

RESIDENTIAL REAL ESTATE BROKERAGES

Ranked by 2021 local units sold as of Jan. 1- Dec. 31

Rank	Company Address Website Phone	Local units sold Jan. 1-Dec.31, 2021:	Local sales volume Jan 1.-Dec. 31, 2021:	# of offices Local Total	# of local full-time licensed agents:(1)	Local territories served	Services offered	Top local executive Year est. locally		
1	Compass 12860 El Camino Real Suite #100, San Diego 92130 www.compass.com 858-345-4514		8,325	\$9.88B	11 300	1,106	San Diego County	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	Coldwell Banker West 2300 Boswell Road, Suite 100, Chula Vista 91914 www.coldwellbankerwesthomes.com 619-271-9500		4,752	\$3.81B	12 12	1,040	San Diego County	Residential, commercial and global luxury real estate, worldwide relocation, mortgage, escrow, and insurance	Peter Mendiola 2011	
3	eXp Realty Of California www.exprealty.com 360-685-4206		4,669	\$4.01B		1,275	San Diego County	eXp is one of the world's fastest-growing real estate brokerages. Founded in 2009, we are in over 19 markets with 77,000 real estate professionals connected through or unique cloud-based platform	Deborah Penny 2016	
4	Coldwell Banker Realty 600 B St., Suite 300 92101, San Diego 92101 www.coldwellbankerhomes.com 949-385-8900		3,967	\$3.77B	15 64	852	San Diego County	Residential, commercial sales, listings, concierge, relocation, mortgage, title	Jamie Duran 1906	
5	Berkshire Hathaway HomeServices California Properties 12770 El Camino Real, Suite 100, San Diego 92130 bhhsocalifornia.com 888-995-7575		3,924	\$5.14B	16 42	906	San Diego County	Listings, sales, relocation services, mortgage, title, escrow, corporate resources, marketing	Martha Mosier 1985	
6	Pacific Sotheby's International Realty 16745 W. Bernardo Drive, Suite 200, San Diego 92127 www.pacificsothebysrealty.com 858-705-6041		2,326	\$3.67B	11 18	360	San Diego County	Residential property sales, relocation services, luxury property auction.	Brian Arrington 2010	
7	Windermere Home and Estates 9988 Hibert St., San Diego 92131 www.whesd.com 858-487-5110		2,200	\$1.67B	8 11	347	San Diego County	Full-service residential and commercial real estate sales; leasing; vacation home sales and leasing; full-service mortgage lending, escrow and related services	Rich Johnson 2013	
8	CENTURY 21 Award 7676 Hazard Center Drive, Suite 300, San Diego 92108 www.century21award.com 619-471-2000		2,149	\$1.55B	8 16	394	San Diego County	Real estate sales, settlement (escrow) services, property management & relocation	David Romero 1985	
9	Keller Williams Carmel Valley/Del Mar 12780 High Bluff Drive, Suite 130, San Diego 92130 www.kwcarmelvalley.com 858-720-1900		1,238	\$1.38B	1 1	303	All of San Diego County; specializing in Del Mar neighborhoods and luxury estates	Escrow, property management, transaction coordination	Anne-Marie McCormick 2006	
10	Keller Williams San Diego Metro 2250 Fourth Ave., Suite 100, San Diego 92101 sandiegometro.yourkwoffice.com 619-233-5935		937	\$706.7M	2 2	268	San Diego County	Full-service and residential and commercial sales, including luxury and investment homes	Robert Schantz 1998	
11	Willis Allen Real Estate 1131 Wall St, La Jolla 92037 www.willisallen.com 858-459-4033		874	\$1.4B	7 7	149	La Jolla, Del Mar, Rancho Santa Fe, Point Loma, Coronado, Metro/Downtown, Carlsbad, Encinitas	Listings, sales, rentals	Andrew Nelson 1914	
12	Keller Williams Realty 7817 Ivanhoe Ave., Suite 101, La Jolla 92037 www.kwsandiegohomes.com 858-457-9400		547	\$473.24M	1 4	138	San Diego County	Full service	Brian Cane 2013	
13	Douglas Elliman of California 1615 Murray Canyon Rd, Suite 110, San Diego 92108 www.elliman.com 619-363-4038		545	\$529M	2 105	64	San Diego County	Luxury residential sales, rentals and new development; our agents are relentless advocates for our clients	Dan Tomasi 2018	
14	Barry Estates 6024 Paseo Delicias, Suite A, Rancho Santa Fe 92067 www.barryestates.com 858-756-4024		217	\$1.03B	2 2	13	Rancho Santa Fe, Del Mar, La Jolla, Solana Beach, Carlsbad & other communities in the vicinity	Residential real estate	Sean Barry 1990	
15	Shafran Realty Group 5740 Fleet St., Suite 110, Carlsbad 92008 www.shafranrealty.com 760-929-9212		187	\$248.96M	1 1	7	North San Diego County	wnd	Alan Shafran Carlsbad	
16	Dunn, REALTORS®/Park Pacific Properties 4538 Cass St., San Diego 92109 www.AskDunn.com 619-275-3866		64	\$55.06M	1 1	12	San Diego County	Residential, commercial/investment, property mgt., ancillary notary, mortgage, etc.	Patrick Park 1974	
17	Chase Pacific Property Management & Real Estate Services 9988 Hibert St., Suite 103 - 104, San Diego 92131 www.chasepacific.com 858-271-8841		20	\$16.1M	2 2	5	San Diego County, including Ramona, South Orange County, Temecula & South Riverside County	Listings & sales of residential & investment properties, property & HOA mgt.	Cheryl Chase-Berkson 1988	

Sources: The information presented here has been provided by the brokers, agents and company representatives who have filled out surveys for SDBJ. Company CFOs sign off on all numbers provided by brokers. Brokerages are ranked by their units sold in S.D. County. The reported San Diego County sales volume and units sold reflect transactions made by the brokerage firm during the 2020 calendar year. This is not a complete representation of the San Diego market because not all companies fill out the survey. Information deemed reliable but not guaranteed. To the best of our knowledge, this information is accurate as of press time. While every

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(1) As of Feb. 1, 2021