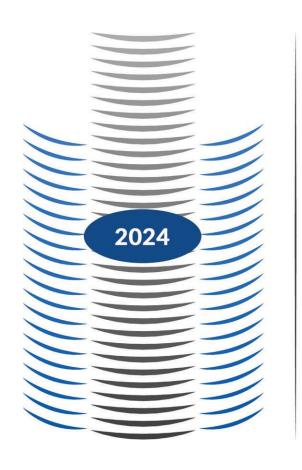
MODERN LUXURY SPOTLIGHT



THE LEADING 100

THE TOP PERFORMERS IN BAY AREA REAL ESTATE

Presented by











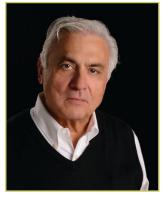
Welcome to the 2024 Leading 100 List

LuxeSF, San Francisco magazine and Modern Luxury Silicon Valley, in partnership with the respected **RealTrends** 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 2024 Leading 100 List represents the Bay Area's 100 top-producing agents who registered outstanding performance in the calendar year 2023, based on closed dollar sales volume. As in previous years, The Leading 100 List recognizes both Individual and Team sales performance.

RealTrends 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 with verified information provided by brokerage management.

We wish to congratulate the 2024 Leading 100 List honorees for their success, which is based upon hard work, passion for the business, and commitment to their industry and clients, on whose behalf they labor tirelessly. Theirs is an accolade much deserved, and it is with great pleasure that we communicate that achievement to the community at large— to their industry peers and to the clients who rely so heavily upon their valued service.



ALF NUCIFORA
CHAIRMAN
LUXESF



AUTUMN O'KEEFE
PUBLISHER
MODERNLUXURY
SAN FRANCISCO MAGAZINE
MODERN LUXURY SILICON VALLEY

The 2024 **Leading 100** Teams

LISTED BY TEAM NAME, BROKERAGE, LOCATION AND TOTAL SALES VOLUME IN 2023

IMPORTANT clarification

As the real estate industry continues to see the transition by individual agents into the formation of teams, the classification process becomes increasingly difficult to codify. Previously, the Leading 100 List has aggregated all of the Teams, irrespective of size and composition, into one list. However, RealTrends, the authoritative source of verified agent sales data, and the source of all Leading 100 List data, has elected to create Team subsets, namely "Mega", "Large", "Medium" and "Small". Following that direction, teams that were included in those RealTrends subsets have also been included in the Leading 100 list.

1 Real Estate Experts

Real Estate Experts San Jose \$779,000,000

2 Tse Group

Intero Real Estate Services Saratoga \$659,214,304

3 #Teamfast

eXp Realty Oakland \$586,068,007

4 Gullixson Team

Gullixson Team Menlo Park \$447,259,000

5 City Real Estate

City Real Estate San Francisco \$391,165,122

6 Room Real Estate

Room Real Estate Santa Cruz \$373,802,572

7 The Oldham Group

Compass Los Gatos \$358,052,807

8 Tim Allen Properties Team

Coldwell Banker Realty Carmel-By-The-Sea \$348,057,457

9 Kinetic Real Estate

Kinetic Real Estate Daly City \$300,888,113

10 The Khrista Jarvis Team

Coldwell Banker Realty Danville \$287,846,496

11 Team Hatvany

Compass San Francisco \$286,568,730

12 Own Marin

Own Marin Corte Madera \$268,930,144

13 BarbCo Real Estate

BarbCo Real Estate San Francisco \$238,306,362

14 The Troyer Group

Intero Real Estate Services Los Altos \$234,630,802

15 Strock Real Estate

eXp Realty Aptos \$227,895,923

16 Everhome Real Estate

Everhome Real Estate Fremont \$225,867,848

17 Judy Citron

Compass Menlo Park \$215,379,000

18 Patty Dwyer Group

Compass Burlingame \$189,010,469

19 The Gunderman Group

Keller Williams Oakland \$188,299,002

20 District Homes

District Homes Berkeley \$187,392,132

21 Rainmaker Real Estate

Rainmaker Real Estate Los Altos \$177,861,951

22 Real Estate 38

Real Estate 38 San Jose \$ 176,260,000

23 The Jon & Leslie Foster Real Estate Group

eXp Realty Castro Valley \$172,720,667

24 GAEA Team

Intero Real Estate Services Fremont \$167,278,264

25 Disen Cai Real Estate Group

Keller Williams Burlingame \$167,025,537

26 The Kehrig Team

Coldwell Banker Realty Danville \$163,644,625

27 Momentum Realty

Momentum Realty San Francisco \$163,099,630

28 Dana Green Team

Compass Lafayette \$162,099,435

29 8 Blocks Real Estate

8 Blocks Real Estate Santa Clara \$160,866,243

30 Canning Properties Group Sotheby's International Realty

Carmel \$153,995,925

31 McNair Group

Coldwell Banker Realty Menlo Park \$151,535,750

32 Butch Haze Team

Compass San Francisco \$148.076.000

33 SALA Homes Realty & Development

SALA Homes Realty & Development San Jose \$145,817,889

34 VKGRE Group

Keller Williams Los Gatos \$145,406,999

35 Block Change Real Estate

Block Change Real Estate San Jose \$144,828,506

36 Watson Marshall Group

Christie's International Real Estate Sereno Burlingame \$143,454,000

37 Krishnan Team

Compass San Francisco \$142,046,035

38 Gregg Lynn Team

Sotheby's International Realty San Francisco \$140,207,950

39 Team Bedi

Keller Williams Pleasanton \$134,969,355

40 Nevis and Ardizzone Team

Compass Los Gatos \$128,412,066

41 Sybarite Realty

Christie's International Real Estate Sereno Burlingame \$126,868,174

42 The Renee White Team

Keller Williams Walnut Creek \$125,678,850

43 Boyenga Team

Compass Los Gatos \$124,183,096

44 Applegarth + Warrin

Golden Gate Sotheby's International Realty Mill Valley \$ 124,125,500

45 The Galli Team

Compass Los Altos \$118,729,136

46 Outpost Real Estate

Outpost Real Estate San Francisco \$117,158,000

47 Team Schuler

Compass Alameda \$116,978,539

48 Generation Real Estate

Generation Real Estate San Francisco \$116,866,713

49 Wen Guo Real Estate Group

Keller Williams Burlingame \$116,192,877

50 PRG Real Estate

eXp Realty San Jose \$116,133,361



The 2024 **Leading 100** Teams

LISTED BY TEAM NAME, BROKERAGE, LOCATION AND TOTAL SALES VOLUME IN 2023

51 The Nolan Group

Vanguard Properties San Francisco \$115,159,963

52 The Sharp Group

Keller Williams Burlingame \$114,822,788

53 Cush Real Estate

Cush Real Estate Oakland \$112,886,794

54 Coco Tan Team

Keller Williams Campbell \$110,213,788

55 Sternsmith Group

Compass Burlingame \$109,879,914

56 Carey Hagglund Condy Team

Compass Ross \$109,842,618

57 The Condo Advisory

Compass San Francisco \$109,153,700

58 Zen Coast Homes

Keller Williams Burlingame \$108,878,746

59 Doyle Team

Christie's International Real Estate Sereno Danville \$108,484,576

60 Mosaik Real Estate

Mosaik Real Estate San Francisco \$108,246,551

61 Elation Real Estate

Elation Real Estate Pleasanton \$107,100,496

62 Vicky Li Team

Coldwell Banker Realty Cupertino \$106,832,799

63 Guide Real Estate

Guide Real Estate San Carlos \$106,729,750 **64 The Jimmy Castro Real Estate Group**

RE/MAX Gold Fairfield \$106,689,897

65 Bellings Brothers Real Estate Team

Compass San Francisco \$105,000,000

66 Carol Carnevale, Nicole Aron & James Steele Team

Compass Menlo Park \$101,781,750

67 Mariana Pappalardo

Compass Menlo Park \$101,307,000

68 The Swann Group

Coldwell Banker Realty San Francisco \$101,292,000

69 Kulda Group powered by PLACE

Keller Williams Burlingame \$100,838,147

70 Heafey Baum Group

Compass Oakland \$100,299,808

71 Ascend Real Estate

Ascend Real Estate San Jose \$99,346,394

72 The Samit Shah Team

Compass San Jose \$99,346,394

73 Bartlett Real Estate Team

Compass Pacific Heights \$98,906,553

74 The Golden Gate Group

Golden Gate Sotheby's International Realty Greenbrae \$98,428,778

75 Tim McGuire Team

Compass Pleasanton \$95,953,056

76 The Joe Schembri Real Estate Team

Coldwell Banker Realty Fremont \$95,052,784 77 Asante Realty

Asante Realty San Ramon \$94,133,854

78 Ahern Real Estate Group

Coldwell Banker Realty Danville \$93,630,715

79 Bonafede Team

Compass San Jose \$92,689,755

80 The Gina Haggarty Group

Compass Burlingame \$92,433,000

81 Monica Pauli Group

Compass San Francisco \$91,427,645

82 Venema Homes Team

Keller Williams Pleasanton \$91,061,000

83 The Dave Clark Team

Keller Williams Campbell \$90,042,174

84 The Chiavettas

Coldwell Banker Realty Los Gatos \$88,448,700

85 Nelson Luxury Real Estate Group

Coldwell Banker Reality Burlingame \$87,494,388

86 Payton Binnings

Christie's International Real Estate Sereno San Francisco \$86,874,200

87 Campi Group

Golden Gate Sotheby's International Realty Los Altos \$86,663,000

88 The Lurie Group

Compass San Francisco \$86,317,774

89 The Arsondi Group

Keller Williams Livermore \$86,051,461 90 Frazzano Tse Team

Compass Danville \$85,702,258

91 Adam Filly

Compass San Francisco \$85,412,555

92 Mary Tan Realty Team

Compass Saratoga \$84,575,768

93 Atria Real Estate

Atria Real Estate Sunnyvale \$84,571,004

94 McArthur Love Team

Compass Larkspur \$84,261,000

95 680 Doug Buenz Group

Compass Pleasanton \$84,062,301

96 The Laugesen Team

Keller Williams Burlingame \$83,660,095

97 The Dreyfus Group

Golden Gate Sotheby's International Realty Menlo Park \$83,097,500

98 Bambace Peterson Team

Compass Carmel-By-The-Sea \$82,589,844

99 Jerry Zang Team

Coldwell Banker Realty Cupertino \$82,403,210

100 The Heinrich Team

Coldwell Banker Realty Carmel-By-The-Sea \$82,077,050

Applegarth + Warrin



The Golden Gate Group



Campi Group



The Dreyfus Group



Jenn Gilson



John Shroyer



Amy McCafferty



Jennifer Bitter



Stephanie Lamarre



Laura McCarthy

Golden | Sotheby's Gate | International Realty

We elevate the real estate experience for our agents, too.

Congratulations to our agents recognized on *RealTrends*'
The Leading 100, distinguished among the top performers in Bay Area real estate.



Nothing compares to what's next. Goldengatesir.com





Keri NicholasBrokerage: Parc Agency Location: Menlo Park
Volume: \$329,878,000



Shana Rohde-LynchBrokerage: Compass
Location: Tiburon
Volume: \$240,410,027



Neal WardBrokerage: Compass
Location: San Francisco
Volume: \$208,995,000



Stanley LoBrokerage: Green Banker Location: Burlingame
Volume: \$181,155,504



David LilloBrokerage: DPL Real Estate Location: Cupertino
Volume: \$179,434,090



Tom LeMieuxBrokerage: Compass
Location: Menlo Park
Volume: \$156,129,890



Randy Waller Brokerage: W Real Estate Location: Santa Rosa Volume: \$152,513,783



Hugh CornishBrokerage: Coldwell
Banker Realty
Location: Menlo Park
Volume: \$142,712,551



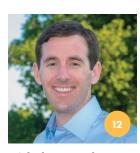
Joujou ChawlaBrokerage: Compass
Location: Danville
Volume: \$142,443,838



Jennifer Gilson Brokerage: Golden Gate Sotheby's International Realty Location: Burlingame Volume: \$140,003,450



Shelly Lynch
Brokerage: Carmel Realty
Company
Location: Carmel
Volume: \$137,958,000



Nicholas French Brokerage: Christie's International Real Estate Sereno Location: Los Altos Volume: \$136,259,999



Mary Bee Thrasher Brokerage: RE/MAX Star Properties Location: Redwood City Volume: \$129,147,000



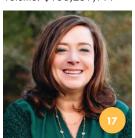
Kathy BridgmanBrokerage: Compass
Location: Los Altos
Volume: \$126,451,300



Isabelle GrotteBrokerage: Compass
Location: San Francisco
Volume: \$124,454,750



Tracy McLaughlinBrokerage: The Agency Location: Larkspur
Volume: \$122,723,500



Erika Demma
Brokerage: Compass
Location: Woodside
Volume: \$113,720,624



Joshua Deitch Brokerage: Coldwell Banker Realty Location: Mill Valley Volume: \$111,394,635



John Shroyer
Brokerage: Golden Gate
Sotheby's International Realty
Location: San Carlos
Volume: \$110,126,251

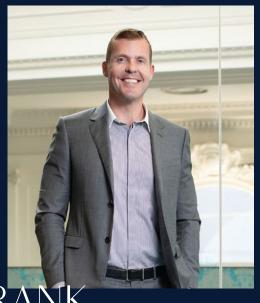


Steve McCarrick Brokerage: Coldwell Banker Realty Location: Saratoga Volume: \$109,849,582



CONGRATULATIONS TO OUR

LEADING 100 HONOREES



FRANK NOLAN

THE NOLAN GROUP
FrankNolanSF.com



Their unparalleled dedication and commitment to excellence set a new benchmark in the real estate industry. At Vanguard Properties, we are honored to have such outstanding professionals at the core of what we do.



Joe Velasco
Brokerage: Intero
Real Estate Services
Location: Cupertino
Volume: \$107,132,174



Zach TrailerBrokerage: Compass
Location: Palo Alto
Volume: \$106,085,000



Anson IpBrokerage: Compass
Location: Sunnyvale
Volume: \$105,816,187



Lex OroscoBrokerage: Real Brokerage
Location: Cupertino
Volume: \$105,100,000



Eric Fischer-Colbrie
Brokerage: Intero
Real Estate Services
Location: Los Altos
Volume: \$104,824,900



Josh RubinBrokerage: Compass
Location: Menlo Park
Volume: \$104,423,000



Scott Dancer
Brokerage: Compass
Location: Woodside
Volume: \$104,250,000



Amy McCafferty
Brokerage: Golden Gate
Sotheby's International Realty
Location: Los Gatos
Volume: \$102,415,900



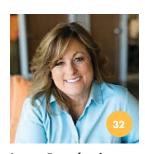
Daniel XiBrokerage: Coldwell
Banker Realty
Location: Cupertino
Volume: \$99,700,445



Erin Lail
Brokerage: Coldwell Banker
Brokers of the Valley
Location: Angwin
Volume: \$96,277,313



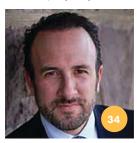
Jordan Mott Brokerage: Intero Real Estate Services Location: San Jose Volume: \$94,590,250



Laura Bertolacci Brokerage: Christie's International Real Estate Sereno Location: San Carlos Volume: \$93,339,301



Julie WyssBrokerage: Keller Williams
Location: Los Gatos
Volume: \$92,220,282



Daniel CasabonneBrokerage: Sotheby's International Realty
Location: Sonoma
Volume: \$92,163,663



Renna SheeBrokerage: Compass
Location: Menlo Park
Volume: \$92,094,000



David WeltonBrokerage: Compass
Location: Saratoga
Volume: \$89,578,000



Xiaozhu Kang Brokerage: Coldwell Banker Realty Location: Cupertino Volume: \$88,613,782



Art Sharif Brokerage: Sotheby's International Realty Location: San Francisco Volume: \$88,377,219



Xin Jiang
Brokerage: Compass
Location: Palo Alto
Volume: \$87,940,000



Andrew de Vries
Brokerage: Berkshire
Hathaway HomeServices
Franciscan Properties
Location: San Francisco
Volume: \$86,952,292



Sotheby's
INTERNATIONAL REALTY

CONGRATULATIONS BAY AREA

Global Real Estate Advisors

for being named Leading 100 Top Performers

Stacey Caen

Daniel Casabonne

Greg Fulford

Carrie Goodman

Ginger Martin

Rebecca Schumacher

Arthur Sharif

Wendy Storch

Doug Steiny

Canning Properties Group

Gregg Lynn Team







Nothing compares to proven performance.



Jia Ling LiBrokerage: CENTURY 21
Real Estate Alliance
Location: San Francisco
Volume: \$86,622,400



Yvonne YangBrokerage: Compass
Location: Los Altos
Volume: \$85,963,782



Amar Amarnath
Brokerage: Keller Williams
Location: Palo Alto
Volume: \$82,035,972



Carrie Goodman Brokerage: Sotheby's International Realty Location: San Francisco Volume: \$81,976,000



Jim Arbeed Brokerage: Coldwell Banker Realty Location: Burlingame Volume: \$81,503,750



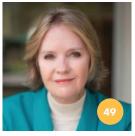
Jennifer Bitter Brokerage: Golden Gate Sotheby's International Realty Location: Menlo Park Volume: \$78,695,390

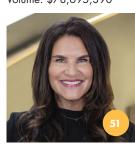


Ginger MartinBrokerage: Sotheby's
International Realty
Location: St. Helena
Volume: \$77,974,000



Stacey CaenTherese SwanBrokerage: Sotheby'sBrokerage: VFlightInternational RealtyReal EstateLocation: San FranciscoLocation: San JoseVolume: \$77,027,500Volume: \$75,609,199





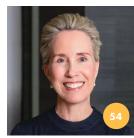
Katy Thielke Straser Brokerage: Compass Location: Menlo Park Volume: \$73,907,302



Valerie Mein Brokerage: Coldwell Banker Realty Location: Los Gatos Volume: \$73,598,000



Annie Watson Brokerage: Coldwell Banker Realty Location: Palo Alto Volume: \$72,134,277



Rebecca Schumacher Brokerage: Sotheby's International Realty Location: San Francisco Volume: \$71,041,910



Chao WenBrokerage: Compass
Location: Menlo Park
Volume: \$70,549,160



Bob BredelBrokerage: Christie's International Real Estate Sereno Location: San Carlos
Volume: \$69,623,000



Lamisse Droubi
Brokerage: Generation
Real Estate
Location: San Francisco
Volume: \$69,412,417



Stephanie Elkins Brokerage: Coldwell Banker Realty Location: Menlo Park Volume: \$68,865,665



Laxmi Penupothula
Brokerage: Intero Real
Estate Services
Location: Cupertino
Volume: \$67,994,600



C.T. HarrisBrokerage: Christie's International Real Estate Sereno Location: Los Gatos
Volume: \$67,543,921

CONGRATULATIONS TO OUR INTERO REALTORS® WHO MADE THE LEADING 100 LIST

TOP TEAMS







GAEA TEAM

THE TROYER GROUP

TOP INDIVIDUALS



JORDAN MOTT



AL MORIDI



LAXMI PENUPOTHULA



ERIC FISCHER-COLBRIE



JOE VELASCO



JASON PHAM

INTERO IS PROUD OF YOUR HARD WORK AND SUCCESS!





Sandy ComarotoBrokerage: Compass
Location: Burlingame
Volume: \$67,461,500



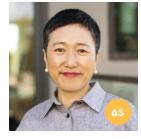
Liz Daschbach Brokerage: Compass Location: Menlo Park Volume: \$67,385,000



Antoine Crumeyrolle Brokerage: Compass Location: Pacific Heights Volume: \$65,016,000



Greg FulfordBrokerage: Sotheby's International Realty
Location: San Francisco
Volume: \$64,735,000



Linda WangBrokerage: The Agency
Location: Los Altos
Volume: \$64,288,000



Julie FloutyBrokerage: Compass
Location: Burlingame
Volume: \$64,273,130



Jing Xue Brokerage: Coldwell Banker Realty Location: Pleasanton Volume: \$64,171,529



Gigi JiBrokerage: Coldwell Banker Realty
Location: Cupertino
Volume: \$64,027,181



Jason HoffmanBrokerage: Compass
Location: San Francisco
Volume: \$64,021,500



Brokerage: MREMC Thrive Location: Cupertino Volume: \$63,685,100



David KimBrokerage: Compass
Location: Mountain View
Volume: \$63,588,750



Vicky Yu Brokerage: Coldwell Banker Realty Location: Burlingame Volume: \$63,090,888



Laura BryantBrokerage: Keller Williams
Location: Burlingame
Volume: \$61,837,050



Ryan GowdyBrokerage: The Agency
Location: Los Altos
Volume: \$61,609,000



Andrea GordonBrokerage: Compass
Location: Berkeley
Volume: \$60,945,223



Julie Baumann
Brokerage: Compass
Location: Burlingame
Volume: \$60,481,000



Brian Chancellor Brokerage: Christie's International Real Estate Sereno Location: Palo Alto Volume: \$59,411,900



Sarah Abel
Brokerage: Compass
Location: Oakland
Volume: \$58,350,000



Julie Gardner
Brokerage: Compass
Location: Oakland
Volume: \$58,328,000



Wendy StorchBrokerage: Sotheby's International Realty
Location: San Francisco
Volume: \$57,121,471

THE KRISHNAN TEAM

With over a billion dollars in sales we have the experience to sell your home for the highest price and save you time and money on your purchase.



#2 Agent Team in San Francisco

info@ruthkrishnan.com | ruthkrishnan.com 415-735-5867 | DRE# 01862279





Stephanie LamarreBrokerage: Golden Gate
Sotheby's International Realty
Location: Greenbrae
Volume: \$56,961,000



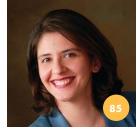
Andrew Herrera II
Brokerage: Berkshire
Hathaway HomeServices
Franciscan Properties
Location: San Francisco
Volume: \$56,924,083



Laura McCarthy
Brokerage: Golden Gate
Sotheby's International Realty
Location: Los Altos
Volume: \$56,377,976



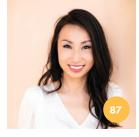
Jill FusariBrokerage: The Agency Location: Alamo
Volume: \$56,142,487



Diyar EssaidBrokerage: Coldwell
Banker Realty
Location: Los Altos
Volume: \$55,931,630



Radha Rustagi Brokerage: Keller Williams Location: Cupertino Volume: \$55,904,944



Samantha Huang
Brokerage: Corcoran
Icon Properties
Location: San Francisco
Volume: \$55,559,913



Lori Buecheler
Brokerage: Compass
Location: Palo Alto
Volume: \$55,406,000



Roxanne Laufer
Brokerage: Christie's International Real Estate Sereno Location: Los Gatos
Volume: \$54,966,500



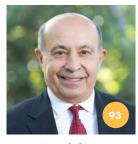
Umang SanchorawalaBrokerage: Compass
Location: Palo Alto
Volume: \$54,958,125



Marcus Robinson Brokerage: Coldwell Banker Realty Location: Mill Valley Volume: \$54,775,500



Kirsten ReillyBrokerage: Compass
Location: Los Gatos
Volume: \$ 54,636,220



Hossein Jalali Brokerage: Coldwell Banker Realty Location: Menlo Park Volume: \$54,561,250



Mike Bohnert
Brokerage: Coldwell Banker Realty
Location: Burlingame
Volume: \$54,551,000



Al MoridiBrokerage: Intero Real
Estate Services
Location: Cupertino
Volume: \$54,525,000



Jason Pham Brokerage: Intero Real Estate Services Location: Fremont Volume: \$54,311,500



Colleen Cotter
Brokerage: Vanguard
Properties
Location: San Francisco
Volume: \$54,246,000



Douglas Steiny
Brokerage: Sotheby's International Realty
Location: Carmel
Volume: \$54,085,400



Kelley Krock
Brokerage: Redfin
Location: Pleasanton
Volume: \$53,657,500



Lily Cai DoBrokerage: Compass
Location: Danville
Volume: \$53,495,050

The Meza Group

SALES AND LEASING LEADERS

Representing the most extensive sales & rental portfolios in San Francisco, encompassing luxury buildings, condos, and single-family residences.

The Meza Group ensures a top-notch experience with Sotheby's International Realty. Let's maximize your real estate potential together.





Christopher J. Meza

Realtor 415.794.5194 chris.meza@sothebys.realty ChrisMeza.com

Betty LiOwen

Licensed Assistant 415.559.6085 betty@bettyliowen.realtor

© 2024 Sotheby's International Realty, All Rights Reserved. Sotheby's International Realty* is a registered and used with permission. Each Sotheby's International Realty office is independently owned and operated, expet those operated by Sotheby's International Realty, Inc. The Sotheby's International Realty network fully supports the principles of the Fight Housips Act and the Finual Opportunity Act DIFF #01013973-7 and #020706173-7 and #02070618.

Sotheby's International realty

