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Local Realtors outselling most in country

Two teams rank in top 10, 14 make top 250 list

by Carol Blitzer

Three local Realtor teams and 15 individuals were among the top 250 salespeople in the country in 2013, in rankings announced by Real Trends in ads that appeared in the Wall Street Journal on June 27. DeLeon Realty of Palo Alto and Mary and Brent Gullixson of Alain Pinel Realtors, Menlo Park, ranked No. 5 and No. 6, respectively.

Last year Ken DeLeon was rated as an individual, not a team; he came in at No. 18, with \$203 million in sales. This year's team volume reached \$332 million, earning his team the No. 5 spot.

The No. 1 spot was taken by The Jills (Jill Herzberg and Jill Eber) of Coldwell Banker Residential Real Estate/NRT, Miami Beach, with sales of \$552 million.

Top local teams included:

No. 5: The DeLeon Team, DeLeon Realty Inc., Palo Alto, \$332 million;

No. 6: Mary and Brent Gullixson, Alain Pinel Realtors, Menlo Park, \$324 million;

No. 158: Carol Carnevale and Nicole Aron, Alain Pinel Realtors, Menlo Park, \$95 million.

Top individuals included:

No. 33: Keri Nicholas, Coldwell Banker Residential Brokerage/NRT, Menlo Park, \$154 million;

No. 48: David Troyer, Intero Real Estate Services, Los Altos, \$133 million;

No. 70: Hugh Cornish, Coldwell Banker, Menlo Park, \$108 million;

No. 76: Judy Citron, Alain Pinel Realtors, Menlo Park, \$104 million;

No. 79: Kathy Bridgman, Alain Pinel Realtors, Los Altos, \$102 million;

No. 80: Tom LeMieux, Pacific Union Real Estate, Menlo Park, \$101 million;

No. 84: Judy Bogard-Tanigami, Alain Pinel Realtors, Los Altos, \$99 million;

No. 117: Lan Liu Bowling, Keller William Realty, Palo Alto, \$86 million;

No. 130: Terri Kerwin, Kerwin & Associates, Menlo Park, \$81 million;

No. 136: Tim Kerns, Coldwell Banker Residential Brokerage/NRT, Menlo Park, \$80 million;

No. 157: Janelle Boyenga, Intero Real Estate Services, Los Altos, \$73 million;

No. 167: Hanna Shacham, Coldwell Banker Residential Brokerage/NRT, Menlo Park, \$72 million;

No. 177: Billy McNair, Coldwell Banker Residential Brokerage/NRT, Menlo Park, \$69 million;

No. 178: Alex Wang, Sereno Group, Palo Alto, \$69 million;

No. 193: Liz Daschbach, Coldwell Banker Residential Brokerage/NRT, Menlo Park, \$66 million.

The full rankings of the top-selling 250 -- and even up to 1000 -- can be found at [The Thousand](#).