John Venti

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Real Estate & Insurance Professional ● Team & Operations Manager ● Business Builder

SUMMARY

Licensed California real estate professional since 1990 and licensed California insurance producer with 30+ years across real estate brokerage, team management, property and asset management, insurance and financial services, and business ownership. Managed 6 Redfin agent teams (~35 agents), closed ~230 transactions totaling $210M+, managed $100M+ and $150M real estate portfolios, and founded and scaled Address.com to 1,000,000+ users.

LICENSES

- California Real Estate Salesperson - Licensed since 1990
- California Insurance Producer - Property, Casualty, Life, Accident & Health

SOFTWARE

- Yardi

EXPERIENCE

Financial Advisor — New York Life *November 2025 – April 2026*

- Advised clients on financial planning, life insurance, retirement strategies, and investment options.
- Conducted needs assessments and recommended customized life and health insurance solutions; built long-term client relationships through consultations and periodic reviews.

Licensed Insurance Agent — Farmers Insurance, Calabasas (concurrent with Compass) *January 2023 – November 2025*

- Assisted clients with Home, Auto, and Business policies to protect assets and ensure proper coverage.
- Maintained accounts and conducted annual reviews to prevent underinsurance and address evolving client needs.

Real Estate Agent — Venti Partners — Compass, Southern California *April 2016 – Present*

- Represent buyers and sellers across Santa Barbara and greater Los Angeles, including luxury and multimillion-dollar transactions.
- Prepare representation contracts, purchase agreements, closing statements, deeds, and leases; perform comparative market analyses; coordinate escrow, lenders, inspectors, and pest control to closing.
- Conducted sales-technique seminars and training for agents; mentored new agents through complex scenarios.

Founder & Developer — PhoneSnaps (phonesnaps.com) *2024 – Present*

- Built a listing-marketing platform that turns agents' phone photos into enhanced photos, video, and flyer-ready marketing; designed the product workflow, billing, and automated email, and onboard paying agent clients.

Los Angeles Area Manager → Team Lead → Senior & Field Agent — Redfin *October 2010 – April 2016*

- Area Manager (2015–2016): managed 6 buy-side agent teams — roughly 35 agents — across the Los Angeles market.
- Created and implemented the "Agent Triad Program," which increased low-performing agent yield by 25% and helped build the market's top-producing teams.
- Designed and built the internal Los Angeles Market website for agent training, listings, policy/procedure tracking, submission results, and agent mapping; created "Video Offer" web pages and rolled out online video training tools nationwide, with technology onboarding for agents across U.S. markets.
- Team Lead (2013–2015): developed a high-yield producing agent team while carrying a full agent workload; coached agents through complex transactions and delivered technology training.
- Senior & Field Agent (2010–2013): top-performing agent; earned promotion to management. Redfin Envoy (top 3% of agents) multiple quarters 2012–2014; Employee of the Quarter, Q4 2011; Deal NPS above 98 from 2011 on.

Owner/Operator — TownCenter Services *January 2005 – April 2011*

- Founded and operated a virtual property tour business; secured 89 Realtor accounts in the first 9 months and generated over $200,000 in revenue; developed hosting for property "vanity" websites.
- Shot residential listing photography for Redfin and West Side Rentals (2006–2010).

General Manager — Venti Property Management *January 2003 – January 2005*

- Oversaw $150 million in residential and commercial real estate and 500 tenants; managed collections, payments (insurance, mortgages, taxes, expenses), and service contracts for cleaning, maintenance, and security.

Founder & CEO — Address.com *March 1998 – February 2002*

- Created the business plan and scaled to over 1,000,000 nationwide dial-up users; directed operations, finance, accounting, marketing, and sales; reported to investors and board.
- Launched revenue streams including dial-up access, web email, partner marketing, and premium email addresses.

General Manager — Pace Land & Development Inc. *June 1991 – November 1999*

- Managed $100+ million in real estate holdings with a team of 5; prepared annual budgets for the company and 85 properties.
- Marketed vacant space; coordinated maintenance, repairs, remodeling, and construction; negotiated sales, leases, and developments.

CAREER PRODUCTION & AWARDS

- Closed ~230 residential transactions totaling $210M+ (2011–2026, primarily at Redfin and Compass), per personal closed-transactions record.
- Redfin President’s Club • Redfin Top Producing Los Angeles Market Agent (2 years) • Redfin Envoy