

**TAKE A STEP BACK** | Real estate in Point Loma is holding strong and the best thing we can do to ensure that it remains that way is to continue to support and champion our amazing community during this pandemic. It's also an opportune time to learn more about each other so we can use one another as resource and support. This month we want to share our story and as your community ambassadors we hope you reach out to us as a resource.

**OUR STORY** | I'm Mike McCurdy. My wife, Allison, our partner Brian, and I focus on supporting Point Loma community, small business, and real estate. We spend a lot of time on our peninsula as parents, volunteers, and patrons of the local businesses. This June I take on the position of Point Loma Association Chair of the Board. We intimately know the Point Loma culture, its schools, recreation, and take pride in sharing it with the world!

I have been in real estate in San Diego for almost 20 years, after transitioning out of the Silicon Valley tech industry when it crashed in the late 1990's. We were newlyweds, broke, and Allison had just started graduate school to earn her MBA. I have always had a passion for construction and building - I love watching something start from scratch and turn into a home. At 28, however, I didn't have a the luxury of becoming a contractor apprentice since I was now supporting two of us. I did have a successful history in sales and working with people, so I started my real estate career in Denver in 2002 as a loan officer for Pulte Homes/Pulte Mortgage, the nation's largest homebuilder. A year later, I had the opportunity to move to San Diego onto the new home sales team, so I took it. I spent six years as a top producer for Southern California, "Top Gun" member (top 5% achievers nationwide), and Sales Manager for San Diego area. During this time, Allison worked in marketing and then left corporate to open the first Bar Method fitness studio in Point Loma, San Diego. The business helped us build an incredible network of friends in the community and introduce us to Point Loma. Having lived all over the county, Point Loma felt most like the small towns we grew up in. We had our first child and there was no doubt that Point loma was where we wanted to raise a family. It was also the perfect time to switch

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to residential resale. So, I joined Pacific Sotheby's International Realty and soon worked my way to a top producing agent. Most recently I joined Compass Real Estate and am proud to represent it's brand and focus on building community. At the end of

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In 2019 we sold The Bar Method in Liberty Station - Allison's 24/7 home for 11 years. We spent many years building businesses together and realize that we make a great team. I am very process driven and versed on the entire home selling and buying experience. I love to educate my clients so they make decisions that result in the best



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financial outcome. Contracts, negotiating, home preparation, mortgage loans, and one-to-one client communication are among my strengths.

Allison's background is marketing, entrepreneurship, and international business, but she has a particular knack for building relationships and community. She has worked for large corporations, start ups and built our franchise location from scratch during a recession. Some people call her a networker, but I prefer to call her a connector. She loves to use her network to connect people to each other and help them meet a need. The skill makes her quite astute at matching homes to clients!

Enter Brian Gerwe, our third team member. Brian is a native of Ohio and became a part of Point Loma community as a MBA student at PLNU. He worked in sales and eventually transitioned into real estate, his first passion. We met Brian through his wife, Yazel. Yazel started as a Bar Method client and later joined the staff as an instructor. We immediately clicked with Brian's approachable and personable style. In an industry plagued with poor reputation, his professionalism, pragmatism and ethics stood out. Brian has a vast network within the community and holds the same excitement about helping people find their niche in San Diego and Point Loma. You can find Brian around town strolling his two daughters and exploring new restaurants. He loves to cook and host neighborhood gatherings. If you need suggestions for good take out during quarantine, call Brian!

Allison and I have two active boys, Jet & Cole. We love to hike and mountain bike together. Our spare time is typically at the Point Loma Little League field during baseball season - a great way to connect with local families, so we sure miss it right now! We hope you learned a little more about us and reach out with questions or needs. We just launched a lifestyle brand called *Point Loma Life* to provide the community FREE daily and weekly tips for keeping your home happy, productive and connected. If you aren't on social media simply join the weekly newsletter here: [www.mccurdyrealtor.com](http://www.mccurdyrealtor.com)

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