SAN DIEGO BUSINESS JOURNAL

RESIDENTIAL REAL ESTATE LEADERS OF INFLUENCE

2021

ROSAMARIA ACUNA P. 18
ARMSTRONG & ASSOCIATES P. 18
SCOTT AURICH P. 18
PRISCILLA WOOD BALIKIAN P. 18
LAURA BARRY & JIM GRAVES P. 18
JORDAN BEAL, ESQ. P. 18
K. ANN BRIZOLIS & ASSOCIATES P. 18
GRACE & LYLE CADDELL P. 18
BRIAN CANE P. 20
PETE & MARK CASPERSEN P. 20
THE CLEMENTS GROUP P. 20
BRETT COMBS P. 20
NICK CONDOS P. 20
DAN CONWAY & ASSOCIATES P. 20
BRYAN DEVORE P. 20
JEFF DISCHER P. 21
LINDSAY DUNLAP P. 21
CRAIG GAGLIARDI P. 21
MICHAEL GARNER P. 21
MAXINE & MARTI GELLENS P. 21
JANA GREEN P. 21
KYNDAL GROSS P. 21
KEVIN HALL P. 21
HERNHOLM GROUP P. 22
JULIE HOUSTON P. 22
ERIC IANTORNO P. 22
DELORINE JACKSON P. 22
PATRICK KAPPEL P. 22
TINA & BOB KELLY P. 22
ALAN KINZEL P. 22
OLGA LAVALLE P. 22
EMMA LEFKOWITZ P. 23
MEGAN LUCE P. 23
KELLIE LUNDGREN P. 23
RAMON MALDONADO P. 23
MARK MARQUEZ P. 23
JENICA MARTIN P. 23
BOBBY MARTINS P. 23
JULIA MAXWELL P. 23
DONNA MEDREA P. 24
GREGG NEUMAN P. 24
GREG NOONAN P. 24
NEDA NOURANI P. 24
TALECHIA PLUMLEE-BAKER P. 24
SHARON QUISENBERRY P. 24
EVER ETERNITY P. 25
LINDA SANSONE P. 25
PUGH-THOMPSON & ASSOCIATES P. 25
DAN TOMASI P. 25
YOST QUESADA TEAM P. 25

RESIDENTIAL REAL ESTATE LEADERS OF INFLUENCE

ROSAMARIA ACUNA

Berkshire Hathaway HomeServices California Properties

Rosamaria Acuña is a real estate professional, entrepreneur, and humanitarian deeply committed to her community and a range of causes and nonprofits. She is a mother of two adult daughters, lives in San Diego, and originally hails from Calexico, California. She has over three decades of experience in residential real estate, serving a clientele ranging from first-time buyers to the luxury market. She is also a mentor for new realtors with Berkshire Hathaway. With a goal of creating financial independence at an early age, She purchased her first home at the age of 21, and a special focus of hers is guiding clients to invest in both their homes and future. She has built a successful business consistently ranking among the top-producing realtors locally and nationally. Rosamaria is deeply committed to supporting her community through various environmental, humanitarian, and leadership initiatives. She currently serves as an Advisory Member for the City of San Diego's Sunset Cliffs Natural Park, and the Smithsonian Environmental Research Center (SERC) headquartered on the Chesapeake Bay in Edgewater, Maryland. Recently, Rosamaria was recognized by her peers with the Point Loma/ Ocean Beach association' as 2020 Agent of the Year. DLE #00980917.

ARMSTRONG & ASSOCIATES REAL ESTATE ADVISORS

Compass

Armstrong & Armstrong Associates are premier Real Estate Advisors in the San Diego Community. The team is full diversified and are leaders of influence within the community. They are ahead of every curve in the industry; represented by over 50+ years of Real estate experience and over $1 Billion in transactions. Providing clients with trusted representation from an experienced and knowledgeable real estate partner who understands the importance of extreme discretion, security, and communication. They truly provide Million Dollar Service to all price points. A&A are the Official Realtors of the San Diego Loyal Soccer Club and fully involved in their Mission Gratitude Program, contribute to multiple community mom's groups, they are the sponsors and community members of multiple local charities; Dance Spot Eastlake's Dance recital and Aubree's closet which helps with families of the NICU and angel babies at Naval Medical Center San Diego. They are always continuously striving to educate the home buyer and are the preferred Realtors for "Fortitude" which is a VA loan Educational program. Todd Armstrong: DLE #01256537.

SCOTT AURICH

Pacific Sotheby's International Realty

Scott has over forty years of diverse real estate sales experience. He has developed single-family subdivisions, custom homes, luxury condominiums, and affordable housing. He provides his clients with insights into each property's potential. Scott has built a reputation for getting the job done. He was voted President of the Coronado Association of Realtors. From representing buyers and sellers to negotiating with city government, regarding the development of subsidized affordable housing, Scott proves in every transaction he knows what he is doing. Active in the community and a devoted father and husband, selling Coronado as the greatest place to live on earth comes from Scott's heart. He has brokered more sales volume than anyone has ever sold in Coronado, is ranked in the top 100 Agents Nationwide by the WSJ Real Trends Report for the last two years, and is in the top 250 since 2014. He is a member of the Power Players Consortium of 1% since 1991 and a Circle of Excellence Platinum Award winner for the past 10 years. DRE #00978974.

PRISCILLA WOOD BALIKIAN

Compass

Priscilla is dedicated to the success of her clients. Her tenacious work ethic, keen business sense, and sharp negotiating skills provide her clients a significant advantage in the sale and acquisition of luxury real estate. With over 15 years of success in the luxury residential market, Priscilla is regarded as one of San Diego's premier real estate experts. She has built an incredible network of fellow agents and is often approached for her advice and council when faced with formidable negotiations. Her professional pedigree, razor-sharp business acumen, and innovative marketing expertise provide an invaluable advantage for her clients. A passionate advocate for community involvement, Priscilla devoted three terms spearheading the San Diego Division of SMARTY, an organization dedicated to the support and success of entrepreneurial women. She currently serves on the Advisory Committee for the Salk Institute's Women and Science program, and is a founding member of the Alumni Board of Directors for the College of Business Administration at California State University San Marcos. DRE #01450986.

LAURA BARRY & JIM GRAVES

Barry Estates

Laura Barry & Jim Graves have been at the forefront of the value surge in Real Estate in San Diego: Rancho Santa Fe, Del Mar and Beach Communities from Carlsbad to La Jolla. Just this week they sold the most expensive home in La Jolla at $21,750,000 YTD and earlier this year they broke a price history record in Carlsbad with a closed sale at $20,000,000. In fact, for year 2020 and YTD 2021 Laura Barry & Jim Graves have sold more properties over $10M and above than any other agent or agent team. Their impressive performance defy the competition and they have raving fans for clients who make up a list of who's who. Their knowledge of the communities they serve and vast insight give them the ability to get clients into properties not available publicly. What's their secret – Hard Work! Laura Barry was the first residential real estate agent to sell over $300M in San Diego in a calendar year, and has done that ever since. Laura & Jim and are set out to sell over $400M in San Diego in 2021. In any market - whether a good or down market, Laura & Jim have broken price records. Laura Barry: DRE License #01154111, Jim Graves: DRE License #02071372.

JORDAN BEAL, ESQ.

Compass

Jordan actively oversees and manages The Beal Group's dynamic team of real estate professionals and licensed agents, handling purchase and sales, vacation rentals and leasing. Jordan is an investor and landlord himself, providing him the valuable first hand knowledge of the important issues relevant to owners and tenants. Beyond Jordan's professional experience, Jordan is a 20+ year resident of North County San Diego, with a deep rooted personal knowledge of North County having attended the local elementary schools and graduating from Torrey Pines High School." Closing over $100M in volume annually, Jordan approaches opportunity by serving the needs of both the Northern San Diego and Bay Area markets. The breadth of real estate knowledge Jordan brings to this business is rare. Jordan is an investor and landlord himself, providing him the valuable first-hand knowledge of the important issues relevant to owners and tenants. He has also served as Associate General Counsel for a commercial real estate firm as well as an associate for a real estate litigation law firm. His knowledge and experience allow him to advocate for his clients from a unique set of skills while improving the real estate industry as a whole. DRE# 01928849.

K. ANN BRIZOLIS & ASSOCIATES

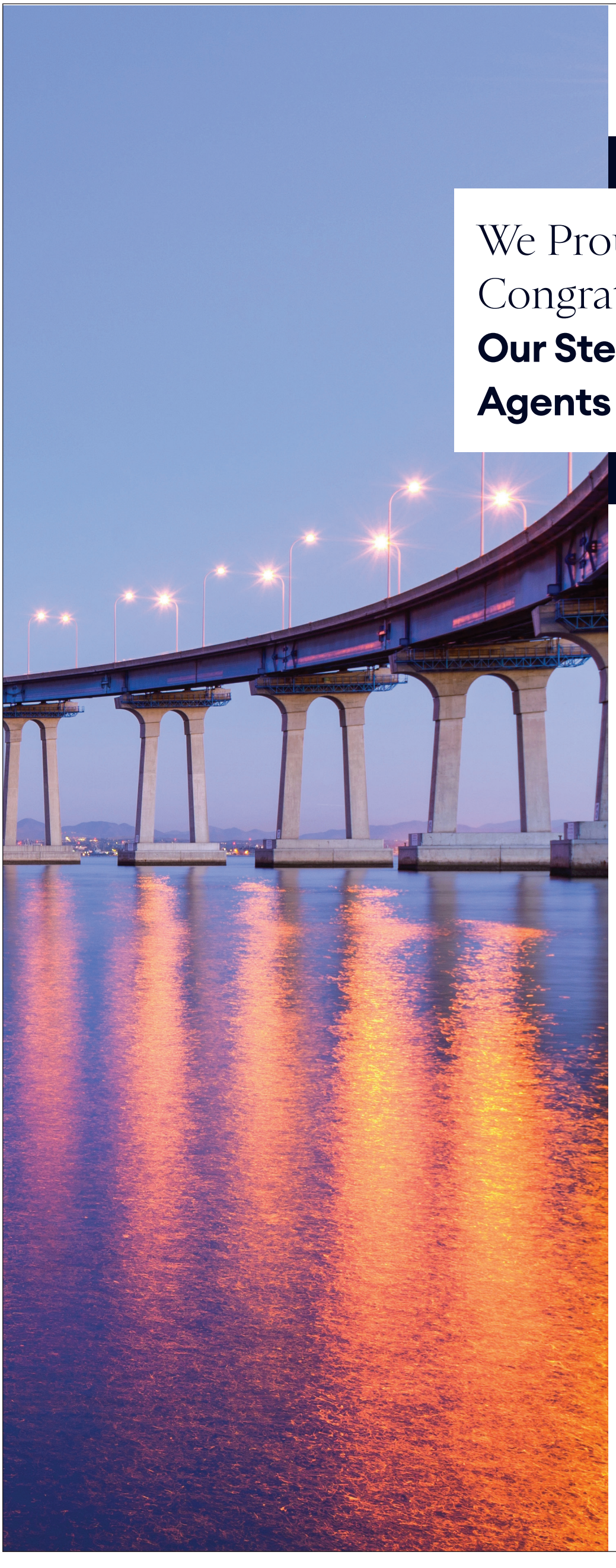
Pacific Sotheby's International Realty

K. Ann Brizolis takes great pride in skillfully and confidently representing both buyers and sellers in the successful execution of real estate transactions involving unique luxury properties. Consistently upholding the highest ethical and professional standards of the real estate industry, Ann painstakingly maintains total discretion, privacy and confidentiality. Her team's cutting-edge technology and new online marketing strategies, in collaboration with her Global Network of Market-Leading colleagues, combined with several years of proven "best practices," continue to provide outstanding exposure of her clients' exceptional properties. Consistently exceeding the expectations of her clients, Jennifer Janzen goes above and beyond in representing both buyers and sellers in the successful marketing, sale and acquisition of luxurious residential properties. Jennifer works closely with leading business managers, attorneys and financial advisers, ensuring that all of her transactions are carried out effectively. Jennifer is well-respected by her clients and peers alike, for her unyielding hard work, desire to serve, loyalty and, above all, integrity. Jennifer genuinely cares about her clients and their needs, a care that is reflected by the many long-term relationships that she has fostered over the years among loyal buyers and sellers who depend on her talents and gladly refer her to friends, family and colleagues. K Ann Brizoles DRE # 00751535. Jennifer J. Janzen DRE #01429095. Laurie McClain CA DRE #00900797.

GRACE & LYLE CADDELL

Compass

Established in 1994, Lyle and Grace are best known in your community for their slogan "Sell Your Place with Lyle and Grace." They are business leaders in the local area and together committed to providing the most comprehensive and distinguished real estate services within the distinctive communities of San Diego County. Family run and faith-based, Lyle and Grace influence by example. Nationally recognized by Compass, Lyle and Grace are Top 5 in the region and rank within Top 40 of all agents in San Diego County. When asked about various accolades they have won, Lyle's response is a simple "I'm not sure. We don't pay as much attention to that as we do to giving our clients the very best service possible." Among their accomplishments are the Broker of the Year, Broker of the Year Recognition of Excellence Gold Award, the Real Estate Circle of Excellence, and America's Best Real Estate Professional - Real Trends. Lyle Cadell: DRE# 01206580. Grace Cadell: DRE# 01186527.



We Proudly Congratulate **Our Stellar Agents**

Congratulations to the Douglas Elliman California agents honored as San Diego Business Journal's Leaders of Influence in Real Estate 2021

Dan Tomasi

Discher Group

Jenica Martin

Kellie Lundgren

Kyndal Gross | KG Real Estate Group

Michael Garner

Olga Lavalle

Pugh-Thompson & Associates

Yost Quesada Team

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RESIDENTIAL REAL ESTATE LEADERS OF INFLUENCE

BRIAN CANE
Cane Real Estate

Brian has been a leader in the industry for 17 years. He launched his career as a Brokerage Owner employing both real estate agents and loan officers. He and his team have sold over 1550 homes in the last 17 years and are well respected by industry members and affiliates. Besides running one of the most productive sales teams in San Diego County, Brian also owns and operates two Keller Williams Realty franchises overseeing 300+ agents here in San Diego. He also operates 2 escrow businesses and serves as an owner and board member of a local mortgage company. His commitment to giving back to the community manifests through his charitable efforts with local schools, sports teams and the operation of his 501c(3) not for profit corporation, Cane Cares, Inc, which provides hardship grants and continuing education scholarships to help prevent homelessness in San Diego. Brian is also an active leader within Entrepreneurs Organization and has served on several leadership committees at Francis Parker School, Big Brothers Big Sisters of San Diego, Business Network International and the Del Mar Professionals. His leadership has impacted hundreds of other community members and industry professionals through his coaching, training, mentorship, and contribution over the years. DRE #01932411

PETE & MARK CASPERSEN
Caspersen Group, Compass

Pete Caspersen is committed to providing the most comprehensive, personalized real estate service within the San Diego area. Specializing in the acquisition and of residential, luxury and investment properties, Pete's trusted perspective, discerning judgment, and thorough and competent representation is held in high regard. With every interaction, Pete exhibits his genuine passion and solid dedication to his clients. He is exceptionally creative in developing dynamic, well-organized campaigns utilizing professionally produced, sales materials, and staging services to accentuate each property's specific features. Simply put, Peter and Mark are Compass. They are a perfect reflection of the values and entrepreneurial principles of our company. They have built a business that is focused exclusively on the needs of their clients, and they use their extensive network of local business relationships, paired with their knowledge of the Encinitas/Cardiff community to provide unparalleled support and knowledge. Their "Neighborhood Know How" with years of experience and local knowledge They have built One of the most successful real estate teams in north county San Diego. Peter Caspersen: DRE# 01772876. Mark Caspersen: DRE# 01857725.

THE CLEMENTS GROUP
Compass

For over 25 years The Clements Group has been an integral part of Coronado real estate. Jan, 30 year veteran in the industry with nothing but success and an amazing level of service to her incredible clients. Lennie, played professional golf on the PGA Tour for 19 years before moving into Real Estate and his second successful Career. And Chris, sought after for his construction development knowledge and experience. An expert on negotiation and follow up, the ultimate professional for his clients. The Clements Group has been a leader in sales production and total number of sales since 2010. Year after year they have continued to elevate the local residential real estate industry by offering their clients an unsurpassed level of service, held to the highest ethical standards. With so many years of industry expertise and navigating many different market economies, they offer a tailored and unique concierge style approach to selling real estate. Nationally recognized with sales in excess of $1.2 billion in residential homes, they understand that every transaction and client need is different. For them, client care is what they consider the only non-negotiable. Chris Clements: DRE#01877934. Jan Clements: DRE#01120956. Lennie Clements: DRE#01864061.

BRETT COMBS
Combs Group, Compass

Brett Combs is the founder of P.S. Platinum | Compass, a luxury real estate brokerage with offices in North County, San Diego. Brett established P.S. Platinum Properties in 2001, in his hometown of Del Mar, to address the need for a full-service concierge agency that would match the high-end level homes offered in San Diego. Brett's goal is not to be the biggest agency in San Diego, but to be the best. He achieves this through creatively curated marketing campaigns, partnering with the best professionals in the industry, offering exceptional client service, and always conducting ethical and authentic business practices. Brett Combs is luxury real estate. He is the most hardworking, caring and honest agent/broker in San Diego. Combs' is authentic and honest, which is very refreshing in the luxury real estate world. He and our team did over $128M in sales for 2020 and expect to exceed that for 2021. He sold MUSE La Jolla, 16 units, for over $59M+. Just sold 2055 Seaview, Del Mar for full asking price of $13,995,000. DRE #01347012.

NICK CONDOS
Combs Group, Compass

Born and raised in Encinitas, CA, Nick Condos is a local expert. While studying at the prestigious 'The New School' in New York City, Condos worked as Marketing Director at a well known, luxury fashion magazine. After graduating at the top of his class, Condos moved home to San Diego to pursue his passion for luxury real estate. Joining forces with real estate powerhouse, Brett Combs, Condos has worked as CMO for Combs and his former brokerage, P.S. Platinum for 5+ years, before being acquired by tech giant, Compass. Condos' extensive education and training in marketing, social media, design and all things real estate has elevated him to platinum status, rated #7 real estate group in all of San Diego, with over $1B in lifetime sales. Nick Condos is a top producing agent in North County, with over $128M in total sales for 2020. Only being in RE for about 7 years, Condos has worked with top brokers/agents, celebrities and professional athletes. His first deal closed was $2.8M and just represented the buyer on a $5.9M home in Solana Beach and assists his team, The Combs Group, with their transactions, including the sale of 2055 Seaview, sold for full asking price, at $13,995,000

DAN CONWAY & ASSOCIATES
Pacific Sotheby's International Realty

Pattie Conway, Dan Conway and Taylor Barre are the principals at Dan Conway & Associates—a creative, innovative, people-oriented, and task-driven organization continuously represented in the top 1% of real estate teams Nationally. They have received numerous sales awards and recognition while maintaining one of the best reputations in the real estate industry for their commitment, strong work ethic, and negotiation skills. Their results speak for themselves, they are 14-time winners of San Diego Magazine's "Five Star: Best in Client Satisfaction Real Estate Agents" award. The award is the result of a survey, in which buyers, subscribers, and industry experts were asked to name their favorite real estate agents. Real estate is a family affair for Dan & Pattie Conway. Dan a former Boston College & Buffalo Bill NFL Player with an entrepreneurial background and a love for helping others achieve their goals and Pattie, a 30+ year Industry Professional are the Team Leaders of a group of accomplished Real Estate professionals. Dan Conway & Associates is known for their focus on providing their clients with personalized and thorough representation, along with their talent for team building. Dan and Pattie have built a thriving and successful business within the San Diego real estate community, earning multiple awards for their sales production, service, and professionalism along the way. Pattie Conway: DRE #01011467. Dan Conway: DRE #01416672. Taylor Barre: DRE #01781393.

CARMEN COOLEY-GRAHAM
Berkshire Hathaway HomeServices California Properties

Connecting people to their life dreams through real estate services with integrity, trust and knowledge. A Broker and San Diego Native who assist both buyers and sellers in all aspects of real estate, from luxury homes, investment/commercial properties to short sales where my negotiation experience is invaluable. From first time home buyer to savvy commercial investors- bank owned to traditional sellers. As a 5-star Realtor and many other recognitions from the community I am the one stop aid to helping people to connect to the right adviser to aid them in their real estate needs. There is no feeling better than helping someone make their real estate dreams a reality and watch their portfolio grow or their business succeed. Having grown up seeing how real estate is the key to wealth has enabled me to help others make their dreams a reality. As an experienced Realtor and Broker , I coach and connect other Realtors to their ultimate success. I teach other agents RISE values-respect,integrity,service, excellence- which will lead to a lifetime of successful business and prosperity. I opened my own brokerage to help my peers in real estate with new opportunities to grow their business. I coach agents to adapt their current lifestyle to fit their current real estate model. DRE #01296519.

BRYAN DEVORE
Barry Estates

Bryan has been serving the real estate needs of his clients for over 18 years. Working with both home buyers and home sellers, he has consistently been in the top 1% of all Berkshire Hathaway HomeServices agents nationwide. Bryan specializes in guiding seniors who are transitioning from their homes and into smaller homes or senior communities. Realizing that these clients typically need additional levels of service, Bryan partners with other professionals who make the process simpler for his clients. He is the Director of the Senior Division of Berkshire Hathaway HomeServices California Properties and currently serves on the boards of two local non-profit organizations dedicated to improving the lives of seniors. He was featured in the first issue of Local Leaders, a new magazine focused on Carlsbad's local business leaders, for his dedication to serving seniors. Bryan also created a reality TV show that presents the myriad of issues seniors face and the solutions available. Bryan is also a Certified Trust and Probate Specialist. Bryan was born in Los Angeles and attended college at the University of California San Diego. When he is not serving his clients he enjoys spending time with his fiancé and his two sons (ages 19 and 20), hiking, and watching sports. DRE #01397835.

RESIDENTIAL REAL ESTATE LEADERS OF INFLUENCE

JEFF DISCHER
Douglas Elliman

Jeff Discher has been making highlights in spite of his incredibly challenging upbringing; coming out of hardships and achieving so much in his career that it was noteworthy for us to interview him. His achievements and skills acquired just through his real estate career is remarkable, let alone through all the other areas of his life. A dedicated real estate broker for over 17 years, having a team of high achieving real estate agents, and mentoring people to become the best versions of themselves are some of the things which makes Jeff jump out of bed. Jeff Discher has been making highlights in spite of his incredibly challenging upbringing; coming out of hardships and achieving so much in his career that it was noteworthy for us to interview him. His achievements and skills acquired just through his real estate career is remarkable, let alone through all the other areas of his life. Jeff was the 2020 San Diego Readers Magazine #1 Voted Agent. Other media coverage of Jeff includes ESPN Radio and SD Voyager. The Discher Group ranks #11 in the State of California for Douglas Elliman. DRE #01400184.

LINDSAY DUNLAP
Douglas Elliman

Lindsay Dunlap is a San Diego native and Cal State San Marcos alumna who began her real estate career in 2007 with a top producing team in Mission Hills. With aspirations to sell extraordinary luxury and coastal homes, she relocated her business to Del Mar in 2015. Lindsay partnered with Compass in April of 2018 and leads a team of seasoned agents in Del Mar, where she thrives on professional ethics and integrity. Lindsay is on the Compass Agent Advisory Council and attributes recent success to utilizing Compass tools such as Compass Coming Soon and Compass Concierge. In 2020, Lindsay was awarded Team Realtor of the Year. Lindsay received the Gold Recognition of Excellence Award by the San Diego Association of Realtors in 2016, 2017, 2019 and 2020. For the Year 2018, Lindsay Received the Platinum Recognition of Excellence Award with the help of a record breaking sale in February of 2018 for $21.5M in Del Mar. Lindsay has been recognized consecutively in the Top 1% in San Diego County. Lindsay has also been recognized for the 40 under 40 Award in 2018, 2019 and 2020. DRE # 01914054.

CRAIG GAGLIARDI
Berkshire Hathaway HomeServices California Properties

Craig Gagliardi is a trusted real estate advisor, a national award winner and seasoned professional with over 20 years of experience & sales totaling in the hundreds of millions. In 2018 and 2019 Craig was awarded Chairman's Circle-Platinum, which is awarded to the top one percent of the network sales professionals. Working with clients in achieving their real estate goals, Craig has built a career on repeat and referral business with his many loyal clients. Craig's uncompromising values, tenacious work ethic and unsurpassed product knowledge is the hallmark of his service and just one of many reasons he has built lifelong relationships with his clients. Craig Specializes in the coastal areas of San Diego with an emphasis in La Jolla, Del Mar and Mission Hills. Craig Gagliardi is involved in several local charities. He is the Chairman of the Board for "Boys to Men, Youth Mentoring", a local non profit that works with at-risk teenage boys. Craig is also a mentor in the program and has been involved with Boys to Men for 14 years. Craig is the President of La Jolla Kiwanis and sits on the Board of the La Jolla Foundation (a nonprofit for raising funds as La Jolla High School). DRE #01255991.

MICHAEL GARNER
Berkshire Hathaway HomeServices California Properties

Michael brings a new and innovative approach to the table. At a young age, Michael has dedicated himself to the success and happiness of his clients, even after a deal has closed. Above all, integrity, attention to detail, execution and continual education separates himself from the rest. As one of his past clients stated, Michael is someone who "got into the industry because they found a passion and truly and wholeheartedly want to help people reach their goals". Michael has used this competitive market as a motivational opportunity to further advance himself in his career. Hosting 100 open houses this last year, Michael dedicated the majority of his time to his business and helping others. When he is not working, he is educating himself on how he can better himself each and every day in business and personal life. Michael spends much of his time reading and listening to developmental and motivational content, while also attending trainings and conferences. Michael's passion for people, his knowledge for real estate and his continuous want to grow makes him a top real estate agent. DRE #01969152.

MAXINE & MARTI GELLENS
Berkshire Hathaway HomeServices California Properties

This well-known and highly regarded mother-daughter real estate team made up of Maxine and Marti Gellens and their expert team have sold thousands of homes in San Diego County since the two became partners in 1994. The Gellens team is one of the top ranked teams La Jolla and the nation. Specializing in the coastal areas of San Diego with an emphasis in La Jolla and Del Mar, their attention to detail, cutting edge marketing and tenacious negotiating have kept them at the top of the high-end luxury real estate market in San Diego. Both are native San Diegans so their love for this City shows in all they do. Their team consists of listing, escrow, marketing and showing coordinators along with 5 buyer's agents to help with all of your real estate needs 7 days per week! They are located in the heart of La Jolla in their own storefront location at 7910 Girard, Suite 9 (at the end of the Arcade on Prospect). Stop in and say hi! Maxine & Marti are icons in San Diego Real Estate. Awarded #1 within Berkshire Hathaway HomeServices California Properties in San Diego for the first quarter. Maxine Gellens: DRE #0059129, Marti Gellens, DRE #00882546.

JANA GREEN
Pacific Sotheby's International Realty

Jana Greene has specialized in prestigious San Diego properties for more than 27 years. She attributes her success to attention to detail, superior organizational skills, and her commitment to quality service. She understands her client's special needs. Jana Greene will listen to your needs and wants to establish clear objectives. She will work with clients to meet their goals and make sure they are continually in the loop during the entire process. In this fast-paced market; she believes communication is the key to meeting goals and building relationships with clients. When it comes to buying or selling your property, Jana has the experience to see the job through. Her marketing is extensive, including the highest quality brochures, postcards and print ads, and anything else she and her clients deem necessary to get the job done with a professional and personal touch. The Greene Team is known for its strong work ethic, negotiation skills, and business insight, enabling its clients to pursue intelligent real estate decisions. They are intimately in tune with the pulse of the communities they serve and work tirelessly to deliver complete satisfaction to each client. This dynamic team focuses on delivering incredible results while keeping the process simple and seamless. DRE #01200171.

KYNDAL GROSS
Pacific Sotheby's International Realty

KG Real Estate Group is a team of intelligent, hand-curated professionals committed to distinguished customer service. They believe in empowering their clients through education and knowledge to create confidence with one of the largest transactions of their lives. The team supports their clients every step of the way, building loyalty through a community centric approach. KG Real Estate Group has been instrumental in closing numerous transactions, contributing to the team's over one billion in combined sales. Team leader Kyndal enjoys continually adding to her education by attending training seminars on marketing, technology and communication. Kyndal is also a member of the San Diego Humane Society and in her spare time she loves watching movies, listening to music and reading. Kyndal Gross was nominated top 5% of the agents in Douglas Elliman's Western Region. Kyndal is hardworking and innovative and always stays on top of the ever-changing market to ensure that she is providing her clients with the highest level of customer service. Kyndal believes in an everlasting relationship and views herself as a resource for her clients. She always works with charitable institutions to raise funds and help those in need. Kyndal also has a passion for animals and is an active member of the San Diego Humane Society. DRE #01965483.

KEVIN HALL
Berkshire Hathaway HomeServices California Properties

Kevin Hall is ranked amongst the top 1/2% of all Berkshire Hathaway HomeServices real estate agents in the country and is a top ranked agent in San Diego County. Kevin is an award winning real estate professional well known for providing clients with the depth of knowledge and confidence that comes from 30 plus years of working in the real estate industry and has a proven track record of client satisfaction. Whether you ask his clients or agents on the other side of transactions, Kevin has an impeccable reputation for integrity, market knowledge, and commitment to ensuring a smooth and efficient real estate transaction. Kevin can be counted on to be proactive, attentive and focused on every detail whether working with a first-time buyer step-by-step in finding the perfect home or employing a cutting-edge market strategy for the sale of a long-time client's fifth home. Originally from Santa Barbara, Kevin was drawn to San Diego's mix of urban culture, beaches and eclectic neighborhoods. When not working with clients or enjoying time with his wife and two daughters, Kevin is an avid surfer, skier and traveler. He plays in multiple softball leagues, collects wine and will never turn down the opportunity to share a great meal with friends. DRE #01050521.

RESIDENTIAL REAL ESTATE LEADERS OF INFLUENCE

HERNHOLM GROUP
Pacific Sotheby's International Realty

With over 35 years of experience in San Diego's real estate market, Janna Hernholm's level of client service is a significant factor in her consistently ranking among the top 25 agents in San Diego and as a top producer at Pacific Sotheby's International Realty. Recently, Janna ranked in the top 250 amongst all agents in the country. The Hernholm Group has been the #1 producer in the 92103 zip code for over 22 years, which testifies to her team's extensive neighborhood knowledge. Her expertise in urban coastal properties from Coronado to Rancho Santa Fe has established her leadership role within the industry. Janna and her husband called Point Loma home for ten years until they moved to Mission Hills in 1983, where they raised their three children. Janna has a sincere interest in education and was actively involved in the schools her three children attended. She supports her neighborhood community, as evidenced by her matching donation to the Grant School Community Foundation for the purchase of classroom library books. Janna is a member of SOHO (Save Our Heritage Organization). She has volunteered in many local organizations including Childhelp, San Diego Museum of Art and the YMCA at Balboa Hospital, and the Mingei Museum. Janna Hernholm: DRE# 00841932. Matthew Hernholm: DRE# 01874558. Melissa Hernholm: DRE # 01253708.

JULIE HOUSTON
Compass

Julie started her career selling new construction and quickly transitioned into resale. Within the first 3 years, she branched out and developed her own team - Houston Team & Associates! Since its inception, Julie and her team have been consistently ranked as one of the top performing teams in San Diego County. As a leader in the real estate industry, Houston Team & Associates are committed to excellence and providing their clients with a powerful sales team, as well as individual attention and counsel. The Houston Team provides superior marketing, 5-star customer service, and clear, consistent communication. Since its inception, Julie and her team have been consistently ranked as one of the top performing teams in San Diego County. She has been in the business for 23 years, and throughout this time has established herself as a caring leader, always aiming to support her team to achieve healthy productivity and life balance; she wants to support their success every step of the way. Julie and her team have consistently produced at the highest levels, while maintaining their ethical standards and upmost client care. Julie is a BHHS award winner for production several years and has sold over 1 billion dollars in real estate. DRE #01248182.

ERIC IANTORNO
Pacific Sotheby's International Realty

Eric Iantorno is a highly-regarded and award-winning Realtor specializing in selling luxury real estate in San Diego's best neighborhoods. Born and raised in San Diego, Eric grew in Del Mar and Rancho Santa Fe, where he attended Torrey Pines High School. He currently lives in Encinitas with his beautiful wife Heather and two sons Ryder and Rocket. A member at Del Mar Country Club, Eric is a scratch golfer and continues to enjoy golf as a business and networking tool. His passion for golf landed him at the University of Arizona as a student-athlete where he was a member of the #1 ranked Men's Golf Team. A licensed real estate broker, Eric is recognized as the top luxury agent at Pacific Sotheby's International Realty. In 2018, The Wall Street Journal recognized Eric as the #41 ranked realtor in the United States, out of 2,000,000 active agents. In 2019, Eric was honored as one of the top 5 luxury Realtors in San Diego. Eric's eye for advertising, ability to target out of area buyers, along with his direct connections to global media partners sets him apart from his competition and helps land his clients specialized placements in today's best publications. $185,250,00 total transaction volume in the past 12 months. DRE# 01256501.

DELORINE JACKSON
Compass

Delorine's story is rooted in the unlikely path that brought her to Southern California. From humble beginnings as an orphan in South Korea, Delorine and her sister arrived in LAX on Thanksgiving Day to meet their new parents and begin their new life in Southern California. This arrival in America at the young age of 8 sparked in her a desire to succeed in her newfound country and make the best of any opportunity. As an adult, Delorine and her husband, Bob Jackson, have raised their kids and established community roots in The Bridges of Rancho Santa Fe. When I think of how to describe Delorine Immediately think of kind and empathetic leader. She may have the biggest heart of any top producer I have ever worked with. I've heard many a story shared with me by colleagues in the industry of how upon learning of a person (not just clients) in need of help, she is there for them in any capacity. All of this coming from a person who is one of the top agents in all of San Diego.Delorine is also an active entrepreneur with thriving business ventures: Rancho Santa Fe Food Company, Nature's Fusion Glow and Delorine J Collection. DRE #01476711.

PATRICK KAPPEL
Compass

Patrick is an award-winning real estate agent, business owner, and investor with a focus on educating and serving clients at the highest level. In 2020, Patrick was awarded San Diego's highest real estate honor when he was recognized as San Diego's Team Leader Realtor of the Year by the San Diego Association of Realtors (SDAR) and the San Diego Union Tribune. Additionally, within SDAR, Patrick has earned Platinum Realtor status and Platinum Team status, recognizing him and his team amongst the top 1% of all Realtors and real estate teams within San Diego County. Patrick was also recognized as "40 Under 40" within San Diego real estate for three years in a row, between 2018 to 2020, as recognized by the San Diego Union-Tribune and SDAR. Not only does Patrick embrace all things Compass, but he also takes advantage of Compass programs, like Compass Cares to give back to the community. Having an education and background in many different disciplines, Patrick loves to "collaborate without ego" and share his wealth of knowledge through webinars and other educational resources to help his team and clients in any way possible. DRE# 02017034.

TINA & BOB KELLY
Compass

For 31 years we have been blessed to work with hundreds of amazing Sellers and Buyers. We have helped clients purchase and sell all over San Diego County! Dealing with all types of sales and purchases including Trust Sales, Investing, Buying and Selling, Traditional Sales, 1031 Exchange, Shorts Sales, REO Sales, Single Family Home Sales, Apartments, 2-4 units & Condos. Our experience, professionalism, friendliness, organization, morals, ethics and efficiency we hold to the highest of standards and our clients recognize our extra efforts daily. Through hard work and dedication, we have been recognized as the #1 agents in San Diego County for Berkshire Hathaway HomeServices California Properties 2012 – 2020 for combined units sold single family detached homes and #1 Agents 2012 to 2020 in combined sales for Alpine, El Cajon, La Mesa, Santee, Lakeside & Descanso. From 2012 to 2020, Bob & Tina Kelly sold over $369 million in sales, closing 672 transactions. We have closed 46 transactions in past 12 months: 25 Sandpiper Strand, Coronado Sales price $3,475,000 - Represented Buyer; 120 C Avenue, Coronado, Sales Price $1,875,000 - Represented Seller. In 2016, Berkshire Hathaway had the highest average sales price in the county, nearly $1 million dollars. DRE #01096271.

ALAN KINZEL
Berkshire Hathaway HomeServices California Properties

Alan Kinzel's dad was a weekend farmer from whom he learned a lot about life. When a neighbor had a problem in this small community, everyone dropped what they were doing to help them get back on their feet. That is how he grew up thinking the world should be. He applies this passion that burned in him to unselfishly help people with unique real estate needs and doing more than what is expected. The top quality that helps Alan be successful in the hyper-competitive real estate market is his uniquely diverse and deep experience base. Alan has degrees in Economics and Finance from the University of Missouri and an MBA from the University of Illinois which he uses to analyze data and market conditions for his clients. Alan owned a major national mortgage company and has a clear understanding for mortgage lending to share with his clients and vet offers that come on his listings. He also has been an investor who has renovated and sold approximately 50 homes. He understands what it takes to make a home most appealing to get the most money with the least amount of renovation. He owned a construction company, due to which he shares his expertise, database and rough cost estimates with clients as they look at opportunities. DRE # 01925565.

OLGA LAVALLE
Combs Group Compass

Olga Lavalle is one of the most trusted top agents in Coronado. She has worked with national and international buyers and sellers for more than 16 years. In her two years at Douglas Elliman, Olga has ranked top 3% of agents companywide. She was the number 7th agent in GCI of agents in California. She has been feature in the Elliman Insider magazine, as well as the Cover of the Southern California Top agent magazine, and most recently the Marquis who's who in American 2021-2022. Olga's total sales volume was over $39M, including a record-breaking sale of a stunning Oceanfront property last month. Educated abroad, she is fluent in English, Spanish and French. Her quiet sophistication is matched by her down to earth sincerity and dedication to helping and protecting her clients in this complex market. "I love what I do and the people I work with. There is nothing more satisfying as a REALTOR than to see your clients happy, thankful and enjoying a great quality of life!" With more than 15 years of experience, Olga prides herself on the ability to represent buyers and sellers in a constant changing real estate market managing and protecting client's interests by holding their hand every step of the way. DRE #01724705.

RESIDENTIAL REAL ESTATE LEADERS OF INFLUENCE

EMMA LEFKOWITZ
Compass

Emma Lefkowitz has been an active Realtor since 2004 and Broker and Team Leader of Barron Real Estate Group since 2014. She is ranked top 1% of real estate agents in San Diego County and has been awarded the 5-Star Circle of Excellence award for the past 9 years in a row. Emma is extremely involved in her community, Scripps Ranch, as a board member of the Planning Group and also an active volunteer in her children's schools. When Emma is not with her clients or her , she can be found running around Lake Miramar! Emma has closed over $200M in volume this year and her team is Compass' top producer in San Diego. She leads the Scripps Ranch broker caravan and has been an influential broker owning her own brokerage prior to Compass. She continues to leverage market data, technology and relationships to evolve and grow her business year over year in the face of steep competition. The Barron Team continue to grow by providing outstanding results which have yielded hundreds of 5 star reviews from customers, making them clients for life. Her accomplishments include 2021 SDBJ Agent of the Year Nomination, 2021, SDBJ Top 10 Real Estate Teams in SD, 2020 SDAR Circle of Excellence Award, Platinum Ranked Top 20 out of 23,000 SD Agents by Real Producers. DRE# 01480896.

MEGAN LUCE
Pacific Sotheby's International Realty

A native Southern Californian, Megan's passion for real estate began in 2000 when encouraged by another successful agent who knew her dynamic personality and entrepreneurial spirit would be just right for the field. Since then, Megan has earned an exceptional reputation for her combination of experience, knowledge, and commitment to service. She is a loyal advocate for her clients and prides herself on being available 24/7 to guide them every step of the way. With experience in all aspects of the real estate industry, she has received multiple awards and accolades for sales and client service, including being named one of San Diego's Top Real Estate Agents in 2020 by the San Diego Business Journal. Megan works with unparalleled energy, often drawing on her education in marketing and public relations to creatively market her listings and her savvy negotiation skills to help countless families successfully achieve their real estate goals. Megan has earned an exceptional reputation for her combination of experience, knowledge, and commitment to service. She is a loyal advocate for her clients and prides herself on literally being available 24/7. With experience in all aspects of the real estate industry, she has received multiple awards and accolades for sales and client service, including being named one of San Diego's Top Real Estate Agents in 2020 by SDBJ. DRE #01299167.

KELLIE LUNDGREN
Douglas Elliman

Born and raised in San Diego, my love of San Diego County and its unrivaled quality of life started at an early age. I've always loved exploring all of the well- known gems and hidden treasures here. It was inevitable that, 16 years ago, I would transition from my 10 years as a stock broker into my real estate career. Becoming a Realtor was the best decision I've ever made. From home buying and selling, investment properties, and vacation rentals, I get to share my passion for San Diego's natural wonders and charming neighborhoods every single day. As a member of San Diego's business community for more than 25 years, there is nothing I cherish more than showing off everything our unique city has to offer. My beautiful family and I love spending time outside celebrating the gorgeous weather, miles of beaches, hiking, golf, evenings downtown, and, of course, the Padres! She received the 2020 Douglas Elliman top 17% award, the Pugh-Tomasi Team 2019 award for goals reached and the Top 1% Zillow Premiere agent for San Diego Realtor with 25 transactions with a total sales volume of $18,456,000. DRE #01780623.

RAMON MALDONADO
Compass

As a top-producing agent, Ramon joined Compass to drive to the next level an already successful career in real estate. He takes great pride in having the ability to utilize today's cutting-edge technology, resources, and local and global connections to perfectly unite extraordinary places with the extraordinary buyers who will cherish them as he does. Ramon has built one of the strongest teams in the La Jolla office of Compass with passion, professionalism and zero ego. His team has done over 500 transactions ranging from first time home buyers to savvy investors buying multi-units. Ramon's client-first philosophy ensures that every client is treated with the utmost respect, no matter what their price point. Ramon is the kind of agent that always answers his phone and is constantly collaborating with others. He believes that there are many qualities and skills that are incorporated into being an excellent real estate professional: integrity, in-depth community and market knowledge, experience, effective negotiation skills, and a high-quality professional network, all of which are hallmarks of how he works. Ramon is a SDAR Circle of Excellence recipient. DRE #01920346.

MARK MARQUEZ
The Marquez Team, Compass

Licensed in 1998, Mark Marquez, broker associate, specializing in Extraordinary Luxury Homes, New Construction, Relocation Clients in the San Diego North County Inland and Coastal markets. Broker/owner, Corporate Officer and mentor with several successful National Real Estate Brands, Mark also has served the San Diego, State and National Associations at various levels including Board Member of the San Diego MLS, Director and President of the San Diego Association of Realtors in 2010 and SDAR Platinum Award Winner in 2018, 2019, and 2020 for the Highest Levels of Sales Production. Mark has experience in creating new markets and setting new price points in the multi million dollar neighborhoods throughout San Diego county. Mark leverages his unique sphere of builder, financier, past clients, and database of new home buyers to deliver an exceptional result for his clients in all markets. Mark and his wife Susana Marquez have resided in the Poway School District for the past 22 years. Currenty, Mark is pursuing his post gradute studies in Real Estate Development and Finance at the University of San Diego. DRE #01232386.

JENICA MARTIN
Berkshire Hathaway HomeServices California Properties

Jenica Martin, a Realtor at Douglas Elliman in San Diego, has a passion for connecting with her clients and helping them achieve their real estate goals. Jenica chose real estate as the best way to achieve her ambition of making an impact on the lives of people in her community while, at the same time, building a successful business. Jenica's specialties include working with both buyers and sellers, and guiding each through the complexities of real estate transactions. In addition, Jenica excels in working with sellers who need to sell and buy a home simultaneously, first time home buyers and VA military home buyers. Jenica prides herself in being a resource for all things real estate for her clients and provides unmatched customer service that builds a relationship with her clients, that they are clients for life. Jenica is a native of Walnut Creek in San Francisco's East Bay area who came to San Diego for college. Jenica holds a Bachelors Degree in Communication from California State University San Marcos. Jenica is a certified member of the National Association of Realtors and, prior to becoming a Realtor, was certified as a National Academy of Sports Medicine Personal Trainer. DRE #01933551.

BOBBY MARTINS
Martins Realty Group, EXP Realty

Bobby Martins is known as "the Real Estate Expert." With over 20 years of experience, Bobby and team have mastered the process of helping clients have a smooth real estate transaction, and his main focus is turning clients into raving fans of the business and to become a realtor for life. Bobby has been in customer service for over 31 years. His love language is service and he is obsessed with creating a great experience for his clients. If you want a true expert that can guide you through any type of real estate transaction, Bobby and team are the realtors for you. Circle of Excellence winner ranking Bobby and Team as one of the most succesful Real Estate teams in the county for the last 2 decades. Best in Client Satisfaction for San Diego Magazine 2008-2021 Top 100 most Influential Real Estate Agents in So Cal by Real Estate Executive Magazine. He's won the Icon Agent Award in 2018, 2019, 2020, the 2010-2013 CBS Mojo Awards, 2012 #1 Keller William's team for Units sold in San Diego, and #2 in all of Southern California. He was inducted into the Re/Max Hall of Fame for career production in 2007. DRE #01339628.

JULIA MAXWELL
Berkshire Hathaway HomeServices

Julia is Berkshire Hathaway's No. 1 individual agent for sales throughout the county for 2021. Julia is regularly among the top 1% of BHHS agents nationwide who have earned the prestigious Chairman's Circle Award for production and customer service. She has been conferred the exclusive distinction of "Luxury Collection Agent" due to her numerous high dollar sales and is known amongst the real estate community for her professionalism, ethics, and responsive communication. Her 18 year career has been built purely on referrals due to the high level of personalized service and attention she provides all of her clients. A career agent since graduating Summa Cum Laude from UC San Diego, she has closed over $175 million in total sales volume with BHHS, representing distinctive properties in the coastal markets of Carlsbad to Coronado. She has created a database of clientele whose business interest include both investment and personal residences within San Diego. Her strong relationships and depth of knowledge provide her access to these various networks and assist in bringing her buyers and sellers together. DRE #01374349.

RESIDENTIAL REAL ESTATE LEADERS OF INFLUENCE

DONNA MEDREA

Pacific Sotheby's International Realty

Donna Medrea has a diverse background in the luxury residential real estate marketplace specializing in oceanfront sales. Her entrée into the La Jolla marketplace came when she was recruited by Ross Perot Jr. to market and sell all 158 homes in the La Jolla community of Ridgegate. In order to augment her business acumen, Donna attended the Harvard Business School and Harvard Law School Executive Education courses. She has served on the La Jolla Historical Society as a Board Member, supports the Concours D' Elegance and the La Jolla Music Society, passionately raised funds for Scripps and Mission Hospital Neuroscience Foundations, Brees Dream Foundation, and health and philanthropic organizations in La Jolla and Orange County. As a skilled strategist and negotiator, Donna ensures that the buying and selling of real estate are transformed into a successful multi-dimensional business transaction. She currently represents high-net-worth individuals, select celebrities, and sports figures. Some career highlights include $2+ billion sold in her 30-year career with 1,300+ successfully negotiated transactions. DRE #00922764.

GREGG NEUMAN

Neuman & Neuman, Berkshire Hathaway HomeServices California Properties

Over his 40-year real estate career, Gregg Neuman has consistently ranked as the #1 San Diego agent in volume. 2021 was a particularly banner year as the Neuman & Neuman Team crossed the $3 Billion mark in total sales. His dedication to delivering top-quality service serves as both his core commitment to clients as well as the basis of his business practices. Enhanced market knowledge, professionalism, unbiased advice, and extensive marketing efforts prove exceptional results – the best price in the shortest amount of time. Gregg drives the business with his vision and innovative ideas, while ensuring the clients' expectations are exceeded and communications are kept open at all times. Gregg remains committed to aiding new agents throughout the Berkshire Hathaway HomeServices community with his training and speaking initiatives, happy to share his extensive experience to those who are hoping to follow in his footsteps. 2021 2nd Quarter #1 in California Residential Units (BHHS California Properties). DRE # 00809392.

GREG NOONAN

Greg Noonan & Associates, Berkshire Hathaway HomeServices California Properties

Greg Noonan & Associates' clients' unparalleled long term success is reflected in their standing as La Jolla's top-selling agent and team of all time, and they make it happen by keeping their clients' best interests, goals and well-being at the absolute forefront of all of their tireless business activities and negotiations. Greg and his team remain the hardest working agents in the business, and everything they do is to ensure their clients hold the advantage in maximizing their property investments. Greg started his career after graduating from San Diego State with a Business/Real Estate degree and has been an unstoppable force in the market ever since, ranking in the top three La Jolla agents every year. Since forming Greg Noonan & Associates, this team of market leaders has continued to dominate the La Jolla and surrounding real estate markets. Greg Noonan has sold over $2.5 billion in residential real estate in San Diego, (including the iconic Foxhill, largest residential property in La Jolla and the homes of many other notable local leaders, including Nobel Prize Winner, Francis Crick) and has annually been named in the top 100 agents and teams in the USA by the Wall Street Journal during his career. DRE #00655720.

NEDA NOURANI

Compass

Neda Nourani is recognized as one of San Diego County's most experienced real estate agents, and takes great pride in her reputation as one of the top producers in the local real estate industry. As a real estate professional in San Diego for over 18 years, Neda is known for delivering exemplary service, as well as providing a wealth of industry knowledge and latest market trends to her valued clients. She takes a creative approach when it comes to negotiating, often exceeding her clients' expectations. Her professionalism is complemented by her empathetic attitude and warm sense of humor, which puts clients at ease during the stressful moments of buying or selling a home. Her business is built on a foundation of unparalleled attention to detail, discretion, and integrity, and continues to flourish thanks to a network of satisfied clients. Her clients love her, and many of them continue to visit her offices post transaction, as a testament to her care and concern for them and the friendship's that she develops. Her accomplishments include the 5 Star Realtor Award every year since 2010, and Recognition of Excellence by San Diego Association of Realtors. DRE #01441652.

TALECHIA PLUMLEE-BAKER

Compass

As a Crosby Home Owner and Member, Talechia provides both her buyers and sellers with true neighborhood insight. A dedicated, full time real estate professional. Talechia specializes in the purchase and sale of residential property in San Diego for both homeowners and investors. She is devoted to providing a personal experience to her clients, with communication being the key to the quality relationships that she has cultivated with her clients. Talechia understands the different needs and wants of every client and she takes the time to help each attain their real estate dreams and goals. She knows the ins and outs of The Crosby, Cielo and surrounding neighborhoods like nobody else, can provide more in-depth market knowledge, and has the inside scoop of pocket listings that no other Realtor has. If you'd like to put the hardest working Rancho Santa Fe Realtor to work for you, just call! She would love to chat. Her accomplishments include the SDAR 2020 Platinum Achievement, 2019 Gold Achievement, 2018 Gold Achievement, the Harcourts USA 2016 Platinum Achievement, 2015 #2 Top Producer, 2015 Platinum Achievement, 2014 #3 Top Producer, #2 Listing Agent, and the 2014 Platinum Achievement. DRE #01730523.

SHARON QUISENBERRY

Coldwell Banker Country Realty

Sharon Quisenberry has been in Real Estate for 42 plus years serving all of San Diego County with a focus on Ramona. Her experience includes residential, commercial, multiple unit housing and vacant land. She has hands-on experience in the process of land subdivisions and new home construction. She personally deals with the County Planning and Land Use Department and various utilities on a daily basis in staying up-to-date on regulations and requirements in order to properly advise her many builder and land purchase clients. She also has a keen understanding of the financing and real estate appraising process, which ensures successful transactions with the utmost efficiency. In 2020, Sharon achieved national ranking in the International Society of Excellence for Coldwell Banker, and is currently ranked No. 62 out of 41,706 Coldwell Banker Agents Nationwide. She remains the Top Agent for Coldwell Banker in Ramona. Sharon has served 4 terms as the President of the Local Realtor Association, was instrumental in the development of Dollars for Scholars, and has chaired the Annual Casino Night Fundraiser for the Boys and Girls Club 3 times. n addition, from 2008 through 2020 Sharon has been selected as a recipient of the Five Star Real Estate Agent Award. DRE #00768893.

RESIDENTIAL REAL ESTATE LEADERS OF INFLUENCE

EVER ETERNITY
Pacific Sotheby's International Realty

Ever Rand Eternity is a genuine, highly-experienced Realtor who specializes in Residential, Luxury, and Investment properties in the Greater San Diego County. He carefully monitors specific trends to provide in-depth local market knowledge, and his expertise provides excellent skills in negotiating transactions and delivering creative solutions to the most challenging instances. Ever takes the time and attention to prioritize his clients' goals, exhibiting a relentless commitment to secure just the right property for buyers and using effective, targeted marketing strategies to sell his clients' properties for top dollar. Ever's valued counsel, accurate assessment and skillfulness extend to every aspect of his service throughout the transaction. His immediate accessibility and trusted guidance make him invaluable to his clients. With top-level customer service, high transaction volume, a dedicated team, and wide coverage, Ever Rand Eternity and his team at Rand Douglas Group are top influencers and role models for the Residential Real Estate community. With steady personal and professional referrals from happy past clients, vendors, and service providers, Ever's clients are able to put their full trust in him. DRE #01794748.

LINDA SANSONE
Linda Sansone and Associates

As one of San Diego's most successful luxury and coastal real estate experts, Linda Sansone is widely respected by colleagues and clients alike for her integrity, in-depth market knowledge, and industry leadership. Her dedication to personalized service exceeds the expectations of the most discerning buyers and sellers, while her business background, creative marketing approach, and fierce negotiating skills provide a valuable edge and ensure a seamless and worry-free real estate experience. With a master's degree, a CPA, and CFO experience, Linda is a rarity in the real estate industry. Her education and broad experience help bring a high degree of professionalism, knowledge, and credibility to every client and transaction. Linda's credentials and enthusiastic pursuit of what is best for her clients have helped her become one of the most requested real estate professionals in San Diego County, with a nearly 100% referral rate. She is consistently listed among the top 250 real estate professionals in the country, as ranked by the Wall Street Journal. Additionally, she is one of the "Top Agents in America". Linda's passion for her work shows in every little detail, from her unique and targeted marketing campaigns to successfully finding her clients the perfect investment. DRE #01219378.

PUGH-THOMPSON & ASSOCIATES
Douglas Elliman

A born entrepreneur who first succeeded as owner of a notable auto parts distribution company, Ruth Pugh entered real estate and quickly rose to the top of her profession. With more than 10,000 transactions and $3 billion in residential real estate sales to her credit, she has achieved the industry's most coveted awards, including tenure as the number one Realtor® in the world for three consecutive years. Ruth remains an industry frontrunner at Douglas Elliman, the world's second-largest independent real estate brokerage, where she and her associates define real estate not as a job, but as a calling — one that summons them to make a positive impact on everyone they meet. After building a real estate empire, Ruth says she is ready to work alongside her daughter, Leann Thompson. Leann has been working next to Ruth since she was a young girl, and today, she is an award-winning Realtor® in her own right, having sold more than $100 million in real estate since she was licensed. A wife and mother of three, Leann is also a business and community leader who has largely modeled her life and career on that of her mother. Leann says she is proud to continue the legacy that Ruth has worked so hard to build. Ruth and Leann deliver unparalleled service to the global pool of buyers & sellers who are seeking a professional real estate consultant. Ruth Pugh: DRE #01139420. Leann Thomspon: DRE #01375388.

DAN TOMASI
Berkshire Hathaway HomeServices California Properties

Dan Tomasi has been part of the San Diego Real Estate Community since 1998. Dan first started in the Real Estate industry on the development side where he was Vice President of one the largest firms providing workforce housing in and around San Diego County. From there, Dan entered into the residential sales side of the industry and was the team leader of one of the nation's most prolific sales teams. As a manager at Douglas Elliman, Dan's industry knowledge and problem solving skills are a perfect match for not only his personal business that he continues to run at a high level, but also to the agents he serves. Dan is a selfless leader in the San Diego Real Estate market. Mr Tomasi began his real estate journey on the development side in 1998 and grew a company with his Mentor Ralph Giannella from the 2 to over 150 employees. The firm was involved in over 50 projects in the Western Region focused on Spec Development in La Jolla to Condo Conversions around the region. Some of Dan's key traits when asked by his clients are his trustworthiness, transactional strategy, expert guidance, honest dealings, and ability to help clients achieve their desired goals. DRE #01851821.

THE YOST QUESADA TEAM
Douglas Elliman

The Yost Quesada Team at Douglas Elliman Real Estate, owned by Jenna Yost, Kristina Quesada and Mary Aronoff, is proud to be a female owned business with an exceptional track record and strong focus on company culture. The team is passionate about using their innovative concierge approach to assist their clientele with the buying and selling process to achieve unrivaled results. The team's deep commitment to customer service paired with their backend technology systems and worldwide reach enables their fulltime agents to provide their clients with an unmatched level of service. They pride themselves on building long-term relationships, which allows them to provide personalized, clear, and concise advice on all areas of property in Coronado and San Diego. All the team's clients receive access to professional photography and video, pre-listing consultations, buyer consultations, and list of vendor recommendations paired with a large focus on utilizing social media as a main marketing outlet. Almost all of the team's business comes from past clients, professional relationships, family and friends, which is why The Yost Quesada Team is one of the most accomplished and respected real estate firms in the industry today. Jenna Yost: DRE #01933053.

The Dan Conway & Associates Team is known for their focus on providing their clients with personalized and thorough representation, along with their talent for team building. Dan and Pattie have built a thriving and successful business within the San Diego real estate community, earning multiple awards for their sales production, service, and professionalism along the way. Pattie (DRE #01011467), Dan Conway (DRE #01416672), and Taylor Barre (DRE #01781393) are the principals at Dan Conway & Associates—a creative, innovative, people-oriented, and task-driven organization continuously represented in the top 1% of real estate teams Nationally.

DAN CONWAY | 858.243.0873 | dan.conway@pacificsir.com

5 Time Platinum ($100,000,000+/year) Award Winner, SDAR Circle of Excellence.

Ranked #12 Team in San Diego County per the San Diego Business Journal, 2021.

Ranked #67 Team in the United States - The 2021 REAL Trends, The Thousand and America's Best lists.

Over **$950,000,000** in Sales.

14th Consecutive Five Star Real Estate Agent Award!

TEAM MEMBERS: Pattie Conway, Taylor Barre, Carly Dorendorf, Yumiko Ishibashi, Najla Wehbe Dearie, Cheryl White, Alexander White, Bill Jones, Jennifer Ross.

Each office is independently owned and operated. DRE# 01767484

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Bellavistasandiego.com

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Extraordinary seaside home, spectacular beach village location. Zen inspired seamless flow, dramatic ocean views from every level.

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Each office is independently owned and operated. DRE# 01767484

Many thanks to the San Diego Business Journal for naming me a Leader of Influence in Real Estate for 2021!

SCOTT AURICH
Broker Associate | DRE #00978974 | 619.987.9797 | scottaurich.com