

AREAA A-LIST

2019 TOP PRODUCERS

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 2018 production, the 2019 "A-List" is comprised of the top 50 applicants in each of the two categories: SALES VOLUME and TRANSACTION SIDES.

TOP SALES PROFESSIONALS BY 2018 INDIVIDUAL VOLUME



1 \$176,064,666

**TERE
FOSTER**

TEAM FOSTER AT
COMPASS WASHINGTON
Bellevue, WA



2 \$167,456,425

**PHIL
CHEN**

SYBARITE
Burlingame, CA



3 \$110,638,776

**MOYA
SKILLMAN**

TEAM FOSTER AT
COMPASS WASHINGTON
Bellevue, WA

TOP SALES PROFESSIONALS BY 2018 INDIVIDUAL SIDES



1 225

**MITAL
AMIN**

SILVER AND OAK REALTY
Jersey City, NJ



T2 209

**DANIELLE
MOY**

COLDWELL BANKER
RESIDENTIAL BROKERAGE
Orland Park, IL



T2 209

**SABRIYA
SCOTT**

SCOTT REALTY
PROFESSIONALS
Savannah, GA



TOP SALES PROFESSIONALS BY 2018 INDIVIDUAL VOLUME

4



MITAL AMIN

SILVER AND OAK REALTY

Jersey City, NJ

\$98,475,142

5



TRACY ALLEN

COLDWELL BANKER PACIFIC PROPERTIES

Honolulu, HI

\$88,942,100

6



YVONNE SUMMERFIELD

RE/MAX KAUAI LIVING

Kalaheo, HI

\$56,544,386

7



DANIELLE MOY

COLDWELL BANKER RESIDENTIAL BROKERAGE

Orland Park, IL

\$46,201,123

8



HERMAN CHAN

GOLDEN GATE SOTHEBY'S INT'L REALTY

Berkeley, CA

\$45,463,227

9



DAVID DESANTIS

TTR SOTHEBY'S INTERNATIONAL REALTY

Chevy Chase, MD

\$44,921,575

10



TINA CHEUNG

THE GOLD STANDARD GROUP WITH EXP REALTY

Rockville, MD

\$41,823,604

TOP SALES PROFESSIONALS BY 2018 INDIVIDUAL SIDES

4



BLAIR MYERS

BETTER HOMES AND GARDENS REAL ESTATE

Warner Robins, GA

186

5



DONNIE PINGARO

OCEAN INSIDERS LLC

Davie, FL

109

6



RANDY HATADA

XPAND REALTY

Las Vegas, NV

103

7



TINA CHEUNG

THE GOLD STANDARD GROUP WITH EXP REALTY

Rockville, MD

94

8



MICHAEL TRAN

PROPERTY WORKS NEW ENGLAND

Wethersfield, CT

92

9



LUANN SHIKASHO

EXP REALTY OF CALIFORNIA, INC

Elk Grove, CA

75

10



YVONNE SUMMERFIELD

RE/MAX KAUAI LIVING

Kalaheo, HI

68



AREAA A-LIST 2019 TOP PRODUCERS

TOP SALES PROFESSIONALS BY 2018 INDIVIDUAL VOLUME

RANK	NAME	COMPANY	LOCATION	VOLUME
11	Randall Char	Char Luxury Real Estate	Las Vegas, NV	\$41,818,236
12	Kenneth Er	Compass	Oakland, CA	\$37,586,090
13	Leian Harosky	Coldwell Banker Pacific Properties	Kapolei, HI	\$37,166,757
14	Janice Lee	Coldwell Banker	San Francisco, CA	\$36,692,390
15	LuAnn Shikasho	EXP Realty of California, INC	Elk Grove, CA	\$31,454,331
16	Carol Reen	Compass	San Francisco, CA	\$31,370,000
17	John Messina	Daniel Gale Sotheby's International Realty	Cold Spring Harbor, NY	\$30,873,450
18	Melanie Leung	Sequoia Real Estate	San Francisco, CA	\$30,760,000
19	Lina Shah	Coldwell Banker Residential Brokerage	Oak Brook, IL	\$30,401,750
20	Linda Lee	Keller Williams SD Metro	San Diego, CA	\$29,714,475
21	Blair Myers	Better Homes and Gardens Real Estate	Warner Robins, GA	\$28,829,134
22	Susan Borochoy	Coldwell Banker Pacific Properties	Honolulu, HI	\$28,253,064
23	Beth Chang	Coldwell Banker Pacific Properties	Honolulu, HI	\$27,608,800
24	Randy Hatada	Xpand Realty	Las Vegas, NV	\$27,290,684
25	Amy Duong Kim	Compass	Chicago, IL	\$26,646,224
26	Iku Honda	Coldwell Banker Pacific Properties	Honolulu, HI	\$25,707,900
27	Jessica Ye	Keller Williams Realty	Cambridge, MA	\$25,614,699
28	Lisa Whittaker	Coldwell Banker Bain	Bellevue, WA	\$24,447,000
29	Sabriya Scott	Scott Realty Professionals	Savannah, GA	\$23,259,466
30	Sylvia Lee	Intero Real Estate Services	San Jose, CA	\$22,689,884



AREAA A-LIST 2019 TOP PRODUCERS

TOP SALES PROFESSIONALS BY 2018 INDIVIDUAL SIDES

RANK	NAME	COMPANY	LOCATION	SIDES
T11	Andrew Peters	Village Realty	Atlanta, Ga	63
T11	Leian Harosky	Coldwell Banker Pacific Properties	Kapolei, HI	63
T11	Tere Foster	Team Foster at Compass Washington	Bellevue, WA	63
T14	Amy Duong Kim	Compass	Chicago, IL	59
T14	Susan Kliesen	RE/MAX	Duluth, GA	59
16	Helen Nguyen	Point Honors and Associates, Realtors	Duluth, GA	58
17	Danny Leung	Century 21 Redwood Realty	Washington, DC	57
18	Judy Cuong	Portfolio Real Estate	Elk Grove, CA	56
19	Tim Hur	Point Honors and Associates, Realtors	Duluth, GA	55
20	Tram Chu	West USA Realty	Phoenix, AZ	50
21	Dana Hall-bradley	Better Homes and Gardens Real Estate	Celebration, FL	49
T22	Job Hammond	Dash Realty	Austin, TX	48
T22	Jessica Ye	Keller Williams Realty	Cambridge, MA	47
T22	Kenneth Er	Compass	Oakland, CA	47
T22	Li Huong Lanz	John L Scott	Happy Valley, OR	47
T26	Lina Shah	Coldwell Banker Residential Brokerage	Oak Brook, IL	44
T26	Bonnie Lai	RE/MAX Unlimited	Brookline, MA	44
T26	Linda Lee	Keller Williams SD Metro	San Diego, CA	44
29	Crystal Ansay	Real Living Diamond, Realtors®	Clovis, CA	43
30	David DeSantis	TTR Sotheby's International Realty	Chevy Chase, MD	43



AREAA A-LIST 2019 TOP PRODUCERS

TOP SALES PROFESSIONALS BY 2018 INDIVIDUAL VOLUME

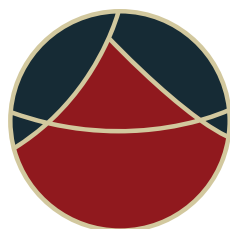
RANK	NAME	COMPANY	LOCATION	VOLUME
31	Judy Cuong	Portfolio Real Estate	Elk Grove, CA	\$21,835,667
32	Kawing Chiu	Tom Crimmins Realty	Staten Island, NY	\$20,745,786
33	Annie Chang	Sequoia Real Estate	San Mateo, CA	\$20,706,000
34	William Tong	Golden Land Investments & Financial, Inc.	Pasadena, CA	\$20,013,000
35	Christie Xie	Keller Williams Realty, Nuage Group	Brighton, MA	\$19,323,260
36	Tim Hur	Point Honors and Associates, Realtors	Duluth, GA	\$18,402,911
37	Li Huong Lanz	John L Scott	Happy Valley, OR	\$18,392,300
38	Susan Kliesen	RE/MAX	Duluth, GA	\$18,314,982
39	Helen Nguyen	Point Honors and Associates, Realtors	Duluth, GA	\$17,252,670
40	Li Xu	Areate Realty	Lake Mary, FL	\$17,250,756
41	George Wang	Harvest Realtors	Manhattan Beach, CA	\$17,194,000
42	Job Hammond	Dash Realty	Austin, TX	\$17,165,456
43	Dana Hall-Bradley	Better Homes and Gardens Real Estate	Celebration, FL	\$17,000,350
44	Jamie Tian	Rodeo Realty	Los Angeles, CA	\$16,748,554
45	PJ Santiago	The Santiago Real Estate Team at KW Capital Properties	Fairfax, VA	\$16,133,149
46	M Nobu Ito	Keller Williams	San Francisco, CA	\$16,101,864
47	Maria Hsu	Coldwell Banker	Honolulu, HI	\$14,784,500
48	Tony Ngo	Real Estate Performance Group	Clackamas, OR	\$14,770,000
49	Bonnie Lai	RE/MAX Unlimited	Brookline, MA	\$14,107,463
50	Julie Tran	Berkshire Hathaway Home Services	Irvine, CA	\$13,877,800



AREAA A-LIST 2019 TOP PRODUCERS

TOP SALES PROFESSIONALS BY 2018 INDIVIDUAL SIDES

RANK	NAME	COMPANY	LOCATION	SIDES
T31	Li Xu	Areate Realty	Lake Mary, FL	40
T31	Phil Chen	Sybarite	Burlingame, CA	40
T31	Herman Chan	Golden Gate Sotheby's Int'l Realty	Berkeley, CA	40
34	Randall Char	Char Luxury Real Estate	Las Vegas, NV	38
35	Moya Skillman	Team Foster at Compass Washington	Bellevue, WA	36
36	Kawing Chiu	Tom Crimmins Realty	Staten Island, NY	35
T37	Raquel Lavender	Keller Williams Realty Atlanta Partners	Stockbridge, GA	33
T37	Tony Ngo	Real Estate Performance Group	Clackamas, OR	33
T37	Janice Lee	Coldwell Banker	San Francisco, CA	33
T40	Susan Borochoy	Coldwell Banker Pacific Properties	Honolulu, HI	32
T40	Christie Xie	Keller Williams Realty, Nuage Group	Brighton, MA	32
42	PJ Santiago	The Santiago Real Estate Team at KW Capital Properties	Fairfax, VA	29
43	Julie Tran	Berkshire Hathaway	Irvine, CA	29
T44	Elena Yu	Coldwell Banker Residential Brokerage	San Diego, CA	27
T44	Jocelyn Lomahan	Compass	San Diego, CA	27
T46	George Wang	Harvest Realtors	Manhattan Beach, CA	26
T46	Julie Chan	Coldwell Banker Residential Brokerage	Ronkonkoma, NY	26
48	M Nobu Ito	Keller Williams	San Francisco, CA	26
49	Jamie Tian	Rodeo Realty	Los Angeles, CA	25
50	Lori Goto	Realty Austin	Austin, TX	25



AREAA A-LIST

2019 TOP PRODUCERS

The Top Producers by Team category recognizes the top brokerages and firms within AREAA's memberships. The collective leadership and team efforts of this elite list represent some of the top leading real estate firms in the country. View the winners of the top two Team categories, determined by Team Volume and Team Sides.

TOP SALES PROFESSIONALS BY 2018 TEAM VOLUME



1 \$853,540,013

**MICHAEL
REPKA**

DELEON REALTY
Palo Alto, CA



2 \$585,000,000

**CALVIN
GONG**

RE/MAX ADVANCED
Temple City, CA



3 \$509,079,097

**LONG
DOAN**

REALTY GROUP, INC.
Coon Rapids, MN

TOP SALES PROFESSIONALS BY 2018 TEAM SIDES



1 2039

**LONG
DOAN**

REALTY GROUP, INC.
Coon Rapids, MN



2 505

**CALVIN
GONG**

RE/MAX ADVANCED
Temple City, CA



3 323

**SAMANTHA
TOV**

PORTFOLIO REAL ESTATE
Elk Grove, CA

**AREAA A-LIST**
2019 TOP PRODUCERS**TOP SALES PROFESSIONALS BY 2018 TEAM VOLUME**

RANK	NAME	COMPANY	LOCATION	VOLUME
4	Ian MacLeod	LuxuryHomes.com	Honolulu, Hawaii	\$174,455,643.00
5	Hudson Santana	Santana Properties	Cambridge, MA	\$153,216,899.00
6	Mike Chou	The Chou Team - Keller Williams	Alhambra, CA	\$146,061,080.00
7	Samantha Tov	Portfolio Real Estate	Elk Grove, CA	\$120,439,636.00
8	Zar Zanganeh	Luxe Estates & Lifestyles	Las Vegas, NV	\$79,951,574.00
9	Kenny Fast	Climb Real Estate	San Francisco, CA	\$70,052,000.00
10	Johnny Rojas	Century 21 JR Gold Team Realty	Garfield, NJ	\$69,981,860.00

**AREAA A-LIST**
2019 TOP PRODUCERS**TOP SALES PROFESSIONALS BY 2018 TEAM SIDES**

RANK	NAME	COMPANY	LOCATION	SIDES
4	Johnny Rojas	Century 21 JR Gold Team Realty	Garfield, NJ	285
5	Michael Repka	DeLeon Realty	Palo Alto, CA	238
6	Zar Zanganeh	Luxe Estates & Lifestyles	Las Vegas, NV	219
7	Mike Chou	The Chou Team - Keller Williams	Alhambra, CA	209
8	Hudson Santana	Santana Properties	Cambridge, MA	184
9	Alexander Phan	Phan Hall Property Group	Portland, OR	103
10	Elizabeth Goodchild	Berkshire Hathaway Home Services Starck Real Estate	Palatine, IL	94



AREAA A-LIST

2019 TOP ORIGINATORS

The Top Originators category recognizes AREAA's elite mortgage professionals. These AREAA members make up a leading group of individuals that produce both the highest total volume and number of units funded across the US mortgage industry. Based on 2018 production numbers, the top 15 applicants in the Total Volume and Total Units Funded categories make up these categories of leading mortgage and lending producers.

TOP MORTGAGE LOAN ORIGINATORS BY 2018 VOLUME



1 | \$180,317,584

**SHASHANK
SHEKHAR**

ARCUS LENDING
San Jose, CA



2 | \$147,890,948

**JOANNA
YU**

US BANK
Campbell, CA



3 | \$138,088,520

**MICHELLE
KIM**

HSBC BANK, USA
Los Angeles, CA

TOP MORTGAGE LOAN ORIGINATORS BY 2018 UNITS FUNDED



1 | 365

**KHAI
NGUYEN**

ABSOLUTE MORTGAGE &
LENDING
Dallas, TX



2 | 356

**SHASHANK
SHEKHAR**

ARCUS LENDING
San Jose, CA



3 | 323

**LYSA
CATLIN**

CALIBER HOME LOANS, INC.
Kirkland, WA



AREAA A-LIST

2019 TOP ORIGINATORS

TOP MORTGAGE LOAN ORIGINATORS BY 2018 VOLUME

RANK	NAME	COMPANY	LOCATION	VOLUME
4	Lysa Catlin	Caliber Home Loans, Inc.	Kirkland, WA	\$132,328,595.00
5	Nirmalya Modak	Wells Fargo Home Mortgage	San Jose, CA	\$131,387,617.00
6	Caroline Ke Liu	U.S. Bank	San Francisco, CA	\$116,968,145.00
7	Lillian Wong	PNC Bank	Seattle, WA	\$106,891,896.00
8	Khue Dang	PNC Bank	Bellevue, WA	\$102,513,064.00
9	Aileen Hom	Wells Fargo Private Mortgage Bank	San Francisco, CA	\$100,437,037.00
10	Jenchi Chen	Citizens Bank	New York, NY	\$96,293,711.00
11	Khai Nguyen	Absolute Mortgage & Lending	Dallas, TX	\$80,083,430.00
12	Jasmine Cheng	US Bank	Walnut Creek, CA	\$76,208,965.00
13	Choe Hung	US Bank Home Mortgage	Pasadena, CA	\$72,400,135.00
14	Winnie Ho	HSBC Bank, USA	Millbrae, CA	\$59,100,000.00
15	Karen Chiu	New American Funding	Pasadena, CA	\$55,365,171.00



AREAA A-LIST

2019 TOP ORIGINATORS

TOP MORTGAGE LOAN ORIGINATORS BY 2018 UNITS FUNDED

RANK	NAME	COMPANY	LOCATION	VOLUME
4	Jenchi Chen	Citizens Bank	New York, NY	206
5	Sean Phalon	Absolute Home Mortgage Corp.	Hackensack, NJ	178
6	Joanna Yu	U.S. Bank	Campbell, CA	163
7	Nirmalya Modak	Wells Fargo Home Mortgage	San Jose, CA	154
8	Khue Dang	PNC Bank	Bellevue, WA	144
9	Michelle Kim	HSBC Bank	Los Angeles, CA	142
10	Choe Hung	US Bank Home Mortgage	Pasadena, CA	132
11	Caroline Ke Liu	U.S. Bank	San Francisco, CA	131
12	Karen Chiu	New American Funding	Pasadena, CA	113
13	Jasmine Cheng	US Bank	Walnut Creek, CA	109
14	Lillian Wong	PNC Bank	Seattle, WA	93
15	Aileen Hom	Wells Fargo Private Mortgage Bank	San Francisco, CA	91