

THE LEADING **100**[™]

THE TOP PERFORMERS IN BAY AREA REAL ESTATE

2018

Presented By









TOGETHER WE THRIVE

CONGRATULATIONS TO OUR REAL ESTATE PROFESSIONALS
WHO CONTINUE A LEGACY OF SUCCESS BY BEING NAMED
TO THE LUXURY MARKETING COUNCIL LEADING 100

REAL ESTATE PROFESSIONALS

DANA GREEN TRACY MCLAUGHLIN SHANA ROHDE-LYNCH KATE MCCAFFREY RAZIEL UNGAR STEVEN MAVROMIHALIS

TEAMS

NINA HATVANY TEAM LEMIEUX ASSOCIATES WATSON-MARSHALL GROUP BARR + WHITNEY | TEAM OWN MARIN

THE KEHRIG TEAM PAYTON + BINNINGS MCARTHUR + LOVE BARTLETT TEAM THE AW TEAM

LAURA REINERTSEN & KIRSTIN SENNETT MAURICE TEGELAAR & MATT SEVENAU







NINA HATVANY Luxury Property Specialist nina@ninahatvany.com

MEET THE 2018 REAL ESTATE MVP

A very special congratulations to Nina Hatvany, Luxury Property Specialist, for being named as the Luxury Marketing Council 2018 MVP*. With more than 26 years of experience in real estate, Nina has represented clients in well over \$2 billion in sales transactions. Her in-depth knowledge of all aspects of San Francisco real estate is truly unmatched. Pacific Union is honored to have Nina on our team.



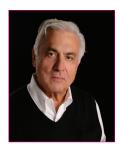
Welcome to The Leading 100!

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 2018 Leading 100 list represents the Bay Area's 100 top-producing agents who registered outstanding performance in the calendar year 2017, based on dollar sales volume. As in previous years, The Leading 100 list recognizes both Individual and Team sales performance.

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.

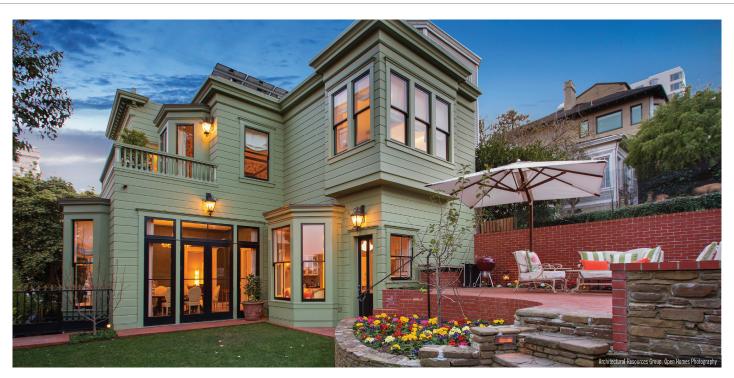
We wish to congratulate the 2018 Leading 100 honorees for your success, which is based upon hard work, passion for the business, and commitment to both your industry and your clients, on whose behalf you labor tirelessly. Yours is an accolade much deserved, and it is with great pleasure that we communicate 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







VAL STEELE Luxury Property Professional val.steele@pacunion.com

SAN FRANCISCO MARKET MAKER

We are extremely proud of Val Steele, Pacific Union Luxury Property Professional, for being named as the Luxury Marketing Council co-seller of the Biggest Sale of the Year*. Val has consistently set the market by commanding the highest price per square foot across the city. We are grateful for her contributions to our company, our clients, and the community.





Nina Hatvany

PACIFIC UNION

What does an English-born, Stanfordeducated PHD and Columbia Business School academic with a highly-developed entrepreneurial itch do for work? Why, sell real estate, of course. This whip-smart, "speak quietly and carry a big stick" wisp of a woman wears more hats than a Beach Blanket Babylon player - organizational psychologist, business consultant, negotiation guru, mother, general contractor and repeat top producer. With \$226 million in Team sales in 2017, drawn primarily from the highly-competitive playing fields of San Francisco's Northside, including its vaunted Pacific Heights and surrounding environs, she occupies the #1 ranking at her firm and has represented clients in well over \$2 billion dollars in sales transactions. From 2008-2015 and again in 2017, she was ranked the top individual agent in San Francisco and has been recognized by the Wall Street Journal, Real Trends and The Leading 100 as one of the top sales agents by volume in the Bay Area and nationwide.

In 2016, she formed a team with her three adult children, Paul, Natalie and Vanessa, two of whom are attorneys and one a former New York City agent. Her rock, sounding board and flipping partner is her husband Paul, who, luckily for both, shares her passion for real estate.

Her first foray into the world of real estate was developing condominiums up and down the Upper West Side of Manhattan, After relocating to the Bay Area, she chose to commit to the industry, building townhouses in Palo Alto in what was then an approaching recession. After that, her career encompassed having children, refurbishing and operating several Bay Area apartment buildings and restoring and rehabilitating 20+ homes in

San Francisco itself. Along the way she acquired a contractor's license. It is that history of property development that has given her a credibility and authority with other agents and helped her develop a remarkable eye for adding value to property.

When she made the decision to become a real estate agent, she tested the waters at TRI, where she remained for 27 years before joining her current brokerage, where she has been for 8 years.

She is active in the community and is currently an Honorary Board Member of Larkin Street Youth Services and a former Board Member of International Women's Forum and Big Brothers Big Sisters of the Bay Area.

This is an intense, hard-working, keen-toplease perfectionist who always remains in control—of the job, of the sale and of herself. This is a passionate workaholic, diligent and methodical, who never fails to cross the "T" and dot the "I". Yet she remains firmly committed to positive, productive and professional relationships with her peers—not always an easy task in the competitive hurly-burly of San Francisco real

As an associate who knows her well once remarked: "Beneath that cool exterior, there is a warmth that would melt hearts, and an absence of propriety that has her quaffing beer much to the chagrin of her vintner husband". •





The Canlas **Brothers**— Neil and Daryll

COLDWELL BANKER RESIDENTIAL BROKERAGE

No other industry echoes the Horatio Alger ethos better than real estate. Where else can the uninitiated rookie, with little or no experience, carve out rapid reputation and success without the traditional underpinnings of support-network, industry connections and the right schooling? This year's Rising Star honorees match that rookie profile to a tee.

This two-brother team, with both still under 30 years of age, represents the true expression of the Rising Star. Without an existing book of clients or contacts, and forced to build their business from scratch, the brothers saw their sales volume grow to an astonishing \$46.7 million dollars within a short 12-month tenure in the business.

Their passion for real estate manifests itself in a number of tell-tale signs and signals. From an uncle who was in the business they inherited a love of visiting open houses. One brother experimented with selling real estate while he was still in college. The other is the founder and CEO of his own real estate investment firm. Both have flipped multiple properties. And both seem unconcerned by rejection as their unrelenting motivation spurs them on in their heads-down, eye-on-the-ball quest to build a thriving business from their 7x7 base.

According to their manager, these are tireless operators with a strong moral compass and an incredible work ethic who were hired without industry experience or pedigree because they had "that spark in their eyes". In the following months, that same ferocious work ethic, which was inspired by their parents and their close Filipino family heritage, drove them to cold-call without respite. With a "no deal is too small" mindset, they approached each day with a discipline and focus as they fished the prospect waters, much as a politician canvases the neighborhood for that last remaining vote on election day. In fact, they boast that their first sale was a FSBO that they secured from knocking on doors. And they were willing to think long term, driven by a definable, if not unrealistic goal, of achieving \$50 million in sales volume in their first year, a timetable they missed by mere weeks.

A client says it best: "Their discernible passion for real estate and dedication to hard work impressed me throughout the entirety of the house-hunting process. Their tenacious mentality, coupled with professionalism, make them a pleasure to work with. Plus, they made me feel like I was a part of their family!"

These brothers represent the new definition of conquering realtor and the future direction of real estate-committed, humble, whip-smart, authentic, indefatigable and professional way beyond their age and level of experience. In short, they bring the Millennial perspective without that generation's sense of arrogance and entitlement.



SAY "I DO" WITH NO REGRETS

Why do Zephyr people look so happy? Because they are. Zephyr is known for providing agents with superior support in every way. Agents know it. Clients feel it. | ZephyrRE.com

BURLINGAME

GREENBRAE

NOE VALLEY

PACIFIC HEIGHTS

POTRERO HILL

UPPER MARKET

WEST PORTAL







SOLD BY

Val Steele Pacific Union & Thomas Biss Sotheby's International Realty

2712 BROADWAY, SAN FRANCISCO \$38.000.000

Originally listed for \$40 million, 2712 Broadway sold in June 2017 for a recordbreaking \$38 million. Val Steele of Pacific Union and Tom Biss of Sotheby's International Realty were co-listing agents for the property which was sold to private buyers from the region's tech community.

The 11,400 square feet ultra-modern home is a contemporary limestone property that sits on San Francisco's most desirable neighborhood—the three-block stretch known as the Gold Coast or Billionaire's Row. Oracle chief, Larry Ellison, Apple luminary Jony Ive and Ann and Gordon Getty are neighbors.

The "spec" home, designed by the part-

nership of **Taylor Lombardo and Handel Architects** boasts of four ensuite bedrooms, plus two ensuite guest bedrooms, office, eight full and three half bathrooms, gourmet kitchen, two kitchenettes, spa with a gym and massage room, media room and a wine room. An elevator serves all levels, including the top floor where a terrace boasts an additional kitchen.

Developer Bill Campbell of **Marble Manage-ment** purchased the property for \$7.8 million in 2009. He tore down the original 19th-century clapboard home and spent close to a decade securing permits, dealing with neighbor litigation and building (from the ground up) the new home, which provides

panoramic views of the Bay and Golden Gate Bridge.

From a marketing standpoint, "exclusivity" remained the driving force. The home was never listed on MLS, and only a small, select group of ultra-wealthy, prospective buyers was given preview access. Open houses were proscribed. Foreign buyers were not a factor in the marketing process which positioned the home as a San Francisco pied-à-terre for the wealthy, discriminating client who, for example, seeks to enjoy the Blue Angels demonstration from the privacy of their lofty lair. •

THE 2018 BROKERAGE OF THE YEAR

Vanguard Properties

At a time when the Bay Area real estate marketplace is roiled by industry consolidation and an encroaching degree of inventory scarcity that has driven property sales to stratospheric heights, the calming presence of an independent brokerage that continues to grow its influence in the marketplace in an orderly and systematic fashion demands acknowledgement.

The specifics that support that contention are revelatory:

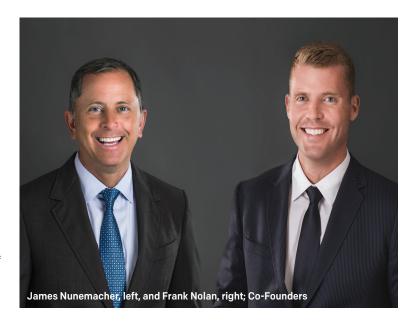
- From its inception in 1986 with an initial coterie of 6 agents, this firm has grown to 420+ agents working out of 14 locations in San Francisco, Palm Springs, Marin, Sonoma and Napa Counties. An independently owned and operated brokerage, it harbors no investors nor carries significant debt, with its operations solely self-funded.
- In 2017 alone, it added more than 100 agents and managed 2936 transactions with a combined sales volume of \$2.6 billion. 68% of those transactions involved single family homes; 28% applied to condominiums.
- This is a brokerage whose silent strengths are not always visible in an environment where it's often not how good you are, but how good you say you are. These include:

A decidedly familial environment that abhors the corporate mindset and feeds off a palpable sense of energy that pervades its offices.

A leadership and staff who are optimistic, as opposed to fearful or negative, about their industry, their brokerage, their listings and their clients. Agents are inculcated with the admonition to always respect the clients, their properties and the core process of selling real estate.

A leadership that encourages its agents to personally invest in the product they sell—real estate—and has provided funds to do so.

An organization that welcomes all levels



of experience from rookies to seasoned veterans and is committed to aggressive training as a means of turning new agents into stars and limiting agent attrition which runs to less than 5% annually.

A fully-fledged, in-house marketing department with 11 full-time operatives who deliver rapid and customized response to the inevitable short-fuse agent demands.

An established reputation with the developer community which appreciates the look, touch and feel with which the firm markets its developments, which in 2017 included 1811 Turk, 750 Jessie and the Shipley House.

Culturally, this is a firm where pride is evident and proclaimed. Locally-owned and operated, and built from scratch, officers and troops remain confident in the knowledge that anything half-done is best not done at all, and that striving to stay ahead of the curve is the only solution to long-term survival in the constantly-disruptive world of Bay Area real estate.

Not surprisingly, appearance, aesthetics and brand packaging are important elements of the firm's raison d'etre. That's why its headquarters' location was chosen—a commanding turn-of-the-century bank edifice in a fringe neighborhood, now rapidly on the turn, that was part of San Francisco's past history. Cross the entry threshold and one encounters a neat, buttoned-up brand environment that exudes modernity mixed with confidence and buzz.

An egalitarian, collaborative spirit pervades the firm which lacks an organization chart.

Leadership is approachable; a genuine open-door policy prevails and a progressive management philosophy manifests itself in a leadership team that is 50% female and a hiring commitment that has made the firm a recognized leader in LGBT recruitment. Leadership espouses the view that everyone should view themselves with self-respect and treat each other with shared respect.

Major initiatives in recent years have included the significant addition of new offices at a rate of one or two a year; a heavy investment in sophisticated marketing, both traditional and digital; and a major commitment to companywide volunteerism with official giving to 30+ organizations.

In a business where the assets go down in the elevator every evening, hiring, mentoring and training receive special attention. The search for agents with the elusive "it" factor remains constant. Training varies from an 8-week entry-level platform to dozens of specific modules that deliver a customized curriculum for each agent matched to that agent's level of experience.

With a growing number of its offices, agents and "For Sale" signs permeating the marketplace, it becomes obvious that something is stirring at this well-regarded and fiercely-independent brokerage that resides on the cusp of greatness as it continues as a force to be reckoned with in Bay Area real estate. •

Introducing The Vanguard Properties

TOP 100 2018

The Luxury Marketing Council of San Francisco in conjunction with REALTRENDS, San Francisco and Silicon Valley Magazines

INDIVIDUALS:



FRANK NOLAN SAN FRANCISCO



CHELSEA E. IALEGGIO MARIN COUNTY



TYLER STEWART SAN FRANCISCO & MARIN COUNTY

TEAMS:

THE NUNEMACHER GROUP



MARIO BAÑUELOS JEAN-PAUL SAMAHA **JAMES NUNEMACHER** ED DELESKI MIKE STACK

THE COSTA GROUP
SAN FRANCISCO & MARIN COUNTY



FRANCK COSTA SARA WERNER-COSTA

THE BELLINGS BROTHERS SAN FRANCISCO





AARON BELLINGS MICHAEL BELLINGS

THE WELCOME HOME SF TEAM SAN FRANCISCO & MARIN COUNTY



VENUS TAILLANT
E.M. 'ANGEL B' CARNEY
ANDREA SWETLAND
JOE VACA
CASSIE KIM





MVP NOMINEE:

YOLA OZTURK
SAN FRANCISCO



RISING STAR NOMINEE:

DEREK JACKSON
SAN FRANCISCO

VANGUARD PROPERTIES

Is Proud to Announce That It Has Been Selected As

2018 BROKERAGE OF THE YEAR

The Luxury Marketing Council of San Francisco in conjunction with REALTRENDS, San Francisco and Silicon Valley Magazines

"With a growing number of its offices, agents and "For Sale" signs permeating the marketplace, superlative marketing and a familial atmosphere, it becomes obvious that something is stirring at this highly regarded and fiercely-independent locally owned brokerage that resides on greatness as it continues forward as a major force in Bay Area real estate." – The Luxury Marketing Council

LEVERAGE GLOBAL PARTNERS

The **Leading 100** Teams

LISTED BY TEAM NAME, BROKER, LOCATION AND TOTAL SALES VOLUME IN 2017

1. The DeLeon Team DeLeon Realty, Inc. Palo Alto \$705,438,551

2. The Troyer Group Intero Real Estate Services Los Altos \$424,481,815

3. Mary and Brent Gullixson Alain Pinel Realtors

Menlo Park \$415,273,500

4. Andy Tse Intero Real Estate Services Saratoga \$233,421,257

5. Nina Hatvany Pacific Union International San Francisco \$226,207,275

6. Dave Clark Team Keller Williams Realty Campbell

\$220,539,680 7. Teed, Haze, Townsend Group San Francisco \$194,326,300

8. David Gunderman and Andrew Raskopf

Alain Pinel Realtors Oakland \$192,201,200

9. Joe Frazzano Team J. Rockcliff Realtors Danville

\$187,256,000 10. SF Properties COMPASS San Francisco

\$177,904,313 11. Juliana Lee Team

Keller Williams Realty \$177,505,419

12. Mary Tan Realty **Team** Coldwell Banker

Residential Brokerage Cupertino \$167,573,739

13. Brett Jennings Real

Estate Experts Keller Williams Realty Los Gatos \$164,790,668

14. Boyenga Team Keller Williams Realty

\$159,546,029 15. Khrista Jarvis

COMPASS San Francisco

\$154,256,835

16. Elite Team CENTURY 21 Real Estate Alliance San Francisco \$149,122,876

17. The Patty Dwyer

Alain Pinel Realtors Burlingame \$147,361,058

18. LeMieux Associates Pacific Union

International Menlo Park \$142,044,000 **19. Alex Wang Team** Sereno Group

Palo Alto \$134,002,888

20. Watson Marshall Group Pacific Union

International Menlo Park \$124,892,888

21. The Bill Lister

Coldwell Banker Residential Brokerage Los Gatos \$121,046,000

22. The Hanna Group Intero Real Estate Services San Jose \$120,000,000

23. Ed Graziani Sereno Group Los Altos \$119,273,650

24. The Laugesen Team

Coldwell Banker Residential Brokerage Burlingame \$118,950,563

25. Carol Carnevale and Nicole Aron
Alain Pinel Realtors Menlo Park

\$118,048,300 26. Haney & Potter Pacific Union International

Larkspur \$117,346,768 27. Danielle Lazier + Associates

COMPASS San Francisco \$114.889.373

28. Nevis and **Ardizzone Team** Alain Pinel Realtors

Los Gatos \$114,746,806

29. Lan Bowling Team Keller Williams Realty Palo Alto \$112,833,000

30. Joseph Schembri

Coldwell Banker Residential Brokerage Fremont \$108,344,263

31. The Debbie Sharp **Group** Keller Williams Realty

Burlingame \$104,926,999

32. The Canning Team Sotheby's International Realty-Canning Properties Group Carmel \$104,188,685

33. Applegarth + Warrin Golden Gate Sotheby's International Realty Mill Valley \$103,843,500

34. Droubi Team COMPASS San Francisco \$101,943,554

35. Kehrig Team Pacific Union

International Danville \$100.925.057

36. Ron Abta and

Travis Pacoe Paragon Real Estate Group San Francisco \$100,351,200

37. Rick Richetta COMPASS San Francisco \$98.820.493

38. Debbie Wilhelm

Team Coldwell Banker Residential Brokerage San Mateo \$96,912,177

39. Peg King and Jeremy King Coldwell Banker Residential Brokerage Petaluma \$95,608,672

40. Armour Group Coldwell Banker Residential Brokerage

\$95,163,000 41. Kenny & Jun

Legacy Real Estate & Associates ERA Powered \$94 649 665

42. Level Up Group Keller Williams Realty San Francisco

\$94,095,749 43. Amar Realtor Keller Williams Realty

Palo Alto \$91,560,618 44. The Nunemacher

Group Vanguard Properties

San Francisco \$90,821,400

45. Mitchell-Lynch Carmel Realty Company Carmel \$89,728,000

46. Jason and Julie Chan

Barb Co Real Estate Group San Francisco \$87,000,000

47. The Beaubelle

Group Coldwell Banker Residential Brokerage Orinda \$85,715,894

48. Monterey Peninsula Home Team

Keller Williams Realty Pacific Grove \$83,626,096

49. Kenny Truong Climb Real Estate Oakland \$83,244,166

50. Kevin Kieffer EastBavPro Team COMPASS Danville \$83.088.719

51. The Renee White

Keller Williams Realty Walnut Creek \$82,744,547

52. The Sternsmith **Group** Alain Pinel Realtors

Burlingame \$82,537,240

53. Mollie Poe + Declan Hickey COMPASS San Francisco \$82,254,764

54. Team Tapper Coldwell Banke Residential Brokerage Burlingame \$80,531,388

55. Anian Tunney The Grubb Company Oakland \$78.910.000

56. Faylor Team Sereno Group

Saratoga \$77,024,850 **57. The Domicile Team**

COMPASS San Francisco \$76,948,094

58. Vivian Wang Coldwell Banker Residential Brokerage Cupertino \$76,774,472

59. Bullock & Golden Gate Sotheby's International Realty Mill Valley \$76,645,000

60. Gorman Group Coldwell Banker Residential Brokerage Saratoga \$75,674,986

61. Alan Wang Realty

Group Keller Williams Realty Campbell \$75,277,377

62. Rebecca & Alan

Team Coldwell Banker Residential Brokerage Saratoga \$73,753,117

63. Gary Palacios Intero Real Estate Services Morgan Hill

\$73,453,338 64. Bebe McRae

The Grubb Company Oakland

\$73,123,795 65. Payton & Binnings

Pacific Union International San Francisco \$72,234,500

66. WynneMorgensen Sotheby's International Realty San Francisco \$71,734,522

67. Love and McArthur

Pacific Union International Larkspur \$69,029,000

68. Barbara Callan & Robert Callan, Jr. McGuire Real Estate

San Francisco \$68,970,000

69. Lotte & Sarah McGuire Real Estate Mill Valley \$68,712,866

70. Team Howe Zephyr Real Estate San Francisco \$68,139,004

71. Armario Venema Keller Williams Realty Pleasanton \$67,783,350

72. Patrick Lam & Joanne Xiang Award-Winning Team CENTURY 21 Real Estate

Alliance San Francisco \$66,995,677

73. Bartlett Team Pacific Union International San Francisco \$64,943,000

74. The Nierenberg Group

Coldwell Banker Residential Brokerage San Francisco \$64,940,763

75. Caroline Huo Keller Williams Realty Burlingame \$63,841,262

76. Tegelaar & Sevenau

Pacific Union International Sonoma \$63,663.250

77. Erdal Team Sereno Group Saratoga \$63,535,250

78. Elena Hood Group Coldwell Banker Residential Brokerage Orinda

\$62,135,980 **79. Campi Group** Golden Gate Sotheby's International Realty Los Altos

\$61,906,135 80. Real SF Properties Zephyr Real Estate San Francisco \$61,717,180

81. Juliette Kulda **Group** Keller Williams Realty Burlingame

\$61,682,600 82. Anthony Riggins, The East Bay Team Sotheby's International Realty San Francisco

\$60,672,130 83. David Chung and Sunny Kim Alain Pinel Realtors Los Altos \$60,282,608

84. The Chiavettas Coldwell Banker Residential Brokerage Los Gatos \$60,102,750

85. Colette Ford and Anja Plowright
The Grubb Company Berkeley \$59.818.000

86. The Costa Group Vanguard Properties San Francisco \$59,732,750

87. Natalie Swanson Keller Williams Realty

Livermore \$59,494,320 88. Andrea Swetland,

WelcomeHomeSF Vanguard Properties San Francisco \$59,005,505

89. Dale Boutiette and Alla Gershberg
Paragon Real Estate

San Francisco \$58,750,414 90. Ducky & Amy Grabill

Sereno Group Los Gatos \$58,591,711 91. Joe Velasco Group Intero Real Estate

Saratoga \$58,521,164 92. AW Team Pacific Union International

Services

Menlo Park \$57,572,001 93. The Bower Cole **Group** Alain Pinel Realtors

Saratoga \$57,409,929 94. Achuck and Zech Golden Gate Sotheby's International Realty

Mill Valley \$56,195,000 95. Reinertsen & Sennett Team Pacific Union International

Ross \$56,057,000 96. Narodny Team Golden Gate Sotheby's International Realty Greenbrae \$56,031,275

97. Helen and Brad Alain Pinel Realtors Woodside

\$55,447,000 98. Santa Clara Real **Estate Guy** Keller Williams Realty Cupertino

\$55,423,630 99. Steve & Christine Perrv Sereno Group Los Gatos \$55,363,338

100. Bellings Brothers Vanguard Properties San Francisco \$54,983,685

THE REAL ESTATE HALL OF FAME

2018 INDUCTEES



Paul Hulme

ALAIN PINEL REALTORS

Paul Hulme is Founder, Chairman, and CEO of Alain Pinel Realtors, the sixth largest residential real estate firm in the United States and the largest privatelyowned residential real estate company in Northern California based on its closed sales volume of \$12.2 billion in 2017. More than 1300 agents operate out of the company's 33 offices

Paul co-founded the brokerage in Saratoga, California in 1990, with Helen Pastorino and Alain Pinel. Less than two months after the first office opened, Alain Pinel left the company and returned to his native France. Helen departed in 1995, leaving Paul as sole owner.

Paul comes from humble beginnings. He was born on a farm in southern Utah where his parents and their six children lived in a two-bedroom house, located three miles out of town and without electricity and water.

Beginning his business career at the age of eight, he delivered newspapers for eight years, simultaneously operating a door-to-door sales business and working one summer on the Section crew of the D&RGW Railroad—all this in addition to normal farm chores. In high school he was a boxer and wrestler, appropriate training for a later career in real estate.

By the time he was 24, he had earned a bachelor's degree from the University of Utah, completed his tour of duty as a commissioned officer in the U.S. Air Force, served a two-and-a-halfyear mission in Germany for his church, was accepted into medical school at the University of Utah, founded and operated a successful chain link fence contracting business, and established himself as a full-time licensed life insurance agent.

As a life-long and consummate entrepreneur he has usually had several enterprises running simultaneously, including founding, owning, and operating 14 different businesses throughout the course of his career. This long

menu of start-up experience has instilled in him a sense of confidence that never permits failure as an option. Case in point. At the inauguration of Alain Pinel Realtors, 300 agents were projected to join the new company. Only one did. And yet he persevered, with bankruptcy and closure not considered viable options in his mind.

Paul Hulme treats Alain Pinel Realtors as he would his family, with shared decisionmaking as a central tenet of his business philosophy. He is a visionary who understood well before others in the industry that the Silicon Valley technology in his own back vard could be harnessed as a branding differential, as well as a competitive advantage in operational efficiency. Alain Pinel Realtors was the first brokerage in the country with a website and the first to feature its listings online in 1993 (pre-historic times in tech chronology). The company developed its own proprietary software before other real estate brokerages understood the potential that computer technology would bring to their business. Apple luminary, Steve Jobs was

hired to design and install computer systems and was no stranger to the company's office.

It's the personal portrait of Paul Hulme that is revealing. He and his wife of 61 years, Helga, have raised five children, four of whom now occupy management positions at the company. Like many who have created empires within the real estate industry, his behavior and idiosyncrasies tell much about the man. His humility in a business setting reflects his humble beginnings. Nothing is too big nor too small not to occupy his attention--he can be seen on the floor calmly repairing carpet snags in any one of the sales offices. And at an age when his peers can be seen occupying the luncheon buffet line at their retirement community or local country club, Paul swims, walks to work and can be seen casually negotiating nearby roadways on his Harley Davidson.

Bill Drypolcher

ZEPHYR REAL ESTATE



Bill Drypolcher founded Zephyr Real Estate in 1978 with three partners and a single location at 17th and Douglas. Following a course of steady growth and forwardthinking development, he built the company into one of the largest independent real estate brokerages in San Francisco with five offices, more than 225 agents and nearly \$2.3 billion in annual sales. While serving as the firm's President, he established a culture and created 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 an ingrained philosophy of authenticity, loyalty and shared values that is reflected in its people, its reputation and its style.

Bill's introduction to the business was somewhat circuitous. Beginning with a wrestling scholarship at Kent State and migrating into two tours of duty in Vietnam as an Army Ranger on reconnaissance duty behind enemy lines, he joined the business world working initially in commercial real estate before moving to San Francisco where he joined Herth Real Estate located in a lone office in the Castro.

While he remains the firm's chairman and majority shareholder, his legacy has grown to encompass much more than business achievement and success. In addition to building a

brokerage that is the exemplar of professionalism and cooperation, Bill has been actively engaged as a leader in the real estate community and has served on more than 20 industry committees, including the Presidency of the San Francisco Association of Realtors.

This is a man who loves to mentor: who never forgets old friends and associates, including clients, vendors and suppliers; who operates with a "what you see is what you get" transparency; who considers no person or job beneath him (he's been known to sweep leaves in front of his offices); and who always balanced a spirit of fun and enjoyment within the office with a backbone of steel when it came to supporting his agents. His sense of foresight had him planning for succession in the early

2000's leaving the firm with an experienced management team under President Randall Kostick, as well as the #1 brokerage in San Francisco based on transaction count.

It's at a community level that Bill has proven to be the staunchest advocate for the disadvantaged and disenfranchised. His and Zephyr's involvement includes support for Swords to Ploughshares, Project Open Hand and Project Inform. His strong belief in education manifests itself in his support of Meritus, an organization that empowers low-income Bay Area youth to succeed in college and prepare for opportunities post-graduation by providing scholarships, individualized coaching and career mentoring and development, Bill was also an early supporter of the LGBTQ community and served on Mayor Art Agnos' commission for improving city housing. •



Alain Pinel Realtors® is proud to congratulate our agents who have been recognized by the **2018 Leading 100 List** as top producers in the Bay Area.

TEAMS VOLUME







The Patty Dwyer Group
License # 01281150
\$147,361,058 | Burlingame Office



\$118,048,300 | Menlo Park Office





The Sternsmith Group

License # 01733080

\$82,537,240 | Burlingame Office









Keri Nicholas License # 01198898 \$245,998,225 Menlo Park Downtown Office



Judy Citron License # 01825569 \$235,098,000 Menlo Park Office



Kathy Bridgman
License # 01189798
\$180,871,000
Los Altos Office



Amy McCafferty License # 00967324 \$132,411,306 Los Gatos Office



Judy Bogard-Tanigami License # 00298975 \$108,289,651 Los Altos Office



David Welton License # 00922957 \$96,313,911 Saratoga Office



Zach Trailer
License # 01371338
\$90,180,500
Menlo Park Downtown Office



Scott Dancer License # 00868362 \$88,483,765 Woodside Office



Michael Galli License # 01852633 \$80,180,131 Los Altos Office



Monica Corman License # 01111473 \$75,851,516 Menlo Park Office



Pattie Lawton License # 01233061 \$71,765,130 San Francisco Office



Claire Zhou License # 01440807 \$66,634,814 Palo Alto Office



Tim McGuireLicense # 01349446
\$65,052,500
Pleasanton / Livermore Valley Office



Therese Swan
License # 01355719
\$62,256,888
Los Gatos Office



John Forsyth James License # 01138400 \$58,175,505 Palo Alto Office



Blaise Lofland
License # 00882113
\$57,480,443
Pleasanton / Livermore Valley Office





Winners 2018





Stanley LoBrokerage: Green Banker
Location: Burlingame
Volume: \$329,779,410



Keri NicholasBrokerage: Alain Pinel
Realtors
Location: Menlo Park
Volume: \$245,998,225



Judy CitronBrokerage: Alain Pinel
Realtors
Location: Menlo Park
Volume: \$235,098,000



Dana GreenBrokerage: Pacific Union
International
Location: Lafayette
Volume: \$199,314,926



Neill Bassi Brokerage: Sotheby's International Realty Location: San Francisco Volume: \$193,788,000



Kathy BridgmanBrokerage: Alain Pinel
Realtors
Location: Los Altos
Volume: \$180,871,000



Billy McNairBrokerage: Coldwell Banker
Residential Brokerage
Location: Menlo Park
Volume: \$164,700,278



Tracy McLaughlin Gregg Ly
Brokerage: Pacific Union Brokerage
International Internation
Location: Larkspur Location:
Volume: \$155,087,154 Volume: \$



Gregg Lynn
Brokerage: Sotheby's
International Realty
Location: San Francisco
Volume: \$153,345,010



Randy Waller Brokerage: W Real Estate Location: Santa Rosa Volume: \$145,793,000



Mary Ma Li Bee Thrasher Brokerage: Today Sotheby's Location: San Carlos Volume: \$140.416.000



Cyd GreerBrokerage: Coldwell Banker
Brokers of the Valley
Location: Saint Helena
Volume: \$133,717,448



Tim Allen Brokerage: Coldwell Banker Residential Brokerage Location: Carmel-By-The-Sea Volume: \$133,196,529



Amy McCaffertyBrokerage: Alain Pinel
Realtors
Location: Los Gatos
Volume: \$132,411,306



Vicky (Yuan) Li Brokerage: Coldwell Banker Residential Brokerage Location: Cupertino Volume: \$131,056,700



Shana Rohde-LynchBrokerage: Pacific Union
International
Location: Belvedere
Volume: \$124,100,000



Frank NolanBrokerage: Vanguard
Properties
Location: San Francisco
Volume: \$118,097,570



Kate McCaffrey Brokerage: Pacific Union International Location: Alameda Volume: \$115,205,262



Phil ChenBrokerage: COMPASS
Location: Burlingame
Volume: \$114,924,200



Ginny Kavanaugh Brokerage: Coldwell Banker Residential Brokerage Location: Woodside Volume: \$114,797,500

THE LEADING 100 INDIVIDUALS LISTED BY NAME, BROKER, LOCATION, AND TOTAL VOLUME IN 2017



Neal WardBrokerage: COMPASS
Location: San Francisco
Volume: \$111,765,994



John Shroyer Brokerage: Today Sotheby's International Realty Location: San Carlos Volume: \$109,522,951



Judy Bogard-Tanigami Brokerage: Alain Pinel Realtors Location: Los Altos Volume: \$108,289,651



Jim Arbeed Brokerage: Coldwell Banker Residential Brokerage Location: Burlingame Volume: \$107,930,250



Steve McCarrickBrokerage: Coldwell Banker
Residential Brokerage
Location: Saratoga
Volume: \$104,976,734



Daniel Casabonne Brokerage: Sotheby's International Realty Location: Sonoma Volume: \$103,298,380



Mike Bohnert Brokerage: Coldwell Banker Residential Brokerage Location: Burlingame Volume: \$100,855,500



Tanya Dzhibrailova Brokerage: Zephyr Real Estate Location: San Francisco Volume: \$98,811,245



Joshua Deitch Brokerage: Coldwell Banker Residential Brokerage Location: Mill Valley Volume: \$96,392,071



David WeltonBrokerage: Alain Pinel
Realtors
Location: Saratoga
Volume: \$96,313,911



Valerie Mein Brokerage: Intero Real Estate Services Location: San Jose Volume: \$96,233,019



David LilloBrokerage: DPL Real Estate
Location: Cupertino
Volume: \$95,808,638



Chelsea Ialeggio Brokerage: Vanguard Properties Location: Mill Valley Volume: \$95,166,835



Coco TanBrokerage: Keller Williams
Realty
Location: Saratoga
Volume: \$93,295,554



Mei Ling Brokerage: Sereno Group Location: Saratoga Volume: \$92,509,600



Zach TrailerBrokerage: Alain Pinel
Realtors
Location: Menlo Park
Volume: \$90,180,500



Michael Dreyfus Brokerage: Golden Gate Sotheby's International Realty Location: Palo Alto Volume: \$88,583,171



Scott Dancer Brokerage: Alain Pinel Realtors Location: Woodside Volume: \$88,483,765



Brian ChancellorBrokerage: Sereno Group
Location: Palo Alto
Volume: \$87,980,000



Deborah Rossetto Brokerage: Legacy Real Estate & Associates Location: Fremont Volume: \$87,829,834

Winners 2018

THE LEADING 100 INDIVIDUALS LISTED BY NAME, BROKER,
LOCATION, AND TOTAL VOLUME IN 2017





Mike Strouf Brokerage: Intero Real Estate Services Location: Santa Clara Volume: \$87,095,688



Joe Piazza Brokerage: Coldwell Banker Residential Brokerage Location: Los Gatos Volume: \$86,756,000



Eric Fischer-Colbrie
Brokerage: Intero Real Estate
Services
Location: Los Altos
Volume: \$85,022,500



Marcus LeeBrokerage: COMPASS
Location: San Francisco
Volume: \$84,762,150



Peter Butler Brokerage: Carmel Realty Company Location: Carmel Volume: \$84,703,000



Missy Smit Brokerage: COMPASS Location: San Francisco Volume: \$83,018,062



Erin ThompsonBrokerage: COMPASS
Location: San Francisco
Volume: \$82,919,403



Hugh CornishBrokerage: Coldwell Banker
Residential Brokerage
Location: Menlo Park
Volume: \$82,709,889



Todd Montgomery Brokerage: COMPASS Location: San Francisco Volume: \$81,205,150



Erika Carrasco Brokerage: Intero Real Estate Services Location: San Jose Volume: \$81,129,400



Raziel Ungar Brokerage: Pacific Union International Location: Menlo Park Volume: \$81,109,350



Marc RoosBrokerage: Sereno Group
Location: Los Altos
Volume: \$80,690,000



Michael Galli Brokerage: Alain Pinel Realtors Location: Los Altos Volume: \$80,180,131



Joel Goodrich Brokerage: Coldwell Banker Residential Brokerage Location: San Francisco Volume: \$79,503,000



Al Moridi Brokerage: Intero Real Estate Services Location: Cupertino Volume: \$77,017,188



Kim Gelman Brokerage: McGuire Real Estate Location: Burlingame Volume: \$76,870,000



Tyler StewartBrokerage: Vanguard
Properties
Location: Mill Valley
Volume: \$76,705,100



Jill Levy Brokerage: Golden Gate Sotheby's International Realty Location: Napa Volume: \$76,626,656



Monica Corman Brokerage: Alain Pinel Realtors Location: Menlo Park Volume: \$75,851,516



Yvonne YangBrokerage: Coldwell Banker
Residential Brokerage
Location: Cupertino
Volume: \$75,600,015

Coldwell Banker® - Home of the Nation's Top Agents

Coldwell Banker Residential Brokerage is proud to congratulate the independent agents who were named to the prestigious REAL Trends "The Thousand" list of the top U.S. real estate professionals and the Luxury Marketing Council of San Francisco and San Francisco magazine's The Leading 100 list of top performers in Bay Area residential real estate sales.



Vicky Li Cupertino CaIRE #01896360 The Thousand The Leading 100



Billy McNair Menlo Park CalRE #01343603 The Thousand The Leading 100



Tim Allen Carmel-by-the-Sea CaIRE #00891159 The Thousand The Leading 100



Ginny Kavanaugh Woodside – Portola Valler CaIRE #00884747 The Thousand The Leading 100



Jim Arbeed
Burlingame
CalRE #01060476
The Thousand
The Leading 100



Steve McCarrick Saratoga CalRE #01178076 The Thousand The Leading 100



Mike Bohnert Burlingame CalRE #01325031 The Thousand The Leading 100



Joshua Deitch Mill Valley CaIRE #01902477 The Thousand The Leading 100



Joe Piazza Los Gatos CaIRE #01411341 The Thousand The Leading 100



Hugh Cornish Menlo Park CalRE #00912143 The Thousand The Leading 100



Yvonne Yang
Cupertino
CalRE #01371905
The Thousand
The Leading 100



Lucie Campos
Pacific Grove
CalRE #01345594
The Leading 100



Sam Anagnostou Woodside CalRE #00798217 The Leading 100



David Bellings
San Francisco Lombard
CalRE #00877838
The Leading 100



Shelly Chou Cupertino CalRE #01888765 The Leading 100



John Kirtland
San Francisco Pacific Heights
CaIRE #01346277
The Leading 100



Julie Lau Palo Alto CaIRE #01052924 The Leading 100



Marcus Robinson Mill Valley CaIRE #00609415 The Leading 100



Minhua Jin Saratoga CaIRE #01246488 The Leading 100



Hossein Djalali Menlo Park CaIRE #01215831 The Leading 100



Nick Corcoleotes Burlingame CaIRE #00614270 The Leading 100



David Kelsey Woodside CalRE #01242399 The Leading 100



Diyar Essaid Los Altos CaIRE #01335648 The Leading 100



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Winners 2018

THE LEADING 100 INDIVIDUALS LISTED BY NAME, BROKER,
LOCATION, AND TOTAL VOLUME IN 2017





Frank Liu
Brokerage: RE/MAX Gold
Location: Redwood City
Volume: \$75,295,537



Lucie Campos Brokerage: Coldwell Banker Residential Brokerage Location: Carmel Volume: \$75,278,500



Nick FrenchBrokerage: Sereno Group
Location: Los Altos
Volume: \$75,269,138



Sam Anagnostou Brokerage: Coldwell Banker Residential Brokerage Location: Woodside Volume: \$73,728,541



Steve MavromihalisBrokerage: Pacific Union
International
Location: San Francisco
Volume: \$73,715,500



Yvette TengBrokerage: RE/MAX ACCORD
Location: Fremont
Volume: \$73,428,289



Julie WyssBrokerage: Keller Williams
Realty
Location: Los Gatos
Volume: \$72,575,856



Pattie Lawton Brokerage: Alain Pinel Realtors Location: San Francisco



Flavio Amaral Brokerage: RE/MAX ACCORD Location: Pleasanton Volume: \$71,304,490



David BellingsBrokerage: Coldwell Banker
Residential Brokerage
Location: San Francisco
Volume: \$71,192,668



Annie WilliamsBrokerage: Hill & Co.
Location: San Francisco
Volume: \$70,929,870



Shelly ChouBrokerage: Coldwell Banker
Residential Brokerage
Location: Cupertino
Volume: \$70,047,688



Satya Dasari Brokerage: Keller Williams Realty Location: Cupertino Volume: \$69,838,599



Isabelle Grotte
Brokerage: Zephyr Real
Estate
Location: San Francisco
Volume: \$69,719,253



Becky Jones Brokerage:Sotheby's-Monterey Peninsula Location: Carmel Volume: \$68,905,528



John Kirtland Brokerage: Coldwell Banker Residential Brokerage Location: San Francisco Volume: \$68,679,950



Julie LauBrokerage: Coldwell Banker
Residential Brokerage
Location: Palo Alto
Volume: \$67,702,888



Alka Bedi Brokerage: Intero Real Estate Services Location: Pleasanton Volume: \$67,421,581



Helena ZaludovaBrokerage: Paragon Real
Estate Group
Location: San Francisco
Volume: \$66,914,414



Simon KiangBrokerage: RE/MAX ACCORD
Location: Fremont
Volume: \$66,744,036





Congratulations to our exceptional agents recognized on REAL Trends' The Leading 100

Michael Dreyfus

650.485.3476

Jill Levy 707.479.9612 Herman Chan 415.787.3450

Applegarth + Warrin

415.298.7600 415.407.7979 415.407.8019

Bullock & Sarkissian Team

415.517.7720 415.384.4000 415.847.7913

Campi Group

Achuck and Zech Team

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Narodny Team

415.265.7488 415.847.0309

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Winners 2018

THE LEADING 100 INDIVIDUALS LISTED BY NAME, BROKER, LOCATION, AND TOTAL VOLUME IN 2017





Claire Zhou Brokerage: Alain Pinel Realtors Location: Palo Alto Volume: \$66.634.814



Janet Feinberg Schindler Brokerage: Sotheby's I.R. Location: San Francisco Volume: \$65,685,000



Marcus Robinson Brokerage: Coldwell Banker Residential Brokerage Location: Mill Valley Volume: \$65,553,750



Tim McGuire Brokerage: Alain Pinel Realtors Location: Pleasanton Volume: \$65,052,500



Greg Simpson Brokerage: Keller Williams Realty Location: Los Gatos Volume: \$64,839,000



Dominic Nicoli Brokerage: Intero Real Estate Services Location: Los Altos Volume: \$63,008,950



Rachel Swann Brokerage: The Agency Location: San Francisco Volume: \$62,545,150



Therese Swan Brokerage: Alain Pinel Realtors Sotheby's I.R. Location: Los Gatos Volume: \$62,256,888 Volume: \$62,048,046



Herman Chan Brokerage: Golden Gate Location: Berkeley



Trang Dunlap Brokerage: Intero Real Estate Services Location: Pleasanton Volume: \$60,580,553



Ruth Krishnan Brokerage: Paragon Real Estate Group Location: San Francisco Volume: \$60,321,000



Laura Bryant Brokerage: Keller Williams Realty Location: Burlingame Volume: \$60,250,088



Arthur Sharif Brokerage: Sotheby's International Realty Location: San Francisco Volume: \$59,367,500



Kevin Garvey Brokerage: Realty World Location: Santa Clara Volume: \$58,839,875



David Bergman Brokerage: Intero Real Estate Services Location: Los Altos Volume: \$58,212,000



John Forsyth James Brokerage: Alain Pinel Realtors Location: Palo Alto Volume: \$58,175,505



Minhua Jin Brokerage: Coldwell Banker Residential Brokerage Location: Saratoga Volume: \$57,982,740



Blaise Lofland Brokerage: Alain Pinel Realtors Location: Pleasanton Volume: \$57,480,443



Hossein Djalali Brokerage: Coldwell Banker Residential Brokerage Location: Menlo Park Volume: \$57,073,000



Mike Jashinski Brokerage: Sotheby's International-Monterey Peninsula Location: Carmel Volume: \$56,766,160

CONGRATULATIONS TO OUR INTERO AGENTS THAT MADE THE LEADING 100 LIST

IN 2017, INTERO'S TOP PRODUCERS SOLD MORE THAN \$1.45 BILLION IN REAL ESTATE.



DAVID BERGMAN
Lic.#01223189

ERIKA CARRASCO



TRANG DUNLAP



ERIC FISCHER-COLBRIE



THE HANNA GROUP



VALERIE MEIN



AL MORIDI



DOMINIC NICOLI





PALACIOS GROUP



THE TROYER GROUP

Lic.#01234450



TSE GROUP

Lic.#01345580

INTERO IS PROUD OF ALL YOUR HARD WORK AND SUCCESS!





Best of the best.

Culture of professionalism, image of luxury, and practice of quality in all things.

At Alain Pinel, we associate with the top agents in the Bay Area and provide clients with experiences they will never forget.

Throughout the Bay Area and Northern California — from San Francisco to Lake Tahoe, Carmel to Wine Country — our level of service is second to none.



