

# THE LEADING 100<sup>PATENT PENDING</sup>

THE TOP PERFORMERS  
IN BAY AREA REAL ESTATE



PRESENTED BY

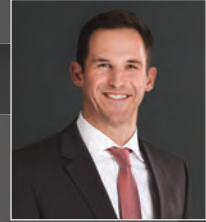


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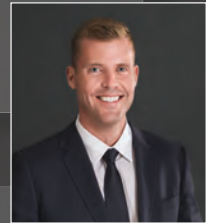
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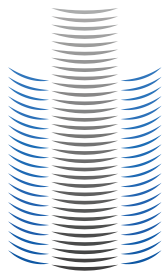
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## THE LEADING 100

THE TOP PERFORMERS  
IN BAY AREA REAL ESTATE

# Welcome to *The Leading 100!*

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

The Leading 100 list represents the Bay Area's 100 top-producing agents who registered outstanding performance in the calendar year 2015, based on dollar sales volume. The Leading 100 list recognizes individual performance only, not team sales. Because this creates a gray area that resides between high-performance sales teams and individual "rainmakers" who rely upon support staff to execute transactions, a Leading 100 Team list will also be developed in 2017, in tandem with the continuing Individuals list.

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 authorities.

We wish to congratulate the 2016 Leading 100 honorees for their success, which is based on hard work, passion for the business, and commitment to both your industry and your clients, on whose behalf you labor tirelessly. Yours is an accolade much deserved, and it is with great pleasure that we communicate that achievement to the community at large—to your industry peers and to the clients who rely so heavily upon your valued service.



**Alf Nucifora**  
Chairman  
The Luxury Marketing Council  
of San Francisco



**Paul Reulbach**  
Publisher  
*San Francisco* magazine



THE LUXURY MARKETING COUNCIL  
of San Francisco

**San Francisco**  
magazine

# Identifying The Leading 100

REAL Trends has been The Trusted Source of news, analysis, and information on the residential brokerage industry since 1987. They are a privately-held publishing, consulting, and communications company based in Castle Rock, Colorado.

REAL Trends has been ranking individual and team real estate sales professionals for 11 years. REAL Trends The Thousand, as advertised in *The Wall Street Journal*, features a list of 1,000 high-producing sales professionals in the categories of top individuals by transaction sides, top individuals by transaction volume, top teams by transaction sides and top teams by transaction volume. In addition, REAL Trends ranked the top 50 teams by average sales price. REAL Trends America's Best Agents is a separate ranking of sales professionals and teams by state and local area. Only those who met REAL Trends' minimum qualifications to apply for The Thousand were considered.

## Methodology

The application process begins in January when we send applications to those who qualified in past years. Then, we contact national real estate brands so that they may encourage sales associates and teams to apply. We also work directly with all brokerage firms ranked on the REAL Trends 500 and Up-and-Comers and virtually every local and state Association of Realtors®. We invite each of these parties to either submit qualified candidates to us or to let us know who may be qualified, and then we reach out to them directly.

All production listed is based on the prior calendar year's closed residential sales. We do not include leases or commercial sales. These numbers may include off-market listings. While we list the city and state of the main office that



**REALTRENDS**  
THE TRUSTED SOURCE

the sales professional or team is located, the sales included in the numbers may come from various other markets if the sales professional does business across multiple MLSs, cities, and/or states.

We require independent, third-party verification for every sales professional and team. These take many forms, but the source for the verification *must* be independent of the sales professional or team that submits an application. We make no exceptions to this rule.

## All submissions are verified by one of the following ways:

- The local or state Realtor® association which the sales professional or sales team has a membership,
- Signed letter from the broker/owner (Note: broker/owners cannot sign off on their own submissions),
- Copy of 1099 or business tax return for 2015 (please black out any confidential information, i.e. date of birth, social security number, etc.), or
- The national network which the sales professional or sales team has its affiliation.

Those ranked in the Top 20 may be required to provide an additional, second form of verification. Applicants that do not send in verification will be removed from the rankings.

## Minimum qualifications to apply

- An individual must have closed at least 50 sides or \$20 million in sales volume.
- A team must have closed at least 75 sides or \$30 million in closed sales volume.

## Individual sales professionals vs. teams

- **Individual sales professional:** an individual who is employed in residential real estate sales and who does not share commissions or sales volume for the purposes of award with any other person.
- **Team:** two or more licensed sales associates, regardless of whether they are independent contractors or employees of a team, who combine sales for awards or commission sharing in any fashion. This includes those who refer to themselves as partners or any other term. Employees or independent contractors employed by a team in non-selling activities are not counted as a member of a team.
- An applicant may only submit as an individual or team, not for both.
- REAL Trends carefully reviews all websites and other sources to ensure the accuracy of the placement of individuals and teams.
- REAL Trends reaches out to more than 2,000 separate U.S. realty organizations in an attempt to reach every sales professional who might qualify to be ranked on this list, it is highly likely that there are some fine real estate sales professionals who are not listed here. Some may not be here because they did not want to apply and others because the word of this ranking did not reach them.

## About REAL Trends

Residential real estate leaders look to REAL Trends for timely and trusted information and analysis through our monthly newsletter, news updates, conference, and publications. In addition to creating research studies, we are a leading provider of high-level business consulting services to the residential real estate industry. REAL Trends provides a wide range of advisory services to an international clientele of local, regional, and national real estate organizations. Areas of expertise include technology, operational analysis, valuations, merger and acquisition advisory services, consumer and business research and strategic planning. [www.realtrends.com](http://www.realtrends.com).





***“Despite all the obstacles, she found a way to not only match her prior year’s tremendous success – but actually increase her sales volume by almost 70%”***

## The 2016 MVP Award

# Malin Giddings

**Coldwell Banker Previews International**

In the stratospheric heights of the Bay Area’s ultra-luxury real estate market, rising to the top of the field is no easy task. The city boasts a group of uber agents from several regional brokerages that few cities in America can match. Selling over \$100 million in real estate may not even get you in the top 10 in this group. These professionals work in rarified air, indeed.

Picking an MVP from this distinguished group was extremely challenging. It was decided that the winner would not be based solely on sales volume, although that was a critical element. The final choice was also based on how valuable that person is to his or her brokerage, how long they have been at the pinnacle of the industry, and the high regard in which they are held by clients, colleagues and competitors alike.

Given all that, the selection for the MVP award was a natural choice.

A recent article said of her: *She rules Bay Area real estate as does a monarch, with her kingdom being the nation north of California Street, home to San Francisco’s wealthy, influential and social elite.*

*Continuing to rank #1 in the Bay Area, where sales in the double digit millions are now the norm, she represents*

*the quintessence of a top producer.*

*She’s charming and gracious, but unrelenting in her quest for excellence in everything she does.*

*She possesses an uncompromising ethic of hard-work, and a commitment to a belief system, refined from decades of experience.*

*She values candor, a passion for the business and above all else – her client’s satisfied smile.*

Her numbers speak for themselves. Last year, this agent and her team recorded an astounding \$379.3 million in sales volume and 56 transaction sides. That ranked as the number one agent for her company in Northern California and number two agent in North America, surpassing 85,000 independent sales associates.

This agent’s gigantic sales figures were particularly remarkable given how tight inventory in San Francisco was last year and how competitive the local market has been over the past several years. Despite all the obstacles, she found a way to not only match her prior year’s tremendous success – but actually increase her sales volume by almost 70%.

Her staying power at the top of the field in San Francisco is legendary. She sold \$225 million in luxury homes in 2014, another \$244 million in 2013, and over \$200 million each year in 2012 and 2011. And each and every year, she has been ranked by the *Wall Street Journal* as one of the very top agents in the United States, without fail.

She is without a doubt one of the most talented, hard-working and respected luxury real estate professionals in the world.

## The 2016 Rising Star Agent of the Year

# Neill Bassi

**Sotheby’s International Realty**

Neill Bassi is a young, leading San Francisco broker who emphasizes confidentiality and offers creative marketing concepts and broad market knowledge. These attributes have catapulted Neill to rapid success in the highly-competitive San Francisco marketplace to the extent that he was recently recognized by *The Wall Street Journal* as the #5 individual sales agent in San Francisco and the #145 individual sales agent in America among all brokerage firms, based on closed sales volume. Consistently ranked one of the top 25 producers at Sotheby’s International Realty nationally, Neill sold in excess of \$91 million of property in 2015. He was also acknowledged as a member of The Leading 100.

Neill is highly active in San Francisco’s luxury property market and has sold two architecturally significant mansions for \$20 million each in the last five years, both of which were never listed publicly for sale. Most recently in 2016, Neill sold an historic mansion in Pacific Heights for \$11 million in just one week, achieving nearly 40% more than its \$7.9 million asking price. Neill has also set numerous sales records in San Francisco’s emerging neighborhoods in a variety of price ranges.

A fifth-generation San Francisco native, Neill attended Town School for Boys and St. Ignatius College Preparatory. He also studied at Georgetown Preparatory School and earned his undergraduate degree at Georgetown University, where he played on its NCAA Division I Lacrosse Team. In addition to his work, Neill volunteers his time as a lacrosse coach at Town School for Boys.

Among a select, stellar group of young rising stars who are building reputations and conquering a marketplace now driven by changing demographics and economic disruption, he epitomizes the new generation changing the face of Bay Area real estate.





## The Biggest Sale of the Year for 2015

# Neal Ward

**McGuire Real Estate  
For Locksley Hall  
\$47,500,000**

Once the most expensive home listed for sale in California at \$65 million, Locksley Hall in Belvedere, better known locally as the Blanding House, sold in August 2015 for \$47.5 million, just \$1.5 million shy of its asking price of \$49 million. The sale broke the record for the highest reported single-family home sale in San Francisco proper by \$12 million, and the highest reported sale in Belvedere by around \$22 million. To put the sale in perspective, Marin's largest home, an 18,495-square-foot Novato mansion with gold-plated doorknobs and two helicopter landing

pads, sold for \$5.05 million in August 2014.

Visitors to the estate, a three-story, 9,235-square-foot abode with a pool house and rose garden roll through bronze gates designed by Hearst Castle architect Julia Morgan and disport themselves amid 15-foot-high foyer ceilings and a wraparound veranda with columns and teak decking, among other amenities. The Classic Revival-style mansion boasts five bedrooms, seven bathrooms, three powder rooms, a hydraulic elevator, herringbone hardwood oak floors paired with wool carpeting, a grand spiral staircase, cabana and pool house. Renowned designer Suzanne Tucker was responsible for the interior design. Landscape design was handled by Stephen Suzman Design.

Locksley Hall is located on the southern crest of Belvedere Island with jaw-dropping 270-degree views of the San Francisco skyline and Golden Gate and Bay bridges.

The buyer was reportedly a 38-year-old San Francisco-based venture capitalist and Forbes Midas-lister, with a storied start-up and employment tech pedigree that includes Facebook, LinkedIn, Dropbox and Instagram.

The sizable estate was built circa 1895 and was purchased in 1995 by Singapore-based copper- and gold-mining magnate and international financier mogul Robert Friedland and his wife, Darlene, for \$5.5 million. The couple then sank more than \$32 million into the renovation and restoration of the historic landmark over the next nine years.

The sale of this magnificent property was managed and negotiated by an amiable, well-regarded, highly-respected and somewhat taciturn member of the Bay Area's agent elite—a man with whom others actively seek to work, and who is renowned for his courtesy, civility, professionalism and all-round nice guy-ness.

## The 2016 Brokerage of the Year

# Pacific Union

PACIFIC  
UNION

In an industry and marketplace where competitors of equal worth abound, one company has elected to position and fortify itself as a force to be reckoned with.

It has articulated and instilled a culture of "shared vision", supported by a strategic direction and embraced by its management and professional team members. Based on the brand pillars of teamwork, trust and innovation, it encourages and rewards elite performance, freedom to experiment, considered risk and a willingness to confront failure.

It subscribes to a vision outlined in a five year plan that goes beyond the financials and incorporates bold steps that are driven and supported by collaboration and the shared vision of its team members. In its daily operations, that vision is manifested in programs designed to deliver clear quantifiable metrics around international reach, actionable information about client demographics and behavior, enhanced technology offerings and a "big data" strategy to convert information exhaust into a productive, user-friendly asset.

It has invested heavily in technology and data acquisition and analysis including a digital newsletter with real-time statistics, an updated digital listing presentation and a "Best Buyer Report"—an exclusive technology platform and competitive advantage in listing presentations that analyzes the demographics of existing clients and uses third party databases to profile high-probability buyers for specific property addresses.

It has hired an experienced economist, formerly Chief Economist for Trulia, Senior Economist for the California Association of Realtors and Economist for the National Association of Realtors who possesses both a Ph.D. in Urban Economics and an in-depth understanding of market dynamics in the western states. She generates commentary on domestic and international housing markets, urban economics and demographic trends, and provides the company's sales professionals with insightful intelligence to aid client decision-making.

It has acquired a prominent, leading real estate marketing and sales firm in order to increase exposure to the developer community and their clientele, and provide its sales professionals with first exposure to new inventory of homes and condominiums.

With 700 agents (15% of whom are recent recruits), 28 offices and 5800 transactions in 2015 that resulted in \$7.63 billion in total sales volume, this is clearly a brokerage where innovative strategy, bold action and collegial culture combine to drive change and success.





## The 2016 Developer of the Year

# Jay Paul Company

**For 181 Fremont**



181 Fremont is a \$630 million project that comprises a new 70-story residential and office tower in San Francisco's new downtown, and which will be the first mixed-use tower in San Francisco to be pre-certified LEED Platinum. Developed by Jay Paul Company, the 802-foot steel and glass structure is set to transform the San Francisco skyline.

181 Fremont will include 67 luxury condominium residences including custom homes on the top 16 floors and 12 accessory suites available only to 55 original owners, 435,000 square feet of innovative Class-A office space, 2,480 square feet of retail space on the 7th floor leading directly to the Transbay Park,

and an underground valet parking garage. Each of the 55 custom condominium homes has its own personalized design by internationally renowned interior designer, Orlando Diaz-Azcuy. As a result, each and every residence is completely unique, just like its residents.

The unparalleled views afforded by 181 Fremont begin on the 52nd floor in the Sky Lounge, featuring a wrap-around observation terrace, a fitness center with yoga room, three distinctive lounge spaces, a library, conference room, bar, and catering kitchen. The actual residences, ranging from 1,200 square feet to approximately 7,000 square feet for the 70th

full-floor penthouse, begin on the 54th floor and offer breathtaking views of the Bay Bridge, San Francisco Bay, Treasure Island and beyond.

181 Fremont is a rarity — entirely new construction in the new center of the city that will redefine the neighborhood and San Francisco living. Given its proximity to and interwoven relationship with the transformative Transbay Terminal, 181 Fremont is more than another commercial high-rise tower. It provides an important platform for the rebirth and redefinition currently being experienced in the SoMa district, and together with other high-profile development names and projects including Salesforce, Dropbox and Lumina, presages a building boom unprecedented in San Francisco history.

The Jay Paul Company philosophy says it best. "Buildings of superior quality and sustainable architectural design managed by pro-active professionals command higher rents, attract better tenants and generate greater value for our investment and development partners."



## The Real Estate Hall of Fame 2016 Inductee

# Florian McGuire Moore

**1925-2003**

Florian McGuire Moore was born and raised in San Francisco, and produced and modeled in fashion shows as a young woman. After his death in 1958, she took over her father's commercial real estate business which he had established in 1919. As a single mother with two sons, she worked at her firm during the day and at night took classes at USF to earn her broker's license.

In 1960, she shifted the focus of the firm

and expanded its Bay Area footprint. Instead of property management and commercial sales and leasing, in which her father had specialized, she turned to residential sales. During her career as an influential leader in the industry, she represented many of the City's finest properties and prominent citizens including former Giants owner Bob Lurie, oil heir Gordon Getty, Dianne Feinstein, and investment banker Bill Hambrecht.

Her son Charles Moore, the third generation in McGuire Real Estate, joined her in the business in 1980 and together they expanded the firm to about 200 employees, up from the handful when she took over. As she was wont to say, "As long as you have a choice, choose greatness".

Florian McGuire Moore broke the glass ceiling at a time when a woman's place was firmly in the home. "She was a dominant businesswoman at a time when few women were excelling in business," notes Charles Moore. She not only invented a new model and protocol for selling real estate, where the mundane house was elevated to the status of a beloved and desired home, she also established luxury real estate as the category of the future.





#1

**Stanley Lo**

**Brokerage:** Green Banker  
**Volume:** \$326,202,776



#2

**David Troyer**

**Brokerage:** Intero Real Estate Services  
**Volume:** \$225,217,095



#3

**Nina Hatvany**

**Brokerage:** Pacific Union International  
**Volume:** \$216,077,217



#4

**Neal Ward**

**Brokerage:** McGuire Real Estate  
**Volume:** \$211,396,382



#5

**Keri Nicholas**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$182,557,200



#6

**Dana Green**

**Brokerage:** Pacific Union International  
**Volume:** \$174,523,582



#7

**Tracy McLaughlin**

**Brokerage:** Pacific Union International  
**Volume:** \$163,945,500



#8

**Kathy Bridgman**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$144,531,000



#9

**Billy McNair**

**Brokerage:** Coldwell Banker Residential Brokerage  
**Volume:** \$143,329,500



#10

**Frank Nolan**

**Brokerage:** Vanguard Properties  
**Volume:** \$127,827,950



#11

**John Shroyer**

**Brokerage:** Today/Sotheby's International Realty  
**Volume:** \$125,733,569



#12

**Tom LeMieux**

**Brokerage:** Pacific Union International  
**Volume:** \$125,611,250



#13

**Judy Citron**

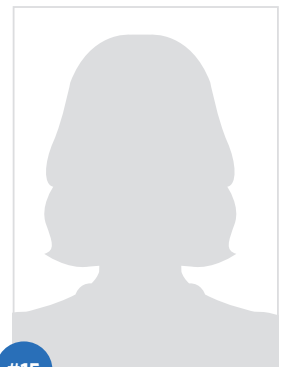
**Brokerage:** Alain Pinel Realtors  
**Volume:** \$124,284,000



#14

**Lan Bowling**

**Brokerage:** Keller Williams Realty  
**Volume:** \$113,556,000



#15

**Mary Ma Li Bee Thrasher**

**Brokerage:** Today/Sotheby's International Realty  
**Volume:** \$112,221,340



# Winners 2016



#16

**Janet Feinberg Schindler**

**Brokerage:** Sotheby's International Realty  
**Volume:** \$107,251,125



#17

**Zach Trailer**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$107,245,000



#18

**Phil Chen**

**Brokerage:** Keller Williams Peninsula Estates  
**Volume:** \$105,758,116



#19

**Scott Dancer**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$101,685,000



#20

**Shana Rohde-Lynch**

**Brokerage:** Pacific Union International  
**Volume:** \$101,570,565



#21

**Joe Piazza**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$101,438,063



#22

**Judy Bogard-Tanigami**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$98,612,528



#23

**Hugh Cornish**

**Brokerage:** Coldwell Banker Residential Brokerage  
**Volume:** \$96,211,750



#24

**Marc Roos**

**Brokerage:** Sereno Group  
**Volume:** \$95,168,457



#25

**Gregg Lynn**

**Brokerage:** Sotheby's International Realty  
**Volume:** \$93,500,783



#26

**Michael Dreyfus**

**Brokerage:** Dreyfus Sotheby's International Realty  
**Volume:** \$92,583,625



#27

**Neill Bassi**

**Brokerage:** Sotheby's International Realty  
**Volume:** \$91,146,850



#28

**Max Lo**

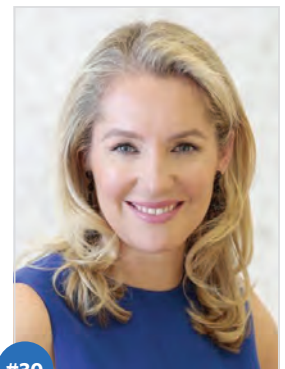
**Brokerage:** Green Banker  
**Volume:** \$89,985,366



#29

**David Gunderman**

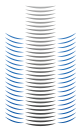
**Brokerage:** Alain Pinel Realtors  
**Volume:** \$89,175,900



#30

**Missy Wyant Smit**

**Brokerage:** Hill & Co. Real Estate  
**Volume:** \$89,079,788



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## Winners 2016



#31

**Murahari Amarnath**

**Brokerage:** Keller Williams  
Realty  
**Volume:** \$88,764,179



#32

**Tanya Dzhibrailova**

**Brokerage:** Zephyr Real Estate  
**Volume:** \$87,053,389



#33

**Monica Corman**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$86,635,275



#34

**Terri Kerwin**

**Brokerage:** Kerwin & Associates  
**Volume:** \$86,391,000



#35

**Olivia Hsu Decker**

**Brokerage:** Decker Bullock/  
Sotheby's International Realty  
**Volume:** \$85,071,000



#36

**Deborah Rossetto**

**Brokerage:** Legacy Real Estate &  
Associates  
**Volume:** \$83,292,084



#37

**Cyd Greer**

**Brokerage:** Coldwell Banker  
Brokers of the Valley  
**Volume:** \$82,785,899



#38

**David Welton**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$82,452,203



#39

**Daniel Casabonne**

**Brokerage:** Sotheby's  
International Realty  
**Volume:** \$80,993,244



#40

**Andy Tse**

**Brokerage:** Intero Real Estate  
Services  
**Volume:** \$80,952,380



#41

**Mara McCain**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$80,520,501



#42

**Jim Arbeed**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$79,728,500



#43

**Bebe McRae**

**Brokerage:** The Grubb Co.  
**Volume:** \$78,921,313



#44

**Ginger Martin**

**Brokerage:** Sotheby's  
International Realty  
**Volume:** \$76,466,270



#45

**Sherry Bucolo**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$76,245,000



# Winners 2016



#46

**Steve Gothelf**

**Brokerage:** Pacific Union International  
**Volume:** \$75,824,488



#47

**Arthur Sharif**

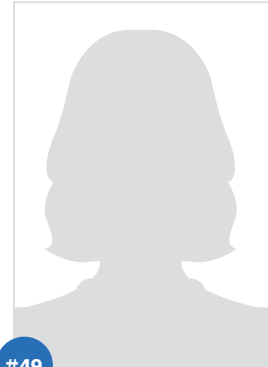
**Brokerage:** Sotheby's International Realty  
**Volume:** \$75,116,375



#48

**Randy Waller**

**Brokerage:** W Real Estate  
**Volume:** \$75,105,000



#49

**Natalie Comartin**

**Brokerage:** Coldwell Banker Residential Brokerage  
**Volume:** \$73,178,800



#50

**Julie Wyss**

**Brokerage:** Keller Williams Realty  
**Volume:** \$72,179,456



#51

**Ted Bartlett**

**Brokerage:** Pacific Union International  
**Volume:** \$71,694,000



#52

**Greg Terry**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$70,481,952



#53

**Amy McCafferty**

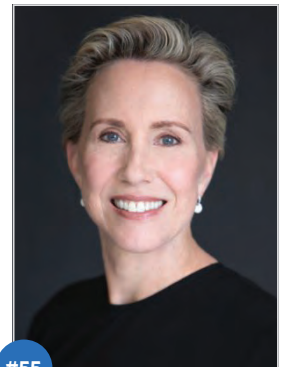
**Brokerage:** Alain Pinel Realtors  
**Volume:** \$69,876,000



#54

**Patty Dwyer**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$67,000,000



#55

**Rebecca Schumacher**

**Brokerage:** Sotheby's International Realty  
**Volume:** \$66,533,000



#56

**Minhua Jin**

**Brokerage:** Intero Real Estate Services  
**Volume:** \$66,387,388



#57

**Chuck Nunnally**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$65,896,750



#58

**Nicole Causey**

**Brokerage:** Legacy Real Estate & Associates  
**Volume:** \$64,607,773



#59

**Eric Fischer-Colbrie**

**Brokerage:** Intero Real Estate Services  
**Volume:** \$63,368,625



#60

**James Nunemacher**

**Brokerage:** Vanguard Properties  
**Volume:** \$63,325,394





#61

**Anian Tunney**

**Brokerage:** The Grubb Co.  
**Volume:** \$62,052,450



#62

**John Forsyth James**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$61,981,588



#63

**Ed Graziani**

**Brokerage:** Sereno Group  
**Volume:** \$60,517,000



#64

**Erika Demma**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$59,997,500



#65

**Mei Ling**

**Brokerage:** Century 21 M&M  
Associates  
**Volume:** \$59,642,478



#66

**Terri Couture**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$59,507,500



#67

**Loren Dakin**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$58,546,850



#68

**Haifa Khoury**

**Brokerage:** Today/Sotheby's  
International Realty  
**Volume:** \$58,330,288



#69

**George Chopoff**

**Brokerage:** RE/MAX Star  
Properties  
**Volume:** \$58,136,000



#70

**Mary Anne Veldkamp**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$58,118,862



#71

**Mollie Poe**

**Brokerage:** Pacific Union  
International  
**Volume:** \$58,054,660



#72

**David Young**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$57,965,499



#73

**Joshua Deitch**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$57,657,150



#74

**Janice Woods**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$56,990,500



#75

**Steve McCarrick**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$56,503,550

# Winners 2016



#76

**Therese Swan**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$56,296,900



#77

**Barbara Major**

**Brokerage:** Decker Bullock/  
Sotheby's International Realty  
**Volume:** \$56,249,600



#78

**Annie Williams**

**Brokerage:** Hill & Co. Real Estate  
**Volume:** \$56,148,000



#79

**Carol Jeans**

**Brokerage:** Sereno Group  
**Volume:** \$55,810,937



#80

**Hanna Shacham**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$55,624,500



#81

**Colleen Foraker**

**Brokerage:** Dreyfus Sotheby's  
International Realty  
**Volume:** \$55,206,550



#82

**Elizabeth Daschbach**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$55,185,570



#83

**Diyar Essaid**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$55,121,140



#84

**Rama Mehra**

**Brokerage:** Keller Williams  
Realty  
**Volume:** \$54,758,182



#85

**Tim Kerns**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$54,417,750



#86

**Jamal Noorzoy**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$54,286,790



#87

**Rick Richetta**

**Brokerage:** Alain Pinel Realtors  
**Volume:** \$54,004,000



#88

**Valerie Mein**

**Brokerage:** Intero Real Estate  
Services  
**Volume:** \$53,525,500



#89

**Patricia Oxman**

**Brokerage:** Decker Bullock/  
Sotheby's International Realty  
**Volume:** \$53,500,402

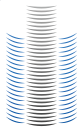


#90

**Marcus Robinson**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$52,869,400





THE  
LEADING  
100  
THE TOP PERFORMERS  
IN BAY AREA REAL ESTATE

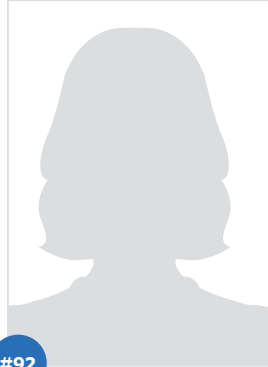
## Winners 2016



#91

**Jill Levy**

**Brokerage:** Heritage Sotheby's  
International Realty  
**Volume:** \$52,799,090



#92

**Jamie Pfister**

**Brokerage:** Realty World -  
Milestone  
**Volume:** \$52,616,479



#93

**Greg Fulford**

**Brokerage:** Vanguard Properties  
**Volume:** \$52,506,245



#94

**Dennis Otto**

**Brokerage:** Pacific Union  
International  
**Volume:** \$52,314,500



#95

**Yola Ozturk**

**Brokerage:** Vanguard Properties  
**Volume:** \$52,229,500



#96

**Shelley Trew**

**Brokerage:** Vanguard Properties  
**Volume:** \$52,165,500



#97

**Caroline Kahn Werboff**

**Brokerage:** Sotheby's  
International Realty  
**Volume:** \$51,764,000



#98

**Nathalie de Saint Andrieu**

**Brokerage:** Pacific Union  
International  
**Volume:** \$51,503,800



#99

**Juliette Kulda**

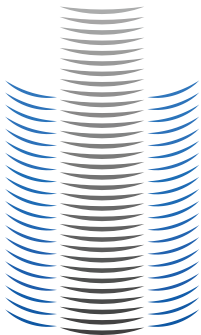
**Brokerage:** Keller Williams  
Realty  
**Volume:** \$51,426,350



#100

**Ginny Kavanaugh**

**Brokerage:** Coldwell Banker  
Residential Brokerage  
**Volume:** \$51,409,875



THE  
LEADING  
100

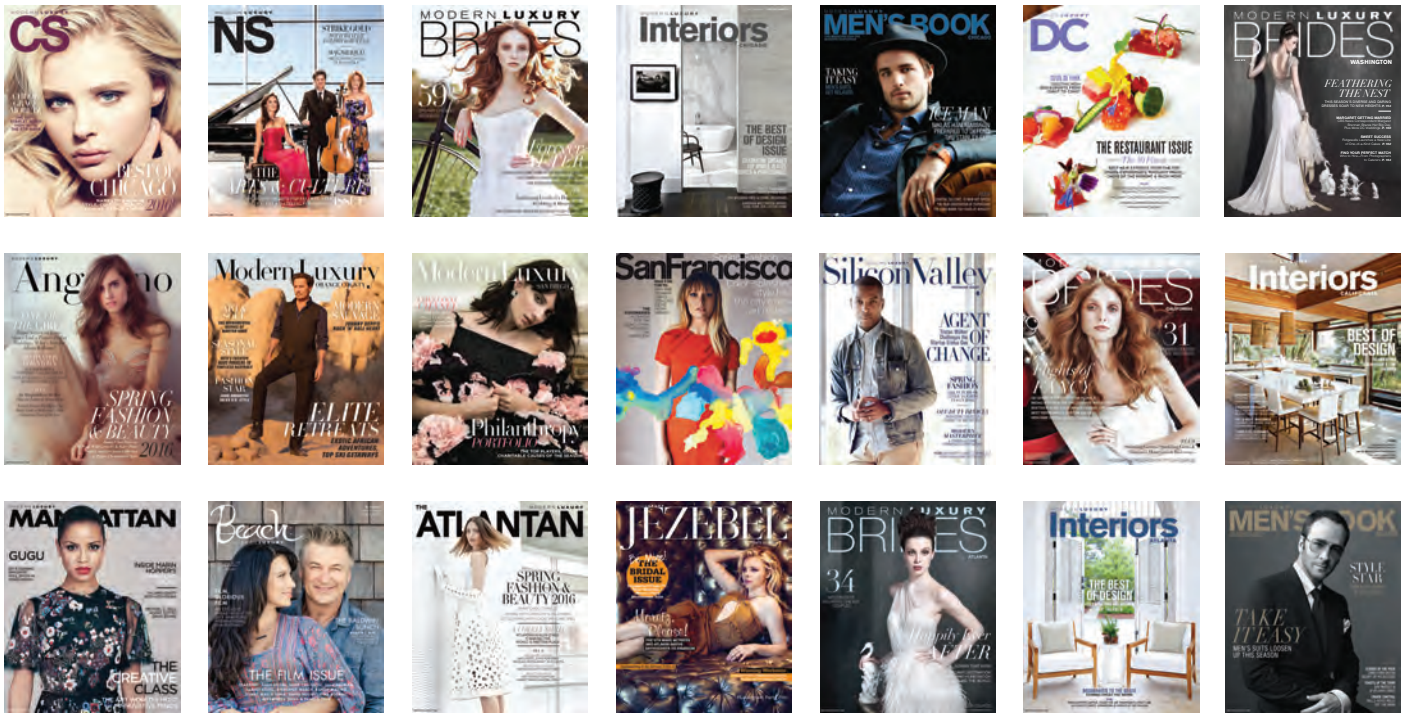
THE TOP PERFORMERS  
IN BAY AREA REAL ESTATE

# Congratulations to the members of **The Leading 100** 2016!

from

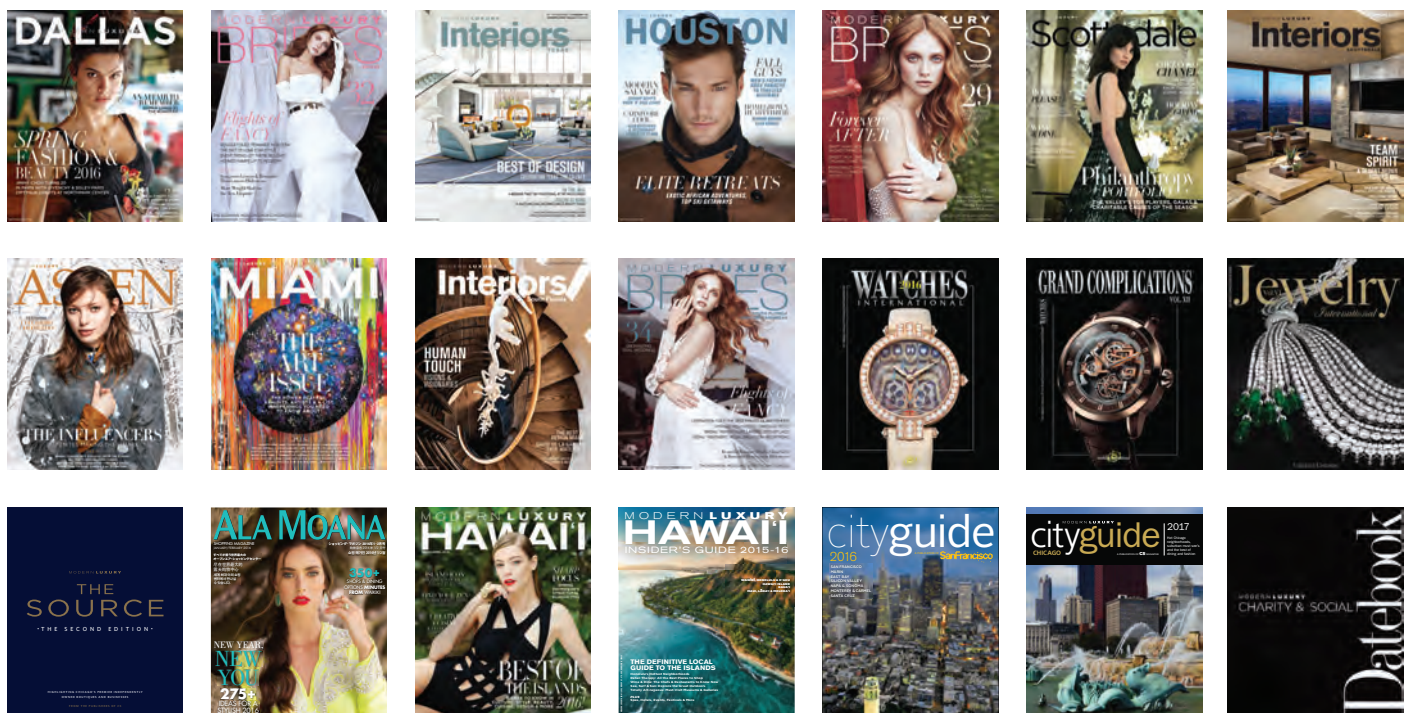
REAL Trends, The Luxury Marketing Council of  
San Francisco, and *San Francisco* magazine





# MODERN LUXURY

MODERNLUXURY.COM







Mary & Brent Gullixson  
\$341,669,999



Keri  
Nicholas  
\$182,557,200



Andrew Raskopf & David Gunderman  
\$171,127,251



Kathy  
Bridgman  
\$144,531,000



Judy  
Citron  
\$124,284,000



Patty  
Dwyer Team  
\$108,132,375

## CONGRATULATIONS

to our  
distinguished agents  
who have been  
included in the  
2016 Top 100 Agents List  
and the  
2016 Wall Street Journal/  
Real Trends Top 1000 List



Zach  
Trailer  
\$107,245,000



Rick  
Richetta Team  
\$103,162,129



Scott  
Dancer  
\$101,685,000



Joe  
Piazza  
\$101,685,000



Judi  
Bogard-Tanigami  
\$98,612,528



Monica  
Corman  
\$86,635,275



David  
Welton  
\$82,452,203



Mara  
McCain  
\$80,520,501



Sherry  
Bucolo  
\$76,245,000



Greg  
Terry  
\$70,481,952



Amy  
McCafferty  
\$69,876,000



Chuck  
Nunnally  
\$65,896,750



John Forseyth  
James  
\$61,981,588



Loren  
Dakin  
\$58,546,850



Janice  
Woods  
\$56,990,500



Therese  
Swan  
\$56,296,900



Elizabeth  
Daschbach  
\$55,185,570



Jamal  
Noorzoy  
\$54,286,790