

Residential Real Estate



San Diego Residential Real Estate Sales and Units Volume for 2020

■ By BRAD GRAVES

This week’s San Diego Business Journal looks at top performing residential real estate agents, teams and brokers for 2020. The information presented here has been provided by the brokers, agents and company representatives who have filled out surveys for SDBJ. This is not a complete representation of the San Diego market because not all companies fill out the survey.

Many can name the myriad neighborhoods of La Jolla. Some know the architectural lore of Rancho Santa Fe. Still others see the neat grid of Coronado streets in their dreams. Exclusive regions of San Diego County bring top dollar, though the sun shines in all the suburbs, too.

Agents Set Records

Sales volume — specifically 2020 sales volume in San Diego County — determines ranking on the individual agents list.

Laura Barry of **Barry Estates** in Rancho Santa Fe took the top spot on the individual agents list. Barry sold 73 units for a total sales volume of \$296.5 million during the year.

The agent on the List with the distinction of selling the most units is **Melissa Goldstein Tucci** of **Coldwell Banker West** in Chula Vista’s Eastlake district. Tucci sold 156 units

for a total volume of \$113.4 million. The figure put her in the No. 3 spot.

Barry and Tucci were among the three agents to rise above \$100 million in sales volume. The third was **Scott Aurich** of **Pacific Sotheby’s International Realty** of Coronado. Aurich finished 2020 with a volume of \$144.3 million, with a total of 58 units sold.

A Team Sport

The **Beer Home Team** of **eXp Realty of California** in Rancho Bernardo took the No. 1 spot on the List devoted to teams. Again the List was ranked by 2020 San Diego County sales volume. The Beer Home Team, with 34 licensed agents, had \$336.8 million worth of sales, with 438 units changing hands.

Coming in second was the **Jason Barry Team** of **Barry Estates** in Rancho Santa Fe. The three members of the team accomplished \$313.4 million in sales. These homes were more expensive, since that dollar volume was spread among 80 homes.

Other teams selling more than 300 units included the 40-member **Whissel Realty Group** of **eXp Realty** (385 units, ranking No. 4 on the List with \$221.7 million in sales), the

25-member **PorchLight Realty Group** of **eXp Realty** (363 units, ranking No. 5 on the List with \$198 million in sales) and the 17 agents who go by the name of **The Honest Agent** at **Big Block Realty Inc.** in Mission Valley (326 units, ranking No. 6 on the List with slightly less than \$187 million in sales).

Battalions of Brokers

There are two lists of residential real estate brokers, ranked by different criteria.

One list is ranked by sales volume during 2020. **Berkshire Hathaway HomeServices California Properties** of Carmel Valley holds down the top spot with sales volume of \$3.94 billion. Accomplishing these sales were 914 licensed agents. Collectively the group sold 3,544 units during the year. The business has 18 offices locally and 44 in the entire company. **Martha Mosier** is the top local executive.

The other brokers list is ranked by number of units sold during 2020. The top brokerage here is **Big Block Realty Inc.** of Mission Valley, which sold 5,143 units for a local sales volume of \$3.04 billion. Big Block Realty has 998 local full-time licensed agents. The business has three offices locally and six overall. Its top local executive is **Sam Khorramian**. ■



THE LISTS

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THE LIST

RESIDENTIAL REAL ESTATE BROKERS - UNITS

► Ranked by 2020 local units sold as of Jan. 1- Dec. 31

Rank	Company Address Website Phone	Local units sold Jan. 1-Dec.31, 2020:	Local sales volume Jan 1.- Dec. 31, 2020:	# of local offices: # of companywide offices:	# of local full-time licensed agents: ⁽¹⁾	Local territories served	Services offered	Top local exec.(s) Year est. locally	
1	Big Block Realty Inc. 2820 Camino Del Rio, Suite 314, San Diego 92108 www.bigblockrealty.com 619-913-7020	 5,143	\$3.04B	3 6	998	San Diego County	Listings & purchases	Sam Khorramian 2012	
2	Coldwell Banker West 2300 Boswell Road, Suite 100, Chula Vista 91914 www.coldwellbankerwesthomes.com 619-271-9500	 4,400	\$2.86B	13 13	987	All San Diego County	Residential, commercial and global luxury real estate, worldwide relocation, mortgage, escrow, and insurance	Peter Mendiola 2011	
3	Coldwell Banker Realty 600 B St., Suite 300 92101, San Diego 92101 www.coldwellbankerhomes.com 949-385-8900	 3,833	\$3.09B	16 60	820	San Diego County	Residential, commercial sales, listings, concierge, relocation, mortgage, title	Jamie Duran 1906	
4	Berkshire Hathaway HomeServices California Properties 12770 El Camino Real, Suite 100, San Diego 92130 www.bhhscalifornia.com 858-792-6085	 3,544	\$3.94B	18 44	914	San Diego County	Listings, sales, relocation services, mortgage, title, escrow, corp. resources, marketing	Martha Mosier 1985	
5	eXp Realty Of California www.exp Realty.com (360) 685-4206	 3,104	\$2.22B		692	San Diego County	Full service virtual, cloud-based brokerage	Deborah Penny 2016	
6	Pacific Sotheby's International Realty 1111 Prospect Street, La Jolla 92037 www.pacificsothebysrealty.com 858-705-6041	 2,955	\$3.59B	12 18	354	All communities of San Diego & San Diego County	Residential property sales, relocation services, luxury property auction	Brian Arrington 2010	
7	Windermere Home and Estates 9988 Hibert St., Suite 150, San Diego 92131 www.whesd.com 858-530-1100	 2,750	\$1.65B	8 13	418	We serve the entire county, with offices in Carlsbad, Del Mar, Downtown, Alpine, Rancho Bernardo, Scripps Ranch, Escondido and Temecula.	Full service Residential real estate sales, Commercial real estate sales and leasing and vacation home sales and leasing. We also have full service mortgage lending, escrow and other related services	Rich Johnson 2013	
8	CENTURY 21 Award 7676 Hazard Center Drive, Suite 300, San Diego 92108 www.century21award.com 619-471-2000	 1,965	\$1.17B	8 16	418	San Diego County	Real estate sales, settlement (escrow) services, property management & relocation	David Romero 1985	
9	Willis Allen Real Estate 1131 Wall St., La Jolla 92037 www.willisallen.com 858-459-4033	 820	\$1.2B	6 6	155	La Jolla, Del Mar, Rancho Santa Fe, Point Loma, Coronado, Metro/ Downtown, Carlsbad, Encinitas	Listings, sales, rentals	Andrew Nelson 1914	
10	Keller Williams San Diego Metro 2250 Fourth Ave., Suite 100, San Diego 92101 sandiegometro.yourkwoffice.com 619-233-5935	 751	\$520M	2 2	299	San Diego County	Listings, sales	Robert Schantz 1998	
11	Douglas Elliman of California 1615 Murray Canyon Rd, Suite 110, San Diego 92108 www.elliman.com 619-363-4038	 572	\$423.2M	2 105	54	All of San Diego County including La Jolla, Coronado, Rancho Santa Fe, Downtown San Diego, Rancho Bernado, Del Mar, etc.	Luxury residential sales, rentals and new development our agents are relentless advocates for our clients.	Dan Tomasi 2018	
12	Keller Williams La Jolla 7817 Ivanhoe Ave., Suite 101, La Jolla 92037 lajolla.yourkwoffice.com 858-457-9400	 536	\$404.65M	1 4	136	San Diego County	Full service	Brian Cane 2013	
13	Barry Estates 6024 Paseo Delicias, Suite A, Rancho Santa Fe 92067 www.barryestates.com 858-756-4024	 164	\$630.56M	2 2	9	Rancho Santa Fe, Del Mar, La Jolla, Solana Beach, Carlsbad & other communities in the vicinity	Residential real estate	Sean Barry 1990	

Sources: The information presented here has been provided by the brokers, agents and company representatives who have filled out surveys for SDBJ. Company CFOs sign off on all numbers provided by brokers.

Brokerages are ranked by their units sold in S.D. County. The reported San Diego County sales volume and units sold reflect transactions made by the brokerage firm during the 2020 calendar year. This is not a complete representation of the San Diego market because not all companies fill out the survey. Information deemed reliable but not guaranteed. To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or

additions to the Research Department at the San Diego Business Journal. Eric Alderete, calderete@sdbj.com. This list may not be reprinted in whole or in part without prior written permission from the editor. It is not the intent of this list to endorse the participants or to imply a company's size or numerical rank indicates its quality.

⁽¹⁾ As of Feb. 1, 2021

*Thank you to the agents of
Coldwell Banker West for
earning us a place among the*

TOP 5 REAL ESTATE BROKERAGES

*in units and sales volume in
San Diego County.*



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WEST

coldwellbankerwesthomes.com

THE LIST

RESIDENTIAL REAL ESTATE BROKERS- SALES

► Ranked by 2020 local sales volume as of Jan. 1- Dec. 31

Rank	Company Address Website Phone		Local sales volume Jan 1.-Dec. 31, 2020:	Local units sold Jan. 1-Dec.31, 2020:	# of local offices: # of companywide offices:	# of local full- time licensed agents: ⁽¹⁾	Local territories served	Services offered	Top local exec.(s) Year est. locally	
1	Berkshire Hathaway HomeServices California Properties 12770 El Camino Real, Suite 100, San Diego 92130 www.bhhscalifornia.com 858-792-6085		\$3.94B	3,544	18 44	914	San Diego County	Listings, sales, relocation services, mortgage, title, escrow, corp. resources, marketing	Martha Mosier 1985	
2	Pacific Sotheby's International Realty 1111 Prospect Street, La Jolla 92037 www.pacificsothebysrealty.com 858-705-6041		\$3.59B	2,955	12 18	354	All communities of San Diego & San Diego County	Residential property sales, relocation services, luxury property auction	Brian Arrington 2010	
3	Coldwell Banker Realty 600 B St., Suite 300 92101, San Diego 92101 www.coldwellbankerhomes.com 949-385-8900		\$3.09B	3,833	16 60	820	San Diego County	Residential, commercial sales, listings, concierge, relocation, mortgage, title	Jamie Duran 1906	
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5	Coldwell Banker West 2300 Boswell Road, Suite 100, Chula Vista 91914 www.coldwellbankerwesthomes.com 619-271-9500		\$2.86B	4,400	13 13	987	All San Diego County	Residential, commercial and global luxury real estate, worldwide relocation, mortgage, escrow, and insurance	Peter Mendiola 2011	
6	eXp Realty Of California www.exprealty.com (360) 685-4206		\$2.22B	3,104		692	San Diego County	Full service virtual, cloud-based brokerage	Deborah Penny 2016	
7	Windermere Home and Estates 9988 Hibert St., Suite 150 , San Diego 92131 www.whesd.com 858-530-1100		\$1.65B	2,750	8 13	418	We serve the entire county, with offices in Carlsbad, Del Mar, Downtown, Alpine, Rancho Bernardo, Scripps Ranch, Escondido and Temecula.	Full service Residential real estate sales, Commercial real estate sales and leasing and vacation home sales and leasing. We also have full service mortgage lending, escrow and other related services	Rich Johnson 2013	
8	Willis Allen Real Estate 1131 Wall St., La Jolla 92037 www.willisallen.com 858-459-4033		\$1.2B	820	6 6	155	La Jolla, Del Mar, Rancho Santa Fe, Point Loma, Coronado, Metro/ Downtown, Carlsbad, Encinitas	Listings, sales, rentals	Andrew Nelson 1914	
9	CENTURY 21 Award 7676 Hazard Center Drive, Suite 300, San Diego 92108 www.century21award.com 619-471-2000		\$1.17B	1,965	8 16	418	San Diego County	Real estate sales, settlement (escrow) services, property management & relocation	David Romero 1985	
10	Barry Estates 6024 Paseo Delicias, Suite A, Rancho Santa Fe 92067 www.barryestates.com 858-756-4024		\$630.56M	164	2 2	9	Rancho Santa Fe, Del Mar, La Jolla, Solana Beach, Carlsbad & other communities in the vicinity	Residential real estate	Sean Barry 1990	
11	Keller Williams San Diego Metro 2250 Fourth Ave., Suite 100, San Diego 92101 sandiegometro.yourkwoffice.com 619-233-5935		\$520M	751	2 2	299	San Diego County	Listings, sales	Robert Schantz 1998	
12	Douglas Elliman of California 1615 Murray Canyon Rd, Suite 110, San Diego 92108 www.elliman.com 619-363-4038		\$423.2M	572	2 105	54	All of San Diego County including La Jolla, Coronado, Rancho Santa Fe, Downtown San Diego, Rancho Bernardo, Del Mar, etc.	Luxury residential sales, rentals and new development our agents are relentless advocates for our clients.	Dan Tomasi 2018	
13	Keller Williams La Jolla 7817 Ivanhoe Ave., Suite 101, La Jolla 92037 lajolla.yourkwoffice.com 858-457-9400		\$404.65M	536	1 4	136	San Diego County	Full service	Brian Cane 2013	

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corrections or additions to the Research Department at the San Diego Business Journal. Eric Alderete, ealderete@sdbj.com. This list may not be reprinted in whole or in part without prior written permission from the editor. It is not the intent of this list to endorse the participants or to imply a company's size or numerical rank indicates its quality.

⁽¹⁾ As of Feb. 1, 2021



Congrats To Our Exceptional Agents

Congratulations to **Olga Lavalle** for being named one of the Top 40 Individual Residential Real Estate Agents in San Diego!*

Congratulations to **The Werth Group** for being named one of the Top 40 Residential Real Estate Teams in San Diego!*

We salute our agents for their outstanding service to the San Diego community.

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Bankers Hill, 4BR/4.5BA + 3 Car Parking | \$4,200,000
Elizabeth Courtiér, 619.813.6686 | DRE# 01198840



Marina District, 2BR/2BA | \$995,000
Ken Baer, 619.248.4200 | DRE# 01334769



Point Loma Heights, 4BR/3BA | \$2,229,000
info@willisallen.com, 877.515.7443



Tierrasanta, 2BR/2.5BA | \$695,000
info@willisallen.com, 877.515.7443



Rancho Santa Fe, 4BR/5.5BA | \$6,750,000
info@willisallen.com, 877.515.7443



La Jolla, 4BR/3.5BA | \$3,395,000
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THE LIST

RESIDENTIAL REAL ESTATE INDIVIDUAL AGENTS

► Ranked by 2020 San Diego County Sales Volume

Rank	Agent: Name DRE# Email Phone Website	San Diego County Sales Volume 2020	San Diego County Units Sold 2020	Brokerage Firm: Name Address Phone Website	
1	 Laura Barry 02013631 laura@barrystates.com 858-756-2266 www.laurabarryluxuryestates.com	\$296,498,100	73	Barry Estates 6024 Paseo Delicias, Suite A, Rancho Santa Fe, CA 92067 858-756-4024 www.barryestates.com	
2	 Scott Aurich 00978974 Scott@ScottAurich.com 619-987-9797 www.scottaurich.com	\$144,344,125	58	Pacific Sotheby's International Realty 1200 Orange Ave., Coronado, CA 92118 858-705-6041 www.pacificsothebysrealty.com	
3	 Melissa Goldstein Tucci 01380034 sold@melissatucci.com 619-787-6852 www.melissatucci.com	\$113,363,896	156	Coldwell Banker West 2300 Boswell Road, Suite 100, Chula Vista, CA 91914 619-271-9500 www.coldwellbankerwesthomes.com	
4	 Matthew Battiat 01254483 matthew.battiat@exp Realty.com 760-390-3895 www.battiat.com	\$80,089,665	76	eXp Realty Of California (360) 685-4206 www.exp Realty.com	
5	 Eric Iantorno 01256501 eric@ericiantorno.com 858-334-3577 www.ericiantorno.com	\$75,113,800	36	Pacific Sotheby's International Realty 330 S. Cedros Ave., Solana Beach 92075 858-705-6041 www.pacificsothebysrealty.com	
6	 Gloria Silveyra-Shepard 01040966 gloria@gshepardhomes.com 619-417-5564 www.gshepardhomes.com	\$62,465,900	14	Coldwell Banker West 2300 Boswell Road, Suite 100, Chula Vista, CA 91914 619-271-9500 www.coldwellbankerwesthomes.com	
7	 Linda Daniels 00545941 lindadaniels@willisallen.com 858-361-5561 www.TheDanielsGroup.com	\$58,655,965	16	Willis Allen Real Estate 1131 Wall St., La Jolla, CA 92037 858-459-4033 www.willisallen.com	
8	 Catrina Russell 01229742 Catrina@CatrinaRussell.com 619-226-2897 www.catrinarussell.com	\$56,569,825	56	Coldwell Banker West 2300 Boswell Road, Suite 100, Chula Vista, CA 91914 619-271-9500 www.coldwellbankerwesthomes.com	
9	 Drew Nelson 01376023 dnelson@willisallen.com 858-215-3739 www.nelsonbrothersrealestate.com	\$56,368,186	18	Willis Allen Real Estate 1131 Wall St., La Jolla, CA 92037 858-459-4033 www.willisallen.com	
10	 Timothy Nelson 01801493 tnelson@willisallen.com 858-215-3739 www.nelsonbrothersrealestate.com	\$54,513,047	17	Willis Allen Real Estate 1131 Wall St., La Jolla, CA 92037 858-459-4033 www.willisallen.com	
11	 Suzanne Kropf 01261875 skropf@bhhsca.com 858-618-5691 www.powayhomes.com	\$53,887,484	48	Berkshire Hathaway HomeServices California Properties 16969 Bernardo Center Dr., San Diego 92128 858-487-3520 www.bhhsca.com	
12	 Eileen Anderson 01191148 eileen@theandersonstates.com 858-245-9851 www.theandersonstates.com	\$53,426,250	25	Willis Allen Real Estate 6012 Paseo Delicias, Rancho Santa Fe 92067 858-756-2444 www.willisallen.com	
13	 Ever Eternity 01794847 eversandiego@gmail.com 858-688-4113 www.eversandiego.com	\$51,267,936	64	Pacific Sotheby's International Realty 1111 Prospect Street, La Jolla, CA 92037 858-705-6041 www.pacificsothebysrealty.com	
14	 Donna Medrea 00922764 donna@donnamedrea.com 858-204-1810 www.donnamedrea.com	\$51,138,000	19	Pacific Sotheby's International Realty 1111 Prospect Street, La Jolla, CA 92037 858-705-6041 www.pacificsothebysrealty.com	
15	 Scott Appleby 01197544 tscottappleby@gmail.com 858-775-2014 www.applebyfamilygroup.com	\$50,244,400	17	Willis Allen Real Estate 1131 Wall St., La Jolla 92037 858-459-4033 www.willisallen.com	
16	 Scott Union 00808482 scottunion@mac.com 858-756-0362 www.unionwestrealestate.com	\$49,658,000	19	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com	
17	 Shawn Rodger 01276557 shawn@shawnrodger.com 858-922-7912 www.shawnrodger.com	\$49,615,000	18	Willis Allen Real Estate 1424 Camino Del Mar 92014, La Jolla 92014 858-755-6761 www.willisallen.com	
18	 Jay Becker 01711873 jay@OWN-SD.com 858-412-4200 www.own-sd.com	\$49,502,800	31	Pacific Sotheby's International Realty 1111 Prospect Street, La Jolla, CA 92037 858-705-6041 www.pacificsothebysrealty.com	
19	 Carlos Gutierrez 01507102 carlos.gutierrez.ca@exp Realty.com 858-864-8741 www.carlosgutierrezsandiego.com	\$49,415,153	41	eXp Realty Of California (360) 685-4206 www.exp Realty.com	
20	 Linda Moore 001096076 Linda@lindasellsmoore.com 760-310-0234 www.lindasellsmoore.com	\$46,341,172	41	Coldwell Banker Realty 600 B St., Suite 300 92101, San Diego, CA 92101 949-385-8900 www.coldwellbankerhomes.com	

Source: The information presented here has been provided by the brokers, agents and company representatives.

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accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions to the Research Department at the San Diego Business Journal. Eric Alderete, calderete@sdbj.com. This list may not be reprinted in whole or in part without prior written permission from the editor.

Congratulations

to our esteemed sales associates
and teams who ranked among the
TOP 40 IN SAN DIEGO

INDIVIDUALS



Melissa Goldstein Tucci
619.787.6852 | DRE# 01380034



Gloria Silveyra-Shepard
619.417.5564 | DRE# 01040966



Catrina Russell
619.226.2897 | DRE# 01229742

TEAMS



Patti & Jeff McKelvey Team
619.271.8300 | DRE# 00956130



Tami Fuller Team
619.226.8264 | DRE# 01000767



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THE LIST

RESIDENTIAL REAL ESTATE INDIVIDUAL AGENTS

► Ranked by 2020 San Diego County Sales Volume

Rank	Agent: Name DRE# Email Phone Website	San Diego County Sales Volume 2020	San Diego County Units Sold 2020	Brokerage Firm: Name Address Phone Website	
21	 Tim Van Damm 02011614 Tim@TimVanDamm.com 858-923-4603 www.timvandamm.com	\$44,620,000	18	Berkshire Hathaway HomeServices California Properties 16236 San Dieguito Rd., Bldg 5, #10, Rancho Santa Fe 92067 858-756-3795 www.bhhsocalifornia.com	
22	 Mark Marquez 01232386 mark.marquez@sothebysrealty.com 619-933-0050 www.markmarquez.com	\$44,500,008	38	Pacific Sotheby's International Realty 16745 W. Bernardo Drive, Suite 200, San Diego 92127 858-705-6041 www.pacificsothebysrealty.com	
23	 Matt Davies 01966504 matt.davies.sd@gmail.com 858-525-3131 www.mattdaviesrealestate.com	\$43,842,700	78	Big Block Realty Inc. 2820 Camino Del Rio, Suite 314, San Diego, CA 92108 619-913-7020 www.bigblockrealty.com	
24	 Deborah Greenspan 01733274 deborah@greenspangroup.com 619-972-5060 www.greenspangroup.com	\$42,811,084	10	Pacific Sotheby's International Realty 1111 Prospect Street, La Jolla, CA 92037 858-705-6041 www.pacificsothebysrealty.com	
25	 Melvina Selfani 01311871 melvinaselfani@century21award.com 619-917-3380 www.melvinaselfani.com	\$41,918,650	55	CENTURY 21 Award 1530 Hilton Head Road, Suite 201, El Cajon 92019 619-471-2000 www.century21award.com	
26	 Sal DeMaria 001788042 saldemaria@yahoo.com 619-813-6400 www.saldemaria.cbintouch.com	\$37,070,200	18	Coldwell Banker Realty 600 B St., Suite 300 92101, San Diego, CA 92101 949-385-8900 www.coldwellbankerhomes.com	
27	 Karen A Hickman 01015206 karen@sellsthecoast.com 858-459-4300 www.karenhickman.com	\$37,064,000	33	Pacific Sotheby's International Realty 1111 Prospect Street, La Jolla, CA 92037 858-705-6041 www.pacificsothebysrealty.com	
28	 Mary Simmons-Maloney 01405238 mary.maloney@exp Realty.com 760-798-1784 www.hometownnorthcounty.com	\$35,071,481	42	eXp Realty Of California (360) 685-4206 www.exp Realty.com	
29	 Saied Mojabi 00860307 saied.mojabi@camoves.com 858-442-1389 www.smojabi.cbintouch.com	\$35,052,500	48	Coldwell Banker Realty 600 B St., Suite 300 92101, San Diego, CA 92101 949-385-8900 www.coldwellbankerhomes.com	
30	 Mike Agrawi 01930877 mike.agrawi@exp Realty.com 619-961-9909 www.sandiegohomes Realty.com	\$34,953,000	66	eXp Realty Of California (360) 685-4206 www.exp Realty.com	
31	 Cecilia Zavala 01931715 cecigza@yahoo.com 858-699-6646 www.homesinsantaluz.com	\$34,715,000	17	Berkshire Hathaway HomeServices California Properties 16236 San Dieguito Rd., Bldg 5, #10, Rancho Santa Fe 92067 858-756-3795 www.bhhsocalifornia.com	
32	 Molly Haines McKay 01876062 mollyhainesmckay@gmail.com 619-985-2726	\$33,414,000	17	Berkshire Hathaway HomeServices California Properties 955 Orange Ave., Coronado 92118 619-522-2167 www.bhhsocalifornia.com	
33	 Olga Lavelle 01724705 olga.lavelle@elliman.com 619-995-6259 www.olgalavelle.elliman.com	\$33,398,750	16	Douglas Elliman of California 1033 B Ave., Suite 303 - 304, Coronado 92118 619-867-0380 www.elliman.com	
34	 Thor Sorenson 01328949 thor@homesbythor.com 760-815-5308 www.homesbythor.com	\$32,721,960	58	CENTURY 21 Award 2011 Palomar Airport Road, Suite 308, Carlsbad 92011 619-471-2000 www.century21award.com	
35	 Rosamaria Acuña 00980917 racuna@bhhsocal.com 619-890-2828	\$31,941,680	25	Berkshire Hathaway HomeServices California Properties 1299 Prospect St., #100-101, 200-203 & 301-302, La Jolla 92037 858-459-0501 www.bhhsocalifornia.com	
36	 Sandra Copeland 00679984 sandy4re@gmail.com 760-640-0300 www.sandycansellit.com	\$31,698,638	20	Pacific Sotheby's International Realty 851 South Coast Highway, Suite 300, Encinitas 92024 858-705-6041 www.pacificsothebysrealty.com	
37	 Lori Barnett 01401220 lori.barnett@pacificsir.com 760-845-8810 www.pacificsothebysrealty.com/agent/621-a-df19090617131045513/lori-barnett	\$30,453,938	25	Pacific Sotheby's International Realty 5825 Avenida Encinas, Carlsbad 92008 858-705-6041 www.pacificsothebysrealty.com	
38	 Scott Voak 01153157 Scott@voakhomes.com 858-688-0189 www.voakhomes.com	\$30,349,971	23	Pacific Sotheby's International Realty 16745 W. Bernardo Drive, Suite 200, San Diego 92127 858-705-6041 www.pacificsothebysrealty.com	
39	 Deniese Ossey 01250871 deniese.ossey@compass.com 619-251-7546	\$30,250,835	46	Compass 12860 El Camino Real Suite #100, San Diego, CA 92130 858-345-4514 www.compass.com	
40	 Lisa Orlansky 00133258 lisa@lisaorlansky.com 858-243-3317 www.lisaorlansky.com	\$29,834,425	8	Coldwell Banker Realty 600 B St., Suite 300 92101, San Diego, CA 92101 949-385-8900 www.coldwellbankerhomes.com	

Source: The information presented here has been provided by the brokers, agents and company representatives.

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THE LIST

RESIDENTIAL REAL ESTATE TEAMS

► Ranked by 2020 San Diego County Sales Volume

Rank		Team Name: DRE # Email Phone Website	San Diego County Sales Volume 2020	San Diego County Units Sold 2020	# of licensed agents within team	Brokerage Firm: Name Address Phone Website	
1		Beer Home Team 01504952 nfo@beerhometeam.com 858-465-7899 www.soldbydanbeer.com	\$336,822,615	438.0	34	eXp Realty Of California (360) 685-4206 www.exprealty.com	
2		Jason Barry Team 02013631 info@barryestates.com 858-756-4024 www.jasonbarryteam.com	\$313,403,852	80.0	3	Barry Estates 6024 Paseo Delicias, Suite A, Rancho Santa Fe 92067 858-756-4024 www.barryestates.com	
3		Greg Noonan & Associates 00655720 greg@lajollahomes.com 1-800-LAJOLLA www.lajollahomes.com	\$231,198,571	72.0	7	Berkshire Hathaway HomeServices California Properties 1299 Prospect St., #100-101, 200-203 & 301-302, La Jolla 92037 858-459-0501 www.bhhscalifornia.com	
4		Whissel Realty Group 01878277 Info@WhisselRealty.com 619-618-7997 www.whisselrealty.com	\$221,720,718	385.0	40	eXp Realty Of California (360) 685-4206 www.exprealty.com	
5		PorchLight Realty Group 01953760 Mark@PorchLightSoCal.com 619-777-9092 www.porchlightrealtyteam.com	\$198,047,833	363.0	25	eXp Realty Of California (360) 685-4206 www.exprealty.com	
6		The Honest Agent 01957563 858-413-9041 www.thehonestagentsandiego.com	\$186,961,048	326.0	17	Big Block Realty Inc. 2820 Camino Del Rio, Suite 314, San Diego 92108 619-913-7020 www.bigblockrealty.com	
7		Maxine & Marti Gellens 00591299 sold@gellens.com 858-551-6630 www.gellens.com	\$182,651,316	78.0	12	Berkshire Hathaway HomeServices California Properties 7910 Girard Ave., #9, La Jolla 92037 858-551-6630 www.bhhscalifornia.com	
8		K. Ann Brizolis & Associates 00751535 ann@kabrizolis.com 858-756-4328 www.kabrizolis.com	\$154,860,262	56.0	3	Pacific Sotheby's International Realty 16915 Avenida de Acacias, Rancho Santa Fe 92067 858-705-6041 www.pacificsothebysrealty.com	
9		The Barron Team 01480896 emma.lefkowitz@compass.com 858-880-5989 www.barronrealestategroup.com	\$142,762,044	162.0	10	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com	
10		Team Cairncross 00859218 Steve@TeamCairncross.com 858-859-3370 www.teamcairncross.com	\$138,750,611	96.0	4	Berkshire Hathaway HomeServices California Properties 1299 Prospect St., #100-101, 200-203 & 301-302, La Jolla 92037 858-459-0501 www.bhhscalifornia.com	
11		Pete Knows Real Estate/MiddletonTeam 01224842 Info@peteknowsrealestate.com 858-258-PETE www.PETEKNOWSREALESTATE.com	\$135,764,699	111.0	14	eXp Realty Of California (360) 685-4206 www.exprealty.com	
12		Dan Conway & Associates 01416672 Dan@ConwayRE.com 858-243-0873 www.DanConwayRealEstate.com	\$129,378,883	104.2	10	Pacific Sotheby's International Realty 3860 Valley Centre Dr., Suite 409, San Diego 92130 858-705-6041 www.pacificsothebysrealty.com	
13		Combs Group 01347012 combsgroup@compass.com 858-284-1800 www.CombsGroupRealEstate.com	\$128,582,443	40.0	4	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com	
14		Neuman & Neuman Real Estate 00809392 sold@sellssandiego.com 1-800-221-2210 www.sellssandiego.com	\$126,465,112	162.0	8	Berkshire Hathaway HomeServices California Properties 516 5th Ave., San Diego 92101 619-595-7020 www.bhhscalifornia.com	
15		The Clark Group 01830849 realestate92037@gmail.com 858-442-2643 www.realestate92037.com	\$124,165,700	35.0	8	Berkshire Hathaway HomeServices California Properties 1299 Prospect St., #100-101, 200-203 & 301-302, La Jolla 92037 858-459-0501 www.bhhscalifornia.com	
16		The Brett Dickinson Team 01714678 brett@brettdickinsonteam.com 858-822-9699 www.brettdickinsonteam.com	\$121,911,591	37.0	4	Pacific Sotheby's International Realty 1111 Prospect Street, La Jolla 92037 858-705-6041 www.pacificsothebysrealty.com	
17		Patti & Jeff McKelvey Team 00956130 patti@mckelveyrealty.com 619-271-8300 www.mckelveyrealty.com	\$108,541,050	156.0	4	Coldwell Banker West 2300 Boswell Road, Suite 100, Chula Vista 91914 619-271-9500 www.coldwellbankerwesthomes.com	
18		Equestrian Real Estate Group 01003787 caren@equestrianre.com 858-350-1018 www.equestrianre.com	\$91,975,625	29.0	4	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com	
19		Dane Soderberg & Associates 01456182 dane@compass.com 858-337-1417 www.danesoderberg.com	\$89,328,400	63.0	5	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com	
20		TEAM CHODOROW Eric & Peggy Chodorow 00992609 eric@teamchodorow.com 858-456-6850 www.teamchodorow.com	\$84,174,500	45.0	4	Berkshire Hathaway HomeServices California Properties 7780 Girard Ave., La Jolla 92037 858-459-0501 www.bhhscalifornia.com	

Source: The information presented here has been provided by the brokers, teams and company representatives.

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accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Please send corrections or additions to the Research Department at the San Diego Business Journal. Eric Alderete, calderete@sdbj.com. This list may not be reprinted in whole or in part without prior written permission from the editor.

OFFICIAL #1 RANKING PER SDBJ

BEER HOME TEAM NAMED #1 RESIDENTIAL REAL ESTATE TEAM IN SD

SAN DIEGO, Apr. 26, 2021 - The accelerating growth of San Diego-based Beer Home Team at eXp Realty was recently recognized again when San Diego Business Journal named the company the #1 Residential Real Estate Team in San Diego County.

The SDBJ list was determined by 2020 sales volume and units sold. The ranking highlighted Beer Home Team's record-breaking achievement of 438 homes sold and over \$336 million in closed sales volume last year alone.

Daniel Beer and his team have been trusted

by more than 1,600 San Diego area families because of their proven and highly professional process that goes against the grain of traditional home selling methods.

"We are honored to be recognized by the highly respected San Diego Business Journal," said Daniel Beer, Beer Home Team owner and CEO. "And being described as the #1 Residential Real Estate Team in the county is something we are extremely proud of."

Dan's name and brand have become highly recognizable around town on billboards, yard signs and city buses. He has also been featured as an expert guest on various local news stations including FOX 5, NBC 7 and ABC 10.

ABOUT BEER HOME TEAM

Beer Home Team offers a menu of options to fit every client's needs, including an **Instant Cash Offer** and a **6-month Lease Back Guarantee**. They have proven strategies to bring off-market opportunities to buyers in this low inventory market. The team is made up of specialists in every department including sales, transaction management, marketing and customer experience. For more information, visit SoldByDanBeer.com or call (858) 465-7899.



Daniel Beer
CEO/ Owner

SoldByDanBeer.com



DANIEL BEER DRE #01504952 | EXP REALTY DRE #01878277

THE LIST

RESIDENTIAL REAL ESTATE TEAMS

► Ranked by 2020 San Diego County Sales Volume

Rank		Team Name: DRE # Email Phone Website	San Diego County Sales Volume 2020	San Diego County Units Sold 2020	# of licensed agents within team	Brokerage Firm: Name Address Phone Website	
21		Cane Real Estate 01423505 briancane@kw.com 858-502-9800 canerealestate.com	\$83,050,193	128.0	6	Keller Williams La Jolla 7817 Ivanhoe Ave., Suite 101, La Jolla 92037 858-457-9400 lajolla.yourkwoffice.com	
22		Talechia Plumlee-Baker 01730523 talechia.baker@compass.com 858-229-2181 www.talechia.com	\$82,605,100	57.0	6	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com	
23		The Werth Group 01865561 David.Werth@elliman.com 858-926-9181 www.thewerthgroup.com	\$82,504,416	96.0	5	Douglas Elliman of California 1615 Murray Canyon Rd, Suite 110, San Diego 92108 619-363-4038 www.elliman.com	
24		Hernholm Group 841932 janna@hernholmgroup.com 619-299-4272 www.hernholmgroup.com	\$79,045,499	42.7	3	Pacific Sotheby's International Realty 810 West Washington St., San Diego 92103 858-705-6041 www.pacificsothebysrealty.com	
25		CorriganiCohen Group 00837598 info@lajollaresidential.com 858-229-8120 www.lajollaresidential.com	\$74,634,000	24.0	3	Berkshire Hathaway HomeServices California Properties 1299 Prospect St., #100-101, 200-203 & 301-302, La Jolla 92037 858-459-0501 www.bhhsocalifornia.com	
26		Scott-Finn & Associates 00526716 info@scottfinnhomes.com 619-762-4099 www.scottfinnhomes.com	\$72,232,568	68.3	5	Compass 12860 El Camino Real Suite #100, San Diego 92130 858-345-4514 www.compass.com	
27		Dean Aguilar Group 01885775 ops@deanaguilargroup.com 619-354-1338 www.deanaguilargroup.com	\$71,239,581	137.0	3	Big Block Realty Inc. 2820 Camino Del Rio, Suite 314, San Diego 92108 619-913-7020 www.bigblockrealty.com	
28		Dannecker and Associates 01527385 information@welcometosandiego.com 619-356-3099 www.welcometosandiego.com	\$70,764,084	94.0	6	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com	
29		Shea Realty Group 01844475 jon.shea@compass.com 858-485-5100 www.shearealty.com	\$69,401,936	82.0	4	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com	
30		Jana Greene & Associates 01200171 janagreene4re@gmail.com 619-708-4756 www.janagreene.com	\$67,475,314	31.0	6	Pacific Sotheby's International Realty 16077 San Dieguito Rd., Rancho Santa Fe 92067 858-705-6041 www.pacificsothebysrealty.com	
31		The Tash Team 01403832 Info@TheTashTeam.com 619-954-9000 www.thetashteam.com	\$65,642,875	34.0	4	Berkshire Hathaway HomeServices California Properties 1299 Prospect St., #100-101, 200-203 & 301-302, La Jolla 92037 858-459-0501 www.bhhsocalifornia.com	
32		The Dunlap Team 01914054 lindsay@thedunlapteam.com 760-533-2326 www.thedunlapteam.com	\$64,064,425	50.0	4	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com	
33		The Harwood Group 00761267 OrvaRSF@gmail.com 858-775-4481 www.theharwoodgrp.com	\$61,487,012	45.0	20	Berkshire Hathaway HomeServices California Properties 6027 Paseo Delicias, Suite E, Rancho Santa Fe 92067 858-756-7899 www.bhhsocalifornia.com	
34		The Suarez Team 01424625 malenasuarez@bhhsocal.com 858-344-6259 www.malenasuarez.com	\$61,466,900	27.0	5	Berkshire Hathaway HomeServices California Properties 1299 Prospect St., #100-101, 200-203 & 301-302, La Jolla 92037 858-459-0501 www.bhhsocalifornia.com	
35		Ryan & Tracie - LaJollaAgent.com 01137669 tracie.kersten@compass.com 858-405-4004 www.LaJollaAgent.com	\$60,828,910	51.0	4	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com	
36		Todd Romano & Associates 01803326 romanorealtor@gmail.com 619-654-3318 www.toddromanoassociates.c21.com	\$59,053,949	98.0	5	CENTURY 21 Award 7676 Hazard Center Drive, Suite 300, San Diego 92108 619-471-2000 www.century21award.com	
37		The Jackson Team 01476711 delorine.jackson@compass.com 858-822-9694 www.delorinejackson.com	\$58,875,200	25.0	5	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com	
38		Tami Fuller Team 01000767 tami@tamifuller.com 619-226-8264 www.tamifuller.com	\$58,637,043	75.0	6	Coldwell Banker West 2300 Boswell Road, Suite 100, Chula Vista 91914 619-271-9500 www.coldwellbankerwesthomes.com	
39		Martins Realty Group 1339628 Bobby@moveupsandiego.com 858-204-7259 www.moveupsandiego.com	\$58,279,942	69.0	7	eXp Realty Of California (360) 685-4206 www.exprealty.com	
40		Steve Ploetz 01723732 steveploetz@century21award.com 760-525-5917 www.steveploetzhomes.com	\$58,058,545	80.0	3	CENTURY 21 Award 2011 Palomar Airport Road, Suite 308, Carlsbad 92011 619-471-2000 www.century21award.com	

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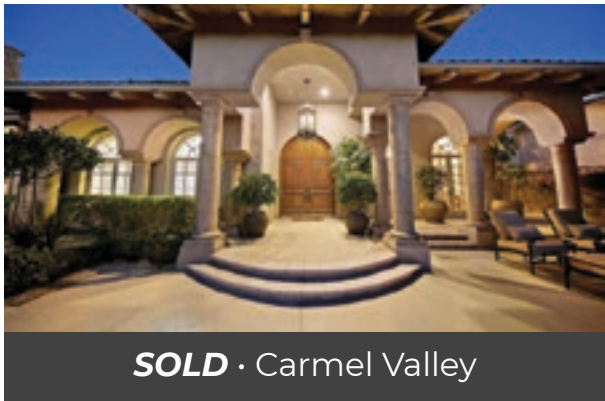
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1.21 ACRES

0.63 ACRE

2.46 ACRES



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Entertain By Design

13921 Rancho Dorado Bend
Rancho Pacifica, Rancho Santa Fe
\$5,500,000



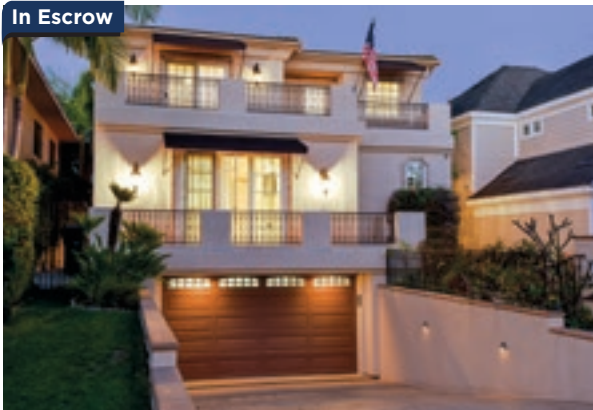
LIVE Majestic

5865 Winland Hills
Rancho Santa Fe
\$5,388,000



Calle Ponte Bella Custom Crown Jewel

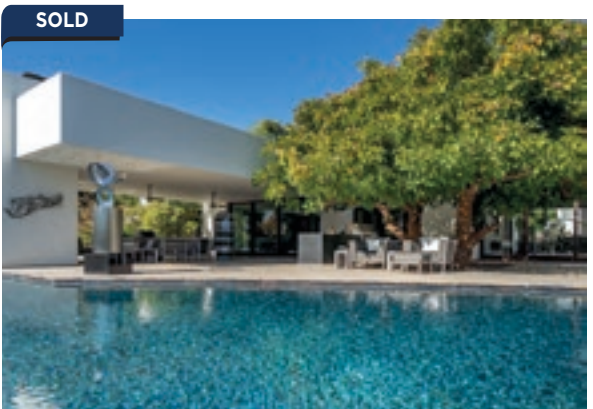
6319 Calle Ponte Bella
The Bridges, Rancho Santa Fe
\$2,725,000



In Escrow

Coronado Village Classic

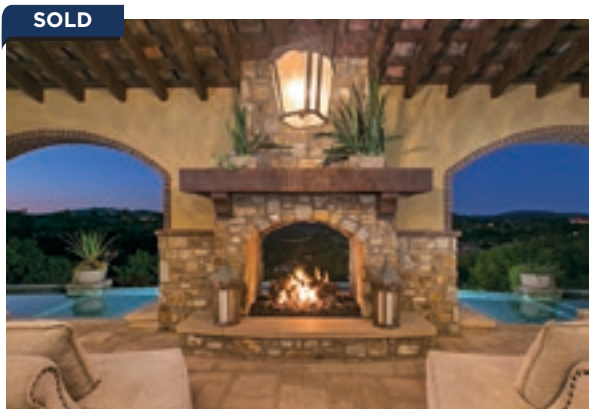
707 Guadalupe Avenue
Coronado Village
\$4,498,000



SOLD

LIVE Architecture As Art

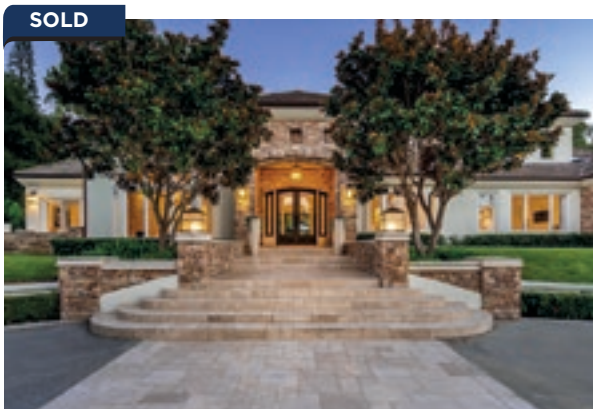
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The Covenant, Rancho Santa Fe
\$6,100,000



SOLD

LIVE Flawless

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The Bridges, Rancho Santa Fe
\$5,400,000



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Reminiscent of an old world Spanish villa, this detached home is located the heart of Mission Hills. For the price of a condo, you can have a home with San Diego skyline & bay views! Newly remodeled from top to bottom, you will find all the modern conveniences you would expect. Features include brand new kitchen, baths, flooring, custom lighting throughout, new paint, windows and so much more. The location cannot get much better. Close to dozens of award winning restaurants, top rated schools, serene parks & a quick access to major freeways but still close to the world famous Balboa Park & the San Diego Zoo. Could be a great investment property demanding strong rents



4304 Altamirano Way
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\$3,549,000

This stunning Mission Hills Estate home overlooks Presidio Park with gorgeous views beyond. This home boasts almost 5700 square feet of luxury living with the master bedroom suite on the main level, 3 bedrooms with ensuite baths upstairs, large office space or zoom room with custom built-in desks & storage, home gym, wine lounge, home theater and large family room opening up to the expansive yard featuring a large jacuzzi, custom fire pit and water feature.



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