



For Immediate Release

Contact:

David Siroty
Imagine Productions
David@ImaginePRStrategy.com

**MORE THAN 220 AGENTS AND TEAMS ARE RECOGNIZED ON THE
ASIAN REAL ESTATE ASSOCIATION OF AMERICA'S 2024 A-LIST**

**List of Top Producers is Headlined by William Lublin, Christopher
Karas, the Scofield Group and Kinetic Real Estate**

San Diego, Calif. (September 23, 2024) – The Asian Real Estate Association of America (AREAA) today released its annual A-List which recognized 157 individual real estate agents and 68 teams for outstanding production in 2023. The A-List honorees, all AREAA members, generated \$9.85 billion in sales volume on 10,214 transaction sides in 2023. The top 50 agents and 25 teams will be honored at the [AREAA National Convention on October 24-26 in Las Vegas](#).

The list of real estate agents and teams on the A-List was produced this year by *RealTrends Verified*.

William Lublin of CENTURY 21 Advantage Gold in Philadelphia generated 351 sides in 2023 to lead all individual sales professionals on the A-List. He was listed 11th in the nation on the *RealTrends Verified* list. **Stephanie Vitacco** (144.3) with Equity Union in Encino, Calif., **Meghan O Clarkson** (104) with Long & Foster Real Estate, in Chincoteague Island, Va., **Magda Esola** (98) with Brookline Homes in Concord, N.C., and **Johnny Rojas** (80) with CENTURY 21 Jr Gold Team Realty in Garfield, N.J., rounded out the list's top five individual sales professionals.

Christopher Karas of Compass in Scottsdale, Ariz., generated \$286.7 million in 2023 volume to lead the A-List. He was 24th on the *RealTrends Verified* list. **Diana Zhang** (\$217.4 million) with Brown Harris Stevens in New York, N.Y., was second, followed by last year's top overall producer in volume, **Tracy Allen** (\$200.6 million) with Coldwell Banker Realty in Honolulu, Hawaii. Vitacco (\$169.9 million), and **Michele Schuler** (\$72.6 million) with Realogics Sotheby's International Realty in Bellevue, Wash.

Kirby Scofield’s Scofield Group of LPT Realty in Las Vegas, Nevada, led the team closed sides list with 360. **Kinetic Real Estate** of Daly City, Calif., led by **Kevin Cruz**, was second with 318 followed by **Judy Cuong’s Portfolio Real Estate** in Elk Grove, Calif., the **Luxury Collective**, led by **Eric Delgado** of Keller Williams in Encino-Sherman Oaks, Calif. (242.2) and **Danielle Moy’s Moy Group** (242.1) of @Properties in Orland Park, Ill.

Kinetic Real Estate earned top honors in sales volume, generating \$300.9 million in 2023. The next four highest earners in sales volume were **Moya Skillman’s Team Foster Skillman** (\$268.1 million) of Compass in Bellevue, Wash., the Luxury Collective (\$190.1 million), **Melissa Sofia’s The Avenue Home Collective** (\$188.3 million) in San Diego, Calif., and **Michael Ramos’ Momentum Realty** (\$163.1 million) in San Francisco, Calif.

“The A-List offers the perfect snapshot of how influential the AANHPI community is within the real estate industry,” said AREAA President Jamie Tian. “When you’re in the trenches, working with consumers every day, it’s easy to forget how much we accomplish as a greater community. This list is the perfect tool to shine a light on that. Each and every member of our organization on this list is a proponent of professionalism in real estate and we’re proud to congratulate their effort and dedication to the cause.”

The A-List was developed using these criteria:

- *RealTrends Verified* identified honorees by cross-tabulating AREAA membership with those on its *RealTrends Verified + Tom Ferry America’s Best Real Estate Professionals* list.
- AREAA allowed for individual submissions allowing individual agents who generated at least 15 transaction sides or \$6 million in sales volume in 2023 to be recognized.
- Teams needed at least 25 transaction sides and \$9 million in sales volume. The team lead must be an AREAA member.

The top 50 individual agents and teams are listed below. The full A-List is available [by clicking here](#):

Individual Real Estate Agents Sides

RANK	FULL NAME	BROKERAGE	CITY, STATE	SIDES
1	William Lublin	Century 21 Advantage Gold	Philadelphia, PA	351
2	Stephanie Vitacco	Equity Union	Encino, CA	144.3
3	Meghan O Clarkson	Long & Foster Real Estate	Chincoteague Island, VA	104
4	Magda Esola	Brookline Homes	Concord, NC	98
5	Johnny Rojas	Century 21 Jr Gold Team Realty	Garfield, NJ	80
6	Oscar Garcia	Berkshire Hathaway HomeServices Carolina Premier Properties	Wilmington, NC	70
T-7	Julie Gritton	Coldwell Banker Premier	Lewes, DE	67

T-7	Christopher Karas	Compass	Scottsdale, AZ	67
9	Rich Kim	Real	Fairfield, NJ	66
10	Tina Guerrieri	RE/MAX Central	Blue Bell, PA	65
11	Adewale Lawal	LPT Realty	Houston, TX	64
12	Diana Zhang	Brown Harris Stevens	New York, NY	63
13	Nathalie Apteker	Homesmart	Alpharetta, GA	57
14	Karen Sorenson	RE/MAX Newport	Mt Pleasant, WI	54
15	Herman Chan	Golden Gate Sotheby's International Realty	Berkeley, CA	53
T-16	Delton Cheng	Century 21 Homefront	Brooklyn, NY	52
T-16	Randy Hatada	Xpand Realty & Property Management	Las Vegas, NV	52
T-18	Ruth Manzano Javier	Five Star Realty	Ewa Beach, HI	51
T-18	Soo Yu	Eastern Realty	Fort Lee, NJ	51
20	May Huang	eXp Realty	Elk Grove, CA	49.7
21	Leslie Webb	Long & Foster Real Estate	Winchester, VA	48.5
T-22	Debbie Meyer	Berkshire Hathaway HomeServices Ambassador	Bellevue, NE	48
T-22	LuAnn Shikasho	eXp Realty	Elk Grove, CA	48
24	Lina Shah	Coldwell Banker Realty	Oak Brook, IL	46.1
T-25	Christine Do	Keller Williams Dallas Preston Road	Stoughton, MA	45
T-25	Susan Kliesen	RE/MAX Center	Duluth, GA	45
27	Alina Wang	Coldwell Banker Realty	Lexington, MA	42.8
28	Stephanie Young	Coldwell Banker Realty	Irvine, CA	42
29	Hannah Nguyen	Portfolio Real Estate	Sacramento, CA	41
T-30	Raquel Lavender	Keller Williams Realty Atlanta Partners	Stockbridge, GA	40
T-30	Janet Moore	Premier Sotheby's International Realty	Belleair Bluffs, FL	40
T-30	Sara Nguyen	Better Homes & Gardens Real Estate Gary Greene	Missouri City, TX	40
T-30	Lor Vang	eXp Realty	Menomonee Falls, WI	40
34	Sacha Blanchet	Coldwell Banker Realty	Phoenix, AZ	39.8
T-35	Bonnie Lai	RE/MAX Real Estate center	Brookline, MA	39
T-35	Anita Vining	Berkshire Hathaway HomeServices Florida Network Realty	Jacksonville, FL	39
T-37	Lily Cai Do	Compass	Danville, CA	38
T-37	Clemente De La Torre	John Hart	La Crescenta, CA	38
39	Tracy Allen	Coldwell Banker Realty	Honolulu, HI	37.9
T-40	Lynda Chac	eXp Realty	Elk Grove, CA	37
T-40	Jennifer Ouk	eXp Realty	Alameda, CA	37
T-40	Roxann Taylor	Engel & Völkers Dallas Fort Worth	Southlake, TX	37
T-43	Sonia Banota	Better Homes and Gardens Real Estate Maturo	Kendell Park, NJ	35
T-43	Li Lanz	Li Lanz Properties	Clackamas, OR	35
T-45	Kim Deol	Intero Real Estate	Pleasanton, CA	34

T-45	Jonathan Yeatts	Compass	Charlotte, NC	34
T-47	Agustus Maghee	The Agency	Las Vegas, NV	33
T-47	Laura Miller	Keller Williams Realty	Granite Bay, CA	33
T-47	Melissa Zimmerman	Berkshire Hathaway HomeServices Carolinas Realty	Charlotte, NC	33
50	Dano Sayles	Coldwell Banker Island Properties	Kihei Maui, HI	32.5

Individual Real Estate Agents Volume

RANK	FULL NAME	BROKERAGE	CITY, STATE	VOLUME
1	Christopher Karas	Compass	Scottsdale, AZ	\$286,737,870
2	Diana Zhang	Brown Harris Stevens	New York, NY	\$217,421,512
3	Tracy Allen	Coldwell Banker Realty	Honolulu, HI	\$200,621,765
4	Stephanie Vitacco	Equity Union	Encino, CA	\$169,945,869
6	Michele Schuler	Realogics Sotheby's International Realty	Bellevue, WA	\$72,625,250
7	Zar Zanganeh	The Agency	Las Vegas, NV	\$68,689,989
8	Tommy Kim	Coldwell Banker Realty	Honolulu, HI	\$63,588,750
9	Emily Qing Hui Wang	Century 21 Advantage Gold	Philadelphia, PA	\$61,753,649
10	Johnny Rojas	Century 21 JR Gold Team Realty	Garfield, NJ	\$58,890,500
11	Soomin Kim	eXp Realty	Liberty Hill, TX	\$56,304,921
12	Roxann Taylor	Engel & Völkers Dallas Fort Worth	Southlake, TX	\$56,160,845
13	Samantha Huang	Corcoran Real Estate	San Francisco, CA	\$55,559,913
14	Lily Cai Do	Compass	Danville, CA	\$53,495,050
15	Anita Vining	Berkshire Hathaway HomeServices Florida Network Realty	Jacksonville, FL	\$53,380,172
16	Lina Shah	Coldwell Banker Realty	Oak Brook, IL	\$51,415,750
17	Dano Sayles	Coldwell Banker Island Properties	Kihei Maui, HI	\$50,301,675
18	Kim Deol	Intero Real Estate Services	Pleasanton, CA	\$47,683,437
19	Stephanie Young	Coldwell Banker Realty	Irvine, CA	\$46,084,227
20	Linda Lee	Keller Williams City Life	San Diego, CA	\$41,677,750
21	Delton Cheng	Century 21 Homefront	Brooklyn, NY	\$40,385,500
22	Kirby Chan	eXp Realty	Richmond Hill, ON	\$39,460,513
23	Herman Chan	Golden Gate Sotheby's International Realty	Berkeley, CA	\$37,753,164
24	Ruth Manzano Javier	Five Star Realty	Ewa Beach, HI	\$37,075,410
25	Magda Esola	Brookline Homes	Concord, NC	\$36,939,402
26	Lilian Jorgenson	Long & Foster Real Estate	Vienna, VA	\$36,006,000
27	Meghan Clarkson	Long & Foster Real Estate	Chincoteague Island, VA	\$35,413,951
28	Julie Gritton	Coldwell Banker Premier	Lewes, DE	\$33,448,160
29	Theresa Valencic	Long & Foster Real Estate	McLean, VA	\$32,762,400
30	Leo Lee	Momentum Real Estate	Brooklyn, NY	\$31,988,590
31	Sangmi Park	Douglas Elliman	New York, NY	\$31,984,154

32	Christine Do	Keller Williams	Stoughton, MA	\$31,694,750
33	Jessica Wu	Keller Williams Cupertino	San Jose, CA	\$31,196,880
34	Diane Ito	Coldwell Banker Realty	Honolulu, HI	\$30,556,425
35	Bonnie Lai	RE/MAX Real Estate Center	Brookline, MA	\$30,544,151
36	LuAnn Shikasho	eXp Realty	Elk Grove, CA	\$29,255,870
37	Janet Moore	Premier Sotheby's International Realty	Belleair Bluffs, FL	\$28,845,572
38	Ellie Yung	Coldwell Banker Realty	Irvine, CA	\$28,338,865
39	Jennifer Ouk	eXp Realty	Alameda, CA	\$27,907,600
40	Tina Guerrieri	RE/MAX Central	Blue Bell, PA	\$27,779,796
41	Maria Kawananaoka	Coldwell Banker Realty	Honolulu, HI	\$27,660,000
42	Michael Orbino	Compass	Bellevue, WA	\$27,289,995
43	Michelle Zhao	Berkshire Hathaway HomeServices Laffey International Realty	Queens Village, NY	\$27,175,917
44	Helen He	Intero Real Estate Services	Silver Creek, CA	\$27,157,248
45	Joseph Chow	Redfin	Walnut, CA	\$27,138,819
46	Reid Sanborn	Engel & Völkers Sun Valley	Ketchum, ID	\$27,013,900
47	Sandy Sun	Compass	Seattle, WA	\$26,903,000
48	William Lublin	Century 21 Advantage Gold	Philadelphia, PA	\$26,341,350
49	Dewey Vuong	eXp Realty	Oakland, CA	\$26,075,172
50	Rich Kim	Real	Fairfield, NJ	\$26,000,000

Real Estate Team Sides

RANK	TEAM NAME	TEAM LEAD FULL NAME	BROKERAGE	CITY, STATE	SIDES
1	Scofield Group	Kirby Scofield	LPT Realty	Las Vegas, NV	360
2	Kinetic Real Estate	Kevin Cruz	Kinetic Real Estate	Daly City, CA	318
3	Portfolio Real Estate	Judy Cuong	Portfolio Real Estate	Elk Grove, CA	276
4	Luxury Collective	Eric Delgado	Keller Williams Encino-Sherman Oaks	Encino, CA	242.1
5	The Moy Group	Danielle Moy	@Properties	Orland Park, IL	209
6	The Avenue Home Collective	Melissa Sofia	The Avenue Home Collective	San Diego, CA	206
7	The Superior Realty Group	Anna Chi Yan Huang	eXp Realty	Elk Grove, CA	188
8	HPT REALTY	Mindy Luong	HPT Realty & Finance	Westminster, CA	146
9	Tim Hur and Helen Nguyen Team	Tim Hur	Point Honors and Associates, Realtors	Duluth, GA	143
10	Li Team	Nancy Li	Keller Williams The Marketplace	Las Vegas, NV	129
11	Darlene Streit	Darlene Streit	Sotheby's International Realty	Santa Fe, NM	124
12	The Goodchild Team	Dave Goodchild	Berkshire Hathaway HomeServices Starck Real Estate	Palatine, IL	122

13	Weinberg Choi Residential	Tommy Choi	Keller Williams ONE Chicago	Chicago, IL	117
14	Spacematch Team	Michael Kang	Coldwell Banker Realty	Chicago, IL	116.3
15	8 Blocks Real Estate	Mei Ling	8 Blocks Real Estate	Santa Clara, CA	101
16	Dogwood Realty	Meshell Perry	Dogwood Realty	Jacksonville, FL	99
17	Byrne Real Estate Group	Clay Byrne	Keller Williams Realty	Austin, TX	94
18	The Saladino Sells Team	Michael Saladino	Keller Williams ONE Chicago	Chicago, IL	92
19	Kauffman and Company Team	Michelle Kauffman	Berkshire Hathaway HomeServices Premier Properties	Lubbock, TX	90
20	C21 Team International	Danny Lueng	Century 21 Redwood Realty	Washington, D.C.	87.8
21	The Condo Advisory	Marcus Lee	Compass	San Francisco, CA	81
22	Texas Ace Team	Hoang "Alex" Dong	eXp Realty	Garland, TX	77
T-23	Esther Chong Realty Group	Esther Chong	Keller Williams Atlanta	Duluth, GA	73
T-23	Peter Luu Signature Group	Peter Luu	eXp Realty	Orlando, FL	73
T-23	Randy Char	Randy Char	Las Vegas Sotheby's International Realty	Las Vegas, NV	73
26	The Calvin Xu Team	Calvin Xu	Christie's International Real Estate Group	New York, NY	72
T-27	Sujatha Bhaskara Group	Sujatha Bhaskara	Keller Williams West Monmouth	Marlboro, NJ	69
T-27	Team Charan Bajwa	Charan Bajwa	RE/MAX One	Monmouth Junction, NJ	69
29	Team Foster Skillman	Moya Skillman	Compass	Bellevue, WA	67
30	Duong Kim Global	Amy Duong Kim	Compass	Hinsdale, IL	65
T-31	The Avant Team	Alice Schroeder	Berkshire Hathaway HomeServices California Properties	Irvine, CA	62
T-31	Trust Real Estate	Amy Kong	Trust Real Estate	San Bruno, CA	62
T-33	Encore Group	Daniel Poon	eXp Realty	Fountain Valley, CA	61
T-33	The International Group	Lisa Nguyen	RE/MAX Professionals	Lakewood, CO	61
35	The ER Group	Kenneth Er	Century 21 J. Carter & Company	Gulf Shores, AL	60.8
36	Connie Van Real Estate Group	Connie Van	Keller Williams Realty	Elk Grove, CA	60.5
37	CL Square Team	Cynthia Li	Keller Williams Allen	Allen, TX	60
38	Cook Real Estate Partners	Janet Cook	Keller Williams Elite	Cambridge, MA	55
39	Kent Redding Group	Kent Redding	Berkshire Hathaway HomeServices Texas Realty	West Lake Hills, TX	54
40	Jamie Younger Team	Jamie Younger	Long & Foster Real Estate	Richmond, VA	50.3

41	The Kondo Group	Tadashi Kondo	Compass	Palos Verdes, CA	50
42	Diverse Realty Group	Alexander Phan	Keller Williams Professionals	Portland, OR	49
43	Kaori Nagao-Chiti	Kaori Nagao-Chiti	Las Vegas Sotheby's International Realty	Las Vegas, NV	48.1
44	Crystal Florida and Associates	Crystal Florida	Compass	Berkeley, CA	47
45	Team Affinity	Phat Tan Nguyen	LPT Realty	Lake Mary, FL	46.5
46	Sybarite Realty	Phil Chen	Christie's International Real Estate Sereno	Burlingame, CA	43
T-47	Nicole Ji Group	Nicole Ji	Compass	Bellevue, WA	40
T-47	The Delawalla Group	Amin Delawalla	Berkshire Hathaway HomeServices Beach Properties of Florida	Watersound, FL	40
T-49	Brandy Nelson Associates	Brandy Nelson	Equity Union Real Estate	Rancho Mirage, CA	39
T-49	SR Real Estate Group	Smitha Ramchandani	Christie's International Real Estate	Summit, NJ	39

Real Estate Team Volume

RANK	TEAM NAME	TEAM LEAD FULL NAME	BROKERAGE	CITY STATE	VOLUME
1	Kinetic Real Estate	Kevin Cruz	Kinetic Real Estate	Daly City, CA	\$300,888,113
2	Team Foster Skillman	Moya Skillman	Compass	Bellevue, WA	\$268,092,730
3	Luxury Collective	Eric Delgado	Keller Willaims Encino-Sherman Oaks	Encino, CA	\$190,120,327
4	The Avenue Home Collective	Melissa Sofia	The Avenue Home Collective	San Diego, CA	\$188,341,034
5	Momentum Realty	Michael Ramos	Momentum Realty	San Francisco, CA	\$163,099,630
6	8 Blocks Real Estate	Mei Ling	8 Blocks Real Estate	Santa Clara, CA	\$160,866,243
7	Darlene Streit	Darlene Streit	Sotheby's International Realty	Santa Fe, NM	\$160,602,544
8	Portfolio Real Estate	Judy Cuong/Samantha Tov	Portfolio Real Estate	Elk Grove, CA	\$142,611,063
9	Scotfield Group	Kirby Scotfield	LPT Realty	Las Vegas, NV	\$135,948,594
10	HPT REALTY	Mindy Luong	HPT Realty & Finance	Westminster, CA	\$135,374,650
11	Sybarite Realty	Phil Chen	Christie's International Real Estate Sereno	Burlingame, CA	\$126,868,174
12	The Superior Realty Group	Anna Chi Yan Huang	eXp Realty	Elk Grove, CA	\$121,453,891
13	The Condo Advisory	Marcus Lee	Compass	San Francisco, CA	\$109,153,700
14	Ascend Real Estate	Steven Huang	Ascend Real Estate	San Francisco, CA	\$99,643,942
15	Jen Gong Group	Jen Gong	Keller Williams Irvine	Irvine, CA	\$81,415,979
16	Li Team	Nancy Li	Keller Williams The Marketplace	Las Vegas, NV	\$68,167,337
17	The Delawalla Group	Amin Delawalla	Berkshire Hathaway HomeServices Beach Properties of Florida	Watersound, FL	\$67,490,665

18	Randy Char	Randy Char	Las Vegas Sotheby's International Realty	Las Vegas, NV	\$65,482,531
19	Team Affinity	Phat Tan Nguyen	LPT Realty	Lake Mary, FL	\$64,302,101
20	The Moy Group	Danielle Moy	@properties	Orland Park, IL	\$64,272,977
21	The Avant Team	Alice Schroeder	Berkshire Hathaway HomeServices California Properties	Irvine, CA	\$62,284,422
22	Weinberg Choi	Tommy Choi	Keller Williams ONE Chicago	Chicago, IL	\$59,429,454
23	The Robyn and Rachel Group	Robyn Kimura Hsu	Realogics Sotheby's International Realty	Mercer Island, WA	\$55,144,950
24	The Calvin Xu Team	Calvin Xu	Christie's International Real Estate Group	New York, NY	\$53,826,077
25	Crystal Florida and Associates	Crystal Florida	Compass	Berkeley, CA	\$51,813,044
26	The Kondo Group	Tadashi Kondo	Compass	Palos Verdes, CA	\$50,706,235
27	Peter Luu Signature Group	Peter Luu	eXp Realty	Orlando, FL	\$50,493,897
28	Encore Group	Daniel Poon	eXp Realty	Fountain Valley, CA	\$49,870,635
29	The Beth Billington Team	Beth Billington	Coldwell Banker Realty	Bellevue, WA	\$49,630,250
30	Kayla Lee Team	Kayla Lee	Serhant	Long Island City, NY	\$46,797,700
31	The Dave + Amy Chung Team	David Chung	Compass	Winnetka, IL	\$44,662,022
32	Sujatha Bhaskara Group	Sujatha Bhaskara	Keller Williams West Monmouth	Marlboro, NJ	\$43,952,595
33	Byrne Real Estate Group	Clay Byrne	Keller Williams Austin	Austin, TX	\$43,789,477
34	Spacematch Michael Kang	Michael Kang	Coldwell Banker Realty	Chicago, IL	\$43,540,870
35	Tim Hur and Helen Nguyen Team	Tim Hur	Point Honors and Associates, Realtors	Duluth, GA	\$43,078,359
36	Trust Real Estate	Amy Kong	Trust Real Estate	San Bruno, CA	\$42,857,640
37	Team Charan Bajwa	Charan Bajwa	RE/MAX One	Monmouth Junction, NJ	\$41,622,231
38	Esther Chong Realty Group	Esther Chong	Keller Williams Atlanta	Duluth, GA	\$40,388,119
39	The Carol Reen Team	Carol Reen	Compass	San Francisco, CA	\$40,008,375
40	Nicole Ji Group	Nicole Ji	Compass	Bellevue, WA	\$39,342,818
41	Dogwood Realty	Meshell Perry	Dogwood Realty	Jacksonville, FL	\$37,500,000
42	The International Group	Lisa Nguyen	RE/MAX Professionals	Lakewood, CO	\$37,444,094
43	Jennifer Chow Group	Jennifer Chow	RLAH @properties	Potomac, MD	\$37,293,049
44	Kaori Nagao-Chiti	Kaori Nagao-Chiti	Las Vegas Sotheby's International Realty	Las Vegas, NV	\$37,066,839
45	C21 Team International	Danny Leung	Century 21 Redwood Realty	Washington DC	\$36,066,909

46	Diverse Realty Group	Alexander Phan	Keller Williams Professionals	Portland, OR	\$34,781,965
47	SR Real Estate Group	Smitha Ramchandani	Christie's Real Estate Group	Summit, NJ	\$34,556,538
48	Connie Van Real Estate Group	Connie Van	Keller Williams Realty	Elk Grove, CA	\$34,399,539
49	IKGroup	Ivona Kutermankiewicz	Berkshire Hathaway HomeServices Chicago	Chicago, IL	\$34,332,500
50	The Goodchild Team	Dave Goodchild	Berkshire Hathaway HomeServices Starck Real Estate	Palatine, IL	\$33,994,208

ABOUT AREA

Founded in 2003, the Asian Real Estate Association of America (AREAA) is a national nonprofit trade organization with more than 18,000 members dedicated to improving the lives of the Asian American, Native Hawaiian and Pacific Islander (AANHPI) community through homeownership. Visit areaa.org for more information.