

2017

THE LEADING 100 PATENT PENDING

THE TOP PERFORMERS
IN BAY AREA REAL ESTATE



Presented By

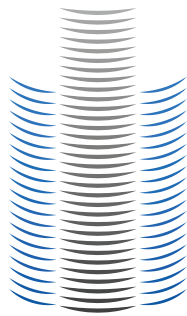




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THE LEADING 100

THE TOP PERFORMERS
IN BAY AREA REAL ESTATE

Welcome to The Leading 100!

The Luxury Marketing Council of San Francisco and San Francisco magazine, in partnership with the respected REAL Trends organization, are proud to introduce The Leading 100 list, which recognizes the outstanding top performers in Bay Area residential real estate sales. The stated vision of The Leading 100 list is to provide the Bay Area community with an authoritative, annual guide to real estate agent performance based on results and meritorious performance.

The Leading 100 list represents the Bay Area's 100 top-producing agents who registered outstanding performance in the calendar year 2016, based on dollar sales volume. As in the previous year, The Leading 100 list recognizes Individual sales performance. However, because there is a gray area that resides between high-performance sales teams and individual "rain-makers" who rely upon support staff to execute transactions, a Leading 100 Teams list has also been developed this year which will operate in tandem with the continuing Individuals list.

REAL Trends data, universally recognized as the most reputable and accurate in the industry because of its verification protocols and recording of off-market transactions, was used as the basic platform in developing The Leading 100 list. That data was supplemented, where necessary and appropriate, with verified information provided by brokerage management.

We wish to congratulate the 2017 Leading 100 honorees for your success, which is based upon hard work, passion for the business, and commitment to both your industry and your clients, on whose behalf you labor tirelessly. Yours is an accolade much deserved, and it is with great pleasure that we communicate that achievement to the community at large—to your industry peers and to the clients who rely so heavily upon your valued service



Alf Nucifora

CHAIRMAN

THE LUXURY MARKETING
COUNCIL OF SAN FRANCISCO



Paul Reulbach

PUBLISHER

SAN FRANCISCO MAGAZINE



THE LUXURY MARKETING COUNCIL
of San Francisco

San Francisco
magazine

Silicon Valley

Identifying The Leading 100

REAL Trends has been The Trusted Source of news, analysis, and information on the residential brokerage industry since 1987. They are a privately-held publishing, consulting, and communications company based in Castle Rock, Colorado.

REAL Trends has been ranking individual and team real estate sales professionals for 11 years. REAL Trends The Thousand, as advertised in The Wall Street Journal, features a list of 1,000 high-producing sales professionals in the categories of top individuals by transaction sides, top individuals by transaction volume, top teams by transaction sides and top teams by transaction volume. In addition, REAL Trends ranked the top 50 teams by average sales price. REAL Trends America's Best Agents is a separate ranking of sales professionals and teams by state and local area. Only those who met REAL Trends' minimum qualifications to apply for The Thousand were considered.

Methodology

The application process begins in January when we send applications to those who qualified in past years. Then, we contact national real estate brands so that they may encourage sales associates and teams to apply. We also work directly with all brokerage firms ranked on the REAL Trends 500 and Up-and-Comers and virtually every local and state Association of Realtors®. We invite each of these parties to either submit qualified candidates to us or to let us know who may be qualified, and then we reach out to them directly.

All production listed is based on the prior calendar year's closed residential sales. We do not include leases or commercial sales. These numbers may include off-market listings. While we list the city and state of the main office that the sales professional or team is located, the sales included in the numbers may come from various other markets if the sales professional does business across multiple MLSs, cities, and/or states.



REAL TRENDS
THE TRUSTED SOURCE

We require independent, third-party verification for every sales professional and team. These take many forms, but the source for the verification must be independent of the sales professional or team that submits an application. We make no exceptions to this rule.

All submissions are verified by one of the following ways:

- The local or state Realtor® association which the sales professional or sales team has a membership,
- Signed letter from the broker/owner (Note: broker/owners cannot sign off on their own submissions),
- Copy of 1099 or business tax return for 2015 (please black out any confidential information, i.e. date of birth, social security number, etc.), or
- The national network which the sales professional or sales team has its affiliation.

Those ranked in the Top 20 may be required to provide an additional, second form of verification. Applicants that do not send in verification will be removed from the rankings.

Minimum qualifications to apply

- An individual must have closed at least 50 sides or \$20 million in sales volume.
- A team must have closed at least 75 sides or \$30 million in closed sales volume.

Individual sales professionals vs. teams

- Individual sales professionals vs. teams
- Team: two or more licensed sales associates, regardless of whether they are independent contractors or employees of a team, who combine sales for awards or commission sharing in any fashion. This includes those who refer to themselves as partners or any other term. Employees or independent contractors employed by a team in non-selling activities are not counted as a member of a team.
- An applicant may only submit as an individual or team, not for both.
- REAL Trends carefully reviews all websites and other sources to ensure the accuracy of the placement of individuals and teams.
- REAL Trends reaches out to more than 2,000 separate U.S. realty organizations in an attempt to reach every sales professional who might qualify to be ranked on this list, it is highly likely that there are some fine real estate sales professionals who are not listed here. Some may not be here because they did not want to apply and others because the word of this ranking did not reach them.

ABOUT REAL TRENDS

Residential real estate leaders look to REAL Trends for timely and trusted information and analysis through our monthly newsletter, news updates, conference, and publications. In addition to creating research studies, we are a leading provider of high-level business consulting services to the residential real estate industry. REAL Trends provides a wide range of advisory services to an international clientele of local, regional, and national real estate organizations. Areas of expertise include technology, operational analysis, valuations, merger and acquisition advisory services, consumer and business research and strategic planning. www.realtrends.com.



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BURLINGAME

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PACIFIC HEIGHTS

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UPPER MARKET

WEST PORTAL

THE 2017 MVP AWARD



Gregg Lynn

SOTHEBY'S
INTERNATIONAL REALTY

THIS PERIPATETIC ACHIEVER has led a life of wanderlust in more ways than one. From hometown LA, his New York-London-San Francisco sojourn has been accompanied by a similar transition in career choice—not-for-profit field operations, executive recruitment, marketing consulting and writing, sponsorship development for international symposia—all culminating in real estate

sales. The common element throughout has been a self-belief in his ability as a match-maker supreme. That core unpinning has catapulted him to the top in Bay Area real estate where he operates at a height of success that matches the sales prices of the high-rise penthouses and houses with which he is so prominently associated.

His career in real estate has been meteoric. Since becoming a rookie agent in 2005, he has consistently grown his practice to the point where his leadership is acknowledged by peers and clients and he commands respect as an expert in marketing San Francisco's finest homes and condominiums. In 2016, his sales totaled \$186,629,751, a whopping 99.6% increase over the previous year and placing him #2 in individual sales in the Bay Area market. In the same year, he negotiated the sale of 2600 Jackson for \$11 million, an astonishing \$3.1 (or 39.2%) over asking and the nation's 5th highest overbid property for the year. He is also the #1 Sotheby's International Realty agent in California.

It is in the condominium arena that his performance and reputation remain unchallenged. He has maintained his ranking as the #1 producing realtor for condo resales for the past 9 years, and is now acknowledged as the city's "Voice of Luxury Condominium Sales". In 2011, he coordinated the marketing of the complex St. Regis Penthouse, resulting in an international sale of \$28 million, which set the record for the highest selling condominium in San

Francisco history. In 2016, he represented buyer and seller in the \$13 million sale of the Millennium Tower Grand Penthouse, in spite of headlines that compared the building to a similar tower in Pisa.

Understanding that the road to pre-eminence demands commitment and sacrifice, he invests heavily in his business, spending up to 30% of what he makes on marketing, in good times and bad. He travels annually to Hong Kong, London, New York and other global cities to aggressively promote his clients' properties. He works 18-hour days, 7 days a week but ameliorates that obsessive behavior with travel, and disciplined work habits that recognize the need for family, self, respite and introspection. His recent marriage to his longtime partner indicates that settling down now takes equal billing to making it to the top. And his commitment to San Francisco, as a community has resulted in his becoming a vociferous champion of the Earned Assets Resource Network (EARN), a San Francisco-based organization creating opportunity for hard-working families living below the poverty line to acquire a home.

His clients love him for his proactive, "can-do" attitude, his 24/7 accessibility, his legendary discretion, laser-like focus and fanatical attention to detail. His peers admire and respect him as a deal-maker who plays by an industry code that demands honesty, integrity and supreme professionalism.

THE RISING STAR AGENTS OF THE YEAR FOR 2017

Aaron & Michael Bellings

VANGUARD PROPERTIES

THESE SAN FRANCISCO NATIVES and third generation realtors have shown a ready and early aptitude for the business. Their rapid success speaks for itself. With close to \$42 million dollars in sales in 2016 and only in their fourth year in the business, this high-performance duo finished in the Top 20% of their firm's agent ranks in their first year; Top 10% in the second year; Top 1% in the third year; and with every expectation of repeating their top 1% ranking again this year.

Their passion for the business sparked when they attended Tuesday broker's tours and weekend open houses with their father. In both cases, academic success was followed by forays into corporate America where

they excelled in sales and marketing roles, delivering record sales while acquiring early leadership skills, as they developed their sales craft while negotiating the corridors of the corporate labyrinth.

Even at an early stage in their careers, they have grasped the importance of giving back. They are both active mentors in their firm's mentorship program; both are on the board of the Business Leadership Council for the Jewish Community Federation; and both actively participate in realtor "give back day" programs.

As with other top performers within the industry, these are hardworking young men who understood from an early age that success in the real estate business is clearly tied to business discipline and logging long hours. Yet their Millennial upbringing has taught them that all work and no play, makes for a dull boy. One brother is an avid Warriors, Giants, and 49ers fan; loves to try new restaurants; spends afternoons in Golden Gate Park; and is devoted to his cat, Montana. The other

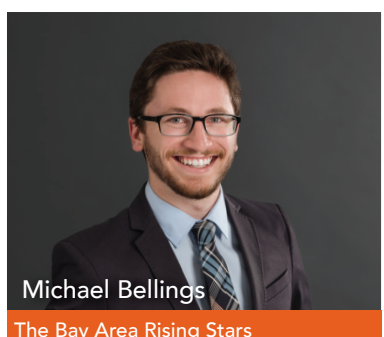
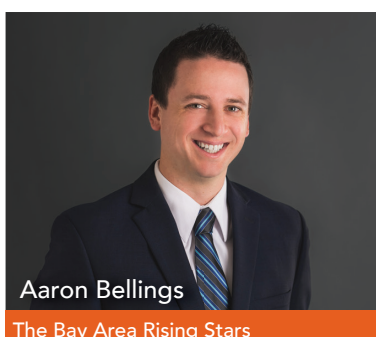
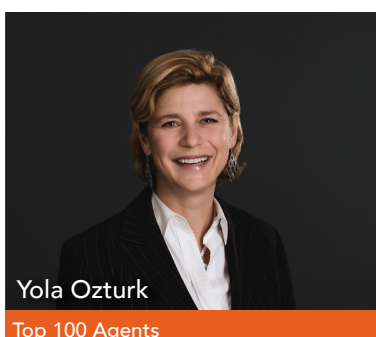
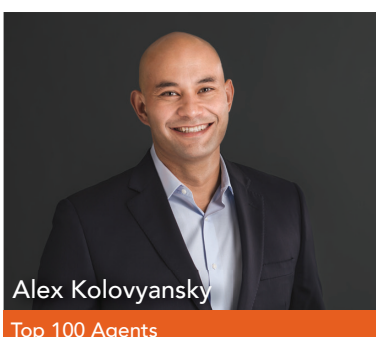
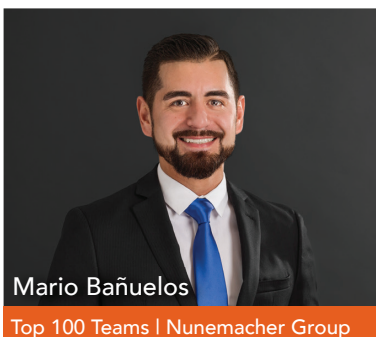
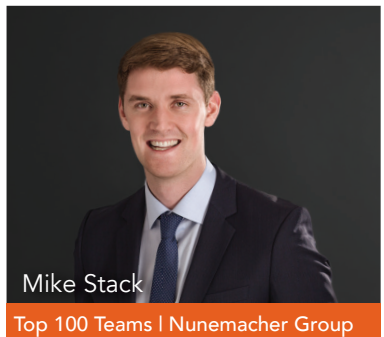
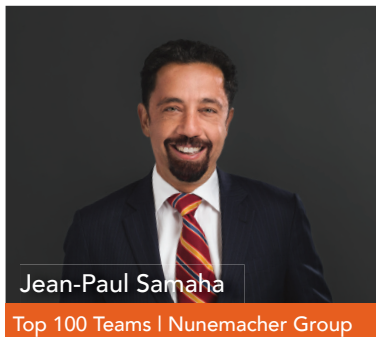
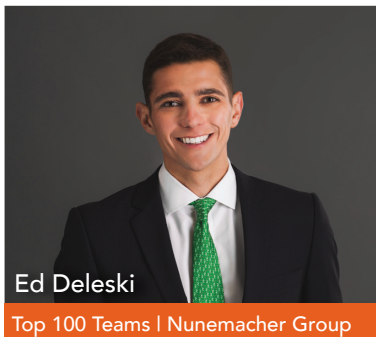


brother has embraced television stardom by recently starring in national commercials for brands such as Sony, American Express and Munchery, with his actress girlfriend.

Their managing broker, Paula Gold-Nocella said it best. "These are thoughtful, positive-minded, determined young men, respectful of the industry and of their fellow peers. They work hard and they hustle, but remain well-liked by all who cross their path. If cloning was technically feasible, and legal, they'd be the Firm's starter batch"

FORWARD THINKING REAL ESTATE

Vanguard Properties salutes all of the Top 100 Bay Area Real Estate professionals.
We are especially proud of our own family of winners.



THE BIGGEST SALE OF THE YEAR FOR 2015



Mary and Brent Gullixson

(FOR THE SELLER)

Brad and Helen Miller

(FOR THE BUYER)

ALAIN PINEL REALTORS

FOR THE FLOOD ESTATE, WOODSIDE \$50,000,000

THE 92-ACRE FLOOD ESTATE, located in Woodside had been on the market for approximately four years before its sale, and had been in the Flood family hands since 1941, when James Flood, grandson of silver-mining magnate James Clair Flood, built the main residence. James Flood and Elizabeth Dresser, who were married in 1938, raised four children at the estate. Mr. Flood's day job was managing the Flood Building, built by his father James Leary Flood, in San Francisco.

In 2012, the estate listed for \$85 million. It was sold in 2016 for \$50,000,000.

The estate consists of three parcels, with a main house of 9,000-square-feet,

featuring nine bedrooms and eight and a half baths. The property includes a lake, a reservoir, a vineyard and a creek, as well as a two-bedroom gate house, a three-bedroom caretaker's house, a pool, a tennis court and a three-stall barn.

The architecture of the main house retains a high degree of integrity, exhibiting a Colonial Revival style, which became more popular in the first third of the 20th century. Thomas D. Church, an influential landscape architect in California, designed the vegetation for the front of the house, including raised planters with rock retaining walls.

The Floods entertained at home, and

were host to prominent guests, including British Prime Minister, Sir Anthony Eden; John F. Kennedy before he became president; and Charles Bohlen, a U.S. ambassador to the Soviet Union and to the Philippines.

The sale of the home was transacted by two Woodside-based Alain Pinel Realtor teams, renowned for their intimate knowledge of the region, their unwavering discretion, their private prospect and client networks that are appropriate to the multi-million-dollar premium properties that dot the area, and a reputation for leadership and supremacy that places them in the stratosphere of the Bay Area's real estate elite.

—Dave Boyce / The Almanac



PARAGON REAL ESTATE GROUP

LUXURY COLLECTIVE

A FEW OF OUR 2017 SUCCESSES



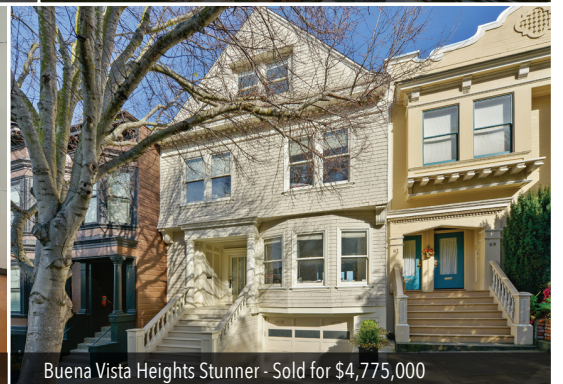
Exceptional Yerba Buena Condominium - Sold for \$5,724,000



Rare Yerba Buena Condo - Sold for \$5,595,000



Distinctive Upper Market Urban Masterpiece - Sold for \$4,950,000



Buena Vista Heights Stunner - Sold for \$4,775,000



Buena Vista Single Family Home - Sold for \$4,700,000



Gorgeous Rebuilt Home in the Heart of Noe Valley - Sold for \$4,400,000



Dolores Heights Modern Masterpiece - Sold for \$4,000,000



Cole Valley Single Family Home - Sold for \$3,650,000

LUXURY COLLECTIVE: Ron Abta, Carolyn Adducci, Dale Boutiette, Jim Fisher, James Haywood, Christine Irsfeld, Gary Johnson, Diana Koll, Ruth Krishnan, Laura Lanzone, Linda LeBlanc, Mary Macpherson, Joe Marko, Meredith Martin, Peter Monti, Amanda Mulholland, Mike Murphy, Landon Nash, Diana Nelson, Sue Schultes, John Solaegui, Maureen Terris, and Helena Zaludova

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REAL ESTATE GROUP

LUXURY
PORTFOLIO
INTERNATIONAL

2017 BROKERAGE OF THE YEAR

Zephyr Real Estate



THIS INDEPENDENT BROKERAGE, active for 39 years, has quietly and methodically established a presence and reputation in San Francisco for market leadership, based on transactional performance, as well as agent personality and behavior.

The specifics that support that reputation are revelatory:

- Ranked # 1 in the San Francisco market in 2016 by dollar volume (\$1.5 billion), dollar share of market (9.1%) and units sold (1142). In short, the brokerage transacts approximately 18% of all unit sales in the San Francisco market
- 360 agents in five San Francisco offices, two in Marin, one in Burlingame and two affiliate offices in Sonoma
- Stable ownership and management since the company's inception in 1978
- An egalitarian, company-wide culture of collaboration, cooperation and support within all levels and functions. It starts at the top with a management team that is both local and familial. The organizational structure is inverted, with the result that management remains responsive to agent need, a team mentality prevails and mutual internal respect between all functions and ranks is the norm
- An industry-leading agent retention rate with 30% of its agents holding a tenure of ten years or more
- A highly-regarded agent onboarding and training protocol dedicated to ongoing agent education and coaching that enables them to improve, support and grow their business. The company provides the most intensive training program for new licensees in the area, and is just as supportive with ongoing education for experienced agents. The training culture is wide-spread, and places emphasis on selecting the right agent candidates upfront and providing only the most experienced trainers. As a result, 60-70% of program graduates stay with the company and become successful producers.
- A vigorous commitment to digital platforms and technology as a means of enhancing agent performance and client

interface, with the addition of new programs that encompass a listing service suite, property-focused amenity mapping tool, client testimonial platform, buyer profile assessment, CRM management, and a fully-redesigned company website

- A legacy of charitable contribution, both in time and money that is wide-spread and firmly-anchored in the company's operating culture. On a continuing annual basis, the company

sponsors: a scholarship program for local youth from low-income families, agent volunteer groups that deliver meals with Project Open Hand every week, group volunteer days with the food bank, as well as Habitat for Humanity, and a generous matching program, approximating \$200,000 in annual giving, to support the charitable agenda. The giving is the antithesis of the traditional hands-off Foundation model and is both personal and agent-driven with the objective of supporting and promoting agents' involvement in their communities

This is a brokerage that operates with the highest professional standards, trains its agents well, runs on a nimble and responsive management framework, knows its back-yard marketplace intimately, and is driven by a culture of ingrained authenticity that is reflected in its people, its reputation and its style.

THE REAL ESTATE HALL OF FAME 2017 INDUCTEE

Joseph V. Costello Jr.

1926–2015



JOE COSTELLO, or "Mr. C", as he was known to friends, associates and peers, was a man of surprising contradiction. On the one hand, he was a pillar of the community, and a traditionalist in every respect. After graduating from high school, he served in the U. S. Marine Corps., in the Pacific, during WWII. He returned to San Francisco and attended UC Berkeley and graduated from the University of San Francisco School of Law. After briefly working in Washington, D.C., he returned to San Francisco where, in 1956, he founded Hill & Company. In 1950, Mr. Costello married Patricia Moore Funsten, and during their 54 years of marriage they raised a family of three—Jay, Jim and Wendy. Mr. Costello was a member of the Bohemian Club, The Olympic Club, Pacific-Union Club and the St. Francis Yacht Club, among others.

Never one to claim the spotlight, the other side of Mr. C reveals a man of recognizable distinction, extraordinary talent and unfettered generosity, not to mention a contrarian streak—former CIA operative and travel aficionado to the far reaches of the globe, including Siberia

and Timbuktu, as prime examples. Together with John Levison, and Chuck Strain, with whom he worked at Leo Lembi's real estate firm, the threesome became disenchanted with the firm's management style and left together to found their new firm. Struggling to come up with a company name, they settled on the acronym "H.I.L.L." Which stands for Happy I Left Leo—hence the name Hill & Co.

Mr. C will be best known and fondly remembered as a father—the patriarch of an extended family of 3 children, 7 grandchildren and 3 great grandchildren—and the father of a company, that to this day, 61 years later, continues to operate with a familial culture and a reputation for integrity for which it is proudly recognized and justifiably applauded.

RECOGNIZED AGAIN AND AGAIN FOR BEING AMONG THE BEST OF THE BEST

Congratulations to these stellar Hill & Co. agents.

#1 TOP PRODUCER COMPANYWIDE,
TOP 1% OF REALTORS IN SAN FRANCISCO



Annie Williams

415.819.2663

awilliams@hill-co.com

AnnieWilliamsSFHomes.com

BRE License # 01393923

Annie is results-oriented, and a seasoned negotiator. After achieving success as an executive in venture capital and media, Annie became an agent in 2003. She is considered by many to be “the professional’s professional.”

#1 TOP PRODUCING TEAM COMPANYWIDE,
OVER \$1 BILLION IN SALES OVER THE YEARS



Joan Gordon

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David Cohen

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Joan and David individually are in the top 1% of all San Francisco agents. Together they have over 60 years of combined real estate experience helping clients negotiate the purchase and sale of single family homes, condominiums and multi-unit buildings throughout the city.

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Leading 100 Teams

LISTED BY TEAM NAME, BROKER, LOCATION AND TOTAL SALES VOLUME IN 2016

1. The DeLeon Team DeLeon Realty, Inc. Palo Alto \$729,614,147	16. Elite Team Century 21 Real Estate Alliance San Francisco \$123,962,388	\$92,864,723	45. Patrick Lam & Joanne Xiang Award- Winning Team Century 21 Real Estate Alliance San Francisco \$74,256,625	\$63,851,000	73. The Betty Brachman Team Sotheby's International Realty San Francisco \$56,265,500
2. Mary and Brent Gullixson Alain Pinel Realtors Menlo Park \$410,132,074	17. Khrista Jarvis Team J. Rockcliff Realtors Danville \$118,967,306	31. Brett Jennings Real Estate Experts Keller Williams Realty Los Gatos \$91,299,462	46. The Velasco Group Intero Real Estate Services Saratoga \$73,103,888	59. The Bohnert Group Coldwell Banker Residential Brokerage Burlingame \$63,845,898	74. US FineLiving Team Keller Williams Realty Pleasanton \$56,184,686
3. The Troyer Group Intero Real Estate Services Los Altos \$311,727,034	18. Helen and Brad Miller Alain Pinel Realtors Woodside \$115,460,000	32. Dave Clark Team Keller Williams Realty Campbell \$90,833,400	47. The Domicile Team COMPASS San Francisco \$72,891,418	60. Fabulous Properties Venture Sotheby's International Realty Pleasanton \$62,255,277	75. The Stoneberger Team Legacy Real Estate & Associates Fremont \$56,009,455
4. TeedHaze COMPASS San Francisco \$248,578,513	19. Droubi Team COMPASS San Francisco \$113,927,000	33. Barbara Callan & Robert Callan, Jr. McGuire Real Estate San Francisco \$90,006,852	48. The Laugesen Team Coldwell Banker Residential Brokerage Burlingame \$72,018,500	61. Anthony Riggins: The East Bay Team Sotheby's International Realty San Francisco \$62,000,669	76. Houston Group Coldwell Banker Residential Brokerage Los Gatos \$55,988,750
5. Malin Giddings/ SFProperties COMPASS San Francisco \$241,643,177	20. The Bill Lister Team Coldwell Banker Residential Brokerage Los Gatos \$109,395,820	34. Debbie Sharp Keller Williams Realty Burlingame \$86,344,001	49. The Erdal Team Serenio Group Saratoga \$71,810,000	62. Christina Chung Coldwell Banker Residential Brokerage San Francisco \$61,403,000	77. Mary & Diane Team Pacific Union International Mill Valley \$55,780,400
6. The Frazzano Team J. Rockcliff Realtors Danville \$212,839,000	21. Gorman Group Coldwell Banker Residential Brokerage Saratoga \$107,619,665	35. WynneMorgensen Sotheby's International Realty San Francisco \$84,428,923	50. Zaid Hanna Group Intero Real Estate Services San Jose \$70,000,000	63. The Nierenberg Group Coldwell Banker Residential Brokerage San Francisco \$60,072,800	78. Team Tapper Coldwell Banker Residential Brokerage Burlingame \$55,502,700
7. David Gunderman and Andrew Raskopf Alain Pinel Realtors Oakland \$186,675,139	22. Armario Venema Homes Team Keller Williams Realty Pleasanton \$105,042,572	36. Ron Abta/Travis Pacoe Paragon Real Estate Group San Francisco \$83,913,000	51. Joan Gordon/ David Cohen Hill & Co. San Francisco \$68,103,59	64. The Chiavettas Coldwell Banker Residential Brokerage Los Gatos \$59,923,500	79. Kurt Piper Group Pacific Union International Lafayette \$55,024,340
8. Juliana Lee Juliana Lee Real Estate Team Palo Alto \$150,989,136	23. Kehrig Team Pacific Union International Danville \$103,884,345	37. Kenny Kim Legacy Real Estate & Associates Fremont \$82,924,212	52. The Renee White Team Keller Williams Realty Walnut Creek \$59,368,000	65. The Bennett Team Keller Williams Realty Walnut Creek \$59,368,000	80. Tom Neel and Associates Coldwell Banker Residential Brokerage Burlingame \$54,058,763
9. Boyenga Team Keller Williams Realty San Jose \$149,749,643	24. The Patty Dwyer Group Alain Pinel Realtors Burlingame \$101,343,000	38. Peg King and Jeremy King Coldwell Banker Residential Brokerage Petaluma \$80,966,754	53. The Grubb Co. Berkeley \$58,899,000	66. Bebe McRae The Grubb Co. Berkeley \$58,899,000	81. Elaine Berlin White Coldwell Banker Residential Brokerage Menlo Park \$53,548,875
10. Mary Tan Realty Team Coldwell Banker Residential Brokerage Cupertino \$148,682,998	25. The Rick Richetta Team Alain Pinel Realtors Oakland \$100,787,168	39. EastBayPro, Inc. Keller Williams Realty Danville \$78,433,653	67. Navigate Reside Network San Francisco \$58,886,846	68. Satya Dasari Team Keller Williams Realty Cupertino \$58,161,142	82. Lynette Morehead-Crum & Lorie Gillespie Team Intero Real Estate Services San Jose \$53,400,527
11. The Nolan Group Vanguard Properties San Francisco \$138,162,654	26. Danielle Lazier Team COMPASS San Francisco \$100,343,974	40. The Joe Schembri Real Estate Team Coldwell Banker Residential Brokerage Fremont \$77,139,481	69. The Cox Team Alain Pinel Realtors Danville \$57,804,361	70. Susan & Shawn Coldwell Banker Residential Brokerage Los Gatos \$57,440,751	83. Bartlett Team Pacific Union International San Francisco \$53,380,000
12. TSE Group Intero Real Estate Services Saratoga \$129,921,147	27. Bullock- Sarkissian Team Golden Gate/Sotheby's International Realty Mill Valley \$99,635,493	41. The Joe Schembri Real Estate Team Coldwell Banker Residential Brokerage Fremont \$77,139,481	71. Grant, Griffith and Jones Intero Real Estate Services San Jose \$56,615,926	84. McCall Team Keller Williams Realty Santa Rosa \$52,495,050	
13. Tom LeMieux & Jennifer Liske Pacific Union International Menlo Park \$126,481,750	28. Carol Carnevale and Nicole Aron Alain Pinel Realtors Menlo Park \$97,766,000	42. The Beaubelle Group Coldwell Banker Residential Brokerage Orinda \$75,977,495	72. Moridi Team Intero Real Estate Services Cupertino \$56,462,676	85. Anian Tunney The Grubb Co. Oakland \$51,145,000	
14. The Nunemacher Group Vanguard Properties San Francisco \$125,911,360	29. Lan Bowling Team Keller Williams Realty Palo Alto \$97,176,120	43. Debbie Wilhelm Team Coldwell Banker Residential Brokerage San Mateo \$75,449,442	86. Ford/Plowright The Grubb Co. Berkeley		
15. The Watson- Marshall Group Coldwell Banker Residential Brokerage Burlingame \$124,774,916	30. Haney & Potter Pacific Union International Larkspur	44. Amar Realtor Keller Williams Realty Palo Alto \$75,390,259			

The Leading 100 List: Individuals

\$51,145,000

87. N2 Team
Vanguard Properties
San Francisco
\$51,034,000

88. Jim and Jimmy
Nappo
Alain Pinel Realtors
Los Altos
\$50,497,000

89. Johal Team
Keller Williams Realty
Los Gatos
\$50,219,999

90. The Faylor Team
Sereno Group
Saratoga
\$50,112,000

91. Victoria Love & Tina
McArthur
Pacific Union International
Larkspur
\$48,476,700

92. Natalie Swanson
Team
Keller Williams Realty
Livermore
\$48,226,061

93. Caitlin and Gloria
Darke
Alain Pinel Realtors
Menlo Park
\$47,611,600

94. Margaret Yost and
David Yost
Coldwell Banker
Residential Brokerage
San Jose
\$47,428,000

95. The Studebaker Team
Alain Pinel Realtors
Alameda
\$47,330,555

96. Dave & Sue
Flashberger
Keller Williams Realty
Pleasanton
\$47,321,650

97. Laura Reinertsen &
Kristin Sennet
Pacific Union International
Ross
\$46,670,000

98. Team Nijjar
Legacy Real Estate &
Associates
Freemont
\$45,969,305

99. Miriam Chirko Group
Coldwell Banker
Residential Brokerage
San Mateo
\$45,834,125

100. The Faris & Taylor
Team
Intero Real Estate Services
Cupertino
\$45,667,888



#1 Stanley Lo

GREEN BANKER

BURLINGAME

\$290,828,632

(BASED ON INDIVIDUAL SALES IN 2016)

STANLEY LO IS RANKED #1 on the 2017 Leading 100 Individuals list, ranked the #1 Individual Agent in San Mateo County, and ranks in the Top 15 in the entire nation on Wall Street Journal's and RealTrend's 2017 Top 1,000 Agents in the US. He has over 30+ years of experience and serves clients from San Francisco to Los Altos, listing and selling residential homes and commercial properties ranging from \$95,000 to \$26,000,000.

Stanley refers to the work he does for clients as "Royal Service." Included in that service is the guarantee that he will be responsible, impeccably honest, energetic and reachable at all times. One of Stanley's specialties is his ability and willingness to solve the most difficult and complex real estate problems. He will always work tirelessly in the best interest of his clients.

The Leading 100 List: Teams

#1 Ken DeLeon

DELEON REALTY

PALO ALTO

\$729,614,147

(BASED ON TEAM SALES
IN 2016)



KEN DELEON IS THE FOUNDER and visionary behind DeLeon Realty, ranked #1 on the 2017 Leading 100 Teams list and #1 team in California and #2 in the nation by the 2017 Wall Street Journal/RealTrends list of top 250 teams.

Ken practiced law at Wilson Sonsini Goodrich & Rosati, one of the nation's most prestigious law firms but it took him less than ten years to skyrocket from a brand-new agent to one of the country's best and most successful agents. In the process, he has taken the combination of creativity, originality, and ingenuity that made him successful as an agent and built an entire organization around it. Simply put, he has dissected the entire home buying-and-selling process and identified ways to streamline the process, improve the results, and demystify the steps. He hires only the very best and brightest people, equips them with the most powerful tools, and supports them with the best management and training. Because Ken is one of the biggest selling agents in Silicon Valley (and the clear leader in the sale of homes under \$8 million), other agents routinely contact him about "off-market" opportunities.

Ken has seen more challenges in his personal life than most people in their whole lifetime. His only sister died in his arms when they were both teenagers; a drugged-up driver plowed into him, leaving him nearly dead on the side of the road; he was diagnosed with and overcame cancer. These challenges have taught him to live each day to its max.

WINNERS 2017

THE LEADING 100 INDIVIDUALS LISTED BY NAME, BROKER, LOCATION, AND TOTAL VOLUME IN 2016



#1
Stanley Lo
 Brokerage: Green Banker
 Location: Burlingame
 Volume: \$290,828,632



#2
Gregg Lynn
 Brokerage: Sotheby's International Realty
 Location: San Francisco
 Volume: \$186,629,751



#3
Nina Hatvany
 Brokerage: Pacific Union International
 Location: San Francisco
 Volume: \$165,563,433



#4
Judy Citron
 Brokerage: Alain Pinel Realtors
 Location: Menlo Park
 Volume: \$159,668,800



#5
Dana Green
 Brokerage: Pacific Union International
 Location: Lafayette
 Volume: \$150,546,825



#6
Keri Nicholas
 Brokerage: Alain Pinel Realtors
 Location: Menlo Park
 Volume: \$149,759,425



#7
Cyd Greer
 Brokerage: Coldwell Banker Brokers of the Valley
 Location: St. Helena
 Volume: \$142,085,625



#8
Kathy Bridgman
 Brokerage: Alain Pinel Realtors
 Location: Los Altos
 Volume: \$136,002,031



#9
Joujou Chawla
 Brokerage: J. Rockcliff Realtors
 Location: Danville
 Volume: \$130,554,071



#10
Tracy McLaughlin
 Brokerage: Pacific Union International
 Location: Larkspur
 Volume: \$125,605,025



#11
Mary Ma Li Bee Thrasher
 Brokerage: Today Sotheby's International Realty
 Location: San Carlos
 Volume: \$124,929,676



#12
Frank Nolan
 Brokerage: Vanguard Properties
 Location: San Francisco
 Volume: \$124,119,509



#13
Michael Dreyfus
 Brokerage: Golden Gate/ Sotheby's International Realty
 Location: Palo Alto
 Volume: \$111,274,000



#14
Tim Kerns
 Brokerage: Coldwell Banker Residential Brokerage
 Location: Menlo Park
 Volume: \$110,169,140



#15
Neal Ward
 Brokerage: COMPASS
 Location: San Francisco
 Volume: \$105,493,000



#16

Tanya Dzhibrailova
Brokerage: Zephyr Real Estate
Location: San Francisco
Volume: \$100,797,191



#17

Hugh Cornish
Brokerage: Coldwell Banker Residential Brokerage
Location: Menlo Park
Volume: \$99,683,750



#18

Phil Chen
Brokerage: Keller Williams Realty
Location: Burlingame
Volume: \$95,128,050



#19

Alex Wang
Brokerage: Sereno Group
Location: Palo Alto
Volume: \$95,020,556



#20

Erika Demma
Brokerage: Coldwell Banker Residential Brokerage
Location: Woodside
Volume: \$94,317,912



#21

Scott Dancer
Brokerage: Alain Pinel Realtors
Location: Woodside
Volume: \$92,469,388



#22

Ed Graziani
Brokerage: Sereno Group
Location: Los Altos
Volume: \$90,970,000



#23

Judy Bogard Tanigami
Brokerage: Alain Pinel Realtors
Location: Los Altos
Volume: \$90,258,619



#24

John Shroyer
Brokerage: Today Sotheby's International Realty
Location: San Carlos
Volume: \$89,103,400



#25

Neill Bassi
Brokerage: Sotheby's International Realty
Location: San Francisco
Volume: \$87,626,338



#26

Edward Wong
Brokerage: Coldwell Banker Infniti Group South
Location: South San Francisco
Volume: \$86,842,388



#27

Annie Williams
Brokerage: Hill & Co.
Location: San Francisco
Volume: \$86,030,000



#28

Billy McNair
Brokerage: Coldwell Banker Residential Brokerage
Location: Menlo Park
Volume: \$85,955,750



#29

Ginny Kavanaugh
Brokerage: Coldwell Banker Residential Brokerage
Location: Woodside
Volume: \$85,067,450



#30

Zach Trailer
Brokerage: Alain Pinel Realtors
Location: Menlo Park
Volume: \$84,507,700

WINNERS 2017

THE LEADING 100 INDIVIDUALS LISTED BY NAME, BROKER, LOCATION, AND TOTAL VOLUME IN 2016



#31
Steve Gothelf
 Brokerage: Pacific Union International
 Location: San Francisco
 Volume: \$82,453,000



#32
Coco Tan
 Brokerage: Keller Williams Realty
 Location: Cupertino
 Volume: \$80,788,714



#33
Joel Toller
 Brokerage: Coldwell Banker Brokers of the Valley
 Location: St. Helena
 Volume: \$79,759,853



#34
Valerie Mein
 Brokerage: Intero Real Estate Services
 Location: San Jose
 Volume: \$78,714,499



#35
Frank Liu
 Brokerage: RE/MAX Gold
 Location: Redwood City
 Volume: \$76,708,902



#36
Marcus Lee
 Brokerage: Climb Real Estate Group
 Location: San Francisco
 Volume: \$76,335,349



#37
Max Lo
 Brokerage: Green Banker
 Location: Burlingame
 Volume: \$75,746,000



#38
Deborah Rossetto
 Brokerage: Legacy Real Estate & Associates
 Location: Fremont
 Volume: \$75,700,475



#39
Wendy Storch
 Brokerage: Sotheby's International Realty
 Location: San Francisco
 Volume: \$74,203,060



#40
Steve McCarrick
 Brokerage: Coldwell Banker Residential Brokerage
 Location: Saratoga
 Volume: \$73,968,749



#41
Joe Piazza
 Brokerage: Coldwell Banker Residential Brokerage
 Location: Los Gatos
 Volume: \$73,920,643



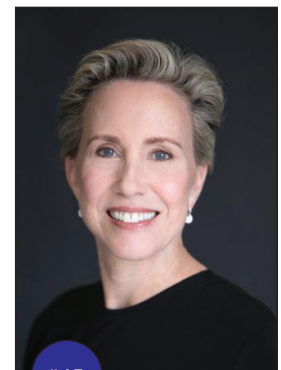
#42
Jim Arbeed
 Brokerage: Coldwell Banker Residential Brokerage
 Location: Burlingame
 Volume: \$73,765,000



#43
Monica Corman
 Brokerage: Alain Pinel Realtors
 Location: Menlo Park
 Volume: \$73,304,155



#44
Carol Jeans
 Brokerage: Sereno Group
 Location: Los Gatos
 Volume: \$72,972,750



#45
Rebecca Schumacher
 Brokerage: Sotheby's International Realty
 Location: San Francisco
 Volume: \$71,292,250



Greg Goumas
Brokerage: Intero Real Estate Services
Location: Woodside
Volume: \$70,855,450



David Welton
Brokerage: Alain Pinel Realtors
Location: Saratoga
Volume: \$70,765,300



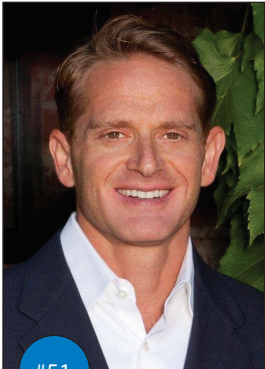
Tim Gullicksen
Brokerage: Zephyr Real Estate
Location: San Francisco
Volume: \$70,654,977



Missy Wyant-Smit
Brokerage: COMPASS
Location: San Francisco
Volume: \$68,877,500



Julie Wyss
Brokerage: Keller Williams Realty
Location: Los Gatos
Volume: \$68,042,375



Marc Ross
Brokerage: Sereno Group
Location: Los Altos
Volume: \$67,355,000



Anthony Cassel
Brokerage: Golden Gate Sotheby's / International Realty
Location: Oakland
Volume: \$66,235,155



Eric Fischer-Colbrie
Brokerage: Intero Real Estate Services
Location: Los Altos
Volume: \$66,044,000



Jill Levy
Brokerage: Heritage Sotheby's International Realty
Location: Napa
Volume: \$65,799,881



Randy Waller
Brokerage: W Real Estate
Location: Sonoma
Volume: \$65,734,000



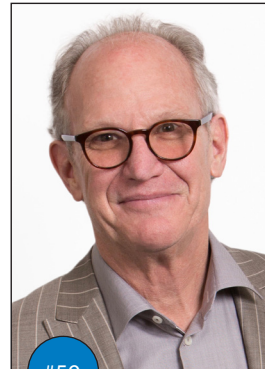
Stephanie Lamarre
Brokerage: Golden Gate/ Sotheby's International Realty
Location: Greenbrae
Volume: \$65,368,750



Janet Feinberg-Schindler
Brokerage: Sotheby's International Realty
Location: San Francisco
Volume: \$64,230,000



Greg Simpson
Brokerage: Keller Williams Realty
Location: Los Gatos
Volume: \$63,997,800



Derk Brill
Brokerage: Alain Pinel Realtors
Location: Palo Alto
Volume: \$62,668,250



Alexander Kolovyansky
Brokerage: Vanguard Properties
Location: San Francisco
Volume: \$62,591,230

Congratulations to Our Agents for Making the 2017 Leading 100 List of the Top Producers in the Bay Area

**TOP
100**
**TEAMS
VOLUME**

Mary & Brent Gullixson



\$410,132,074
Menlo Park Office

David Gunderman & Andrew Raskopf



\$186,675,139
Oakland-Montclair Office

Helen & Brad Miller



\$115,460,000
Woodside Office

The Patty Dwyer Group



\$101,343,000
Burlingame Office

The Rick Richetta Team



\$100,787,168
Oakland-Montclair Office

Carol Carnevale & Nicole Aron



\$97,766,000
Menlo Park Office

The Sternsmith Group



\$66,510,300
Burlingame Office

The Cox Team



\$57,804,361
Danville Office

Jim & Jimmy Nappo



\$50,497,000
Los Altos Office

Caitlin & Gloria Darke



\$47,611,600
Menlo Park Office

The Studebaker Team



\$47,330,555
Alameda Office

THE EXPERIENCE IS ALAIN PINEL

TOP 100

INDIVIDUALS VOLUME

Judy Citron



\$159,668,800
Menlo Park Office

Keri Nicholas



\$149,759,425
Menlo Park Downtown Office

Kathy Bridgman



\$136,002,031
Los Altos Office

Scott Dancer



\$92,469,388
Woodside Office

Judy Bogard-Tanigami



\$90,258,619
Los Altos Office

Zach Trailer



\$84,507,700
Menlo Park Downtown Office

Monica Corman



\$73,304,155
Menlo Park Office

David Welton



\$70,765,300
Saratoga Office

Derk Brill



\$62,668,250
Palo Alto Office

Amy McCafferty



\$62,527,060
Los Gatos Office

Therese Swan



\$62,344,006
Los Gatos Office

Elizabeth Daschbach



\$56,011,000
Menlo Park Downtown Office

George Montanari



\$54,434,126
Los Gatos Office

Claire Zhou



\$53,614,965
Palo Alto Office

Loren Dakin



\$53,213,000
Menlo Park Downtown Office

Jessica Branson



\$52,680,603
SF - Noe Valley Office

Kay Wang



\$51,600,000
Menlo Park Office

WINNERS 2017

THE LEADING 100 INDIVIDUALS LISTED BY NAME, BROKER, LOCATION, AND TOTAL VOLUME IN 2016



#61

David Bellings
 Brokerage: Coldwell Banker Residential Brokerage
 Location: San Francisco
 Volume: \$62,578,250



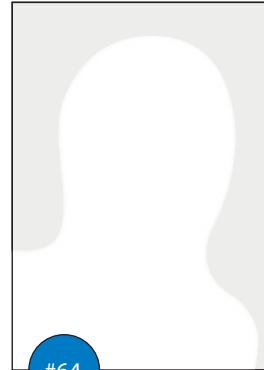
#62

Amy McCafferty
 Brokerage: Alain Pinel Realtors
 Location: Los Gatos
 Volume: \$62,527,060



#63

Therese Swan
 Brokerage: Alain Pinel Realtors
 Location: Los Gatos
 Volume: \$62,344,006



#64

Jamie Pfister
 Brokerage: Realty World - Milestone
 Location: Los Gatos
 Volume: \$60,103,700



#65

Gina Haggarty
 Brokerage: Pacific Union International
 Location: Burlingame
 Volume: \$59,392,000



#66

Shana Rohde-Lynch
 Brokerage: Pacific Union International
 Location: Belvedere
 Volume: \$59,055,750



#67

Greg Fulford
 Brokerage: Vanguard Properties
 Location: San Francisco
 Volume: \$58,831,284



#68

Yvonne Yang
 Brokerage: Coldwell Banker Residential Brokerage
 Location: Cupertino
 Volume: \$58,426,213



#69

Nicole Causey
 Brokerage: Legacy Real Estate & Associates
 Location: Fremont
 Volume: \$57,658,817



#70

Daphne Lau
 Brokerage: Legacy Real Estate & Associates
 Location: Fremont
 Volume: \$57,304,530



#71

Steve Mavromihalis
 Brokerage: Pacific Union International
 Location: San Francisco
 Volume: \$56,419,000



#72

Elizabeth Daschbach
 Brokerage: Alain Pinel Realtors
 Location: Menlo Park
 Volume: \$56,011,000



#73

Brian Chancellor
 Brokerage: Sereno Group
 Location: Palo Alto
 Volume: \$55,825,500



#74

Diyar Essaid
 Brokerage: Coldwell Banker Residential Brokerage
 Location: Los Altos
 Volume: \$54,973,000



#75

Ginger Martin
 Brokerage: Sotheby's International Realty
 Location: Sonoma
 Volume: \$54,588,000



#76

Yola Ozturk
Brokerage: Vanguard Properties
Location: San Francisco
Volume: \$54,535,101



#77

George Montanari
Brokerage: Alain Pinel Realtors
Location: Los Gatos
Volume: \$54,434,126



#78

David Young
Brokerage: Coldwell Banker Residential Brokerage
Location: San Carlos
Volume: \$54,279,954



#79

Raziel Ungar
Brokerage: Pacific Union International
Location: Burlingame
Volume: \$54,010,388



#80

Kate McCaffrey
Brokerage: Pacific Union International
Location: Alameda
Volume: \$53,869,340



#81

Claire Zhou
Brokerage: Alain Pinel Realtors
Location: Palo Alto
Volume: \$53,614,965



#82

Patricia Oxman
Brokerage: Golden Gate/ Sotheby's International Realty
Location: Greenbrae
Volume: \$53,406,527



#83

Loren Dakin
Brokerage: Alain Pinel Realtors
Location: Menlo Park
Volume: \$53,213,000



#84

Todd Montgomery
Brokerage: Climb Real Estate Group
Location: San Francisco
Volume: \$52,781,350



#85

Jessica Branson
Brokerage: Alain Pinel Realtors
Location: San Francisco
Volume: \$52,680,603



#86

Ruth Krishnan
Brokerage: Paragon Real Estate Group
Location: San Francisco
Volume: \$52,118,750



#87

Tina Shone
Brokerage: Sotheby's International Realty
Location: Sonoma
Volume: \$52,087,350



#88

Carol Sebastiani
Brokerage: Sotheby's International Realty
Location: Sonoma
Volume: \$51,814,018



#89

Donna Marie Baldwin
Brokerage: Coldwell Banker Residential Brokerage
Location: Burlingame
Volume: \$51,640,251



#90

Kay Wang
Brokerage: Alain Pinel Realtors
Location: Menlo Park
Volume: \$51,600,000

WINNERS 2017



#91

Nicholas French
 Brokerage: Sereno Group
 Location: Los Altos
 Volume: \$51,159,276



#92

Joel Goodrich
 Brokerage: Coldwell Banker
 Residential Brokerage
 Location: San Francisco
 Volume: \$51,094,413



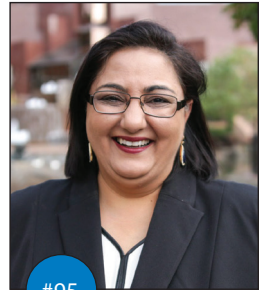
#93

James Nunemacher
 Brokerage: Vanguard
 Properties
 Location: San Francisco
 Volume: \$50,993,201



#94

Mary Anne Veldkamp
 Brokerage: Coldwell Banker
 Residential Brokerage
 Location: Santa Rosa
 Volume: \$50,605,525



#95

Rama Mehra
 Brokerage: Keller Williams
 Realty
 Location: Danville
 Volume: \$50,116,825



#96

Celeste Pacelli
 Brokerage: Paragon Real
 Estate Group
 Location: Danville
 Volume: \$49,560,400



#97

Herman Chan
 Brokerage: Golden Gate /
 Sotheby's International Realty
 Location: Berkeley
 Volume: \$48,899,150



#98

Kevin Garvey
 Brokerage: Realty World -
 Kevin F. Garvey
 Location: Santa Clara
 Volume: \$48,732,027



#99

Juliette Kulda
 Brokerage: Keller Williams
 Realty
 Location: Burlingame
 Volume: \$48,724,599



#100

Holly Bennett
 Brokerage: Sotheby's
 International Realty
 Location: Sonoma
 Volume: \$48,575,654



Interior Design: Fannie Allen Design
 Architect: Elizabeth Duermann



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