

# Largest Residential Real Estate Firms in the East Bay

(Ranked by gross sales by East Bay offices)

Rank	Prior	Company Address Phone   website	Gross sales by East Bay office(s) 2012	Gross sales by East Bay office(s) 2011	No. of properties sold by East Bay offices in 2012	Offices: East Bay/ Companywide	East Bay full-time lic. sales agents	Top East Bay or Bay Area executive
1	1	<b>J. Rockcliff Realtors</b> 4115 Blackhawk Plaza Circle, Ste. 200, Danville 94506 925-648-5305   www.rockcliff.com	\$2,070,049,206	\$1,905,265,505	3,750	9 9	373	Jeff Sposito President jsposito@rockcliff.com
2	2	<b>Better Homes &amp; Gardens Real Estate Mason-McDuffie</b> 7901 Stoneridge Drive, Ste. 300, Pleasanton 94588 925-924-4600   www.bhg.com	\$1,885,551,444	\$1,829,017,332	4,294	14 30	763	Ed Krafchow CEO ed.krafchow@bhghome.com
3	3	<b>Coldwell Banker Residential Brokerage</b> 12657 Alcosta Blvd., Ste. 500, San Ramon 94583 925-275-3085   www.californiamoves.com	\$1,833,700,270	\$1,558,035,574	3,431	8 62	443	Rick Turley President rick.turley@cbnocal.com
4	4	<b>Re/Max Accord</b> 313 Sycamore Valley Road West, Danville 94526 925-838-4100   www.remaxaccord.com	\$1,479,902,431	\$1,230,769,620	3,350	9 9	400	Jerry Stadler Owner and broker
5	5	<b>Alain Pinel Realtors</b> 900 Main St., Pleasanton 94568 925-251-1111   www.apr.com	\$1,200,288,257	\$1,009,456,965	2,014	6 27	266	Paul Hulme President and CEO phulme@apr.com
6	6	<b>Pacific Union International Inc.</b> 1900 Mountain Blvd., Oakland 94611 510-339-6460   www.pacunion.com	\$1,003,978,338	\$720,559,536	1,252	5 19	147	Pamela Hoffman Senior vice president
7	10	<b>Prudential California Realty</b> 3130 Crow Canyon Place, Ste. 170, San Ramon 94583 925-824-4800   www.pruca.com	\$892,225,144	\$500,000,000	2,676	13 18	373	Gretchen Pearson President and CEO gretchen.pearson@pruca.com
8	7	<b>The Grubb Co.</b> 1960 Mountain Blvd., Oakland 94611 510-339-0400   www.grubbco.com	\$775,471,000	\$549,475,000	873	2 2	63	D.J. Grubb President djgrubb@grubbco.com
9	9	<b>Legacy Real Estate &amp; Associates</b> 41111 Mission Blvd., Fremont 94539 510-744-3500   www.legacyrea.com	\$771,144,082	\$525,568,871	1,492	3 4	215	Bill Aboumrad Owner and manager baboumrad@legacyrea.com
10	NL	<b>East Bay Sotheby's International Realty</b> 1986 Mountain Blvd., Oakland 94611 510-339-4004   www.eastbaysir.com	\$721,000,000	\$563,000,000	998	5 5	148	Mark Attarha President mark.attarha@sothebysrealty.com
11	8	<b>Keller Williams Realty</b> 760 Camino Ramon, Ste. 200, Danville 94526 925-855-8333   www.kw.com	\$674,117,215	\$547,763,954	1,566	2 2	354	Beverly Steiner President
12	19	<b>Intero Real Estate Services Inc.</b> 43225 Mission Blvd., Fremont 94539 510-651-8500   www.interoestate.com	\$629,250,000	\$463,350,000	1,508	10 48	250	Rishi Bakshi General manager, East Bay rbakshi@interoestate.com
13	11	<b>Empire Realty Associates</b> 380 Diablo Road, Danville 94526 925-217-6000   www.empirerealty.com	\$533,594,062	\$398,682,941	726	2 2	80	Hank Perry President hperry@empirera.com
14	12	<b>Village Associates Real Estate</b> 93 Moraga Way, Ste. 103, Orinda 94563 925-254-0505   www.villageassociates.com	\$458,000,000	\$352,000,000	470	1 1	30	Ignacio Vega Managing partner ivega@villageassociates.com
15	13	<b>Red Oak Realty</b> 1891 Solano Ave., Berkeley 94707 510-527-3387   www.redoakrealty.com	\$311,456,836	\$250,926,847	590	2 2	66	Vanessa Bergmark Partner and CEO vanessa@redoakrealty.com
16	14	<b>Better Homes Realty</b> 1575 Treat Blvd., Ste. 120, Walnut Creek 94598 925-937-9001   www.bhr.com	\$245,966,712	\$213,323,561	798	17 100	151	Chuck Scoble President
17	NL	<b>ZipRealty Inc.</b> 2000 Powell St., Ste. 300, Emeryville 94608 510-735-2600   www.ziprealty.com	\$206,064,987	\$212,236,224	579	1 24	140	Greg Deming District director
18	NL	<b>Keller Williams Benchmark Properties</b> 39465 Paseo Padre Parkway, Ste. 1500, Fremont 94538 510-796-7900   fremont.yourkwoffice.com	\$197,402,932	\$162,966,832	455	1 1	80	Steve Pierce Operating principal steve@piercethemarket.com
19	18	<b>Re/Max C. C. Connection Inc.</b> 2950 Buskirk Ave., Ste. 140, Walnut Creek 94597 925-937-0100   www.cc-connection.com	\$126,405,919	\$86,293,771	345	1 1	30	Robert Decker President
20	15	<b>McGuire Real Estate</b> 2991 College Ave., Berkeley 94705 510-883-7000   www.moguire.com	\$71,144,465	\$71,990,698	139	1 6	15	Marlene Leverette Vice president and sales manager
21	17	<b>Caldecott Properties</b> 5251 Broadway, Oakland 94618 510-594-2400   www.caldecott.com	\$71,000,000	\$66,829,000	135	2 2	29	Andy Road President
22	16	<b>Marvin Gardens Real Estate</b> 1577 Solano Ave., Berkeley 94707 510-527-2700   www.marvingardens.com	\$65,797,000	\$70,000,000	126	1 1	16	Ann Arriola Plant Owner and broker annaplant@gmail.com
23	NL	<b>United Brokers Real Estate</b> 2408 Merced St., San Leandro 94577 510-346-7800   www.ubre.com	\$50,000,000	\$46,000,000	149	1 1	24	Dallas Horn CEO dallas@ubre.com
24	NL	<b>Stea Realty Group</b> 2987 College Ave., Berkeley 94705 510-843-6400   www.stearealtygroup.com	\$49,376,424	\$18,997,623	103	2 3	7	Daniel Stea Owner and broker daniel@stearealtygroup.com
25	NL	<b>Harcourts Platt Inc. Real Estate</b> 3560 Grand Ave., Ste. 200, Oakland 94610 510-261-1661   plattinc.harcourtsusa.com	\$10,000,000	NR	18	1 1	5	Cameron Platt Broker

This List includes residential real estate firms with offices in Alameda and Contra Costa counties.

NR = Not reported. NL = Not listed. 'Intero Real Estate Services' ranking at #19 on last year's list did not reflect sales for all of its East Bay offices.

Information for obtaining commemorative plaques, reprints or web permissions can be obtained from the Business Times' designated partner company, Scoop ReprintSource at 800-767-3263 or scoopreprints.com. No other companies offering similar services are affiliated in any way with the Business Times.

Ranking based on gross sales by East Bay offices in calendar year 2012.

Published March 29, 2013

Researched by Julia Cooper