



When it comes to showing properties throughout local neighborhoods, no one can beat an agent who was born and raised in the area. Just ask San Diego native, Ashley Constans, REALTOR® and Managing Partner of Sol International Group at Compass, in La Jolla, California. “I am so San Diego-centric,” says Ashley. “I’ve lived all over throughout the county, so I’m really familiar and comfortable within each community. I know this town like the back of my hand.”

After working in event planning and production for several years, Ashley decided it was time for a career shift. So she obtained her license in 2016, and teamed up with her mom who had already been in real estate for many years. “When I was younger, my mom would take me along with her to work and I got to see some amazing homes. I’d always had an interest in architecture and design, but it wasn’t until I was working as an event manager for a non-profit that I had this epiphany ... I really wanted to try this real estate thing out,” recalls Ashley.

Now, six years later, Ashley serves clients all over San Diego County. “It’s a huge county but we’re not pinpointed to just one area. Our office is in La Jolla, but we’ll serve our clients wherever they take us,” she says. Although she doesn’t specialize in any one particular segment of the market, Ashley truly enjoys working with first-time buyers and sellers stemming from the many referrals she gets from past clients. “We really push the family first philosophy, so when we bring people into our lives and into our business, we treat everyone as if they were a family member,” she says. “It’s all about transparency and security and making sure they know we’re treating their transaction the way we would if it was one of our own family members.”

Building and fostering those relationships is something Ashley really takes pride in. “I consider all my clients to be friends or acquaintances,” she said.

Over the years, Ashley has attained numerous achievements and industry recognition such as San Diego Association of REALTORS® Circle of Excellence Award as well as the Compass Culture Award in her brokerage. “That was really exciting because I feel very blessed to be with Compass, and the fact that they saw in me all the things the CEO recognizes as being important to be an agent here really means a lot to me.”

In her spare time, Ashley enjoys working out at the gym, traveling, and spending time with friends and her senior dog. She’s passionate about watching soccer and is currently planning a trip to London to attend a few games. She is also dedicated to supporting a variety of local charities from beach clean-ups and senior dog rescues to being involved with Team Godfather, a charitable foundation that raises money for ALS.

As for the future, Ashley and her partner have big plans to expand their team by bringing more empowered females on board. They’re also looking forward to purchasing property not just locally, but all over the world. “We’re really excited about the plans we have to grow our little team and just keep it going,” says Ashley. “When we get to take our clients over the threshold and hand over the keys ... that huge moment in their lives is something they’ll never forget and that’s what motivates me. So many newer agents are focused on how much money you can potentially make in this business — I was like that too in the beginning — but that’s just a byproduct of what we’re actually doing here. The money will come, but being able to deliver a dream for someone is very heartwarming and really exciting to be a part of.”

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