



For Immediate Release

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MORE THAN 200 ASIAN REAL ESTATE ASSOCIATION OF AMERICA (AREAA) MEMBERS RECOGNIZED FOR REAL ESTATE SALES AND MORTGAGE PRODUCTION

AREAA'S A-LIST HONORS INDUSTRY LEADERS GEORGE KYPREOS, THE TAMARA WADE TEAM AND TSE GROUP AS SALES LEADERS; JOANNA YU AND SHASHANK SHEKHAR LEAD LOAN OFFICER LIST

San Diego, California (August 30, 2022) – The Asian Real Estate Association of America (AREAA) today released its annual A-List which honors 166 individual real estate agents and teams for outstanding production in 2021. Additionally, 38 outstanding loan officers were recognized.

I also noticed that Long Doan's team leads in sales/sides now but the release still says the Tamra Wade and Andy Tse teams have the most.

The combined group of real estate sales professionals generated more than \$12.98 billion in sales volume and 19,145 transaction sides in 2021. George Kypreos of GK Properties in Las Vegas, The TSE Group with Intero in Saratoga, Calif., and the Tamra Wade Team of RE/MAX Tru in Buford, Ga., led the A-List sales and volume for individual agents and teams.

The list of real estate agents and teams on the A-List was produced this year by leading-industry observer *RealTrends* in partnership with Bank of America.

Joanna Yu with US Bank in Campbell, Calif., led the A-List with \$521.5 million in closed mortgage volume. Shashank Shekhar, the founder and CEO of InstaMortgage based in San Jose, Calif., topped the closed mortgage list with 817 in 2021.

The list of loan officers was generated through self-submissions directly to AREAA.

George Kypreos of GK Properties in Las Vegas, generated 1,293 transaction sides in 2021 to head the A-List. His \$465.4 million in sales volume also earned the top individual agent spot. The high-profile *RealTrends* “The Thousand” previously ranked him fourth overall in the industry in sides and 18th in volume. *RealTrends* showed he grew his production by 203 sides and \$208.2 million from 2020.

Kypreos was followed on the individual agent transactions list by Abe Lee of Century 21 Properties Hawaii (535), Danielle Moy with @Properties in Orland Park, Ill. (252), Eric Delgado with Keller Williams Encino-Sherman Oaks in Encino, Calif (185.4) and Johnny Rojas of Century 21 JR Gold Team based in Garfield, N.J. (149).

Lee (\$339.1 million) followed Kypreos on the sales volume list with Delgado (\$158.2 million), Rojas (\$149.5 million) and Randy Char of Char Luxury in Las Vegas (\$107.2 million) rounding out the top five.

Andy Tse’s TSE Group earned \$939.6 million in 2021 sales volume to best all AREAA teams. The *RealTrends* “The Thousand” ranked the TSE Group 21st of all teams nationally in volume and fifth for teams with 20-or-fewer agents. They had generated \$560.8 million in 2021.

The top five on the team volume list was filled out by Fast Real Estate with eXp in Oakland, Calif. (\$671.6 million), TYG of Long and Foster in Midlothian, Va. (\$385.9 million), Team Foster Skillman of Compass in Bellevue, Wash. (\$335.5 million) and the Tamra Wade Team (\$316.1 million).

Wade’s team also generated 994 sides in 2021 to lead all AREAA teams and 47th on the industry-wide *RealTrends* “The Thousand” this year.

TYG (920.5), Fast Real Estate (875), the Donnie Pingaro Team of Side in Fort Lauderdale, Fla. (621) and The TESE Group (416) followed on the team’s transaction list.

Yu, a Senior Mortgage Loan Consultant at US Bank, has been in the mortgage industry for 34 years and was recently ranked 20th of all U.S. loan officers in total mortgage volume by the *Scotsman Guide*. She is followed on the A-List’s closed mortgage volume list by Viral Vora of PNC Bank (\$397.2 million), Shekhar (\$340.0 million), Michelle Kim of HSBC (\$312.0) and Choe Hung of US Bank (\$280.3 million).

Shekhar was ranked by the *Scotsman Guide* as the 86th most productive loan officer in the nation for his number of loans in 2021. The A-List top five in this category also included Loan Depot’s Nathan Sibbet (482), Yu (458), Karen Chiu of North America Funding (425) and Vora (365).

“AREAA has honored the best-of-the best for years and now we get to recognize so many more than we have ever been able to,” said Tim Hur, AREAA’s 2022 National President. “George, along with Andy and Tamra’s teams, along with Joanna and Shashank are not only real estate industry icons but showcase how strong the AREAA

membership is. AREAA has an important job to do in representing the housing needs of the AAPI community that is not one homogenous group. We are made up of approximately 50 nationalities and cultures. It is important for the real estate industry to understand this especially because of the ongoing AAPI migration patterns to the South and Southwest. More and more agents and lenders are going to work with AAPI immigrants along with first, second and third generations and AREAA is committed to ensure that they can enjoy homeownership.”

The A-List was developed using these criteria:

- *RealTrends* identified honorees by cross-tabulating AREAA membership with those on its *RealTrends + Tom Ferry America’s Best Real Estate Professionals* list.
- AREAA allowed for individual submissions allowing individual agents who generated at least 25 transaction sides or \$10 million in sales volume in 2021 to be recognized.
- Teams needed at least 40 transaction sides and \$15 million in sales volume. The team lead must be an AREAA member.
- Loan officers who self-nominated and originated the largest volume and units funded were included on the A-List.

Below follows the 2022 A-List honorees:

Individual Real Estate Agents Sides

Rank	Name	Company	City, State	Sides
1	George Kypreos	GK Properties Real Estate & Management	Henderson, NV	1,293
2	Shirley Gary	Engel & Völkers Buckhead Atlanta	Atlanta, GA	574.4
3	Abe Lee	Century 21 iProperties Hawaii	Honolulu, HI	535
4	Danielle Moy	@Properties	Orland Park, IL	252
5	Eric Delgado	Keller Williams Encino - Sherman Oaks	Encino, CA	185.4
6	Meghan O. Clarkson	Long & Foster Real Estate	Chincoteague Island, VA	162.3
7	Hugh Morrow	RE/MAX Preferred	Birmingham, AL	144
8	Randy Hatada	Xpand Realty	Las Vegas, NV	104
9	Betty Johnson	Better Homes and Gardens Real Estate Gary Greene	Galveston, TX	102
10	Michelle Kauffman	Berkshire Hathaway HomeServices Premier Properties	Lubbock, TX	99
11	Magda Esola	Fielding Homes	Charlotte, NC	95
	Oscar Garcia	Century 21 Sweyer & Associates	Wilmington, NC	95
13	Randy Char	Sotheby's International Realty Char Luxury	Las Vegas, NV	90
14	Fion Yau	Coldwell Banker Realty	San Francisco, CA	85.8
15	Christine Do	Keller Williams Easton	S. Easton, MA	83
16	LuAnn Shikasho	eXp Realty	Elk Grove, CA	81
17	Smitha Ramchandani	SR Real Estate Group	Whippany, NJ	80
18	Yvonne Summerfield	RE/MAX Kauai Living	Kalaheo, HI	79

19	Julie Gritton	Coldwell Banker Resort Realty	Lewes, DE	73.3
20	Leslie Webb	Long & Foster Real Estate	Winchester, VA	73.2
21	Tracy Keffer	Keller Williams GCR	Columbus, OH	72.3
22	Janet Moore	Premier Sotheby's International Realty	Clearwater, FL	68
23	Herman Chan	Golden Gate Sotheby's International Realty	Berkeley, CA	63.9
24	Gregory Tran	Keller Williams Austin SW	Austin, TX	63.5
25	Linda Goss	DRB Homes	Charlotte, NC	60
	Susan Kliesen	Susan Kliesen RE/MAX Center	Grayson, GA	60
27	Spencer Hsu	Spencer Hsu Real Estate	Milpitas, CA	59
	Lina Shah	Coldwell Banker Realty	Oak Brook, IL	59
	Karen Sorenson	RE/MAX Newport Elite	Racine, WI	59
30	Janice Lee	Colwell Banker Realty	San Francisco, CA	57.2
31	Cynthia Li	Keller Williams Allen	Allen, TX	56.8
32	Ruth Manzano Javier	Coldwell Banker Realty	Kapoli, HI	56.5
33	Anita Vining	Berkshire Hathaway HomeServices Florida Network Realty	Jacksonville, FL	56
34	Tracy Allen	Coldwell Banker Realty	Aloha, HI	53.8
35	Bonnie Lai	RE/MAX Unlimited	Brookline, MA	53
36	Li Huong Lanz	Better Homes and Gardens Real Estate	Clackamas, OR	52
37	Dane Gates	Berkshire Hathaway HomeServices Premier Properties	The Woodlands, TX	51
	Rich Kim	2Win Realty	Fort Lee, NJ	51
	Emily Qing Hui Wang	Century 21 Advantage Gold	Philadelphia, PA	51
40	Hazel Heyer	Keller Williams Orlando South	Kissimmee, FL	50
	Phyliss Lutrick	Berkshire Hathaway HomeServices Premier Properties	Lubbock, TX	50
42	Melissa Zimmerman	Berkshire Hathaway HomeServices Carolinas Realty	Huntersville, NC	49
43	Jenny Law	Kuper Sotheby's International Realty	Austin, TX	48
	Tony Ngo	Real Estate Performance Group	Clackamas, OR	48
45	Jonathan Tat	Compass	Seattle, WA	47
	Christie Xie	Nuage Real Estate Group	Newton, MA	47
47	Job Hammond	Dash Realty	Austin, TX	45
	Linda Lee	Keller Williams Carmel Valley/Del Mar	San Diego, CA	45
49	Crystal Ansay	Diamond Realtors	Clovis, CA	44
	Steven Powers	CENTURY 21 S.G.R., Inc.	Chicago, IL	44
51	Lilian Jorgenson	Long & Foster Real Estate	McLean, VA	43.3
52	Erin Stumpf	Coldwell Banker Realty	Sacramento, CA	42.8
53	Celeste Zarleng	Century 21 Northwest Realty	Kirkland, WA	42
54	Phat Nguyen	eXp Realty	Orlando, FL	41

	Darla Togo-Boardwell	Diamond Realtors	Clovis, CA	41
56	Donna Davids	Coldwell Banker Realty	South Easton, MA	40.8
57	Michele Liang	Compass	Seattle, WA	40
58	Carlos Alleyne	RE/MAX Advantage Plus	Delray Beach, FL	39
	Patti Gage	Berkshire Hathaway HomeServices Northwest Real Estate	Portland, OR	39
	Maggie Li	Keller Williams Boston Southwest	Westwood, MA	39
61	Julie Phan	Julie Phan LLC	Largo, FL	38
	Eric Yamamoto	Refined Real Estate Hawaii LLC	Ewa Beach, HI	38
	Soo Yu	Eastern Realty Inc.	Fort Lee, NJ	38
64	Jocelyn Lomahan	The Avenue	San Diego, CA	37
	Christine Nieva	RLAH Real Estate	Washington, DC	37
66	Garrett Chan	Compass	Pasadena, CA	36.5
	Dawn Lanier	Coldwell Banker Realty	Austin, TX	36.5
68	Derek Hirano	Keller Williams South Bay	Torrance, CA	36
	Reid Sanborn	Engel & Völkers Sun Valley	Ketchum, ID	36
70	Debbie Lang	Berkshire Hathaway HomeServices Fox & Roach, REALTORS	Princeton, NJ	34
	Eleanor Simon	Coldwell Banker Pacific Properties	Aiea, HI	34
72	Kristin Gennetti	Century 21 North East	Malden, MA	33.3
73	Susan Borochoy	Corcoran Pacific Properties	Honolulu, HI	33.1
74	Saeng Bunsy	Iron Key Real Estate	Fresno, CA	33
75	Dana Hall-Bradley	Better Homes and Gardens Real Estate Fine Living	Celebration, FL	32
76	Ellie Yung	Coldwell Banker Realty	Irvine, CA	31
77	Padma Sonti	Keller Williams Merrimack Valley	Westford, MA	30
78	Lily Ha	Portfolio Real Estate	Sacramento, CA	29
79	Tommy Kim	Coldwell Banker Pacific Properties	Honolulu, HI	28.5
	Caron Ling	eXp Realty	Honolulu, HI	28.5
81	Sherry Cree	Ascendant Real Estate	Erie, CO	28
	Revelina Um	Keller Williams Oakland	Oakland, CA	28
	George Xie	Keller Williams Silicon City	San Jose, CA	28
84	Michael Chang	Keller Williams Anaheim	Diamond Bar, CA	27.6
85	Vivian Ho	eXp Realty	Oakland, CA	27
86	Michele Turnquist	Engel & Völkers Austin Westlake	Austin, TX	26.5
87	Paul Wong	Coldwell Banker Realty	Oakland, CA	26.2
88	Ella Sun	Compass	Saratoga, CA	26
	Terring Wang	Keller Williams Capital Properties	Rockville, MD	26

Individual Real Estate Agents Volume

Rank	First Name	Company	City	Volume
1	George Kypreos	GK Properties	Henderson, NV	\$465,407,731.00
2	Abe Lee	Century 21 iProperties Hawaii	Honolulu, HI	\$339,123,500.00
3	Shirley Gary	Engel & Völkers Buckhead Atlanta	Atlanta, Ga	\$257,332,358.82
4	Tracy Allen	Coldwell Banker Realty	Aloha, HI	\$206,969,500.00
5	Eric Delgado	Keller Williams Encino - Sherman Oaks	Encino, CA	\$161,375,923.56
6	Randy Char	Char Luxury	Las Vegas, NV	\$107,161,988.00
7	Herman Chan	Golden Gate Sotheby's International Realty	Berkeley, CA	\$94,121,278.00
8	Michele Turnquist	Engel & Völkers Austin Westlake	Austin, TX	\$87,608,004.55
9	Fion Yau	Coldwell Banker Realty	San Francisco, CA	\$86,698,288.00
10	Yvonne Summerfield	RE/MAX Kauai Living	Kalaheo, HI	\$85,870,708.00
11	Janice Lee	Coldwell Banker Realty	San Francisco, CA	\$82,971,300.00
12	Zar Zanganah	The Agency	Las Vegas, NV	\$81,818,773.00
13	Spencer Hsu	Spencer Hsu Real Estate	Milpitas, CA	\$73,201,343.50
14	Danielle Moy	@Properties	Orland Park, IL	\$71,861,598.00
15	Ron de Salvo	Compass	Los Angeles, CA	\$63,172,225.00
16	Susan Greenfield	Brown Harris Stevens Manhattan	New York, NY	\$62,808,903.00
17	Lilian Jorgenson	Long & Foster Real Estate	McLean, VA	\$60,428,706.00
18	Magda Esola	Fielding Homes LLC	Charlotte, NC	\$58,568,983.00
19	Reid Sanborn	Engel & Völkers Sun Valley	Ketchum, ID	\$54,230,500.00
20	Anita Vining	Berkshire Hathaway HomeServices Florida Network Realty	Jacksonville, FL	\$52,496,250.00
21	Linda Lee	Keller Williams Carmel Valley / Del Mar	San Diego, CA	\$51,280,701.00
22	Lina Shah	Coldwell Banker Realty	Oak Brook, IL	\$50,762,002.00
23	LuAnn Shikasho	eXp Realty	Elk Grove, CA	\$50,383,058.50
24	Christine Do	Keller Williams Easton	S. Easton, MA	\$50,023,038.00
25	Meghan O. Clarkson	Long & Foster Real Estate	Chincoteague Island, VA	\$49,988,514.00
26	Betty Johnson	Better Homes and Gardens Real Estate Gary Greene	Galveston, TX	\$49,227,645.00
27	Carlos Alleyne	RE/MAX Advantage Plus	Delray Beach, FL	\$46,889,830.00
28	Smitha Ramchandani	SR Real Estate Group	Whippany, NJ	\$46,204,100.00
29	Ella Sun	Compass	Saratoga, CA	\$46,132,500.00
30	Ruth Manzano Javier	Coldwell Banker Realty	Kapolei, HI	\$41,576,796.00
31	Jamie Tian	Rodeo Realty, Inc	West Hollywood, CA	\$41,080,000.00
32	Cathy Jackson	Intero	Los Gatos, CA	\$40,095,044.00
33	Jonathan Tat	Compass	Seattle, WA	\$39,353,179.00
34	Ellie Yung	Coldwell Banker Realty	Irvine, CA	\$39,046,800.00
35	Tommy Kim	Coldwell Banker Realty	Honolulu, HI	\$37,618,400.00

36	Theresa Valencic	Long & Foster Real Estate	McLean, VA	\$37,133,000.00
37	George Xie	Keller Williams Silicon City	San Jose, CA	\$36,744,100.00
38	Garrett Chan	Compass	Pasadena, CA	\$36,243,123.00
39	Susan Borochoy	Coldwell Banker Pacific Properties	Honolulu, HI	\$35,615,900.00
40	Derek Hirano	Keller Williams South Bay	Torrance, CA	\$35,289,935.00
41	Randy Hatada	Xpand Realty	Las Vegas, NV	\$34,924,108.00
42	Dawn Lanier	Coldwell Banker Realty	Austin, TX	\$31,553,380.00
43	Gregory Tran	Keller Williams Austin SW	Austin, TX	\$31,428,261.50
44	John Messina	Daniel Gale Sotheby's International Realty	Cold Spring Harbor, NY	\$31,271,000.00
45	Beth Chang	Coldwell Banker Realty	Honolulu, HI	\$30,786,000.00
46	Linda Goss	DRB Homes	Charlotte, NC	\$30,683,334.00
47	Michele Liang	Compass	Seattle, WA	\$30,479,864.00
48	Bonnie Lai	RE/MAX Unlimited	Brookline, MA	\$30,375,978.00
49	Janet Moore	Premier Sotheby's International Realty	Clearwater, FL	\$28,968,308.00
50	Eric Yamamoto	Coldwell Banker Pacific Properties	Ewa Beach, HI	\$28,495,464.00
51	Debbie Lang	Berkshire Hathaway HomeServices Fox & Roach	Princeton, NJ	\$28,451,669.00
52	Alice Bidel	Intero	Saratoga, CA	\$28,280,650.00
53	Revelina Um	Keller Williams Realty	Oakland, CA	\$27,912,500.00
54	Rachel Ni	Coldwell Banker Realty	Burlingame, CA	\$27,883,297.00
55	Vivian Ho	eXp Realty	Oakland, CA	\$27,535,000.00
56	Maggie Li	Keller Williams Boston Southwest	Westwood, MA	\$27,276,890.00
57	Steven Minchen	Compass	San Francisco, CA	\$27,236,000.00
58	Diane O. Ito	Coldwell Banker Realty	Honolulu, HI	\$27,214,455.00
59	Leslie Webb	Long & Foster Real Estate	Winchester, VA	\$27,193,969.00
60	Jenny Law	Kuper Sotheby's International Realty	Austin, TX	\$27,076,389.12
61	Paul Wong	Coldwell Banker Realty	Oakland, CA	\$26,819,250.00
62	Debbie T. Lin	Compass	Kirkland, WA	\$26,456,723.00
63	Rich Kim	2Win Realty	Fort Lee, NJ	\$26,365,887.00
64	Dane Gates	Berkshire Hathaway HomeServices Premier Properties	The Woodlands, TX	\$26,219,957.50
65	Celeste Zaring	Century 21 Northwest	Kirkland, WA	\$26,167,999.00
66	Naoko Okada	Coldwell Banker Pacific Properties	Honolulu, HI	\$25,979,525.00
67	Hugh Morrow	RE/MAX Preferred	Birmingham, AL	\$25,716,452.00
68	Sandy Sun	Compass	Bellevue, WA	\$25,476,888.00
69	Cynthia Li	Keller Williams Allen	Allen, TX	\$25,141,553.00
70	Donna Chan	eXp Realty	San Ramon, CA	\$24,730,000.00
71	Li Huong Lanz	Better Homes and Gardens Real Estate	Clackamas, OR	\$24,537,221.00
72	Erin Stumpf	Coldwell Banker Realty	Sacramento, CA	\$24,406,813.00
73	Susan Kliesen	RE/MAX Center	Grayson, GA	\$24,161,828.00
74	Tony Ngo	Real Estate Performance Group	Clackamas, OR	\$24,107,000.00
75	Kristin Gennetti	Century 21 North East	Malden, MA	\$24,103,239.00

76	Julie Tran	Berkshire Hathaway HomeServices California Properties	Irvine, CA	\$24,086,078.00
77	Julie Gritton	Coldwell Banker Resort Realty	Lewes, DE	\$24,083,474.00
78	Eleanor Simon	Coldwell Banker Realty	Aiea, HI	\$23,667,108.00
79	Malia Kakos, J.D.	Coldwell Banker Realty	Honolulu, HI	\$23,632,302.00
80	Steven Powers	CENTURY 21 S.G.R., Inc.	Chicago, IL	\$23,444,242.00
81	Thomas Tran	Advance Estate Realty	Huntington Beach, CA	\$23,062,454.00
82	Angie Diaz	Compass	Kirkland, WA	\$22,966,250.00
83	Melissa Zimmerman	Berkshire Hathaway HomeServices Carolinas Realty	Huntersville, NC	\$22,941,583.33
84	Jocelyn Lomahan	The Avenue Home Collective	San Diego, CA	\$22,926,000.00
85	Michael Chang	Keller Williams Anaheim	Diamond Bar, CA	\$22,757,043.00
86	Caron Ling	eXp Realty	Honolulu, HI	\$22,748,150.00
87	Marc Dickow	Core7 Real Estate	San Francisco, CA	\$22,714,200.00
88	Christie Xie	Nuage Real Estate Group	Newton, MA	\$22,561,200.00
89	Padma Sonti	Keller Williams Merrimack Valley	Westford, MA	\$22,428,490.00
90	Theo Jordan	Slifer Smith & Frampton	Breckenridge, CO	\$22,240,000.00
91	Michelle Kauffman	Berkshire Hathaway HomeServices Premier Properties	Lubbock, TX	\$22,176,166.67
92	Victoria Lam	Coldwell Banker Realty	San Francisco, CA	\$22,140,000.00
93	Tina Qi	Keller Williams Benchmark Properties	Fremont, CA	\$22,065,700.00
94	Nobu Ito	Keller Williams - San Francisco	San Francisco, CA	\$21,543,000.00
95	Douglas Shanefield	Coldwell Banker Realty	Honolulu, HI	\$21,415,635.00
96	Christine Nieva	RLAH Real Estate	Washington, DC	\$21,351,471.51
97	Joske Thompson	Compass	San Francisco, CA	\$21,176,000.00
98	Matthew Hutchens	Berkshire Hathaway HomeServices Drysdale Properties	Livermore, CA	\$20,904,708.33
99	Paul Caparas	Compass	Rancho Santa Fe, CA	\$20,594,729.00
100	Donna Davids	Coldwell Banker Realty	South Easton, MA	\$20,237,105.00
101	Patti Gage	Berkshire Hathaway HomeServices NW	Portland, OR	\$20,165,416.67
102	Tracy Keffer	Keller Williams Greater Columbus Realty	Columbus, OH	\$20,159,769.00
103	Randolph Antonio	Keller Williams Maui	Kihei, HI	\$20,077,000.00
104	Soo Yu	Eastern Realty	Fort Lee, NJ	\$19,860,775.00
105	Crystal Ansay	Diamond Realtors	Clovis, CA	\$18,896,037.00
106	Job Hammond	Dash Realty	Austin, TX	\$18,752,201.00
107	Amanda Lee	The Avenue Home Collective	San Diego, CA	\$17,677,888.00
108	Ranon Luy	eXp Realty	Livermore, CA	\$17,625,050.00
109	Darla Togo-Boardwell	Diamond Realtors	Clovis, CA	\$17,466,286.00
110	Cheri Mosdell	The Avenue Home Collective	Escondido, CA	\$16,750,490.00
111	Oscar Garcia	Century 21 Sweyer & Associates	Wilmington, NC	\$16,552,213.00
112	Ronda Ching Day	Coldwell Banker Realty	Honolulu, HI	\$16,469,150.95
113	Sherry Cree	Ascendant Real Estate	Erie, CO	\$16,428,026.00
114	Phyliss Lutrick	Berkshire Hathaway	Lubbock, TX	\$16,106,916.67

		HomeServices Premier Properties		
115	Dennis Noah-Casion	Refined Real Estate Hawaii	Ewa Beach, HI	\$15,268,500.00
116	Gina Duncan	Fine Island Properties	Kahului, HI	\$15,244,000.00
117	Hazel Heyer	Keller Williams Orlando South	Kissimmee, FL	\$15,041,190.00
118	Emily Qing Wang	Century 21 Advantage Gold	Philadelphia, PA	\$13,867,929.00
119	Phat Nguyen	eXp Realty	Orlando, FL	\$13,522,413.00
120	Lily Ha	Portfolio Real Estate	Sacramento, CA	\$13,287,751.00
121	Julie Phan	Julie Phan LLC	Largo, FL	\$12,509,900.00
122	Dawn Kayano	Coldwell Banker Realty	Honolulu, HI	\$12,357,750.00
123	Dana Hall-Bradley	Better Homes and Gardens Real Estate Fine Living	Celebration, FL	\$12,000,000.00
124	Terring Wang	Keller Williams Capital Properties	Rockville, MD	\$11,786,590.00
125	Saeng Bunsy	Iron Key Real Estate	Fresno, CA	\$11,728,528.87
126	Karen Sorenson	RE/MAX Newport Elite	Racine, WI	\$11,594,850.00

Real Estate Team Sides

Rank	Team Lead	Team Name	Company	City	Sides
1	Long Doan	Realty Group	Realty Group	Minneapolis, MN	5,108
2	Tamra Wade	Tamra Wade Team	RE/MAX Tru	Buford, GA	994
3	Kyle Yeatman	TYG	Long & Foster	Midlothian, VA	920.5
4	Kenny Truong	Fast Real Estate	eXp Realty	Oakland, CA	875
5	Donnie Pingaro	Donnie Pingaro Team	Side	Fort Lauderdale, FL	621
6	Johnny Rojas	JR Gold Team	CENTURY 21	Garfield, NJ	585
7	Judy Cuong & Samantha Tov	Portfolio Real Estate	Portfolio Real Estate	Elk Grove, CA	513
8	Andy Tse	The TSE Group	Intero	Saratoga, CA	416
9	Melissa Sofia	The Avenue Home Collective	The Avenue Home Collective	San Diego, CA	247
10	Nathan Dart	Dart Homes Team	RE/MAX Realty Services	Rockville, MD	232
11	Tommy Choi	Weinberg Choi Residential	Weinberg Choi Residential	Chicago, IL	191
12	Mindy Luong	HPT Realty	HPT Realty	Westminster, CA	182
13	Liz Goodchild	The Goodchild Team	Berkshire Hathaway HomeServices Starck Real Estate	Palatine, IL	171
14	Brett Dickinson	Dickinson-Clark Team	Compass	San Diego, CA	150
15	Tim Hur and Helen Nguyen	Tim Hur and Helen Nguyen Team	Point Honors and Associates	Duluth, GA	127
16	Mei Ling	8 Blocks Real Estate	8 Blocks Real Estate	Santa Clara, CA	124
17	Butch Cazin	Butch Cazin Team	Long & Foster	Martinsburg, WV	122.3
18	Amin Delawalla	The Delawalla Group	Berkshire Hathaway HomeServices Beach Properties of Florida	Watersound, FL	120
19	Amy Kong	Trust Real Estate	Trust Real Estate	San Bruno, CA	113.5

20	Derek Kamm	Team Derek Kamm	Coldwell Banker Pacific Properties	Honolulu, HI	101
	Moya Skillman & Tere Foster	Team Foster Skillman	Compass	Bellevue, WA	101
22	Kenneth Er	The Er Group	Compass	Oakland, CA	99
23	Phil Chen	Phil Chen Team	Compass	Burlingame, CA	97
24	Peter Luu	Peter Luu Signature Group - Premier Luxury	eXp Realty	Orlando, FL	96
25	Lisa Nguyen	The International Group	RE/MAX Professionals	Lakewood, CO	95
26	Jamie Younger	Jamie Younger Team	Long & Foster	Richmond, VA	93.4
27	Alexander Phan	Diverse Realty Group	Keller Williams Realty Professionals	Portland, OR	83
28	Jack Wang	PowerHouse Realty Group	RLAH Real Estate	Chevy Chase, MD	80
29	Peter Au & Alice Schroeder	Avant Team	Berkshire Hathaway HomeServices California Properties	Irvine, CA	76
30	Eddy Chen	Vertex Diamond	RE/MAX Vertex	Alhambra, CA	69
	Tadashi Kondo	The Kondo Group	Compass	Palos Verdes, CA	69
32	Jen Gong	Jen Gong Group	Coldwell Banker Realty	Newport Beach, CA	66.5
33	Garrick Yan	Garrick Yan Group	eXp Realty	San Leandro, CA	65
34	Matt McCormick	Matt McCormick Estates Team	Coldwell Banker Realty	Los Altos, CA	55

Real Estate Team Volume

Rank	Team Lead	Team Name	Company	City	Volume
1	Long Doan	Realty Group	Realty Group	Minneapolis, MN	\$1,629,160,724.00
2	Andy Tse	The TSE Group	Intero	Saratoga, CA	\$939,647,559.00
3	Kenny Truong	Fast Real Estate	eXp Realty	Oakland, CA	\$671,617,417.00
4	Johnny Rojas	JR Gold Team	CENTURY 21	Garfield, NJ	\$465,256,639.00
5	Kyle Yeatman	TYG	Long & Foster	Midlothian, VA	\$385,907,435.00
6	Moya Skillman & Tere Foster	Team Foster Skillman	Compass	Bellevue, WA	\$355,490,225.00
7	Tamra Wade	Tamra Wade Team	RE/MAX Tru	Buford, GA	\$316,096,259.26
8	Judy Cuong & Samantha Tov	Portfolio Real Estate	Portfolio Real Estate	Elk Grove, CA	\$263,341,734.00
9	Phil Chen	Phil Chen Team	Compass	Burlingame, CA	\$262,097,943.00
10	Donnie Pingaro	Donnie Pingaro Team	Side	Fort Lauderdale, FL	\$258,260,940.14
11	Melissa Sofia	The Avenue Home Collective	The Avenue Home Collective	San Diego, CA	\$245,058,653.00
12	Brett Dickinson	Dickinson-Clark Team	Compass	San Diego, CA	\$226,000,000.00

13	Mei Ling	8 Blocks Real Estate	8 Blocks Real Estate	Santa Clara, CA	\$206,895,795.00
14	Mindy Luong	HPT Realty	HPT Realty	Westminster, CA	\$149,505,945.00
15	Nathan Dart	Dart Homes Team	RE/MAX Realty Services	Rockville, MD	\$132,669,039.00
16	Eddy Chen	Vertex Diamond	RE/MAX Vertex	Alhambra, CA	\$129,748,841.00
17	Jen Gong	Jen Gong Group	Coldwell Banker Realty	Newport Beach, CA	\$112,575,704.00
18	Tommy Choi	Weinberg Choi Residential	Weinberg Choi Residential	Chicago, IL	\$104,979,187.00
19	Kenneth Er	The Er Group	Compass	Oakland, CA	\$102,842,851.00
20	Amy Kong	Trust Real Estate	Trust Real Estate	San Bruno, CA	\$94,433,488.00
21	Amin Delawalla	The Delawalla Group	Berkshire Hathaway HomeServices Beach Properties of Florida	Watersound, FL	\$87,976,083.33
22	Derek Kamm	Team Derek Kamm	Coldwell Banker Pacific Properties	Honolulu, HI	\$85,028,999.00
23	Tadashi Kondo	The Kondo Group	Compass	Palos Verdes, CA	\$71,643,490.00
24	Matt McCormick	Matt McCormick Estates Team	Coldwell Banker Realty	Los Altos, CA	\$71,505,100.00
25	Peter Luu	Peter Luu Signature Group - Premier Luxury	eXp Realty	Orlando, FL	\$67,301,000.00
26	Peter Au & Alice Schroeder	Avant Team	Berkshire Hathaway HomeServices California Properties	Irvine, CA	\$62,493,045.00
27	Garrick Yan	Garrick Yan Group	eXp Realty	San Leandro, CA	\$50,000,000.00
28	Liz Goodchild	The Goodchild Team	Berkshire Hathaway HomeServices Starck Real Estate	Palatine, IL	\$48,739,483.75
29	Alexander Phan	Diverse Realty Group	Keller Williams Realty Professionals	Portland, OR	\$44,599,281.00
30	Jamie Younger	Jamie Younger Team	Long & Foster Real Estate, Inc	Richmond, VA	\$44,303,400.00
31	Tim Hur & Helen Nguyen	Tim Hur & Helen Nguyen Team	Point Honors and Associates	Duluth, GA	\$42,540,208.00
32	Lisa Nguyen	The International Group	RE/MAX Professionals	Lakewood, CO	\$41,541,597.00
33	Butch Cazin	Butch Cazin Team	Long & Foster Real Estate, Inc	Richmond, VA	\$35,221,997.96
34	Jack Wang	PowerHouse Realty Group	RLAH Real Estate	Chevy Chase, MD	\$32,107,215.00
35	Jaymes Song	Team Song	Better Homes and Gardens Real Estate Advantage Realty	Honolulu, HI	\$31,917,770.00
36	Adam Rodell	The Adam Rodell Team	RE/MAX Select One	Huntington Beach, CA	\$31,268,038.00
37	Joe Castaneda	Team Castaneda	Better Homes and Gardens Real Estate Advantage Realty West	Kapolei, HI	\$24,057,233.00

38	Bruce Wagg	Bruce Wagg Group	Keller Williams Santa Clara Valley	Santa Clara, CA	\$19,919,000.00
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Loan Officer Closed Mortgage Units

Rank	Loan Officer	Company Name	City	2021 Number of Closed Mortgages:
1	Shashank Shekhar	InstaMortgage	San Jose, CA	817
2	Nathan Sibbet	Loan Depot	Sacramento, CA	482
3	Joanna Yu	U.S. Bank	Campbell, CA	458
4	Karen Chiu	New American Funding	Pasadena, CA	425
5	Viral Vora	PNC Bank	Cupertino, CA	365
6	James (Jenchi) Chen	Citizens Bank	New York, NY	351
7	Choe Hung	U.S. Bank	Pasadena, CA	322
8	Kevin Oto	Green Haven Capital	Sacramento, CA	278
9	Michelle Kim	HSBC Bank	Beverly Hills, CA	251
10	Sean Uyehara	Loan Depot	Las Vegas, NV	242
11	Khue Dang	PNC Bank	Bellevus, WA	222
12	Caroline Ke Liu	U.S. Bank	San Francisco, CA	207
13	Jasmine Cheng	U.S. Bank	Union City, CA	201
14	Meinoh Kim	BluPrint Home Loans	Concord, CA	200
15	Patrick Ly	Union Home Mortgage	Leesburg, VA	193
16	Jennifer Yang	Wells Fargo Home Mortgage	Irvine, CA	189
17	Christina Andersen	Bell Bank Mortgage	Burnsville Parkway, MN	187
18	Nirmalya Modak	Loan Depot	San Jose, CA	178
19	Saeho Ki	Loan Depot	San Jose, CA	177
20	Aileen Hom	Wells Fargo Private Bank	San Francisco, CA	165
21	James Chu	U.S. Bank	Chatham, NJ	161
22	Steven Diec	JPMORGAN CHASE	Cupertino, CA	150
23	Ha Le Dao	DHI Mortgage	Roseville, CA	142
24	Ryan Dang	Wells Fargo Home Mortgage	San Mateo, CA	140
25	Kenneth Lu	HSBC Bank	Bellevue, CA	139
26	Daniel Dai	Lemonbrew Lending	Iselin, NJ	135
27	Grace Byun	Union Home Mortgage	Columbia, MD	133
28	Xueyan (Rachel) Jiang	U.S. Bank	San Francisco, CA	131
29	Kimberly Kawachi	Loan Depot	Wailuku, HI	127
30	Peter de Jong	Guaranteed Rate	Chicago, IL	114

Loan Officer Closed Mortgage Mortgage

Rank	Loan Officer	Company Name	City	2021 Closed Mortgage Volume
1	Joanna Yu	U.S. Bank	Campbell, CA	\$521,516,662
2	Viral Vora	PNC Bank	Cupertino, CA	\$397,230,061
3	Shashank Shekhar	InstaMortgage	San Jose, CA	\$340,041,336
4	Michelle Kim	HSBC Bank	Beverly Hills, CA	\$311,964,153
5	Choe Hung	U.S. Bank	Pasadena, CA	\$280,255,370
6	Karen Chiu	New American Funding	Pasadena, CA	\$243,052,888
7	Nathan Sibbet	Loan Depot	Sacramento, CA	\$227,353,418
8	Aileen Hom	Wells Fargo Private Bank	San Francisco, CA	\$222,950,533
9	James (Jenchi) Chen	Citizens Bank	New York, NY	\$216,747,268
10	Caroline Ke Liu	U.S. Bank	San Francisco, CA	\$205,533,108
11	Khue Dang	PNC Bank	Bellevue, WA	\$204,233,432
12	Nirmalya Modak	Loan Depot	San Jose, CA	\$188,554,081
13	Jasmine Cheng	U.S. Bank	Union City, CA	\$185,507,184
14	Steven Diec	JPMORGANCHASE	Cupertino, CA	\$176,000,000
15	Wesley Uyema	Union Bank	Rolling Hills Estates, CA	\$166,442,515
16	Xueyan (Rachel) Jiang	U.S. Bank	San Francisco, CA	\$148,468,530
17	Jennifer Yang	Wells Fargo Home Mortgage	Irvine, CA	\$148,375,000
18	Ryan Dang	Wells Fargo Home Mortgage	San Mateo, CA	\$144,879,026
19	Joni Mi	HSBC Bank	Fremont, CA	\$139,740,297
20	Kenneth Lu	HSBC Bank	Bellevue, WA	\$134,000,000
21	Kevin Oto	Green Haven Capital	Sacramento, CA	\$112,124,519
22	James Chu	U.S. Bank	Chatham, NJ	\$104,392,844
23	Saeho Ki	Loan Depot	San Jose, CA	\$102,271,598
24	Meinoh Kim	BluPrint Home Loans	Concord, CA	\$98,884,487
25	Winnie Ho	HSBC Bank	San Francisco, CA	\$95,820,000
26	Patrick Ly	Union Home Mortgage	Leesburg, VA	\$88,328,705
27	Sumir Desai	Union Bank	Villa Park, CA	\$86,492,297
28	Ivan Choy	Loan Depot	San Jose, CA	\$78,469,699
29	Amy Lee	HSBC Bank	Beverly Hills, CA	\$76,504,633
30	Roger Pei	HSBC Bank	San Francisco, CA	\$73,300,000

ABOUT AREAA

Founded in 2003, the Asian Real Estate Association of America (AREAA) is a national nonprofit trade organization dedicated to improving the lives of the Asian American and Pacific Islander (AAPI) community through homeownership. Visit areaa.org for more information