

Tyler MATHEWS

AURICH MATHEWS AND ASSOCIATES
SOTHEBY'S INTERNATIONAL REALTY



REUNITED TO RISE

BY KATE SHELTON
PHOTOS BY ELIZABETH IRELAND PHOTOGRAPHY

“I fully believe this is what I was born to do. I’m in love with this line of work. The most rewarding thing is handing over a set of keys. I get to be my authentic self. I get to help my clients make their goals a reality. We only get one life to live, and I’m living,” said Tyler Mathews, a top REALTOR® and partner of Aurich Mathews and Associates at Sotheby’s International Realty. Tyler is thrilled to have reunited with his mentor, Scott Aurich, and he’s poised to rise to new heights.

Tyler was born and raised in Phoenix. He fell in love with his high school sweetheart, Ashley, and is proud to have spent the last 19 years married to her. Golf has always been a huge part of who Tyler is. He opted to play at Grand Canyon University to stay close to Ashley. “A lot of people thought that was a crazy choice, but the beautiful life we’ve built is proof that it was the right decision,” he said.

After college, Tyler continued playing competitive amateur golf and joined his family in the luxury pool business.

As a third-generation construction business owner, Tyler designed and built beautiful outdoor spaces around the region. When the market crashed in 2008, Tyler quickly pivoted as people no longer had the equity in their homes to fund pool projects. He began flipping houses with his father as partner, becoming one of the first groups in the area to buy and transform foreclosures.

The Mathews welcomed their first child in 2013. Shortly thereafter, Tyler went all in raising capital and taking a run at pro golf, playing mini-tour golf and PGA Tour qualifiers. Tyler’s lifelong dream was put on pause when their son was just one – he received a



Tylers family - Ashley, Caleb & Norah
Photo by Roberto Magana

“I will never trade my authenticity for approval. I’ve really learned that since real estate. The right people will work with you for who you are.”



devastating diagnosis: Type 1 Diabetes. “It was so scary,” Tyler said. “Having a baby with a complex disease changed us. We were faced with tough choices, but we knew we’d do whatever it took to care for him.”

Ashley and Tyler moved to San Diego to be closer to her parents. “We needed the help,” Tyler admitted. “We were caring for him around the clock, and it was taking its toll. We needed more support.” Within two months, Tyler laid down professional golf, and the Mathews family moved into a small oceanfront condo in Imperial Beach.

With a young family and mounting medical bills, Tyler knew real estate would give him the resources and flexibility to care for his family. While he studied for his license, Tyler hustled to make ends meet. He held three jobs – driving for Uber at night, completing odd construction jobs during the day, and helping a local business owner liquidate his assets. Tyler passed the test on the first go, earning his California Real Estate License in 2016.

It was at this time that Scott Aurich, an incredibly accomplished broker based in Coronado, took a chance on Tyler. “Scott normally didn’t hire newly licensed agents, but our stories of battling for our young sons’ lives, sleepless nights at Rady Children’s Hospital, and desiring a career that allowed our families to be a priority were all too similar. He saw a younger version of himself in me.”

Tyler didn’t have any choice but to make real estate work. “My family is my why. I had to work hard and make it work. They were relying on me.” He’s done that and so much more since he joined the business. In 2018, the Mathews decided to make the move to Coronado Island and plant roots where they knew they wanted to raise a family and build a solid business.

With long hours and unwavering dedication, Tyler has built an incredible career organically. He started out hosting at least two open houses a week for over two years. He put in the hours and the work to build something

that not only supports his family but also yielded some notable awards: SDAR’s 40 Under 40, multiple Circle of Excellence Awards from SDAR, as well as Coronado’s REALTOR® of the Year. Tyler credits his authenticity and transparency for helping him grow.

“I am who I am. I hate the idea of having a premeditated, scripted thing to say for everything. Trying to convince people to go against their gut. I’ll never be that guy,” he said. “I don’t push people into anything. In fact, in some cases, I tell people buying or selling may not be what’s truly best for them in a particular season. I work with people I want to hang out with, and attract people who have a similar mindset to me. By being authentic, I believe anyone can build trust. That trust my clients have in me is the foundation for everything.”

“I will never trade my authenticity for approval,” Tyler added. “I’ve really learned that since real estate. The right people will work with you for who you are. I don’t have to role-play or script to get business. I am authentic and real, and I think my clients appreciate that.”

With this mindset, it’s no surprise that Tyler has excelled in the San Diego market. He has closed well over \$150M in his career and is on track to break his own records this year. Over the years, he’s naturally fallen into luxury real estate in the coastal region, but he never turns down a client based on budget. “It’s all rewarding regardless of the price point. I love working with young, first-time buyers just as much as someone closing on their twentieth investment property,” he said. “Handing keys over never gets old.”

Tyler notes that his career has flourished with the support of good mentors. “I was lucky to work with Scott Aurich early in my career. He was an incredible teacher, and I was able to form a foundation with rock-solid principles,” Tyler said. “I have also learned so much from John Gluch, an incredible local team leader. I was honored to be his first agent and helped build an amazing team alongside him for nearly 5 years. His outlook on what full service looks like for clients

is incredible. I have been lucky to have worked alongside two of the greatest mentors in the industry.”

Tyler is thrilled to be back where it all started and working with Scott Aurich again. The pair recently formed Aurich Mathews and Associates at Pacific Sotheby’s International Realty. They plan to continue the same service they’re known for, all while growing the business. “To return to an incredible luxury brand and phenomenal partner that Scott is, is truly humbling. It’s a full circle experience, and the sky is the limit.”

In a lot of ways, Tyler feels like those first 10 years were simply the beginning. There’s so much room for growth in the market, and his potential, alongside his partner Scott Aurich, is endless. He sees himself living and loving, working in Coronado and the surrounding area for many years to come with Scott.

Despite his success, Tyler will never let his business get in the way of family. Tyler prioritizes taking his son to sports, coaching Little League, being there for doctor’s appointments, spending time at home, and being present for his kids. Ashley and Tyler thought they would only have one child, but 10 years later, a desire for a daughter couldn’t be shaken, and they welcomed a baby girl to the family just over a year ago.

The Mathews family enjoys spending time together, boating, and fishing. Tyler loves to cook and explore new restaurants in San Diego. Ashley and Tyler also enjoy the nightlife the city offers, including dates, concerts, and comedy shows. Tyler still golfs as often as he can, and they’re active in their church.

“As big as our real estate industry is in San Diego, I love how small it feels at times. I get to work with amazing people every day, and I’m thankful to work alongside all of you,” he concluded.

Connect with Tyler at Tyler@Tyler-Mathews.com