

DAVID LYNG REAL ESTATE  
*sales achievements*

**SILICON VALLEY  
BUSINESS JOURNAL**

Silicon Valley Business Journal honors David Lyng Real Estate as the 7th Highest ranked firm in Silicon Valley for sales volume. The only office headquartered in Santa Cruz County, David Lyng has 7 offices in Santa Cruz County, 3 in Monterey County with 230 salespeople.



**REALTRENDS**  
THE TRUSTED SOURCE

Real Trends and the Wall Street Journal ranked David Lyng Real Estate as the 308th residential real estate company in the United States..."The Real Estate top 500 Americas Best"! Real Trends is the leader in ranking the performance of residential Real Estate services firms.

DAVID LYNG REAL ESTATE

*impressive accolades*

SILICON VALLEY BUSINESS JOURNAL

DAVID LYNG REAL ESTATE RANKED THE 7TH HIGHEST FIRM IN SILICON VALLEY FOR SALES VOLUME. THE ONLY OFFICE HEADQUARTERED IN SANTA CRUZ COUNTY (PUBLISHED SEPTEMBER 22, 2017)

**T H E L I S T**

Compiled by Rosie Downey  
408.299.1827, @SVBizRosie  
rdowney@bizjournals.com

**RESIDENTIAL REAL ESTATE FIRMS**

RANKED BY 2016 GROSS SALES OF LOCAL RESIDENTIAL PROPERTIES IN SILICON VALLEY IN 2016

| Business name (Prior rank) (* did not rank)      | 2016 gross sales of local residential properties <sup>1</sup> | 2016 local residential transactions closed | Local sales agents <sup>2</sup> | Top local executives <sup>3</sup>   |
|--|---|--|---------------------------------|---|
| 1 Coldwell Banker Residential Brokerage (1)      | \$9.12 billion  | 7,879                                      | 1,472                           | Mike Jones, President   |
| 2 Alain Pinel Realtors (2)                       | \$7.21 billion  | 8,204                                      | 695                             | Paul J. Indino, Founder/President/CEO   |
| 3 Intero Real Estate Services Inc. (3)           | \$6.5 billion   | 8,100                                      | 2,300                           | Jim Taglioli, President/CEO<br>John Thompson, COO                             |
| 4 Sereno Group (4)                               | \$3.9 billion   | 2,272                                      | 312                             | Chris Trapani, Founder/CEO  |
| 5 Legacy Real Estate & Associates-Fremont (5)    | \$1.71 billion  | 1,401                                      | 210                             | Bill Altemus, Owner/Manager   |
| 6 Keller Williams Realty Silicon Valley (7)      | \$1.05 billion  | 1,319                                      | 115                             | Michael Schick, Broker/Operating partner<br>Andre Grubler, CEO                |
| 7 David Lyng Real Estate (8)                     | \$823.01 million  | 1,083                                      | 222                             | David Lyng, President/CEO<br>Morgan Lyng Larkin, General manager              |
| 8 Intero Real Estate Services (East Bay) (2)     | \$706.42 million  | 890  | 170                             | Bob Babin, Managing broker  |
| 9 Golden Gate Sotheby's International Realty (9) | \$436.95 million  | 889  | 29                              | Michael Brenfro, CEO<br>Alyssa Banta, SVP/operating manager                   |
| 10 CBR Real Estate Services (10)                 | \$276 million   | 311  | 63                              | Steve Bonafide, CEO/President<br>Terry Meyer, VP of operations/branch manager |
| 11 RE/MAX Gold (6)                               | \$251.46 million  | 268  | 23                              | Bobbi Brooks, Broker/Owner  |
| 12 EQ1 (11)                                      | \$151.73 million  | 211  | 10                              | Mark Sur, President   |
| 13 Shankie Real Estate Inc. (5)                  | \$141.4 million   | 261  | 22                              | Shari Shankie, Broker   |
| 14 Sequoia Realty Services (12)                  | \$17.81 million   | 18   | 3                               | Gabe Roman, President   |
| 15 Silicon Valley Residential Realty Inc. (13)   | \$65.49 million   | 87   | 8                               | Tony Sims, Broker   |
| 16 RE/MAX Mid-Peninsula (16)                     | \$60.53 million   | 36   | 10                              | James Gonzalez, Broker/Owner  |

**CLOSER LOOK**

**2,500**  
Number of local sales agents associated with Intero Real Estate Services Inc. (the most of any firm on the list)

**MOST LOCAL RESIDENTIAL TRANSACTIONS CLOSED IN 2016**

- Coldwell Banker Residential Brokerage: 7,879
- Intero Real Estate Services Inc.: 8,100
- Alain Pinel Realtors: 8,004
- Sereno Group: 2,272
- Legacy Real Estate & Associates: 1,603

**ABOUT THE LIST**  
Although every attempt is made to insure the accuracy and thoroughness of Business Journal lists, omissions sometimes occur. Information was obtained from firm representatives.

**WHAT CONSTITUTES SILICON VALLEY?**  
SANTA CLARA County, Fremont, Newark and Union City in Alameda County; Alhambra, Belmont, East Palo Alto, Foster City, Menlo Park, Portola Valley, Redwood City, San Carlos, San Mateo and Woodside in San Mateo County; and San Bruno, Santa Cruz and Monterey counties.

**NEED A COPY OF THE LIST?**  
Information for obtaining reprints, web permissions and comprehensive lists can be obtained from Bobbi Meredith at 877.397.5134 or reprints@bizjournals.com or write to:

**WANT TO BE ON THE LIST?**  
If your company would like to be considered for next year's list, or if there are any corrections or additions, please send an email to rdowney@bizjournals.com or write to:

Business Journal  
125 S. Market St.  
7th Floor  
San Jose, CA 95113

Our size and location gives us a unique advantage of being able to provide you with local expertise while marketing your property to the greater Silicon Valley and international markets. David Lyng has 7 offices in Santa Cruz County, 3 in Monterey County with 230 salespeople.



SERVING THE ENTIRE MONTEREY BAY & BEYOND

*our locations*

10 OFFICES CONVENIENTLY LOCATED THROUGHOUT THE MONTEREY BAY

**Capitola Main**  
2170 41st Avenue  
Capitola, CA 95010

**Capitola Village**  
301 Capitola Avenue  
Capitola, CA 95010

**Carmel, Lincoln**  
Morgan Court on Lincoln ST  
Between Ocean & 7th  
Carmel-by-the-Sea, CA 93921

**Carmel, San Carlos**  
Upstairs in Hampton Court  
SW Corner of 7th & San Carlos  
Carmel-by-the-Sea, CA 93921

**Felton**  
6287 Highway 9  
Felton, CA 95018

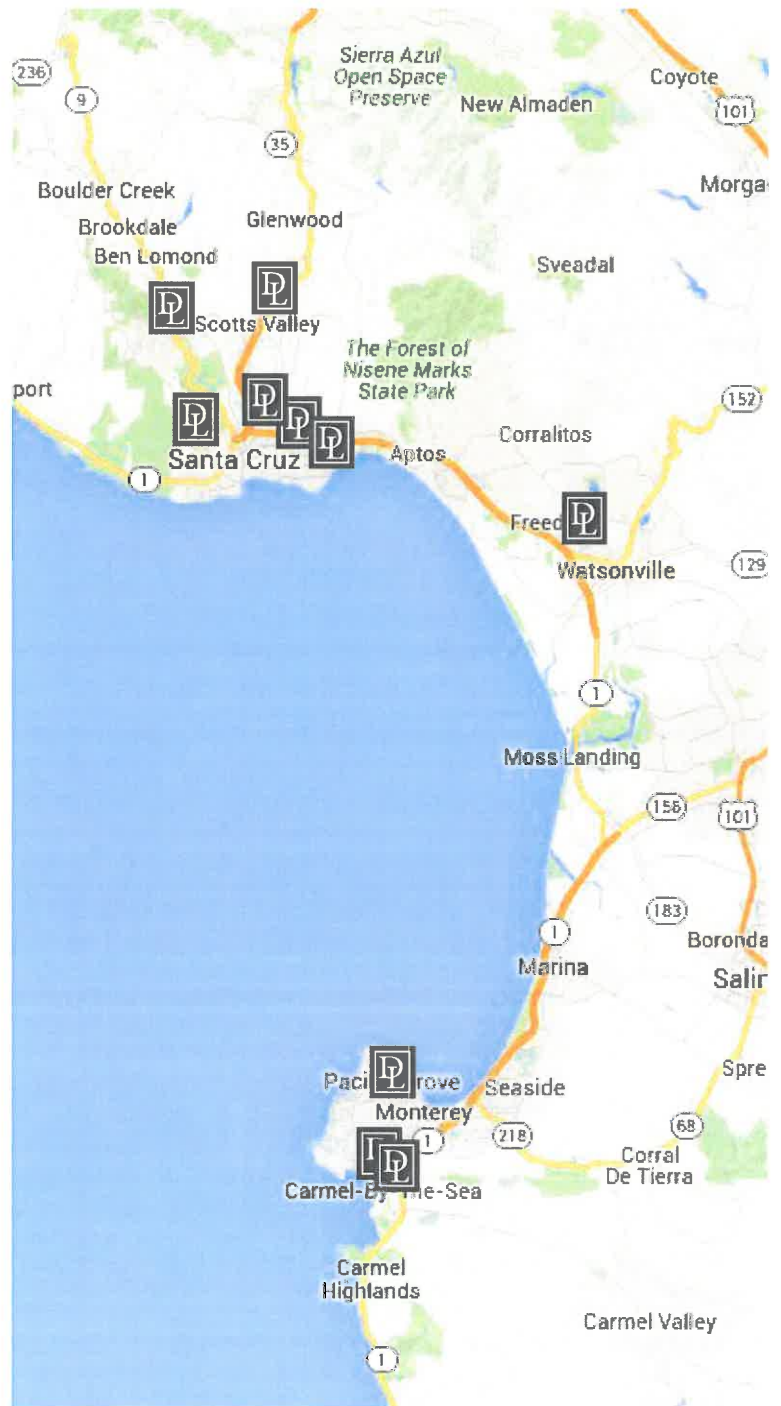
**Pacific Grove**  
211 Grand Avenue  
Pacific Grove, CA 93950

**Pleasure Point**  
1041 41st Ave  
Capitola, CA 95010

**Santa Cruz**  
129 Water Street  
Santa Cruz, CA 95060

**Scotts Valley**  
5522 Scotts Valley Dr  
Scotts Valley, CA 95066

**Watsonville**  
55 Penny Lane, Suite 102  
Watsonville, CA 95076



SERVING THE ENTIRE MONTEREY BAY

*our offices*

10 OFFICES CONVENIENTLY LOCATED THROUGHOUT THE MONTEREY BAY



**Capitola Main**  
2170 41st Avenue  
Capitola, CA 95010



**Capitola Village**  
301 Capitola Avenue  
Capitola, CA 95010



**Carmel, Lincoln**  
Morgan Court on Lincoln St  
Between Ocean & 7th  
Carmel-by-the-Sea, CA 93921



**Carmel, San Carlos**  
Upstairs in Hampton Court  
SW Corner of 7th & San Carlos  
Carmel-by-the-Sea, CA 93921



**Felton**  
6287 Highway 9  
Felton, CA 95018



**Pacific Grove**  
211 Grand Avenue  
Pacific Grove, CA 93950



SERVING THE ENTIRE MONTEREY BAY

*our offices*

10 OFFICES CONVENIENTLY LOCATED THROUGHOUT THE MONTEREY BAY



**Pleasure Point**

1041 41st Avenue  
Santa Cruz, CA 95062



**Santa Cruz**

129 Water Street  
Santa Cruz, CA 95060



**Scotts Valley**

5522 Scotts Valley Dr.  
Scotts Valley, CA, 95066



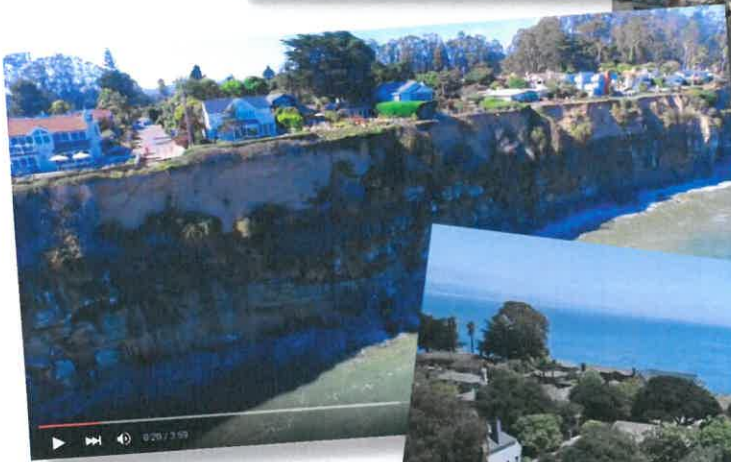
**Watsonville**

55 Penny Lane, Suite 102  
Watsonville, CA 95076

VIDEO HOME TOURS

# *the video advantage*

VIDEO4CREATIVE GROUP, A VETERAN AWARD WINNING MEDIA TEAM PARTNERS WITH DAVID LYNQ REAL ESTATE PRODUCING HIGH DEFINITION REAL ESTATE PROPERTY VIDEOS



DAVID LYNQ YOUTUBE

# brand channel

PROVIDING LIMITLESS EXPOSURE FOR THE PROPERTIES AND LIFESTYLES REPRESENTED BY OUR NETWORK... DAVIDLYNGONYOUTUBE.COM

