

THE **LEADING**

The Top Performers in Bay Area Real Estate

Presented By





LEADING 100 2019

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

INDIVIDUALS:



GREG FULFORD



CHELSEA E. IALEGGIO



TYLER STEWART

TEAMS:

THE COSTA GROUP



FRANCK COSTA SARA WERNER-COSTA

THE NUNEMACHER GROUP



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

THE NOLAN GROUP



MASSIMO LOPORTO WALTER JOHNSON FRANK NOLAN ANDREW WARREN NINA DOSANJH



NAMED RISING STAR 2019: HALEY TONE



LOCALLY OWNED | GLOBALLY CONNECTED

Vanguard agents are a family. We rally together to form one of the most dedicated, connected and informed networks in our industry. Each bringing individual personalities and talents, this diverse and dedicated band of brothers and sisters has one goal in mind: perfecting the real estate experience for their clients through an intimate knowledge of the communities they serve.



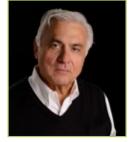
Welcome to 2019 The Leading 100

LuxeSF and **San Francisco** and **Silicon Valley magazines**, 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 2019 Leading 100 list represents the Bay Area's 100 top-producing agents who registered outstanding performance in the calendar year 2018, 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 2019 Leading 100 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. •



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SILICON VALLEY MAGAZINE

THE 2019 M V P

Dana Green

Diminutive in size but not in stature, this immensely-likeable Realtor has firmly planted her flag as the pre-eminent real estate practitioner in the East Bay market where she was born and raised, and whose service to the community has earned her rightful acknowledgement as de facto Mayor of her city. This marketer by training has remained a #1 producer since 2008, with no indication of abdicating the role. With her life-long commitment to the region, coupled with a database that any aspiring networker would kill for, she exhibits the traits that epitomize those who "own" their marketplace love of place, passion for the craft, zeal for the sale and an ever-increasing need to experiment with the new-not to mention hard work, discipline and a



competitive instinct that drives market leaders to rule their kingdoms.

Her record of success is unassailable:

- #1 Realtor in Lafayette for 11 straight years
- #1 Realtor in Lamorinda for 8 straight years
- #1 Realtor in Contra Costa County for 9 straight years
 Over \$1.2 billion in real estate
- transactions closed
 Ranked in the top 50 for 4 con-

secutive years on REAL Trends

- list of 1,000 top U.S. real estate professionals
- Ranked in the top 6 for 4 consecutive years on The Leading 100 list of Top Performers in Bay Area Real Estate

From a modest start as a Communications major, she progressed to a marketing coordinator role with a marketing company, followed by marketing responsibility for a chain of 14 restaurants. After her first child was born, she started her own marketing company, operating out of the home. But her growing desire and motivation was to market homes, and do it through staging. That staging business still operates very successfully today, with more than a million dollars in operating inventory and 500 + homes staged to date.

An entry into the world of real estate sales was the logical next step. After receiving her license in 2005, she trained at Pacific Union before joining J. Rockcliff. A persistent recruiting effort by then CEO Mark McLaughlin brought her back to Pacific Union where she set up shop at her dining room table before a formal office location was established. The rest is history.

With a trusted support team that has

now grown to 10, she remains the rain-maker—getting the business, negotiating the deal and closing the sale. Annually, her salary overhead runs approximately 30% of revenues and she spends more than \$300,000 on marketing support, including a heavy commitment to print and digital advertising.

As with all of her top producer peers, she begins to get nervous on December 1st each year. "I get fearful" she says, "that I've peaked and that it's not going to happen. I also worry that people will think I'm unapproachable at this point in my career, which is totally not the case. I will take a listing of any size and price—if you trust me!"

That trust is a common theme in the client accolades that testify to her effectiveness and # 1 status in her marketplace. "She has become a valued friend and advisor. She is also a favorite with every member of our family", says one. "Working with her is like talking to a friend", says another. "More importantly, we became friends in the process", says a third. And again, "The end result was an exceptionally successful real estate transaction and the beginning of a valued friendship."

2019 BROKERAGE OF THE YEAR

Sotheby's International Realty SAN FRANCISCO

In these discordant times, and in an industry roiled by growing disruption, stability becomes a prized commodity. While the real estate consumer remains somewhat unaware of that internecine industry warfare, many of its players, specifically the Realtors who service it, are exhibiting varying degrees of PTSD.

This year's brokerage of the year stands with a small group of peer organizations that are withstanding these gale force winds of change by resorting to principles that have delivered proven success—commitment to an unwavering operating culture, powerful and ubiquitous brand reputation and an agent corps that still prizes loyalty, in a mercantile environment where the rapid obsoleting of brands and service providers is the new norm.

This 250-year old brand saw its real estate off-shoot established in 1976. Since then, that line-extension, in marketing parlance, has grown into the world's undisputed premier luxury residential real estate brokerage with network of 1,000 offices and 22,700 agents in 72 countries that generates an additional \$2 billion in referral volume across the parent network. Broadly speaking, clients around the world automatically associate the brand with a luxury experience, an advantage in brand perception that local and regional competitors cannot match. To that point, the firm takes pride in its elite status and scorns the "Walmart-of-the-Business" positioning of many of its competitors. We may not be the biggest, they say, but we're certainly the best!

Its principal San Francisco presence came into being in 1996, and in those 19 years, with two captains at the helm, has shone as a beacon of stability in what can be charitably described as one of the nation's most irrationally-exuberant real estate markets.

With 2018 sales of \$1.9 billion and 110 active agents, the office delivers an

above-average \$17.2 million in volume per agent when off-market sales, which constitute a third of all office sales, are factored in. In addition, its agents routinely drive the highest average sales prices in the Bay Area. It remains the #1 company-owned office by sales volume worldwide and continues today to recruit experienced, high-profile and top-producing agents in a marketplace where real estate's version of musical chairs continues unabated. It generally refrains from accepting novice

Sotheby's INTERNATIONAL REALTY

agents and takes pride in the fact that its established and highly-respected agents typically stay for the balance of their careers.

Culturally speaking,

this is a firm that prefers the established to the vogueish. Change comes more slowly, but in an organized and well-supported way. This means that market turmoil is met with a stoicism that eschews over-reaction or faddism in favor of long-term viability and growth. Its agents operate in a close-knit community where collaboration and professionalism remain the Bible of behavior—from personal deportment and interaction, to the manner in which listings are presented to the public.

Globally, the firm works closely with New Story, a charity that builds new housing for disadvantaged communities around the world and has funded a village of more than 100 new homes in Mexico, with multiple houses funded entirely by contributions from the San Francisco office. The San Francisco brokerage and its agents also support the San Francisco Decorator's Showcase and Fall Art & Antiques shows, in addition to providing volunteer support at the Glide Memorial Daily Free Meals program.

In technology and agent support, the firm crosses the "t's" and dots the "i's" with well-developed and recently-updated platforms that address seamless internal communication, listing presentations and promotion, digital marketing, social media, collateral development, CRM and more.

With a new Eureka Valley office, two or more of its agents regularly ranked by MLS in the top 5 in San Francisco, a best year ever, production-wise, in 2018 and having already completed 13 deals over \$10 million in 2019 to date, a sense of optimism prevails—about the brand, the office, its admired leader and its future.

2920 Broadway, San Francisco \$39,000,000

SOLD BY MALIN GIDDINGS & NEAL WARD COMPASS

2920 Broadway sold on October 2nd 2018 for a record-breaking, full-list price of \$39 million, in spite of the fact that sales in the toney Pacific Heights enclave recorded a 7.9 % decline versus 2017. Malin Giddings and Neal Ward of COMPASS were co-listing agents for the property which was sold off-market to private buyers without supporting website or photography and went into contract within two weeks of listing. A legitimate back-up offer was also current at all time during the sale process.

The 10,070 square feet property,

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.

This 3-story, single-family home, built in 1931, has 8 bedrooms, 6 full bathrooms, 3 half bathrooms and sits on a 7,809 square feet lot, with 57 feet in frontage width and 137 feet in depth. With an annual tax bill of \$305,223, the property is one of the most highly-taxed in San Francisco.



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 word-of-mouth preview access.



Born in the coal mining town of Wheeling, West Virginia to immigrant parents from Lithuania, this much-respected Bay Area Realtor approached the real estate industry as an outsider and leaves it as a consummate insider who has contributed so much to so many.

THE 2019 REAL ESTATE HALLOFFAMEINDUCTEE

Richard Sax

As the youngest of four children who was singularly raised at an early age by his mother, he quickly developed the will to succeed, and with it, the determination to make a difference with his life. Even as a Realtor, he was always motivated to be more than a successful real estate agent—he had to contribute to the profession—to make it better.

Those early years also imbued in him a sensitivity and respect for the downtrodden of society, and a determination to fight racism in any manner, shape or form. Such sentiment saw him join the Reverend Dr. Martin Luther King Jr. in the now famous Selma to Montgomery March in Alabama in 1965, and in more recent times, provide support as a social

worker to the residents of the Housing Projects in Pittsburg, California.

Upon completion of his earlier schooling in Wheeling, he graduated with Science degrees in Sociology—a Bachelor's degree from West Virginia University, and a Master's from University of Pittsburgh. This was later followed by a Doctorate in Criminal Justice from the University of California, Berkeley.

His pathway to real estate was somewhat circuitous—22 years as a social worker, 6 years as a Captain in the Army Reserve serving in Texas, and 4 years as the Assistant Dean of the UC Berkeley Haas School of Business.

His 41-year career in real estate, the last 34 of those years served at Pacific Union, has seen him perform as a top producer throughout the entire time. Yet his contri-

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2019 RISING STAR AGENT OF THE YEAR

Haley Tone VANGUARD PROPERTIES

This native of Marin County closed her first deal in March of 2017 soon after gaining her real estate license. Her growing success since that date has been incendiary—\$10 million in 2017, \$18.5 million in 2018, and on track to close

\$40 million in 2019—in effect, doubling her volume every year. From her initial accolade as Rookie of the Year for her firm in 2017, she progressed to top producer status in 2018 and is on track to achieve that Top 20 status again in 2019.

Prior to moving into residential real estate sales, and joining a prominent local brokerage, she worked for Equity Office, a commercial landlord holding over 50 million square feet of office and retail space in the Bay Area and nationwide. In that capacity, she managed the leasing operation at the iconic Ferry Building, and specialized in leasing and marketing numerous office properties between Silicon Valley and Marin County.

Living in NoPa and working out her firm's Castro office, her sales activity covers the Bay Area waterfront. While half of her sales activity originates in San Francisco, the other half covers transactions in the East Bay, San Mateo, and the Peninsula. This is an agent without border fear or territorial hesitancy. She stalks the action, irrespective of its location and never waits for it to come to her.

This Rising Star has built her business entirely on referrals from family, friends and co-workers. According to her officer manager and mentor, she exhibits



characteristics and tendencies that are often alien to the rookie Realtor. She operates with quiet confidence and without prima donna attitude—just a silent but effective force that gets the job done. She heeds advice gladly, absorbs learning quickly, secures the listing with ease and effortlessly closes the sale—without resorting to gimmicky script or pre-programmed agenda. Authentic and discreet, she works beneath the waterline in a no-nonsense, unassuming manner. She doesn't spend much time in the office, understanding instinctively that success comes from putting boots on the ground and being out in the field doing the missionary work that many young agents avoid.

This is not a member of the realtor glitterati set—no flashy automobiles or dripping jewelry in sight. Behind her back, her fellow peers view her as with a degree of awe—super smart, one of nicest people in the office and certainly not the proverbial yeller or screamer. As her mentor describes, "She doesn't know what her limit is, but she does know that she has to be #1—she's that driven". That competitive extinct manifests itself in total lack of fear or hesitation. Selling comes naturally to her, as does her innate ability to intuit her clients' needs and find a way to satisfy those needs and achieve their goals.

A graduate of Williams College, with a BA in Art History and Environmental Studies, she currently volunteers for the college as the Head Agent for fundraising for her graduating class, serves as the President of the Board of Trustees for Marin Ballet, a non-profit ballet school and also serves on the Board of Clarence E. Heller Charitable Foundation.

She claims special skills as an excellent cook and baker, is an aficionado of ballet and dance and has survived the scourge of cancer at an early age, with the support of her beloved math teacher husband, Riley and young daughter, Sydney.





Richard Sax COMPASS/PACIFIC UNION

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butions to the industry have been equally inspiring and impressive, and include the following awards and recognition:

- First Annual Distinguished Service Award from the San Francisco Association of REALTORS in 2018
- The REALTOR Emeritus Award from the National Association of REALTORS in 2018
- The 2004 Distinguished REALTOR Award from the California Association of REALTORS
- The Lifetime Achievement Award from the San Francisco Association of REALTORS in 2002
- Appointed Director for Life by the California Association of REALTORS in 2000
- President of the San Francisco Association of REALTORS in 1985
- Director of the California Association of REAL-TORS since 1980, and the National Association of REALTORS since 1994

This a man for whom community service is akin to the body's need for oxygen.
That service includes:

Past President of the Haight-Ashbury Free Medical Clinic

- Trustee of the American Conservatory Theater (ACT)
- Board Director of the Currey Foundation
- Board Director of the Association for the Blind

What do we know about the private man? He's a father of two grown and cherished daughters, Amy and Heidi, and who in recent years lost to illness his long-time partner in marriage and life, Jackie. This is a man of taste and discernment who reads voraciously, fishes contentedly at the Marina Pier, relishes theater and music and entertains friends with gusto.

His peers speak with authentic admiration and respect behind his back, and with never a negative comment—a rarity in the blood sport otherwise known as real estate sales. He always has a smile and a kind word, they say, adding that he's always available to help peers and associates if they have a question or need. And even as he approached the twilight of his career, he remained the first one into the office—every morning.

As he enters business retirement away from the City that gave him so much, and to which he has given so much in return, he remains active and involved—in his Temple, the Congregation B'nai David, his beloved Toastmasters International and the real estate industry where he continues to provide referral services to counterparts in San Francisco and Southern California.

2019 INNOVATION OF THE YEAR

Disclosures.10

It has often been claimed that change comes late to the real estate industry. But when compelling innovation is offered, it quickly secures rapid adoption by a community that craves tools and processes that can reduce cost and deliver true marketing and operational benefit.

Such is the case with the one of the most successful new technology entries for the real estate industry in recent time. Three former high-school friends, alerted to the frustration shared by Realtors in managing documentation between buyer and seller, relied upon their shared knowledge of the industry (one was a former agent at Pacific Union for 7 years) and available technologies to develop a management and communication platform that is fast

gaining Realtor acceptance around the region and the state.

Within 3 months of building out their product, more than 100 agents had signed up for its use, thereby enabling its developers to be courted by the investment community, which in turn, is funding the company's lightning-speed expansion.

Launched in January 2017, and now operating with a nimble staff of nine, the product has attracted 80,000 agent users to date, and has been used in closing transactions for 70,000 properties, primarily in the Bay Area, Sacramento and Los Angeles. With immense opportunity residing with the more than 1.4 million Realtors nationwide, the product is on

course for robust expansion into the rest of the West, as well as East Coast real estate hubs.

The marketing thrust behind the company's exponential growth has focused primarily on viral spread—a definable ripple effect that enables the product to sell itself. In fact, 80% of Leading 100 listees are paid users of the product. While

there is some secondary marketing support via digital advertising, blogs, and appearances at industry conventions,

the key marketing benefit—customer success and support—has turned its customers into its most loyal advocates and acolytes.

What precisely is that benefit? Within a closed agent network, it becomes easy to read, review and digest large documentation, track activity and buyer interest, reduce time to build the disclosure package and

ultimately reduce time in escrow. In addition, it supports agents in taking back control of the information they share, given that so many parasitic digital platforms are now scraping up publicly-accessed agent information for repackaging, reuse and resale.

With a truly-engaged base of users, an estimated 80% of Bay Area listings currently on its platform, regional



Disclosures.IO

saturation expansion now under way and exciting product offerings in the pipeline, this is one tech innovation that has conquered agent fear and gained their loyalty based on a single, unassailable marketing principle—it solves a pressing problem and satisfies a necessary need, and does both with simplified protocols that even the most harried Realtor can master.

The **Leading 100** Teams

LISTED BY TEAM NAME, BROKERAGE, LOCATION AND TOTAL SALES VOLUME IN 2018

1. The Deleon Team DeLeon Realty, Inc. Palo Alto

\$853,540,013 2. David Troyer

The Troyer Group
Intero Real Estate Services \$410,802,946

3. Mary & Brent Gullixson

Compass Menlo Park \$356,560,000

4. Andy Tse The Tse Group

Intero Real Estate Saratoga \$296,Ŏ52,511

5. Team Hatvany

Compass San Francisco 253,992,150

6. The Joe Frazzano Team

J. Rockcliff Realtors \$229.000.000

7. Carol Carnevale & Nicole Aron

Compass San Francisco \$218,953,926

8. Boyenga Team

Compass Los Gatos \$207,979,390

9. Gregg Lynn Team Sotheby's International Realty San Francisco

\$205,680,179 10. Khrista Jarvis Team

Compass

Danville \$201,629,607

11. The Dreyfus Group Golden Gate Sotheby's

International Realty \$195,244,025

12. SF Properties

Compass San Francisco \$193,681,638

13. David Gunderman and Andrew Raskopf

Golden Gate Sotheby's International Realty Oakland \$185,666,787

14. Juliana Lee Team Keller Williams Realty

Palo Alto \$182,788,618

15. Elite Team CENTURY 21 Real Estate

Alliance San Francisco \$172,934,558

SOL

16. Mary Tan Realty

Coldwell Banker Residential Brokerage

Cupertino \$171,967,660

17. Dave Clark Team Keller Williams Realty

Campbell \$170,191,212

18. The Nolan Group

Vanguard Properties San Francisco \$161,356,313

19. Westward **Advisory** Compass

San Francisco \$155,083,098 20. Brett Jennings

Group Real Estate Experts San Jose \$153,681,635

21. The Beaubelle Group

Compass Orinda \$147,000,464

22. Zaid Hanna The Hanna Group

Intero Real Estate Services San Jose \$145,423,521

23. Own Marin/Barr Haney+Whitney Potter

Compass Larkspur \$138,479,289

24. The Patty Dwyer Group

Compass Burlingame \$138,282,309

25. The Nunemacher Group

Vanguard Properties San Francisco \$138,253,500

26. The Sternsmith Group

Compass Burlingame \$136,956,896

27. Kenny & Jun Real Estate Team

LEGACY Real Estate & Associates \$135 190 665

28. Watson Marshall Group

Compass Burlingame \$133,329,800

29. The Madani Team Keller Williams Realty

\$131,443,159 30. The Laugesen Team

Coldwell Banker Residential Brokeraae Burlingame \$130,938,065

31. Droubi Team Compass

San Francisco \$127,471,012

32. The Bogard-Tanigami Team

Compass \$122,658,369

33. Level Up Group Keller Williams Realty San Francisco \$120,000,000

34. The Canning Team Sotheby's International Realty Carmel \$118,816,563

35. Nevis and Ardizzone Team

Compass Los Gatos \$118,232,690

36. The Kehrig Team

Compass Danville \$118,131,270

37. Mitchell-Lynch Team Carmel Realty Company

Carmel \$117,965,000

38. Alan Wang Realty

Group Keller Williams Realty Santa Clara \$113,779,330

39. The Al Moridi

Intero Real Estate Services Cupertino \$113,655,788

40. LeMieux Associates

Compass Menlo Park \$113,565,999

41. Montgomery+Lee

San Francisco \$111,190,579

42. Wilson Leung Real **Estate Associates**

Keller Williams Realty Millbrae \$109,437,490

43. Gueco Real Estate Group

San Francisco

\$106,563,570

44. Debbie Wilhelm

Coldwell Banker Residential Brokerage San Mateo \$106,405,406

45. Sarkissian/Bullock Team

Golden Gate Sotheby's International Realty Mill Valley \$104,292,000

46. Disen Cai Real Estate **Group** Keller Williams Realty

Burlingame \$103,605,688

47. The Renée White Team Keller Williams Realty Walnut Creek \$103,444,593

48. Danielle Lazier+Associates

Compass San Francisco \$102 859 353

49. The Bill Lister Team Coldwell Banker Residential

Brokerage Northern California Los Gatos \$100,567,775

50. Rebecca & Alan

Coldwell Banker Residential Brokerage Northern California Saratoga \$97,000,950

51. Lan Bowling Team Keller Williams Realty Palo Alto

\$96,345,446 52. Kate McCaffrey Group

Compass Alameda \$93,661,181

53. Gorman Group Coldwell Banker Residential Brokerage Northern California Saratoga \$93,136,500

54. Bebe McRae The Grubb Co. Oakland

\$92,748,500 55. Lotte Moore and Sarah Kowalczyk

McGuire Real Estate \$92,573,000

56. Juliette Kulda Group

Keller Williams Realty Burlinaame \$92,268,500

57. Amar Team Keller Williams Realty Palo Alto \$91,729,636

58. Alex Wang Group Sereno Group Palo Alto

\$87,449,282 59. Gina Haggarty Group

Compass Burlingame \$86,780,092

60. Mike Strouf The Genesis Team Intero Real Estate Services

Santa Clara \$86,770,694

61. Erdal Swartz Team

Sereno Group Saratoga \$86,691,211

62. Level Up Realty Level Up Realty Fairfield

\$86,596,185 63. Barbara Callan and Robert Callan, Jr.

McGuire Real Estate San Francisco \$85,238,000

64. Natalie Swanson

Keller Williams Realty Livermore \$85,235,464

65. The Costa Group Vanguard Properties San Francisco

\$85,152,111

66. Len Stone Real Estate Group Keller Williams Realty

Burlingame \$85,050,200

67. Vandervort Group of **Veritas Homes**

% D

Side San Carlos \$84,985,880

68. Patrick Lam & Joanne Xiang Award-Winning Team

CENTURY 21 Real Estate Alliance San Francisco \$84,369,556

69. McCarthy+Moe Group

Compass Greenbrae \$84,063,387

70. The Debbie Sharp

Group Keller Williams Realty Burlingame \$83,840,500

71. Payton+Binnings Team

Compass San Francisco \$82,973,500

72. District Homes District Homes Berkeley \$82,202,008

73. Armario Venema **Homes Team** Keller Williams Realty Pleasanton

\$81,548,369 74. The Joe Schembri

Real Estate Team Coldwell Banker Residential Brokerage \$81,315,993

75. The Medford Real **Estate Team**

Keller Williams Realty Fremont \$80,549,461

76. Peg King and Jeremy King
Coldwell Banker Residential Brokerage

\$80,380,791 77. The Campi Group Golden Gate Sotheby

Petaluma

International Realty Los Altos \$80,331,000

78. Gilson Team Today Sotheby's International Realty San Carlos \$79,450,380

79. Carrasco Team Intero Real Estate Services San Jose

80. Rama Mehra Team

\$77.292.238

Keller Williams Realty Danville \$77,062,615

81. The Lurie Group Compass San Francisco

82. Jones Group Compass San Francisco

\$75 985 520

\$75,931,814

83. Anian Tunney The Grubb Co. Oakland \$75,463,778

84. Andy Wong Team

Sereno Group Los Altos \$74,596,250

85. Radha Real Estate

Group Keller Williams Realty Cupertino \$74,388,150

86. InSync Real Estate InSvnc Real Estate Burlingame \$74,176,842

87. Caroline Huo Fine **Homes and Estates** Keller Williams Realty

Burlingame \$73,327,070 88. Satya Dasari Team Keller Williams Realty

\$73,317,035 89. David Cohen & Joan

Gordon City Real Estate San Francisco \$71,402,660

Greenbrae

Los Altos

Cupertino

90. Applegarth+Warrin Golden Gate Sotheby's International Realty

\$70,311,000 91. David Chung and Sunny Kim Compass

\$69,825,160 92. The Rick Richetta

Team Compass Oakland \$69,596,550

93. LoMonaco/Perry **Group**Coldwell Banker Residential

Brokerage Northern California Los Gatos \$69.570.750

94. Monterey Peninsula **Home Team** Keller Williams Realty

\$69,022,228 95. Anthony Riggins East Bay Team Sotheby's International Realty

\$68,535,400 96. Ducky & Amy

Grabill Sereno Group Los Gatos \$68,114,002

Pacific Grove

San Francisco

97. Real SF Properties Zephyr Real Estate San Érancisco

\$66 745 003 98. Gullicksen Group Zephyr Real Estate San Francisco

\$66,372,021 99. The Chiavettas

Coldwell Banker Residential Brokerage Northern California Los Gatos \$66,191,450

100. Jimmy Castro Team RE/MAX Gold Fairfield \$66,022,875



CONGRATULATIONS TO OUR INTERO REAL ESTATE AGENTS THAT MADE THE LEADING 100 LIST.

IN 2018, INTERO'S TOP PRODUCERS THAT MADE THE LEADING 100 LIST **SOLD MORE THAN \$1.71 BILLION!**



ERIKA CARRASCO
THE CARRASCO TEAM



SEAN CHEN



TRANG DUNLAP



ERIC FISCHER-COLBRIE



ZAID HANNA THE HANNA GROUP



LINDA HYMES



VALERIE MEIN



CATHY LIU



AL MORIDI
THE AL MORIDI TEAM



KAREN NELSON



MIKE STROUF
THE GENESIS TEAM



DAVID TROYER
THE TROYER GROUP



ANDY TSE
THE TSE GROUP

INTERO IS PROUD OF ALL YOUR HARD WORK AND SUCCESS!



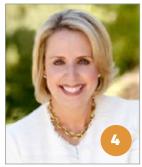
Stanley LoBrokerage: Green Banker
Location: Burlingame
Volume: \$304,552,183



Keri NicholasBrokerage: Parc Agency
Corporation
Location: Menlo Park
Volume: \$227,009,500



Brokerage: Coldwell Banker Residential Brokerage Northern California Location: Carmel-By-The-Sea Volume: \$222,318,110



Dana GreenBrokerage: Compass
Location: Lafayette
Volume: \$219,371,839



Judy CitronBrokerage: Compass
Location: Menlo Park
Volume: \$207,678,000



Randy Waller Brokerage: W Real Estate Location: Santa Rosa Volume: \$194,618,146



Cyd GreerBrokerage: Coldwell Banker
Brokers of the Valley
Location: St. Helena
Volume: \$172,539,500



Phil ChenBrokerage: Compass
Location: Burlingame
Volume: \$168,672,425



Coco TanBrokerage: Keller Williams
Realty
Location: Campbell
Volume: \$168,229,503



Brokerage: DPL Real Estate Location: Cupertino Volume: \$163,475,521



Vicky LiBrokerage: Compass
Location: Cupertino
Volume: \$160,696,379



Neal WardBrokerage: Compass
Location: San Francisco
Volume: \$158,661,208



Tracy Mclaughlin Brokerage: The Agency Location: Larkspur Volume: \$152,000,000



Shana Rohde-LynchBrokerage: Compass
Location: Tiburon
Volume: \$150,151,000



Neill Bassi Brokerage: Sotheby's International Realty Location: San Francisco Volume: \$146,274,300



Valerie Mein Brokerage: Intero Real Estate Services Location: San Jose Volume: \$125,633,000



Mary Bee-Thrasher Brokerage: Today Sotheby's International Realty Location: San Carlos Volume: \$124,746,440



Joshua Deitch Brokerage: Compass Location: Mill Valley Volume: \$123,222,750



Missy SmitBrokerage: Compass
Location: San Francisco
Volume: \$118,393,792



Andrew Herrera, II
Brokerage: Berkshire Hathaway
HomeServices Franciscan
Properties
Location: San Francisco
Volume: \$115,918,844



Heidi Tang Valley Vine Realty Saratoga \$115,188,700



Mei Ling Brokerage: 8 Blocks Real Estate Location: Saratoga Volume: \$111,329,218



Joel Goodrich Brokerage: Coldwell Banker Global Luxury Location: San Francisco Volume: \$111,109,868



Kathy Bridgman Brokerage: Compass Location: Los Altos Volume: \$110,307,000



Linda HymesBrokerage: Intero Real Estate
Services
Location: Menlo Park
Volume: \$109,660,000



Joujou Chawla Brokerage: Compass Location: Blackhawk Volume: \$103,000,000



Zach TrailerBrokerage: Compass
Location: Palo Alto
Volume: \$101,305,000



Ginger MartinBrokerage: Sotheby's
International Realty
Location: Sonoma
Volume: \$100,536,500



Julie Wyss Brokerage: Compass Location: Los Gatos Volume: \$100,218,448



Raziel Ungar Brokerage: Compass Location: Burlingame Volume: \$100,010,828



Steve McCarrickBrokerage: Coldwell Banker
Residential Brokerage
Location: Saratoga
Volume: \$99,809,546



Janet Feinberg Schindler Brokerage: Sotheby's International Realty Location: San Francisco Volume: \$99,244,380



John Shroyer Brokerage: Today Sotheby's International Realty Location: San Carlos Volume: \$99,177,750



Ruth KrishnanBrokerage: Compass
Location: San Francisco
Volume: \$96,979,700



Amy McCafferty
Brokerage: Golden Gate
Sotheby's International Realty
Location: Los Gatos
Volume: \$96,023,006



Tanya DzhibrailovaBrokerage: Zephyr Real Estate
Location: San Francisco
Volume: \$95,217,680



Erika DemmaBrokerage: Coldwell Banker
Residential Brokerage
Location: Woodside
Volume: \$93,552,000



Jim Arbeed
Brokerage: Coldwell Banker
Residential Brokerage
Location: Burlingame
Volume: \$92,875,000



Sandy ComarotoBrokerage: Compass
Location: Burlingame
Volume: \$92,666,000



Joe VelascoBrokerage: Compass
Location: Palo Alto
Volume: \$92,414,733

THE LEADING 100 INDIVIDUALS LISTED BY NAME, BROKERAGE, LOCATION, AND TOTAL VOLUME IN 2019





Helena ZaludovaBrokerage: Compass
Location: San Francisco
Volume: \$92,102,100



Yvonne Yang Brokerage: Coldwell Banker Residential Brokerage Location: Cupertino Volume: \$89,157,888



David WeltonBrokerage: Compass
Location: Saratoga
Volume: \$88,962,369



Marc Roos Brokerage: Sereno Group Location: Los Altos Volume: \$87,870,000



Hugh CornishBrokerage: Coldwell Banker
Residential Brokerage
Location: Menlo Park
Volume: \$87,630,250



David BellingsBrokerage: Compass
Location: San Francisco
Volume: \$87,388,000



Sean Chen Brokerage: Intero Real Estate Services Location: Fremont Volume: \$87,001,570



Olivia Hsu Decker Brokerage: Golden Gate Sotheby's International Realty Location: Tiburon Volume: \$85,844,000



Michael Galli Brokerage: Compass Location: Los Altos Volume: \$83,339,638



Wendy Storch Brokerage: Sotheby's International Realty Location: San Francisco Volume: \$82,538,650



Andy Gan
Brokerage: Berkshire Hathaway
HomeServices California Realty
Location: San Bruno
Volume: \$82,499,333



Billy McNair Brokerage: Compass Location: Menlo Park Volume: \$79,991,163



Joseph Sabeh
Brokerage: Venture Sotheby's
International Realty
Location: Fremont
Volume: \$79,583,288



Isabelle GrotteBrokerage: Compass
Location: San Francisco
Volume: \$79,070,000



Daniel CasabonneBrokerage: Sotheby's International Realty
Location: Sonoma
Volume: \$78,176,101



Robert BredelBrokerage: Dwell Realtors, Inc.
Location: San Carlos
Volume: \$77,006,706



Erika Carrasco Brokerage: Intero Real Estate Services Location: San Jose Volume: \$76,809,863



Monica Corman Brokerage: Compass Location: Menlo Park Volume: \$76,646,500



Shelly Chou Brokerage: Coldwell Banker Residential Brokerage Location: Cupertino Volume: \$75,051,174



Doug BuenzBrokerage: Compass
Location: Pleasanton
Volume: \$74,735,137

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Claire Zhou Brokerage: Compass Location: Palo Alto Volume: \$74,500,008



Steve Mavromihalis Brokerage: Compass Location: San Francisco Volume: \$74,001,167



Jill Levy Brokerage: Golden Gate Sotheby's International Realty Location: Napa Volume: \$73,809,500



Hanna Shacham Brokerage: Coldwell Banker Residential Brokerage Location: Menlo Park Volume: \$73,293,888



Minhua Jin Brokerage: Coldwell Banker Residential Brokerage Location: Saratoga Volume: \$73,107,753



Frank Liu Brokerage: RE/MAX Gold Location: Redwood City Volume: \$73,004,988



Mike Bohnert Brokerage: Compass Location: Burlingame Volume: \$71,901,250



Jeff Diodati Brokerage: Compass Location: San Mateo Volume: \$71,754,027



Cathy Liu Brokerage: Intero Real Estate Services Location: Cupertino Volume: \$71,106,078



Brokerage: Carmel Realty Company Location: Carmel Volume: \$70,930,000



Tina Shone
Brokerage: Sotheby's
International Realty
Location: Sonoma
Volume: \$69,783,125



Erin ThompsonBrokerage: Compass
Location: San Francisco
Volume: \$69,466,325



M.J. St. JeanBrokerage: Compass
Location: Danville
Volume: \$69,372,888



Chelsea Ialeggio
Brokerage: Vanguard
Properties
Location: Mill Valley
Volume: \$69,013,975



Deborah RossettoBrokerage: LEGACY Real Estate & Associates
Location: Fremont
Volume: \$69,007,357



Greg CelottiBrokerage: Compass
Location: Palo Alto
Volume: \$68,458,730



Diyar EssaidBrokerage: Coldwell Banker
Residential Brokerage
Location: Los Altos
Volume: \$68,126,501



Carrie B. Goodman Brokerage: Sotheby's International Realty Location: San Francisco Volume: \$67,774,500



Nicholas French Brokerage: Sereno Group Location: Los Altos Volume: \$67,492,500



Nicole Causey
Brokerage: LEGACY Real Estate
& Associates ERA Powered
Location: Fremont
Volume: \$67,247,420



Mary MacPherson Brokerage: Compass Location: San Francisco Volume: \$67,124,750



Tyler StewartBrokerage: Vanguard Properties
Location: Mill Valley
Volume: \$66,492,500



Tim McGuireBrokerage: Compass
Location: Pleasanton
Volume: \$66,323,850



Trang Dunlap
Brokerage: Intero Real Estate
Services
Location: Fremont
Volume: \$66,181,371



Andrew de Vries Brokerage: Berkshire Hathaway HomeServices Franciscan Prop. Location: San Francisco Volume: \$66,146,444



Mary Anne Veldkamp Brokerage: Coldwell Banker Residential Brokerage Location: Santa Rosa Volume: \$65,111,208



Edward Graziani Brokerage: Sereno Group Location: Los Altos Volume: \$64,856,280



Gina Piper
Brokerage: Better Homes & Gardens
Real Estate Tri-Valley Realty
Location: Pleasanton
Volume: \$64,702,448



Daniel Xi
Brokerage: Coldwell Banker
Residential Brokerage
Location: Cupertino
Volume: \$64,314,502



Eric Fischer-Colbrie
Brokerage: Intero Real Estate
Services
Location: Los Altos
Volume: \$63,918,000



Rebecca Schumacher Brokerage: Sotheby's International Realty Location: San Francisco Volume: \$63,355,000



Greg FulfordBrokerage: Vanguard
Properties
Location: San Francisco
Volume: \$63,084,000



Ryan GowdyBrokerage: Compass
Location: Los Altos
Volume: \$62,732,750



Julie Tsai LawBrokerage: Compass
Location: San Francisco
Volume: \$62,710,500



Annie Williams Brokerage: Sotheby's International Realty Location: San Francisco Volume: \$62,301,000



Heidi Marchesotti Brokerage: Better Homes and Gardens Real Estate Highland Partners Location: Piedmont Volume: \$60,576,140



Jonathan Marks Brokerage: Compass Location: Corte Madera Volume: \$59,762,768



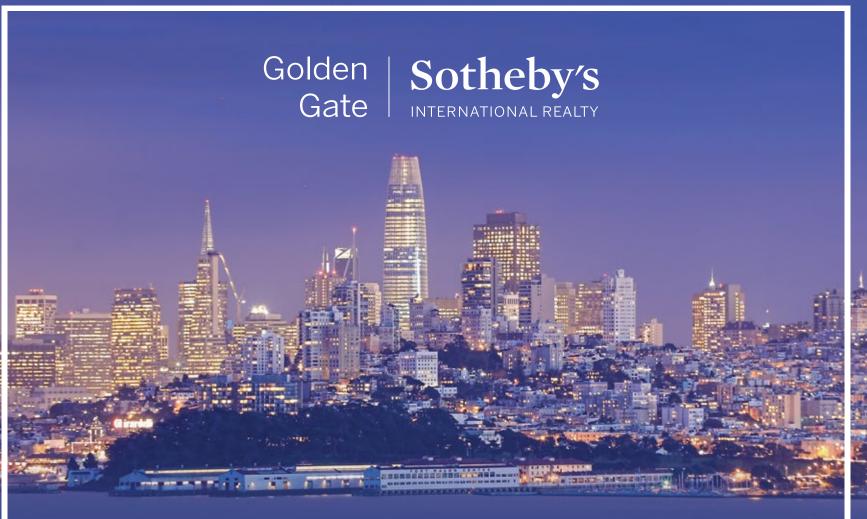
Gloria Young
Brokerage: Golden Gate
Sotheby's International Realty
Location: Palo Alto
Volume: \$59,720,000



Lin NingBrokerage: Compass
Location: Cupertino
Volume: \$59,245,000



Chris Pryor
Brokerage: Carmel Realty
Company
Location: Carmel
Volume: \$58,481,250



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> Jill Levy 707.479.9612

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The Gunderman Group 510.205.4369

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