



RYAN GUNDERSON

When you are looking to buy or sell a property in an area that is as unique as Balboa Island, you want an experienced Realtor® who not only knows real estate, but one who understands the nuances of the community. Ideally, that person would also live or own in the neighborhood and have first-hand knowledge of the advice they give to their clients.

Ryan Gunderson is just that kind of Realtor®. He and his family have deep roots in the community, and for Ryan, Balboa Island is more than just his professional focus; it is a wonderful part of his and his family's life. As an ambitious young person beginning his career, Ryan walked into the office of Balboa real estate guru Don Abrams and asked if he could work with him for free to learn the business. Don accepted Ryan's offer and, a decade later, they are close friends and partners at Abrams Coastal Properties, where Don and Ryan hold the number one and number two spots for top-producing agents on the Island. Together, they have sold more than \$100,000,000 per year over the past three years.

"What's great about the Island is that the people who buy houses here become friends," Ryan says. "This is such a small community, and I see them all the time when I'm out for walks with my wife at night. The other thing I love

is that the Island absolutely lacks pretentiousness. There is a general friendliness and such an interesting dynamic compared to other communities. I love the fact that some of the wealthiest people you meet are just walking around in sandals and t-shirts. You can have somebody renting a one-bedroom apartment near someone else with an \$8 million bay-front home 50 feet away, both in their pajamas taking their dogs out late at night. Most communities are not mingled like that, but here we have all ages and income levels, and it makes our community vibrant and diverse."

Ryan's love for his home community infuses his real estate practice with a warmth and enthusiasm that is keenly felt by his clients. He is a reliable communicator who is diligent in his follow-through and painstaking in his attention to detail. Further, his knowledge of the area is unparalleled, giving buyers and sellers a competitive advantage during any transaction. "The island is far more of a niche market than people realize. Without exaggeration, there can be a \$100,000 to \$200,000 difference in the value of the dirt in a two-block radius, and we know why. There are special local disclosures, and you need to know about unique features like underground utilities, airplanes and the sea walls, just to name a few. We know every local comp in our heads. And for buyers, we have access to a lot of properties that are not available to anybody else."

Loving Life On The Island

Ryan's referral-based business includes countless buyers and sellers who have enjoyed an outstanding experience. One said: "We purchased a bay-front home on a double lot that had the complexities of a dock, sea wall and a house that needed to be torn down to build two new homes. We had a very quick escrow to secure a great purchase price. Ryan did an excellent job negotiating with the selling agent and his client — he has a soft but effective professional touch. He also did in-depth due diligence with all the governing agencies to ensure we did not have entitlement surprises. I look forward to working with him on the next transaction."

Ryan says that in addition to the invaluable mentoring he has received from Don over the years, he has also been blessed with a father and mother who gave him a good foundation in life and business. Recently, real estate became a family business when Ryan's brother and sister-in-law, Kyle and Cori Gunderson, joined the team as marketing manager and design manager, respectively. "They are our marketing team, and they bring an expertise and energy that is causing our whole business to thrive. Their first date was on the Island, and it is also where Kyle proposed to Cori. The two of them and their son now live on the Island. It is not only important for your Realtor® to have roots where he/she is selling, but the team who is marketing your home, as well."



If you are visiting the island, you might see Ryan driving by on a golf cart with his wife, Jill, or out playing on the beach with her and their four young children. You may also run into them at Dad's Donut & Bakery Shop where they often go for hippo cookies.

"People ask me, 'Why the Island?'. What I love about the Island is that my parents and grandparents live here. My wife and I have lived and owned here. I have been on the board of Directors for the Association here. My team and I know this amazing place inside and out. We don't just talk about it, we live it. We can tell you what it's really like day to day. Our focus is our clients who will be our neighbors. We have a vested interest in keeping values here as strong as possible, and we really care. If you are on the fence about whether we are the real estate company for you, let us know, and we'll let you talk to three of your future neighbors. We think what other people say is more important than what we say."

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