

featuredagent

magazine

*Ashlynn
Cubbison*





Ashlynn Cubbison

When Ashlynn Cubbison took a job right out of high school assisting at a small brokerage, she didn't know much about the world of real estate. Game for a challenge, Ashlynn was instantly intrigued by everything she learned. As the downturn hit, she made a transition to become a title analyst, gaining an alternate perspective on the industry she'd one day join. After moving to San Diego with her husband, she marketed herself as a notary to the area's brokers and escrow officers — forging connections and gaining added insight along the way. Equipped with an entrepreneurial spirit and a drive to reach new heights, Ashlynn knew she was ready for more. In 2012, she earned her real estate license, and soon after, earned her broker's license. Over the course of her decade-long industry tenure, Ashlynn has since crafted a sterling reputation defined by integrity, unflagging work ethic, and an authentic dedication to her clients.

While she primarily serves the North County region of San Diego, Ashlynn goes where her clients lead,

and many of her transactions are based in Riverside County or Orange County. Today, Ashlynn is at the head of a capable, tight-knit team as Broker at Sunset Properties. There, she fields clients of all kinds — from first-time homebuyers and VA clientele, to families, investors, and beyond. Overall, her professional ethos is epitomized by clear-headedness and an ability to execute transactions with precision and forthrightness. “My track record speaks for itself,” Ashlynn says. “The majority of my listings sell at or above asking price, and on average my listings go into escrow in seven days or less. I walk my clients through every step of the process. I always keep communication open, I'm honest, and I'm really authentic about who I am.” With 100% of her business generated by repeat and referral clientele, Ashlynn's commitment to results and memorable service is self-evident. What's more, she cites respect and diligence as the pillars of her philosophy. “Without action and hard work, success isn't possible. But the most important thing to me is respect. Everyone

“The majority of my listings sell at or above asking price, and on average my listings go into escrow in seven days or less. I walk my clients through every step of the process. I always keep communication open, I'm honest, and I'm really authentic about who I am.”

deserves to be treated with respect, no matter how big or small your budget is — everyone deserves the same level of service and professionalism.”

Since Ashlynn's business is largely driven by satisfied clients, marketing is naturally woven into the fabric of her enterprise. “There's no better way to market than by word-of-mouth,” she says. Although,





she explains. “I had my first child around the time I began in real estate. I had my second child as I was studying to become a broker, and while working. And now, I have a few agents working under me and my team is growing. I wouldn’t have been able to achieve any of that without my faith, my incredibly supportive husband, and my family.”

Connecting to her community is of high priority to Ashlynn, and she makes an effort to stay involved in many ways, big and small. Recently, she earned the designation of Diamond Sponsor for a local pre-school and kindergarten’s jog-a-thon. She also sponsors the Murrieta Marketplace in nearby Murrieta, where a group of talented moms and budding entrepreneurs follow their passions. There, Ashlynn hosts a booth with complimentary treats and beverages, and offers her marketing assistance to businesswomen in the making. In her free hours, she enjoys spending quality time with her husband and children, and likes to unwind with a book or a run.

As for the future, Ashlynn unsurprisingly has big plans in place. “I’ve always had big goals and dreams,” she recounts. “I always want to reach the next level. I plan to expand my business, but it’s important to me to find agents that have the same work ethic as I do. Ultimately, I want to change the face of real estate and be part of altering the industry’s image.”

While passion has fueled her path since the very beginning, Ashlynn never loses sight of the people at the heart of every deal. “My favorite thing about what I do is helping my clients achieve their goals,” she reflects. “It’s the most rewarding feeling to hand keys to first-time homebuyers, or a family that’s expanding, or even clients that finally were able to sell and retire and enjoy the life they’ve always wanted. Transactions can be stressful, but being the one to walk my clients through it and see their happy faces at the end of it all — it’s all so worth it.”

that hasn’t kept Ashlynn from putting her creative prowess to use. When California passed a measure restricting plastic bags at grocery stores, she had more than 1,000 branded reusable grocery bags distributed. “It was really fun to give people something useful while putting my name out there in the community.” The ability to think outside the box and spot opportunities as they arise, are additional ways that Ashlynn offers clients an edge. Likewise, her proactive approach inspires a sense of security in those she serves. “Moving can be a difficult time, and I keep my own stresses away from my work and stay positive. Hiccups happen, but if an issue arises, I come to my clients with solutions in hand,” she says. “Plus, I stay available at all hours of the day and I really work hard to make my clients’ goals happen.”

Of course, ambition plays a significant role in Ashlynn’s success to date. As a tried-and-true self-starter, she carved out a professional path despite life’s inevitable challenges. “I’m proud to have become a broker before the age of 30, all while being a mom,”

Ashlynn Cubbison

Sunset Properties | San Marcos, CA

858.449.8846 | Ashlynn@sunset-properties.com | www.sunset-properties.com