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Meet Curtis

Curtis Kelley has been providing exceptional inspections with JRIG for 4 years. Curtis obtained his BS degree in Criminal Justice with a minor in Sociology from SDSU. After his degree he practiced real estate for 3 years. He later became a home and auto claims adjuster for 7 years. With a background in real estate, Curtis understands the delicate nature of the realtor's fiduciary duty. He also has a heightened attention to detail after his time as a claims adjuster. As an inspector; he values informing the client without causing alarm. In his free time, Curtis enjoys spending time with his wife and 3 children; enjoying outdoor sports as well as competitive BMX tournaments.



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San Diego MLS Standings



►► publisher's note

By: **Jessie Wright**

Hello, San Diego Real Producers community.

We'd like to take a moment and communicate more about our local MLS and our rankings. We aim to pull the most accurate data, and we're continually asking Realtors, brokers, and office leaders for the most effective way to pull standings.

After talking with numerous Realtors and brokers, we have several agents saying the MLS is not the most accurate way to report data. We hear from many agents that using title records and the county recorder is a better way of measuring statistics, so that's what we did in last month's issue.

The challenge is we don't have one MLS in San Diego; we have several.

As you know, Sandicor dismantled in the last quarter of 2018, NSDCAR and PSAR are now combined and operating in a separate MLS called CRMLS (California Regional Multiple Listing Service), and SDAR is now SDMLS (San Diego Multiple Listing Service).

The challenge is there are several variables.

1. To our knowledge, the MLS's are not communicating with each other.
2. Which association your license is associated with matters. For example, if you are associated with NSDCAR and you are pulling from SDMLS, information does not show up or can be incorrect.
3. To our knowledge, off-market deals will never make it to the MLS. This is pretty straightforward, and most Realtors understand that the MLS is not a direct reflection of true sales volume and units.

Our goal in printing stats to give a snapshot.

Know that our intentions are of the highest integrity -- and we are ever-grateful for the community we are building. The overall mission with Real Producers is simple: to create a community of reciprocity, communication, and collaboration among the top producing Realtors in San Diego.

With Love,
Jessie Wright

JUNE 27

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▶▶ rising star

By: Dave Danielson

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KIMO QUANCE

A Relentless
Spirit of Service

Dreams followed by plans and actions become results. A perfect example of this truth is Kimo Quance.

As head of the Kimo Quance Group (Team Members: Christa Curtin, Jennifer Miller, Morgan Flynn and Lorene Percy) with Keller Williams, he represents a relentless spirit of service — a quality that’s always been part of him.

Beginning Spark

“Growing up, I was always involved in some type of entrepreneurship as a kid,” he remembers. “I had a lemonade stand, and I went door to door, with my own lawn mowing business, as well as washing windows in people’s houses. Even from early on, I remember just always saving money and earning my own way. It’s just something that has been ingrained in me.”

As Kimo grew, he took his spirit of service to a new level — serving in the United State Coast Guard after graduating from high school. As he ended his service, he earned his associates degree with his eyes set on the sky.

“At that point, what I really wanted to do was to become an air traffic controller,” he recalls.

But economic circumstances intervened.

“I went to apply for air traffic controller school, but they had put a freeze on hiring and on accepting new students into the program,” he explains. “So my plans were on hold, and I thought what am I going to do now?”

Path of Performance

As an outgoing, persuasive man, Kimo was very good with people. A friend had an idea.

“My friend was in the car business, and he said you should come sell



cars,” Kimo says. “He saw something in me I didn’t see myself. I was a little hesitant, not being sure I wanted to work for a commission. Finally, I thought let’s do this.”

Kimo stepped onto the lot. His friend was right. Kimo had a knack. Soon, he outsold the other dealership veterans and received salesman of the month in his second month.

“At that point, I knew sales was for me,” Kimo explains. “I did that for five years until the economic downturn.”

The car business was hit hard, and Kimo took a position in a university call center as a recruiter.

“The more people you recruited, the more you made. I was in control of my destiny like the car business. And I really liked that. My efforts were my reward,” Kimo says. “I worked the phones about eight hours a day.”

Again, Kimo’s winning way with people was clear. Whether in person, or on the phone, Kimo built a reputation for results.

New Career Home

The whole time, Kimo had his thoughts on another potential career move — into real estate.

“When I was 24, I bought my first house, and I had had some rental properties,” he says. “It just

seemed like a natural thing to move to the next step and become a realtor.”

So in 2013, Kimo earned his real estate license. He knew what kind of agent he wanted to be.

“I had a terrible experience buying my first house. There was so much I didn’t know. I always remember that, and it’s crystal clear every time I’m working with a buyer,” Kimo points out. “I remember how the process of buying a house is so overwhelming. So when I’m working with buyers, I really take time to explain things that I wish my realtor would have explained to me.”

As Kimo transitioned into real estate, he followed a careful plan.

“Because I knew the transition was going to be difficult I knew I needed a plan. When I was working in telemarketing, I was making six figures, so I wasn’t just going to walk away without a plan,” he explains. “I bought a duplex. I moved into one side and rented out the other side to make sure the property was going to support itself, so I didn’t



“

I remember how the process of buying a house is so overwhelming. So when I’m working with buyers, I really take time to explain things that I wish my realtor would have explained to me.

...

have any kind of rent or mortgage payment.”

As Kimo prepared for his real estate career, he took two months to re-charge. He traveled to Australia and Thailand, spending the time reading all he could about real estate and working out.

When he came back, he was ready. Kimo had set aside six months of savings to prepare for the transition.

“I just wanted to set up all my finances, so that I could give myself the opportunity to be successful,” Kimo recalls.

It didn’t take six months before he gained traction, conducted his first transactions and was on his way.

In his first years, Kimo has built a reputation for results in the region. He’s also taken his efforts to the screen — appearing on three episodes of HGTV’s House Hunters show.

And that was just the start. Kimo was also part of a writing team that penned the best-selling real estate book entitled, “SOLD: High-Powered Insights from Real Estate Experts.”

Enjoying the Journey

If you think Kimo spends time basking in his achievements, think again. Instead, there’s always a new job to be done.

“My wife tells me I don’t enjoy my successes enough,” Kimo smiles. “But I don’t like to rest. I keep on pushing. Success isn’t a

destination for me. It’s continuing to be better. If I continue to see improvement, then I feel successful.”

One of Kimo’s greatest joys is spending time with his wife and his two sons.

As he says, “My wife and I feel so blessed that she is able to be a stay-at-home mom, and our goal is to send our kids to private school to be able to give them a great start in life.”

Looking ahead, Kimo is enjoying his journey with a spirit of service that is truly relentless.

“I’ve never felt like real estate has been work, because I love what I do so much. I enjoy being in control of my destiny and reaping the rewards of my efforts,” he emphasizes. “And then it’s super rewarding at the end when my clients’ homes close. Seeing that joy on their faces is a great feeling. It just doesn’t get old.”



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COASTAL AGENT LUNCHEON

Thank you, John O'Brien and Flagg Coastal Homes for hosting lunch to connect some of the best coastal Realtors in San Diego.

Flagg Coastal Homes was rated the #1 Residential Design/Build Firm in the County by sandiegoarchitects.org.

The goal was to bring coastal agents together to share trends, building materials and construction techniques ideally suited for the coastal environment.

This was the first event of this kind and we look to do this again next year.



ANNA LOVEC

OWNER

partner spotlight ◀◀
By: Zach Cohen



THE ALCHEMY COMPANY

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“The way you do anything is the way you do everything.”

Anna Lovec’s vision for a transaction coordination company was born out of many years spent working in the trenches. From the time she was a teenager to the years spent as a jack-of-all-trades in a real estate office, Anna has been willing to get her hands dirty to get the job done.

“I dug holes and installed signs for our listings (we had anywhere from 75-100 at any given point), and I was on-call two or three weekends a month,” Anna says, reflecting on her days as a real estate office assistant. “Yes you read that right; I drove our company truck around with a hole digger and dug holes and installed heavy a** signs. I only had two or sometimes four days off a month.”

“I say all that to reiterate that behind success is most often a lot of hard work and dedication,” Anna adds.

Digging Deep: The Roots of Hard Work

Anna has been working since she was only 14 years old, and she still draws the values her parents instilled in her.

“My parents made it non-negotiable that regardless of your job you give it 110%. My dad always says, ‘The way you do anything is the way you do everything.’ Whether it is making your bed or performing brain surgery, if you’re gonna take the time to do it, you might as well do it to the very best of your abilities.”

After graduating from San Diego State University with a degree in business marketing and communications, Anna used the first half of her twenties to find her passion and purpose in the world. In 2006, she began her real estate career in lending. When the

market crashed just two short years later, she moved to the real estate sales side, landing a job at a brokerage. During her almost four years in the real estate office, Anna learned every nook and corner of the business. As she says, “no job was beneath me.”

“I did all of the typical tasks you might think of: managed listings, wrote up contracts and coordinated transactions, facilitated the weekly office meetings, interviewed potential licensees who were interested in working with the company, ran the payroll, calculated all commission checks for the office, prepped listings for showings, and accompanied showings.” And in the meantime, she obtained her real estate license and began selling as well.

During this time, Anna really began to settle into the business. Or, as she says “It all clicked.”

The Alchemy Company

After about 3.5 years of immersing herself in the world of real estate, Anna came to recognize that her greatest strength was creating and implementing systems to handle large volumes of transactions.

“I had truly become a paperwork expert. I knew how to work harder than everyone else and provide extraordinary customer service. It was time I go out on my own and create the best transaction coordinating company in the business.”

So seven and a half years ago, The Alchemy Company was born.

Back in 2011 when Anna launched her business, the concept of a transaction coordination company was still new. In an

effort to cross all of the t’s and dot her i’s, Anna made sure to do everything by the book. She obtained her broker’s license and dedicated herself to working hard to grow her brand name every single day.

“The thing that makes us the most different and what we pride ourselves in is our level of customer service. We’re fun and friendly, and we communicate well. We’re easy to work with,” Anna explains.

“All of a sudden I looked up, and it’s 2019; today my company is made up of 10 incredible women, and we have the largest market share of clients/files in San Diego.”

The success Anna has enjoyed with The Alchemy Company has allowed her business and her life to thrive. In 2019, The Alchemy Company is rolling out listing coordination services. “Finally,” Anna affirms, “a place for agents to turn to contract out this piece of their business.” Listing coordination services will allow agents the opportunity to concentrate more of their time on selling, rather than paperwork.

“We can handle listing your property for you and then turn it over to your current TC once it’s in escrow, or we can take you from listing to close under one roof. We are very excited to be able to offer this service to the market and can’t wait to see where it goes,” Anna explains.

Earning their Keep

“We earn every deal,” Anna says. “Our clients are our teammates, and we work tirelessly on their behalf. We want our clients to look like superstars, and for every-

one they work with on a transaction to know that they have chosen the most skilled and talented vendors available to them.”

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By: Dave Danielson

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VICTORIA SANDOVAL

SOMEONE TO RELY ON

As Owner/Realtor of Select Premier Properties, Victoria Sandoval feels joy knowing her clients trust her — knowing they rely on her to watch out for their interests, to support them and to help them reach their goals.

This commitment even shows up in her email address, which begins with “RelyOnVicky...” It’s no coincidence. You see, she understands the true value of having someone to rely on.

That example literally embraced her from the very start of her life — through the unconditional love and support of her grandmother. In fact, Victoria was named after her grandmother. And the two proved to be as close to each other as their names.

Together in Everything

Growing up in Chula Vista, Victoria gathered many fond, vivid memories of her grandmother, including a love of baseball and bowling.

“She drove me to school every day. I learned to drive in her car. And when I got behind the wheel, she held on for dear life,” she smiles. “When I went to the movies with friends, she would scrape through her purse, counting her coins to make sure I had enough for a ticket. She was my mother.”

Through the ups and downs of life, Victoria could rely on her grandmother.

As she grew, Victoria dreamt of becoming a reporter, then a flight attendant. But soon after high school, she became a mother.

When others doubted her future, Victoria’s grandmother stood by her. And she would tell her granddaughter three simple words — “You show them.”

“My grandmother was always the voice of love and support in my life,” she says. “I had my first child at 19. And my daughter was my motivation to get ahead.”

Drive to Make a Difference

As a single mother, Victoria entered the financial world as a bank teller, then as a loan officer. Her drive propelled her to other opportunities, as well.

“I wanted something where I could earn based on my efforts. So I thought about real estate,” she recalls.

Soon, she was taking an elevator to an upper floor in a high-rise overlooking downtown San Diego. She entered a conference room and interviewed for a role as a junior loan processor.

“I remember the people who were interviewing were talking in what seemed like a foreign language, with all of these unfamiliar financial terms,” Victoria says. “It was intimidating.”

They sensed her confidence and Victoria got the job. Day by day, she worked her way through the terminology and jargon of real estate transactions.

“I wanted it so bad. And I didn’t let anything get in my way,” she explains. “So at night, I would look up words I didn’t understand and learn the terminology. If you want something, you’ll find a way.”

Building a Legacy

After becoming a loan processor, she earned her real estate license, opening a mortgage real estate office with her partner in 2006.

Soon, the real estate bubble burst, and Victoria worked diligently through the foreclosure market.

With time, growth returned and success mounted. She worked for several large real estate companies and learned what she

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wanted. And four years ago, she opened Select Premier Properties with her husband, Abel.

“We have worked to incorporate the best of everything here,” she says. “We have a family atmosphere, our team members are very close, and we help each other grow. We have sales meetings every Monday. And we’ve incorporated innovative technology to help sell homes quicker — and we build strong client relationships.”

The results speak volumes. In fact, her office of 20 agents sells more than 100 homes a year, with Victoria making up 30 to 40 herself.

In the process, Victoria has earned several illustrious honors, including being named the 2017 Top Agent by Top Agent Magazine. She was also listed among San Diego Woman Magazine’s Women of Distinction. In addition, Property Spark ranked her at number 70 among the nation’s top 100 real estate agents on social media, including among the top 15 in San Diego.

Her passion for success begins with those around her.

“I love client relationships. They’re very rewarding. I get to make a difference in their life,” Victoria says. “And with my relationship as an owner with the agents in our office, I love helping them accomplish their goals. When I started in the business, it took me twice as long, because I didn’t have a mentor. I know how difficult it was. And I don’t want any of my agents to struggle the way I did.”

Victoria encourages new agents entering the field to find that mentor.

“You want someone who is supporting, has enough experience to help you, doesn’t see you as a number, and doesn’t see you as competition,” she points out. “And every time you hit a wall, remember your why and stay focused on your goal. Perseverance is key.”

The “why” for Victoria is clear: her husband, Abel, and children Isabel and Danny. The four enjoy staying active with hiking, tennis and more. In fact, Victoria and Abel are marathon runners. They also watch scary movies and discover new restaurants together.



The family also gives back at Father Joe’s Village, feeding the hungry, as well as adopting a family during the holidays and beyond.

For Victoria, it’s all part of building success in life that is ongoing.

“We all have goals, but we can get so caught up in them, that we don’t enjoy the journey. I want to embrace the present,” she says.

Commitment that Shows

Victoria’s grandmother passed a few years ago. But her love and support have not.

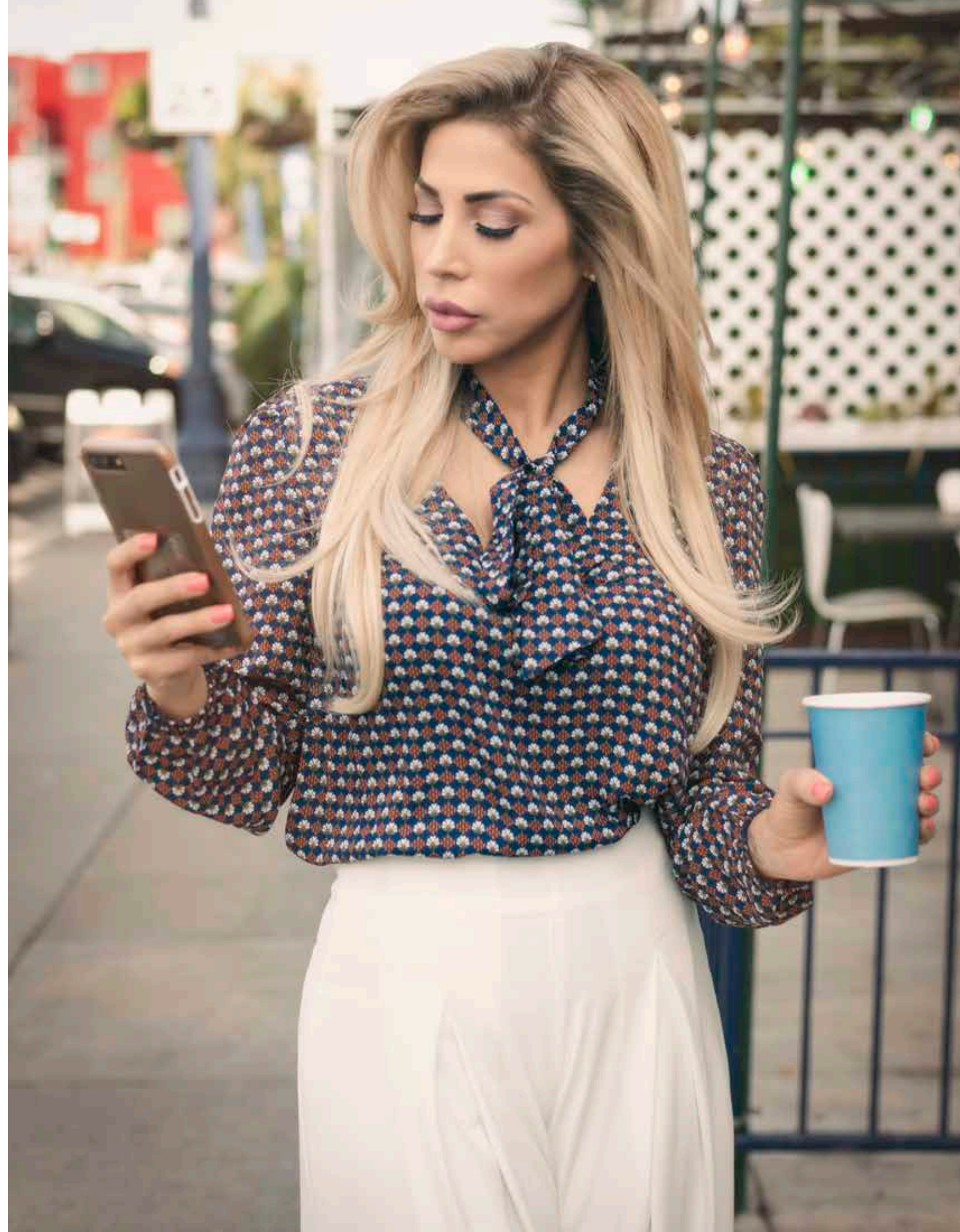
As Victoria says, “She was the reason why I am where I am, and why I care so much. I have her heart. Every time I ran a marathon, or passed a test or did anything, she was the first person I called. I always wanted to make her proud.”

And her grandmother’s loving advice is something Victoria still relies on today.

“You show them.”

She has. She is. And she will.

“
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RELATIONSHIPS. THEY’RE
VERY REWARDING. I GET
TO MAKE A DIFFERENCE
IN THEIR LIFE,” VICTORIA
SAYS. “AND WITH MY
RELATIONSHIP AS AN
OWNER WITH THE AGENTS
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Jenny Yin

Broker - EpicPoint Properties

FROM CHINA TO SAN DIEGO: FINDING HER WAY

► feature story

By: **Zach Cohen**

Photos: **Nav Productions**

“I am not working for commission. I work for my clients.”

After seven years in real estate, Jenny Yin is making a third massive leap of faith in her career: going out on her own to form her own brokerage. With over \$50 million in sales in 2018 and over \$200 million in sales for her career, she’s positioned herself to create a successful brokerage in her home market. And while the change requires courage and determination, Jenny has certainly been here before.

Across the Ocean: From China to San Diego

1998. That was the year that Jenny packed her bags with her husband, Andy, and moved from her home country of China to the United States. Andy always had a dream of getting his Ph.D. in the United States. When he got accepted to the University of California San Diego, Jenny joined him on the journey.

“It was very difficult,” Jenny recalls. “For my husband, it was pretty easy because he got a scholarship to come here. For me, I was coming with a visa of a spouse. My visa application was rejected twice. I applied three times. The third time the consulate was sick, and the replacement gave us the visa. It was a tough process for me back then, twenty years ago.”

At 26 years old, Jenny came out to San Diego newly married, looking for a new career, and trying to get a handle on the English language all at the same time. “I could read and write,” Jenny recalls, “but not too well. We didn’t use it often. So pretty much for talking [in English], I learned after I got here.”

On Computers and People Skills: From Engineering to Real Estate

In China, Jenny was a teacher at a professional school. In San Diego, she enrolled in engineering



...

classes at San Diego State University and eventually earned a master's degree in computer science.

Jenny began her career in software engineering in 2001 and stayed in the field for over a decade until she finally left in favor of real estate in 2014. Her love for real estate had begun years earlier, by a combination of luck and a willingness to be of assistance to a friend.

"One of my friends wanted to purchase an investment property and asked me to help her," Jenny explains. "She was my neighbor in San Diego before she went back to China. She could not find anybody she trusted. She found a REALTOR®, but always asked me to go with her because she was afraid the REALTOR® wouldn't be trustworthy. The REALTOR® just opened the door, and I would explain everything to her. So she asked me to get a license and buy her a property."

To help out her friend, Jenny did just that. Upon getting licensed, she had no intentions of being a full-time real estate agent.

"Originally, I just wanted to help her, and maybe make a little extra money to buy clothes. I never thought I would be a full-time REALTOR®. It's a surprise to me as well," Jenny says with a laugh.

"I got licensed because of my friend, but she was not my first client," Jenny recalls. "After I got my license, one of my friends referred her co-worker to me. I bought her a \$200,000 house in Murrieta, Riverside in 2011. It was a tough market at that time and I had to submit many offers for her to get one accepted. During the transaction, I worked closely with her and get the property closed smoothly. She was very thankful for my patience and hard work so she referred a couple of friends to me."

The fact that to this day, Jenny has never

advertised and all of her clients are referral-based speaks to her willingness to go above and beyond.

"I did not know that I can do well in real estate... After I became an agent, I found that I really like it and enjoy helping people. I always hoped that I could start my own business. However, I wasn't sure what kind of business I would start. Real estate opened up my mind and provided me with the opportunity."

Jenny fell in love with the chance to not only run her own business but help others in the process. She considers her clients to be friends beyond their dealings in real estate alone.

“

After I became an agent, I found that I really like it and enjoy helping people. I always hoped that I could start my own business. However, I wasn't sure what kind of business I would start. Real estate opened up my mind and provided me with the opportunity.

“

It's most rewarding when my clients felt they were helped by me and I gain trust from my clients and become friends with them.

"It's most rewarding when my clients felt they were helped by me and I gain trust from my clients and become friends with them."

As she opens up her brokerage, Jenny aims to draw on the same skills that have made her successful in her seven years as an agent and team leader. "I am still learning myself, but one thing I learned from my previous experience is to start a team you need to learn how to share, not only how to benefit from your team members."

Efficient, proactive, and customer-focused, Jenny is poised to carve out a niche within the local real estate world.

"It's a new challenge, and I will try my best."



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TOP 200 STANDINGS

Teams and Individuals Close date Jan 1, 2019- April 1, 2019

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

Rank	First Name	Last Name	List #	List \$	Sale #	Sale \$	Total #	Total \$
1	Laura	Barry	6	32,725,492	5	19,214,166	11	51,939,658
2	Jason	Barry	2	14,000,000	5	29,721,750	7	43,721,750
3	John	Reeves	31	17,254,950	51	25,694,650	82	42,949,600
4	Alan	Shafran	21	20,762,539	15	12,819,002	36	33,581,541
5	Greg	Noonan	5.5	17,403,750	5	13,971,054	10.5	31,374,804
6	Daniel	Beer	30.5	18,462,700	16	10,815,750	46.5	29,278,450
7	Christie	Gray	39	20,083,150	12	5,502,500	51	25,585,650
8	Scott	Aurich	6	16,713,750	3	7,501,250	9	24,215,000
9	Rocky	Tracy	19	12,913,684	13	8,487,385	32	21,401,069
10	Mark	Schultz	26	19,677,363	2	1,254,340	28	20,931,703
11	Michael	Cady	6	16,320,000	2	3,635,000	8	19,955,000
12	Talechia	Plumlee-Baker	9.5	11,086,500	7	7,747,000	16.5	18,833,500
13	Lisa	Sanshey-Beaudin	18	15,185,469	5	3,627,525	23	18,812,994
14	Melissa	Goldstein Tucci	18	10,590,500	11	7,234,000	29	17,824,500
15	Chad	Dannecker	9.5	6,446,300	12	11,064,503	21.5	17,510,803
16	Dane	Soderberg	5	8,766,500	4.5	8,036,082	9.5	16,802,582
17	Steven	Cairncross	6	9,571,750	3	7,110,000	9	16,681,750
18	Emma	Lefkowitz	8	5,788,500	15	10,702,850	23	16,491,350
19	Jennifer	Anderson	5	8,153,200	4	8,254,127	9	16,407,327
20	Max	Folkers	11.5	8,295,500	11	8,048,000	22.5	16,343,500
21	Robert	Antoniadis	5	8,525,000	4	6,305,000	9	14,830,000
22	Linda	Daniels	2	2,670,000	5	11,693,050	7	14,363,050
23	Patti	Mckelvey	16	10,082,000	7	4,176,800	23	14,258,800
24	Gregg	Phillipson	14	7,534,900	11	6,430,500	25	13,965,400
25	Ilana	Huff	10	8,616,000	7	5,004,000	17	13,620,000
26	Delorine	Jackson	2	5,541,250	2	7,462,500	4	13,003,750
27	General	Nonmember	0	0	24	12,759,989	24	12,759,989
28	Jesus	Villavicencio	13	9,107,802	5	3,591,287	18	12,699,089
29	Gregg	Neuman	8	5,836,350	10	6,855,500	18	12,691,850
30	Lyle	Caddell	11	8,712,000	6	3,935,000	17	12,647,000
31	Carolyn	Yarbrough	5	4,728,500	5	7,366,665	10	12,095,165
32	Gloria	Silveyra-Shepard	2	6,145,783	2	5,566,666	4	11,712,449
33	James	Jam	4	5,660,000	4	6,009,000	8	11,669,000
34	Krystal	Lane	5	7,214,000	4	4,231,000	9	11,445,000

Rank	First Name	Last Name	List #	List \$	Sale #	Sale \$	Total #	Total \$
35	Catherine	Gilchrist-Colmar	1	2,700,000	4	8,715,000	5	11,415,000
36	John	Cabral	2	4,800,000	3	6,165,000	5	10,965,000
37	Mike	Mccurdy	3.5	6,300,000	2	4,625,000	5.5	10,925,000
38	David	Rudd	12	8,104,287	4	2,785,000	16	10,889,287
39	Garrett	Lund	9	9,091,190	2	1,531,000	11	10,622,190
40	Richard	Stone	8	9,056,691	2	1,384,900	10	10,441,591
41	Mark	Hoiseth	9	9,414,371	1	999,900	10	10,414,271
42	Nicolas	Jonville	12.5	10,393,450	0	0	12.5	10,393,450
43	Debbie	Carpenter	2	3,225,000	3	6,971,000	5	10,196,000
44	Rebecca	Austin	13	7,275,965	5	2,888,950	18	10,164,915
45	Maxine	Gellens	5	8,037,625	3	2,076,500	8	10,114,125
46	Polly	Watts	19	9,933,600	0	0	19	9,933,600
47	Justin	Brennan	5	5,881,698	3	4,043,485	8	9,925,182
48	Zachary	Sensenbach	14	8,080,350	3	1,695,000	17	9,775,350
49	Ruth Ann	Deetz	1.5	3,337,500	4	6,425,000	5.5	9,762,500
50	Ever	Eternity	11	6,884,000	1	2,575,000	12	9,459,000

Disclaimer: Information is pulled directly from the San Diego County Recorder and Public Records. New construction, commercial or numbers not reported to MLS within the date range listed are not included. Transactional reporting is not static, as numbers vary based on the way they are reported by the Realtor. Some teams may report each agent individually. *San Diego Real Producers* does not alter or compile this data, nor claim responsibility for the stats reported to/by MLS and the San Diego County Recorder. Data is based on San Diego County only, and may not match the agent's exact total volume for 2018.



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San Diego MLS Standings



Hello, San Diego Real Producers community.

We'd like to take a moment and communicate more about our local MLS and our rankings. We aim to pull the most accurate data, and we're continually asking Realtors, brokers, and office leaders for the most effective way to pull standings.

After talking with numerous Realtors and brokers, we have several agents saying the MLS is not the most accurate way to report data. We hear from many agents that using title records and the county recorder is a better way of measuring statistics, so that's what we did in last month's issue.

The challenge is we don't have one MLS in San Diego; we have several.

As you know, Sandicor dismantled in the last quarter of 2018, NSDCAR and PSAR are now combined

and operating in a separate MLS called CRMLS (California Regional Multiple Listing Service), and SDAR is now SDMLS (San Diego Multiple Listing Service).

The challenge is there are several variables.

1. To our knowledge, the MLS's are not communicating with each other.
2. Which association your license is associated with matters. For example, if you are associated with NSDCAR and you are pulling from SDMLS, information does not show up or can be incorrect.
3. To our knowledge, off-market deals will never make it to the

MLS. This is pretty straightforward, and most Realtors understand that the MLS is not a direct reflection of true sales volume and units.

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TOP 200 STANDINGS

Teams and Individuals Close date Jan 1, 2019- April 1, 2019

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

Rank	First Name	Last Name	List #	List \$	Sale #	Sale \$	Total #	Total \$
51	Alexa	Walker	0	0	13	9,378,000	13	9,378,000
52	Jay	Becker	3	5,894,500	2	3,425,000	5	9,319,500
53	Kellie	Martinez	17	9,181,900	0	0	17	9,181,900
54	Jeff	Grant	4.5	2,839,500	6	6,314,000	10.5	9,153,500
55	Ivan	Cazarez	7	3,706,750	10	5,332,500	17	9,039,250
56	Eileen	Anderson	5	5,937,000	2	2,985,000	7	8,922,000
57	Elizabeth	Reed	3	3,959,000	2	4,892,600	5	8,851,600
58	Brunilda	Zaragoza	1	1,967,250	3	6,635,000	4	8,602,250
59	Jim	Bottrell	7	3,381,000	10.5	5,204,500	17.5	8,585,500
60	Bobby	Martins	6	6,751,500	4	1,738,000	10	8,489,500
61	Steven	Lincoln	6	6,704,000	2	1,727,000	8	8,431,000
62	Adam	Loew	2	3,020,000	3	5,330,000	5	8,350,000
63	Pompeyo	Barragan	3	2,797,000	7	5,489,000	10	8,286,000
64	Victoria	Mazon	0	0	11	8,252,267	11	8,252,267
65	Jeremy	Beauvarlet	12	7,321,500	1	920,000	13	8,241,500
66	Johnathan	Ferreira	1.5	4,520,291	4	3,622,500	5.5	8,142,791

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Rank	First Name	Last Name	List #	List \$	Sale #	Sale \$	Total #	Total \$
67	Karen	Van Ness	3	5,093,000	1	3,020,000	4	8,113,000
68	Tami	Fuller	8	6,785,000	1	1,255,000	9	8,040,000
69	Ken	Pecus	4	4,901,000	2	3,120,000	6	8,021,000
70	Jackson	Campbell	4	4,518,000	5	3,471,525	9	7,989,525
71	Michael	Sabourin	11	6,081,593	4	1,872,177	15	7,953,770
72	Paige	Marvil	4.5	3,961,750	4	3,979,000	8.5	7,940,750
73	Rachel	Gardner	13	6,825,800	1	1,060,000	14	7,885,800
74	Miguel	Molina	9	4,595,600	9	3,288,000	18	7,883,600
75	Benjamin	Ryan	2	4,056,250	2	3,809,000	4	7,865,250
76	Mark	Kniffing	7.5	4,370,500	6	3,407,000	13.5	7,777,500
77	Alli	Urguby	3	1,731,200	10	6,004,000	13	7,735,200
78	Robert	Colello	7	3,595,000	7	4,105,000	14	7,700,000
79	Min	Sun	3	2,578,000	7	4,996,400	10	7,574,400
80	Rebecca	Roman	7	4,976,865	2	2,554,000	9	7,530,865
81	Jenny	Yin	0.5	426,000	9	7,064,000	9.5	7,490,000
82	Bob	Kelly	11.5	6,374,900	1.5	1,110,000	13	7,484,900
83	Anne	Schreiber	6	7,469,000	0	0	6	7,469,000
84	Serri	Rowell	4.5	2,527,000	9	4,915,900	13.5	7,442,900
85	H. Christian	Castner	2.5	2,680,000	4	4,750,000	6.5	7,430,000
86	Joanne	Krause	6	3,334,900	4	4,084,000	10	7,418,900
87	Kip	Boatcher	2.5	3,255,000	2	4,150,000	4.5	7,405,000
88	Patrick	Mercer	5	4,654,010	3	2,695,000	8	7,349,010
89	Angelite	Armento-Mcwhorter	0	0	8	7,314,400	8	7,314,400
90	Suzanne	Kropf	7	7,182,500	0	0	7	7,182,500
91	Catrina	Russell	8	4,867,165	3	2,304,300	11	7,171,465
92	Sandra	Chenoweth	5	4,980,000	3	2,132,000	8	7,112,000
93	Darin	Triolo	6.5	4,750,680	2	2,300,000	8.5	7,050,680
94	Julie	Kang	0	0	7	7,048,000	7	7,048,000
95	Sam	Rasoul	3	2,535,750	4.5	4,510,250	7.5	7,046,000
96	Mark	Marquez	5	5,553,000	1	1,460,000	6	7,013,000
97	Tanya	Brooking	1	1,742,500	4.5	5,252,898	5.5	6,995,398
98	Sharon	Quisenberry	11	5,862,300	2	1,123,000	13	6,985,300
99	Linda	Moore	4	5,644,000	1	1,335,000	5	6,979,000
100	Jonathan	Minerick	12	6,906,900	0	0	12	6,906,900

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TOP 200 STANDINGS

Teams and Individuals Close date Jan 1, 2019- April 1, 2019

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

Rank	First Name	Last Name	List #	List \$	Sale #	Sale \$	Total #	Total \$
101	Jenn	Blake	4	3,486,250	4	3,402,500	8	6,888,750
102	John	Husar	2	2,038,000	3	4,838,000	5	6,876,000
103	Zandra	Ulloa	8.5	4,460,500	5.5	2,387,000	14	6,847,500
104	Chase	Cromwell	4	2,538,000	8	4,262,400	12	6,800,400
105	Glen	Henderson	9	5,027,400	3	1,723,150	12	6,750,550
106	Susan	Mullett	11	6,726,700	0	0	11	6,726,700
107	James	Boyd	3	5,086,309	1	1,580,654	4	6,666,964
108	Ken	May	3	4,483,500	2	2,158,500	5	6,642,000
109	Laura	Lothian	5	3,680,000	5	2,952,500	10	6,632,500
110	Robert	Yu	4	3,941,500	3	2,665,000	7	6,606,500
111	Joshua	Krause	2	3,443,000	2	3,145,000	4	6,588,000
112	David	Zvaifler	7	5,476,388	2	1,075,000	9	6,551,388
113	Ray	Mccleary	13	6,545,000	0	0	13	6,545,000
114	Felipe	Arias	1	2,100,000	5	4,407,000	6	6,507,000
115	Stephanie	Lloyd	4.5	2,764,500	5	3,731,000	9.5	6,495,500
116	Jeremy	Paul	8.5	4,811,350	2	1,625,000	10.5	6,436,350
117	Susan	Meyers-Pyke	2	2,438,250	2	3,880,000	4	6,318,250
118	Ixie	Weber	0	0	8	6,298,775	8	6,298,775
119	Mauro	Gonzalez	12	5,860,000	1	406,000	13	6,266,000
120	Darin	Charp	4	3,684,000	2	2,570,000	6	6,254,000
121	Justin	Roberts	4	2,405,000	8	3,827,000	12	6,232,000
122	Bryan	Hill	10.5	5,885,300	1	329,000	11.5	6,214,300
123	Rose	Oropesa-Ford	8.5	4,383,100	4	1,811,000	12.5	6,194,100
124	Gregg	Whitney	2	2,915,000	2	3,275,000	4	6,190,000
125	Sean	Zanganeh	4	2,819,388	6	3,346,500	10	6,165,888
126	Darrell	Keliinoi	5	3,947,000	3	2,173,000	8	6,120,000
127	Chris	Heller	8	5,038,200	1.5	1,072,000	9.5	6,110,200
128	Jim	Klinge	2.5	3,546,600	2	2,561,000	4.5	6,107,600
129	Vincent	Morris	4	3,572,000	1	2,520,000	5	6,092,000
130	Pamela	Ratcliffe	5.5	3,223,000	4	2,858,000	9.5	6,081,000
131	Patrick	Marely	7.5	5,723,000	1	321,000	8.5	6,044,000
132	Shannon	Hagan	2	3,254,915	2	2,747,700	4	6,002,615
133	Mary Anne	Stevens	3	3,955,000	2	2,025,000	5	5,980,000
134	Markee	Lashley	11	5,961,600	0	0	11	5,961,600

Rank	First Name	Last Name	List #	List \$	Sale #	Sale \$	Total #	Total \$
135	Eugenia	Garcia-Ovies	3	3,785,000	2	2,155,000	5	5,940,000
136	Tamara	Sherer-Strom	3	2,587,000	3	3,292,000	6	5,879,000
137	Jordan	Beal	2.5	1,788,500	3	4,079,939	5.5	5,868,439
138	Ross	Clark	1	1,450,000	3	4,415,000	4	5,865,000
139	Janet	Fuller	0	0	5	5,839,000	5	5,839,000
140	Melissa	Steele	1	502,500	10	5,317,400	11	5,819,900
141	Jesse	Ibanez	1	775,000	8.5	5,034,750	9.5	5,809,750
142	James	Berntsen	3	2,535,750	5.5	3,248,750	8.5	5,784,500
143	Julie	Feld	3	4,544,630	1	1,215,000	4	5,759,630
144	Daniel	Berthiaume	0	0	9	5,746,200	9	5,746,200
145	Lisa	Duncan-Hadzicki	2	3,150,000	2	2,592,500	4	5,742,500
146	Karen	Pado	3.5	4,051,000	1	1,600,000	4.5	5,651,000
147	Matt	Davies	3	2,862,500	2	2,780,000	5	5,642,500
148	Melvina	Selfani	4	2,710,000	5	2,894,000	9	5,604,000
149	Curtis	Knopp	3	2,452,500	3	3,120,000	6	5,572,500
150	Debbie	Mccauley	2	3,523,750	2	2,045,000	4	5,568,750

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HOME WARRANTIES ARE TOTALLY WORTH IT

By: Henish Pulickal

In 2004 I bought my first condo in Chicago when I was 24 years old. I really didn't know anything back then! I didn't get a home inspection before I bought the home, nor did I get a home warranty. Maybe that was my Realtor's fault, but I don't like to pass the buck. I should have been smart enough to know better.

The day I was moving in my A/C condenser died and I had to pay \$3,500 out of pocket to replace it. Ouch. Painful lesson.

Fast forward 15 years and we just bought a new house for my family. Obviously, I got a thorough home inspection and crawled around in my attic and on my roof with our preferred home inspector, Bryan Finley. Side note, the inspector told me, "You're the only Realtor that will get on a roof with me!"



(He's flashing a "2" with his fingers because that's the second roof we were on together that week!)

After closing, I had a lot of minor repairs to get done, so I hired specialists to fix various appliances, valves and other miscellaneous parts. All the repairs were going well, and I commented to my new marketing manager, Lesley about the work I was having done.

She said, "Why aren't you filing claims with your home warranty?"

I replied, "I heard they are impossible to get a claim paid and I need these repairs done ASAP, I don't have time to wait around."

"It's worked great for me and we've got a lot of repairs and new appliances from a home warranty."

Hmm, I was listening to the rumor mills and the truth may have been the

opposite! I heard it was difficult to file a claim and they always find some reason to deny the claim. Regardless, I filed a claim for my hot water heater that started leaking three weeks after moving in.

A plumber came out the next day, confirmed the water heater was shot and within a day, the claim was approved. I was paid ~\$1,100 towards the purchase of a new water heater. Wow, that was a good enough experience to write about!

I did have to take cold showers for two days, but perhaps there's some health benefit for that (i.e. Wim Hof).

There are 2 morals to the story:

- 1) don't believe everything you hear – find out for yourself.
- 2) home warranties are great! Get one to protect you from expensive repairs for the 1st year of your home ownership.

TOP 200 STANDINGS

Teams and Individuals Close date Jan 1, 2019- April 1, 2019

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

Rank	First Name	Last Name	List #	List \$	Sale #	Sale \$	Total #	Total \$
151	Jeff	Underdahl	8	4,352,192	2	1,193,000	10	5,545,192
152	Drew	Auker	7	4,815,000	1	720,000	8	5,535,000
153	Vince	Moon	3	2,400,000	4	3,088,500	7	5,488,500
154	Greg	Goodell	0	0	7	5,460,000	7	5,460,000
155	Teri	Hill	1.5	1,372,500	4	4,072,000	5.5	5,444,500
156	Francisco	Lopez	3.5	2,088,000	6	3,349,000	9.5	5,437,000
157	Deniese	Ossey	4.5	2,700,500	4	2,722,500	8.5	5,423,000
158	Huda	Diab	3	1,794,000	6	3,589,000	9	5,383,000
159	David	Crowell	3.5	3,075,255	3	2,283,000	6.5	5,358,255
160	Stephanie	Cowan	3.5	2,559,200	4	2,797,000	7.5	5,356,200
161	Willem	De Ridder	3	1,616,000	6	3,692,500	9	5,308,500
162	Ryan	Branco	5.5	4,295,500	2	986,000	7.5	5,281,500
163	Edith	Broyles	4	3,260,000	3	2,009,000	7	5,269,000
164	Dino	Morabito	2	2,219,300	2	3,044,000	4	5,263,300
165	Kyle	Whissel	6	4,249,500	1	1,000,000	7	5,249,500
166	Jonathan	Mann	10	4,533,000	1	702,000	11	5,235,000
167	Mike	Aqrawi	5	1,690,000	8	3,537,000	13	5,227,000
168	Tim	Barker	2.5	1,182,250	4	4,026,000	6.5	5,208,250
169	George	Lorimer	11.5	4,394,450	2	780,000	13.5	5,174,450
170	Amy	Kroepel	5	3,099,000	3	2,058,000	8	5,157,000
171	Janice	Clements	2	1,325,000	5	3,808,500	7	5,133,500
172	Laura	Sechrist Molenda	0	0	6	5,128,000	6	5,128,000
173	Judi	Reimer	9	5,094,880	0	0	9	5,094,880
174	Francine	Finn	2	1,905,500	5	3,171,500	7	5,077,000
175	Cindy	Waasdorp	5	4,040,000	1	1,030,000	6	5,070,000
176	Ernie	Macmanus	3	2,560,000	2	2,510,000	5	5,070,000
177	Jd	Esajian	4	2,660,000	5	2,392,500	9	5,052,500
178	Cristian	Crabb	7	5,050,000	0	0	7	5,050,000
179	April	Halvarson	4	2,439,500	3	2,610,000	7	5,049,500
180	Chris	Martin	1	405,300	3	4,640,000	4	5,045,300
181	Joe	Corbisiero	0.5	151,500	9	4,893,000	9.5	5,044,500
182	Jaimie	Bennett	0	0	8	5,036,990	8	5,036,990
183	Dan	Conway	5	5,025,800	0	0	5	5,025,800
184	Kyle	Crabb	8	5,016,973	0	0	8	5,016,973

Rank	First Name	Last Name	List #	List \$	Sale #	Sale \$	Total #	Total \$
185	Mukesh	Jain	3	1,931,000	6	3,079,500	9	5,010,500
186	Tyson	Lund	3.5	4,022,900	1	979,000	4.5	5,001,900
187	Russ	Eskilson	6	4,985,000	0	0	6	4,985,000
188	Faruq	Darcuiel	7.5	4,970,750	0	0	7.5	4,970,750
189	Caroline	Singer	8	4,963,700	0	0	8	4,963,700
190	John	Copeland	0	0	7	4,939,000	7	4,939,000
191	Lisa	Susca	3	2,765,000	3	2,162,000	6	4,927,000
192	Michael	Goh	2	1,625,000	3	3,300,000	5	4,925,000
193	Carole	Downing	3.5	2,617,500	3.5	2,301,500	7	4,919,000
194	Chad	Hughes	5	2,549,037	4	2,359,000	9	4,908,037
195	Marilyn	Comiskey	2	2,442,000	2	2,442,000	4	4,884,000
196	Brett	Bendinelli	2	1,399,000	2	3,465,000	4	4,864,000
197	Kristy	Younghusband	0	0	7	4,846,000	7	4,846,000
198	Kurt	Wannebo	2.5	2,053,750	3.5	2,789,900	6	4,843,650
199	Gina	Schnell	1	1,660,000	5	3,176,999	6	4,836,999

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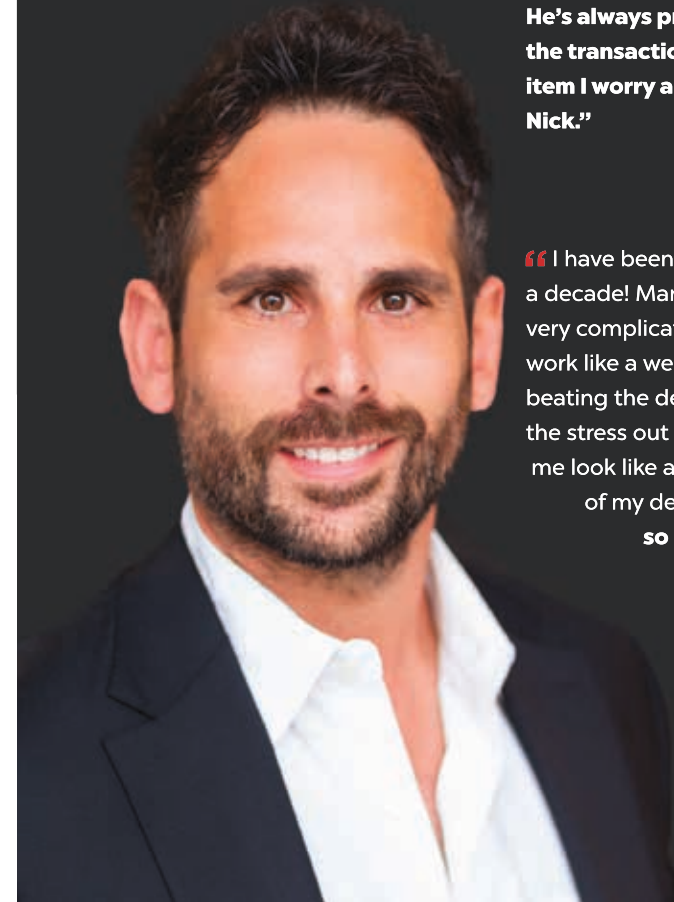
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– Vince Crudo, Realtor
Willis Allen Real Estate

“I have been working with Nick for over a decade! Many of our transactions are very complicated. Nick and his team work like a well-oiled machine, typically beating the deadlines that are set, taking the stress out of the equation, making me look like a superstar in the eyes of my demanding clients. **Nick so impressed me with his knowledge that I used him when I purchased my house. He is a superstar!**”

– Ross Clark, Realtor
Berkshire Hathaway

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

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

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

– Andrew Canter, President & CEO
Canter Companies

“Nick is always available, present and knowledgeable and I feel confident knowing he will do whatever he can to get the deal closed.”

– Mia Parsons, Realtor,
Douglas Elliman Real Estate

“I have worked with Nick on my personal home loans and many client's loans. He is professional and goes above and beyond my expectations! I always have complete confidence he will get the deal closed.”

– Karen Dow, Realtor
Douglas Elliman Real Estate

When performance matters, contact Nick.

Nick Maglio

VP of Mortgage Lending

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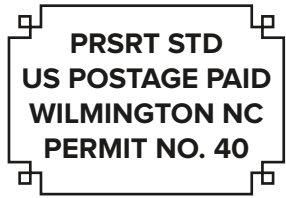
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