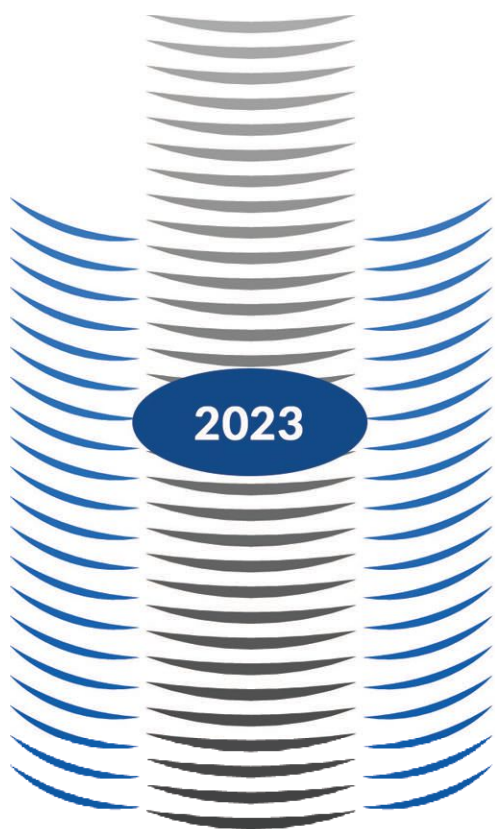


MODERN LUXURY SPOTLIGHT



THE LEADING 100

THE TOP PERFORMERS
IN BAY AREA REAL ESTATE

Presented by

LuxeSF

San Francisco
magazine

Silicon Valley

RT REALTRENDS

181
FREMONT
RESIDENCES

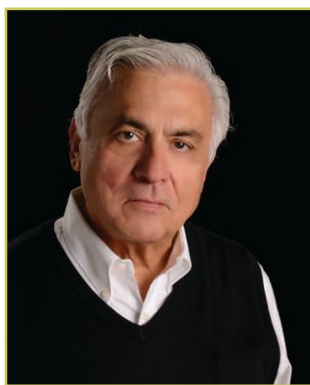
Welcome to the 2023 **Leading 100 List**

LuxeSF, San Francisco magazine and **Modern Luxury Silicon Valley**, in partnership with the respected **RealTrends** organization, are proud to introduce The Leading 100 List, which recognizes the outstanding top performers in Bay Area residential real estate sales. The stated vision of The Leading 100 List is to provide the Bay Area community with an authoritative, annual guide to real estate agent performance based on results and meritorious performance.

The 2023 Leading 100 List represents the Bay Area's 100 top-producing agents who registered outstanding performance in the calendar year 2022, 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 2023 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
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LUXESF



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

The Leading 100 Teams

LISTED BY TEAM NAME, BROKERAGE, LOCATION AND TOTAL SALES VOLUME IN 2022

IMPORTANT clarification

As the real estate industry continues to see the transition by individual agents into the formation of teams, the classification process becomes increasingly difficult to codify. The Leading 100 List has traditionally defined Teams as two or more individuals, one or more of whom is a real estate salesperson or broker, who (i) work together as a unit within the same brokerage firm, (ii) represent themselves to the public as working together as one unit, and (iii) designate themselves by a fictitious name. In the past, where a Team clearly stated in its consumer-facing promotion (e.g., website) that it was a brokerage, we elected to exclude that organization from the Leading 100 List. We also

encountered difficulty including organizations with a large number of reporting agents. When we attempted to verify the agent count, it became obvious that the "Teams" nomenclature did not always apply. Previously, the Leading 100 List has aggregated all of the Teams, irrespective of size and composition, into one list. However, RealTrends, the authoritative source of verified agent sales data, and the source of all Leading 100 List data, has elected to create Team subsets, namely "Mega", "Large", "Medium" and "Small". This year for the first time, teams that were included in those RealTrends subsets have also been included in the Leading 100 List.

1 The Tse Group

Intero Real Estate Services
Saratoga
\$713,081,846

2 Fast Real Estate

eXp Realty
Oakland
\$677,502,731

3 City Real Estate

City Real Estate
San Francisco
\$540,466,616

4 The Khrista Jarvis Team

Coldwell Banker Realty
Danville
\$425,556,328

5 Brent and Mary Gullixson Team

Compass
Menlo Park
\$424,775,364

6 Team Hatvany

Compass
San Francisco
\$383,562,709

7 Judy Citron

Compass
Menlo Park
\$364,817,640

8 Own Marin

Own Marin
Corte Madera
\$363,000,000

9 Everhome Real Estate

Everhome Real Estate
Fremont
\$357,148,197

10 Kinetic Real Estate

Kinetic Real Estate
Daly City
\$324,703,957

11 The Oldham Group

Compass
Los Gatos
\$323,572,986

12 The Canning Team

Sotheby's International Realty
Carmel
\$317,877,218

13 GAEA Team

Intero Franchise Services
Fremont
\$309,475,203

14 The Gunderman Group

Keller Williams Oakland
Oakland
\$293,727,578

15 Dana Green Team

Compass
Lafayette
\$275,821,937

16 Barbagelata Group

BarbCo Real Estate
San Francisco
\$269,627,000

17 The Troyer Group

Intero Real Estate Services
Los Altos
\$265,843,638

18 The Nolan Group

Vanguard Properties
San Francisco
\$265,083,528

19 Momentum Realty

Momentum Realty
San Jose
\$263,627,345

20 Billy McNair |

McNair Group
Coldwell Banker Realty
Menlo Park
\$236,267,799

21 Sybarite Realty

Christies Sereno
Burlingame
\$232,233,580

22 Real Estate 38

Real Estate 38
San Jose
\$231,683,372

23 Coco Tan Team

Keller Williams Realty- Silicon Valley
Campbell
\$225,086,324

24 Patty Dwyer Group

Compass
Burlingame
\$223,803,600

25 Boyenga Team

Compass
Los Gatos
\$221,560,329

26 The Renee White Team

Keller Williams Realty East Bay
Walnut Creek
\$217,948,300

27 OWN Real Estate

OWN Real Estate
Millbrae
\$209,674,983

28 PRG Real Estate

eXp Realty
San Jose
\$207,342,289

29 Sousou Team

Keller Williams Tri-Valley Realty
Pleasanton
\$205,956,089

30 Mosaik Real Estate

Mosaik Real Estate
San Francisco
\$196,394,521

31 8 Blocks Real Estate

8 Blocks Real Estate
Santa Clara
\$192,440,560

32 The Kehrig Team

Coldwell Banker Realty
Danville
\$189,341,700

33 Watson Marshall Group

Christies Sereno
Burlingame
\$184,318,897

34 Frazzano Tse Team

Compass
Danville
\$184,257,059

35 Generation Real Estate

Generation Real Estate
San Francisco
\$183,210,821

36 District Homes

District Homes
Berkeley
\$181,606,451

37 Vicky Li Team

Coldwell Banker Realty
Cupertino
\$181,004,681

38 Gregg Lynn Team

Sotheby's International Realty
San Francisco
\$180,149,302

39 Artemis Real Estate

Artemis Real Estate
San Francisco
\$175,763,622

40 Sternsmith Group

Compass
Burlingame
\$175,596,332

41 Wen Guo Real Estate Group

Keller Williams Realty
Peninsula Estates
Burlingame
\$173,657,693

42 Team Bedi

Keller Williams Tri-Valley Realty
Pleasanton
\$173,306,497

43 The Larson Team

eXp Realty
Santa Cruz
\$167,470,651

44 Krishnan Team

Compass
San Francisco
\$164,732,876

45 Outpost Real Estate

Outpost Real Estate
San Francisco
\$163,512,750

46 Carey Hagglund

Condy Team
Compass
Ross
\$160,558,629

47 Carol Carnevale, Nicole Aron & James Steele Team

Compass
Menlo Park
\$159,483,009

48 Pacific Edge Real Estate

Pacific Edge Real Estate
San Francisco
\$159,347,512

49 Kate McCaffrey Group

Compass
Alameda
\$159,333,464

50 The Condo Advisory

Compass
San Francisco
\$158,419,452



THE LEADING 100

THE TOP PERFORMERS IN BAY AREA REAL ESTATE

CONGRATULATIONS TO

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JOSH DEMPSEY

707.637.6123 | jd@jdnapa.com | DRE#01297595

RAQUEL NEWMAN

415.450.8544 | raquel@vanguardmarin.com | DRE#02020923

THE NOLAN GROUP

FRANK NOLAN | 415.377.3726 | frank@vanguardsf.com | DRE#01300017

THE NUNEMACHER GROUP

JAMES NUNEMACHER | 415.321.7007 | james@vanguardsf.com | DRE#00913606

The Leading 100 Teams

LISTED BY TEAM NAME, BROKERAGE, LOCATION
AND TOTAL SALES VOLUME IN 2022

51 SALA Homes Realty & Development

SALA Homes Realty & Development
San Jose
\$156,952,846

52 The Bellings Brothers

Compass
San Francisco
\$154,000,000

53 Rainmaker Real Estate

Rainmaker Real Estate
Los Altos
\$147,232,674

54 Nevis and Ardizzone Team

Compass
Los Gatos
\$146,284,204

55 Mariana Pappalardo

Compass
Menlo Park
\$145,910,278

56 Zen Coast Homes

Keller Williams Realty Peninsula Estates
Burlingame
\$144,820,628

57 Disen Cai Real Estate Group

Keller Williams Realty Peninsula Estates
Burlingame
\$144,298,611

58 LeMieux Associates

Compass
Menlo Park
\$140,898,000

59 Ascend Real Estate

Ascend Real Estate
San Francisco
\$140,758,571

60 Tim McGuire Team

Compass
Pleasanton
\$140,431,849

61 Brown Team

Keller Williams Realty San Francisco
San Francisco
\$140,007,894

62 Block Change Real Estate

Block Change Real Estate
San Jose
\$139,643,000

63 The Missy Wyant Smit Team

Compass
San Francisco
\$138,831,310

64 The Davis Team

eXp Realty
Richmond
\$137,682,693

65 Cassel Michas Brown Real Estate Group

Keller Williams Advisors Realty
Oakland
\$137,068,775

66 Rick Fuller Team

Rick Fuller Team
Antioch
\$136,369,821

67 Ardila and Costello Team

Compass
San Francisco
\$135,605,246

68 The Campi Group

Golden Gate Sotheby's International Realty
Los Altos
\$135,194,033

69 Homestead Real Estate

Homestead Real Estate
Napa
\$133,553,433

70 Palermo Properties Team

Compass
Burlingame
\$133,033,191

71 Cush Real Estate

Cush Real Estate
Oakland
\$132,416,942

72 Kindred SF Homes

Kindred SF Homes
San Francisco
\$131,571,926

73 Martin Homes Team

Compass
Lafayette
\$130,410,326

74 Truskowski Freedman & Associates

Sotheby's International Realty
Carmel
\$129,556,704

75 Elation Real Estate

Elation Real Estate
Pleasanton
\$126,993,394

76 Brett Jennings Group

Real Estate Experts
Campbell
\$126,956,550

77 Elite Partners

RE/MAX Gold
Fairfield
\$126,244,140

78 Butch Haze Team

Compass
San Francisco
\$124,437,457

79 The Gina Haggarty Group

Compass
Hillsborough
\$124,268,001

80 Onyx Wealth Realty

Onyx Wealth Realty
San Jose
\$123,262,659

81 Doyle Team

Christies Sereno
Danville
\$122,888,398

82 Jennifer Rosdail Real Estate Team

Keller Williams Realty San Francisco
San Francisco
\$121,841,273

83 The Dave Clark Team

Keller Williams Realty—Silicon Valley
Campbell
\$121,204,800

84 Elevate Group

Elevate Group
Los Gatos
\$121,000,000

85 Applegarth + Warrin

Golden Gate Sotheby's International Realty
Mill Valley
\$120,182,500

86 Clarke & Romeo Team

Christies Sereno
San Carlos
\$118,948,100

87 Mary Tan Realty

Compass
Saratoga
\$118,841,600

88 VKGRE Group

Keller Williams Bay Area Estates - Los Gatos
Los Gatos
\$117,540,848

89 Cullinan Luxury Group

Keller Williams Realty Peninsula Estates
Burlingame
\$114,680,263

90 The Lurie Group

Compass
San Francisco
\$114,348,850

91 Nunemacher Group

Vanguard Properties
San Francisco
\$113,931,880

92 Rabia Alizai

Compass
Los Altos
\$113,474,801

93 Jenn Gilson Group

Golden Gate Sotheby's International Realty
Burlingame
\$113,292,500

94 Bambace Peterson Team

Compass
Carmel
\$113,157,533

95 The Sharp Group

Keller Williams Realty Peninsula Estates
Burlingame
\$112,989,438

96 Town Real Estate

Town Real Estate
Danville
\$112,687,510

97 Team Tapper

Coldwell Banker Realty
Burlingame
\$112,600,171

98 The Samit Shah Team

Compass
San Jose
\$111,456,078

99 Kenny and Jun Team

Compass
Los Gatos
\$111,200,500

100 Indigo Real Estate

Indigo Real Estate
San Francisco
\$110,964,700



One smart, professional and dynamic family team with one singular goal: **your real estate success.**



#1 Team in San Francisco
415.710.6462 | Team@teamhatvany.com
TeamHatvany.com | @hatvanyrealestate
DRE # 01152226 | 01484878 | 01928433 | 02016667

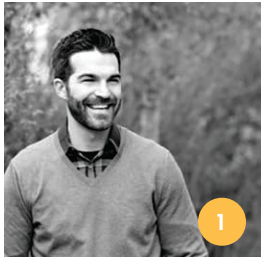
*To learn more about our team,
please visit www.teamhatvany.com*



COMPASS

*Per the San Francisco Business Times 2023 Top Residential Real Estate Agent and Teams lists
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The Leading 100 Individuals 2023



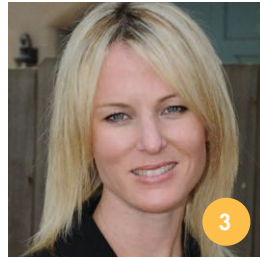
1

Randy Waller
 Brokerage: W Real Estate
 Location: Santa Rosa
 Volume: \$375,029,561



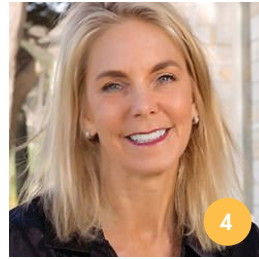
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Stanley Lo
 Brokerage: Green Banker
 Location: Burlingame
 Volume: \$304,509,466



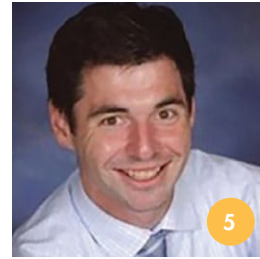
3

Keri Nicholas
 Brokerage: Parc
 Agency Corporation
 Location: Menlo Park
 Volume: \$281,201,903



4

Shelly Mitchell Lynch
 Brokerage: Carmel
 Realty Company
 Location: Carmel
 Volume: \$265,427,011



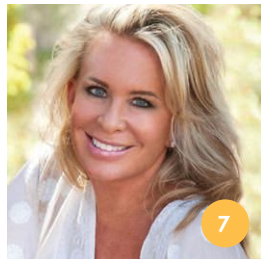
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David Lillo
 Brokerage: DPL Real Estate
 Location: Cupertino
 Volume: \$260,920,849



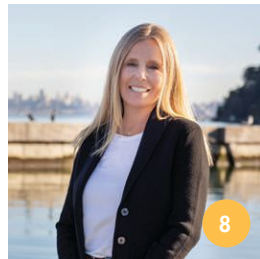
6

Tim Allen
 Brokerage: Coldwell
 Banker Realty
 Location: Carmel-By-The-Sea
 Volume: \$250,403,518



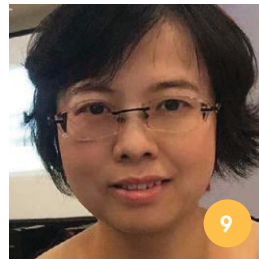
7

Tracy McLaughlin
 Brokerage: The Agency
 Location: Mill Valley
 Volume: \$233,105,000



8

Shana Rohde-Lynch
 Brokerage: Compass
 Location: Tiburon
 Volume: \$230,021,177



9

Xiaozhu Kang
 Brokerage: Coldwell
 Banker Realty
 Location: Cupertino
 Volume: \$186,010,000



10

Joujou Chawla
 Brokerage: Compass
 Location: Danville
 Volume: \$176,599,900



11

Isabelle Grotte
 Brokerage: Compass
 Location: San Francisco
 Volume: \$172,575,611



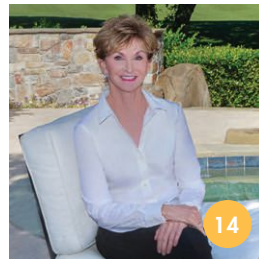
12

Neal Ward
 Brokerage: Compass
 Location: San Francisco
 Volume: \$170,673,287



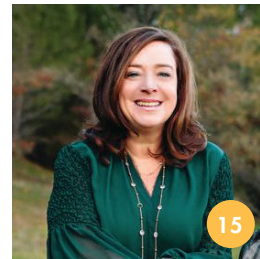
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Lex Orosco
 Location: San Jose
 Volume: \$170,000,000



14

Kathy Bridgman
 Brokerage: Compass
 Location: Los Altos
 Volume: \$163,791,160



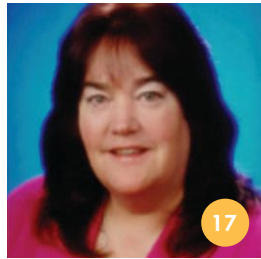
15

Erika Demma
 Brokerage: Compass
 Location: Woodside
 Volume: \$162,970,119



16

Allison Chapleau
 Brokerage: Vanguard
 Properties
 Location: San Francisco
 Volume: \$153,150,183



17

Sue Vaterlaus
 Brokerage: RE/MAX
 Star Properties
 Location: Pacifica
 Volume: \$152,867,000



18

Teresa Hoskins
 Brokerage: RE/MAX
 Star Properties
 Location: Pacifica
 Volume: \$150,345,000



19

Joe Piazza
 Brokerage: Coldwell
 Banker Realty
 Location: Los Gatos
 Volume: \$148,327,000



20

Yvonne Yang
 Brokerage: Compass
 Location: Los Altos
 Volume: \$139,857,882



Will Densberger & Pavi Micheli



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Engel & Völkers St Helena
Global Real Estate Advisors
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 will.densberger@evrealestate.com
 pavi.micheli@evrealestate.com
 DRE# 01811932 • DRE# 01157852

How do you measure success? Will - We measure success through the success of our clients. We tend to attract 'special' and more complex projects that provide the challenge we crave. Our celebratory closing dinners with clients and budding friendships are what move me.

What is the most important thing for maintaining healthy relationships with others? Pavi - Healthy relationships begin with self-care, so we focus on that to be in a position to be present for our clients and provide the thoughtful professional guidance and emotional support needed in closing a deal.

How do you show others you care for them? Will - Sometimes clients are friends first and others become friends. Regardless of the circumstances, we both cherish connecting with our clients on a deeper level through quality time sharing rich experiences. Being in wine country certainly helps.

What is your favorite place in the world, and why? Pavi - Italy. I have dual citizenship and some of my fondest memories were created with family during our annual visits. It's home to me.

Will - Whether it's in Montana's wilderness or in my own backyard, my favorite place is where I can spend time with my family. I also love going abroad and sharing the Engel & Völkers global culture.

What is a question that people ask you often? Will - It has to be "can you make money in the wine business?" The answer is always 'absolutely.' But you need to do your homework, define your mission and supporting objectives, be disciplined yet responsive, and enjoy everything about our valley along the way.

How do you want to be remembered? Pavi - I want to be remembered as someone who truly loved helping people find their perfect residence, winery, or vineyard. Someone who was passionate about concierge service in all aspects of the business. I'm honored that my repeat clients know this and love proving this to new ones.

"We tend to attract 'special' and more complex projects that provide the challenge that we crave."

The Leading 100 Individuals 2023



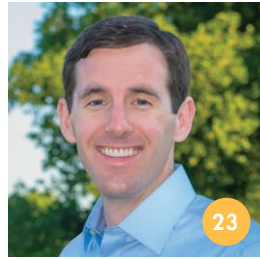
21

Lamisse Droubi
 Brokerage: Generation Real Estate
 Location: San Francisco
 Volume: \$135,684,000



22

Marc Roos
 Brokerage: Christies Sereno
 Location: Los Altos
 Volume: \$134,259,400



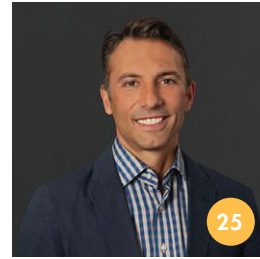
23

Nicholas French
 Brokerage: Christies Sereno
 Location: Los Altos
 Volume: \$132,523,000



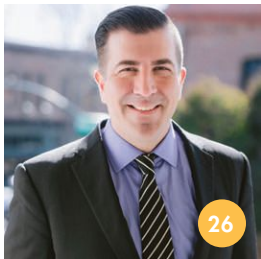
24

Joshua Deitch
 Brokerage: Coldwell Banker Realty
 Location: Mill Valley
 Volume: \$131,739,570



25

Joshua Dempsey
 Brokerage: Vanguard Properties
 Location: St. Helena
 Volume: \$127,913,127



26

Joseph Sabeh
 Brokerage: Golden Gate Sotheby's International Realty
 Location: Danville
 Volume: \$126,800,000



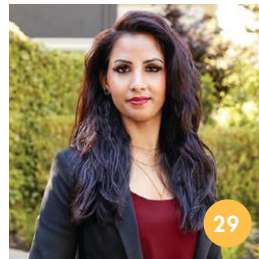
27

Ginger Martin
 Brokerage: Sotheby's International Realty
 Location: St. Helena
 Volume: \$126,497,440



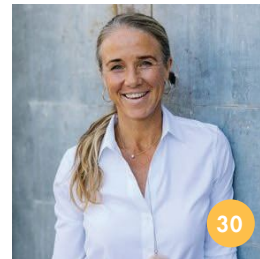
28

Laura Bertolacci
 Brokerage: Christies Sereno
 Location: San Carlos
 Volume: \$120,357,650



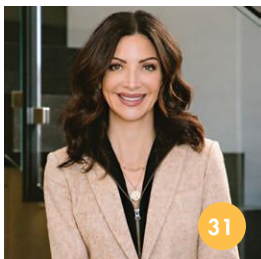
29

Laxmi Penupothula
 Brokerage: Redfin
 Location: San Francisco
 Volume: \$120,147,351



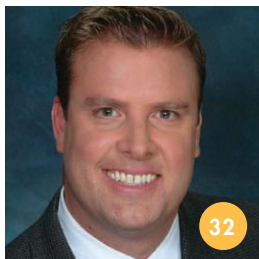
30

Erin Lail
 Brokerage: Coldwell Banker Brokers of the Valley
 Location: St. Helena
 Volume: \$119,952,500



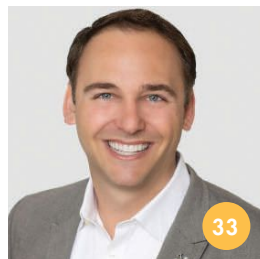
31

Hillary Ryan
 Brokerage: Sotheby's International Realty
 Location: St. Helena
 Volume: \$119,846,177



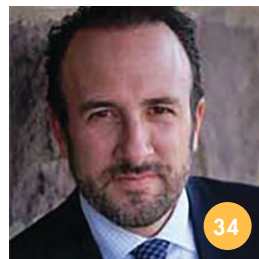
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Steve McCarrick
 Brokerage: Coldwell Banker Realty
 Location: Saratoga
 Volume: \$116,450,340



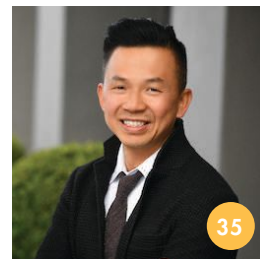
33

Josh Rubin
 Brokerage: Compass
 Location: Menlo Park
 Volume: \$115,647,920



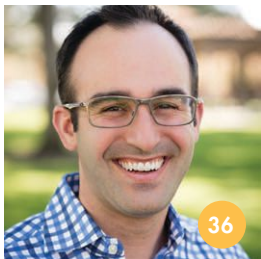
34

Daniel Casabonne
 Brokerage: Sotheby's International Realty
 Location: Sonoma
 Volume: \$115,374,200



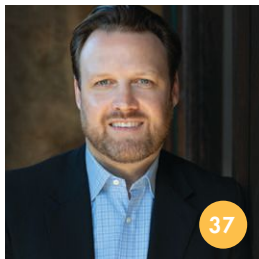
35

Anson Ip
 Brokerage: Compass
 Location: Menlo Park
 Volume: \$114,326,156



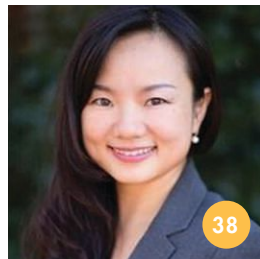
36

Raziel Ungar
 Brokerage: Compass
 Location: Burlingame
 Volume: \$112,816,808



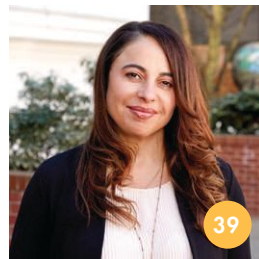
37

Josh Burns
 Brokerage: Sotheby's International Realty
 Location: San Francisco
 Volume: \$112,167,204



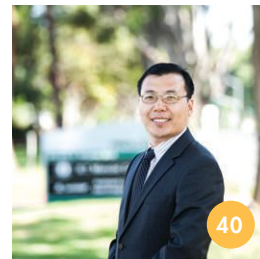
38

Alexandra Zhou
 Brokerage: Morgan Real Estate
 Location: San Jose
 Volume: \$110,702,429



39

Lucy Goldenshteyn
 Brokerage: Redfin
 Location: San Francisco
 Volume: \$107,769,188



40

Daniel Xi
 Brokerage: Coldwell Banker Realty
 Location: Cupertino
 Volume: \$107,415,874

THE AUTHENTIC LEADERS IN MONTEREY PENINSULA REAL ESTATE

*Congratulations to Our Exceptional Team for Being Ranked and Recognized
by RealTrends and The Wall Street Journal as Genuine Market Leaders*

Carmel Realty Company, along with sister company Monterey Coast Realty, is the authentic market leader in luxury real estate and the largest independent brokerage on the Monterey Peninsula. We would like to congratulate 17 of our 81 market leading agents and small teams who were recognized by RealTrends in 2022 for their outstanding production. Our agents are all local experts who work collaboratively to provide unmatched access to Monterey Peninsula Real Estate.

Recognition by RealTrends as featured in The Wall Street Journal



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ADAMSKI

DRE#01444609



THE
ARNOLD TEAM

DRE#02154598 | DRE#01706104 | DRE#02036451



PETER
BUTLER

DRE#01222453



RENEE CATANIA
MONTEREY COAST REALTY

DRE#01954589



CHRISTINE
CHIN

DRE#01006898



MARIA
FINKLE

DRE#01981092



CHRISTINE
HANDEL

DRE#01375876



MALONE
HODGES

DRE#01471087



COURTNEY
JONES

DRE#01806907



KAREN
KATZ

DRE#01921747



LINDA
MILLER

DRE#01833714



SHELLY
MITCHELL LYNCH

DRE#01217466



JUDIE
PROFETA

DRE#00703550



CHRIS
PRYOR

DRE#01750627



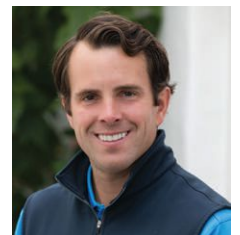
JOHN ROMLEY
MONTEREY COAST REALTY

DRE#01966766



ALESSIA UCCELLI
MONTEREY COAST REALTY

DRE#01896783



BEN ZOLLER
MONTEREY COAST REALTY

DRE#01967810



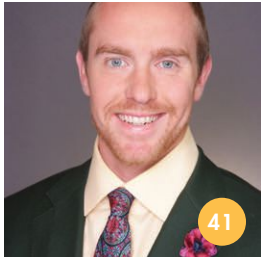
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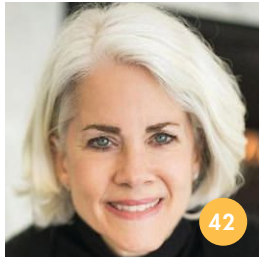
831.622.1000 ■ www.CarmelRealtyCompany.com

The Leading 100 Individuals 2023



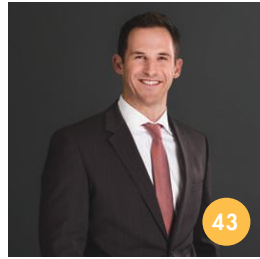
41

Jordan Mott
 Brokerage: Intero Real Estate Services
 Location: San Jose
 Volume: \$105,312,250



42

Cyd Greer
 Brokerage: Coldwell Banker Brokers of the Valley
 Location: St. Helena
 Volume: \$104,992,350



43

Gregory Fulford
 Brokerage: Sotheby's International Realty
 Location: San Francisco
 Volume: \$102,706,670



44

Beth Brody
 Brokerage: Compass
 Location: Mill Valley
 Volume: \$102,650,590



45

Amy McCafferty
 Brokerage: Golden Gate Sotheby's International Realty
 Location: Los Gatos
 Volume: \$101,766,100



46

Annie Watson
 Brokerage: Coldwell Banker Realty
 Location: Palo Alto
 Volume: \$101,760,500



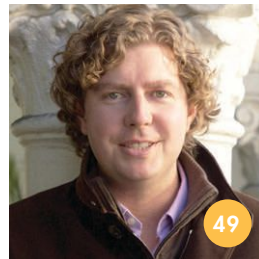
47

Julie Wyss
 Brokerage: Keller Williams Bay Area Estates
 Location: Los Gatos
 Volume: \$99,015,787



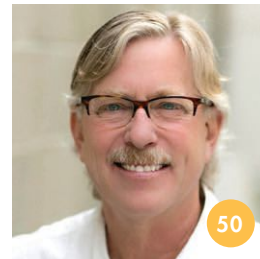
48

Brian Chancellor
 Brokerage: Christies Sereno
 Location: Palo Alto
 Volume: \$97,860,595



49

Zach Trailer
 Brokerage: Compass
 Location: Palo Alto
 Volume: \$96,764,758



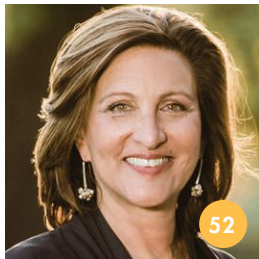
50

John Shroyer
 Brokerage: Golden Gate Sotheby's International Realty
 Location: San Carlos
 Volume: \$95,488,000



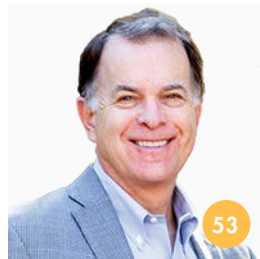
51

Renna Shee
 Brokerage: Compass
 Location: Menlo Park
 Volume: \$94,856,800



52

Tina Shone
 Brokerage: Sotheby's International Realty
 Location: Sonoma
 Volume: \$94,324,500



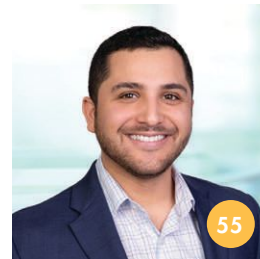
53

Hugh Cornish
 Brokerage: Coldwell Banker Realty
 Location: Menlo Park
 Volume: \$94,065,175



54

Pavi Micheli
 Brokerage: Engel & Völkers St. Helena
 Location: St. Helena
 Volume: \$93,988,000



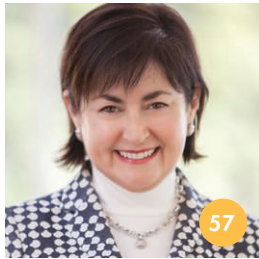
55

Erfan Modi
 Brokerage: Intero Real Estate Services
 Location: Saratoga
 Volume: \$93,086,505



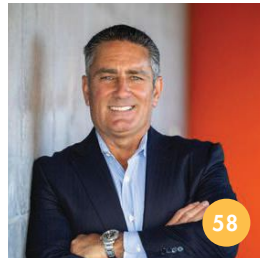
56

William Densberger
 Brokerage: Engel & Völkers St. Helena
 Location: St. Helena
 Volume: \$92,713,000



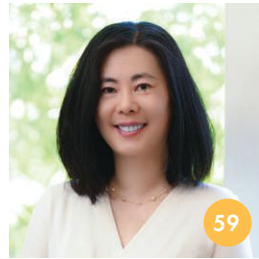
57

Janet Feinberg Schindler
 Brokerage: Sotheby's International Realty
 Location: San Francisco
 Volume: \$92,424,000



58

Scott Dancer
 Brokerage: Compass
 Location: Woodside
 Volume: \$92,257,857



59

Sophie Shen
 Brokerage: SV Capital Real Estate
 Location: San Jose
 Volume: \$91,282,841



60

Andrew Herrera II
 Brokerage: Berkshire Hathaway HomeServices Franciscan Properties
 Location: San Francisco
 Volume: \$90,991,667



corcoran

ICON PROPERTIES

Henry Schlangen

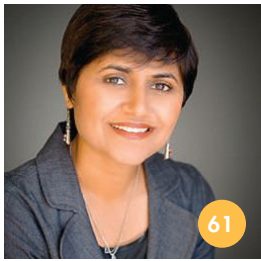
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Listed at \$7,500,000

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The Leading 100 Individuals 2023



61

Radha Rustagi

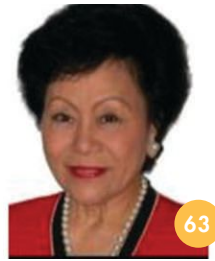
Brokerage: Keller Williams Thrive
Location: Cupertino
Volume: \$90,982,405



62

Deniz Kahramaner

Brokerage: Atlasa Real Estate
Location: San Francisco
Volume: \$90,123,212



63

Mary Bee Thrasher

Brokerage: RE/MAX Star Properties
Location: Redwood City
Volume: \$90,031,888



64

Bob Breedel

Brokerage: Christies Sereno
Location: San Carlos
Volume: \$89,401,000



65

Diyar Essaid

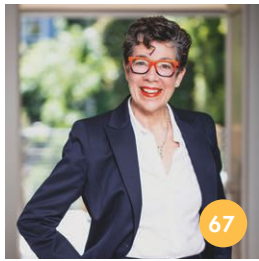
Brokerage: Coldwell Banker Realty
Location: Los Altos
Volume: \$89,113,050



66

Ducky Grabill

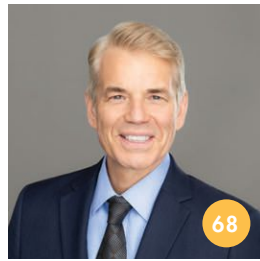
Brokerage: Christies Sereno
Location: Los Gatos
Volume: \$89,084,221



67

Wendy Storch

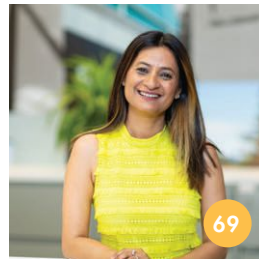
Brokerage: Sotheby's International Realty
Location: San Francisco
Volume: \$88,138,534



68

Andrew De Vries

Brokerage: Berkshire Hathaway HomeServices Franciscan Properties
Location: San Francisco
Volume: \$87,199,750



69

Manu Changotra

Brokerage: Coldwell Banker Realty
Location: Cupertino
Volume: \$86,483,430



70

Andrea Gordon

Brokerage: Compass
Location: Oakland
Volume: \$85,993,636



71

David Welton

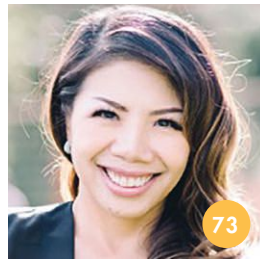
Brokerage: Compass
Location: Saratoga
Volume: \$85,907,799



72

Jing Xue

Brokerage: Coldwell Banker Realty
Location: Pleasanton
Volume: \$85,029,062



73

Trang Dunlap

Brokerage: Intero Franchise Services
Location: Fremont
Volume: \$84,289,942



74

Mary Lou Castellanos

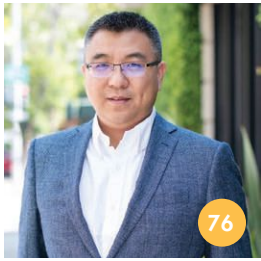
Brokerage: Sotheby's International Realty
Location: San Francisco
Volume: \$83,862,000



75

Jessica Branson

Brokerage: Compass
Location: San Francisco
Volume: \$83,590,061



76

Chao Wen

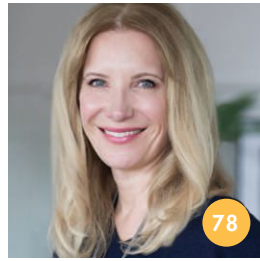
Brokerage: Compass
Location: Menlo Park
Volume: \$83,442,015



77

Valerie Mein

Brokerage: Coldwell Banker Realty
Location: Los Gatos
Volume: \$82,911,499



78

Helena Zaludova

Brokerage: Compass
Location: San Francisco
Volume: \$82,551,000



79

Regina Clyde

Brokerage: Sotheby's International Realty
Location: Sonoma
Volume: \$82,538,950



80

Mary Anne Veldkamp

Brokerage: Coldwell Banker Realty
Location: Santa Rosa
Volume: \$82,538,035



The Campi Group



Applegarth + Warrin



Jenn Gilson Group



Joseph Sabeh



Amy McCafferty



John Shroyer



Ann Newton Cane



Jill Levy

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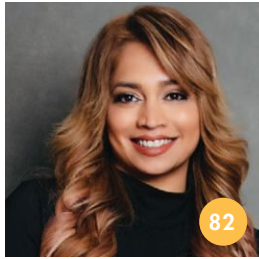
The Leading 100 Individuals 2023



81

Eric Fischer-Colbrie

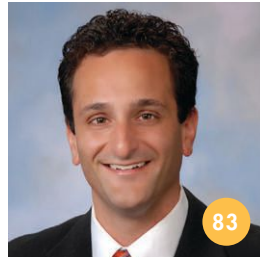
Brokerage: Intero Real Estate Services
Location: Los Altos
Volume: \$82,122,000



82

Heena Joshi

Brokerage: Compass
Location: Los Gatos
Volume: \$81,455,951



83

Mike Bohmert

Brokerage: Coldwell Banker Realty
Location: Burlingame
Volume: \$81,443,888



84

Ann Newton Cane

Brokerage: Golden Gate Sotheby's International Realty
Location: Lafayette
Volume: \$81,382,500



85

Nick Corcoletes

Brokerage: Coldwell Banker Realty
Location: Burlingame
Volume: \$81,005,250



86

Jason Hoffman

Brokerage: Compass
Location: San Francisco
Volume: \$80,897,188



87

Tyler Stewart

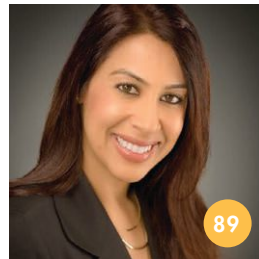
Brokerage: Heath Real Estate
Location: Sausalito
Volume: \$79,915,500



88

Amy Li

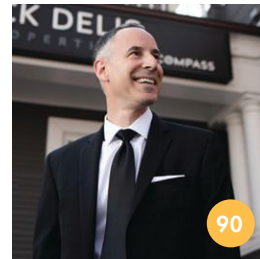
Brokerage: CENTURY 21 Real Estate Alliance
Location: San Francisco
Volume: \$79,694,960



89

Kaajal Shahani

Brokerage: Intero Franchise Services
Location: Fremont
Volume: \$79,692,204



90

Nick Delis

Brokerage: Compass
Location: Burlingame
Volume: \$79,333,066



91

Andy Wong

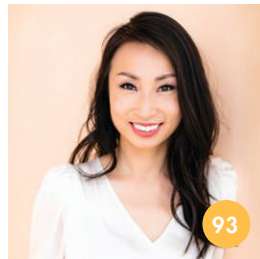
Brokerage: Christies Sereno
Location: Los Altos
Volume: \$78,627,148



92

Aimee Song

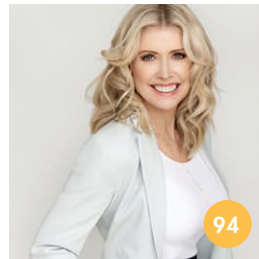
Brokerage: Coldwell Banker Realty
Location: Fremont
Volume: \$75,941,182



93

Samantha Huang

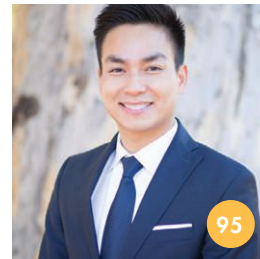
Brokerage: Corcoran Icon Properties
Location: San Francisco
Volume: \$75,895,586



94

Jill Levy

Brokerage: Golden Gate Sotheby's International Realty
Location: Napa
Volume: \$75,882,888



95

Jason Pham

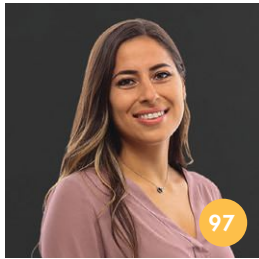
Brokerage: Intero Franchise Services
Location: Fremont
Volume: \$75,673,440



96

Annie Williams

Brokerage: Sotheby's International Realty
Location: San Francisco
Volume: \$74,862,000



97

Raquel Newman

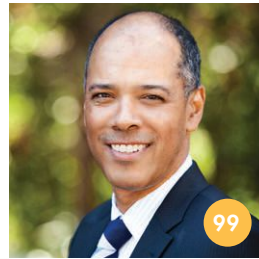
Brokerage: Vanguard Properties
Location: Mill Valley
Volume: \$74,738,526



98

Ryan Gowdy

Brokerage: The Agency
Location: Los Altos
Volume: \$74,661,000



99

Marcus Robinson

Brokerage: Coldwell Banker Realty
Location: Mill Valley
Volume: \$74,485,812



100

Julie Gardner

Brokerage: Compass
Location: Oakland
Volume: \$73,672,784

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GAEA TEAM

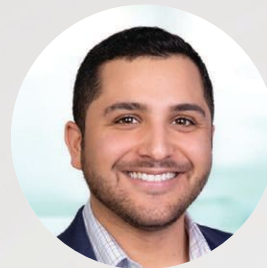


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ERFAN MODIR



TRANG DUNLAP



ERIC FISCHER-COLBRIE



KAAJAL SHAHANI



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