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Featuring
**SCOTT
Aurich**

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SCOTT AURICH



NEVER BROKEN

From gridiron dreams in Texas to a real estate life beyond his wildest dreams in Coronado, Scott Aurich has lived many lives with one seeming constant (even if its cliché): live with no regrets. Not only has Scott been the top-producing agent for Pacific Sotheby's International Realty in Coronado since 2011, but his pride lies in the success of being a supportive, loving father and husband. One thing sticks out about Scott; he's not afraid to will his way to victory or to draw up the plays for others' success.

NEVER BROKEN

It may not seem like it now, especially after averaging around \$100 million in transactions over the last few years, but Scott has gone from college athlete to successful developer to dead broke, and now after thirty-two years of buying, selling and brokering Coronado real estate, he is the most knowledgeable real estate expert in Coronado.

After breaking his neck as a defensive back in college, he thought he'd carve out a career as a football coach. "Back in the 1980s, coaching didn't pay very much," Scott explains how he broke into real estate. "I wanted a higher level of income, so I decided to go into real estate for the money I could make."

Scott had dreams of becoming the next great Houston developer. "I got really lucky in meeting a client from Mexico City who put up the money for me to develop a 140-lot tract home subdivision in southwest Houston."

In 1982, it seemed like Scott had it all; a 26-year-old living large, he met his wife Wanda, now married for 34 years. But then came real estate equivalent of a broken neck.

In 1986, life changed with the quickness of a coin-flip. The market in Houston crashed like it was a record-breaking wave at Mavericks. That same year, Scott and Wanda had a baby boy, Scotty, who was born prematurely at 25 weeks and weighed only a pound a half. The biggest blessing of their life would crystallize Scott's belief that anything worth having is worth working hard for and sacrificing.



“I was lucky to go broke early in my career,” explains Scott. “Since then, I’ve not lost a nickel on real estate here in Coronado.” Also since then, Scotty has become a beacon of resilience. “He’s incredibly gifted,” Scott gushes. “He’s an excellent golfer and a solid horseman. He’s an even better special-needs teacher and working to become an equine therapist for kids with special needs. Most importantly, he is a devoted Christian with a wonderful spirit!”

REAL ESTATE, REAL PASSION

When Scott joined Pacific Sotheby’s, it wasn’t because he needed more. It was

because he knew his clients deserved the best marketing tools available on the market. After years of building his own boutique brokerage, Sun Isle Realty Inc., when Brian Arrington obtained the Pacific Sotheby’s International Realty franchise, Scott set up a meeting and they put a deal together within an hour. “I was his loss leader my first year,” Scott laughs. “But he tells me he was looking long-term. It turned out pretty good for both of us. I appreciated him and PSIR because their marketing platform provides my clients’ properties the best possible exposure both locally and globally.”

“I’m the biggest believer that if you put your clients first, everything works out.” Scott flips his advice into a warning for newer agents. “And if you don’t, then everything goes sideways.”

“It’s not just me by myself.” Scott is adamant that his success is not a one-person show. “I have an incredible wife, Wanda, who has worked with me for 34 years. She takes care of all the back-office, the bills, the accounting, the household stuff, and everything else so I can focus on what I do best.”

“I’ve had an assistant, Shelly Klessinger, since 2009. She’s my right-hand and my left-hand; our brains are connected. She’s my marketing director, transaction coordinator, and helps show properties when I can’t. She’s an agent by herself, and she helps run the office and coordinate my other four agents that are independent. But we all pitch in and help each other out.”

“Beth Aiello is the first and only agent I have ever recruited to come help me. She is an accomplished agent on her own and an expert in working with the military, buyers

and sellers and financing. She can show a double-wide trailer and you would think it’s a king’s palace!”

Tyler Mathews asked if he could come and be mentored. I’ve known his family for years. He handles Imperial Beach and has been with us for two years.

Mariane Abbott holds open houses every weekend. She’s an excellent on-sight salesperson and does her own business, too.

Bridgett Carlson, I’ve known for 20 years, and she just joined a few

months ago. She’s still learning how to be an agent but has a lot of experience in finance and knowledge in the Coronado Cays market where she lives.

“I am grateful to surround myself with such quality people who love and appreciate the incredible lifestyle Coronado offers. Sun, surf, golf, marinas, tennis, dining and shopping and an incredible sense of community. It’s a wonderful place to call home.”

Who knew a former defensive back could quarterback an all-star real estate team?