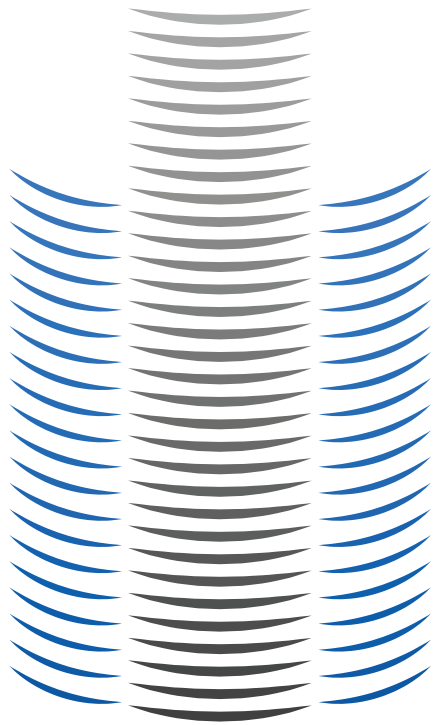


MODERN LUXURY SPOTLIGHT



2022

# THE LEADING 100<sup>TM</sup>

*The Top Performers  
in Bay Area Real Estate*

*Presented by*

LuxeSF

**San Francisco**  
magazine

**Silicon Valley**

**RT REALTRENDS**

**181  
FREMONT  
RESIDENCES**





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POE TEAM  
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HICKEY



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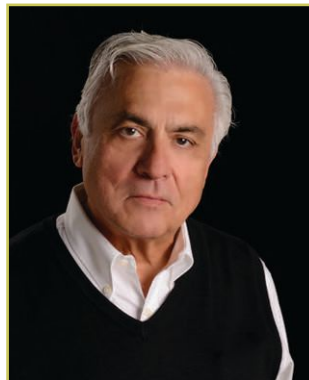
# Welcome to 2022 **The Leading 100**

**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 2022 Leading 100 List represents the Bay Area's 100 top-producing agents who registered outstanding performance in the calendar year 2021, based on 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, where necessary and appropriate, with verified information provided by brokerage management.

We wish to congratulate the 2022 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

# CONGRATULATIONS TEAM

Carmel Realty Company, the largest independent brokerage on the Monterey Peninsula, along with sister company, Monterey Coast Realty, congratulates 16 of our agents and small teams recognized by Real Trends in 2021 & the entire brokerage on their extraordinary market leading performance this past year.

*All rankings are by Sales Volume according to Real Trends and as advertised in The Wall Street Journal.*



SHELLY  
MITCHELL LYNCH

DRE#01217466



PETER  
BUTLER

DRE#01222453



JAMAL  
NOORZOY

DRE#01119622



JUDIE  
PROFETA

DRE#00703550



COURTNEY  
JONES

DRE#01806907



LISA  
TALLEY DEAN

DRE#01401218



BEN ZOLLER  
MONTEREY COAST REALTY

DRE#01967810



ED BASS  
MONTEREY COAST REALTY

DRE#01214469



LINDA  
MILLER

DRE#01833714



COURTNEY  
ADAMSKI

DRE#01444609



BOBBIE  
EHRENPREIS

DRE#01136716



JOHN ROMLEY  
MONTEREY COAST REALTY

DRE#01966766



MARK  
RYAN

DRE#01458945



RENEE CATANIA  
MONTEREY COAST REALTY

DRE#01954589



MALONE HODGES TEAM

DRE# 02074131 | DRE#01471087



THE ARNOLD TEAM

DRE#02154598 | DRE#01706104 | DRE#02036451



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831.622.1000 ■ [www.CarmelRealtyCompany.com](http://www.CarmelRealtyCompany.com)

---

# Compass is proud to congratulate our Bay Area agents and teams that are honored on the 2022 The Leading 100 list.

## AGENTS

---

**Shana Rohde-Lynch**  
DRE 01079806

**Kathy Bridgman**  
DRE 01189798

**Neal Ward**  
DRE 01052285

**Joujou Chawla**  
DRE 00890002

**Erika Demma**  
DRE 01230766

**Isabelle Grotte**  
DRE 01895115

**Zach Trailer**  
DRE 01371338

**Yvonne Yang**  
DRE 01371905

**Helena Zaludova**  
DRE 01472256

**Raziel Ungar**  
DRE 01701234

**Hong Sycks**  
DRE 02111675

**David Welton**  
DRE 00922957

**Anson Ip**  
DRE 01413912

**Julie Wyss**  
DRE 01350871

**Beth Brody**  
DRE 00657511

**Vicky Yu**  
DRE 02002759

**Andrea Gordon**  
DRE 01233563

**Annie Zhou**  
DRE 01877181

**Xin Jiang**  
DRE 01961451

**MJ St. Jean**  
DRE 1440057

**Kim Richman**  
DRE 01076556

**Lin Ning**  
DRE 01994788

**Caroline Dinsmore**  
DRE 01458457

**Raymond Ni**  
DRE 02021517

**Dino Zuzic**  
DRE 01854090

**Liz Daschbach**  
DRE 00969220

**David Bellings**  
DRE 00877838

**Mary Macpherson**  
DRE 01839976

**Lisa Smith**  
DRE 01927676

**Colleen Foraker**  
DRE 01349099

## AGENT TEAMS

### Team Hatvany

Nina Hatvany  
DRE 01152226

### Gullixson Team

Mary Gullixson  
DRE 00373961 |  
Brent Gullixson  
DRE 01329216

### Judy Citron

DRE 01825569

### Dana Green Team

Dana Green  
DRE 01482454

### The Oldham Group

Andrew Oldham  
DRE 01207289 |  
Jennifer Oldham  
DRE 01325650

### McNair Group

Billy McNair  
DRE 01343603

### Patty Dwyer Group

Patty Dwyer  
DRE 01281150

### Boyenga Team

Eric Boyenga  
DRE 01254725 |  
Janelle Boyenga  
DRE 01254724

### Phil Chen

DRE 01715177

### Frazzano Tse Team

Joe Frazzano  
DRE 00982431 |  
Alex Tse  
DRE 01386010

### Butch Haze

DRE 01140774

### The Condo Advisory

Justin Goldberg  
DRE 01705028 |  
Marcus Lee  
DRE 01354869 |  
Todd Montgomery  
DRE 01875716

### LeMieux Associates

Tom LeMieux  
DRE 01066910 |  
Jennifer Bitter  
DRE 01847627

### Carol Carnevale, Nicole Aron & James Steele Team

Carol Carnevale  
DRE 00946687 |  
Nicole Aron  
DRE 00952657 |  
James Steele  
DRE 01872027

### Missy Wyant Smit Team

Missy Wyant Smit  
DRE 01408017

### Nevis & Ardizzone Team

Michael Nevis  
DRE 01139401 |  
Rick Ardizzone  
DRE 00979963

### Joe Velasco Group

Joe Velasco  
DRE 01309200

### Monica Pauli Team

Monica Pauli  
DRE 01309178

### Samit Shah Team

Samit Shah  
DRE 01906486

### Kate McCaffrey Group

Kate McCaffrey  
DRE 01355206

### Bambace Peterson Team

Dana Bambace  
DRE 01731448 |  
Mark Peterson  
DRE 01977162

### Mariana Pappalardo Group

Mariana Pappalardo  
DRE 01970137

### 680 Doug Buenz Group

Doug Buenz  
DRE 00843458

### The Bellings Brothers Team

Aaron Bellings  
DRE 01915431 |  
Michael Bellings  
DRE 01935559

### Mary Tan Realty

Mary Tan  
DRE 00861682 |  
George Tan  
DRE 01891525 |  
Michael Huang  
DRE 01936429

### Kenny & Jun Team

Kenny Kim  
DRE 01107924 |  
Jun Chung  
DRE 01781903

### Sternsmith Group

Casey Sternsmith  
DRE 01733080

### Krishnan Team

Ruth Krishnan  
DRE 01862279

### Julie Tsai Law

DRE 01339682

### Team Lotte & Sarah

Lotte Moore  
DRE 01744042 |  
Sarah Kowalczyk  
DRE 01742287

### Palermo Properties Team

Mark Palermo  
DRE 01469372

### Sarah Abel & Julie Gardner

DRE 00928803 |  
DRE 01431765

### Heafey Baum Group

Matt Heafey  
DRE 01723973 |  
Teresa Baum  
DRE 01731096

### Helen & Brad Miller

Helen Miller  
DRE 01142061 |  
Brad Miller  
DRE 00917768

### Rohit K. Pathak

DRE 01882271

### The reSolve Group

Adam Touni  
DRE 01880106 |  
Kat Carroll  
DRE 01909507 |  
Wendy Kandasamy  
DRE 01425837

### Carey Hagglund Condry Team

Carey Hagglund Condry  
DRE 01323032

### The Galli Team

Michael Galli  
DRE 01852633

### Tim McGuire Team

Tim McGuire  
DRE 01349446



# The Leading 100 Teams

LISTED BY TEAM NAME, BROKERAGE, LOCATION  
AND TOTAL SALES VOLUME IN 2021

**1. The TSE Group**  
Intero  
Saratoga  
\$939,647,559

**2. The Khrista Jarvis Team**  
Coldwell Banker Realty  
Danville  
\$602,216,554

**3. Canning Properties Group**  
Sotheby's International Realty  
Carmel  
\$489,584,640

**4. Team Hatvany**  
Compass  
San Francisco  
\$456,169,700

**5. Everhome Real Estate**  
Fremont  
\$449,995,174

**6. Own Marin**  
Larkspur  
\$447,554,138

**7. Gullixson Team**  
Compass  
Menlo Park  
\$445,498,000

**8. The Troyer Group**  
Intero  
Los Altos  
\$418,114,496

**9. Gregg Lynn Team**  
Sotheby's International Realty  
San Francisco  
\$400,681,892

**10. Judy Citron**  
Compass  
Menlo Park  
\$395,000,000

**11. Dana Green Team**  
Compass  
Lafayette  
\$381,230,030

**12. Room Real Estate**  
Santa Cruz  
\$356,179,175

**13. District Homes**  
Berkeley  
\$328,907,814

**14. The Oldham Group**  
Compass  
Los Gatos  
\$328,673,056

**15. City Real Estate**  
San Francisco  
\$326,093,121

**16. Billy McNair, McNair Group**  
Compass  
Menlo Park  
\$322,928,117

**17. Patty Dwyer Group**  
Compass  
Burlingame  
\$319,338,006

**18. Real Estate 38**  
San Jose  
\$315,427,408

**19. The Nolan Group**  
Vanguard Properties  
San Francisco  
\$304,278,229

**20. Boyenga Team**  
Compass  
Los Gatos  
\$296,757,732

**21. Mosaik Real Estate**  
San Francisco  
\$291,894,792

**22. The Gunderman Group**  
Keller Williams-Oakland  
Oakland  
\$281,103,671

**23. Phil Chen**  
Compass  
Burlingame  
\$262,097,943

**24. Dreyfus Group**  
Golden Gate  
Sotheby's International Realty  
Palo Alto  
\$254,830,700

**25. Outpost Real Estate**  
San Francisco  
\$252,012,277

**26. Own Real Estate**  
Millbrae  
\$251,147,429

**27. The Frazzano Tse Team**  
Compass  
Danville  
\$250,249,182

**28. Coco Tan Team**  
Keller Williams—Silicon Valley  
Campbell  
\$248,623,239

**29. The Condo Advisory**  
Compass  
San Francisco  
\$241,843,195

**30. Butch Haze**  
Compass  
San Francisco  
\$240,219,140

**31. Strock Team**  
Strock Real Estate  
Capitola  
\$231,784,530

**32. LeMieux Associates**  
Compass  
Menlo Park  
\$230,113,018

**33. The Kehrig Team**  
Coldwell Banker Realty  
Danville  
\$229,194,397

**34. Carol Carnevale, Nicole Aron & James Steele Team**  
Compass  
Menlo Park  
\$227,880,519

**35. Block Change**  
San Jose  
\$223,124,943

**36. Missy Wyant Smit**  
Compass  
San Francisco  
\$219,394,897

**37. Nevis and Ardizzone Team**  
Compass  
Los Gatos  
\$218,952,736

**38. Joe Velasco Group**  
Compass  
Los Gatos  
\$213,818,043

**39. Momentum Realty**  
San Jose  
\$213,469,598

**40. Kinetic Real Estate**  
Daly City  
\$213,391,521

**41. Team Bedi**  
Keller Williams—Tri Valley  
Pleasanton  
\$207,932,604

**42. Elation Real Estate**  
Pleasanton  
\$207,151,125

**43. Polaris Realty**  
San Francisco  
\$206,991,656

**44. 8 Blocks Real Estate**  
Santa Clara  
\$206,895,795

**45. Ascend Real Estate**  
San Francisco  
\$206,790,497

**46. The Renee White Team**  
Keller Williams—Walnut Creek  
Walnut Creek  
\$204,630,563

**47. Sarkissian Bullock Team**  
Golden Gate  
Sotheby's International Realty  
Mill Valley  
\$203,883,650

**48. Monica Pauli Team**  
Compass  
San Francisco  
\$202,818,360

**49. Sousou Team**  
Keller Williams—Tri Valley  
Pleasanton  
\$201,357,266

**50. Generation Real Estate**  
San Francisco  
\$199,866,545

**51. Samit Shah Team**  
Compass  
San Jose  
\$188,869,115

**52. Alex Wang**  
Rainmaker Real Estate  
Los Altos  
\$188,160,036

**53. Nunemacher Group**  
Vanguard Properties  
San Francisco  
\$185,933,969

**54. Disen Cai Real Estate Group**  
Keller Williams—Peninsula  
Estates  
Burlingame  
\$184,826,752

**55. The Ruiz Group**  
Keller Williams—Carmel  
Carmel  
\$183,968,361

**56. Kate McCaffrey Group**  
Compass  
Oakland  
\$179,542,986

**57. Bambace Peterson Team**  
Compass  
Carmel  
\$179,340,795

**58. The Jimmy Castro Real Estate Group**  
RE/MAX Gold  
Fairfield  
\$178,285,515

**59. The Marin Group**  
Golden Gate  
Sotheby's International Realty  
Greenbrae  
\$178,154,138

**60. Mariana Pappalardo**  
Compass  
San Carlos  
\$177,931,907

**61. 680 Doug Buenz Group**  
Compass  
Pleasanton  
\$177,397,360

**62. Bellings Brothers Team**  
Compass  
San Francisco  
\$177,062,111

**63. Mary Tan Realty**  
Compass  
Saratoga  
\$176,587,801

**64. Kenny and Jun Team**  
Compass  
Pleasanton  
\$176,239,449

**65. Sternsmith Group**  
Compass  
Burlingame  
\$176,197,000

**66. The Debbie Sharp Group**  
Keller Williams—Peninsula  
Estates  
Burlingame  
\$174,074,750

**67. Lan Bowling Team**  
Keller Williams—Palo Alto  
Palo Alto  
\$172,475,022

**68. Krishnan Team**  
Compass  
San Francisco  
\$169,122,581

**69. Artemis Real Estate**  
San Francisco  
\$168,391,805

**70. Rick Fuller Team**  
Antioch  
\$167,144,796

**71. The Eddie Oberoi Team**  
Intero  
Los Altos  
\$165,861,900

**72. Julie Tsai Law**  
Compass  
Palo Alto  
\$163,583,588

**73. The Joe Schembri Real Estate Team**  
Coldwell Banker Realty  
Fremont  
\$163,084,852

**74. Kinoko Real Estate**  
San Francisco  
\$162,729,427

**75. Dave Clark Team**  
Keller Williams—Silicon Valley  
Campbell  
\$161,980,408

**76. Town Real Estate**  
Danville  
\$161,898,117

**77. The Campi Group**  
Golden Gate  
Sotheby's International Realty  
Los Altos  
\$159,610,012

**78. Team Lotte & Sarah**  
Compass  
Mill Valley  
\$158,819,380

**79. Team Anian Tunney/ Adrienne Krumins**  
The Grubb Co.  
Oakland  
\$157,118,150

**80. Wen Guo Real Estate Group**  
Keller Williams—Peninsula  
Estates  
Burlingame  
\$154,735,088

**81. Palermo Properties Team**  
Compass  
Burlingame  
\$154,731,400

**82. Sarah Abel and Julie Gardner**  
Compass  
Oakland  
\$154,000,000

**83. Prosper Real Estate**  
Santa Rosa  
\$153,434,546

**84. Watson Marshall Group**  
Sereno  
Burlingame  
\$151,494,044

**85. Heafey Baum Group**  
Compass  
Oakland  
\$150,539,988

**86. Helen and Brad Miller**  
Compass  
Woodside  
\$149,435,000

**87. Applegarth + Warrin**  
Golden Gate  
Sotheby's International Realty  
Mill Valley  
\$149,077,000

**88. Elite Partners**  
RE/MAX Gold  
Fairfield  
\$148,549,989

**89. Kulda Group**  
Keller Williams—Peninsula  
Estates  
Burlingame  
\$148,084,446

**90. Asante Realty**  
San Ramon  
\$147,736,971

**91. Rohit K. Pathak**  
Compass  
Newark  
\$147,360,243

**92. The reSolve Group**  
Compass  
Palo Alto  
\$145,735,059

**93. Arrive Real Estate**  
San Francisco  
\$145,403,702

**94. Carey Hagglund Condy Team**  
Compass  
Mill Valley  
\$145,351,857

**95. The Galli Team**  
Compass  
Los Altos  
\$144,116,784

**96. VKGRE Group**  
Keller Williams—Los Gatos  
Estates  
Los Gatos  
\$143,710,232

**97. Ahern Real Estate Group**  
Coldwell Banker Realty  
Danville  
\$142,776,427

**98. Tim McGuire Team**  
Compass  
Pleasanton  
\$142,615,056

**99. Bay Real Estate Group**  
San Francisco  
\$142,257,867

**100. Pacific Edge Real Estate**  
San Francisco  
\$142,176,396

# CONGRATULATIONS TO THE AGENCY'S TRACY MCLAUGHLIN

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as a top Bay Area real estate agent  
with over \$400 million in sales.

Tracy's vision and passion for excellence are an inspiration to her  
colleagues at The Agency Marin and our global community.

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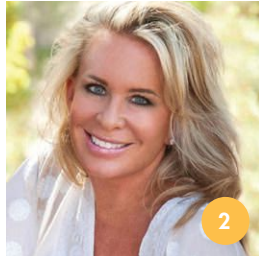
# The Leading 100 Individuals 2022



1

**Tim Allen**

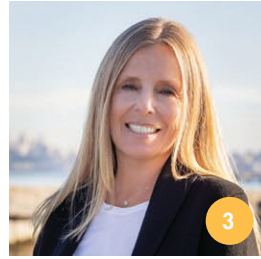
Brokerage: Coldwell  
Banker Realty  
Location: Carmel-by-the-Sea  
Volume: \$465,267,649



2

**Tracy McLaughlin**

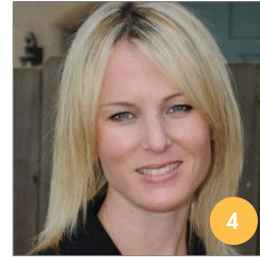
Brokerage: The Agency  
Location: Larkspur  
Volume: \$416,585,500



3

**Shana Rohde-Lynch**

Brokerage: Compass  
Location: Tiburon  
Volume: \$392,012,580



4

**Keri Nicholas**

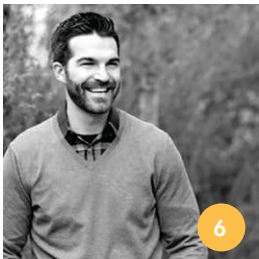
Brokerage: Parc Agency  
Corporation  
Location: Menlo Park  
Volume: \$386,426,916



5

**Kathy Bridgman**

Brokerage: Compass  
Location: Los Altos  
Volume: \$374,195,000



6

**Randy Waller**

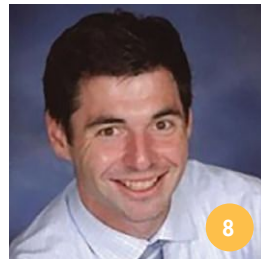
Brokerage: W Real Estate  
Location: Santa Rosa  
Volume: \$354,450,518



7

**Stanley Lo**

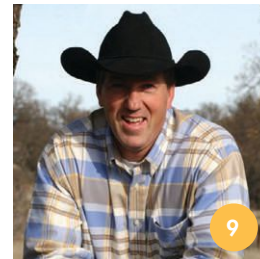
Brokerage: Green Banker  
Location: Burlingame  
Volume: \$346,288,487



8

**David Lillo**

Brokerage: DPL Real Estate  
Location: Cupertino  
Volume: \$320,325,053



9

**Todd Renfrew**

Brokerage: California  
Outdoor Properties  
Location: Vacaville  
Volume: \$294,419,198



10

**Neal Ward**

Brokerage: Compass  
Location: San Francisco  
Volume: \$285,540,000



11

**Joujou Chawla**

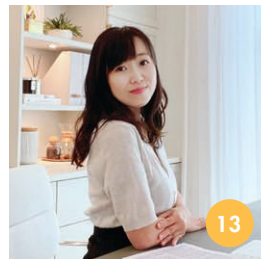
Brokerage: Compass  
Location: Danville  
Volume: \$240,563,537



12

**Shelly Lynch**

Brokerage: Carmel  
Realty Company  
Location: Carmel  
Volume: \$236,277,700



13

**Vicky Li**

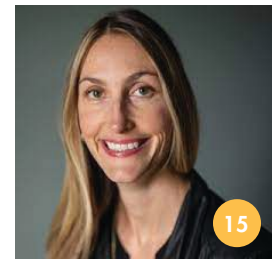
Brokerage: Coldwell  
Banker Realty  
Location: Cupertino  
Volume: \$234,424,291



14

**Erika Demma**

Brokerage: Compass  
Location: Woodside  
Volume: \$226,589,565



15

**Isabelle Grotte**

Brokerage: Compass  
Location: San Francisco  
Volume: \$198,924,381



16

**Hugh Cornish**

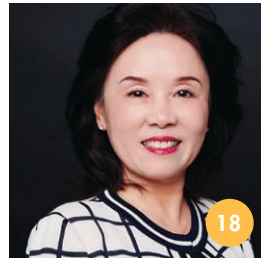
Brokerage: Coldwell  
Banker Realty  
Location: Menlo Park  
Volume: \$189,543,079



17

**Zach Trailer**

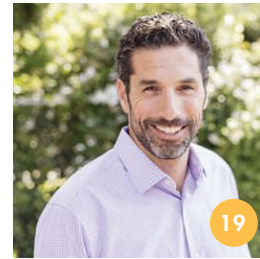
Brokerage: Compass  
Location: Palo Alto  
Volume: \$189,102,500



18

**Yvonne Yang**

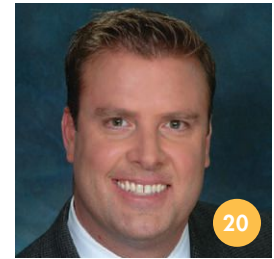
Brokerage: Compass  
Location: Los Altos  
Volume: \$187,541,138



19

**Joshua Deitch**

Brokerage: Coldwell  
Banker Realty  
Location: Mill Valley  
Volume: \$182,496,375



20

**Steve McCarrick**

Brokerage: Coldwell  
Banker Realty  
Location: Saratoga  
Volume: \$172,183,137

# INTERO

A Berkshire Hathaway Affiliate

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## CONGRATULATIONS TEAM INTERO FOR MAKING THE LEADING 100 LIST!

### TOP PERFORMERS IN BAY AREA REAL ESTATE

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#71

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INTERO LOS ALTOS

#### TOP-RANKED INDIVIDUAL AGENTS



#27

SEAN CHEN  
INTERO FREMONT



#38

JORDAN MOTT  
INTERO WILLOW GLEN



#43

ERIC FISCHER-COLBRIE  
INTERO LOS ALTOS



#58

KAREN NELSEN  
INTERO MORGAN HILL



#62

TRANG DUNLAP  
INTERO FREMONT



#69

MINI KALKAT  
INTERO LOS ALTOS



#79

KAAJAL SHAHANI  
INTERO FREMONT



#91

MIKE STROUF  
INTERO SANTA CLARA

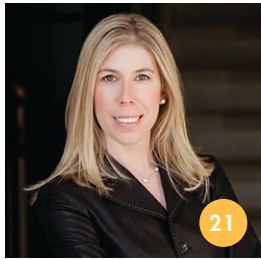
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# The Leading 100 Individuals 2022



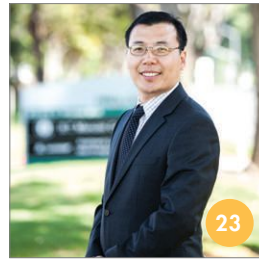
**Courtney Charney**

Brokerage: Parc  
Agency Corporation  
Location: Menlo Park  
Volume: \$171,913,800



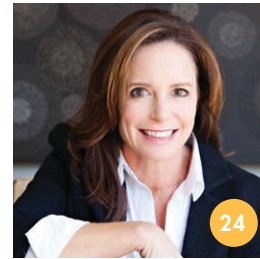
**Jim Arbeed**

Brokerage: Coldwell  
Banker Realty  
Location: Burlingame  
Volume: 168,985,500



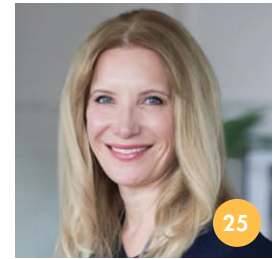
**Daniel Xi**

Brokerage: Coldwell  
Banker Realty  
Location: Cupertino  
Volume: \$166,726,629



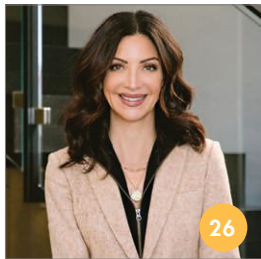
**Carrie B. Goodman**

Brokerage: Sotheby's  
International Realty  
Location: San Francisco  
Volume: \$162,413,125



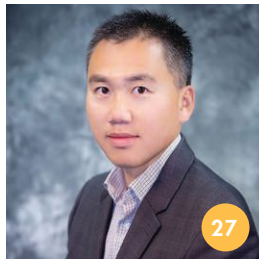
**Helena Zaludova**

Brokerage: Compass  
Location: San Francisco  
Volume: \$157,412,118



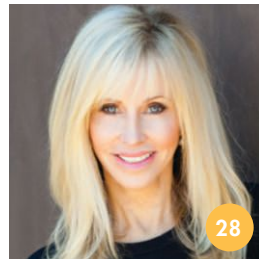
**Hillary Ryan**

Brokerage: Sotheby's  
International Realty  
Location: St Helena  
Volume: \$155,773,946



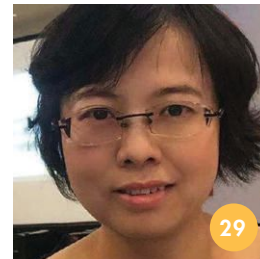
**Sean Chen**

Brokerage: Intero  
Franchise Services  
Location: Fremont  
Volume: \$155,720,987



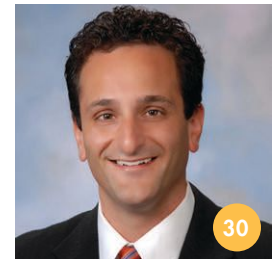
**Ginger Martin**

Brokerage: Sotheby's  
International Realty  
Location: St Helena  
Volume: \$154,120,000



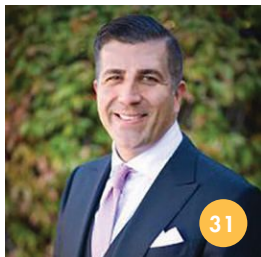
**Xiaozhu Kang**

Brokerage: Coldwell  
Banker Realty  
Location: Cupertino  
Volume: \$153,786,016



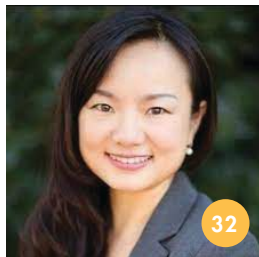
**Mike Bohnert**

Brokerage: Coldwell  
Banker Realty  
Location: Burlingame  
Volume: \$153,000,000



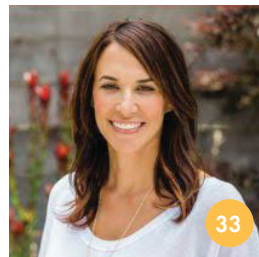
**Joseph Sabeh**

Brokerage: Venture Sotheby's  
International Realty  
Location: Fremont  
Volume: \$151,380,690



**Alexandra Zhou**

Brokerage: Morgan  
Real Estate  
Location: San Jose  
Volume: \$147,678,528



**Lamisse Droubi**

Brokerage: Generation  
Real Estate  
Location: San Francisco  
Volume: \$147,437,600



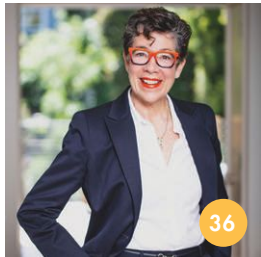
**Raziel Ungar**

Brokerage: Compass  
Location: Burlingame  
Volume: \$146,340,103



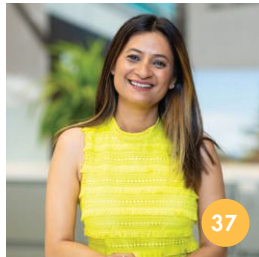
**Joe Piazza**

Brokerage: Coldwell  
Banker Realty  
Location: Los Gatos  
Volume: \$145,895,638



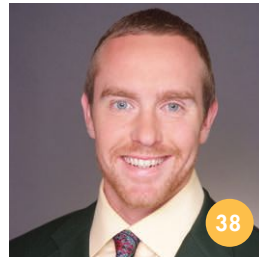
**Wendy Storch**

Brokerage: Sotheby's  
International Realty  
Location: San Francisco  
Volume: \$143,887,239



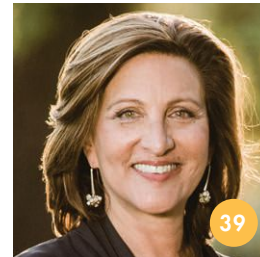
**Manu Changotha**

Brokerage: Coldwell  
Banker Realty  
Location: Cupertino  
Volume: \$140,671,822



**Jordan Mott**

Brokerage: Intero—a  
Berkshire Hathaway affiliate  
Location: San Jose  
Volume: \$140,118,550



**Tina Shone**

Brokerage: Sotheby's  
International Realty  
Location: Sonoma  
Volume: \$138,940,300



**Hong Sycks**

Brokerage: Compass  
Location: Santa Clara  
Volume: \$137,967,628





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Sarkissian Bullock Team



The Marin Group



Campi Group



Applegarth + Warrin



John Shroyer



Amy McCafferty



Jill Levy



Herman Chan

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# The Leading 100 Individuals 2022



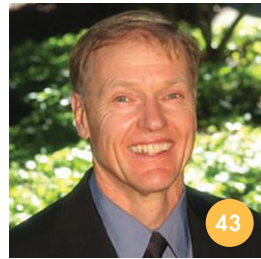
**John Shroyer**

Brokerage: Golden Gate  
Sotheby's International Realty  
Location: Redwood City  
Volume: \$137,045,500



**David Welton**

Brokerage: Compass  
Location: Saratoga  
Volume: \$135,091,026



**Eric Fischer-Colbrie**

Brokerage: Intero—a  
Berkshire Hathaway affiliate  
Location: Los Altos  
Volume: \$134,791,027



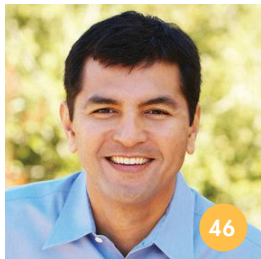
**Marc Roos**

Brokerage: Sereno  
Location: Los Altos  
Volume: \$132,427,000



**Amy McCafferty**

Brokerage: Golden Gate  
Sotheby's International Realty  
Location: Los Gatos  
Volume: \$132,006,068



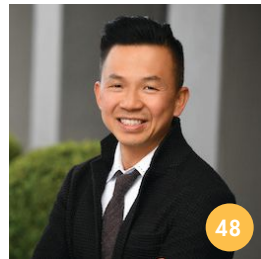
**Royce Cablayan**

Brokerage: Sereno  
Location: Los Altos  
Volume: \$127,664,532



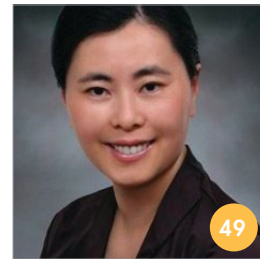
**Bob Bredel**

Brokerage: Sereno  
Location: San Carlos  
Volume: \$125,838,750



**Anson Ip**

Brokerage: Compass  
Location: Saratoga  
Volume: \$124,681,507



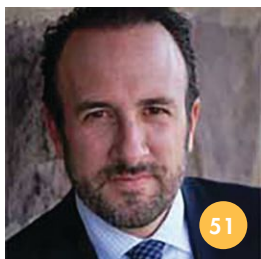
**Sophie Shen**

Brokerage: SV Capital  
Group Inc  
Location: Milpitas  
Volume: \$122,826,963



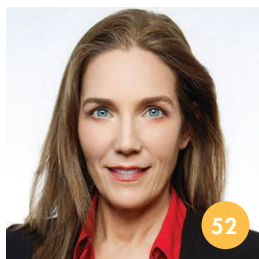
**Joel Goodrich**

Brokerage: Coldwell  
Banker Realty  
Location: San Francisco  
Volume: \$122,817,633



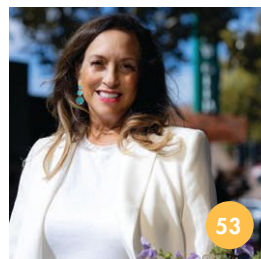
**Daniel Casabonne**

Brokerage: Sotheby's  
International Realty  
Location: Sonoma  
Volume: \$121,830,165



**Laura Bryant**

Brokerage: Keller Williams  
Peninsula Estates  
Location: Burlingame  
Volume: \$119,622,108



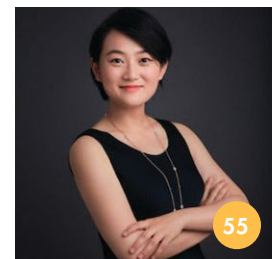
**Valerie Mein**

Brokerage: Coldwell  
Banker Realty  
Location: Los Gatos  
Volume: \$119,574,716



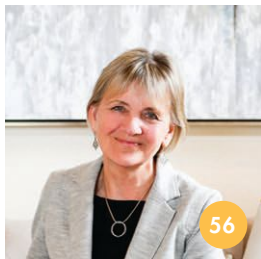
**Julie Wyss**

Brokerage: Compass  
Location: Los Gatos  
Volume: \$119,191,592



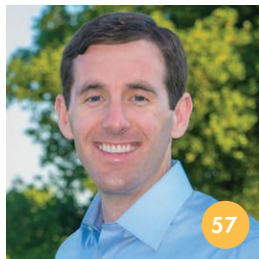
**Jingua (Gigi) Ji**

Brokerage: Coldwell  
Banker Realty  
Location: Cupertino  
Volume: \$118,844,064



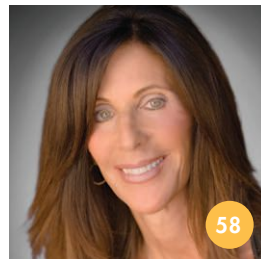
**Ducky Grabill**

Brokerage: Sereno  
Location: Los Gatos  
Volume: \$117,649,969



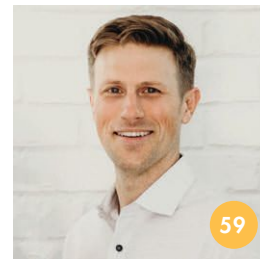
**Nicholas French**

Brokerage: Sereno  
Location: Los Altos  
Volume: \$117,516,250



**Karen Nelsen**

Brokerage: Intero—a  
Berkshire Hathaway affiliate  
Location: Morgan Hill  
Volume: \$117,295,579



**Kevin Swartz**

Brokerage: Atria Real Estate  
Location: Sunnyvale  
Volume: \$115,096,405



**Dana Cohen**

Brokerage: The Grubb Co.  
Location: Oakland  
Volume: \$114,678,150



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# COMPASS



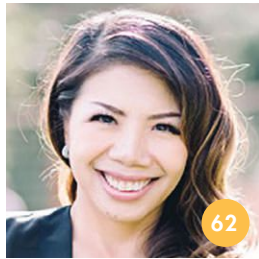
# The Leading 100 Individuals 2022



61

**Beth Brody**

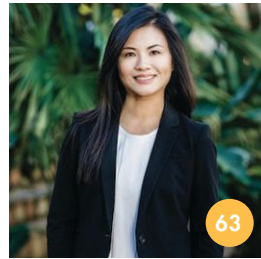
Brokerage: Compass  
Location: Mill Valley  
Volume: \$114,592,050



62

**Trang Dunlap**

Brokerage: Intero  
Franchise Services  
Location: Fremont  
Volume: \$114,210,580



63

**Vicky Yu**

Brokerage: Compass  
Location: Burlingame  
Volume: \$112,678,881



64

**Andrea Gordon**

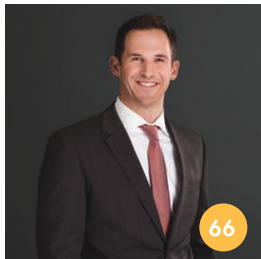
Brokerage: Compass  
Location: Berkeley  
Volume: \$111,373,888



65

**Andrew Herrera II**

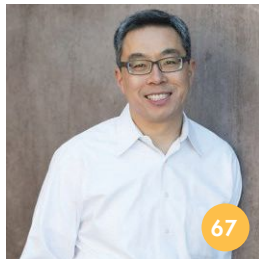
Brokerage: Berkshire  
Hathaway HomeServices  
Location: San Francisco  
Volume: \$109,962,875



66

**Greg Fulford**

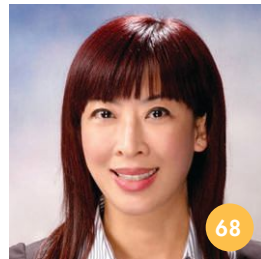
Brokerage: Sotheby's  
International Realty  
Location: San Francisco  
Volume: \$109,921,979



67

**Andy Wong**

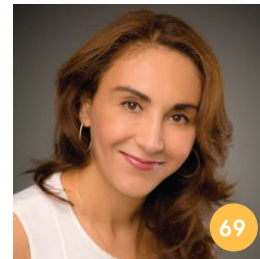
Brokerage: Sereno  
Location: Los Altos  
Volume: \$109,104,899



68

**Annie Zhou**

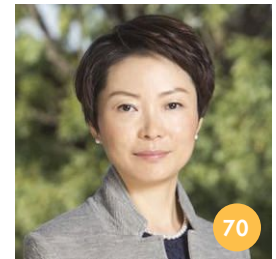
Brokerage: Compass  
Location: Los Altos  
Volume: \$109,047,638



69

**Mini Kalkat**

Brokerage: Intero—a  
Berkshire Hathaway affiliate  
Location: Los Altos  
Volume: \$108,626,750



70

**Xin Jiang**

Brokerage: Compass  
Location: Palo Alto  
Volume: \$107,903,000



71

**MJ St Jean**

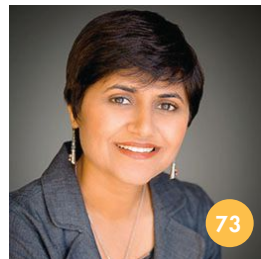
Brokerage: Compass  
Location: Danville  
Volume: \$107,600,629



72

**Josh McAdam**

Brokerage: Sotheby's  
International Realty  
Location: San Francisco  
Volume: \$107,036,125



73

**Radha Rustagi**

Brokerage: Keller  
Williams Realty  
Location: Cupertino  
Volume: \$106,964,417



74

**Aimee Song**

Brokerage: Coldwell  
Banker Realty  
Location: Fremont  
Volume: \$106,644,576



75

**Kimberly Richman**

Brokerage: Compass  
Location: Los Gatos  
Volume: \$106,503,000



76

**Elena Licari**

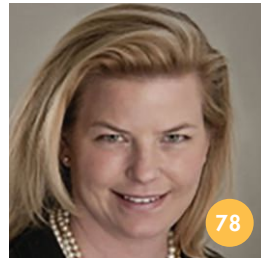
Brokerage: Coldwell  
Banker Realty  
Location: Los Gatos  
Volume: \$104,715,668



77

**Lin Ning**

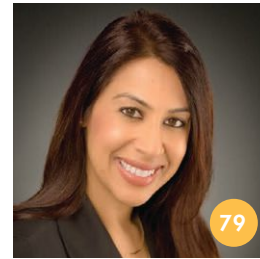
Brokerage: Compass  
Location: Palo Alto  
Volume: \$104,659,000



78

**Heidi Marchesotti**

Brokerage: Corcoran  
Global Living  
Location: Piedmont  
Volume: \$104,412,464



79

**Kaajal Shahani**

Brokerage: Intero  
Franchise Services  
Location: Fremont  
Volume: \$104,381,990



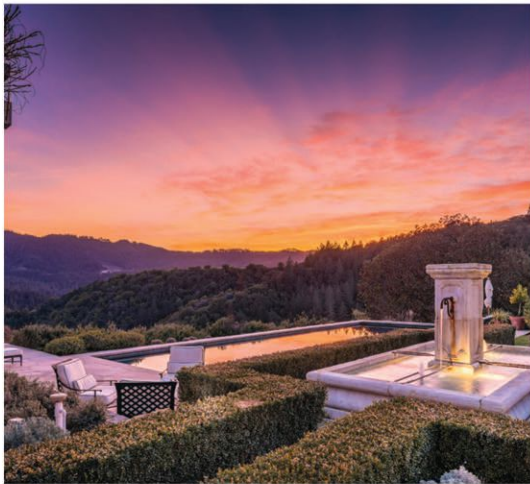
80

**Erin Lail**

Brokerage: Coldwell Banker  
Brokers of the Valley  
Location: Saint Helena  
Volume: \$103,220,525



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# The Leading 100 Individuals 2022



81

**Kevin Birmingham**

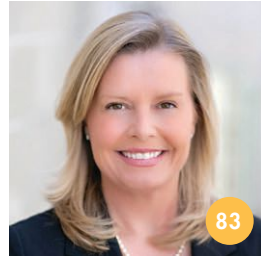
Brokerage: Park  
North Real Estate  
Location: San Francisco  
Volume: \$102,992,725



82

**Alexis Oroscio**

Brokerage: Realty One  
Group, Infinity  
Location: Campbell  
Volume: \$102,413,983



83

**Caroline Dinsmore**

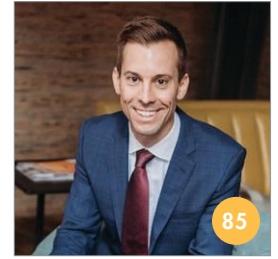
Brokerage: Compass  
Location: Burlingame  
Volume: \$102,385,970



84

**Raymond Ni**

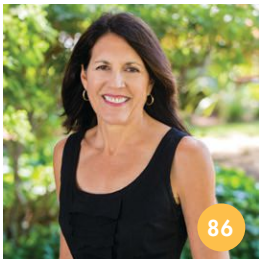
Brokerage: Compass  
Location: Cupertino  
Volume: \$101,265,600



85

**Dino Zuzic**

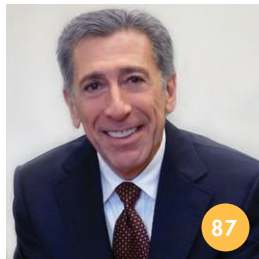
Brokerage: Compass  
Location: San Francisco  
Volume: \$101,043,000



86

**Elizabeth Daschbach**

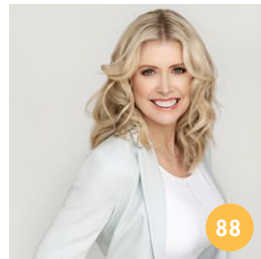
Brokerage: Compass  
Location: Menlo Park  
Volume: \$100,941,000



87

**David Bellings**

Brokerage: Compass  
Location: San Francisco  
Volume: \$100,799,393



88

**Jill Levy**

Brokerage: Golden Gate  
Sotheby's International Realty  
Location: Napa  
Volume: \$99,752,400



89

**Mary Macpherson**

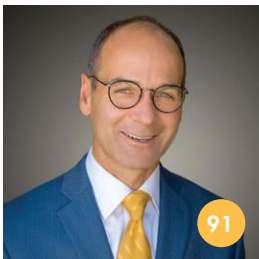
Brokerage: Compass  
Location: San Francisco  
Volume: \$98,476,000



90

**Lisa Smith**

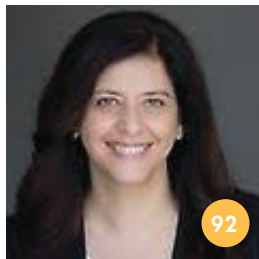
Brokerage: Compass  
Location: Mill Valley  
Volume: 98,341,188



91

**Mike Strouf**

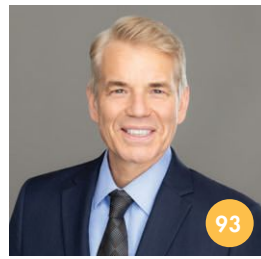
Brokerage: Intero  
Franchise Services  
Location: Santa Clara  
Volume: \$97,856,011



92

**Diyar Essaid**

Brokerage: Coldwell  
Banker Realty  
Location: Los Altos  
Volume: \$97,561,000



93

**Andrew de Vries**

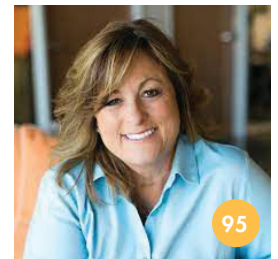
Brokerage: Berkshire  
Hathaway HomeServices  
Location: San Francisco  
Volume: \$96,851,208



94

**Arthur Sharif**

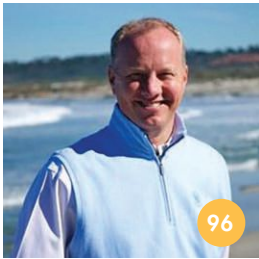
Brokerage: Sotheby's  
International Realty  
Location: San Francisco  
Volume: \$96,066,600



95

**Laura Bertolacci**

Brokerage: Sereno  
Location: San Carlos  
Volume: \$95,691,235



96

**Peter Butler**

Brokerage: Carmel  
Realty Company  
Location: Carmel  
Volume: \$95,536,500



97

**Colleen Foraker**

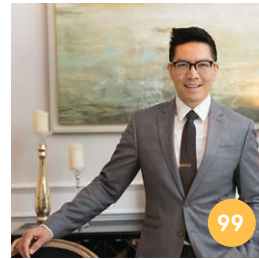
Brokerage: Compass  
Location: Menlo Park  
Volume: \$94,909,250



98

**Stephanie Elkins**

Brokerage: Coldwell  
Banker Realty  
Location: Menlo Park  
Volume: \$94,653,903



99

**Herman Chan**

Brokerage: Golden Gate  
Sotheby's International Realty  
Location: Berkeley  
Volume: \$94,121,278



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**Shelly Chou**

Brokerage: Coldwell  
Banker Realty  
Location: Saratoga  
Volume: \$94,060,988