

2016 AREAA **A** LIST

The Asian Real Estate Association of America's annual "A" List is a reflection of the organization's diverse and talented membership. The list recognizes top producers serving Asian American homeowners and communities.

The award program is open to all active AREAA members. Based on 2015 production, the 2016 "A" List is comprised of the top 50 applicants in each of the two categories: SALES VOLUME and TRANSACTION SIDES. This year, for the very first time, we are also including a separate Team category.

TOP SALES PROFESSIONALS BY 2015 INDIVIDUAL VOLUME



**TERE
FOSTER**

AVENUE PROPERTIES
TEAM FOSTER

**Bellevue,
Washington**

\$188,055,749

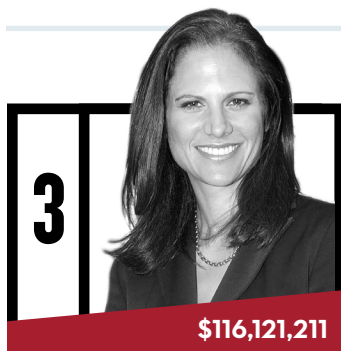


**JOYCE
ESSEX-HARVEY**

COLDWELL BANKER
THE HARVEY GROUP, INC.

**Beverly Hills,
California**

\$129,171,578



**STEPHANIE
VITACCO**

KELLER WILLIAMS REALTY

**Encino,
California**

\$116,121,211

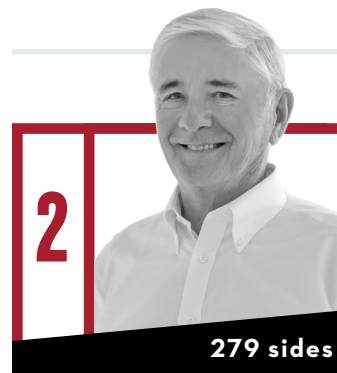
TOP SALES PROFESSIONALS BY 2015 INDIVIDUAL SIDES



**TERESA
RYAN**

RYAN HILL REALTY, LLC
Naperville, Illinois

296 sides



**CLIFFORD
ROE**

ROE REALTY
Seminole, Florida

279 sides

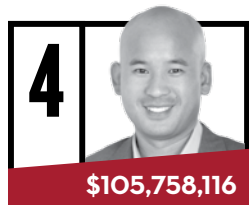


**DON
PINGARO**

OCEAN INSIDERS LLC
Davie, Florida

259 sides

TOP SALES PROFESSIONALS
BY 2015 INDIVIDUAL VOLUME



PHIL CHEN
SYBARITE INVESTMENTS
Burlingame, California

\$105,758,116



MARCUS LEE
CLIMB REAL ESTATE GROUP
San Francisco, California

\$76,864,000



RANDALL CHAR
CHAR LUXURY REAL ESTATE
Las Vegas, Nevada

\$61,193,000



DAMIEN ZANOLINI
COLDWELL BANKER ISLAND
PROPERTIES | MAUI
Maui, Hawaii

\$59,594,500



COCO TAN
KELLER WILLIAMS REALTY
Cupertino, California

\$58,035,262



JOHN REZA PARSIANI
CERVERA REAL ESTATE
Miami, Florida

\$56,432,300



LILY LIANG
CHRISTIE'S INTERNATIONAL REAL
ESTATE | STRAND HILL PROPERTIES
Rancho Palos Verdes, California

\$56,398,400

TOP SALES PROFESSIONALS
BY 2015 INDIVIDUAL SIDES



**SUNDEEP "SUNNY"
LAMBA**
PUBLIX REALTY
Bloomington, Illinois

248 sides



JONATHAN GINEO
NUTMEG PROPERTIES
Wethersfield, Connecticut

226 sides



KATRINA WASHINGTON
STRATOS REALTY GROUP LLC
Oklahoma City, Oklahoma

198 sides



DANIELLE RILEY
BETTER HOMES AND GARDENS REAL
ESTATE | PROSPERITY
Rochester, New York

190 sides



STEPHANIE VITACCO
KELLER WILLIAMS REALTY
Encino, California

183 sides



CLIFFORD PONTE
CENTURY 21 ASSOCIATES
Fall River, Massachusetts

144 sides



COYA SMITH
SMITH PARTNERS & ASSOCIATES
Downers Grove, Illinois

144 sides

TOP SALES PROFESSIONALS BY 2015 INDIVIDUAL VOLUME

RANK	NAME	COMPANY	LOCATION	2015 VOLUME
11	Susan Greenfield	Christie's International Real Estate Brown Harris Stevens	New York, New York	\$50,440,000
12	Tracy Allen	Coldwell Banker Pacific Properties	Honolulu, Hawaii	\$44,856,680
13	James Bineau	Coldwell Banker Mason Morse	Aspen, Colorado	\$42,714,229
14	Joel Schemmel	Sotheby's International Realty Premiere	Sarasota, Florida	\$42,554,975
15	Rama Mehra	Keller Williams Realty	Danville, California	\$40,523,120
16	Carol Reen	Coldwell Banker	San Francisco, California	\$39,536,750
17	Stephen Haw	RE/MAX Estate Properties	Palos Verdes Peninsula, California	\$39,150,875
18	David DeSantis	Sotheby's International Realty TTR	Washington, DC	\$39,018,139
19	Teresa Ryan	Ryan Hill Realty, LLC	Naperville, Illinois	\$37,999,526
20	Sundeep "Sunny" Lamba	Publix Realty	Bloomington, Illinois	\$36,111,801
21	Nathan Nunes	Better Homes and Gardens Real Estate JF Finnegan	San Mateo, California	\$34,548,888
22	Cliff Roe	Roe Realty	Seminole, Florida	\$34,164,582
23	Johnny Wong	Century 21 Masters	Walnut, California	\$33,607,827
24	Joe Liu	Keller Williams Realty The Liu Group	Portland, Oregon	\$33,145,902
25	Dawn Thomas	Sotheby's International Realty	Palo Alto, California	\$32,552,000
26	Janice Lee	Coldwell Banker	San Francisco, California	\$30,515,750
27	George Chao	Coldwell Banker Commercial NRT	San Francisco, California	\$30,052,500
28	Peter Wardhana	RE/MAX Accord	Castro Valley, California	\$28,950,300
29	Jessica Ye	Keller Williams Realty	Cambridge, Massachusetts	\$28,537,250
30	Randi Brazen	Sotheby's International Realty Brazen	Bellevue, Washington	\$27,257,500

TOP SALES PROFESSIONALS BY 2015 INDIVIDUAL SIDES

RANK	NAME	COMPANY	LOCATION	2015 SIDES
11	James Starwalt	Better Homes and Gardens Real Estate Star Homes	Grayslake, Illinois	136
12	Joyce Essex-Harvey	Coldwell Banker The Harvey Group, Inc	Beverly Hills, California	130
13t	Jillian Batchelor	Realty One Group	Las Vegas, Nevada	104
13t	Joe Liu	Keller Williams Realty The Liu Group	Portland, Oregon	104
15	Victoria Silvano	Century21 SGR	Chicago, Illinois	100
16	Sabriya Scott	Scott Realty Professionals	Savannah, Georgia	93
17	Tuan Nguyen	AMX Realty	Plano, Texas	91
18	Susan Kliesen	RE/MAX Center	Grayson, Georgia	88
19	Gregorio Cirone	Interdome Realty	Elmwood Park, Illinois	82
20	Jennifer Fredericks	Better Homes and Gardens Real Estate Preferred Living	Houston, Texas	80
21t	Brandy Nelson	Point Home Realty/PHR Commercial	Palm Desert, California	78
21t	John Reza Parsiani	Cervera Real Estate	Miami, Florida	78
23	Tere Foster	Avenue Properties Team Foster	Bellevue, Washington	75
24	Stephany Oliveros	Keller Williams Preferred Realty	Chicago, Illinois	74
25t	Josie Lin	RE/MAX United	Houston, Texas	66
25t	Jessica Ye	Keller Williams Realty	Cambridge, Massachusetts	66
27	Donna Reid	Coldwell Banker	Miami, Florida	64
28	LuAnn Shikasho	Keller Williams Realty	Elk Grove, California	60
29	Huong "Hanna" Dam	Coldwell Banker Premier Realty	Las Vegas, Nevada	58
30	Marcus Lee	Climb Real Estate Group	San Francisco, California	56

TOP SALES PROFESSIONALS BY 2015 INDIVIDUAL VOLUME

RANK	NAME	COMPANY	LOCATION	2014 VOLUME
31	Steve Hayashi	Coldwell Banker	Arcadia, California	\$25,736,500
32	Tina Mak	Coldwell Banker	Burnaby, British Columbia	\$25,688,000
33	Clifford Ponte	Century 21 Real Estate	Fall River, Massachusetts	\$25,205,714
34	Christi Clark	Coldwell Banker Bain	Bellevue, Washington	\$24,032,223
35	Jillian Batchelor	Realty One Group	Las Vegas, Nevada	\$24,000,000
36	Bob Hansen	Island Sotheby's Realty Maui Luxury Real Estate LLC	Kihei, Hawaii	\$23,463,150
37	Jack Tyrrell	Jack Tyrrell & Company Inc.	Honolulu, Hawaii	\$23,359,000
38	Moira Holden	Better Homes and Gardens Real Estate Gary Green	Spring, Texas	\$23,204,426
39	Coya Smith	Smith Partners & Associates	Downers Grove, Illinois	\$23,121,302
40	Lina Shah	Coldwell Banker Residential Brokerage	Oak Brook, Illinois	\$22,819,500
41	Vinny MaNguyen	ERA Michael James Real Estate	Oakland, California	\$22,686,097
42	Lota de Castro	Paragon Real Estate Group	San Francisco, California	\$22,572,500
43	John Eric	Sotheby's International Realty TTR	Washington, DC	\$22,123,750
44	James Starwalt	Better Homes and Gardens Real Estate Star Homes	Grayslake, Illinois	\$22,000,000
45	Jonathan Gineo	Nutmeg Property Group	Wethersfield, Connecticut	\$21,847,146
46	LuAnn Shikasho	Keller Williams Realty	Elk Grove, California	\$21,261,000
47	Becky Gray	Sotheby's International Realty Realogics	Medina, Washington	\$20,750,713
48	Lynda Gann	Berkshire Hathaway HomeServices Drysdale Properties	Danville, California	\$20,444,940
49	Kenny Truong	Climb Real Estate	Oakland, California	\$20,442,000
50	Gregorio Cirone	Interdome Realty	Elmwood Park, Illinois	\$20,002,931

TOP SALES PROFESSIONALS BY 2015 INDIVIDUAL SIDES

RANK	NAME	COMPANY	LOCATION	2014 SIDES
31	Tony Ngo	Real Estate Performance Group	Clackamas, Oregon	54
32	Tasha Soundara	RE/MAX Results	Minneapolis, Minnesota	53
33t	Tram Chu	West USA Realty	Peoria, Arizona	52
33t	Li Huong Lanz	John L Scott Real Estate	West Linn, Oregon	52
33t	Vinny MaNguyen	ERA Michael James Real Estate	Oakland, California	52
33t	Kenny Truong	Climb Real Estate	Oakland, California	52
37t	Will Freeman	Better Homes and Gardens Real Estate The Beach Company	Mount Pleasant, South Carolina	45
37t	Moira Holden	Better Homes and Gardens Real Estate Gary Greene	Spring, Texas	45
39	Brad Carlson	Better Homes and Gardens Real Estate Gary Greene	Spring, Texas	43
40	Danny Leung	Century 21 Redwood Realty	Alexandria, Virginia	42
41t	Christi Borden	Better Homes and Gardens Real Estate Gary Greene	Spring, Texas	41
41t	Linda Lee	Keller Williams San Diego Metro	San Diego, California	41
43t	Joseph Carvalho	VICTORIA Realty	New Bedford, Massachusetts	40
43t	Fran Reali	Better Homes and Gardens Real Estate Safari	Staten Island, New York	40
43t	Joel Schemmel	Sotheby's International Realty - Premiere	Sarasota, Florida	40
45t	Randall Char	Char Luxury Real Estate	Las Vegas, Nevada	38
45t	Barbara Han	RE/MAX Distinguished Homes and Properties	Bronxville, New York	38
45t	Lina Shah	Coldwell Banker Residential Brokerage	Oak Brook, Illinois	38
45t	Kathy Xu	RE/MAX Realty Group	North Potomac, Maryland	38
50	Christina Shaw	Berkshire Hathaway HomeServices	Newport Beach, California	37

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TOP SALES PROFESSIONALS BY 2015 TEAM VOLUME

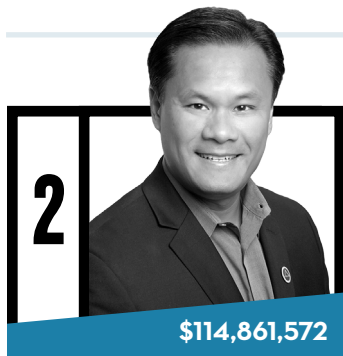


**RAQUEL
QUINET**

KELLER WILLIAMS REALTY
THE FIVE DOORS TEAM

**Goodyear,
Arizona**

\$219,440,872

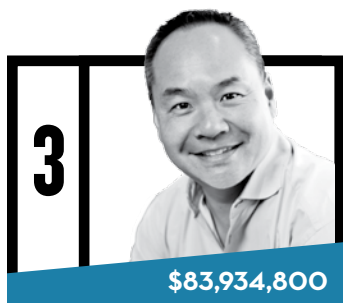


**LONG
DOAN**

REALTY GROUP, INC.

**Minneapolis,
Minnesota**

\$114,861,572



**TONY
JOE**

RE/MAX CAMOSUN
OAK BAY

**Victoria,
British Columbia**

\$83,934,800

TOP SALES PROFESSIONALS BY 2015 TEAM SIDES

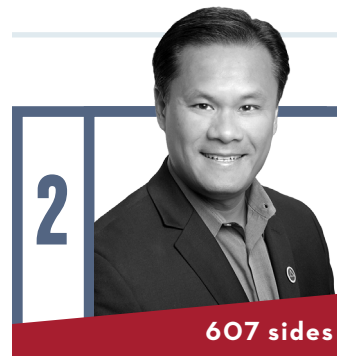


**RAQUEL
QUINET**

KELLER WILLIAMS REALTY
THE FIVE DOORS TEAM

**Goodyear,
Arizona**

792 sides

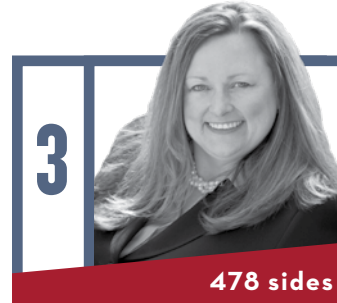


**LONG
DOAN**

REALTY GROUP, INC.

**Minneapolis,
Minnesota**

607 sides



**AMY
KITE**

KELLER WILLIAMS REALTY
INFINITY | THE KITE TEAM

**Naperville,
Illinois**

478 sides

TOP SALES PROFESSIONALS BY 2015 TEAM VOLUME

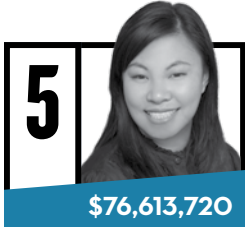


KAREN BALDWIN

BERKSHIRE HATHAWAY HOME
SERVICES | ARIZONA PROPERTIES

Carefree, Arizona

\$78,187,525



LISA VO

RE/MAX PRESTIGE
HOUSTON NEW HOME TEAM

Houston, Texas

\$76,613,720



AMY KITE

KELLER WILLIAMS REALTY INFINITY
THE KITE TEAM

Naperville, Illinois

\$75,000,000



PETE MIDDLETON

COLDWELL BANKER RESIDENTIAL
BROKERAGE

La Jolla, California

\$73,222,699

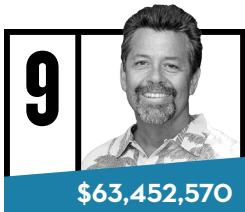


ZAR ZANGANEH

LUXE ESTATES & LIFESTYLES

**Las Vegas,
Nevada**

\$65,741,219



DANO SAYLES

RE/MAX LIFESTYLE

**Kihei,
Hawaii**

\$63,452,570



AMY LIPPINCOTT

BETTER HOMES AND GARDENS
REAL ESTATE | GARY GREENE

Spring, Texas

\$51,020,413

TOP SALES PROFESSIONALS BY 2015 TEAM SIDES



LISA VO

RE/MAX PRESTIGE
HOUSTON NEW HOME TEAM

Houston, Texas

441 sides



AMY LIPPINCOTT

BETTER HOMES AND GARDENS
REAL ESTATE | GARY GREENE

Spring, Texas

172 sides



JOE SAUTER

JOE SAUTER REALTY

**Lake Worth,
Florida**

141 sides



ZAR ZANGANEH

LUXE ESTATES & LIFESTYLES

**Las Vegas,
Nevada**

135 sides



NORMAN FRENK

BETTER HOMES AND GARDENS
REAL ESTATE | GARY GREENE

Spring, Texas

118 sides



TOMMY CHOI

WEINBERG CHOI REALTY

**Chicago,
Illinois**

111 sides



LAURA SORIDE

RE/MAX AFFILIATES

**Coralville,
Iowa**

93 sides

A LIST 2016 AREAA

TOP MORTGAGE LOAN ORIGINATORS

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TOP MORTGAGE LOAN ORIGINATORS BY 2015 VOLUME



1

MICHELLE KIM

HSBC

Los Angeles, California

\$105 MILLION



2

KEN CHEUNG

PROSPECT MORTGAGE

Bayside, New York

\$86 MILLION



3

DICK LEE

LUXURY MORTGAGE

NEWTON, MASSACHUSETTS

\$63.3 MILLION

TOP MORTGAGE LOAN ORIGINATORS BY 2015 UNITS FUNDED



1

KHAI NGUYEN

ABSOLUTE MORTGAGE & LENDING

Dallas, Texas

324 UNITS



2

TRISHUL VAGHANI

BLUESTAR MORTGAGE, INC

Chicago, Illinois

285 UNITS



3

GRACE MORROW

GUARDIAN MORTGAGE COMPANY





RICHARDSON, TEXAS

235 UNITS

**TOP MORTGAGE LOAN ORIGINATORS
BY 2015 VOLUME**

Rank	Name	Company	Location	2015 Volume in Millions
4	 KHUE DANG	Union Bank	Bellevue, Washington	\$ 61.5
5	 ACE WATANASUPARP	Citizens Bank	New York, New York	\$ 59
6	 GRACIE MORROW	Guardian Mortgage Company	Richardson, Texas	\$ 57.2
7	 KAREN CHIU	New American Funding	Pasadena, California	\$ 52

**TOP MORTGAGE LOAN ORIGINATORS
BY 2015 UNITS FUNDED**

Rank	Name	Company	Location	2015 Units Funded
4	 KEN CHEUNG	Prospect Mortgage	Bayside, New York	234
5	 DICK LEE	Luxury Mortgage	Newton, Massachusetts	187
6	 MIKE PARK	Wells Fargo	Blaine, Minnesota	176
7	 JOSHUA NIEVES	Residential Mortgage Services	Las Vegas, Nevada	154

continued →

Rank		Name	Company	Location	2015 Volume in Millions
8		KHAI NGUYEN	Absolute Mortgage & Lending	Dallas, Texas	\$ 51.4
9		TRISH VAGHANI	Bluestar Mortgage, Inc	Chicago, Illinois	\$ 41.0
10		GEOFFREY NGUYEN	HomeStreet Bank	Brea, California	\$ 40.2
11		NIKITAS KOUIMANIS	United Northern Mortgage Bankers	Levittown, New York	\$ 40.1
12		RICHARD WANG	The Loan Story	Santa Clara, California	\$ 39.3
13		LOANN LE	Bank of America	Mercer Island, Washington	\$ 39.0
14		GRACE BYUN	Flagstar	Columbia, Maryland	\$ 35.7
15		AMY LEE	HomeStreet Bank	Pasadena, California	\$ 33.7
16		EDWARD HAN	Wells Fargo	McLean, Virginia	\$ 33.3
17		JOSHUA NIEVES	Residential Mortgage Services	Las Vegas, Nevada	\$ 32.0
18		NIRMALYA MODAK	Wells Fargo	San Jose, California	\$ 31.8
19		JOICE CHANG	Chase	Irvine, California	\$ 30.7
20		ADAM SKLAR	Chase	Torrance, California	\$ 30.0

Rank		Name	Company	Location	2015 Units Funded
8		LOANN LE	Bank of America	Mercer Island, Washington	140
9		KAREN CHIU	New American Funding	Pasadena, California	139
10		MICHELLE KIM	HSBC	Los Angeles, California	111
11		JAMES CHEN	Citizen's Bank	New York, New York	110
12		NIKITAS KOUIMANIS	United Northern Mortgage Bankers	Levittown, New York	109
13		GRACE BYUN	Flagstar	Columbia, Maryland	109
14		CHIEN MONTERO	Wells Fargo	Clackamas, Oregon	109
15		KHUE DANG	Union Bank	Bellevue, Washington	108
16		GEOFFREY NGUYEN	HomeStreet	Brea, California	108
17		JAIME WAMBACH	American Mortgage & Equity Consultants	Coon Rapids, Minnesota	98
18		JOICE CHANG	Chase	Irvine, California	93
19		PATRICK LY	Flagstar	Reston, Virginia	91
20		RICHARD WANG	The Loan Story	Santa Clara, California	86