Jim have built a company that keeps evolving while staying focused on delivering value to homeowners, agents, and employees.

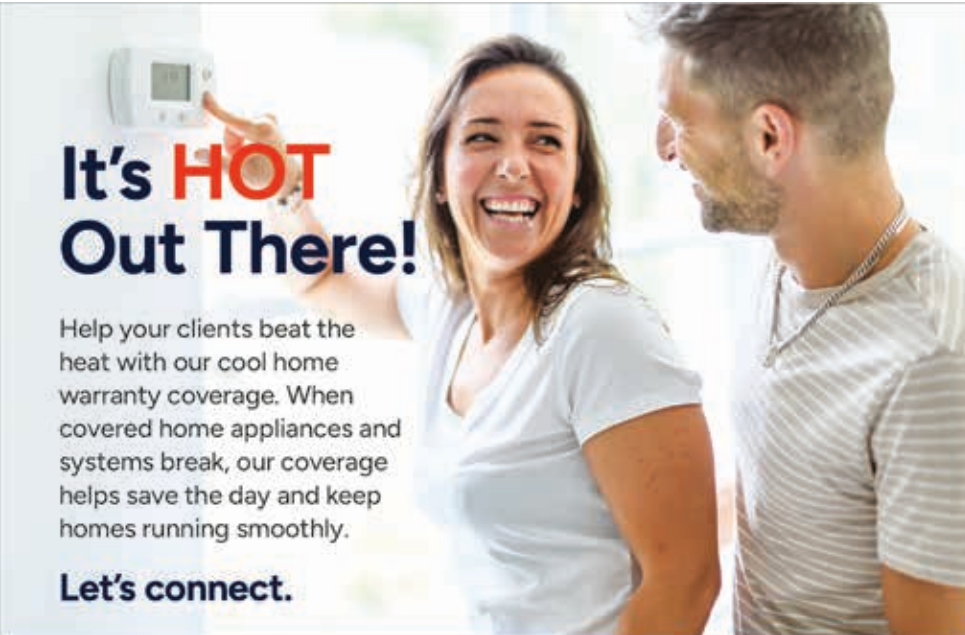
“Having strong leadership at every level has been one of the key reasons I’ve enjoyed building my career here,” Hayley says. “I’m thankful to be part of a team that genuinely supports one another’s success.”

Outside of Work

Her family is still rooted in Oklahoma, spread across four states, and Christmas is the one time each year when Hayley makes it a priority to disconnect and get back to them. They also make it out to California when they can, which gives her the chance to play tour guide in a city she has genuinely come to love. Outside of work, she reads constantly, gravitating toward self-help and business books and sharing them often with the people she works with. “I truly believe you never stop learning,” she says.

Her favorite quote, from Maya Angelou, captures the spirit behind everything she does: “I’ve learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.” It is the standard she holds herself to in every client conversation, every follow-up call, and every relationship she is still tending years into her career.

For agents who want a home warranty partner who will show up the same way they do for their clients, Hayley Dozier is exactly that. The call doesn’t have to start with an order. It just has to start. 🏠



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DeAnn DILLARD

DeAnn Dillard
Real Estate Group
eXp Realty

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One Decision Away

In 2009, DeAnn Dillard was sitting across from a friend, going through a divorce, and figuring out how to keep food on the table for four daughters. Her friend had a suggestion: get your real estate license. He made it sound easy. Put your face on a sign, sell some houses.

It was not easy. But that conversation changed the course of her life.

Seventeen years later, DeAnn leads the DeAnn Dillard Real Estate Group, brokered by eXp Realty, from Carlsbad, California. She has built one of North County San Diego's most relationship-driven practices, raised four daughters, put all four through college, founded a 20,000-member community Facebook group, launched a neighborhood magazine, and relocated her entire family to the coastal life she had always dreamed of living. The business was the vehicle. Everything else followed from a decision to believe something greater was possible.

Starting From Zero

There were no shortcuts at the beginning. While studying for her real estate exam, DeAnn took a job at Starbucks to keep the lights on and put food on the table for her girls. She passed her exam, entered the industry in the desert, and in her first year was named Rookie of the Year. She went on to become the number one agent in her market, building a thriving business in a place where she had arrived knowing exactly one person.

"I believe the biggest reason for my success is that I decide what I want, commit to it completely, and stay focused until I achieve it," she explains. It is not a philosophy she developed over time. It is simply what she has always done.

That focus carried her through the hardest years of building a business as a single mother, and it is what she brings to clients now. "I have always believed in the redemptive power of choice," she says. "No matter where you

are in life, one decision can change the direction of your future."

The Leap That Changed Everything

In 2019, DeAnn's daughter Hannah was killed in a car accident at the age of 21. Hannah had lived fearlessly, always pushing those around her to follow their dreams. In the wake of that loss, DeAnn made a decision to honor Hannah's life by doing the same.

At the time, she had a thriving practice with 28 active listings. She walked away from it. In January 2020, she packed up her youngest daughter and relocated to Carlsbad, with one daughter attending San Diego State and another living in Redlands. They began again as a family, together, by the coast.

Weeks later, the pandemic shut the world down.

"Looking back, it was one of the biggest leaps of faith I have ever taken," she says. What began as an act of grief and courage has grown into a business, a community, and a life that reflects exactly who Hannah was.

Today, when DeAnn talks about building the life you want, she is not speaking in abstractions. She is speaking from experience.

More Than a Transaction

DeAnn describes herself plainly: she is not transactional, she is relational. That distinction shapes everything about how she operates.

Her clients do not stop hearing from her at closing. They call her when they need a contractor, when they are navigating a life transition, when they are relocating across the country and need someone they trust on the other end. DeAnn has spent 17 years building a nationwide network of real estate professionals precisely for that reason. Referral and relocation business is a meaningful part of her practice, and it is built entirely on the strength of those relationships.

"My goal is to create relationships that last for years, not transactions that last for a month," she says. "When people work with me, they gain a trusted advocate who is invested in helping them build the life they want."

She is particularly attuned to seniors and clients navigating major life transitions, where the real estate piece is often the smallest part of what they need. "My role often extends far beyond buying or selling a home," she explains. "I help people solve problems, make connections, and access the resources they need to move confidently into their next chapter."

Rooted in Community

DeAnn's investment in Carlsbad runs deeper than real estate. She founded the Carlsbad Neighbors Facebook community, which has grown to more than 20,000 members, and recently became the publisher of Carlsbad Neighbors Magazine. The magazine is a passion project and an extension of her real estate business, designed to grow into a long-term resource for the community she has made her home.

That level of community embedding is not a marketing strategy. It is who she is. "I genuinely love people, I





“ I have always believed in the redemptive power of choice. No matter where you are in life, one decision can change the direction of your future.”

love community, and I love being a connector,” she says. “Knowing that I’ve helped someone achieve a goal, overcome a challenge, or create a better future for themselves is what motivates me every day.”

Top-producing agents who want a trusted partner for relocation clients, senior transitions, or cross-country referrals will find in DeAnn someone who takes those introductions as seriously as her own listings. Her network is national. Her commitment is personal.

Life by the Coast

When she is not working, DeAnn walks to the beach, hikes, and spends time in nature. Three of her grown daughters live just minutes away in Carlsbad Village, and family dinner nights are a regular part of her week. “I have the most flexibility,” she says, “so if we plan something, I prioritize it and make it happen.”

Her favorite quote belongs to Eleanor Roosevelt: “Do one thing every day that scares you.” For DeAnn, that has never been just a line on a wall. It is the operating principle behind every major decision she has made, from studying for her real estate exam while working Starbucks shifts to leaving 28 listings behind to start over by the ocean in honor of her daughter.

That theme, the power of a single decision, runs so deep that it became the title of her chapter in a new collaboration book launching August 31. DeAnn is one of 20 entrepreneurial women featured in Her Next Level, a collection of stories from highly successful women in business. Her chapter is called “Her Decisions.”

Success, she says, is waking up grateful for the life you have created and knowing you are living the one you once only imagined. “I live my dream life every day,” she says.

She has earned it. ▀





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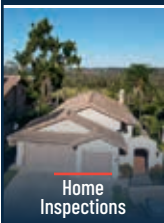


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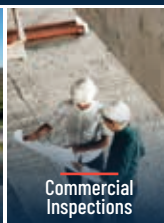
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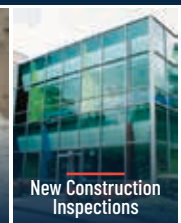
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GINA SCOTT

VICE PRESIDENT & COUNTY MANAGER

Gina Scott will be the first to tell you she is not a vendor. She will also tell you that distinction matters more than most people realize.

As Vice President and recently promoted County Manager for Fidelity National Title San Diego, Gina leads a team of sales executives, title officers, escrow professionals, and operations staff serving clients throughout San Diego County. Before stepping into her current leadership role, she spent nearly four years as Sales Manager and 26 years as a Sales Executive, building a reputation that extends far beyond transaction volume.

Over the course of nearly three decades in the title industry, Gina has built her career on something far more lasting: the consistent, daily commitment to putting people ahead of production. For her, success has never been measured solely by open orders or closed transactions. It has been measured by the relationships she builds and the value she brings long before a deal ever begins.

Coming Home

A San Diego native, Gina was raised with values she still carries today: hard work, family first, and the belief that sports create meaningful connections and lifelong friendships.

She entered the title industry in 1997, beginning her career in Los Angeles and quickly realizing she had found her professional calling.

“What attracted me initially was the opportunity to work with people and help facilitate one of the most important transactions in their lives,” she says. “What kept me here was the impact.”

In 2007, Gina returned home to San Diego and never looked back. The city has always held a special place in her heart, not only because of its beauty, but because of its people, its strong sense of community, and the opportunities it offers those willing to invest in relationships.

Nearly two decades later, her enthusiasm for serving the local real estate community remains as strong as ever.

“After nearly three decades in the industry, I remain just as passionate about serving this market as I was when I first started.”

The Philosophy Behind the Work

Gina’s guiding principle is simple: people first, relationships always, service without compromise.

While the phrase may fit neatly on a business card, living it out every day requires intention, consistency, and discipline.

Rather than measuring her value by the number of transactions she opens, Gina focuses on what she can contribute to

“The relationships
we build with our
clients, teammates,
and industry partners
are the foundation of
everything we do.”

a client’s business before a transaction ever exists.

“My goal is to become indispensable by providing value long before a transaction ever opens,” she explains.

That value comes in many forms: marketing resources, technology solutions, market intelligence, farming strategies, industry education, and fraud prevention tools. It also means being the trusted professional clients turn to when they face a challenging title issue, need guidance on growing their business, or simply want the perspective of someone who has successfully navigated decades of industry change.

“I don’t view myself as a vendor,” Gina says. “I view myself as a strategist, coach, educator, and resource.”

Her favorite quote, often attributed to Theodore Roosevelt, reflects that same philosophy: “People don’t care how much you know until they know how much you care.”

For Gina, those words are more than a quote. They are the foundation of how she serves her clients, leads her team, and builds relationships.

A Career Shaped by Teaching

If there is a common thread woven throughout Gina’s career, it is education.

Whether she is explaining a complex title issue, teaching new technology, sharing market insights, or helping agents navigate changing industry conditions, she finds genuine fulfillment in helping others grow their confidence and knowledge.

“One of the most rewarding parts of my career has been teaching,” she says. “I love sharing knowledge and helping real estate professionals feel more confident and informed.”

That passion for learning extends to her own life as well. Gina begins each day with reflection, gratitude, and personal development, a practice she credits with helping her stay grounded while balancing the demands of leadership and a fast-paced industry.

Outside of work, she enjoys pickleball, gardening, cooking, and continual self-improvement.

“I believe balance is less about perfection and more about intention,” she says.

It is a mindset that has served her well both professionally and personally.

The Team Behind the Promise

When Gina talks about Fidelity National Title’s San Diego team, her pride is unmistakable.

The organization includes sales executives, title officers, escrow professionals, customer service representatives, and operations staff whom she describes as talented, committed, and deeply invested in one another’s success.

“We celebrate wins together, support each other through challenges, and maintain a culture built on respect,

accountability, and collaboration,” she says. “More importantly, we genuinely care about one another.”

Gina believes that culture directly impacts the experience clients receive. Exceptional service, she says, starts with exceptional people. The way a team supports one another internally becomes the standard for how they serve clients externally.

“The relationships we build with our clients, teammates, and industry partners are the foundation of everything we do.”

As County Manager, she is focused on continuing to strengthen that culture while building one of the most respected title operations in the San Diego market.

Rooted at Home

For all of Gina’s professional accomplishments, home remains her anchor.

She and her husband Todd have been married for more than 32 years and share a close-knit family that includes their daughter Dana and three beloved dogs: Lilo, Koda, and Tinkerbell.

Together, they enjoy gardening, cooking, home improvement projects, travel, and spending time with extended family and friends.

A recent Cousins Weekend was a reminder of what matters most.



Tom Chapman, Gina Scott, Jeannie Mayberry, Kathy Jacobus, and Tony Ambre

“Those relationships keep us grounded and help put everything else into perspective,” Gina says.

Looking ahead, Gina’s professional goals include continuing to expand Fidelity National Title’s presence throughout San Diego while developing what she believes can be the strongest and most respected team in the market.

Her personal goals are equally meaningful: mentoring others, continuing to grow as a leader, and making a positive impact on the people around her.

“I hope people remember me as someone who helped others become better than they thought they could be,” she says. “Whether through leadership, mentorship, education, or encouragement, I want to be known for helping people grow their confidence, their careers, and their lives.”

For agents looking for a title partner who will invest in their business with the same commitment they invest in their own, Gina Scott’s message has remained remarkably consistent for nearly three decades: show up, follow through, put people first. Everything else follows. ▀



Lynne Lapinski, Tom Chapman, and Gina Scott

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“We don’t just sell homes. We build trust, create opportunity, and change lives. One client, one family, and one relationship at a time.”

That is the mission statement of The Joseph Realty Team, brokered by The Agency out of La Jolla. It is also, without exaggeration, an accurate description of how Tulane Joseph has operated across every career she has ever had.

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maintained Best of Zillow status since 2021, ranked among the Top 3% of West Coast Zillow Flex teams, and was named Chairman of the Year in 2026. The numbers are real. But the story behind them stretches back far longer than five years.

From London to La Jolla
Tulane was born and raised in London, England, where she attended the

CONTINUED ►

prestigious BRIT School for Performing Arts, training as a triple-threat performer. That dream brought her to California, and California became home.

Her first job after arriving in San Diego was teaching dance. From there, she built and operated her own small franchise of three dance studios in North Park, La Jolla, and Rancho Bernardo. She later became a prominent leader within a health and wellness company, where she developed her skills in public speaking, leadership, coaching, team building, and business development. She also

launched an independent business-coaching practice focused primarily on helping women start and grow their own businesses. Each chapter, she was building something new, learning how to lead people, communicate with clarity, and earn trust in rooms where she was not yet known.

“People often assume my success happened quickly,” she says, “but it’s been more than 30 years in the making. Every chapter of my career taught me how to communicate, build trust, lead teams, solve problems, and serve people.



I truly believe I was being prepared for real estate all along.”

That preparation is visible in everything The Joseph Realty Team does. The same systems thinking she used to run dance studio franchises now governs how the team handles lead response, transaction coordination, and client communication. The same coaching instincts she developed in public speaking now show up in how she mentors her agents. Nothing was wasted.

A Business Built on Systems and Heart

The Joseph Realty Team specializes in residential sales across San Diego County, from first homes to luxury properties and investment real estate. The team’s guiding philosophy is clear: “We don’t chase the market. We position your home to create demand.”

In practice, that means customized marketing and negotiation strategies for every client, no two listings handled the same way. It means rapid lead response and disciplined follow-up as non-negotiables, not aspirations. It means an entire team working behind the scenes on every transaction so nothing falls through the cracks.

“We don’t believe in simply putting a home on the MLS and waiting,” Tulane explains. “Our clients benefit from an entire team of professionals working behind the scenes, ensuring no detail is overlooked.”

In 2025 alone, the team closed approximately \$75 million in sales. Their client base spans first-time buyers, growing families, move-up buyers, downsizers, investors, and relocation clients navigating major life transitions. What those clients have in common is a desire for someone who will take ownership, communicate proactively, and stay engaged long after closing.

“I genuinely care about my clients and treat every transaction as if it were my own,” Tulane says. “For me, success isn’t measured only by sales. It’s measured by the trust I earn, the relationships I build, and the difference I make in people’s lives.”

Investing in Agents

As much as the team is focused on client service, Tulane is equally invested in the agents who work alongside her. The Joseph Realty Team is one of San Diego’s top-performing Zillow Flex Preferred teams and a Realtor.com MVP team, giving agents access to a high-producing lead platform that few teams in the market can offer.

But Tulane is quick to clarify what the opportunity actually looks like. “Unlike many teams that simply distribute leads, we invest in our agents through hands-on coaching, one-on-one mentorship, accountability, role-playing, systems training, negotiation guidance, and ongoing business development,” she explains.

She is not building a transactional team. She is building professionals. “If you’re looking for more than just leads,” she says, “if you’re looking for a team that will invest in your growth and provide the tools, systems, and support to build a lasting career, we’d love to connect.”

The team includes agents Carly McFadden, Maria Fernanda Castro, Raven Cervantes, Scarlett O’Hara, Selene Aleman, Tricia Elliott, Rory Pratt, Karina Somenzari, Monique LeBlanc, and Ralph Buchanan, supported by Amy, their Administrative and Operations Coordinator, who manages everything from lead distribution and CRM systems to transaction support and client communication from contract to close. It is a full-service infrastructure built intentionally, not assembled by accident.

What Success Actually Means

Ask Tulane how she defines success and she does not reach for production numbers first. “To me, success is 90% about how you show up for the people in your life,” she says. “Being present for your family, supporting your friends, serving your clients, and making a positive impact on every person you meet.”

She speaks from a place of lived conviction. Her greatest goals for the remainder of 2026 include leading The Joseph Realty Team to more than \$100 million in annual closed sales,

guiding her children through their next chapters, and continuing to support the legacy of Try Time Rugby Club, the nonprofit youth organization she and her husband founded together in 2020. Created during the pandemic to give children a safe outdoor environment for exercise, connection, socialization, and emotional well-being, the program later expanded into local communities and high schools. Today, it continues under the leadership of the coaches who helped build it alongside her husband.

Her husband recently accepted a rugby coaching position at Princeton University. While Tulane and her family remain rooted in San Diego, the opportunity has also inspired her to explore what an East Coast branch of The Joseph Realty Team could look like in the future.

“Above all, success is about the example we set for our children,” she says. “Teaching them that resilience matters more than perfection, and to lead with kindness and compassion.”

Community, Legacy, and What She Hopes People Remember

Tulane grew up competing in Latin American and ballroom dancing. Throughout the different chapters of her life and career, she has traveled extensively, including to England, Hawaii, Germany, Australia, and Dubai. When she is not working, she enjoys spending time with her family and



supporting her children in their many activities, including volleyball, rugby, and water polo. Their family time also includes beach outings, hiking, backyard barbecues, pickleball, movie nights, and the occasional friendly karaoke competition. Tulane and her husband also enjoy working out together at the gym. She is someone who pours herself into every room she enters.

The Marianne Williamson passage she returns to speaks to the idea that our deepest fear is not inadequacy, but the fact that we are powerful beyond measure, and that when we let our own light shine, we give others permission to do the same. For Tulane, that is not just a quote. It is a practice.

“I hope people remember how I made them feel,” she says. “Long after someone forgets the sales price or market conditions, they’ll remember whether they felt heard, supported, and genuinely cared for. If my children grow up knowing they were deeply loved, my clients feel they had someone in their corner, and I’ve helped inspire others to dream bigger, then I’ll consider my life a success.”

Thirty years of preparation. Five years in real estate. More than \$200 million in closed sales, and a team that is just getting started.

The foundation is solid. The trajectory is clear. And Tulane Joseph is exactly where she was always headed. 🏡



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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
35	Sanjay	Solomon	5	\$14,420,000	7	\$31,041,426	12	\$45,461,426
36	Gregg	Phillipson	11	\$9,636,900	30	\$35,300,475	41	\$44,937,375
37	Mark	Marquez	7	\$14,866,000	15	\$29,663,990	22	\$44,529,990
38	Tyson	Lund	11	\$15,431,000	19	\$28,743,827	30	\$44,174,827
39	Lyle	Caddell	13	\$16,713,550	19	\$27,224,450	32	\$43,938,000
40	Betty	Toroyan	8	\$31,729,000	3	\$11,565,000	11	\$43,294,000
41	Conor	Brennan	5	\$29,385,000	4	\$13,475,000	9	\$42,860,000
42	Don	Fontana	8	\$8,679,366	32	\$34,022,559	40	\$42,701,925
43	Erik	Anderson	4	\$38,035,000	3	\$4,555,000	7	\$42,590,000
44	Drew	Nelson	5	\$11,449,000	9	\$30,969,995	14	\$42,418,995
45	Austin	Huffman	7	\$15,540,000	14	\$25,920,000	21	\$41,460,000
46	Nicolas	Jonville	0	\$0	26	\$41,206,778	26	\$41,206,778
47	Talechia	Plumlee-Baker	7	\$16,821,500	9	\$24,022,500	16	\$40,844,000
48	Sean	Caddell	6	\$22,348,320	7	\$17,962,000	13	\$40,310,320
49	Nadia	Colucci	13	\$18,948,428	13	\$21,212,000	26	\$40,160,428
50	Greg	Gorsuch	1	\$1,095,000	9	\$38,954,000	10	\$40,049,000



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TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
51	Nicole	Mascola	0	\$0	44	\$39,877,495	44	\$39,877,495
52	Dane	Soderberg	5	\$12,390,000	9	\$27,405,000	14	\$39,795,000
53	Daniel	Greer	3	\$18,240,000	6	\$20,933,730	9	\$39,173,730
54	Sean	Barry	3	\$20,835,000	2	\$18,319,700	5	\$39,154,700
55	Richard	Stone	7	\$11,351,000	13	\$27,648,000	20	\$38,999,000
56	Jordan	Beal	7	\$17,599,000	8	\$21,115,000	15	\$38,714,000
57	Eric	Comer	3	\$11,800,000	6	\$26,350,000	9	\$38,150,000
58	Tamara	Kapa	8	\$12,461,486	16	\$25,536,964	24	\$37,998,450
59	Sean	Zanganeh	8	\$14,620,000	13	\$23,204,500	21	\$37,824,500
60	David	Butler	6	\$12,755,000	11	\$24,915,000	17	\$37,670,000
61	Denny	Oh	10	\$14,607,500	14	\$23,020,318	24	\$37,627,818
62	Delorine	Jackson	4	\$18,450,000	4	\$19,090,000	8	\$37,540,000
63	Mike	Chiesl	8	\$9,505,000	23	\$27,911,000	31	\$37,416,000
64	Angel	Flores	35	\$24,527,500	16	\$12,825,999	51	\$37,353,499
65	Vincent	Crudo	5	\$24,680,000	6	\$12,229,000	11	\$36,909,000
66	Jason	Saks	3	\$4,843,000	7	\$31,935,320	10	\$36,778,320
67	Marilyn	Comiskey	5	\$17,000,000	5	\$19,625,000	10	\$36,625,000
68	Craig	Lotzof	2	\$4,249,000	5	\$32,335,000	7	\$36,584,000
69	Elizabeth	Reed	4	\$16,674,000	6	\$19,584,000	10	\$36,258,000
70	Nancy	Beck	8	\$10,755,375	17	\$25,387,664	25	\$36,143,039
71	Brendan	Flynn	4	\$22,880,000	2	\$13,175,000	6	\$36,055,000
72	Shawn	Rodger	2	\$10,065,000	4	\$25,830,000	6	\$35,895,000
73	Arianna	Schwarz	4	\$4,506,000	21	\$31,279,400	25	\$35,785,400
74	Ray	Shay	4	\$8,281,588	17	\$27,381,052	21	\$35,662,640
75	Jonathon	Shea	7	\$11,104,500	18	\$24,453,945	25	\$35,558,445
76	Ryan	Stafford	7	\$28,488,000	1	\$6,800,000	8	\$35,288,000
77	Mark	Green	0	\$0	29	\$34,802,000	29	\$34,802,000
78	Twana	Rasoul	21	\$29,351,000	5	\$5,112,000	26	\$34,463,000
79	Rob	Aumann	4	\$12,491,388	6	\$21,927,888	10	\$34,419,276
80	Jeff	Rosa	11	\$12,526,000	18	\$21,664,000	29	\$34,190,000
81	Heather	Manion	2	\$15,600,000	3	\$18,000,000	5	\$33,600,000
82	Valerie	Zatt	4	\$17,454,000	6	\$15,928,500	10	\$33,382,500
83	Gina	Vreeburg	4	\$15,335,000	7	\$17,865,000	11	\$33,200,000
84	Bryan	Devore	4	\$6,409,000	25	\$26,177,332	29	\$32,586,332

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
85	Bern	McGovern	13	\$20,565,000	9	\$11,994,000	22	\$32,559,000
86	Phillip	Buckley	3	\$6,080,000	7	\$26,375,000	10	\$32,455,000
87	Katie	Nelson	7	\$17,135,000	7	\$15,095,000	14	\$32,230,000
88	Steven	Cairncross	6	\$10,921,300	10	\$21,195,000	16	\$32,116,300
89	Benn	Vogelsang	2	\$8,300,000	7	\$23,685,000	9	\$31,985,000
90	Cheree	Bray	13	\$19,886,280	10	\$11,594,000	23	\$31,480,280
91	Steve	Ploetz	5	\$6,257,000	14	\$25,071,000	19	\$31,328,000
92	Evan	Smith	1	\$1,170,000	2	\$29,202,020	3	\$30,372,020
93	Noah	Grassi	9	\$17,353,348	10	\$13,003,899	19	\$30,357,247
94	Susana	Corrigan	2	\$7,540,000	4	\$22,650,000	6	\$30,190,000
95	Rachael	Kaiser	8	\$14,900,000	4	\$15,254,000	12	\$30,154,000
96	Tyler	Hagerla	19	\$19,273,490	13	\$10,685,000	32	\$29,958,490
97	Kristyna	Lukacova	17	\$26,933,233	2	\$2,974,000	19	\$29,907,233
98	Krista	Sozinho	6	\$23,790,000	3	\$5,865,000	9	\$29,655,000
99	Romina	Nassif	3	\$20,950,000	3	\$8,660,000	6	\$29,610,000
100	Catrina	Russell	6	\$7,308,718	17	\$22,258,000	23	\$29,566,718

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TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
101	John	Selby	10	\$14,165,225	15	\$15,299,375	25	\$29,464,600
102	Kevin	Silberman	9	\$12,470,000	8	\$16,574,500	17	\$29,044,500
103	David	Thayer	14	\$19,794,500	9	\$9,193,800	23	\$28,988,300
104	Julia	Duncan	4	\$9,687,560	7	\$19,123,000	11	\$28,810,560
105	Eric	Matz	6	\$6,440,000	15	\$22,285,000	21	\$28,725,000
106	Ruth Ann	Fisher	4	\$10,745,000	4	\$17,856,000	8	\$28,601,000
107	Andrew	Appleby	4	\$18,290,000	5	\$10,075,000	9	\$28,365,000
108	Carlos	Gutierrez	5	\$10,835,000	12	\$17,446,500	17	\$28,281,500
109	Stephanie	Cowan	10	\$15,353,500	7	\$12,544,900	17	\$27,898,400
110	Felicia	Bell	5	\$22,725,000	2	\$5,103,000	7	\$27,828,000
111	Lindsay	Himmel	2	\$8,570,000	9	\$19,145,000	11	\$27,715,000
112	Marc	Lotzof	4	\$17,404,300	7	\$10,160,000	11	\$27,564,300
113	Meriah	Druliner	4	\$6,485,000	15	\$21,063,776	19	\$27,548,776
114	Voltaire	Lepe	17	\$16,887,385	17	\$10,647,499	34	\$27,534,884
115	Stanley	Krimerman	10	\$15,446,500	9	\$12,064,000	19	\$27,510,500
116	Tracie	Kersten	4	\$18,150,000	3	\$9,343,000	7	\$27,493,000
117	Eric	Chodorow	3	\$6,531,500	8	\$20,951,500	11	\$27,483,000
118	Hillary	Biscay	7	\$25,635,000	1	\$1,755,000	8	\$27,390,000
119	Shawn	Bengtson	2	\$6,775,000	8	\$20,378,000	10	\$27,153,000
120	Linda	Sansone	3	\$11,510,000	4	\$15,630,000	7	\$27,140,000
121	Meghna	Surana	5	\$9,120,000	12	\$17,521,000	17	\$26,641,000
122	Madeline	Foley	9	\$10,375,000	17	\$16,144,000	26	\$26,519,000
123	Joseph	Arendsen	5	\$9,751,275	14	\$16,643,600	19	\$26,394,875
124	Keith	York	5	\$10,430,000	8	\$15,912,222	13	\$26,342,222
125	Tyler	Polan	4	\$14,378,500	4	\$11,945,630	8	\$26,324,130
126	Michael	Sabourin	8	\$12,407,270	9	\$13,854,260	17	\$26,261,530
127	Michi	Suzuki	9	\$12,283,000	7	\$13,816,500	16	\$26,099,500
128	Michelle	Warner	8	\$7,511,911	16	\$18,510,600	24	\$26,022,511
129	Patty	Cohen	5	\$18,952,950	3	\$7,000,000	8	\$25,952,950
130	Chris	Heller	10	\$8,417,000	21	\$17,508,625	31	\$25,925,625
131	Brett	Dickinson	3	\$7,250,000	4	\$18,575,000	7	\$25,825,000
132	Ken	Pecus	3	\$5,343,000	13	\$20,287,500	16	\$25,630,500
133	Melissa	Westfall	2	\$1,753,000	24	\$23,870,500	26	\$25,623,500
134	Jeffrey	Nix	13	\$12,159,418	12	\$13,432,500	25	\$25,591,918

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
135	Katie	Herrick	5	\$6,976,400	8	\$18,549,000	13	\$25,525,400
136	Rebecca	Roman Stevens	9	\$10,542,900	18	\$14,965,000	27	\$25,507,900
137	Michael	Wolf	12	\$14,513,138	10	\$10,934,899	22	\$25,448,037
138	Adam	Wolf	14	\$20,191,000	5	\$5,095,000	19	\$25,286,000
139	Brian	Cane	2	\$2,887,000	18	\$22,283,000	20	\$25,170,000
140	Tom	North	9	\$13,646,000	6	\$11,428,000	15	\$25,074,000
141	Kyle	Murphy	7	\$19,109,000	4	\$5,720,000	11	\$24,829,000
142	Cara	Steele	4	\$15,421,603	6	\$9,380,000	10	\$24,801,603
143	Seth	OByrne	5	\$10,268,000	6	\$14,447,000	11	\$24,715,000
144	Linda	Daniels	4	\$19,161,400	1	\$5,525,000	5	\$24,686,400
145	Drew	Davis	6	\$10,265,000	6	\$14,348,000	12	\$24,613,000
146	Kurtney	Wolters Noonan	4	\$5,235,000	5	\$19,342,000	9	\$24,577,000
147	Elliott	Ahajanian	3	\$8,560,000	5	\$15,705,000	8	\$24,265,000
148	Frances	Mouser	3	\$4,450,000	23	\$19,680,499	26	\$24,130,499
149	Peter	Caspersen	5	\$9,713,000	7	\$14,300,500	12	\$24,013,500
150	Salvatore	Cefalu	6	\$13,044,000	9	\$10,926,500	15	\$23,970,500

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TOP 200 STANDINGS

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

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
151	Cecilia	Zavala	1	\$3,450,000	5	\$20,510,000	6	\$23,960,000
152	Sandra	Copeland	4	\$7,614,750	6	\$16,343,800	10	\$23,958,550
153	Ryan	McGovern	6	\$23,956,426	0	\$0	6	\$23,956,426
154	Jesse	Ibanez	12	\$10,760,728	13	\$13,140,000	25	\$23,900,728
155	Devon	Booth	4	\$12,934,000	2	\$10,853,117	6	\$23,787,117
156	Kevin	Chhum	22	\$17,028,000	6	\$6,577,250	28	\$23,605,250
157	Keaton	English	1	\$680,000	19	\$22,795,900	20	\$23,475,900
158	JD	Esajian	2	\$1,950,000	14	\$21,481,000	16	\$23,431,000
159	Derek	Kaptanoglu	1	\$11,687,000	1	\$11,687,000	2	\$23,374,000
160	Lindsay	Herrell	6	\$12,162,500	8	\$11,154,000	14	\$23,316,500
161	Carole	Downing	6	\$11,574,225	10	\$11,649,500	16	\$23,223,725
162	Tami	Fuller	2	\$2,785,000	17	\$20,380,000	19	\$23,165,000
163	Billie	Bourgeois	8	\$12,266,500	9	\$10,891,600	17	\$23,158,100
164	Karen	Smith	0	\$0	26	\$23,102,162	26	\$23,102,162
165	Lindsey	Vorwith	6	\$15,680,000	4	\$7,420,000	10	\$23,100,000
166	Steven	Sladek	5	\$4,325,000	17	\$18,671,246	22	\$22,996,246
167	Mary	Frolander	1	\$1,850,000	12	\$21,128,045	13	\$22,978,045
168	Omid	Maghamfar	9	\$13,025,000	6	\$9,861,000	15	\$22,886,000
169	Omar	Elminoufi	5	\$3,841,105	20	\$18,988,050	25	\$22,829,155
170	Ramon	Maldonado	16	\$16,031,000	5	\$6,795,000	21	\$22,826,000
171	Darren	Schneider	6	\$12,071,000	8	\$10,741,000	14	\$22,812,000
172	Michael	Jacobo	5	\$10,531,000	9	\$12,251,000	14	\$22,782,000
173	Rachel	Gardner	4	\$4,252,970	16	\$18,500,000	20	\$22,752,970
174	Chase	Penrose	9	\$14,964,900	5	\$7,740,000	14	\$22,704,900
175	Sharon	Robinson	4	\$4,470,047	13	\$18,216,994	17	\$22,687,041
176	Bob	Kelly	5	\$7,594,000	14	\$15,063,900	19	\$22,657,900
177	Cay	Bohnsack	8	\$11,675,000	6	\$10,939,000	14	\$22,614,000
178	Michel	Goldstein	4	\$9,011,000	6	\$13,532,000	10	\$22,543,000
179	Morgan	Baiton	7	\$13,469,000	7	\$9,071,000	14	\$22,540,000
180	Dylan	Wright	2	\$9,090,000	4	\$13,445,000	6	\$22,535,000
181	Travis	McClain	7	\$6,902,405	9	\$15,606,405	16	\$22,508,810
182	Greg	Cummings	2	\$6,925,000	9	\$15,549,500	11	\$22,474,500
183	Janna	Hernholm	4	\$12,285,000	5	\$10,175,000	9	\$22,460,000
184	Rebecca	Zhao	9	\$19,854,399	1	\$2,560,000	10	\$22,414,399

Rank	First Name	Last Name	Buy #	Buy \$	List #	List \$	Total #	Total \$
185	Jenna	Hoyas	12	\$22,388,990	0	\$0	12	\$22,388,990
186	Cideer	Saco	12	\$11,432,000	15	\$10,950,500	27	\$22,382,500
187	Roseanne	Martin	6	\$8,304,000	10	\$14,067,500	16	\$22,371,500
188	Scott	Aurich	2	\$5,550,000	5	\$16,767,000	7	\$22,317,000
189	Katie	Pond	6	\$9,836,700	5	\$12,466,700	11	\$22,303,400
190	Lindsay	Dunlap	4	\$5,909,500	7	\$16,335,000	11	\$22,244,500
191	Sander	Harth	5	\$10,996,000	10	\$11,217,563	15	\$22,213,563
192	Anthony	Guerrieri	2	\$9,460,000	3	\$12,750,000	5	\$22,210,000
193	Julie	Pierce	2	\$3,019,800	6	\$19,111,855	8	\$22,131,655
194	Julie	Han	5	\$17,609,900	3	\$4,485,000	8	\$22,094,900
195	Jenn	Blake	6	\$11,404,625	8	\$10,638,000	14	\$22,042,625
196	Oleksandra	Galanis	15	\$18,470,300	3	\$3,472,000	18	\$21,942,300
197	Bob	Ruane	2	\$15,400,000	1	\$6,400,000	3	\$21,800,000
198	Nathaly	Vera	28	\$20,082,000	3	\$1,681,000	31	\$21,763,000
199	Debe	McInnis	4	\$10,500,000	5	\$11,244,000	9	\$21,744,000
200	James	Nelson	6	\$9,525,000	5	\$12,215,000	11	\$21,740,000

Disclaimer: The Pacific Southwest Association of REALTORS® (PSAR) compiled this report from CRMLS data. It covers sales closed by the primary agent, year-to-date through the prior month, by members of PSAR, SDAR, or NSDCR, credited by DRE license number. Some sides are omitted where an MLS record was incomplete. PSAR and San Diego Real Producers do not alter MLS records and do not warrant the accuracy of data reported by others.

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