

SPECIAL REPORT: RESIDENTIAL REAL ESTATE

San Diego Seeing Tightest Housing Market in Years

Even with Some Buyer Fatigue, Prices Still Rising and Multiple Offers Commonplace

■ By RAY HUARD

Buyer fatigue has hit San Diego's real estate market as some people are taking a break after making offers on several homes to no avail, according to several real estate agents.

"In my opinion, I feel the buyers are feeling beat up and a little tired," said Dawn Suprenant, with Windermere Homes & Estates.

"It's still crazy. It's not as crazy as the spring. I think they feel like, 'I've tried everything. I'm going to take a break,'" Suprenant said. "There's only so many times you can make an offer and be rejected and want to come back."

Julia Maxwell of Berkshire Hathaway HomeServices California said that for most buyers, "it's a very frustrating and emotionally draining market."

"Currently we're seeing a very subtle, I can't emphasize how subtle, softening in the upper range prices where we were seeing market times of two days, three days or less, we're seeing slightly longer market times," Maxwell said.

Even so, the market remains hot, with multiple offers still commonplace as prices continue to rise, interest rates remain near record lows and buyers far outnumber sellers with no letup seen anytime soon.

Suprenant said she recently sold a Rancho Penasquitos home for \$101,000 over the asking price. She said it's become more common for buyers to pay more than list price.

Killing it

Carlos Gutierrez of eXp Realty of California said the market is shifting ever-so-slightly, but that it remains very much a seller's market.

"We're starting to see inventory creep up, longer days on market,"



Dawn Suprenant
Realtor
Windermere Homes & Estates



Julia Maxwell
Real Estate Agent
Berkshire Hathaway HomeServices



Carlos Gutierrez
Real Estate Consultant
eXp Realty of California



Photo courtesy of Linda Sansone

Rancho Santa Fe is a hot market for luxury home buyers.

Gutierrez said, adding that there are fewer "hyper bidding wars happening."

"We still have bidding wars but I don't see them happening as much," Gutierrez said.

Nancy Layne, president of North San Diego County Realtors, said she's noticed a letup in the market, like Suprenant, attributing it to buyer fatigue.

"We're finally seeing more stuff come on the market. It's getting a little more competitive, Layne said. "I think it's flattening out."

Dina Brannan, vice president of operations for Century21 Award, said the market "has kind of lost its panic mode."

"Things are not flying off like hotcakes. They're still going fast, but they're not this crazy where things are selling before they

even hit the market," Brannan said.

Still, Brannan said Century21 Award agents had their best month in June since 2006.

"Our agents killed it in June," Brannan said.

Educated Buyers

Melissa Goldstein Tucci of Coldwell Banker West said that the overall market is "the strongest it's ever been," although she said the number of



Dina Brannan
Vice President of Operations
Century21 Award



Melissa Goldstein Tucci
Broker Associate
Coldwell Banker West

offers being made on a particular house has dropped a little since mid-June.

"The values are still skyrocketing and it's still a great time to buy because I don't personally see anything changing anytime soon,"

Tucci said. "I see the market remaining strong."

The Greater San Diego Association of Realtors reported that the median price of a single-family home in San Diego County in June was \$879,000, up from \$680,000 a year ago, with the median price of attached units \$553,000, up from \$453,000 a year ago.

Mortgage banker Linnea Arrington, president and founder of San Diego Funding based in

Point Loma, said she's seen some potential borrowers back out of the market hoping prices will top out and come down.

"I don't think they will," Arrington said. "We have this huge demand for housing. Now we have



Linnea Arrington
President and Founder
San Diego Funding

many, many more buyers than we have homes.”

One change she’s noted is that buyers have become more sophisticated about what to expect and are better prepared.

“Most of the buyers who are coming into the market are very well qualified. They understand what they need to do. The buyers we see are of a much higher quality than in the past,” Arrington said. “They’ve got good credit. They’ve got money down, and the clients today understand the market. They understand what they’re going to have to pay. They’re very educated. They’ve done their homework.”

Surprise

Wendy Purvey, chief operating officer of Pacific Sotheby’s International Realty, said it would be wrong to say the market was softening.

“The frenzy has tailed off. I would not say it has died down. We still have frustrated buyers that can’t get what they want,” Purvey said. “There’s no way that there’s a softening in the market. What’s happening is a tiny correction and that correction is way, way needed in a healthy market. The price and values can’t keep going up at this rate.”



Wendy Purvey
Chief Operating Officer
Pacific Sotheby’s International Realty

Sean Caddell of Pacific Sotheby’s International Realty, said he’s seen more people paying cash instead of having a mortgage, and they’re willing to pay more than the seller’s asking and they’re eliminating contingencies, “buyer investigations, everything.”



Sean Caddell
Global Real Estate Advisor
Pacific Sotheby’s International Realty

“We’ve had almost every property we sold recently, the buyers have removed their appraisal contingency, whether it’s financed or cash,” Caddell said. “I have not seen it like this before where people are so anxious and excited to get a property.”

Chris Anderson, president-elect of the Greater San Diego Association of Realtors, said the intensity of the market over the past year caught some by surprise.



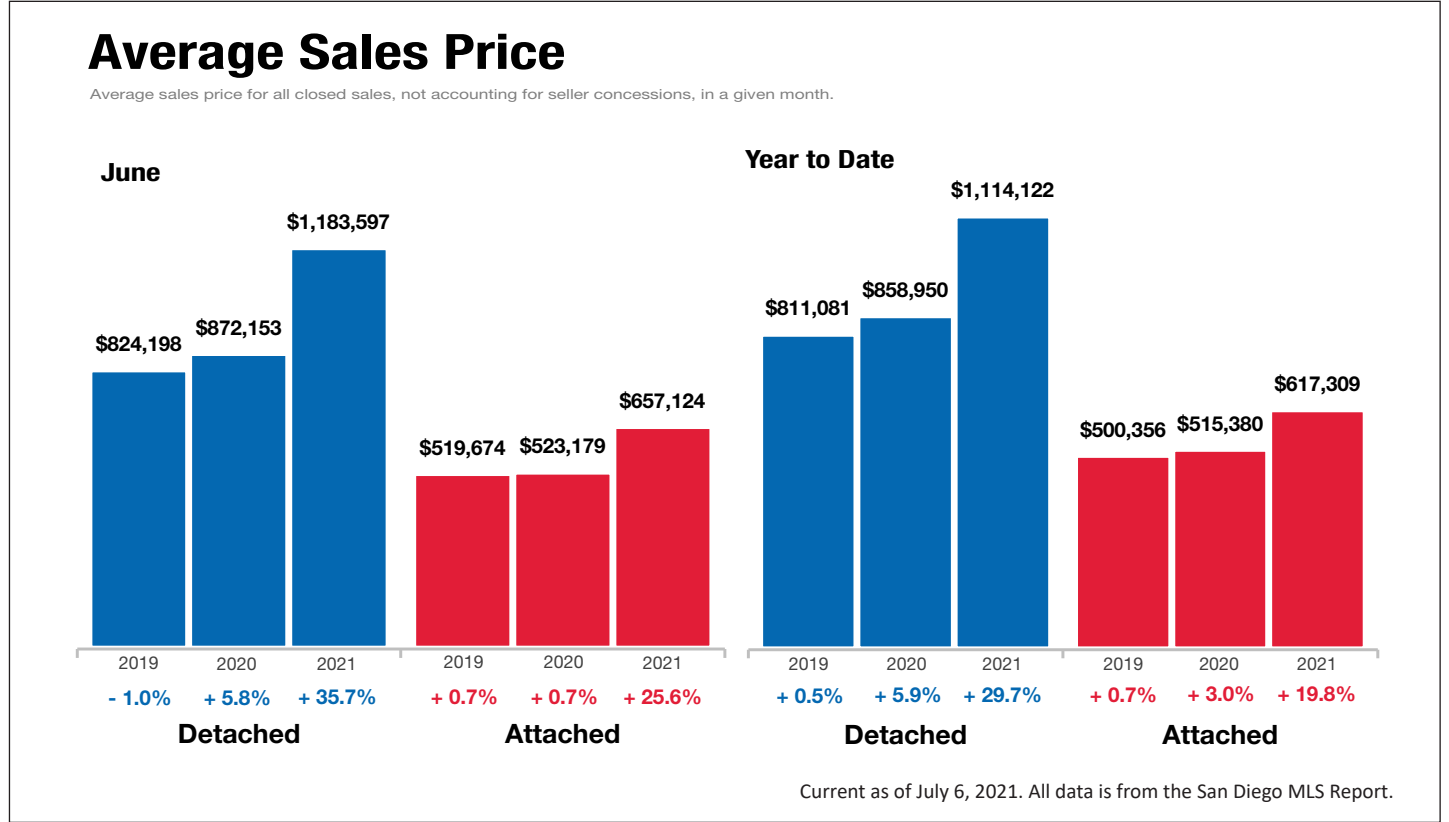
Chris Anderson
President-elect
Greater San Diego Association of Realtors

“We all thought with COVID, it would be a screeching halt,” Anderson said, adding that the pandemic had the opposite effect.

“We had a lull for about a month, but honestly, I’ve been tracking my business for 32 years. Now it’s back in full force. It’s crazy,” Anderson said. “This is the strongest market in all my years and the market indicators don’t show that it’s going to relax. The only way that will happen is if the interest rates go up.”

More Loans

Anderson said low interest rates have moderated the effect of rising prices.



Freddie Mac reported that as of mid-July, the average interest rate on 30-year, fixed-rate mortgages had dropped to 2.88%, down from 2.9% a week early, down from 2.98% in the first week of July and down from 3.18% in April.

Arrington of San Diego Funding said she doesn’t expect rates to rise in the coming months.

“For the next six months, that’s really as far as I’m willing to look, it appears that the economy is not coming back as they thought it would. That’s causing interest rates to go down,” Arrington said.

Recent changes in federal lending rules also allow borrowers to take on more housing debt, Arrington said.

“That is making loans more available, which keeps the demand for housing up,” Arrington said.

“On the buyer’s side, even though it’s competitive and the prices are high, your payment is probably the same as if you bought it five or six years ago because the interest rates are so low,” Anderson said. “A lot of people get stuck on sticker shock.”

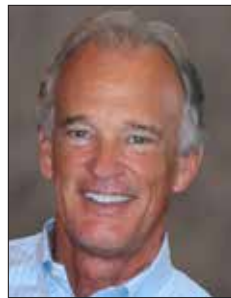
Despite the competitive market for buyers, Anderson said that she advises people “if you’re able to buy, buy. If you can afford the payments, buy. You have secured your cost of housing.”

Even as housing prices are rising, so are rental rates, Anderson said.

“A lot of people are saying, ‘I’m going to save a lot of money. Then I can buy,’” Anderson said. “It (prices) are appreciating a lot faster than you can save.”

Looking East

Along with low interest rates, Chris Hasvold, past president of North San Diego County Realtors, said the lack of inventory has contributed to the intensity of the market in recent months.



Chris Hasvold
Past President
North San Diego County Realtors

“I’ve been in this business for 40 years, so I’ve seen lots of ups and downs,” Hasvold said, “but at least we had a lot of inventory.”

“It’s a Catch 22. You have lots of sellers who would like to sell but aren’t going to put their house on the market because there’s nowhere for them to go,” Hasvold said. “Something’s got to give. If everybody who

wants to sell put their house on the market, there would be lots of inventory.”

According to Reports on Housing, an agency that tracks housing in San Diego and Orange counties, the inventory of homes on the San Diego County market was up by 11% in mid-July, to 3,059 listings but that still was a near record low and compared to 4,577 homes on the market at the same time last year.

The inventory in 2006 – a year before the Great Recession – was 18,000 homes on the market, reaching 20,000 in 2008, according to Reports on Housing.

Meanwhile, housing prices appreciated at a rate of 14.6%, the highest rate of appreciation since 1988, according to Reports on Housing.

Purvey of Pacific Sotheby’s said one effect of rising prices is to push some buyers away from coastal communities to more inland locations.

“What’s happening because of these price increases, people are chasing the value, they’re chasing the value east,” Purvey said. “We’re going to see many people migrating from the coastal areas that are looking for that value that they can afford.”

Among luxury home buyers, Purvey said that Rancho Santa Fe has been especially active, calling the submarket “unbelievably hot.”

For a time, Rancho Santa Fe was out of fashion but that changed with the pandemic.

“Now it’s back to being sort of about this traditional setting – big huge settings,” Purvey said.

As a result, Linda Sansone, an agent with Pacific Sotheby’s in Rancho Santa Fe, said that home prices in Rancho Santa Fe have risen especially fast.

“You used to be able to get in the Ranch for a couple of million. You’re lucky to get in here, and an older home, for \$3.2 million to \$3.5 million, and those are few and far between,” Sansone said. “I’ve never seen a market like this. I’ve never experienced anything like this before. It’s the pricing, it’s the lack of inventory – so many buyers coming in and multiple offers and over asking (price).”

Sansone said that she has seen the

number of showings decline slightly.

“I am seeing that the franticness of the market has calmed down, I’d say in the past three weeks,” Sansone said. “People are on vacation because they haven’t been able to take a vacation in over a year.”

Sansone predicted the market would heat up again in August as people return from vacation.



Linda Sansone
Realtor
Pacific Sotheby’s International Realty

Stress

Purvey said she’s also seen a significant influx of buyers from Northern California and out-of-state, with Oregon, Seattle and Texas among “our big feeder markets.” “I think San Diego has been discovered and it is a place where people want to continue to come,” Purvey said.

Even so, Purvey said Californians still make up the bulk of home sales in San Diego County.

Along with creating buyer fatigue, Layne said the intensity of the market since the pandemic started has been stressful for agents.

“This market, because it was kind of frenetic, everybody is trying as hard as they can to get their deal for their buyer and sellers are trying to get everything they can out of the deal,” Layne said. “Agents are being pressed to their limits at the same time, not feeling like they should complain because this is kind of what everyone dreams of, having a crazy market where things are selling hand-over-fist but you really have to be on your game.”

Hasvold of North San Diego County Realtors said “it’s a difficult time right now” for agents.

“If you’re representing buyers, you’re running around potentially writing dozens of offers that never get accepted. If you’re a listing agent, you’re not getting that but you’re dealing with sometimes 10 to 25 offers and sometimes more,” Hasvold said. “It’s not just a piece of paper with a number on it. It’s a family, maybe a buyer who has his hopes and dreams on this house.” ■




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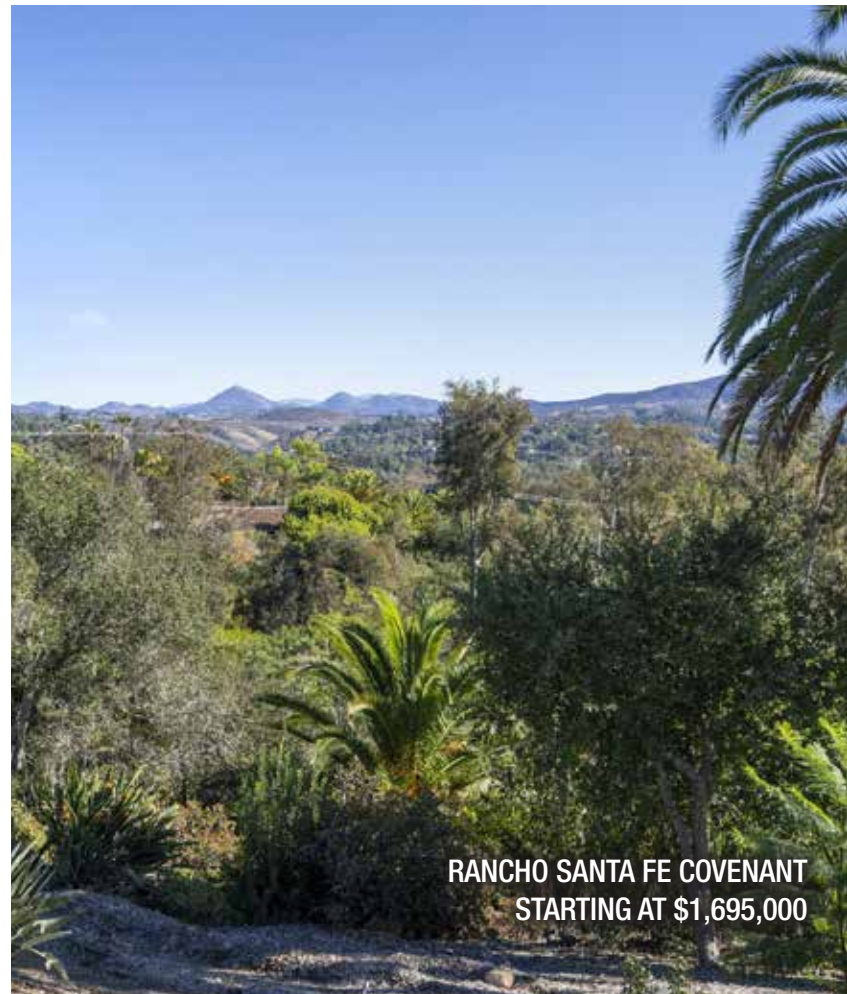
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Rank	Company Address Website Phone	Local sales volume (Jan.1 - May 31, 2021):	Local units sold (Jan.1 - May 31, 2021):	# of offices: Local Companywide	Local territories served:	Services offered:	Top local exec.(s) Year est. locally:	
1	Compass 12860 El Camino Real Suite #100, San Diego 92130 www.compass.com 858-345-4514	\$2.17B	1,871.5	11 300	San Diego County	Compass is building the first modern real estate platform, pairing the industry's top talent with technology to make the search and sell experience intelligent and seamless.	Melissa Valdez 2018	
2	Berkshire Hathaway HomeServices California Properties 12770 El Camino Real, Suite 100, San Diego 92130 www.bhscalifornia.com 858-792-6085	\$1.98B	1,610	16 42	San Diego County	Listings, sales, relocation services, mortgage, title, escrow, corp. resources, marketing	Martha Mosier 1985	
3	Pacific Sotheby's International Realty 1111 Prospect Street, La Jolla 92037 www.pacificsothebysrealty.com 858-705-6041	\$1.52B	1,039	12 18	San Diego County	Residential property sales, relocation services, luxury property auction	Brian Arrington 2010	
4	Coldwell Banker West 2300 Boswell Road, Suite 100, Chula Vista 91914 www.coldwellbankerwesthomes.com 619-271-9500	\$1.46B	1,887	13 13	San Diego County	Residential, commercial and global luxury real estate, worldwide relocation, mortgage, escrow, and insurance	Peter Mendiola 2011	
5	Coldwell Banker Realty 600 B St., Suite 300 92101, San Diego 92101 www.coldwellbankerhomes.com 949-385-8900	\$1.45B	1,613.1	16 60	San Diego County	Residential, commercial sales, listings, concierge, relocation, mortgage, title	Jamie Duran 1906	
6	eXp Realty Of California www.exprealty.com 360-685-4206	\$940.77M	1,084	51	San Diego County	eXp is one of the world's fastest-growing real estate brokerages. Founded in 2009, we are in over 14 countries with 55,000 real estate professionals connected through our unique cloud-based platform	Deborah Penny 2016	
7	Keller Williams Realty 7817 Ivanhoe Ave., Suite 101, La Jolla 92037 www.kwsandiegohomes.com 858-457-9400	\$605.78M	748	1 4	San Diego County	Full service	Brian Cane 2013	
8	Willis Allen Real Estate 1131 Wall St, La Jolla 92037 www.willisallen.com 858-459-4033	\$579.55M	357	7 7	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	\$527.42M	796	8 16	San Diego County	Real estate sales, settlement (escrow) services, property management & relocation	David Romero 1985	
10	Windermere Home and Estates 16777 Bernardo Center Drive, San Diego 92128 www.whesd.com 858-487-5110	\$492.03M	598.5	8 13	San Diego County	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	
11	Barry Estates 6024 Paseo Delicias, Suite A, Rancho Santa Fe 92067 www.barryestates.com 858-756-4024	\$348.74M	74	2 2	Rancho Santa Fe, Del Mar, La Jolla, Solana Beach, Carlsbad & other communities in the vicinity	Residential real estate	Sean Barry 1990	
12	Keller Williams San Diego Metro 2250 Fourth Ave., Suite 100, San Diego 92101 sandiegometro.yourkwoffice.com 619-233-5935	\$282.68M	389	2 2	San Diego County	Full-Service Commercial and Residential Sales including Luxury and Investment Homes.	Robert Schantz 1998	
13	Douglas Elliman of California 1615 Murray Canyon Rd, Suite 110, San Diego 92108 www.elliman.com 619-363-4038	\$144.23M	181	2 105	San Diego County	Luxury residential sales, rentals and new development our agents are relentless advocates for our clients.	Dan Tomasi 2018	

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► Ranked by 2021 units sold as of Jan. 1 - May 31

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Elizabeth Courtiér, 619.813.6686 | DRE# 01198840



North Park, 3BR/2BA | \$1,299,000
Cornelia Siem, 215.266.9915 | DRE# 02113179



Point Loma, 6BR/6.5BA | \$11,800,000
Leslie Huntley, 619.991.0042 | DRE# 01437569



Rancho Santa Fe, 6BR/8BA | \$4,650,000
info@willisallen.com, 877.515.7443



Rancho Santa Fe, 6BR/6.5BA | \$9,125,000
Beckie Nielsen, 530.604.1265 | DRE# 01875839



Sunset Cliffs, 4BR/4BA | \$3,295,000
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Rank	Agent DRE # Email Phone Website	Local sales volume (Jan. 1 - May 31, 2021):	Local units sold (Jan. - May 31, 2021):	Brokerage Firm: Name Address Phone Website
1	 Laura Barry 02013631 laura@barrystates.com 858-756-2266 www.laurabarryluxuryestates.com	\$162,914,000	28	Barry Estates 6033 Paseo Delicias, Suite K Rancho Santa Fe, CA 92067 858-756-2266 www.barryestates.com
2	 Eric Iantorno 01256501 eric@ericiantorno.com 858-334-3577 www.ericiantorno.com	\$123,796,500	20	Pacific Sotheby's International Realty 330 S. Cedros Ave. Solana Beach 92075 858-259-8300 www.pacificsothebysrealty.com
3	 Linda Sansone 01219378 linda@lindasansone.com 858-775-6356 www.lindasansone.com	\$59,740,915	13	Pacific Sotheby's International Realty 16915 Avenida de Acacias Rancho Santa Fe 92067 858-756-2800 www.pacificsothebysrealty.com
4	 Melissa Goldstein Tucci 01380034 sold@melissatucci.com 619-787-6852 www.melissatucci.com	\$55,876,125	52	Coldwell Banker West 1820 Monroe Avenue San Diego, CA 92116 619-271-9500 www.coldwellbankerwesthomes.com
5	 Scott Aurich 00978974 Scott@ScottAurich.com 619-987-9797 www.scottaurich.com	\$53,498,650	20	Pacific Sotheby's International Realty 1200 Orange Ave. Coronado, CA 92118 858-705-6041 www.pacificsothebysrealty.com
6	 Carlos Gutierrez 01507102 carlos.gutierrez.ca@exprealty.com 858-864-8741 www.carlosgsellssandiego.com	\$42,104,000	22	eXp Realty Of California 360-685-4206 www.exprealty.com
7	 Sean Caddell 01192842 oceanranches@gmail.com 858-472-1074 www.seancaddell.com	\$40,905,000	16	Pacific Sotheby's International Realty 330 S. Cedros Ave. Solana Beach 92075 858-259-8300 www.pacificsothebysrealty.com
8	 Julie Feld 01804785 re@juliefeld.com 619-417-3638 www.ranchandcoastalhomes.com	\$39,550,000	10	Pacific Sotheby's International Realty 16077 San Dieguito Rd., Rancho Santa Fe 92067 858-832-7030 www.pacificsothebysrealty.com
9	 Gloria Silveyra-Shepard 01040966 gloria@gshepardhomes.com 619-417-5564 www.gshepardhomes.com	\$35,303,000	10	Coldwell Banker West 4660 La Jolla Village Drive, Suite 219 San Diego, CA 92122 619-271-9500 www.coldwellbankerwesthomes.com
10	 Ryan Stafford 01938735 stafford@staffordregroup.com 760-807-1514 www.staffordgroupre.com	\$32,176,000	14	Compass 12860 El Camino Real, Suite 100 San Diego 92130 858-345-4514 www.compass.com
11	 Julia Maxwell 01374349 juliamaxwellhomes@gmail.com 858-775-9918	\$30,507,500	13	Berkshire Hathaway HomeServices California Properties 1299 Prospect St. La Jolla, CA 92037 858-459-0501 www.bhhsocalifornia.com
12	 Noah Grassi 01411480 noah.grassi@compass.com 858-353-0497 www.realestatenoah.com	\$28,890,993	25	Compass 12860 El Camino Real, Suite 100 San Diego 92130 858-345-4514 www.compass.com
13	 Bernadeth Huertas 01975625 bch.huertas@gmail.com 619-392-4672	\$28,681,190	32	Coldwell Banker West 2300 Boswell Road, Suite 100 Chula Vista, CA 91914 619-271-9500 www.coldwellbankerwesthomes.com
14	 Tracey Ross 01915427 tracey.ross@compass.com 760-583-9597 www.traceyrossrealestate.com	\$27,842,501	15	Compass 12860 El Camino Real Suite #100 San Diego, CA 92130 858-345-4514 www.compass.com
15	 Linda Daniels 00545941 lindadaniels@willisallen.com 858-361-5561 www.TheDanielsGroup.com	\$27,204,000	5	Willis Allen Real Estate 1131 Wall St La Jolla, CA 92037 858-459-4033 www.willisallen.com
16	 Scott Appleby 01197544 tscottappleby@gmail.com 858-775-2014 www.applebyfamilygroup.com	\$26,415,000	12	Willis Allen Real Estate 6012 Paseo Delicias Rancho Santa Fe, CA 92067 858-756-2444 www.willisallen.com
17	 Shawn Rodger 1276557 shawn@shawnrodger.com 858-922-7912 www.shawnrodger.com	\$25,228,800	9	Willis Allen Real Estate 1424 Camino Del Mar 92014 Del Mar 92014 858-755-6761 www.willisallen.com
18	 Catrina Russell 01229742 Catrina@CatrinaRussell.com 619-226-2897 www.catrinarussell.com	\$24,930,050	17	Coldwell Banker West 2468 Historic Decatur, Suite 150 San Diego, CA 92106 619-271-9500 www.coldwellbankerwesthomes.com
19	 Renée Vento 01879852 renee.vento@compass.com 760-815-2907 www.compass.com/agents/renee-vento	\$22,767,800	3	Compass 12860 El Camino Real Suite #100 San Diego, CA 92130 858-345-4514 www.compass.com
20	 Donna Medrea 00922764 donna@donnamedrea.com 858-204-1810 www.donnamedrea.com	\$22,346,000	5	Pacific Sotheby's International Realty 1111 Prospect Street La Jolla, CA 92037 858-705-6041 www.pacificsothebysrealty.com
21	 Jennifer Anderson 01885540 jennifer.anderson@compass.com 858-524-3077 www.andersoncoastalproperties.com	\$21,992,401	12	Compass 12860 El Camino Real Suite #100 San Diego, CA 92130 858-345-4514 www.compass.com
22	 Sonja Huter 01384572 sonja@sonjahuter.com 619-246-2606 www.sonjahuter.com	\$21,950,000	4	Berkshire Hathaway HomeServices California Properties 16236 San Dieguito Rd., Bldg 5, #10 Rancho Santa Fe, CA 92067 858-756-3795 www.bhhsocalifornia.com
23	 Valerie Zatt 01444780 valeriezatt@gmail.com 858-882-7932	\$21,710,500	4	Pacific Sotheby's International Realty 1111 Prospect Street La Jolla, CA 92037 858-705-6041 www.pacificsothebysrealty.com
24	 Jay Becker 01711873 jay@OWN-SD.com 858-335-4235 www.own-sd.com	\$21,522,000	8	Pacific Sotheby's International Realty 1111 Prospect Street La Jolla, CA 92037 858-705-6041 www.pacificsothebysrealty.com
25	 Eileen Anderson 01191148 eileen@theandersonestates.com 858-245-9851 www.theandersonestates.com	\$21,332,000	9	Willis Allen Real Estate 6012 Paseo Delicias Rancho Santa Fe, CA 92067 858-756-2444 www.willisallen.com

Source: The information presented here has been provided by the brokers and company representatives. The reported San Diego County sales volume and units sold reflect transactions made by the individual agent during the span of Jan. 1-May 31, 2021. The firm listed with the agent name reflects their current firm as of July 20, 2021. This is not a complete representation of the San Diego market because not all companies participated within 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, aldere@sdj.com. This list may not be reprinted in whole or in part without prior written permission from the editor. Some companies have declined to participate or did not return a survey by press time. 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.

RANCHO SANTA FE'S BEST KEPT SECRET



Sold Fully Furnished by Designer Susan Spath

\$15,995,000



HOME OF THE WEEK

Timeless elegance abounds in this brand-new construction located on one of the most coveted streets in the Rancho Santa Fe Covenant within walking distance to the Village, golf, tennis, & restaurants. All single level living across 3+ acres with vistas and high quality custom details adding an unmatched sense of sophistication where you can enjoy an indoor/outdoor lifestyle. The impeccably designed home offers 6 bedrooms suites, gym with full steam shower & infrared sauna, saline pool, full Savant system integrated Lutron, glass temperature-controlled wine wall, back butler's kitchen, gourmet OFFICINE GULLO kitchen, detached guest home with full kitchen. The relaxing master suite boasts a generous spa bath with Axor Hans Grohe, Graffe rain shower with LED & music, LED hanging closet rods, glass jewelry storage and modern Habersham cabinetry. If you are looking for something to truly heighten your lifestyle, then this is the choice for you!

Laura Barry

Call or text anytime 619.913.3879

laurabarryluxuryestates.com

DRE# 01154111



























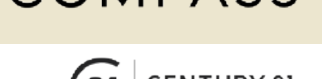





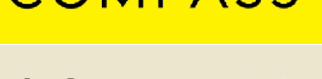











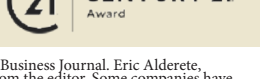


LAURA BARRY
BARRY ESTATES®

THE LIST

RESIDENTIAL REAL ESTATE AGENTS

► Ranked by Jan. 1 - May 31, 2021
San Diego County Sales Volume

Rank	Agent DRE # Email Phone Website	Local sales volume (Jan. 1 - May 31, 2021):	Local units sold (Jan. - May 31, 2021):	Brokerage Firm: Name Address Phone Website	
26	 Vince Crudo 1424098 vincent@vincencrudo.com 858-518-1236 www.sdluxe.com	\$20,960,000	9	Willis Allen Real Estate 1131 Wall St. La Jolla 92037 858-459-4033 www.willisallen.com	
27	 Melvina Selfani 01311871 melvinaselfani@century21award.com 619-917-3380 www.melvinaselfani.com	\$20,738,790	21	CENTURY 21 Award 1530 Hilton Head Road, Suite 201 El Cajon 92019 619-471-2000 www.century21award.com	
28	 Debe McInnis 01118027 debemcinnis@gmail.com 858-722-2989	\$20,219,255	10	Pacific Sotheby's International Realty 330 S. Cedros Ave. Solana Beach 92075 858-259-8300 www.pacificsothebysrealty.com	
29	 Ever Eternity 01794847 eversandiego@gmail.com 858-688-4113 www.eversandiego.com	\$19,106,910	18	Pacific Sotheby's International Realty 1111 Prospect Street La Jolla, CA 92037 858-705-6041 www.pacificsothebysrealty.com	
30	 Mary Raser 01495025 mary.raser@compass.com 858-414-9816 www.compass.com/agents/mary-raser	\$17,480,780	5	Compass 12860 El Camino Real, Suite 100 San Diego 92130 858-345-4514 www.compass.com	
31	 Priscilla Wood Balikian 01450986 priscilla@priscillawood.com 760-777-2696 www.priscillawood.com	\$17,036,400	5	Pacific Sotheby's International Realty 16077 San Dieguito Rd., Rancho Santa Fe 92067 858-832-7030 www.pacificsothebysrealty.com	
32	 Jana "Yana" Farella 01843651 farellajana@gmail.com 858-444-0408	\$16,625,900	4	Pacific Sotheby's International Realty 1111 Prospect Street La Jolla, CA 92037 858-705-6041 www.pacificsothebysrealty.com	
33	 Molly Haines McKay 01876062 mollyhainesmckay@gmail.com 619-985-2726	\$16,623,000	10	Berkshire Hathaway HomeServices California Properties 955 Orange Ave. Coronado 92118 619-522-2167 www.bhhsocalifornia.com	
34	 Julie Howe 00964776 juliehowe@sbcglobal.net 858-361-2012	\$15,595,207	5	Pacific Sotheby's International Realty 16915 Avenida de Acacias Rancho Santa Fe 92067 858-756-2800 www.pacificsothebysrealty.com	
35	 Trevor Pike 01739847 trevor.pike@compass.com 619-823-7503 www.compass.com/agents/trevor-pike	\$15,594,000	10	Compass 12860 El Camino Real, Suite 100 San Diego 92130 858-345-4514 www.compass.com	
36	 Scott Ray 01035800 scott.ray@hotmail.com 619-838-3417 www.scottraysd.withwre.com	\$14,934,800	10	Windermere Homes & Estates 9988 Hibert St., Suite 150 San Diego, CA 92131 858-530-1100 http://whesd.com/	
37	 Jana Greene 01200171 janagreene4re@gmail.com 619-708-4756 www.janagreene.com	\$14,777,400	8	Pacific Sotheby's International Realty 16077 San Dieguito Rd., Rancho Santa Fe 92067 858-832-7030 www.pacificsothebysrealty.com	
38	 Christine Baker 1808132 chris@bakersellssandiego.com 858-449-3200 www.bakersellssandiego.com	\$14,723,900	9	Willis Allen Real Estate 1116 10th St Coronado, CA 92118 619-522-9494 www.willisallen.com	
39	 Thor Sorenson 01328949 thor@homesbythor.com 760-815-5308 www.homesbythor.com	\$14,503,940	21	CENTURY 21 Award 2011 Palomar Airport Road, Suite 308 Carlsbad 92011 619-471-2000 www.century21award.com	
40	 Cristi Chaquica 01259769 info@finepropertiesd.com 619-206-7000 www.finepropertiesd.com	\$14,250,000	5	Compass 12860 El Camino Real, Suite 100 San Diego 92130 858-345-4514 www.compass.com	
41	 Gabe Mendez 01937611 gabe@gabemendez.realtor 619-876-2265 www.gabemendez.realtor	\$14,206,479	27	CENTURY 21 Award 7676 Hazard Center Drive, Suite 300 San Diego, CA 92108 619-471-2000 www.century21award.com	
42	 Laurie Manley 1849622 lmanley@willisallen.com 619-972-9071 www.myrealestatesavvy.com	\$14,179,900	4	Willis Allen Real Estate 1424 Camino Del Mar 92014 Del Mar 92014 858-755-6761 www.willisallen.com	
43	 Bridget Carlson 02072427 bridget.carlson@compass.com 619-857-5785 www.compass.com/agents/bridget-carlson	\$14,093,000	6	Compass 12860 El Camino Real, Suite 100 San Diego 92130 858-345-4514 www.compass.com	
44	 Lynda Wennerstrom 01994854 lynda.wennerstrom@compass.com 760-412-2781 www.compass.com/agents/lynda-wennerstrom	\$14,008,000	8	Compass 12860 El Camino Real, Suite 100 San Diego 92130 858-345-4514 www.compass.com	
45	 Lori Barnett 01401220 lori.barnett@pacifcsir.com 760-845-8810	\$13,970,000	4	Pacific Sotheby's International Realty 330 S. Cedros Ave. Solana Beach 92075 858-259-8300 www.pacificsothebysrealty.com	
46	 Bunny Booth 01917709 bunny.booth@compass.com 858-349-9321 www.compass.com/agents/alexandria-booth	\$13,948,100	10	Compass 12860 El Camino Real, Suite 100 San Diego 92130 858-345-4514 www.compass.com	
47	 Suzanne Sette 01244938 suzsette@gmail.com 858-213-8588	\$13,720,000	2	Berkshire Hathaway HomeServices California Properties 1299 Prospect St. La Jolla, CA 92037 858-459-0501 www.bhhsocalifornia.com	
48	 Sandra Copeland 00679984 sandy4re@gmail.com 760-716-6110 www.sandycansellit.com	\$13,619,500	4	Pacific Sotheby's International Realty 330 S. Cedros Ave. Solana Beach 92075 858-259-8300 www.pacificsothebysrealty.com	
49	 Kate Hamidi 01408305 katehamidi@yahoo.com 858-722-2666	\$13,496,000	6	Berkshire Hathaway HomeServices California Properties 1299 Prospect St. La Jolla, CA 92037 858-459-0501 www.bhhsocalifornia.com	
50	 Christian van't Vlie 01397386 christianvantvlie@century21award.com 619-894-9153 www.sandiegoathome.com	\$13,494,900	19	CENTURY 21 Award 7676 Hazard Center Drive, Suite 300 San Diego, CA 92108 619-471-2000 www.century21award.com	

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K. Ann Brizolis & Associates Leading RE Teams of 2021

It is with gratitude and appreciation to our clients and colleagues that we have been recognized by the *San Diego Business Journal* as the leading luxury real estate team in San Diego County for Pacific Sotheby's International Realty. With more than \$2 Billion in closed sales and 30+ years of consistent success, K. Ann Brizolis & Associates has earned the admiration and respect of its clients and peers. The associates' local, national and international real estate affiliations afford them a depth of knowledge and scope of information that is unmatched in the industry, providing their clients the ultimate in bespoke representation.



From left to right: Betina Crivelli, Nicole Pleskow, Laurie McClain, K. Ann Brizolis, Jennifer Janzen-Botts, Kristen Ochoa.



The mission statement
for K. Ann Brizolis & Associates has never wavered.

“The dedication and commitment to the best interest of the client is always at the forefront of our practice.”

– K. Ann Brizolis

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INTERNATIONAL REALTY

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& ASSOCIATES

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1015 OCEAN BOULEVARD | CORONADO
\$34,000,000

Crown Manor—San Diego’s Most Iconic Estate. Located Oceanfront in Coronado. CrownManorSanDiego.com



26353 OLD JULIAN HIGHWAY | SAN DIEGO
\$26,000,000

Ballena Vista Farm, the finest equestrian property on the West Coast. 170 Acre estate. BallenaVistaFarm.com



969 ADELLA AVENUE | CORONADO
\$12,600,000

The Alamo—Clean and contemporary in the Village of Coronado.



2 GREEN TURTLE ROAD | CORONADO
\$6,750,000

Sleek, Impeccably designed, Bayfront Retreat, with 85FT boat dock.



1103 6TH STREET | CORONADO
\$3,595,000

Overlooking Spreckels Park. Finely design 4BD w/elevator and roof deck.

CONGRATULATIONS

Scott Aurich

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619.987.9797 | DRE #00978974
SCOTTAURICH.COM

Nothing compares.



701 1ST STREET | CORONADO
\$19,000,000

Bella Vista - Waterfront living with City Skyline Views Exceptional Indoor/outdoor living. BellaVistaSanDiego.com



1033 LOMA AVENUE | CORONADO
\$13,800,000

Extraordinary seaside home steps to the Coronado beach. Ocean views, organic design centered by cabana, pool & spa.



382 GLORIETTA BLVD | CORONADO
\$3,150,000

Charming, Historic Compound on an 11,000 SF Lot. Enjoy the Island Life.



25570 HIGHWAY 79 | SANTA YSABEL
\$2,995,000

Custom built 7,000 SF home on an 82 acre estate with incredible views.



334 A AVENUE | CORONADO
\$2,195,000

Classic Coronado Craftsman, 4BD, 2,500 SF.. Relaxed Island Living.

NUMBER

100

INDIVIDUAL AGENTS IN THE NATION
Among all Individual Agents

NUMBER

41

INDIVIDUAL AGENTS IN CALIFORNIA
Among all Individual Agents

NUMBER

1













IN CORONADO
As referenced in Real Producers Magazine

1200 Orange Avenue, Coronado, CA 92118

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INTERNATIONAL REALTY

THE LIST RESIDENTIAL REAL ESTATE TEAMS (2-5 AGENTS) ▶ Ranked by Jan. 1 - May 31, 2021 San Diego County Sales Volume

Rank	Team Name DRE # Email Phone Website	San Diego County Sales Volume (Jan. 1 - May 31, 2021):	San Diego County Units Sold (Jan. 1 - May 31, 2021):	# of licensed agents within team:	Brokerage Firm: Name Address Phone Website
1	 Jason Barry Team 02013631 info@barryestates.com 858-756-4024 www.jasonbarryteam.com	\$162,106,253	38	3	Barry Estates 6024 Paseo Delicias, Suite A, Rancho Santa Fe 92067 858-756-4024 www.barryestates.com 
2	 Team Cairncross 00859218 Steve@TeamCairncross.com 858-859-3370 www.teamcairncross.com	\$85,481,305	56	5	Berkshire Hathaway HomeServices California Properties 1299 Prospect St., La Jolla 92037 858-459-0501 www.bhscalifornia.com 
3	 Corrigan/Cohen Group 00837598 info@lajollaresidential.com 858-229-8120 www.lajollaresidential.com	\$83,967,005	23	5	Berkshire Hathaway HomeServices California Properties 1299 Prospect St., La Jolla 92037 858-459-0501 www.bhscalifornia.com 
4	 The Jackson Team 01476711 delorine.jackson@compass.com 858-822-9694 www.delorinejackson.com	\$80,556,302	25	5	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
5	 The Brett Dickinson Team 01714678 brett@brettdickinsonteam.com 858-822-9699 www.brettdickinsonteam.com	\$79,048,000	20	3	Pacific Sotheby's International Realty 1111 Prospect Street, La Jolla 92037 858-705-6041 www.pacificsothebysrealty.com 
6	 K. Ann Brizolis & Associates 00751535 ann@kabrizolis.com 858-756-4328 www.kabrizolis.com	\$74,412,134	17	3	Pacific Sotheby's International Realty 16915 Avenida de Acacias, Rancho Santa Fe 92067 858-756-2800 www.pacificsothebysrealty.com 
7	 Neda Nourani & Associates 01441652 neda@homesbyneda.com 760-822-2002 www.homesbyneda.com	\$65,174,118	38	3	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
8	 Equestrian Real Estate Group 01003787 carene@equestrianre.com 858-350-1018 www.equestrianre.com	\$51,846,501	17	4	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
9	 Combs Group 01347012 combsgroup@compass.com 858-284-1800 www.CombsGroupRealEstate.com	\$51,752,290	10	4	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
10	 Patti & Jeff McKelvey Team 00956130 patti@mckelveyrealty.com 619-271-8300 www.mckelveyrealty.com	\$48,518,900	54	4	Coldwell Banker West 2300 Boswell Road, Suite 100, Chula Vista 91914 619-271-9500 www.coldwellbankerwesthomes.com 
11	 Hernholm Group 841932 janna@hernholmgroup.com 619-299-4272 www.hernholmgroup.com	\$48,496,000	26	3	Pacific Sotheby's International Realty 810 West Washington St., San Diego 92103 858-705-6041 www.pacificsothebysrealty.com 
12	 The Clements Group 01120956 info@clementsgroupe.com 619-522-2167 www.clementsgroupe.com	\$47,080,500	17	2	Compass 12860 El Camino Real Suite #100, San Diego 92130 858-345-4514 www.compass.com 
13	 Dane Soderberg & Associates 01456182 dane@compass.com 858-337-1417 www.danesoderberg.com	\$45,200,223	30	5	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
14	 Cane Real Estate 01423505 briancane@kw.com 858-502-9800 www.canerealestate.kw.com	\$45,010,838	61	5	Keller Williams Realty 7817 Ivanhoe Ave., Suite 101, La Jolla 92037 858-457-9400 kwsandiegohomes.com 
15	 Nelson Brothers Team 01376023 nelsonbrothers@willisallen.com 858-215-3739 www.nelsonbrothersrealestate.com	\$43,941,858	12	2	Willis Allen Real Estate 1131 Wall St, La Jolla 92037 858-459-4033 www.willisallen.com 
16	 The Mercer Group 520013 info@MercerProperties.com 619-683-9274 www.mercerproperties.com	\$41,837,700	34	3	Keller Williams Realty 7817 Ivanhoe Ave., Suite 101, La Jolla 92037 858-457-9400 kwsandiegohomes.com 
17	 The Lotzof Group 01211688 info@lotzofrealestate.com 619-994-7653 www.thelotzofgroup.com	\$38,969,161	25	5	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
18	 The Bornstein Group 01871328 bree@breebornstein.com 858-405-2003 www.breebornstein.com	\$38,599,962	14	2	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
19	 Edwards Homes Team 02034158 quinn@edwardshomesteam.com 760-994-9050 www.edwardshomesteam.com	\$38,450,000	8	2	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
20	 Caspersen Group 01857725 caspersen@compass.com 858-215-4001 www.caspersengroup.com	\$38,093,900	23	3	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
21	 Kelly Howard Team 01258451 kellyhowardsd@gmail.com 760-419-1240 www.nccoastallifestyle.com	\$37,532,300	23	4	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
22	 The Auker Group 01867075 INFO@AUKERGROUP.COM 619-323-1011 www.aukergroup.com	\$37,137,253	45	5	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
23	 White Label Home Collective 01470378 info@whitelabelhomecollective.com 858-876-2203 www.whitelabelhomecollective.com	\$36,079,297	16	5	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
24	 The Huff Team 01395813 info@thuffteam.com 760-917-8833 www.thuffteam.com	\$35,335,837	32	4	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 

Source: The information presented here has been provided by the brokers, teams and company representatives. The reported San Diego County sales volume and units sold reflect transactions made by the team during the span of Jan. 1 - May 31, 2021. The firm listed by the team name reflects their current firm as of July 20, 2021. This is not a complete representation of the San Diego market because not all companies participated within 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

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COMPASS



PENDING

4582 MEDLEY LN, ESCONDIDO
Representing Buyer



SOLD

32 CATSPAW CAPE, CORONADO
Represented Seller



SOLD

46 BAHAMA BEND, CORONADO
Represented Seller



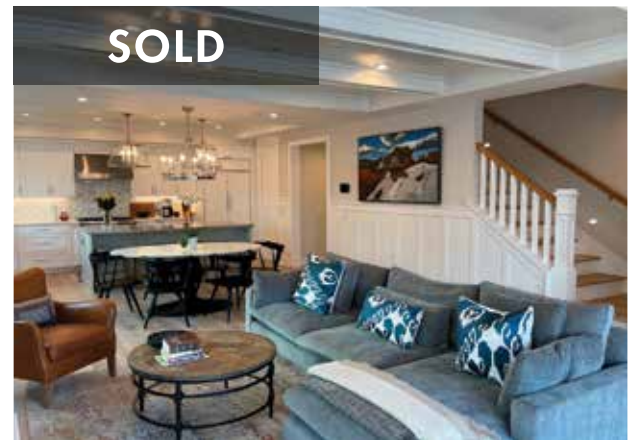
SOLD

6 CATSPAW CAPE, CORONADO
Represented Seller



SOLD

820 SAN LUIS REY, CORONADO
Represented Buyer



SOLD

1119 9TH ST, CORONADO
Represented Seller



SOLD

40 BAHAMA BEND, CORONADO
Represented Seller



SOLD

437 POMONA AVE, CORONADO
Represented Buyer



SOLD

599 MANZANITA ST, CHULA VISTA
Represented Buyer



I'M HONORED TO BE INCLUDED
IN THIS YEAR'S
WSJ REAL TRENDS AMERICA'S BEST
REAL ESTATE PROFESSIONALS LIST



Bridget Carlson

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AGENTS IN CALIFORNIA



SOLD

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Represented Buyer



SOLD

302 EASTRIDGE LN, ESCONDIDO
Represented Seller

BRIDGET CARLSON

619.857.5785 | bridget@bridgethomes.com

BridgetHomes BridgetHomes

DRE 02072427



THE LIST

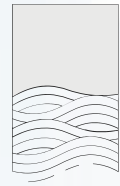
RESIDENTIAL REAL ESTATE TEAMS (6-10 AGENTS)

► Ranked by Jan. 1 - May 31, 2021 San Diego County Sales Volume

Rank	Team Name DRE # Email Phone Website	San Diego County Sales Volume (Jan. 1 - May 31, 2021):	San Diego County Units Sold (Jan. 1 - May 31, 2021):	# of licensed agents within team:	Brokerage Firm: Name Address Phone Website
1	 Shafron Realty Group 1307559 info@shafranrealty.com 760-929-9212 www.shafranrealty.com	\$112,080,180	83	8	Shafron Realty Group 5740 Fleet St., Suite 110, Carlsbad 92008 760-929-9212 www.shafranrealty.com 
2	 Greg Noonan & Associates 00655720 greg@lajollahomes.com 1-800-LAJOLLA www.lajollahomes.com	\$101,752,775	30	9	Berkshire Hathaway HomeServices California Properties 1299 Prospect St., La Jolla 92037 858-459-0501 www.bhhscalifornia.com 
3	 Maxine & Marti Gellens 00591299 sold@gellens.com 858-551-6630 www.gellens.com	\$93,274,775	43	9	Berkshire Hathaway HomeServices California Properties 7910 Girard Ave., #9, La Jolla 92037 858-551-6630 www.bhhscalifornia.com 
4	 Talechia Plumlee-Baker 01730523 talechia@talechia.com 858-229-2181 www.talechia.com	\$60,711,651	38	6	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
5	 O'Byrne Team 01463479 seth@obyrdteam.com 858-869-3940 www.obyrdteam.com	\$55,553,005	51	7	Compass 12860 El Camino Real Suite #100, San Diego 92130 858-345-4514 www.compass.com 
6	 Kappel Realty Group 02017034 patrick.kappel@compass.com 858-699-6817 www.kappelrealtygroup.com	\$43,282,102	51	10	Compass 12860 El Camino Real Suite #100, San Diego 92130 858-345-4514 www.compass.com 
7	 Dannecker and Associates 01459513 Chad@DanneckerandAssociates.com 619-356-3099 www.welcometosandiego.com	\$42,220,449	54	8	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
8	 Martins Realty Group 1339628 Bobby@moveupsandiego.com 858-204-7259 www.moveupsandiego.com	\$38,339,440	148	10	eXp Realty Of California 360-685-4206 www.exprealty.com 
9	 The Moldonado Team 01920346 ramon@ramonsells.com 619-791-9226 www.themaldonadoteam.com	\$38,315,327	52	8	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
10	 ParkLife Real Estate 01527365 renee@parklifeproperties.com 619-435-9100 www.parklifeproperties.com	\$37,130,500	18	6	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
11	 Ken Pecus Group 01056969 ken@kenpecus.com 619-977-8419 www.kenpecus.com	\$36,774,701	32	10	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
12	 Bukes Realty 01937149 george.bukes@compass.com 808-256-8028 www.georgebukes.com	\$36,288,057	48	6	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 
13	 TEAM CHODOROW Eric & Peggy Chodorow 00992609 eric@teamchodorow.com 858-456-6850 www.teamchodorow.com	\$36,247,057	15	6	Berkshire Hathaway HomeServices California Properties 7780 Girard Ave., La Jolla 92037 858-459-0501 www.bhhscalifornia.com 
14	 Greg Cummings Group 01464245 greg@gregcumings.com 858-717-0730 www.everysandiegohome.com	\$36,014,152	45	6	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com 

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THE LIST RESIDENTIAL REAL ESTATE TEAMS (11-19 AGENTS)

► Ranked by Jan. 1 - May 31, 2021 San Diego County Sales Volume




Rank	Team Name DRE # Email Phone Website	San Diego County Sales Volume (Jan. 1 - May 31, 2021):	San Diego County Units Sold (Jan. 1 - May 31, 2021):	# of licensed agents within team:	Brokerage Firm: Name Address Phone Website
1	 Canter Team 01792053 team@canterre.com 858-218-6733 www.canterre.com	\$99,976,779	80	17	Compass 12860 El Camino Real Suite #100, San Diego 92130 858-345-4514 www.compass.com
2	 The Barron Team 01480896 info@thebarronteam.com 858-880-5989 www.barronrealestategroup.com	\$81,084,019	74	11	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com
3	 Neuman & Neuman Real Estate 00809392 sold@sellsandiego.com 1-800-221-2210 www.sellsandiego.com	\$80,494,801	90	13	Berkshire Hathaway HomeServices California Properties 516 5th Ave., San Diego 92101 619-595-7020 www.bhhsocalifornia.com
4	 Dan Conway & Associates 01416672 Dan@ConwayRE.com 858-243-0873 www.DanConwayRealEstate.com	\$72,388,340	55	12	Pacific Sotheby's International Realty 3860 Valley Centre Dr., Suite 409, San Diego 92130 858-705-6041 www.pacificsothebysrealty.com
5	 Pete Knows Real Estate Middleton Team 01224842 info@peteknowsrealestate.com 858-258-PETE www.PETEKNOWSREALESTATE.com	\$62,518,846	47	16	eXp Realty Of California 360-685-4206 www.exp Realty.com
6	 Sonia Azizi 01889023 sonia@teamazizi.com 619-929-9691	\$51,339,635	65	13	Compass 12860 El Camino Real Suite #100, San Diego 92130 858-345-4514 www.compass.com
7	 Lyle & Grace Team 01206580 lyleandgrace@compass.com 619-401-2150 www.lyleandgrace.com	\$49,325,403	64	15	Compass 12860 El Camino Real Suite #100, San Diego 92130 858-345-4514 www.compass.com
8	 Thrive Real Estate 01870178 lisa.purcell@compass.com 619-322-8334	\$43,515,054	69	17	Compass 12860 El Camino Real, Suite 100, San Diego 92130 858-345-4514 www.compass.com
9	 The Harwood Group 00761267 corporate@harwoodre.com 858-775-4481 www.theharwoodgrp.com	\$38,831,660	19	19	Berkshire Hathaway HomeServices California Properties 6027 Paseo Delicias, Suite E, Rancho Santa Fe 92067 858-756-7899 www.bhhsocalifornia.com

Source: The information presented here has been provided by the brokers, teams and company representatives. The reported San Diego County sales volume and units sold reflect transactions made by the team during the the span of Jan. 1 - May 31, 2021. The firm listed by the team name reflects their current firm as of July 20, 2021. This is not a complete representation of the San Diego market because not all companies participated within the survey. Information deemed reliable but not guaranteed. To the best of our knowledge, this information is

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THE LIST RESIDENTIAL REAL ESTATE TEAMS (20+)

► Ranked by Jan. 1 - May 31, San Diego County Sales Volume

Rank	Team Name DRE # Email Phone Website	San Diego County Sales Volume (Jan. 1 - May 31, 2021)	San Diego County Units Sold (Jan. 1 - May 31, 2021)	# 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	\$218,659,406	244	51	eXp Realty Of California 360-685-4206 www.exp Realty.com
2	 PorchLight Realty Group 01953760 Mark@PorchLightSoCal.com 619-777-9092 www.porchlightrealtymark.com	\$157,543,115	279	37	eXp Realty Of California 360-685-4206 www.exp Realty.com
3	 Whissel Realty Group 01878277 Info@WhisselRealty.com 619-618-7997 www.whisselrealty.com	\$108,193,533	169	47	eXp Realty Of California 360-685-4206 www.exp Realty.com

Source: The information presented here has been provided by the brokers, teams and company representatives. The reported San Diego County sales volume and units sold reflect transactions made by the team during the the span of Jan. 1 - May 31, 2021. The firm listed by the team name reflects their current firm as of July 20, 2021. This is not a complete representation of the San Diego market because not all companies participated within the survey. Information deemed reliable but not guaranteed. To the best of our knowledge, this information is

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

SAN DIEGO, Jul. 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 2021 mid-year sales volume and units sold. The ranking highlighted Beer Home Team's record-breaking achievement of 244 homes sold and over \$218 million in closed sales volume from Jan 1st - May 31st, 2021.

Daniel Beer and his team have been trusted

by more than 1,800 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 **Rent 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



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Row 1 left to right: **WISDOM PROPERTIES FOUNDER, BROKER/OWNER Loraine Hester Dyson,**

Alexander 'Alex' Thomas Wells III #02029504, Christine Bennett #01888018, Stacey Garcia #02003344. Row 2: Dana Kettler #01947365, Terri Temple #01375390, Gerry Kirkeby #00684114, Christel Carlyle #00681090, Mary Russo Andrews #00890527. Row 3: Gaga Newburn #02096148, Cori Poirier #02029265, Eve Prout (Admin) Yvonne Di Chiara #02091371. Row 4: Chris & Trish Steensma #01183723, Victoria Neumann #02005236, Jennifer Cuffari #00991454 Cheri Cangelosi #01269057 Row 5: Julia Annibale #02105143, Carrington Kingsley #01480923- Marvin Caldwell #00902040, Samantha Kirkeby #00858886,

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No Room at The Lab

Demand for Life Science Space Reaches Record Levels

By RAY HUARD

Demand for life science space is reaching record levels as venture capital money pours into the region.

San Diego life science companies attracted more than \$4.6 billion in venture capital investment during the 12 month period ending in April, according to the real estate brokerage CBRE.

The result is that vacancy rates are rising for life science space and rents are at record levels.

As of July, there was 3.3 million square feet of life science lab and office space under construction, including 1.6 million square feet of space being converted from general office and other uses, according to CBRE.

As of the end of June, CBRE was tracking a demand for 3.8 million square feet of space from life science companies, said Trevor O'Sullivan of CBRE's life sciences office in San Diego.

That's nearly three times the level of demand for the past five years, O'Sullivan said.

No Room

In submarkets such as Torrey Pines, which is the epicenter of San Diego's life science market, the vacancy rate is

running at about 1%.

"You're running into issues where there's no place to go," O'Sullivan said.

Five years ago, life science property deals for more than 1,000 square feet were a rarity with about one a year, O'Sullivan said.

So far this year, there have been more than 11.

New construction includes five projects that are going up on speculation with nearly 25% of the space already leased, CBRE reported.

"The record-breaking venture capital funding has helped fuel an all-time high for life science demand while

the current available supply stands at an all-time low," said Ryan Egli, senior vice president at CBRE. "This imbalance is fueling new development in the core San Diego submarkets as recently funded tenants are in a race for move-in ready laboratory space to advance their science."

We're Number Three

Cushman & Wakefield, a commercial real estate brokerage, reported that for the five quarters ending with the first quarter of



Photo courtesy of AVR P Skyport.

This Torrey Pines building was recently converted from general office use to life science.



Trevor O'Sullivan
Associate
CBRE Office & Life
Science Services



Ryan Egli
Senior Vice President
CBRE

2021, San Diego, Boston, the San Francisco Bay area, New York City and New Jersey accounted for 74% of the venture capital raised nationally for life science companies.

San Diego continues to be ranked as the nation's third largest life science center, according to Cushman & Wakefield and CBRE, but O'Sullivan of CBRE said the market is maturing.

"It's been kind of the step-brother to San Francisco and has

been historically thought of as a little brother market. What we're starting to see is the maturation of San Diego," O'Sullivan said. "The maturation of San Diego has been pretty remarkable. You've seen not only startups prosper in the San Diego life science market and push their products through commercialization and onto the commercial market, you're also seeing the big pharma grow."

It's highly unlikely that San Diego will ever eclipse the Bay Area, O'Sullivan said, but the outlook is for continued growth. ■

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REAL ESTATE

Ray Huard | rhuard@sdbj.com

\$14 Million Apartment Project Completed

Downtown Chula Vista Drawing Developer Interest

By RAY HUARD

Downtown Chula Vista has gained a \$14 million apartment project as the city's drive to improve its core neighborhood is drawing developer interest.

Alliance Development Services based in Poway recently completed C+C Flats, a four-story apartment building at 283 Center St.

"This is a really exciting part of San Diego (County), western Chula Vista," said Greg LaMarca, president of Alliance Development.

"We just think it's one of the coolest places to be," LaMarca said. "There's just so much going on in much of Chula Vista over the next eight to 10 years. I think it's just going to be a phenomenal investment."



Rendering courtesy of Alliance Development Services.

C+C Flats was built in downtown Chula Vista by Allied Development Services.

Encouraging Development

C+C Flats has 43 apartments on the Third Avenue corridor of Chula Vista that has been a focus of city improvements that include new streetscape and a revitalized retail district as the area becomes almost a mini-version of San Diego's Gaslamp Quarter.

"Being along Third Avenue has really been nice," LaMarca said, adding that the city has encouraged downtown development with programs such as what he said was "a really dynamic" impact fee deferment program.

"You can defer 90% of the development fees for 10 years at 2% interest and it's paid over the next 20 years in equal installments," LaMarca said. "Without that program, that deal (C+C Flats) wouldn't have made sense. I

wouldn't have been able to do it."

C+C Flats is comprised of four studio apartments of 393 square-feet, 28 one-bedroom apartments of 650 square feet, eight two-bedroom apartments ranging from 807 square feet to 867 square feet, and four three-bedroom apartments of 1,295 square feet.

"It's got a really nice roof deck. It has some to the bay and all the way to the downtown (San Diego) area," LaMarca said.

Togawa Smith Martin, Inc. was the architect.



Greg LaMarca
President
Alliance Development
Services

As of mid-July, C+C Flats was 75% leased, LaMarca said.

The project is among several new projects to be developed in western Chula Vista, including Urbana, a 162-apartment by MountainWest Real Estate at 393 H St., The Broadway, a 62-apartment project at 260 Broadway by Silvergate Development, and a 31-apartment project at 230 Church St., also by Silvergate Development.

North Park

Alliance Development had been building

for-sale housing, but LaMarca said the company has shifted its focus to build infill income-generating projects such as C+C Flats.

The company also is building a four-story apartment project in San Diego's North Park neighborhood, Ollie-North Park Lofts, 4333 Illinois St. The architect is Togawa Smith Martin, Inc.

Scheduled for completion in October, Ollie will have 44 apartments – 20 one-bedroom, one-bathroom apartments of 760 square feet and 24 two-bedroom, two-bathroom apartments of 950 square feet with two levels of parking.

"Every unit has a deck on it, so they've all got indoor-outdoor space," LaMarca said. "It's going to be one of the neater buildings in North Park."

Apartments on the upper floor will have 12-foot ceilings.

Amenities will include three common fireplaces, a yoga area, and communal dining areas inside and out, LaMarca said.

"It's got a very cool North Park vibe," LaMarca said. "There's some really dramatic views from the top level of that project. You can actually see the Coronado Islands on a clear day."

As with Chula Vista, LaMarca said San Diego has adopted policies that are inviting to infill builders such as Alliance Development.

"The city of San Diego continues to embrace development along transit corridors," LaMarca said. ■



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