

AREAA A-LIST

2018 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 2017 production, the 2018 "A" List is comprised of the top 50 applicants in each of the two categories: SALES VOLUME and TRANSACTION SIDES. This year, we are also including a separate Team category.

TOP SALES PROFESSIONALS BY 2017 INDIVIDUAL VOLUME



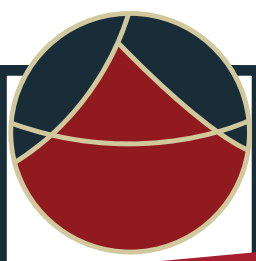
1

**TERE
FOSTER**
AVENUE PROPERTIES
TEAM FOSTER
**Bellevue,
Washington**
\$318,077,836



2

**PHIL
CHEN**
PHIL CHEN SYBARITE
REALTY
**Burlingame,
California**
\$114,555,000



3

**DOUGLAS
SHANEFIELD**
COLDWELL BANKER
PACIFIC PROPERTIES
**Honolulu,
Hawaii**
\$107,268,522

TOP SALES PROFESSIONALS BY 2017 INDIVIDUAL SIDES



1

**MITAL
AMIN**
SILVER AND OAK
**Jersey City,
New Jersey**
274 sides



2

**DONNIE
PINGARO**
ISG ASIA
**Davie,
Florida**
247 sides



3

**TRISH
NASH**
SIGNATURE GALLERY
OF HOMES
**Henderson,
Nevada**
174 sides



TOP SALES PROFESSIONALS
BY 2017 INDIVIDUAL VOLUME

4  **MARCUS LEE**
COMPASS
San Francisco, California
\$104,758,300

5  **TRACY ALLEN**
COLDWELL BANKER PACIFIC
PROPERTIES
Honolulu, Hawaii
\$86,804,737

6  **RANDY CHAR**
CHAR LUXURY
Las Vegas, Nevada
\$65,584,720

7  **HERMAN CHAN**
GOLDEN GATE SOTHEBY'S
INTERNATIONAL REALTY
San Francisco, California
\$62,048,046

8  **SHIRLEY TANG**
RE/MAX 888
Walnut, California
\$60,933,070

9  **MITAL AMIN**
SILVER AND OAK
Jersey City, New Jersey
\$58,578,488

10  **TRISH NASH**
SIGNATURE GALLERY OF HOMES
Henderson, Nevada
\$50,733,875

TOP SALES PROFESSIONALS
BY 2017 INDIVIDUAL SIDES

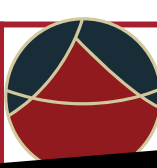
4  **SABRIYA SCOTT**
SCOTT REALTY PROFESSIONALS
Savannah, Georgia
161 sides

5  **DANIELLE MOY**
COLDWELL BANKER RESIDENTIAL
BROKAGE
Orland Park, Illinois
155 sides

6  **TERE FOSTER**
AVENUE PROPERTIES
Bellevue, Washington
104 sides

7  **RANDY HATADA**
XPAND REALTY
Las Vegas, Nevada
99 sides

8  **ALEXANDER PHAN**
KELLER WILLIAMS REALTY
PROFESSIONALS
Portland, Oregon
98.5 sides

9  **HANNA DAM**
COLDWELL BANKER PREMIER REALTY
Las Vegas, Nevada
86 sides

10  **DOUGLAS SHANEFIELD**
COLDWELL BANKER PACIFIC
PROPERTIES
Honolulu, Hawaii
83.62 sides



RANK	NAME	COMPANY	LOCATION	2015 VOLUME
11	Kyle Sakoda	Coldwell Banker Pacific Properties	Honolulu, HI	\$49,955,669
12	Yvonne Summerfield	RE/MAX Kauai Living	Kalaheo, HI	\$46,383,334
13	Leian Harosky	Coldwell Banker Pacific Properties	Kapolei, HI	\$45,855,000
14	Dano Sayles	RE/MAX Lifestyles	Kihei, HI	\$45,341,400
15	Janice Lee	Coldwell Banker	San Francisco, CA	\$44,630,103
16	Alexander Phan	Keller Williams Professionals	Portland, OR	\$39,065,333
17	Danielle Moy	Coldwell Banker Residential Brokerage	Orland Park, IL	\$38,961,132
18	Amy Duong Kim	Compass	Chicago, IL	\$35,485,500
19	Julia Hawkins	Douglas Elliman Real Estate	New York, NY	\$33,299,728
20	Janie Lee	John L. Scott	Retron, WA	\$33,275,015
21	Lisa Whittaker	Coldwell Banker Bain	Bellevue, WA	\$33,167,708
22	Linda Lee	Keller Williams Realty	San Diego, CA	\$32,765,996
23	Carol Reen	Coldwell Banker Global Luxury	San Francisco, CA	\$32,710,000
24	Jessica Ye	Keller Williams Realty	Boston, MA	\$30,217,483
25	Kenneth Er	Climb Real Estate	Oakland, CA	\$30,191,706
26	Luann Shikasho	eXp Realty of California	Elk Grove, CA	\$28,241,713
27	Susan Borochoy	Coldwell Banker Pacific Properties	Honolulu, HI	\$27,798,900
28	Beth Chang	Coldwell Banker Pacific Properties	Honolulu, HI	\$27,297,600
29	Iku Honda	Coldwell Banker Pacific Properties	Honolulu, HI	\$26,886,500
30	M Nobu Ito	Keller Williams Realty	San Francisco, CA	\$25,840,365



RANK	NAME	COMPANY	LOCATION	2015 SIDES
11	Leian Harosky	Coldwell Banker Pacific Properties	Kapolei, HI	77.5
12	Marcus Lee	Compass	San Francisco, CA	76
13	Kathy Xu	RE/MAX Realty Group	North Potomac, MD	75
14	Shirley Tang	RE/MAX 888	Walnut, CA	72
15	Luann Shikasho	eXp Realty of California Inc	Elk Grove, CA	68
16	Helen Nguyen	Point Honors & Associates	Duluth, GA	64
17	Judy Cuong	RE/MAX Gold	Elk Grove, CA	59.28
T18	Jessica Ye	Keller Williams Realty	Boston, MA	58
T18	Jill Rand	Heritage Estate Properties	Doylestown, PA	58
T18	Herman Chan	Golden Gate Sotheby's International Realty	San Francisco, CA	58
21	Tram Chu	West USA Realty	Peoria, AZ	56
22	Randy Char	Char Luxury	Las Vegas, NV	55
23	Li Huong Lanz	John L. Scott	Clackamas, OR	54
24	Yvonne Summerfield	RE/MAX Living	Kalaheo, HI	53
25	Linda Lee	Keller Williams Realty	San Diego, CA	51
26	Janice Lee	Coldwell Banker	San Francisco, CA	50
27	Tony Ngo	Portland Luxe International	Clackamas, OR	48
28	Andrew Peters	Village Realty	Cumming, GA	44
T29	Ellen Gomez	RE/MAX Premier Group	Dallas, TX	44
T29	Julian Yang	Easy Street Realty	Las Vegas, NV	44



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TOP SALES PROFESSIONALS BY 2017 INDIVIDUAL VOLUME

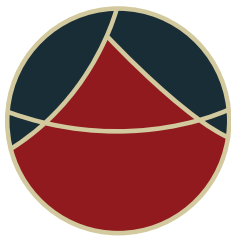
RANK	NAME	COMPANY	LOCATION	2014 VOLUME
31	Steve Hayashi	Coldwell Banker George	Arcadia, CA	\$25,755,000
32	Bob Hansen	Maui Luxury Real Estate	Kihei, HI	\$24,960,550
33	David Desantis	TTR Sotheby's International Realty	Washington, D.C	\$24,922,850
34	Hanna Dam	Coldwell Banker Premier Realty	Las Vegas, NV	\$24,891,093
35	Randy Hatada	Xpand Realty	Las Vegas, NV	\$24,267,724
36	Lily Cai Do	Century 21 Marquis	Castro Valley, CA	\$24,192,600
37	John Messina	Daniel Gale Sotheby's International	Cold Spring Harbor, NY	\$23,955,500
38	Victoria Lim	Repoint Realty	Fullerton, CA	\$23,702,450
39	Judy Cuong	RE/MAX Gold	Elk Grove, CA	\$21,762,662
40	Helen Nguyen	Point Honors & Associates	Duluth, GA	\$20,333,544
41	Kawing Chiu	Tom Crimmins Realty	Staten Island, NY	\$19,284,516
42	Linda Heinrichs	RE/MAX Equity Group	Lake Oswego, OR	\$19,210,186
43	Sabriya Scott	Scott Realty Professionals	Savannah, GA	\$19,082,340
44	Li Huong Lanz	John L. Scott	Clackamas, OR	\$18,374,466
45	Diane Polland	Coldwell Banker Residential Brokage	Great Neck, NY	\$17,740,800
46	Tony Ngo	Portland Luxe International	Clackamas, OR	\$17,685,370
47	Jamie Tian	Rodeo Realty	West Hollywood, CA	\$17,620,590
48	Kyung Hae Park	REALTY7 LLC	Fort Lee, NJ	\$17,600,000
49	George Wang	Harvest Realtors	Manhattan Beach, CA	\$17,547,000
50	Maria Hsu	Coldwell Banker Pacific Properties	Honolulu, HI	\$16,960,888



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RANK	NAME	COMPANY	LOCATION	2014 SIDES
31	Tracy Allen	Coldwell Banker Pacific Properties	Honolulu, HI	43
32	Amy Duong Kim	Compass	Chicago, IL	42
33	Cindy Castillo	Empire Network Realty	Kissimmee, FL	41
34	Mike Olson	Go Colorado Realty	Lakewood, CO	39
35	Linda Heinrichs	RE/MAX Equity Group	Lake Oswego, OR	38
36	Li Xu	Areate Realty	Lake Mary, FL	37
T37	Paul Trakarn	Rock Creek Realty Group	Clackamas, OR	36
T37	Phil Chen	Phil Chen Sybarite Realty	Burlingame, CA	36
T39	Dano Sayles	RE/MAX Lifestyles	Kihei, HI	35
T39	Lavida Samtani	RE/MAX Realty Centre	Clacksburg, MD	35
T41	Kawing Chiu	Tom Crimmins Realty	Staten Island, NY	34
T41	Pj Santiago	Keller Williams Capital Properties	Fairfax, VA	34
T41	Peiween Zhu	Keller Williams Sunset Corridor	Beaverton, OR	34
T41	M Nobu Ito	Keller Williams Realty	San Francisco, CA	34
T45	Raquel Lavender	Keller Williams Realty Atlanta Partners	Stockbridge, GA	33
T45	Kenneth Er	Climb Real Estate	Oakland, CA	33
T45	Bill Raine	Coldwell Banker Horizon Realty	Kelowna, BC	33
48	Victoria Lim	Redpoint Realty	Fullerton, CA	31
49	Ann Nguyen	eXp Realty of California Inc	Truckee, CA	30.5
50	Lily Cai Do	Century 21 Marquis	Castro Valley, CA	30



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TOP SALES PROFESSIONALS BY 2017 TEAM VOLUME

1



**MICHAEL
REPKA**
DELEON REALTY
**Palo Alto,
California**
\$705,438,551

2



**CALVIN
GONG**
RE/MAX ADVANCE
REALTY
**Temple City,
California**
\$320,000,000

3



**LONG
DOAN**
REALTY GROUP INC
**Minneapolis,
Minnesota**
\$303,370,380

TOP SALES PROFESSIONALS BY 2017 TEAM SIDES

1



**LONG
DOAN**
REALTY GROUP INC
**Minneapolis,
Minnesota**
1306 sides

2



**CALVIN
GONG**
RE/MAX ADVANCE
REALTY
**Temple City,
California**
452 sides

3



**SAMANTHA
TOV-WEISSENSEE**
RE/MAX GOLD
**Elk Grove,
California**
237 sides



TOP SALES PROFESSIONALS BY 2017 TEAM VOLUME



ZAR ZANGANEH

LUXE ESTATE & LIFESTYLES

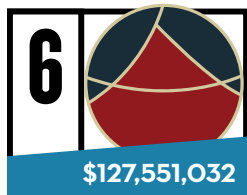
**Las Vegas,
Nevada**



YING HUEI CHOU

THE CHOU TEAM

**Alhambra,
California**



MARK DER BURG

VDB LUXURY/COLDWELL BANKER
BAIN

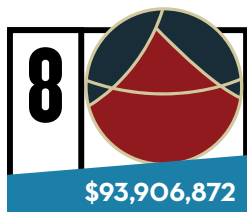
Bellevue, Washington



RICHARD SILVER

SOTHEBY'S INTERNATIONAL REALTY
CANADA

Toronto, Canada



JOEL VALMONTE

RE/MAX TIME REALTY

**Rancho Cucamonga,
California**



HUDSON SANTANA

SANTANA PROPERTIES INC.

**Cambridge,
Massachusetts**



**SAMANTHA TOV-
WEISSENSEE**

RE/MAX GOLD

Elk Grove, California

TOP SALES PROFESSIONALS BY 2017 TEAM SIDES



ZAR ZANGANEH

LUXE ESTATE & LIFESTYLES

**Las Vegas,
Nevada**



MICHAEL REPKA

DELEON REALTY

**Palo Alto,
California**



JOEL VALMONTE

RE/MAX TIME REALTY

**Rancho Cucamonga,
California**



YING HUEI CHOU

THE CHOU TEAM

**Alhambra,
California**



HUDSON SANTANA

SANTANA PROPERTIES INC.

**Cambridge,
Massachusetts**



TOM CARROLL

RE/MAX PARTNERS

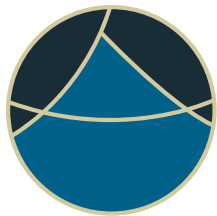
**Andover,
Massachusetts**



MICHAEL HERN

PROMINENT PROPERTIES SOTHEBY'S
INTERNATIONAL REALTY

**Hoboken,
New Jersey**



AREAA A-LIST

2018 TOP ORIGINATORS

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TOP MORTGAGE LOAN ORIGINATORS BY 2017 VOLUME



1
YIHOU HAN

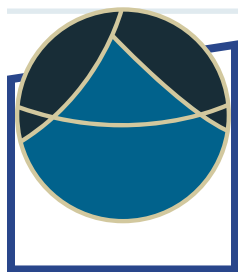
STERLING BANK & TRUST
San Francisco, California
\$201 MILLION

TOP MORTGAGE LOAN ORIGINATORS BY 2017 UNITS FUNDED



1
KHAI NGUYEN

ABSOLUTE MORTGAGE & LENDING
Dallas, Texas
407 UNITS



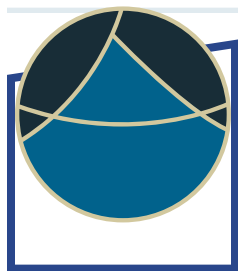
2
SIMON YU

UNION BANK
Bellevue, Washington
\$195 MILLION



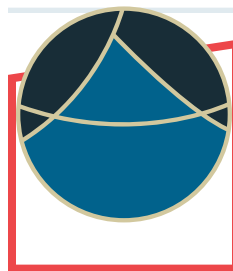
2
YIHOU HAN

STERLING BANK & TRUST
San Francisco, CA
358 UNITS



3
SHASHANK SHEKHAR

ARCUS LENDING INC
San Jose, California
\$151 MILLION



3
SHASHANK SHEKHAR

ARCUS LENDING INC
San Jose, California
293 UNITS



AREAA A-LIST

2018 TOP ORIGINATORS

TOP MORTGAGE LOAN ORIGINATORS BY 2017 VOLUME

Rank	Name	Company	Location	2017 Volume in Millions
4	LILLIAN WONG	Union Bank	Palo Alto, California	\$ 142.1
5	MICHELLE KIM	HSBC Bank USA N.A	Los Angeles, California	\$ 125.5
6	HAO LIANG (FRANK) HU	Sterling Bank & Trust	Rowland Heights, California	\$ 123.2
7	LYSA CATLIN	Caliber Home Loans, Inc.	Kirkland, Washington	\$ 118.0
8	KHUE DANG	Union Bank	Bellevue, Washington	\$ 103.3



AREAA A-LIST

2018 TOP ORIGINATORS

TOP MORTGAGE LOAN ORIGINATORS BY 2017 UNITS FUNDED

Rank	Name	Company	Location	2017 Units Funded
4	SIMON YU	Union Bank	Bellevue, Washington	277
5	HAO LIANG (FRANK) HU	Sterling Bank & Trust	Rowland Heights, California	219
T6	LYSA CATLIN	Caliber Home Loans, Inc.	Kirkland, Washington	212
T6	JAMES CHEN	Citizens Bank	New York, New York	212
8	AN LE	Primelending, Inc.	Arlington, Texas	198

continued →



Rank	Name	Company	Location	2017 Volume in Millions
9	JAMES CHEN	Citizens Bank	New York, New York	\$ 97.8
10	CHIH-LIN LIU	HSBC Bank USA, N.A.	San Marino, California	\$ 86.2
11	KHAI NGUYEN	Absolute Mortgage & Lending	Dallas, Texas	\$ 85.2
12	BIKI (HEI YEE) KWOK	Sterling Bank & Trust	Alhambra, California	\$ 82.1
13	CHAU HUYNH	Bank of America	New York, New York	\$ 79.3
14	AILEEN HOM	Wells Fargo Private Mortgage Bank	San Francisco, California	\$ 77.3
15	CHOE HUNG	U.S. Bank	Pasadena, California	\$ 74.8
16	TINA JING CHEN	Sterling Bank & Trust	Alhambra, California	\$ 67.6
17	RICKY LAM	Sterling Bank & Trust	San Francisco, California	\$ 59.7
18	TAMIE PHAM	Union Bank	Palo Alto, California	\$ 59.6
19	WINNIE HO	HSBC Bank USA N.A	Millbrae, California	\$ 56.2
20	QIAN HU	Sterling Bank & Trust	Burlingame, California	\$ 54.4



Rank	Name	Company	Location	2017 Units Funded
9	RANDY WATKINS	Academy Mortgage	Dallas, Texas	156
10	MICHAEL PARK	Wells Fargo	Blaine, Minnesota	144
11	BIKI (HEI YEE) KWOK	Sterling Bank & Trust	Alhambra, California	143
12	LILLIAN WONG	Union Bank	Palo Alto, California	140
13	TINA JING CHEN	Sterling Bank & Trust	Alhambra, California	133
T14	JED ANANTASOMBOON	Academy Mortgage	Dallas, Texas	132
T14	MICHELLE KIM	HSBC Bank USA N.A	Los Angeles, California	132
16	CHOE HUNG	U.S. Bank	Pasadena, California	127
17	KHUE DANG	Union Bank	Bellevue, Washington	120
18	KAREN CHIU	New American Funding	Pasadena, California	115
19	CHIH-LIN LIU	HSBC Bank USA, N.A	San Marino, California	105
T20	QIAN HU	Sterling Bank & Trust	Burlingame, California	102
T20	CHAU HUYNH	Bank of America	New York, New York	102