

2017 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 2016 production, the 2017 "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 2016 INDIVIDUAL VOLUME



**TERE
FOSTER**

AVENUE PROPERTIES
TEAM FOSTER
**Bellevue,
Washington**

\$174,498,000



**MARCUS
LEE**

CLIMB REAL ESTATE
GROUP
**San Francisco,
California**

\$88,010,657



**DANO
SAYLES**

RE/MAX LIFESTYLE
**Wailea,
Hawaii**

\$65,272,250

TOP SALES PROFESSIONALS BY 2016 INDIVIDUAL SIDES



**SUNNY
LAMBA**

PUBLIX REALTY
**Bloomindale,
Illinois**

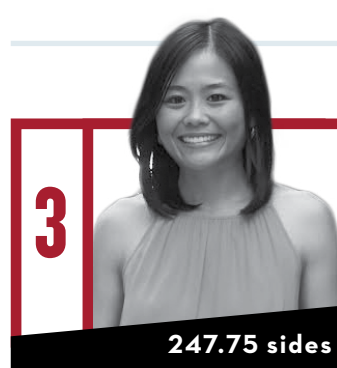
367 sides



**MITAL
AMIN**

SILVER AND OAK REALTY
**Jersey City,
New Jersey**

257 sides

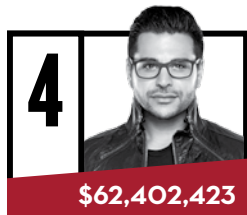


**DANIELLE
MOY**

COLDWELL BANKER
RESIDENTIAL
**Orland Park,
Illinois**

247.75 sides

TOP SALES PROFESSIONALS BY 2016 INDIVIDUAL VOLUME



ZAR ZANGANEH

LUXE ESTATES & LIFESTYLES

Las Vegas, Nevada

\$62,402,423

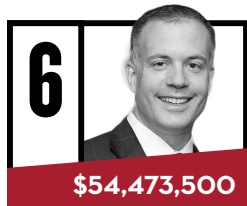


TINA CHEUNG

THE GOLD STANDARD GROUP OF
RE/MAX REALTY CENTRE

Olney, Maryland

\$62,000,000

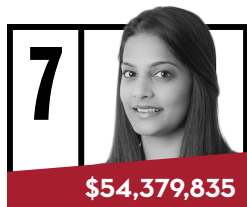


DAVID DESANTIS

TTR SOTHEBY'S INTERNATIONAL
REALTY

Chevy Chase, Maryland

\$54,473,500



MITAL AMIN

SILVER AND OAK REALTY

Jersey City, New Jersey

\$54,379,835



SUNNY LAMBA

PUBLIX REALTY

Bloomindale, Illinois

\$52,834,827



HERMAN CHAN

GOLDEN GATE SOTHEBY'S
INTERNATIONAL REALTY

Berkeley, California

\$49,000,000



MARY ANN OSBORN

NEXT CENTURY REALTY

Los Angeles, California

\$48,125,000

TOP SALES PROFESSIONALS BY 2016 INDIVIDUAL SIDES



DONNIE PINGARO

ISG ASIA LLC, OCEAN INSIDERS LLC,
51 MIAMI REALTY LLC

Davie, Florida

198 sides



TERESA RYAN

RYAN HILL REALTY, LLC

Naperville, Illinois

175 sides



DANIELLE RILEY

BETTER HOMES AND GARDENS REAL
ESTATE PROSPERITY

Rochester, New York

174 sides



RALPH BARONE

NJ REO ASSET MANAGEMENT &
REALTY, INC.

Bloomfield, New Jersey

172 sides



CLIFFORD PONTE

CENTURY 21 ASSOCIATES
REALTY, INC.

Fall River, Massachusetts

159 sides



KATRINA WASHINGTON

STRATOS REALTY GROUP LLC

Oklahoma City, Oklahoma

150 sides



SABRIYA SCOTT

SCOTT REALTY PROFESSIONALS

Savannah, Georgia

123 sides

TOP SALES PROFESSIONALS BY 2016 INDIVIDUAL VOLUME

RANK	NAME	COMPANY	LOCATION	2015 VOLUME
11	ChienShen (Steven) Huang	Compass	San Francisco, California	\$45,077,303
12	Cindy Cheung	BHGRE Safari	Staten Island, New York	\$42,870,800
13	Herman Chan	Golden Gate Sotheby's International Realty	Berkeley, California	\$42,659,150
14	Danielle Moy	Coldwell Banker Residential	Orland Park, Illinois	\$42,467,866
15	Margo Bohlin	BHGRE Rand Realty	New City, New York	\$41,498,620
16	Michael Hern	Prominent Properties Sotheby's International Realty	New Jersey, New Jersey	\$38,204,990
17	Jessica Ye	Keller Williams Realty	Wellesley Hills, Massachusetts	\$36,665,115
18	Christina Chung	Coldwell Banker	San Francisco, California	\$36,393,000
19	Janice Lee	Coldwell Banker	San Francisco, California	\$35,889,500
20	Lisa Whittaker	Coldwell Banker Bain	Bellevue, Washington	\$34,088,000
21	Carol Reen	Coldwell Banker Residential Brokerage	San Francisco, California	\$30,938,000
22	Johnny Rojas	CENTURY 21 JR Gold Team Realty	Garfield, New Jersey	\$30,207,880
23	Linda Lee	Keller Williams San Diego Metro	San Diego, California	\$29,379,876
24	Clifford Ponte	CENTURY 21 Associates Realty, Inc.	Fall River, Massachusetts	\$28,826,447
25	Teresa Ryan	Ryan Hill Realty, LLC	Naperville, Illinois	\$27,851,336
26	Noemi Morales Barile	Coldwell Banker Residential Brokerage	New City, New York	\$27,847,499
27	Ralph Barone	NJ REO Asset Management & Realty, Inc	Bloomfield, New Jersey	\$27,302,637
28	Tony Yeh	United Realty, Inc.	Vienna, Virginia	\$26,275,570
29	Randy Char	Char Luxury Real Estate	Las Vegas, Nevada	\$25,672,000
30	Dana Hall-Bradley	Better Homes and Gardens Real Estate Fine Living	Celebration, Florida	\$25,000,000

TOP SALES PROFESSIONALS BY 2016 INDIVIDUAL SIDES

RANK	NAME	COMPANY	LOCATION	2015 SIDES
11	Johnny Rojas	CENTURY 21 JR Gold Team Realty	Garfield, New Jersey	106
12	Margo Bohlin	BHGRE Rand Realty	New City, New York	102.1
13	Cindy Cheung	BHGRE Safari	Staten Island, New York	100
14	Dana Hall-Bradley	Better Homes and Gardens Real Estate Fine Living	Celebration, Florida	97
15	Nancy Yang	Re/Max Results	Redondo Beach, California	90
16t	Michael Hern	Prominent Properties Sotheby's International Realty	New Jersey, New Jersey	85
16t	Jessica Ye	Keller Williams Realty	Wellesley Hills, Massachusetts	85
18	Susan Kliesen	RE/MAX Center	Grayson, Georgia	83
19	John O'Reilly	BHGRE Base Camp	Washington, D.C	81
20	Tere Foster	Team Foster at Avenue Properties	Bellevue, Washington	79
21	Jim Starwalt	BHGRE Star Homes	Grayslake, Illinois	76.5
22	Sarah Han	CENTURY 21 S.G.R., Inc.	Chicago, Illinois	70
23	Danielle Wise	BHGRE Capital Area	Harrisburg, Pennsylvania	69.6
24	Les Twarog	RE/MAX Crest Realty Westside	Vancouver, British Columbia	64
25	LuAnn Shikasho	LuAnn's Homes Inc	Elk Grove, California	63
26t	Brandy Nelson	Windermere Homes & Estates	Palm Desert, California	62
26t	Vicki Gessler	BHGRE Gary Greene	Cinco Ranch, Texas	62
28	Tuan Nguyen	AMX Realty	Plano, Texas	61
29t	Marcus Lee	Climb Real Estate Group	San Francisco, California	60
29t	David DeSantis	TTR Sotheby's International Realty	Chevy Chase, Maryland	60

TOP SALES PROFESSIONALS BY 2016 INDIVIDUAL VOLUME

RANK	NAME	COMPANY	LOCATION	2014 VOLUME
31	Cindy Hanson	Keller Williams Realty	Mission Viejo, California	\$24,515,197
32	Sarah Han	CENTURY 21 S.G.R., Inc.	Chicago, Illinois	\$23,924,755
33	Bob Hansen	Maui Luxury Real Estate LLC	Wailea, Hawaii	\$23,695,750
34	Zarine Batliwalla	BHGRE JF Finnegan	San Francisco, California	\$23,623,200
35	Jeremy Hu	Compass	New City, New York	\$23,500,000
36	Paul Siu	CENTURY 21 Masters	Walnut, California	\$23,301,949
37	Jamie Tian	Rodeo Realty	Los Angeles, California	\$23,186,040
38	Moirra Holden	BHGRE Gary Greene	Spring, Texas	\$23,066,864
39	John Eric	Compass	Arlington, Virginia	\$22,833,395
40	Judy Brose	CENTURY 21 M&M and Associates	Capitola, California	\$21,867,750
41	Georgie Pitron	BHGRE 43* North	Boise, Idaho	\$21,714,908
42	Michael Bui	EQ1 Real Estate	San Jose, California	\$21,000,000
43	LuAnn Shikasho	LuAnn's Homes Inc	Elk Grove, California	\$20,952,792
44	Tina Mak	Coldwell Banker Westburn Realty	Burnaby, British Columbia	\$19,126,000
45	Maria Hsu	Coldwell Banker Pacific Properties	Honolulu, Hawaii	\$19,000,000
46	Jeffrey DeJesus	BHGRE JF Finnegan	Daly City, California	\$18,674,235
47	John O'Reilly	BHGRE Base Camp	Washington, D.C	\$18,444,007
48	Armando Chacon	CENTURY 21 S.G.R., Inc.	Chicago, Illinois	\$17,717,731
49	Will Freeman	BHGRE The Beach Company	Mount Pleasant, South Carolina	\$17,707,125
50	Vicki Gessler	BHGRE Gary Greene	Cinco Ranch, Texas	\$16,806,821

TOP SALES PROFESSIONALS BY 2016 INDIVIDUAL SIDES

RANK	NAME	COMPANY	LOCATION	2014 SIDES
31	Georgie Pitron	BHGRE 43* North	Boise, Idaho	58
32	Kendall Caputo	BHGRE SYNERGY	Flagler Beach, Florida	55.6
33	Dano Sayles	RE/MAX Lifestyle	Wailea, Hawaii	54
34†	Zar Zanganeh	Luxe Estates & Lifestyles	Las Vegas, Nevada	53
34†	Trudi Iglesias	Coldwell Banker	White Palms, New York	53
34†	Danny Leung	Century 21 Redwood Realty	Washington, DC	53
37	Linda Lee	Keller Williams San Diego Metro	San Diego, California	51
38	Jamie Hering	BHGRE Star Homes	Grayslake, Illinois	47.5
39	Tony Yeh	United Realty, Inc.	Vienna, Washington	47
40†	Herman Chan	Golden Gate Sotheby's International Realty	Berkeley, California	46
40†	Monika Wilson	CENTURY 21 Sunbelt Realty	Cape Coral, Florida	46
42	Taurino Morales	CENTURY 21 S.G.R., Inc.	New City, New York	45
43	Will Freeman	BHGRE The Beach Company	Atlanta, Georgia	44.5
44†	Tony Ngo	Real Estate Performance Group	Clackamas, Oregon	42
44†	Bill Raine	Coldwell Banker Horizon Realty	Kelowna, British Columbia	42
44†	Michelle Deering	CENTURY 21 Fort Bragg Realty	San Francisco, California	42
44†	Lina Shah	Coldwell Banker	Oak Brook, Illinois	42
48	Billy Pena	Century 21 Semiao & Associates	Lyndhurst, New Jersey	41.5
49	Luminita Ispas	CENTURY 21 S.G.R., INC.	Chicago, Illinois	41.4
50	Joe Sauter	Joe Sauter Realty	Miami, Florida	41

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TOP SALES PROFESSIONALS BY 2016 TEAM VOLUME




1

**RAQUEL
QUINET**

KELLER WILLIAMS REALTY
THE FIVE DOORS TEAM

**Goodyear,
Arizona**

\$222,564,505




2

**LONG
DOAN**

REALTY GROUP, INC.

**Minneapolis,
Minnesota**

\$171,507,679



3

**CALVIN
GONG**

RE/MAX ADVANCED
REALTY

**Temple City,
California**

\$164,668,859

TOP SALES PROFESSIONALS BY 2016 TEAM SIDES




1

**RAQUEL
QUINET**

KELLER WILLIAMS REALTY
THE FIVE DOORS TEAM

**Goodyear,
Arizona**

932 sides



2

**LONG
DOAN**

REALTY GROUP, INC.

**Minneapolis,
Minnesota**

829 sides



3

**BLAIR
MYERS**

BHGRE SUCCESS -
BLAIR MYERS TEAM


**Atlanta,
Georgia**

386 sides

TOP SALES PROFESSIONALS BY 2016 TEAM VOLUME

4 
\$150,989,136

JULIANA LEE
KELLER WILLIAMS REALTY
Palo Alto, California

5 
\$117,269,790

MYRON KIRIU
BHGRE ADVANTAGE - MYRON N
KIRIU TEAM
Honolulu, Hawaii

6 
\$82,592,434

RICHARD SILVER
SOTHEBY'S INTERNATIONAL REALTY
CANADA
Toronto, Ontario

7 
\$81,571,125


TONY JOE
RE/MAX CAMOSUN OAK BAY
Victoria, British Columbia

8 
\$80,415,743

HUDSON SANTANA
SANTANA PROPERTIES TEAM /
KELLER WILLIAMS REALTY CAMBRIDGE
Kihei, Hawaii


9 
\$71,686,142

SAMANTHA TOV
RE/MAX GOLD
Elk Grove, California

10 
\$61,403,000

CHRISTINA CHUNG
COLDWELL BANKER
San Francisco, California

TOP SALES PROFESSIONALS BY 2016 TEAM SIDES

4 
322 sides

CALVIN GONG
RE/MAX ADVANCED REALTY
Tempe City, California

5 
219 sides

SAMANTHA TOV
RE/MAX GOLD
Elk Grove, California

6 
144 sides

HUDSON SANTANA
SANTANA PROPERTIES TEAM /
KELLER WILLIAMS REALTY CAMBRIDGE
Cambridge, Massachusetts

7 
134 sides


TONY JOE
RE/MAX CAMOSUN OAK BAY
Victoria, British Columbia

8 
133 sides

JILL SMITH
BETTER HOMES AND GARDENS REAL
ESTATE | GARY GREENE - JILL SMITH TEAM
Cypress, Texas

9 
115 sides

TOMMY CHOI
KELLER WILLIAMS CHICAGO -
LINCOLN PARK
Chicago, Illinois

10 
114.5 sides

MYRON KIRIU
BHGRE ADVANTAGE -
MYRON N KIRIU TEAM
Honolulu, Hawaii






A LIST 2017 AREAA

TOP MORTGAGE LOAN ORIGINATORS






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TOP MORTGAGE LOAN ORIGINATORS BY 2016 VOLUME

1		MICHELLE KIM HSBC BANK USA, N.A. Los Angeles, California \$135,831,011
2		YIHOU HAN STERLING BANK Irving, California \$114,000,000
3		FRANK HUN STERLING BANK Albuquerque, New Mexico \$111,000,000
4		LILLIAN WONG UNION BANK Palo Alto, California \$108,533,233
5		JAMES CHEN CITIZENS BANK New York City, New York \$106,027,532

TOP MORTGAGE LOAN ORIGINATORS BY 2016 UNITS FUNDED

1		KHAI NGUYEN ABSOLUTE MORTGAGE & LENDING Dallas, Texas 333 Units
2		JAMES CHEN CITIZENS BANK New York City, New York 221 Units
3		YIHOU HAN STERLING BANK Irving, California 210 Units
4		FRANK HU STERLING BANK Albuquerque, New Mexico 188 Unit
5		MIKE PARK WELLS FARGO HOME MORTGAGE Blaine, Minnesota 176 Unit

TOP MORTGAGE LOAN ORIGINATORS BY 2016 VOLUME

RANK	NAME	COMPANY	LOCATION	2014 VOLUME
6	Coco Hassan	Wells Fargo Home Mortgage	San Mateo, California	\$103,817,000
7	Simon Yu	Union Bank	Bellevue, Washington	\$76,600,000
8	Khue Dang	Union Bank	Bellevue, Washington	\$75,600,000
9	James Ni	Sterling Bank	San Mateo, CA	\$60,000,000
10	Khai Nguyen	Absolute Mortgage & Lending	Dallas, Texas	\$58,138,187
11	Samantha Baig	Chase	Redondo Beach, California	\$55,221,000
12	Kitty Lee	Loan Depot	San Bruno, California	\$54,948,550
13	Nikitas Kouimanis	Jet Direct Mortgage	Bay Shore, New York	\$53,204,773
14	Phyllis Lau	Sterling Bank	Cupertino, California	\$52,000,000
15	Loann Le	Bank of America	Bellevue, Washington	\$48,898,855
16	Mark Shiraiwa	Chase	Rolling Hills Estates, California	\$48,723,000
17	Qian Hun	Sterling Bank	Fremont, California	\$46,000,000
18	Karen Chiu	New American Funding	Pasadena, California	\$44,323,393
19	Ricky Lam	Sterling Bank	Sunset, California	\$44,000,000
20	Kathleen Dinh	Chase	Huntington Beach, California	\$43,235,000

TOP MORTGAGE LOAN ORIGINATORS BY 2016 UNITS FUNDED

RANK	NAME	COMPANY	LOCATION	2014 VOLUME
6	Nikitas Kouimanis	Jet Direct Mortgage	Bay Shore, New York	151
7	Simon Yu	Union Bank	Bellevue, Washington	143
8	Michelle Kim	HSBC Bank USA, N.A.	Los Angeles, California	141
9	Coco Hassan	Wells Fargo Home Mortgage	San Mateo, California	130
10	Kendra Haverkamp	Wells Fargo Home Mortgage	Las Vegas, Nevada	127
11	Loann Le	Bank of America	Bellevue, Washington	122
12	Trishul Vaghani	Bluestar Mortgage, Inc	Schaumburg, Illinois	120
13	Khue Dang	Union Bank	Bellevue, Washington	118
14	Lillian Wong	Union Bank	Palo Alto, California	112
15	Phyllis Lau	Sterling Bank	Cupertino, California	104
16	Karen Chiu	New American Funding	Pasadena, California	100
17	Saloni Merchant	Wells Fargo Home Mortgage	Austin, Texas	99
18	James Ni	Sterling Bank	San Mateo, California	97
19	Kitty Lee	Loan Depot	San Bruno, California	95
20	Marc Bui	Loan Depot	Newport Beach, California	94