

SAN DIEGO

REAL PRODUCERS[®]

INFORMING AND INSPIRING REAL ESTATE AGENTS



Featuring
MARK
Marquez

DECEMBER 2019



Brandon Martinez has been a dominant force in the mortgage industry for 17 years.

He has earned the business of countless industry giants, including some of the most respected agents in real estate.

His team's tireless work ethic transcends the typical hours of banking and financial institutions.

Working around the clock to get you the best deal available for your unique situation.



24 HOURS
a day
7 DAYS
a week

your preferred choice
in home lending.



CONTACT INFORMATION
BrandonMartinez247.com
bmartinez@wcf247.com

LOAN PROGRAMS

- CalHFA Conventional/FHA Loan Programs
- Federal Housing Administration Loan (FHA)
- Federal Housing Administration Streamline Loan (FHA)
- Veterans Administration Loan (VA)
- VA Interest Rate Reduction Finance Loan (IRRRL)
- Conventional Loans
- Jumbo Loans
- Bank Statement Programs
- Foreign National Loans
- Lender-Paid Mortgage Insurance Options (LPMI)



For more info, checkout our new website:
BrandonMartinez247.com

24/7 Availability, and the fastest close
available on the market.



West Coast Funding
NMLS : 258500
Brandon Martinez
NMLS : 1199388

The time has come again for our 2nd Annual Coat Drive!

If you or your client bring a gently used blanket or warm clothing item to your inspection, **we will take 10% off of the total cost of the inspection. Please see a list below of some of the items we are hoping to collect. They can be new or gently used.

Scarves

Gloves

Warm coats

Sweaters

Blankets

Socks(new only)

Warm hats

*Only one discount can be applied per home inspection. Offer is valid from November 1st, 2019 to December 15th, 2019



CALL 619-684-1444 TODAY TO SCHEDULE YOUR INSPECTION!
www.JRInspections.com



**PROVIDING PEACE OF MIND
ONE INSPECTION AT A TIME**

A home is the biggest purchase you and your clients' will ever make, so it's important to understand the condition of your investment. Let John Robinson's Inspection Group provide the thorough inspection you and your buyers and sellers can expect and a report you can rely on.



**Customer Conveniences • Infrared-Certified® for Thermal Imaging Inspections
Weekend Appointments Available • Personal Checks and Credit Cards Accepted
Fully Insured (GL and E&O) • Discounts for Public Servants,
Military & First Responders • Se Habla Español**

TABLE OF CONTENTS



10

Partner
Spotlight:
The Ryan
Lipsey Team



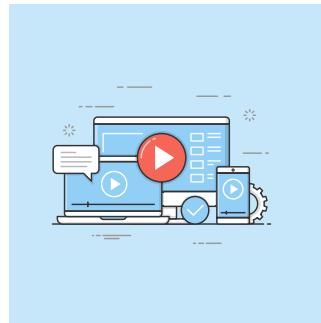
16

HOFFMAN
& FORDE
Attorneys
At Law



18

Rising Star:
Alli
Urguby
PorchLight
Realty



24

What is the
Lifetime
Value of a
New Trans-
action?



28

Cover Story:
Mark
Marquez
Sotheby's
International
Realty



32

Top 200
Standings:
Jan 1, 2019
- Oct. 31,
2019



For content contributions or to nominate a Realtor for a certain story, please email Info@SanDiegoRealProducers.com

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

Wishing you and yours
a wonderful holiday season.

FirstCaliforniaEscrow
Count on Our Excellence®

WEST COAST
ESCROW
First in People First in Service®



Staci Pawlowski
DIRECTOR OF SALES/BUSINESS DEVELOPMENT
SOUTHERN CALIFORNIA

Call/Text: 858-204-8400
Staci.Pawlowski@trgc.com

TAILOR
REACH

www.TAILORANDREACH.COM

MEET THE SAN DIEGO REAL PRODUCER TEAM



Jessie Wright
Owner | Publisher



Renee Nelson
Account Manager



Jaclyn Unverzagt
Event Coordinator
Jac & Bell



Zach Cohen
Writer & Editor



Dave Danielson
Writer



JR Navarette
Photographer &
Videographer
Nav Productions



Mike & Jenn Edwards
Mike & Jenn
Photography



Ryan Horner
Photographer &
Videographer
Vanguard Media

If you are interested in contributing or nominating Realtors for certain stories,
please email us at Info@SanDiegoRealProducers.com.

FAIRWAY | ENI O'DONNELL
INDEPENDENT MORTGAGE CORPORATION | MORTGAGE LENDER

**"ENI" THING
IS POSSIBLE!**

Call me **Eni** time!
Eni O'Donnell
Loan Officer, NMLS #1261450
Direct: 619-797-6555
EMG@Fairwaymc.com • www.enimortgage.com
1455 Frazee Road, Suite 550 • San Diego, CA 92108

**National Strength.
Hometown Service.**

- #1 **FHA PURCHASE VOLUME** FISCAL YEAR 2018
- #1 **USDA PURCHASE UNITS AND VOLUME** FISCAL YEAR 2018
- #4 **TOP 100 MORTGAGE COMPANIES IN THE NATION** BY MORTGAGE EXECUTIVE MAGAZINE 2018 (based on volume)
- #5 **TOTAL VA PURCHASE LOAN VOLUME** FISCAL YEAR 2018 BY THE VA

- Creative financing options
- Holistic mortgage planning options
- Top-of-the-line technology and communication tools
- Schedule your no-obligation one-on-one today at www.enimortgage.as.me

Copyright©2019 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. Distribution to general public is prohibited. This is not considered an advertisement as defined by 12 CFR 226.2(a)(2). All rights reserved. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act, License No 41DBO-78367. Licensed by the Department of Business Oversight under the California Financing Law, NMLS #2289. Loans made or arranged pursuant to a California Residential Mortgage Lending Act License.



This section has been created to give you easier access when searching for a trusted San Diego affiliate partner to use. Take a minute to familiarize yourself with the businesses sponsoring the publication. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses as they are the reason the publication exists.

ACCOUNTING

Mastermind Accountants
Candy Brazil
(619) 481-4157

BUILDING & REMODELING

TreadLight Construction
Brian Peterson & Tony Dropp
(858) 336-7400
TreadlightConstruction.com

BUSINESS CONSULTANT

Infuse Theory
Maryam Habashi
(702) 338-6011
InfuseTheory.com

CLIENT AND REFERRAL GIFTS

Sharp Retention
Eric Gillman
(858) 255-1142
SharpRetention.com

CLEANING SERVICES

Green and Ivy Cleaning
Megan Carter
(619) 987-3629
GreenandIvy.com

CUSTOM HOME BUILDERS

Flagg Coastal Homes
John O'Brien
(619) 227-1499
www.flagg.com

DESIGN AND REMODELING

The California Home Co
Henish Pulickal
(619) 300-4778
CalHomeCo.com

EDUCATION

Closing Table Mastermind
(760) 445-6990
ClosingTableMastermind.com

ESCROW

Foundation Escrow Inc.
Masad Sarwary
(619) 453-4550
FoundationEscrow.com

New Venture Escrow
Tania Gonzalez
(619) 807-0711
NewVentureEscrow.com

West Coast Escrow
Staci Pawlowski
(858) 204-8400
WestCoastEscrow.com

FINANCIAL ADVISOR

1847 Financial
Tedd Meyer
(619) 736-3349
1847Financial.com

HOME INSPECTION

3B Property Inspections
Scott Snow
(760) 960-3032
3bInspections.com

John Robinson's Inspection Group
John Robinson
(619) 684-1444
Home-Inspector-San-Diego.com

INSURANCE

Alta Vista Insurance Agency
Seth Arruda
(858) 522-0476
altavistainsurance.com/realestate

BFI Insurance Services
Heather Brandt Gastelum
(619) 346-3820
BFIinsurance.com

Farmers Insurance
Jasmine Corona
(619) 358-5383
JasmineCorona.com

MARKETING

Agent Zip
(760) 300-9166
AgentZip.com

Hyper-Farmer
Jason Holdinski
(858) 309-2170
HyperFarmer.com

MORTGAGE

AmeriFirst Financial, Inc.
Jason Gordon
(619) 200-8031
www.GordonMortgage.com

Caliber Home Loans
Megan Sawamura
(858) 876-2506
CaliberHomeLoans.com/MSawamura

Caliber Home Loans
Carla Silva
(858) 618-4958
CaliberHomeLoans.com

Cornerstone Mortgage
Sean Cahan
(619) 519-3780
CStoneMortgage.com/Scahan

Cross Country Mortgage
Rodrigo Ballon
(858) 735-0255
RodrigoBallon.com

Fairway Mortgage
Jeremy Patterson
(858) 602-6608
JeremyPatterson.com

Fairway Mortgage
Eni O'Donnell
(619) 797-6555
EniMortgage.com

Griffin Funding
Bill Lyons
(619) 200-4315
www.griffinfunding.com

Guaranteed Rate
Nick Maglio
(858) 220-4193
Rate.com/NickMaglio

InterCap Lending
Danny Drysdale
(858) 863-6411
TheDrysdaleTeam.com

Military HomeSpot Lending
Caleb Whisman
Kevin Heffernan
(314) 605-6619
MHSLending.com

Veterans United Home Loans
Luke Turner
(540) 230-0311
SanDiegoVU.com

West Coast Funding
Brandon Martinez
(714) 785-9837
www.westcoastfunding.com

MOVING & STORAGE

Mi-Box Moving & Storage
Kyle Taylor
(619) 318-8178
MiBoxSanDiego.com

Ruff & Ready Moving
John Ruff
(909) 224-8268
ruffandreadymoving.com

PAINTING SERVICES

Highpoint Painting
Deniese Chavez
(619) 851-4038
HighpointPaintingSD.com

PEST & TERMITE CONTROL

Cartwright Termite
Rob Cartwright
(619) 250-2013
CartwrightPest.com

Spartan Termite
Cody Frost
(916) 241-5389

PROPERTY MANAGEMENT

We Lease
Yesenia Nogales
(619) 787-4066
WeLeaseUSA.com

REAL ESTATE ATTORNEY

Hoffman and Forde
Schuyler Hoffman
HoffmanForde.com
(619) 546-7880

RESTORATION & GENERAL CONTRACTING

ResiCom
Eli Humphrey
(619) 954-6833
ResiCom.com

SLEEP SYSTEMS

Real Deal Sleep
JD DeHart
(858) 357-3211
RealDealSleep.com

STAGING

Everything Creative Design
Carol & Danni Kaplan
(858) 519-7365
www.EverythingCreativeDesigns.com

Stage Your Home San Diego
Scott & Alana Sorensen
(858) 247-2407
StageYourHomeSanDiego.com

TAX PLANNING

AM TaxRx
Ann Marie Meingast
(858) 408-5846
AmTaxRx.com

TECHNOLOGY

STEEZY.Digital
Jeffrey Brogger
(760) 208-5041
https://Steezy.Digital

TITLE COMPANY

Ticor Title
Ryan Lipsey
(619) 454-9366
RyanLipsey.com

TRANSACTION COORDINATOR

Alchemy TC
Anna Lovec
(619) 861-3215
www.AlchemyTC.com

VIDEO & PHOTO PRODUCTION

Create Legacy Productions
Joe Olson
(619) 622-1378

Jenn & Mike Photography
Jenn Edwards
(562) 446-6500
MikeandJennPhotography.com

Lani Nicole
Black Moon Images
(623) 533-7970
BlackMoonImages.com

Nav Productions
JR Navarrete
(619) 888-0505
Nav-Productions.com

Tailor & Reach
Steven Sanchez
(619) 777-3072
TailorandReach.com

Vanguard Media
Ryan Horner
(858) 997-4487
VanguardMediaPro.com



▶▶ great san diego association of REALTORS®

PRESIDENTS

MESSAGE

*Dedicated to
YOUR Success*

Hello, Everyone!

I just wanted to take a moment and thank everyone at the Greater San Diego Association of REALTORS® for making this our best year ever! Our REALTOR® members, and staff, continue to build with the roll-out of our own San Diego proprietary MLS, our new member portal SAN DIEGO | ONE, as well as the ongoing accomplishments of our Education Committee.

Keen on the heels of all of our great accomplishments, we have also just wrapped up our first live contracts college webinar series that articulated the art of the Residential Purchase Agreement (RPA) and both statutory and contractual disclosures. These were held every Wednesday live as we presented excerpts from the most frequently used forms in our industry! This entire series can now be found on our YouTube channel. So, join us in our quest to have the most PROFESSIONAL REALTOR® membership in the USA!

Kevin M. Burke, 2019 President Greater
San Diego Association of REALTORS®



A FULL-SERVICE DISASTER RESTORATION AND CONSTRUCTION COMPANY.

WHEN DISASTER STRIKES, WE'RE HERE FOR
YOU 24/7. AND WE DON'T STOP UNTIL YOUR
PROPERTY IS 100% BACK TO NORMAL.

FIRE

FLOOD

MOLD

RESIDENTIAL &
COMMERCIAL
CONSTRUCTION

RESIDENTIAL & COMMERCIAL

resicom.com | (858) 630-5490
info@resicom.com

24/7 EMERGENCY SERVICE
858-227-9700



Join Our Annual Charity Drive!



Help us collect charitable goods and spread the spirit of the holidays. Our event will feature food, drinks, and live music! All proceeds go to the Ambassadors Foundation, a 501 (c) (3) non-profit organization that benefits local programs and Operation Homefront.

Register Today: sdar.com/holidayhouse

ALL PROCEEDS
BENEFIT



WE'RE HIRING!

Escrow Officers & Business Development Managers with 2+ years experience.



FOUNDATION ESCROW
WE MAKE BUYING & SELLING SIMPLE

For a confidential conversation, please contact:
760-822-5619 or careers@foundationescrow.com

www.foundationescrow.com | www.foundationnorth.com



partner spotlight ◀◀ By: Dave Danielson
Photos By: Vanguard.Media

the RYAN LIPSEY team

Your Team for Title

You know when you've experienced true, difference-making service. You're listened to. Your needs are heard. And it feels like you have a dedicated team of professionals to be your resource for results.

That's the drive and sense of pride that propels the Ryan Lipsey Team with Tigor Title to be your team for title, whether you and your clients' needs revolve around residential, commercial, purchasing or refinancing.

Ryan Lipsey is the Sales Team Leader. When you talk with him, it's clear his passion for serving the needs of others sets a tone that extends throughout the organization and beyond.

"I derive tremendous pride from positively affecting people that we work with, and seeing a net gain in their outreach and in their passion and their income, from the campaigns and outreach that we've put into their business side by side with them," Ryan explains.

"When I see positive changes that come directly from those efforts, it is hugely satisfying. And that goes for my team as well, including our junior representatives and administrative staff that work for me, seeing their lives getting better, and bolstering their situations. It's a huge satisfaction for me. Bringing that positivity is the mission."



Dynamic Dream Team

Ryan's team includes Haylie Collier, who holds the Junior Sales role on the team, working in an outreach capacity with sales and prospecting, Katie Methy who is affectionately referred to as the mothership, because she handles all scheduling and messaging, including the 800 to 1,000 messages that arrive each day, and Shelby Connelly, who navigates the team's technology and data opportunities as Data Manager.

Like the name suggests, the Ryan Lipsey Team is a dynamic team in all senses of the word.

As he says, "During our team huddles, everybody has equal weight. We talk about any personal and professional challenges, and try to grow together. Focusing on that within our team allows that light to travel outside our team to our dealings with our clients."

...



“I think it’s the fact that we do a lot of what we teach. For example, we’re huge advocates of video marketing on social media to attract with authentic personal stories. We make upwards of 40 to 50 outreach calls, we do personal consultations, and we do leverage events where it’s a couple hours in a row with 50 different agents,” he says. “We use a mix of tried-and-true, old-school techniques, as well as taking advantage of the latest, cutting-edge digital strategies that make sense. So we execute what we tell and preach to our clients as we practice what we preach.”

Beyond the Need

Those in the real estate industry can count on Ryan and his team to walk in their shoes and offer value beyond the need at hand. In a world filled with steam-rolling disruption efforts and technology that promises turnkey processes, Ryan emphasizes — and delivers on — the value that comes from working with a true partner.

“Battling big tech is going to be an ongoing fight for the REALTOR®. So that’s why we place even more emphasis on assisting our partners, even with advice we offer on personal branding tactics they have in place,” Ryan emphasizes. “The personal brand, whether it be a single operating agent, or brokerage, or mega team is very important.”

Ryan and his team work in ways that go well beyond the need in hand as a resourceful partner. That doesn’t mean that Ryan thinks he and his team have all the answers. Instead, they begin with discovery ... with questions.

As Ryan explains, “Humility is a hugely important foundational tenet for us, and how we approach the business, because it forces us to remove our own filters and lenses to see how our clients perceive things. We know that we can only get the most efficient and effective answers, if we consider their stance. We put the client in the spotlight. It’s critically important. We do whatever moves the needle at the highest level for the customer.”

For more information about the Ryan Lipsey Team:

Website: www.RyanLipsey.com

Email: Ryan.Lipsey@TicorTitle.com

Phone: (619) 454-9366

••• As a result, those who work with the Ryan Lipsey Team experience tangible results.

We’re here to deliver real value in the sense of tactics, data, or tools that will enhance our partners’ ability to put deals on the scoreboard, plain and simple,” he explains. “If we can impact the revenue that is brought into a team or a single operating agent or a brokerage, then we’re delivering real value.”

“We strive to be more than just a provider. We want to be a partner that really gets down to the nitty-gritty and quickly moves from theory to implementation that makes a difference.”

Signs of Success

A big measure of success for Ryan and his team are the comments they receive from those they serve.

“It’s a great feeling to get that feedback like, ‘Ryan believed in me when no one else did,’ or ‘The tactics, tools and data that he helped us with have really moved the needle in our business and made us money as a team,’”

Ryan says.

Those efforts have definitely been rewarded with signs of success. In fact, the Ryan Lipsey Team finds itself among the nation’s top-producing title insurance teams.

Beyond the numbers, Ryan and his team deliver insights and service that goes beyond what’s expected to assist their partners with other aspects and goals. And that resourcefulness comes from experience.



PROPERTY MANAGEMENT

FOR AGENTS AND THEIR CLIENTS

We Lease. You Sell.



GET PAID
Agents when you refer landlords to WeLease you get paid a \$250 referral fee.



WE WORK
Our team of experts will handle all your management needs.



YOU SELL
When your client is thinking of selling we will refer them back to you.

CALL US TODAY: 619.866.3400 | www.WeLeaseUSA.com





Experience The Difference.

562-446-6500 | photographybym.edwards@gmail.com

MikeandJennPhotography.com

  @mikeandjennphotography

CALL US NOW AT 1-888-359-1411

REAL ESTATE LEADS
BUYERS | SELLERS | MORTGAGE



agentzip

Bruce Wayne
Date Submitted : 2019-09-12 01 : 31 : 32

Current Stage : New Lead

Phone Number : (858) 555-3684 

Email Address : email@email.com

Interested in : Buying

Area of Interest : 92592

Price Range : \$400k-\$500k

Timeframe : 1-3 Months

Would you like to speak to an Agent Zip Local Expert : Yes

What time would you like a call : 4-6 pm

VISIT AGENTZIPLEADS.COM
FOR EXCLUSIVE LEADS IN YOUR MARKET





WANT TO BE ABLE TO QUALIFY FOR A HOME LOAN & AFFORD Weekend Getaways?

The Sawamura Team



MEGAN SAWAMURA
Loan Consultant - NMLS # 972639
direct: (858)876-2506
cell/text: (650)492-1722
megan.sawamura@caliberhomeloans.com



760 garden view ct #220 | encinitas, ca 92024

Caliber Home Loans, Inc., 1525 S. Beltline Rd Coppell, TX 75019 (NMLS #15622). 1-800-401-6587. Copyright © 2017. All Rights Reserved. Equal Housing Lender. For real estate and lending professionals only and not for distribution to consumers. This communication may contain information that is privileged, confidential, legally privileged, and/or exempt from disclosure under applicable law. Distribution to the general public is prohibited. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act



HOFFMAN & FORDE

Attorneys at Law

Your Partners in Legal Solutions

TRUST & ESTATES

REAL ESTATE

BUSINESS LAW

3033 Fifth Avenue, Suite 225 • San Diego, CA 92103
Phone: (619) 546-7880 • Fax: (619) 546-7881 • www.hoffmanforde.com

HOFFMAN & FORDE

ATTORNEYS AT LAW

By: Schuyler Hoffman

THE NOTABLE EXCEPTION FOR LICENSED REAL ESTATE PROFESSIONALS REGARDING THE PROPOSED CALIFORNIA LEGISLATION TO CODIFY THE DYNAMEX DECISION

There has been significant concern and confusion over the classification of workers rather than independent contractors, following the unanimous California Supreme Court decision in *Dynamex Operations West Inc. v. The Superior Court of Los Angeles*, 4 Cal. 5th 903 (2018).

Additionally, the decision from the recent 9th Circuit Court of Appeals case *Vazquez v. Jan-Pro Franchising International, Inc.*, further complicated things because it was ruled that the three-prong “ABC” test the *Dynamex* case established should be applied retroactively.

Through Assembly Bill (“AB-5”), The California Legislature wants to pass legislation to amend the California Labor Code to codify the *Dynamex* case and clarify its application.

Specifically, the proposed legislation will provide exceptions to the application of the *Dynamex* decision. This includes licensed insurance agents, health care providers, investment advisors and real estate licensees.

The real estate licensee exception in AB-5 refers to relevant California code sections and clarifies that existing law supports the independent contractor model for real estate licensed professionals.

The “ABC” test from the *Dynamex* case is in direct conflict with California real estate license laws because, absent the hiring party demonstrating that all of the “ABC” factors are established, the “ABC” test considers all workers to be employees.

“ABC” FACTORS:

1. That the worker is free from the control and direction of the hirer in connection with the performance of the work, both under the contract for the performance of the work in and in fact.
2. That the worker performs work that is outside the usual course of the hiring entity’s business.
3. That the worker is customarily engaged in an independently established trade, occupation, or business of the same nature as that involved in the work performed.

The “ABC” test applied to real estate licensed professionals could lead to a classification of licensed real estate agents as employees rather than the longtime preferred status as of independent contractor relationships.

However, the 2019 amendments to the California real estate licensing law specifically reiterate the validity of an independent contractor option between a broker and a salesperson.

Before the *Dynamex* case, the test for determining the status of an independent contractor versus employee status in California was the one adopted in *S.G. Borello & Sons. v. Department of Industrial Relations* (1989) 48 Cal. 3d 341. The *Borello* court considered the important question of whether the “person to whom service is rendered has the right to control the manner and means of accomplishing

the result desired.” Then, nine additional factors were considered in determining whether an individual was an independent contractor or an employee:

- (1) right to discharge at will, without cause;
- (2) whether the one performing the services is engaged in a distinct occupation or business;
- (3) the kind of occupation, with reference to whether, in the locality, the work is usually done under the direction of the principal or by a specialist without supervision;
- (4) the skill required in the particular occupation;
- (5) whether the principal or the worker supplies the instrumentalities, tools, and the place of work for the person doing the work;
- (6) the length of time for which the services are to be performed;
- (7) the method of payment, whether by the time or by the job;
- (8) whether or not the work is part of the regular business of the principal; and
- (9) whether or not the parties believe they are creating a relationship of employer-employee. *Borello*, 48 Cal. 3d at 351.

However, not all of the factors had to be met under the *Borello* decision.

AB-5 would codify the *Dynamex* decision and clarify its application. It provides for the application of the “ABC” test from the *Dynamex* case to determine the status of a worker as an employee or an independent contractor for all provisions of the Labor Code and the Unemployment Insurance Code, unless another definition of “employee” applies.

AB-5 broadens the “ABC” test from the *Dynamex* case beyond the wage and hour context, where it was decided to apply to additional employee labor protections and benefits. Fortunately, the Bill excludes certain occupations from application of the “ABC” test. Instead, it provides, for those excluded occupations only, that the test adopted by the *Borello* case would apply, if certain conditions were met.

California Association of REALTORS® (“CAR”) was one of the many industry groups who lobbied for exclusion from the *Dynamex* test. CAR did not support the original language of AB-5 addressing real estate licensees because they felt it did not adequately express the law governing the relationship between real estate licensees. However, after amendment, CAR supports AB-5 because it provides real estate licensees an exemption from the *Dynamex* test and recognizes the numerous laws and regulations where a licensed real estate brokerage operates.

FOR MORE INFORMATION, VISIT:
WWW.HOFFMANFORDE.COM OR
CALL (619) 546-7880



TAX PLANNING, PREPARATION AND RESOLUTION

(858) 408 - 5846
ann@amtaxrx.com
www.amtaxrx.com
San Diego, CA
Servicing Nationwide

Available 7
Days Per Week

Check/Cash/
Credit Accepted

Fully Digital
Online Reports
With Videos
and Pictures

**10% Discount
For Military**
All active, veteran & retired
military members will
receive 10% off
pre-purchase home
inspections. We thank you
for your service.

3BInspections.com

WAY MORE THAN A HOME INSPECTION

<p>Appliance RecallChek</p>	<p>NXT Structural Warranty</p>	<p>90-Day Warranty & Mold Safe</p>
<p>5-Year Roof Leak Warranty</p>	<p>100% Satisfaction Guarantee</p>	<p>SewerGard Warranty</p>

Residential | Commercial | Sewer Scope | Mold & Air Quality | Thermal Imaging

Buying a new home is an exciting and sometimes stressful time for buyers. Our goal is to communicate with our clients in a way that makes them feel comfortable and informed. We provide a detailed and easy-to-understand inspection report. We also provide incredible value for our clients by offering the latest in cutting edge tools, technology, and the industries best warranties and services.

Infrared Camera

Drone

Crawlbot

Moisture Meter

Sewer Scope

844-607-6313
info@3BInspections.com

16 • December 2019

www.realproducersmag.com • 17

rising star ◀◀

By: Zach Cohen
Photos By: Nav Productions

Alli URGUBY

BUILDING A FOUNDATION OF TRUST

"My approach to the business is honesty. Trust is the most important factor, so I am honest with my clients, whether it's what they want to hear or not."

After graduating with a degree in physical therapy in 2010, Alli Urguby looked ahead to her next step: graduate school. She took a year off to take the GRE exam and apply to school, but then, plans changed.

"At that time, I was very driven but didn't know where to focus it," Alli reflects. "I reassessed everything I had done, much of which included sales, and wanted to do something that would make a positive impact."

During her year off, Alli worked in higher education admissions, enrolling students in college programs online, and coaching them through their first course. The problem was, she didn't find fulfillment in her work. Even worse, she questioned the integrity of the role she was filling. "It was for an online program at a for-profit university. I didn't feel good about it," Alli explains.

A conversation with her older sister, who had her real estate license at the time but wasn't using it, gave Alli a wild idea. "I thought I'd give real estate a shot," she smiles. That was 2014.

"I realized selling real estate was something I could feel good about. I was inspired to help people make one of the most important financial decisions of their lives and build genera-



Alli's wife Lea and daughter Nava

tional wealth for their families. So I took that first step. Real estate allows me to feel good about what I do. "I'm not an agent that's going to push someone towards buying a home... I'm an advisor helping them navigate the process."

As Alli began her real estate career, she drew on the lessons she learned growing up. Her parents owned several businesses, from restaurants and hair salons to car lots and sign businesses.

...

You can do
anything you
want to do.
Just go for it.



"I learned everything I know about hard work from my parents," Alli shares. "My dad taught me the importance of hard work and constantly encouraged me to be a go-getter, while at the same time being extremely generous. He would always say, **'You can do anything you want to do. Just go for it.'** That has really stayed with me," Alli explains. "I think what he meant was go be a doctor," she continues with a laugh, "but the message I got was not to quit. To see things through."

The persistent nature that Alli developed helped propel her to success in real estate. As for so many agents, those first few years were hard.

"It was a struggle, but I was relentless. I had no idea where to start and had very little guidance once I did. I was part-time while working at the restaurant. I didn't sell anything that [first] year."

Alli studied the industry and began to build confidence -- and a business. She sold six homes her second year, and at the end of that year, decided to quit her part-time job and dive into real estate fully. "I wish I had done it sooner," she says. The following year, Alli kept her head down, worked hard, and sold 28 homes. In 2018, she closed over \$15



million in business and was recognized for 40 under 40 (2018), Winner's Circle (Top 5% at Big Block 2018), Circle of Excellence (Gold Award, 2018), and PorchLight Agent of the Year.

She's on a team that facilitates growth, as her teammates hold each other accountable for their goals and implement strategies to succeed together. As Alli is rounding out her fourth year in the business, she has already reached her goal of 40 sales for over \$20 million in volume, and her team is on pace to close over \$100 million. "The energy on our team is infectious and I'm excited about working alongside agents that I admire and respect," she says.

At home, Alli and her wife, Lea, just welcomed their first child, Nava, to the world. "It's exciting and has been a whole new 'why' for me. She lights up my whole world, and while having an infant is totally consuming, it is the most gratifying type of exhaustion," Alli smiles.

"I'm most grateful for the support of my community, my team, and my friends that have helped me push my business forward. I have a lot of gratitude for the people I work alongside that motivate me, hold me accountable, and encourage me to push further."

True to her nature, Alli is looking ahead and seeing the opportunity to continue to grow her business and help even more people achieve their goals with real estate.

"I'm proud of what I have been able to accomplish so far, and I'm excited to build on this momentum."

2 WAYS TO BOOST REALTOR COMPENSATION



Conventional Transactions

You can earn up to 50bps on Conventional (conforming) loans up to a \$400K loan amount with a maximum payout of \$2,000. Assist your applicant in completing their residential loan application and introduce them to our processing team. Our expert team will take it from there.

Recruitment Commissions

By inviting your network of friends and colleagues to become RELO Funding Originators, you have the ability to create a revenue stream worth up to \$500 per recruitment transaction. Our tiered system helps build a down-line that generates recurring revenue on your behalf.

Contact: **Jason Gordon** | 619.200.8031

Jason Gordon

Branch Manager | Mortgage Loan Officer
NMLS 259027

Office: 858.461.7007

Mobile: 619.200.8031

Fax: 888.392.7699

Email: jgordon@amerifirst.us

Web: www.GordonMortgage.com

AmeriFirst Financial, Inc.

NMLS 145368 | CA-DBO 4130901

11440 W. Bernardo Court, Suite 300
San Diego, CA 92127

AMERIFIRST
FINANCIAL, INC.
GORDON MORTGAGE GROUP



AmeriFirst Financial, Inc., 1550 E. McKellips Road, Suite 117, Mesa, AZ 85203 (NMLS # 145368). 1-877-276-1974. Copyright 2019. All Rights Reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates, and programs are subject to change without prior notice. All products are subject to credit and property approval. Not all products are available in all states or for all loan amounts. Other restrictions and limitations apply. CA: Licensed by The Department of Business Oversight under the California Residential Mortgage Lending Act. AmeriFirst Financial, Inc. is an independent mortgage lender and is not affiliated with the Department of Housing and Urban Development (HUD) or the Federal Housing Administration (FHA). RELO Funding is a division of AmeriFirst Financial, Inc. NMLS 145368



Stage
YOUR HOME
SAN DIEGO

TRANSFORMING HOMES TO SELL
FASTER & FOR MORE MONEY
Flat Rate Pricing

858-247-2407
StageYourHomeSanDiego.com
CREATIVE . UNIQUE . EXTRAORDINARY.

Brand yourself with an item of value

Only **9% of people** can name their realtor after **6 years**. Put a system in place today to brand your name **with clients forever!**

GIVE CUTCO!

- Never Consumed / Used Daily, Forever
- High Quality & Guaranteed Forever
- Engraved with your info
- 100% Tax Deductible as Marketing
- Increase top of Mind & Client Retention



Independent Cutco Sales Professional



Contact Eric to get your Gift System in Place
(858) 255-1142 • ERIC@SHARPRETENTION.COM

Mention this ad for a **FREE CUTCO** gift with your order!



YOU DESERVE UNFORGETTABLE

As San Diego's premier wedding videographers it is our mission to deliver beautiful memories to ensure your day is truly **unforgettable**.

We take pride in our client testimonials:

Don't let the real estate reviews mislead you for those who are looking for a videographer/photographer for a wedding or any other special event. My husband and I hired NAV Productions to capture the most important day of our lives. Our pictures are absolutely stunning and our wedding video is breathtaking. I've probably watched my wedding video 100 times! My wedding party loved Adrian and his crew! My DJ already knew of them and spoke so highly of them. Hiring NAV Productions was one of the best decisions we made for our special day. From the bottom of our hearts, thank you JR, Adrian and the whole NAV Productions Team. You guys are truly the best there is!



Visit our website and find out why people choose NAV productions to film their wedding.

www.nav-productions.com

[f /navproductions](https://www.facebook.com/navproductions)

[877-628-7763](tel:877-628-7763)



YOUR REAL ESTATE TERMITE EXPERTS



ONE-STOP-SHOP FOR YOUR TERMITE INSPECTIONS

CARTWRIGHT

TERMITE & PEST CONTROL, INC.

[619.442.9613](tel:619.442.9613) • Termite@cartwrightpest.com

*A Family
Owned & Operated
Company*

Serving California
Since 1962



SERVICE AND DISCOUNTS FOR YOUR CUSTOMERS.

As a professional in the real estate and lending industry, you want to provide the very best experience for your customers. Helping your customers with their insurance need shouldn't be complicated. As an agent from one of the largest personal lines property and casualty insurance group, I'd like to help you by offering your customers:

- Evidence of Insurance forms on short notice and on time
- Fast, dependable service
- Competitive rates and a variety of discounts*
- Top-quality coverage options for your customers

Farmers® offers everything from home insurance to business insurance, and having one person available to answer questions for your clients just makes life easier.

Call me and let's discuss what I can do for your customers.



619.501.6400

Jasmine Corona Insurance Agency

Your Local Agent | CA License # 0136015,0F60338

2900 4TH AVE STE 202
SAN DIEGO, CA 92103
JGUERRERO1@FARMERSAGENT.COM
<https://agents.farmers.com/jguerrero1>



*Restrictions apply. Discounts may vary. Not available in all states. See your agent for details. Insurance is underwritten by Farmers Insurance Exchange and other affiliated insurance companies. Visit farmers.com for a complete listing of companies. Not all insurers are authorized to provide insurance in all states.

GET YOUR MOVE ON

MOBILE STORAGE UNITS &
FULL-SERVICE MOVES

24/7: **858-779-2600**
WWW.MIBOXSANDIEGO.COM



What is the LIFETIME VALUE of a New Transaction?

By: Steezy Digital | Jeff Brogger



What is the Lifetime Value of a New Transaction?

99% of Realtors don't know what the lifetime value (LTV) of a new customer is for their business. When most Realtors think about marketing, they think "I have \$X amount in the budget to go knock doors, send postcards, run a radio ad, boost some Facebook ads, etc."

But as a San Diego Real Producing Realtor, you are NOT the 99% of Realtors. You are the top 1% of one of the finest real estate markets on the planet. So let me ask you this: prior to running a new marketing campaign, do you consider what the LTV of a new client is before launching that new campaign? If not,

then you are leaving money on the table.

What I mean is this: it's not just the first commission of the first sale that is the total value of a new customer. Lifetime value considers the probability of repeat business from this same client, average client age, average life expectancy, average years in the home, and how many referrals this new person gives you once you close them.

Want to know the lifetime value of a new real estate client in San Diego? If we use this formula, the lifetime value of a client in San Diego is \$99,535.50 of income to you. With San Diego's average

price point around \$600,000, you can see that is NOT equal to the commission from the first sale. Round up and that means every single transaction is worth \$100,000 to you over the life of the client relationship.

Plus, if you have a younger demographic, luxury demographic, your repeat business game is really strong, or you can increase one of those factors by even 10%, then the lifetime value will be even higher.

This is how sophisticated marketers look at advertising.

Once you know the lifetime value of your customer you can now

gauge how much you can pay in order to close them. This is not to say that you need to go spend \$100,000 on every single LEAD because as we know not every lead becomes a customer; however, LTV tells you exactly how much you can afford to pay in order to gain a new client. This number is typically far more than almost any other Realtor is willing to pay upfront because they are only focusing on the short term results. This is how you beat everyone else with paid advertising and win in any market condition.

Interested in learning how we can help generate and nurture leads automatically for your real estate business using this formula?



Type "STEEZY.Digital" into Google or your web browser to learn more.

We're on a Mission to Serve.

Veterans United Home Loans of San Diego is ready to make your homebuying dreams a reality!

- ✓ Complimentary credit consulting
- ✓ VA, FHA, USDA and conventional loans
- ✓ Local office with a knowledgeable team

*Let the VA Loan experts in San Diego help!
Call Veterans United Home Loans to get started today!*



Veterans United.
Home Loans of San Diego

(619) 296-5626
SanDiegoVU.com

6863 Friars Rd, Ste. 100, San Diego, CA 92108. Veterans United Home Loans of San Diego is a VA approved lender; Not a gov't agency. NMLS # 1907 (nmlsconsumeraccess.org). Licensed by the Dept. of Business Oversight under the CA Residential Mortgage Lending Act. Equal opportunity lender.

WAYS A COMPANY CAN SPEND \$3 MILLION:

Buy a private jet

Upgrade the office with fancy furniture and gadgets

Give the C-Suite a nice raise

Enable the rescue of thousands of human trafficking victims worldwide

N2 Publishing – the company behind every Real Producers magazine – believes in a future where everyone is free. This year, we donated 2% of our revenue, or \$3 million, to support nonprofits that rescue and rehabilitate victims of sex slavery and forced labor. And it was only possible because of the support of our industry partners and engaged readers. **Because of you.**

N2GIVES

TO LEARN MORE, VISIT N2GIVES.COM



Mastermind
ACCOUNTANTS, LLC



www.mastermindaccountants.com
facebook.com/mastermindaccountants
@mastermindaccountants

(619) 481-4157
Candy@mastermindaccountants.com



GRANNY FLAT ADU BUILDERS

MODERN GRANNY FLATS | CALL US TODAY FOR A FREE CONSULTATION | QUALITY BUILD & AFFORDABLE PRICE

858 633 7812

www.calhomeco.com



CALHOME Co
CONSTRUCTION

#WeDoThat | CSLB: 1044138 | @TheCalHomeCo



ALTERNATIVE DOCUMENT LOANS TO HELP OUR AGENT PARTNERS CLOSE MORE DEALS

Griffin Funding

- No Tax Returns Required
- Use Other Income to Qualify (Bank Statements, Assets or Rental Income)
- Up to 90% Financing to \$1.5MM
- Interest Only Options Available
- 600 FICO Score
- 55% Debt-To-Income (DTI)
- Non-Warrantable Condos OK

Happy Holidays from Griffin Funding!



Michael Varni,
Sr. Loan Officer
619-200-7087
michael@griffinfunding.com
NMLS# 1150304



Colby Freer & Sarah Howell,
Sr. Loan Officers
619-930-9012
g2@griffinfunding.com
NMLS# 1319705 / 1333968



Sidney Giddings
Sr. Loan Officer
619-274-8213
elite@griffinfunding.com
NMLS# 1667204 / 1286064



All You Need, Guaranteed!

Follow Me:
 **@sdmortgagecouple**

Michael Cain NMLS 1062241 C2 Financial Corporation
michael@sdmortgagecouple.com
(619) 732-6112



» cover story

By: Dave Danielson
Photos By: Mike & Jenn Photography

MARK Marquez

It's been said that life begins at the end of your comfort zone, by letting yourself go beyond your past, and expanding your view of what's possible.

BEYOND THE LIMITS

As Managing Partner and Broker Associate with Pacific Sotheby's International Realty, Mark Marquez credits that way of thinking for much of his success as both an individually producing REALTOR® and as an organizational leader.

"A lot of that came from my wife, Susana, reminding me that we don't have boundaries when it comes to accomplishments," Mark says. "Sometimes, I think we set limits for ourselves in our minds. But when you just go to work and focus on what you're trying to accomplish, magically, you receive the results of your work. I believe in the law of attraction."

Susana is also a licensed REALTOR® with Pacific Sotheby's International Realty. The teamwork Mark enjoys with Susana, and the rest of the team has been a driving force in Mark's achievements.

"One of the main reasons why I'm with this organization is I wanted to be challenged by the other successful colleagues in the room. And that's what we do. We push each other to new heights and production thresholds. It helps to be in an environment that has such high standards and in the ranks of top tier professionals in the industry," Mark emphasizes. "That's the same advice I give to new people entering the business ... to work around a team that's very productive, even if you have to intern. Because until you know what it looks like to be really busy and execute, it's very difficult to create that from scratch by yourself."

EARLY RETURNS

Mark's plans in real estate started as he was coming of age as a teenager.

"My father and I bought and sold rental properties, and when I was younger, he used to take me to visit homes for sale while he was assisting his siblings and parents by consulting them on their own personal home purchases. He was just being a responsible older brother and resource not participating as a broker," Mark recalls. "I was listening while they negotiated and viewed properties. I remember the old MLS books that said 'Confidential.' I always wondered what was top secret about a home for sale."

During the recession of the 1990s and the exodus of many defense contractors from the area, Mark attended college and started work in the restaurant industry. After graduating with his degree in Information Systems, Mark became the youngest General Manager in the chain of restaurants at 24 years old, breaking sales records within the industry.

By 1997, Mark took the license exam to start Real Estate as a career. In his first month, he recorded a \$2 million transaction with Century 21. By the end of his first year, Mark had closed over \$5 million in sales volume.

...

...

His success mounted from there, as Mark earned Centurion, Double Centurion, Hall of Fame and several other honors and accolades available with the Century 21 brand.

Market cycles come and go, and Mark saw another one coming in 2006. By 2007, he and two partners formed Weichert Realtors Elite, specializing in distressed properties and REOs. In 2013, understanding the market was going to shift to a conventional model, Mark moved with several of his team members and colleagues to join Pacific Sotheby's International Realty, at that time a Luxury newcomer to San Diego.

SIGNS OF SUCCESS

Mark's efforts have been gratifying, to say the least — growing from \$20 million in annual volume to \$52 million in volume on 52 units in 2018. This year, he's on pace to reach \$100 million on 58 units, while focusing on the areas of new construction, finer single-family homes, conventional and select commercial transactions.

One of the biggest rewards Mark experiences is working with his team and office associates, who he is quick to praise. Mark built the Inland Corridor office with Scott Voak and Branch Manager, Brian Westre.

“Real estate isn't an instant gratification business. It's very long-term, and so the relationships you're incubating today will create benefits tomorrow. It's not going to happen in 24 hours. It's months or years sometimes.”

“My staff is tremendous, including our Closing Manager, Kim Callahan, and Transaction Coordinator, Bonnie Gale,” he says. “A lot of the credit for these results is due to them. I couldn't have done it by myself.”

LIFE'S PRIORITIES

When he's away from real estate, you can find Mark and Susana enjoying a trip together, playing a round of golf, and enjoying time with their three English bulldogs.

“Susana has been at my side for 15 years. She started as a loan officer in 2003, and ever since, we've watched our business grow. Our collective expertise has helped us to improve in our efficiencies and sales results. I didn't intend for us to work together, but it naturally gravitated that way. She is my secret weapon,” he smiles. “It's always fun when we get to work on a transaction together and back each other up.”

Mark's father, Victor, retired from his career in insurance and has worked with Mark, as well.

As Mark says, “As my father settles into full retirement, we've had the chance to work together as father and son for over 10 years. That has been very rewarding given the way our experience in real estate has come full circle.”

Mark also places a lot of importance on giving back to the industry he has such a passion for. Mark served as 2010 Board President for the San Diego Association of REALTORS®, and also sat on the Board of Directors for the National Association of REALTORS® and the California Association of REALTORS® for over 14 years, as well as serving as a Director for the San Diego MLS, serving over 14,000 subscribers.

...



Mark & Susana Marquez



Teammate, Kimberly Callahan

...

"I've always been very collaborative and have tried to mentor those around me. My ability to mentor and coach is rewarding, because I get to see other people win. I enjoy helping others with transactional questions and dilemmas," he says. "We have an amazing group of agents in my personal office, as well as in the company. That really fosters growth and collaboration for those that have the skill sets to move to the next level."

BUILDING BONDS

One of the parts of his career Mark treasures the most is the number of long-term relationships he has created and maintained through 20 years in real estate.

As he looks to continued future success for himself and his team, he is optimistic and encouraging for the next generation of professionals as they prepare to go beyond the limits themselves.

"Real estate isn't an instant gratification business. It's very long-term, and so the relationships you're incubating today will create benefits tomorrow. It's not going to happen in 24 hours. It's months or years sometimes," he says. "The challenge for any agent is finding balance and realizing that our markets are cyclical ... our business requires us to be strategically minded in all aspects, so whether it's understanding income taxes, balancing business or personal time along with relationships, that's always the daily challenge before us. Success is mastering those items so you are ahead of the curve, while hoping to maintain a healthy lifestyle."

MOVING?

From down the street to across the country, if your move is too tough CALL RUFF!

RUFF & Ready MOVING

www.ruffandreadymoving.com

**Local & Long Distance • Commercial Relocation
Corporate Relocation • MilitaryStorage
Packing • Unpacking • White Glove Service
Piano Moving • Haul Away**

Ruff and Ready Moving is a local moving company that specializes in the Temecula, Orange County, and San Diego areas as well as serving all of California and the sur-rounding states. We pride ourselves on combining traditional moving skills with superior techniques and expertise - that's what separates us from the rest.

1-844-GET-RUFF (1-844-438-7833)
43169 Via Dos Picos, Temecula, CA 92590 | 313 N. Melrose Drive #G, Vista, California 92083
www.ruffandreadymoving.com | RuffandReadyMoving@gmail.com

EXPERIENCE EXTRAORDINARY

THE
ALCHEMY
COMPANY

REAL ESTATE SERVICES

INDEPENDENT TRANSACTION COORDINATORS YOU CAN COUNT ON

"Strong, trustworthy...dependable."
"Stellar, professional service."
"Made me look like a pro!"

CALL 619.861.3215
or VISIT ALCHEMYTC.COM
TO DISCOVER HOW WE'RE TRANSFORMING ORDINARY INTO EXTRAORDINARY

Are you prepared for life's unexpected turns?

Start saving early for retirement! Alarminglly, 52% of households are "at risk" of not having enough to maintain their living standards in retirement*:

Monthly Savings Needed in Order to Retire at Age 65 with \$1 Million

Age	Assuming 6% Annual Growth	Assuming 8% Annual Growth
30	\$699	\$434
40	\$1,436	\$1,045
50	\$3,421	\$2,871

CONTACT US TO LEARN MORE **1847Financial**

Tedd Meyer, Advisor
Office: 619-736-3349
Cell: 215-588-2006
tmeyer@1847financial.com

These hypothetical examples are for illustrative purposes only.
*National Retirement Risk Index, Center for Retirement Research at Boston College, 2013

Check us out on YouTube!

Your Full Service Real Estate Marketing Partner

www.HyperFarmer.com
Text **PRODUCER** to 858.500.3890

FLAGG COASTAL HOMES • Design and Build Custom Homes

COASTAL SPECIALISTS

Del Mar, Coronado,
La Playa, Encinitas

Rated as San Diego's **#1** Design Builder! sandiegoarchitects.org

Turn Key:

- Design
- Construction
- Interiors
- Scheduling
- Budget
- Permitting



www.flagg.com
619 435 1800



©Ed Gohlich

Call us to help you "Close that Sale" on the coast.

Loans for the Life You Dream!

NMLS ID #1214049



Carla Silva • Team Sales Manager

12707 High Bluff Dr Suite 115 San Diego, CA 92130 | 619-288-2723

Caliber Home Loans, Inc., 1525 S. Beltline Rd Coppell, TX 75019 (NMLS #15622). 1-800-401-6587. Copyright © 2017. All Rights Reserved. Equal Housing Lender. For real estate and lending professionals only and not for distribution to consumers. This communication may contain information that is privileged, confidential, legally privileged, and/or exempt from disclosure under applicable law. Distribution to the general public is prohibited. Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act



www.ClosingTableMastermind.com

**FAMILY OWNED & OPERATED • HIGH QUALITY WORK
INTERIOR & EXTERIOR PROJECTS • INSURED & BONDED**



**HIGH-POINT
PAINTING**

Contact Us Today for a Free Estimate

Deniese Chavez | 619.851.4038

www.highpointpaintingsd.com

admin@highpointpaintingsd.com

Lic # 1039957

QUALITY AND INNOVATION FOR SUSTAINABLE BUILDING



TREADLIGHT

CONSTRUCTION INC.

License #931783

**NEW CONSTRUCTION
REMODELS • ADDITIONS**

TreadLightConstruction.com
619.888.4456 • 858.336.7400

TOP 200 STANDINGS

Individual Agents and Teams Close Date January 1, 2019 - October 31, 2019

Based on MLS data in San Diego County. Sorted by Volume

Rank	Agent Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
1	Laura Barry	28	\$150,664,818	16	\$59,914,166	44	\$210,578,984
2	Jason Barry	22	\$84,972,535	18	\$111,072,000	40	\$196,044,535
3	John Reeves	117	\$70,356,336	190	\$105,671,393	307	\$176,027,729
4	Daniel Beer	125	\$98,795,900	81	\$61,620,600	206	\$160,416,500
5	Mark Marquez	30	\$78,593,610	12	\$61,242,720	42	\$139,836,330
6	Alan Shafran	66	\$69,741,264	54	\$52,937,002	120	\$122,678,266
7	Rande Turner	11	\$50,770,000	7	\$45,605,000	18	\$96,375,000
8	Greg Noonan	26	\$67,042,250	12	\$29,217,054	38	\$96,259,304
9	Mark Schultz	101	\$71,266,159	38	\$23,894,634	139	\$95,160,793
10	Scott Aurich	27	\$61,767,750	13	\$28,694,749	40	\$90,462,499
11	Christie Gray	133	\$69,711,695	42	\$18,750,900	175	\$88,462,595
12	Maxine Gellens	33	\$60,523,935	16	\$25,762,500	49	\$86,286,435
13	Lisa Sanshey-Beaudin	63	\$56,077,266	24	\$24,623,664	87	\$80,700,930
14	Gregg Phillipson	83	\$50,099,388	43	\$30,291,000	126	\$80,390,388
15	Steven Cairncross	29	\$60,017,000	10	\$19,128,250	39	\$79,145,250
16	Brett Combs	15	\$60,505,000	8	\$18,336,000	23	\$78,841,000
17	Gregg Neuman	71	\$48,020,400	41	\$29,339,507	112	\$77,359,907
18	Melissa Goldstein Tucci	84	\$49,520,650	43	\$27,595,000	127	\$77,115,650
19	Patti McKelvey	72	\$44,439,900	49	\$29,545,900	121	\$73,985,800
20	Eric Iantorno	10	\$45,560,135	7	\$24,557,585	17	\$70,117,720
21	Emma Lefkowitz	38	\$27,744,001	54	\$41,567,458	92	\$69,311,459
22	K. Ann Brizolis	16	\$45,247,000	9	\$22,684,676	25	\$67,931,676
23	Garrett Lund	58	\$51,421,681	22	\$15,979,000	80	\$67,400,681
24	Nicolas Jonville	75	\$62,578,701	4	\$3,528,126	79	\$66,106,827
25	Neda Nourani	22	\$36,330,942	12	\$27,841,200	34	\$64,172,142
26	Janice Clements	16	\$28,022,000	19	\$32,292,500	35	\$60,314,500
27	Lyle Caddell	50	\$38,202,400	26	\$20,374,400	76	\$58,576,800
28	Patrick Marelly	60	\$50,951,200	9	\$6,671,144	69	\$57,622,344
29	Raymond Mayhugh	63	\$33,427,641	47	\$24,052,123	110	\$57,479,764
30	Richard Stone	32	\$39,506,336	15	\$17,691,400	47	\$57,197,736
31	Dan Conway	46	\$47,988,415	7	\$8,256,000	53	\$56,244,415
32	Drew Nelson	16	\$42,712,000	7	\$12,879,000	23	\$55,591,000
33	Susana Corrigan	18	\$40,126,194	6	\$14,880,000	24	\$55,006,194
34	Michael Sabourin	54	\$30,018,011	42	\$22,902,870	96	\$52,920,881

Rank	Agent Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
35	Serri Rowell	37	\$23,209,000	53	\$29,371,300	90	\$52,580,300
36	Robert Antoniadis	19	\$31,582,750	11	\$19,900,000	30	\$51,482,750
37	Sam Rasoul	32	\$24,949,700	32	\$23,707,400	64	\$48,657,100
38	Talechia Plumlee-Baker	28	\$31,678,126	14	\$16,856,500	42	\$48,534,626
39	Farryl Moore	24	\$34,980,049	10	\$12,596,000	34	\$47,576,049
40	Linda Daniels	9	\$22,749,787	9	\$22,863,050	18	\$45,612,837
41	Chad Dannecker	28	\$19,050,100	34	\$25,883,591	62	\$44,933,691
42	Eric Matz	31	\$28,542,350	12	\$16,205,000	43	\$44,747,350
43	Dane Soderberg	16	\$31,429,000	8	\$12,058,582	24	\$43,487,582
44	Min Sun	23	\$19,173,000	28	\$24,303,457	51	\$43,476,457
45	David Rudd	43	\$30,415,362	21	\$12,982,500	64	\$43,397,862
46	Amber Anderson	12	\$24,356,000	7	\$18,680,000	19	\$43,036,000
47	Gregg Whitney	13	\$21,283,000	10	\$21,323,000	23	\$42,606,000
48	Kellie Martinez	68	\$42,240,113	0	\$-	68	\$42,240,113
49	Jim Bottrell	29	\$14,168,500	60	\$27,916,490	89	\$42,084,990
50	Carolyn Yarbrough	23	\$23,071,000	15	\$18,695,665	38	\$41,766,665

Disclaimer: Information is pulled directly from SDMLS & CRMLS. New construction, commercial or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Transactional reporting is not static, as numbers vary based on the way they are reported by the Realtor. Some teams may report each agent individually. San Diego Real Producers does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS. Data is based on San Diego County only, and may not match the agent's exact total volume for 2019.

The Real Estate Professionals Most Important Partnership!

LET US HELP YOU DELIVER AN
UNPARALLELED LEVEL OF VALUE TO YOUR CLIENTS... NOW AND FOR YEARS TO COME!



JEREMY PATTERSON

BRANCH MANAGER, NMLS #262395

OFFICE: 619-270-9100
DIRECT: 619-872-2540

Jeremy@JeremyPatterson.com
8530 La Mesa Boulevard, Suite 206 La Mesa, CA 91942



SAN DIEGO'S HIGHEST RATED
MATTRESS STORE ON 



\$0 Down-Interest Free Financing Available



7636 Clairemont Mesa Blvd
San Diego, CA 92111
858-256-0068

Real Deal
SLEEP
Your Health • Our Mission

10755 Westview Pkwy
San Diego, CA 92126
858-859-9700

RealDealSleep.com



@RealDealSleep



Veteran Family Owned & Operated



WISHING YOU

**HAPPY
HOLIDAYS**

Warmest wishes this season and throughout the new year.

Our 24/7 industry makes this time of year all the more rewarding when we allow ourselves to stop for a moment and reflect on what we've achieved together. Thank you to everyone that made 2019 a great year.

Enjoy time with family, reflect on the good this year brought, and get ready to make next year even more successful.

Have a happy holidays and an even happier new year.

CALL 858.751.7765

VISIT RODRIGOBALLON.COM

*Together, we'll create
new memories for clients
and their families.*



Rodrigo Ballon

Branch Manager

D 858.751.7765

Rodrigo.Ballon@myccmortgage.com

RodrigoBallon.com

CrossCountry Mortgage

4655 Executive Dr Ste #300

San Diego, CA 92121

NMLS3029 NMLS1437924 NMLS272011

RODRIGO BALLON

AT **CROSSCOUNTRY MORTGAGE**

Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act. All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, LLC. NMLS3029 (www.nmlsconsumeraccess.org)



TOP 200 STANDINGS

Individual Agents and Teams Close Date January 1, 2019 - October 31, 2019

Based on MLS data in San Diego County. Sorted by Volume

Rank	Agent Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
51	Jennifer Anderson	13	\$18,395,200	15	\$23,277,127	28	\$41,672,327
52	Kathy Koop	7	\$22,136,500	7	\$19,475,000	14	\$41,611,500
53	Joshua Altman	1	\$20,800,000	1	\$20,800,000	2	\$41,600,000
54	Daniel Graff	119	\$33,132,625	13	\$8,391,000	132	\$41,523,625
55	Linda Moore	18	\$21,118,000	15	\$19,424,500	33	\$40,542,500
56	Francine Finn	18	\$18,514,900	19	\$21,655,500	37	\$40,170,400
57	Jenny Yin	9	\$5,701,100	38	\$34,459,900	47	\$40,161,000
58	David Butler	30	\$27,311,288	11	\$12,532,688	41	\$39,843,976
59	Brett Dickinson	8	\$27,845,538	4	\$11,810,000	12	\$39,655,538
60	Max Folkers	35	\$25,082,800	19	\$14,491,500	54	\$39,574,300
61	Craig Lotzof	9	\$24,132,145	5	\$14,752,690	14	\$38,884,835
62	Miguel Molina	59	\$29,909,000	23	\$8,726,000	82	\$38,635,000
63	Ilana Huff	26	\$21,271,000	21	\$17,237,000	47	\$38,508,000
64	Mike Cady	10	\$23,035,000	7	\$15,240,000	17	\$38,275,000
65	Eric Chodorow	14	\$27,125,054	6	\$10,905,000	20	\$38,030,054
66	Anne Schreiber	37	\$37,867,999	0	\$-	37	\$37,867,999

Disclaimer: Information is pulled directly from SDMLS & CRMLS. New construction, commercial or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Transactional reporting is not static, as numbers vary based on the way they are reported by the Realtor. Some teams may report each agent individually. San Diego Real Producers does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS. Data is based on San Diego County only, and may not match the agent's exact total volume for 2019.

Rank	Agent Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
67	Kurt Wannebo	25	\$20,446,900	17	\$17,315,900	42	\$37,762,800
68	Cheree Bray	45	\$34,184,735	4	\$3,518,900	49	\$37,703,635
69	Jonathan Minerick	52	\$37,529,800	0	\$-	52	\$37,529,800
70	Chris Heller	48	\$30,031,100	12	\$7,089,000	60	\$37,120,100
71	Ever Eternity	34	\$28,358,800	5	\$8,482,000	39	\$36,840,800
72	Jonathan Mann	50	\$34,508,330	2	\$1,902,500	52	\$36,410,830
73	Tamara Markey	56	\$32,405,050	5	\$3,984,000	61	\$36,389,050
74	Justin Roberts	23	\$12,740,600	42	\$23,635,000	65	\$36,375,600
75	James Jam	15	\$20,449,000	11	\$15,358,000	26	\$35,807,000
76	Mary Jo Morgan	12	\$22,763,000	5	\$12,482,500	17	\$35,245,500
77	Lindsay Dunlap	11	\$20,213,000	6	\$14,709,000	17	\$34,922,000
78	Jim McInerney	12	\$26,679,975	7	\$8,141,000	19	\$34,820,975
79	Ruth Ann Fisher	6	\$16,809,000	6	\$17,940,000	12	\$34,749,000
80	Jeff Grant	20	\$21,574,000	9	\$11,824,000	29	\$33,398,000
81	Zachary Sensenbach	53	\$30,391,750	5	\$2,940,000	58	\$33,331,750
82	Bobby Martins	20	\$17,359,428	24	\$15,856,201	44	\$33,215,629
83	Orva Harwood	13	\$21,588,850	4	\$11,520,000	17	\$33,108,850
84	Suzanne Kropf	20	\$20,171,589	9	\$12,686,500	29	\$32,858,089
85	Johnathan Ferreira	11	\$18,293,000	13	\$14,500,900	24	\$32,793,900
86	Sharon Quisenberry	43	\$22,817,000	19	\$9,957,100	62	\$32,774,100
87	Jeremy Beauvarlet	40	\$27,364,299	6	\$5,225,500	46	\$32,589,799
88	Catherine Gilchrist-Colmar	8	\$20,353,000	6	\$12,215,000	14	\$32,568,000
89	Jesse Manuel	41	\$28,386,000	5	\$3,665,000	46	\$32,051,000
90	Rachel Gardner	49	\$28,877,300	4	\$3,092,315	53	\$31,969,615
91	Susan Meyers-Pyke	6	\$14,236,000	10	\$17,620,000	16	\$31,856,000
92	Sean Zanganeh	26	\$17,829,488	22	\$14,020,500	48	\$31,849,988
93	Angelite Armento-McWhorter	4	\$3,119,000	27	\$28,117,385	31	\$31,236,385
94	Jenn Blake	23	\$22,911,000	7	\$7,617,500	30	\$30,528,500
95	Jesse Ibanez	17	\$11,761,000	30	\$18,636,250	47	\$30,397,250
96	Alexa Walker	1	\$737,000	35	\$29,516,136	36	\$30,253,136
97	Delorine Jackson	9	\$18,270,000	4	\$11,814,000	13	\$30,084,000
98	Jeremy Paul	41	\$24,529,450	7	\$5,462,500	48	\$29,991,950
99	Nick Chavez	36	\$22,956,823	11	\$6,995,442	47	\$29,952,265
100	Ivan Cazarez	26	\$14,222,500	28	\$15,325,000	54	\$29,547,500



INFUSE theory

EMPOWER YOUR TEAM

INFUSE theory is passionate about the concerns that matter most to you and your team.

A business coaching platform that incorporates decades of best practices in leadership, sales, and management systems

Call TODAY for your COMPLEMENTARY strategy session!

Maryam Habashi, M.Ed. *Mentor/Founder*

858-247-2415 | mhabashi@infusetheory.com

INFUSEtheory.com





"CODY AND HIS TEAM HAVE PROVIDED A LEVEL OF CUSTOMER SERVICE THAT IS RARELY SEEN ANYMORE. NO DELAYS, EXCELLENT COMMUNICATION, AND VERY ACCOMMODATING OF CLIENTS THAT LIVE IN ANOTHER STATE. AS A REAL ESTATE AGENT, I WOULD ENCOURAGE ALL MY COLLEAGUES TO REACH OUT TO CODY AND HIS TEAM OF PROFESSIONALS FOR YOUR TERMITE REPORTS AND REPAIRS. FROM THE FIRST CALL TO COMPLETION IN LESS THAN 48 HOURS. AS A PRIVATE HOMEOWNER I WILL NOT HESITATE TO USE AND RECOMMEND CODY. 5 STARS!"

KELLY

CODY FROST

OWNER/INSPECTOR

OFFICE: 760-295-9949

CELL: 916-241-5389

682 BAUER PLACE, VISTA, CA 92081

CFROST4455@GMAIL.COM

LICENSE# PR7824

FREE
TERMITE
INSPECTIONS

24 hour turnaround
on all reports!



WWW.BLACKMOONIMAGES.COM

623.533.7970



A new year is upon arrival. schedule your family portraits or headshots today!

Mention this ad for \$50 off!



CREATE. EMPOWER. INSPIRE.



You book. We clean.
The only thing left for you to do is enjoy
your beautiful space.

CALL OR TEXT: 619-987-3629

Natural Products
Licensed & Bonded

Specializing in home,
vacation rental, and small
business cleaning for the
people in San Diego.

Megan Carter, Owner
Green and Ivy Cleaning Services

FIND US ON YELP! yelp

greenandivycleaning@gmail.com | www.greenandivy.com

MILITARY
HOMESPOT Lending



CALEB WHISMAN

ARMY VETERAN

(619) 900-1819

caleb@mhs lending.com

NMLS #1293292

KEVIN HEFFERNAN

(619) 736-3072

kevin@mhs lending.com

NMLS #1049299



3280 Main Street Suite 7c, San Diego, CA 92113 | www.mhs lending.com

TOP 200 STANDINGS

Individual Agents and Teams Close Date January 1, 2019 - October 31, 2019

Based on MLS data in San Diego County. Sorted by Volume

Rank	Agent Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
101	Carrie Baker-Bailey	30	\$18,340,894	19	\$11,138,900	49	\$29,479,794
102	Gloria Silveyra-Shepard	10	\$21,410,666	4	\$8,066,666	14	\$29,477,332
103	Laura Sechrist Molenda	5	\$2,686,000	34	\$26,667,950	39	\$29,353,950
104	Polly Watts	55	\$29,267,600	0	\$-	55	\$29,267,600
105	Daniel Greer	13	\$21,461,400	4	\$7,805,000	17	\$29,266,400
106	Patrick Mercer	21	\$21,904,910	9	\$7,356,500	30	\$29,261,410
107	Adam Loew	8	\$12,939,888	8	\$16,230,000	16	\$29,169,888
108	Lucy Kelts	9	\$23,164,500	2	\$5,965,000	11	\$29,129,500
109	Caren Kelley	10	\$19,969,500	4	\$9,119,500	14	\$29,089,000
110	Yoyo Flores	42	\$25,186,239	6	\$3,829,489	48	\$29,015,728
111	Rebecca Austin	35	\$19,139,160	18	\$9,820,189	53	\$28,959,349
112	Marla Hovland	18	\$24,043,666	2	\$4,900,000	20	\$28,943,666
113	Jeffrey Nix	50	\$26,502,525	3	\$1,910,000	53	\$28,412,525
114	Mary Raser	3	\$10,945,000	3	\$17,435,000	6	\$28,380,000
115	Catrina Russell	19	\$13,549,465	14	\$14,694,935	33	\$28,244,400
116	Eileen Anderson	13	\$17,202,000	6	\$11,009,000	19	\$28,211,000
117	Rocky Tracy	28	\$18,006,261	16	\$10,199,130	44	\$28,205,391
118	Eugenia Garcia-Ovies	8	\$10,520,000	10	\$17,683,680	18	\$28,203,680
119	Krystal Lane	11	\$17,438,025	9	\$10,661,000	20	\$28,099,025
120	Tami Fuller	35	\$24,865,500	5	\$3,149,000	40	\$28,014,500
121	James Boyd	8	\$13,666,804	8	\$14,158,999	16	\$27,825,803
122	Zachary Weinger	2	\$24,900,000	1	\$2,900,000	3	\$27,800,000
123	Mike Aon	24	\$14,385,000	22	\$13,367,888	46	\$27,752,888
124	Peter Middleton	15	\$22,427,000	2	\$5,285,000	17	\$27,712,000
125	Susan Mullett	41	\$27,473,700	0	\$-	41	\$27,473,700
126	JoAnne Krause	29	\$18,816,700	11	\$8,496,900	40	\$27,313,600
127	Mukesh Jain	15	\$10,493,500	21	\$16,756,500	36	\$27,250,000
128	Mark Caspersen	15	\$16,727,500	8	\$10,473,500	23	\$27,201,000
129	Mike Aqrawi	9	\$3,670,000	45	\$23,514,700	54	\$27,184,700
130	Jeff Underdahl	27	\$20,349,107	12	\$6,834,900	39	\$27,184,007
131	Brian Cane	38	\$23,851,248	2	\$3,325,000	40	\$27,176,248
132	Olga Stevens	6	\$12,277,500	7	\$14,750,000	13	\$27,027,500
133	Jonathon Shea	23	\$16,749,000	13	\$10,198,520	36	\$26,947,520
134	Jeannine Savory	30	\$19,739,500	9	\$7,180,500	39	\$26,920,000

Rank	Agent Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
135	Mark Hoiseth	19	\$20,229,133	6	\$6,615,865	25	\$26,844,998
136	LJ Woodard	44	\$25,064,499	2	\$1,734,000	46	\$26,798,499
137	Gary Kent	34	\$26,453,638	1	\$255,000	35	\$26,708,638
138	Tracie Kersten	4	\$5,168,640	15	\$21,489,000	19	\$26,657,640
139	Amy Jensen	12	\$14,065,525	10	\$12,519,775	22	\$26,585,300
140	Malena Suarez	5	\$13,045,000	8	\$13,523,006	13	\$26,568,006
141	Ixie Weber	0	\$-	37	\$26,230,775	37	\$26,230,775
142	Julie Kang	2	\$1,701,500	26	\$24,341,500	28	\$26,043,000
143	Suzanne Sette	3	\$6,750,000	6	\$19,227,000	9	\$25,977,000
144	Kip Boatcher	8	\$15,006,000	5	\$10,780,000	13	\$25,786,000
145	Donna Medrea	5	\$11,638,300	2	\$14,000,538	7	\$25,638,838
146	Julie Houston	16	\$18,232,500	6	\$7,299,000	22	\$25,531,500
147	Dino Morabito	9	\$9,867,200	10	\$15,514,188	19	\$25,381,388
148	Lisa Padilla	38	\$22,828,700	2	\$2,445,000	40	\$25,273,700
149	Renee Wilson	12	\$21,207,000	3	\$3,685,000	15	\$24,892,000
150	Darin Triolo	21	\$15,813,180	8	\$8,998,500	29	\$24,811,680

Disclaimer: Information is pulled directly from SDMLS & CRMLS. New construction, commercial or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Transactional reporting is not static, as numbers vary based on the way they are reported by the Realtor. Some teams may report each agent individually. San Diego Real Producers does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS. Data is based on San Diego County only, and may not match the agent's exact total volume for 2019.



***Reach new heights in your
real estate business.***

Partner with the top insurance agency in San Diego

***Get a free CLUE report today and find out
why we're the top choice for SD Real Producers***

Helping you reach new heights

Visit:
altavistainsurance.com/real-producers

AVIA
AltaVista
INSURANCE AGENCY

760.724.2124
clue@altavistainsurance.com



858.863.6411

www.intercaplending.com



INTRODUCING YOUR NEW FAVORITE MORTGAGE PEOPLE



CHECK OUT THE
VIDEO AND MEET
THE TEAM!

TOP 200 STANDINGS

Individual Agents and Teams Close Date January 1, 2019 - October 31, 2019

Based on MLS data in San Diego County. Sorted by Volume

Rank	Agent Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
151	Marilyn Comiskey	7	\$16,521,990	4	\$8,087,490	11	\$24,609,480
152	Mark Kniffing	26	\$13,705,100	21	\$10,823,100	47	\$24,528,200
153	Linda Sansone	10	\$21,014,365	2	\$3,375,000	12	\$24,389,365
154	Glen Henderson	33	\$21,032,275	5	\$3,116,150	38	\$24,148,425
155	Janna Hernholm	11	\$17,775,500	5	\$6,234,000	16	\$24,009,500
156	Shawn Rodger	3	\$3,373,500	6	\$20,625,000	9	\$23,998,500
157	Ken May	14	\$18,002,952	5	\$5,961,852	19	\$23,964,804
158	John Cabral	5	\$12,900,000	5	\$10,865,000	10	\$23,765,000
159	Gary Massa	12	\$14,487,875	6	\$9,227,225	18	\$23,715,100
160	Kevin Hall	15	\$13,699,999	9	\$9,824,000	24	\$23,523,999
161	Sean Caddell	8	\$17,589,037	4	\$5,818,000	12	\$23,407,037
162	Cindy Waasdorp	23	\$20,210,500	4	\$3,135,000	27	\$23,345,500
163	Cristian Crabb	34	\$22,516,550	1	\$695,000	35	\$23,211,550
164	Kyle Murphy	5	\$6,370,000	15	\$16,785,500	20	\$23,155,500
165	Karen Hickman	17	\$18,818,550	4	\$4,293,000	21	\$23,111,550
166	Debbie Carpenter	4	\$7,675,000	7	\$15,331,365	11	\$23,006,365
167	Carole Downing	14	\$12,355,000	13	\$10,404,866	27	\$22,759,866
168	Justin Brennan	14	\$16,535,010	5	\$6,153,485	19	\$22,688,495
169	Jay Becker	11	\$17,513,000	4	\$5,165,000	15	\$22,678,000
170	Melissa Hazlett	21	\$14,347,821	12	\$8,284,278	33	\$22,632,099
171	Mary Heon	10	\$13,967,000	6	\$8,622,000	16	\$22,589,000
172	Steve Caudill	25	\$16,479,000	10	\$6,046,500	35	\$22,525,500
173	Dalia Hirmez	12	\$6,802,000	26	\$15,662,177	38	\$22,464,177
174	Saied Mojabi	26	\$17,658,500	7	\$4,795,500	33	\$22,454,000
175	Jeanne Gleeson	11	\$15,954,000	7	\$6,436,000	18	\$22,390,000
176	Julie Feld	6	\$12,024,118	5	\$10,287,000	11	\$22,311,118
177	Marc Lipschitz	4	\$9,221,000	4	\$12,950,000	8	\$22,171,000
178	Samuel Mendoza	36	\$21,746,900	1	\$418,000	37	\$22,164,900
179	Erin Wade	15	\$10,442,500	13	\$11,711,000	28	\$22,153,500
180	Ken Pecos	17	\$14,601,500	8	\$7,528,000	25	\$22,129,500
181	Greg Goodell	21	\$11,935,400	14	\$10,137,500	35	\$22,072,900
182	Thor Sorensen	25	\$14,417,900	13	\$7,647,900	38	\$22,065,800
183	Shawn Bengtson	7	\$9,741,560	10	\$12,321,060	17	\$22,062,620
184	Barry Tashakorian	1	\$3,450,000	10	\$18,604,000	11	\$22,054,000

Rank	Agent Name	List #	List \$	Buy #	Buy \$	Total #	Total \$
185	Jana Greene	9	\$14,571,500	3	\$7,415,000	12	\$21,986,500
186	David Zvaifler	22	\$18,073,513	6	\$3,854,000	28	\$21,927,513
187	Jeff Rosa	21	\$13,050,500	12	\$8,852,500	33	\$21,903,000
188	Vincent Crudo	6	\$11,070,000	6	\$10,790,000	12	\$21,860,000
189	Scott Peck	13	\$17,921,000	3	\$3,805,000	16	\$21,726,000
190	Blake Evans	27	\$18,625,419	4	\$3,000,000	31	\$21,625,419
191	Donald Fontana	19	\$14,507,070	10	\$7,110,148	29	\$21,617,218
192	Robert Colello	15	\$9,378,500	15	\$12,148,500	30	\$21,527,000
193	Erik Gilmer	6	\$14,615,000	1	\$6,900,000	7	\$21,515,000
194	Meg Lebastchi	10	\$14,187,000	7	\$7,315,000	17	\$21,502,000
195	Kyle Whissel	24	\$15,909,900	7	\$5,589,000	31	\$21,498,900
196	Markee Lashley	39	\$21,437,600	0	\$-	39	\$21,437,600
197	April Halvarson	16	\$12,338,650	12	\$8,947,000	28	\$21,285,650
198	Seth OByrne	23	\$21,253,000	0	\$-	23	\$21,253,000
199	Sue De Legge	9	\$14,074,000	5	\$7,015,000	14	\$21,089,000
200	Tina Etue	31	\$14,935,229	11	\$6,117,500	42	\$21,052,729

Disclaimer: Information is pulled directly from SDMLS & CRMLS. New construction, commercial or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Transactional reporting is not static, as numbers vary based on the way they are reported by the Realtor. Some teams may report each agent individually. San Diego Real Producers does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS. Data is based on San Diego County only, and may not match the agent's exact total volume for 2019.



HOME LOANs

We don't leave our clients behind during the holidays.

© 2019 Cornerstone Mortgage Group is a licensed stba of Citicore Mortgage, Inc. All Rights Reserved. NMLS ID #173855. Equal Housing Lender.

SEAN CAHAN | PRESIDENT

NMLS#309034
www.MortgageGeek.com
@TheMortgageGeek
(619) 519-3780





everything
creative
designs

Luxury Home Staging & Interior Design in the San Diego area.

REAL ESTATE STAGING | INTERIOR REDESIGN | STAGING CONSULTING



San Diego's Premier Award-Winning Home Staging and Interior Design Team

www.everythingcreativedesigns.com | 858-693-4907 | office@everythingcreativedesigns.com



We pride ourselves in providing a superior, more efficient escrow experience and thrive when our professional approach is transparent and personalized....while staying true to ourselves.



NEW VENTURE
— ESCROW —

**Let's connect and take your
escrow experience to the next level!**

Tania Gonzalez
Sr. Account Executive
Tania@NewVentureEscrow.com
619-807-0711

Courtney Louis
Vice President of Sales
Courtney@NewVentureEscrow.com
858-229-9035

guaranteed **Rate**

The Home
Purchase Experts®

NICK MAGLIO - THE PRO'S PRO.

Here's what some of the top industry deal makers are talking about.

“I have worked with Nick for a number of years now and I can honestly say he is the best lender I know! He consistently goes the extra mile to make the transaction as stress free as possible for both the client and agent. Nick is great about answering his phone or returning phone calls. I trust Nick completely with my clients and I even used Nick to do the loan on my own home purchase”

**- Tommy Crudo, Realtor
Willis Allen Real Estate**

“Nick is a true professional. We have been referring our clients to him for the past several years. We can always count on him to give our clients honest advice and amazing service. Our clients often mentioned to us that Nick made the home loan process easy for them. We consider him an integral part of our real estate team!”

**- Layne Harrison,
Realtor
Ocean Living Realty**

“Nick is the best of the best. He's my secret weapon, if he says it's done it gets done.”

**- Ben Biggs, Realtor, & VA Expert
Discher Group at Canter Brokerage**

“Nick and his team are the best mortgage partners in the business!”

**- Andrew Canter, President & CEO
Canter Companies**

“Nick and his team are awesome. Regardless of how complex or simple the deal may be, you can be rest assured that the deal is in exceptionally capable hands.”

**- Chris Martin, Realtor
Compass Real Estate**

“I've been working with Nick since 2004. I have dabbled with other lenders and I can honestly tell you, none compare. No leg pulling. No bait and switch. If he says the client is approved, the client is approved.”

**- Jeff Discher,
Realtor, & VA Expert
Discher Group at Canter Brokerage**

When performance matters, contact Nick.

Nick Maglio

VP of Mortgage Lending

7777 Fay Avenue Suite 201
La Jolla, CA 92037

guaranteed **Rate**

The Home
Purchase Experts®

Contact Nick today:

O: (858) 200-4417 C: (858) 220-4193

Rate.com/nickmaglio

nick.maglio@rate.com

EQUAL HOUSING LENDER Nick Maglio NMLS ID: 632853; CA - CA-DBO632853
NMLS ID #2611 (Nationwide Mortgage Licensing System www.nmlsconsumeraccess.org) • CA - Licensed by the Department of Business Oversight, Division of Corporations under the California Residential Mortgage Lending Act Lic #4130699



PRSRT STD
US POSTAGE PAID
WILMINGTON, NC
PERMIT NO. 40

RYAN LIPSEY

SENIOR ACCOUNT MANAGER/VP

Merry Christmas & Happy New Year!

Serving your Title & Business Building Needs since 2001
Residential | Commercial | Purchase | Refinance



TICOR TITLE™

619-454-9366

ryan.lipsey@ticortitle.com

RyanLipsey.com

2275 Rio Bonito Way #160 • San Diego CA 92108

