



CONGRATULATIONS

January 31, 2022

Dear Jim,

Your exceptional sales performance ranks you among the top **Coldwell Banker** independent sales professionals across the globe. I'm excited and proud to present you with the Coldwell Banker International Society of Excellence award. This remarkable achievement is well deserved. Your expertise, market knowledge and dedication to clients separates you from your peers and helped you earn your place among the top agents companywide.

Congratulations on this tremendous accomplishment, and thank you for everything you do to make the **Coldwell Banker** brand an industry leader. Best wishes for continued success in 2022.

Warm Regards,

A blue ink handwritten signature, appearing to read 'M. Ryan Gorman', written in a cursive style.

M. RYAN GORMAN
PRESIDENT & CEO
COLDWELL BANKER

2021

INTERNATIONAL

**SOCIETY OF
EXCELLENCE**



*Coldwell Banker Real Estate LLC
is pleased to honor*

JIM ARBEED

COLDWELL BANKER REALTY

*Your exceptional performance
exemplifies the best and brightest in real estate today.*

*Congratulations on ranking
among the top sales professionals in the network.*



**COLDWELL
BANKER**

**M. RYAN GORMAN
PRESIDENT & CEO
COLDWELL BANKER**

Coldwell Banker Recognition Reports

Top Individuals | YTD | San Francisco-Peninsula

January 1, 2021 through December 31, 2021

Based on Closed Adjusted Gross Commission Income



RANK	NAME	OFFICE	RANK	NAME	OFFICE
1	Hugh Cornish	Menlo Park El Camino	51	Mark Tauber	Burlingame
2	Jim Arbeed	Burlingame	52	DiPali Shah	Menlo Park El Camino
3	Joel Goodrich	S.F. Pacific Heights	53	Mark Johnson	Burlingame
4	Diyar Essaid	Los Altos	54	Nina Style	S.F. Pacific Heights
5	Janice Lee	S.F. Sunset	55	Naomi Glass	S.F. Pacific Heights
6	Fion Yau	S.F. Sunset	56	Michelle Glaubert	Redwood City -San Carlos
7	Stephanie Elkins	Menlo Park El Camino	57	Victoria Lam	S.F. Sunset
8	Annie Watson	Palo Alto - Downtown	58	Herb Ng	S.F. Lakeside
9	Nick Corcoletes	Burlingame	59	Liza Vernazza	Redwood City -San Carlos
10	Hanna Shacham	Menlo Park El Camino	60	Djuna Woods	Menlo Park El Camino
11	Hossein Jalali	Menlo Park El Camino	61	Mollie Whipp	Half Moon Bay
12	Naomi Lempert Lopez	S.F. Pacific Heights	62	Vicki Geers	Los Altos
13	Anne Laury	S F Pacific Heights	63	Annette Liberty	S.F. Pacific Heights
14	Jeff LaMont	Burlingame	64	Christine Choi	S.F. Pacific Heights
15	Julie Lau	Palo Alto - Downtown	65	Alice Chakhmazova	Los Altos
16	Jeremy Rushton	S F Lakeside	66	Steed Ahn	S.F. Sunset
17	Jinny Ahn	Los Altos	67	Mark Venegas	S.F. Pacific Heights
18	Dan Mclean	S.F. Pacific Heights	68	Kalina Wasman	Redwood City -San Carlos
19	Chris A. Sabido	Burlingame	69	Jennifer Liu	Palo Alto - Downtown
20	Tami Chiu	Burlingame	70	Sooia Azizi	Redwood City -San Carlos
21	Nancy Goldcamp	Palo Alto - Downtown	71	Vivi Chan Naumovski	Los Altos
22	Glenn Sennett	Burlingame	72	Matthew Mills	Menlo Park El Camino
23	Douglas Andrew Gonzalez	Menlo Park El Camino	73	Alex Comsa	Palo Alto - Downtown
24	Terri Couture	Los Altos	74	Mark Choey	S.F. Pacific Heights
25	Holly Noto	Redwood City -San Carlos	75	Dana Willson	Los Altos
26	Maria Scott	Burlingame	76	Ron Garcia	Redwood City -San Carlos
27	Anthony Galli	Burlingame	77	Alan Huwe	Los Altos
28	Wendi Selig-Aimonetti	Redwood City -San Carlos	78	Ingrid Huang	Palo Alto - Downtown
29	Anthony Christen	S.F. Sunset	79	Shaun Walter	Burlingame
30	Rini Sen Gupta	Palo Alto - Downtown	80	Peter Tao	Redwood City -San Carlos
31	Dona Crowder	S.F. Pacific Heights	81	Mike Sokolsky	Palo Alto - Downtown
32	Chris Cook	Redwood City -San Carlos	82	Debbie Nichols	Palo Alto - Downtown
33	Michael Robles	Burlingame	83	Michelle Chang	Palo Alto - Downtown
34	Joseph Chav	S.F. Pacific Heights	84	John Marshall	Menlo Park El Camino
35	Steve Gallagher	S.F. Pacific Heights	85	Sandy Rostad	Redwood City -San Carlos
36	Nick Johnson	S.F. Sunset	86	Kathryn Tomaino	Los Altos
37	Carrie Davis	Menlo Park El Camino	87	Maureen McLean	Redwood City -San Carlos
38	Veronica Kogler	Menlo Park El Camino	88	Anni Chu	Los Altos
39	Chris Lim	S.F. Pacific Heights	89	Dexter Lim	S.F. Lakeside
40	Mia Banks	Woodside-Portola Valley	90	Jasmine Lee	Menlo Park El Camino
41	Clara Lee	Palo Alto - Downtown	91	Terrie Masuda	Los Altos
42	Cheri Cerna	Redwood City -San Carlos	92	Jayne Jones	S.F. Pacific Heights
43	Camille Eder	Menlo Park El Camino	93	Matt Aragoni	Half Moon Bay
44	David Young	Redwood City -San Carlos	94	Karen Dell'Isola	S.F. Pacific Heights
45	Chuck Cochran	Burlingame	95	Susanne Bohl	Los Altos
46	Dan Hendel	S.F. Lakeside	96	Liz Kraus	S.F. Pacific Heights
47	Bernadette Casey-Durazzo	Burlingame	97	Judy Byrnes	Woodside-Portola Valley
48	Judy Shen	Palo Alto - Downtown	98	Patricia Nguyen	S.F. Lakeside
49	Shawna Sullivan	Palo Alto - Downtown	99	Kelly Clarke	Redwood City -San Carlos
50	Ellen Zhu	Palo Alto - Downtown	100	Nancy Lim	S F Lakeside

Out of 715 active agents in San Francisco-Peninsula

Coldwell Banker Recognition Reports

Top Individuals & Teams | YTD | San Francisco-Peninsula

January 1, 2021 through October 31, 2021

Based on Closed Adjusted Gross Commission Income



<u>RANK</u>	<u>NAME</u>	<u>OFFICE</u>	<u>RANK</u>	<u>NAME</u>	<u>OFFICE</u>
1	Jim Arbeed	Burlingame	51	Michael Robles	Burlingame
2	Hugh Cornish	Menlo Park El Camino	52	Mia Banks	Woodside-Portola Valley
3	Joel Goodrich	S.F. Pacific Heights	53	Bernadette Casey-Durazzo	Burlingame
4	Team Tapper	Burlingame	54	Steve Gallagher	S.F. Pacific Heights
5	Debbie Wilhelm Team	Burlingame	55	Clara Lee	Palo Alto - Downtown
6	Kavanaugh Group	Woodside-Portola Valley	56	Ellen Zhu	Palo Alto - Downtown
7	Nelson Luxury Real Estate Group	Burlingame	57	Carrie Davis	Menlo Park El Camino
8	Diyar Essaid	Los Altos	58	Veronica Kogler	Menlo Park El Camino
9	Janice Lee	S.F. Sunset	59	Judy Shen	Palo Alto - Downtown
10	Fion Yau	S.F. Sunset	60	Cheri Cerna	Redwood City -San Carlos
11	Stephanie Elkins	Menlo Park El Camino	61	Shawna Sullivan	Palo Alto - Downtown
12	Hanna Shacham	Menlo Park El Camino	62	Mark Tauber	Burlingame
13	Annie Watson	Palo Alto - Downtown	63	Nick Johnson	S.F. Sunset
14	Hossein Jalali	Menlo Park El Camino	64	Victoria Lam	S.F. Sunset
15	Nick Corcoleotes	Burlingame	65	The Gray/LaVey Team	Half Moon Bay
16	The Nierenberg Group	S.F. Pacific Heights	66	Chuck Cochran	Burlingame
17	Julie Lau	Palo Alto - Downtown	67	Barry Gevertz Group	Burlingame
18	The Johnston Lampert Group	Menlo Park El Camino	68	Naomi Glass	S.F. Pacific Heights
19	Jeremy Rushton	S.F. Lakeside	69	Djuna Woods	Menlo Park El Camino
20	Naomi Lempert Lopez	S.F. Pacific Heights	70	Camille Eder	Menlo Park El Camino
21	Miriam Chirko Group	Burlingame	71	DiPali Shah	Menlo Park El Camino
22	Nancy Goldcamp	Palo Alto - Downtown	72	Lyn Jason Cobb Team	Menlo Park El Camino
23	Jinny Ahn	Los Altos	73	Christine Choi	S.F. Pacific Heights
24	Chris A. Sabido	Burlingame	74	Sue Mahlstedt & Petra Breckova Team	Burlingame
25	The Daniel Buckley Chavez Team	Burlingame	75	Dan Hendel	S.F. Lakeside
26	Anne Laury	S.F. Pacific Heights	76	Michelle Glaubert	Redwood City -San Carlos
27	Alan Canas Team	Burlingame	77	Mollie Whipp	Half Moon Bay
28	Maria Scott	Burlingame	78	Steed Ahn	S.F. Sunset
29	Schoelerman Group	Palo Alto - Downtown	79	Vivi Chan Naumovski	Los Altos
30	Douglas Andrew Gonzalez	Menlo Park El Camino	80	Team Fishpaw	Los Altos
31	Elaine Berlin White	Menlo Park El Camino	81	Herb Ng	S.F. Lakeside
32	Christina Chung Team	S.F. Lakeside	82	Nina Style	S.F. Pacific Heights
33	Dan Mclean	S.F. Pacific Heights	83	Kalina Wasman	Redwood City -San Carlos
34	Glenn Sennett	Burlingame	84	Alice Chakhmazova	Los Altos
35	Fling Yang & Associates	Los Altos	85	Ron Garcia	Redwood City -San Carlos
36	Tami Chiu	Burlingame	86	Shaun Walter	Burlingame
37	Anthony Galli	Burlingame	87	Talis Team	Los Altos
38	Holly Noto	Redwood City -San Carlos	88	Mike Sokolsky	Palo Alto - Downtown
39	Team Mizrahi	Los Altos	89	Debbie Nichols	Palo Alto - Downtown
40	Jeff LaMont	Burlingame	90	Dana Willson	Los Altos
41	Rini Sen Gupta	Palo Alto - Downtown	91	John Marshall	Menlo Park El Camino
42	Wendi Selig-Aimonetti	Redwood City -San Carlos	92	Mark Venegas	S.F. Pacific Heights
43	Chris Cook	Redwood City -San Carlos	93	Annette Liberty	S.F. Pacific Heights
44	Joseph Chav	S.F. Pacific Heights	94	Alex Comsa	Palo Alto - Downtown
45	Terri Couture	Los Altos	95	Alan Huwe	Los Altos
46	The Amelia Middel Team	Menlo Park El Camino	96	Liza Vernazza	Redwood City -San Carlos
47	Chris Lim	S.F. Pacific Heights	97	Vicki Geers	Los Altos
48	David Young	Redwood City -San Carlos	98	Mark Choey	S.F. Pacific Heights
49	Anthony Christen	S.F. Sunset	99	Judy Byrnes	Woodside-Portola Valley
50	Dona Crowder	S.F. Pacific Heights	100	Sooia Azizi	Redwood City -San Carlos

Coldwell Banker Recognition Reports

Top Individuals | YTD | Burlingame

January 1, 2021 through October 31, 2021

Based on Closed Adjusted Gross Commission Income



<u>RANK</u>	<u>NAME</u>
1	Jim Arbeed
2	Nick Corcoleotes
3	Chris A. Sabido
4	Maria Scott
5	Glenn Sennett
6	Tami Chiu
7	Anthony Galli
8	Jeff LaMont
9	Michael Robles
10	Bernadette Casey-Durazzo
11	Mark Tauber
12	Chuck Cochran
13	Shaun Walter
14	Mark Johnson
15	Louie Kappen
16	David Martin
17	Lou Carlos
18	Wayne Gomes
19	Deborah Chelini
20	Ed Stephens

Coldwell Banker Recognition Reports

Top Individuals | YTD | Northern California

January 1, 2021 through September 30, 2021

Based on Closed Adjusted Gross Commission Income



<u>RANK</u>	<u>NAME</u>	<u>OFFICE</u>	<u>RANK</u>	<u>NAME</u>	<u>OFFICE</u>
1	Tim Allen	Carmel By The Sea	51	Angel Zhu	Cupertino
2	Jim Arbeed	Burlingame	52	Debbie Adamo	Morgan Hill
3	Steve McCarrick	Saratoga	53	Talya Dodson-Martin	Truckee - Tahoe Donner
4	Hugh Cornish	Menlo Park El Camino	54	Candace Nordstrom	Greenbrae
5	Manu Changotra	Cupertino	55	Dan Mclean	S.F. Pacific Heights
6	Joel Goodrich	S.F. Pacific Heights	56	Douglas Andrew Gonzalez	Menlo Park El Camino
7	Daniel Xi	Cupertino	57	Toni Shroyer	Greenbrae
8	Diyar Essaid	Los Altos	58	Anne Laury	S.F. Pacific Heights
9	Joe Piazza	Los Gatos	59	Steve Monasch	Walnut Creek
10	Shelly Chou	Saratoga	60	Stilla Raissi	Los Gatos
11	Aimee Song	Fremont	61	Vlatka Bathgate	Orinda
12	Melanie Snow	Orinda	62	Poyen Gono	Fremont
13	Hanna Shacham	Menlo Park El Camino	63	Tom Stack	Orinda
14	Mary Anne Veldkamp	Santa Rosa	64	Lauren Spencer	Aptos
15	Janice Lee	S F. Sunset	65	Tami Chiu	Burlingame
16	Stephanie Elkins	Menlo Park El Camino	66	Andy Meunier	Cupertino
17	Fion Yau	S.F. Sunset	67	Bill Johnson	Greenbrae
18	Lucie Campos	Carmel Rancho	68	Tracy Pina	Los Gatos
19	Nick Corcoleotes	Burlingame	69	Rini Sen Gupta	Palo Alto - Downtown
20	Annette Boggs	Carmel Rancho	70	Nancy Goldcamp	Palo Alto - Downtown
21	Minhua Jin	Saratoga	71	Laura Abrams	Orinda
22	Ann Harris	Sebastopol	72	Craig Currei	Santa Rosa
23	Ben LeBerthon	Santa Rosa	73	Jeff LaMont	Burlingame
24	Hossein Jalali	Menlo Park El Camino	74	Holly Noto	Redwood City -San Carlos
25	Jessica Wallace	Santa Cruz	75	Annette Seaborn	Los Gatos
26	Daniel Oster	Santa Cruz	76	Terri Couture	Los Altos
27	Abby Tanem	Greenbrae	77	Ron Larson	Santa Rosa
28	Suzanne Freeze	Los Gatos	78	Romar De Claro	Pleasanton
29	Kelly Crawford	Orinda	79	Karen Grotte	Santa Rosa
30	Jackie Jones	San Jose-Almaden	80	David Young	Redwood City -San Carlos
31	Jinny Ahn	Los Altos	81	Jennifer Knef	Santa Rosa
32	Annie Watson	Palo Alto - Downtown	82	Bruce Lai	Cupertino
33	Theresa Wellman	San Jose-Almaden	83	Colleen Cornell	Novato
34	Kristie Martinelli	Novato	84	Brent Mosbacher	Novato
35	Jeremy Rushton	S.F. Lakeside	85	Debi Ambroff	El Dorado Hills
36	Kathleen Zech	Aptos	86	June Young	Orinda
37	Naomi Lempert Lopez	S.F. Pacific Heights	87	Michael Robles	Burlingame
38	Doug Hecker	Petaluma	88	Andrea Duane	El Dorado Hills
39	Jonathan Balog	Carmel By The Sea	89	Joseph Chav	S.F. Pacific Heights
40	Rajul Shah	Fremont	90	Valerie Vicente	Danville
41	Chris A. Sabido	Burlingame	91	Sharon D'Arelli	Sacramento Sierra Oaks
42	Soly Amarello-Retter	Saratoga	92	Mark Rushford	Southern Marin
43	Melinda Shrader	Roseville -Granite Bay	93	Rodger Shaheen	San Jose-Willow Glen
44	Maria Scott	Burlingame	94	Reva Tolbert	Oakland-Piedmont
45	Mark Burns	Cupertino	95	Mia Banks	Woodside-Portola Valley
46	Denise Calkin	Sacramento Sierra Oaks	96	Sherdin Betbabasi	Los Gatos
47	Carol Zhang	Fremont	97	Manju Bhatia	Saratoga
48	Julie Lau	Palo Alto - Downtown	98	Ramesh Rao	Cupertino
49	Suzanne Bieser	Pleasanton	99	Chris Cook	Redwood City -San Carlos
50	Russ Sadykhov	Los Gatos	100	Anthony Christen	S.F. Sunset

Out of 3,741 active agents in Northern California

Coldwell Banker Recognition Reports

Top Individuals | YTD | San Francisco-Peninsula

January 1, 2021 through September 30, 2021

Based on Closed Adjusted Gross Commission Income



RANK	NAME	OFFICE	RANK	NAME	OFFICE
1	Jim Arbeed	Burlingame	51	Naomi Glass	S.F. Pacific Heights
2	Hugh Cornish	Menlo Park El Camino	52	Shawna Sullivan	Palo Alto - Downtown
3	Joel Goodrich	S.F. Pacific Heights	53	Vivi Chan Naumovski	Los Altos
4	Diyar Essaid	Los Altos	54	Veronica Kogler	Menlo Park El Camino
5	Hanna Shacham	Menlo Park El Camino	55	DiPali Shah	Menlo Park El Camino
6	Janice Lee	S.F. Sunset	56	Ellen Zhu	Palo Alto - Downtown
7	Stephanie Elkins	Menlo Park El Camino	57	Michelle Glaubert	Redwood City -San Carlos
8	Fion Yau	S.F. Sunset	58	Judy Shen	Palo Alto - Downtown
9	Nick Corcoleotes	Burlingame	59	Steed Ahn	S.F. Sunset
10	Hossein Jalali	Menlo Park El Camino	60	Nina Style	S.F. Pacific Heights
11	Jinny Ahn	Los Altos	61	Shaun Walter	Burlingame
12	Annie Watson	Palo Alto - Downtown	62	Mike Sokolsky	Palo Alto - Downtown
13	Jeremy Rushton	S.F. Lakeside	63	Debbie Nichols	Palo Alto - Downtown
14	Naomi Lempert Lopez	S.F. Pacific Heights	64	Ron Garcia	Redwood City -San Carlos
15	Chris A. Sabido	Burlingame	65	Alex Comsa	Palo Alto - Downtown
16	Maria Scott	Burlingame	66	Liza Vernazza	Redwood City -San Carlos
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25	Holly Noto	Redwood City -San Carlos	75	Jasmine Lee	Menlo Park El Camino
26	Terri Couture	Los Altos	76	Sooñia Azizi	Redwood City -San Carlos
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34	Glenn Sennett	Burlingame	84	Nancy Lim	S.F. Lakeside
35	Dona Crowder	S.F. Pacific Heights	85	Sandy Rostad	Redwood City -San Carlos
36	Steve Gallagher	S.F. Pacific Heights	86	Colleen Cooley	Palo Alto - Downtown
37	Anthony Galli	Burlingame	87	Wayne Gomes	Burlingame
38	Chris Lim	S.F. Pacific Heights	88	Liz Kraus	S.F. Pacific Heights
39	Carrie Davis	Menlo Park El Camino	89	Herb Ng	S.F. Lakeside
40	Mark Tauber	Burlingame	90	Deborah Chelini	Burlingame
41	Nick Johnson	S.F. Sunset	91	Dana Willson	Los Altos
42	Bernadette Casey-Durazzo	Burlingame	92	Dita Sajid	S.F. Sunset
43	Chuck Cochran	Burlingame	93	Anni Chu	Los Altos
44	Djuna Woods	Menlo Park El Camino	94	Judy Byrnes	Woodside-Portola Valley
45	Cheri Cerna	Redwood City -San Carlos	95	Sue Crawford	Menlo Park El Camino
46	Camille Eder	Menlo Park El Camino	96	Peter Tao	Redwood City -San Carlos
47	Victoria Lam	S.F. Sunset	97	Noah Hurchanik	Redwood City -San Carlos
48	Christine Choi	S.F. Pacific Heights	98	Frances Boscacci	Redwood City -San Carlos
49	Dan Hendel	S.F. Lakeside	99	Andrea Hafner Lynn	Burlingame
50	Clara Lee	Palo Alto - Downtown	100	Tina Li	Palo Alto - Downtown

Out of 727 active agents in San Francisco-Peninsula

CONGRATULATIONS



January 2021

Dear Jim,

Your exceptional sales performance has earned you elite-level recognition and ranks you among the top Coldwell Banker® independent sales professionals across the globe. We're excited and proud to present you with the Coldwell Banker International Society of Excellence award. This remarkable accomplishment is well deserved. Your expertise, market knowledge and dedication to clients separates you from your peers and helped you earn your place among the top agents company-wide.

Congratulations on this tremendous accomplishment, and thank you for everything you do to make Coldwell Banker an industry leader. Best wishes for continued success in 2021.

Warm Regards,

A handwritten signature in blue ink, appearing to read 'M. Ryan Gorman'.

M. RYAN GORMAN
PRESIDENT & CEO
COLDWELL BANKER REAL ESTATE

M. RYAN GORMAN
PRESIDENT & CEO



COLDWELL BANKER
175 PARK AVENUE
MADISON, NJ 07940
TEL 973 407 8822
GORMAN@CBHOME.COM

Jim Arbeed
Coldwell Banker Realty

Dear Jim:

Congratulations! I am pleased to recognize you for being named among Realogy Brokerage Group's Top 1,000 Sales Associates for the second quarter of 2021. In fact, you ranked in the top half of this group.

With more than 50,000 sales associates across Realogy Brokerage Group, this outstanding accomplishment has earned you an elite standing among your peers. Your continued commitment to providing an unparalleled level of service to your clients is an inspiration to us all. On behalf of the Coldwell Banker family, thank you for your unwavering dedication, hard work and for allowing the nation's largest real estate brokerage to be your partner in unparalleled success.

You have done great things this year and I look forward to seeing what you will accomplish next. Best wishes for continued success throughout 2021!

Sincerely,

A handwritten signature in blue ink, appearing to be 'M. Ryan Gorman', written in a cursive style.

M. Ryan Gorman

Coldwell Banker Recognition Reports

Top Individuals | YTD | San Francisco-Peninsula

January 1, 2021 through May 31, 2021

Based on Closed Adjusted Gross Commission Income



RANK	NAME	OFFICE	RANK	NAME	OFFICE
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4	Janice Lee	S.F. Sunset	54	Jasmine Lee	Menlo Park El Camino
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9	Hossein Jalali	Menlo Park El Camino	59	Mark Tauber	Burlingame
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14	Dona Crowder	S.F. Pacific Heights	64	Svetlana Shkolnikov	S.F. Pacific Heights
15	Hanna Shacham	Menlo Park El Camino	65	Pat McDonnell	Menlo Park El Camino
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27	Jeff LaMont	Burlingame	77	Alan Huwe	Los Altos
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29	Tami Chiu	Burlingame	79	Durwin Cheung	S.F. Pacific Heights
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34	Joseph Chav	S.F. Pacific Heights	84	Mary Molinari-Susnara	Redwood City -San Carlos
35	Holly Noto	Redwood City -San Carlos	85	Dexter Lim	S.F. Lakeside
36	Mike Sokolsky	Palo Alto - Downtown	86	Rose Nadonza	S.F. Pacific Heights
37	Liz Baker	S.F. Pacific Heights	87	Margaret Duffy	Burlingame
38	Nancy Goldcamp	Palo Alto - Downtown	88	Jeremy Rushton	S.F. Lakeside
39	Ellen Zhu	Palo Alto - Downtown	89	Michelle Chang	Palo Alto - Downtown
40	Barry Gevertz	Burlingame	90	Roger Dewes	Burlingame
41	Wendi Selig-Aimonetti	Redwood City -San Carlos	91	Gavin Chak	S.F. Lakeside
42	Djuna Woods	Menlo Park El Camino	92	Ingrid Huang	Palo Alto - Downtown
43	Liza Vernazza	Redwood City -San Carlos	93	Tory Fratt	Menlo Park El Camino
44	Terri Couture	Los Altos	94	Terrie Masuda	Los Altos
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46	Anthony Christen	S.F. Sunset	96	Dory Marhamat	Los Altos
47	Chuck Cochran	Burlingame	97	Anna Pennington-Boucher	Redwood City -San Carlos
48	Louie Kappen	Burlingame	98	Frances Boscacci	Redwood City -San Carlos
49	Julie Lau	Palo Alto - Downtown	99	Vicky Heron	Burlingame
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Out of 740 active agents in San Francisco-Peninsula



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January 2021

Dear Jim,

Your exceptional sales performance has earned you elite-level recognition and ranks you among the top Coldwell Banker® independent sales professionals across the globe. We're excited and proud to present you with the Coldwell Banker International Society of Excellence award. This remarkable accomplishment is well deserved. Your expertise, market knowledge and dedication to clients separates you from your peers and helped you earn your place among the top agents company-wide.

Congratulations on this tremendous accomplishment, and thank you for everything you do to make Coldwell Banker an industry leader. Best wishes for continued success in 2021.

Warm Regards,

A handwritten signature in blue ink, appearing to read 'M. Ryan Gorman'.

M. RYAN GORMAN
PRESIDENT & CEO
COLDWELL BANKER REAL ESTATE

2020

INTERNATIONAL

**SOCIETY OF
EXCELLENCE**



*Coldwell Banker Real Estate LLC
is pleased to honor*

JIM ARBEED

COLDWELL BANKER REALTY

*Your exceptional performance
exemplifies the best and brightest in real estate today.*

*Congratulations on ranking
among the top sales professionals in the network.*



**COLDWELL
BANKER**

M. RYAN GORMAN
PRESIDENT & CEO
COLDWELL BANKER REAL ESTATE

M. RYAN GORMAN
PRESIDENT & CEO



COLDWELL BANKER
175 PARK AVENUE
MADISON, NJ 07940
TEL 973 407 8822
GORMAN@CBHOME.COM

March 10, 2020

Jim Arbeed
Coldwell Banker Realty
Burlingame

Dear Jim,

Congratulations! I am pleased to recognize you for being named among Realogy Brokerage Group's Top 1,000 Sales Associates for the fourth quarter of 2020. In fact, you ranked in the top half of this group.

With more than 50,000 sales associates across Realogy Brokerage Group, this outstanding accomplishment has earned you an elite standing among your peers. Your continued dedication to providing an unparalleled level of service to your clients is an inspiration to us all. On behalf of the Coldwell Banker family, thank you for your unwavering commitment, hard work and for providing significant contributions to the success of the nation's largest real estate brokerage.

I cannot wait to see what you will accomplish next. Best wishes for continued success in 2021!

Sincerely,

A handwritten signature in blue ink, appearing to read 'M. Ryan Gorman'.

M. Ryan Gorman

M. RYAN GORMAN
PRESIDENT & CEO



COLDWELL BANKER
175 PARK AVENUE
MADISON, NJ 07940
TEL 973 407 8822
GORMAN@CBHOME.COM

March 2020

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

It is a true pleasure to recognize you for being named among the NRT Top 1,000 Sales Associates for the fourth quarter of 2019. With more than 50,000 sales associates across all NRT brands, your exceptional performance places you in a select group. Congratulations! In fact, you ranked in the top half of this group.

Your hard work, professionalism and unwavering commitment to your clients, along with your ability to be successful in an ever-changing market, have made you stand out among your peers. On behalf of the entire NRT family, thank you for providing the highest level of service to your clients and for your significant contributions to the success of the nation's largest real estate brokerage.

I applaud your passion and dedication to attaining excellence every day and look forward to seeing what you will accomplish next. Best wishes for continued success in the future!

Sincerely,

A blue ink handwritten signature of M. Ryan Gorman, consisting of a fluid, cursive 'M' followed by a stylized 'R' and 'G'.

M. Ryan Gorman

CONGRATULATIONS



January 2020

Dear Jim,

Congratulations! In recognition of your impressive 2019 sales performance, we're proud to present you with the Coldwell Banker International Society of Excellence award.

This exceptional achievement ranks you among the top Coldwell Banker* independent sales professionals worldwide. Your market knowledge, industry experience and dedication to your clients have elevated your business to this elite level, and will continue to yield rewards in the future.

Thank you for your outstanding contributions, and best wishes for continued success in 2020.

Warm Regards,

A handwritten signature in black ink, appearing to read 'M. Ryan Gorman', with a stylized flourish at the end.

M. RYAN GORMAN
PRESIDENT AND CEO
COLDWELL BANKER

Coldwell Banker Recognition Reports

Top Individuals | Bi-annually | San Francisco-Peninsula

April - 2020 to September - 2020

Based on Closed Adjusted Gross Commission Income

<u>RANK</u>	<u>NAME</u>	<u>OFFICE</u>	<u>RANK</u>	<u>NAME</u>
1	Hugh Cornish	Menlo Park El Camino	51	Deborah Chelini
2	Jim Arbeed	Burlingame	52	Ed Stephens
3	Stephanie Elkins	Menlo Park El Camino	53	Carrie Davis
4	Miriam Chirko	Burlingame	54	Nestor Icaza
5	Diyar Essaid	Los Altos	55	Douglas Andrew Gonzalez
6	Hanna Shacham	Menlo Park El Camino	56	Marilyn Koron
7	Terri Couture	Los Altos	57	Michelle Stephens
8	Joel Goodrich	S.F. Pacific Heights	58	Veronica Kogler
9	Cam Thompson	Burlingame	59	Mary Ann Montano
10	Nick Corcoleotes	Burlingame	60	Cheri Cerna
11	Hossein Jalali	Menlo Park El Camino	61	Eric W Berggren
12	Janice Lee	S.F. Sunset	62	Anthony Christen
13	Maria Scott	Burlingame	63	Alice Chakhmazova
14	Jinny Ahn	Los Altos	64	Jerry Haslam
15	David Young	Redwood City -San Carlos	65	Anthony Galli
16	Mia Banks	Woodside-Portola Valley	66	Roque Fernandes
17	Michelle Glaubert	Redwood City -San Carlos	67	Jackson Robertson
18	Joseph Chav	S.F. Pacific Heights	68	Nancy Field
19	Nancy Goldcamp	Palo Alto - Downtown	69	Victoria Lam
20	Holly Noto	Redwood City -San Carlos	70	Dona Crowder
21	Lisa Lyons	S.F. Pacific Heights	71	Karin Clark
22	Wendi Selig-Aimonetti	Menlo Park El Camino	72	Steve Gallagher
23	Herb Ng	S.F. Lakeside	73	Paige Gienger
24	Chris Sabido	Burlingame	74	Julie Lau
25	David Hall	S.F. Pacific Heights		
26	Clara Lee	Palo Alto - Downtown		
27	Barry Gevertz	Burlingame		
28	Marla Perego	Redwood City -San Carlos		
29	Leslie Bauer	S.F. Pacific Heights		
30	Tina Li	Palo Alto - Downtown		
31	Jeremy Rushton	S.F. Lakeside		
32	Fereshteh Khodadad	Palo Alto - Downtown		
33	Wayne Gomes	Burlingame		
34	Chris Lim	S.F. Pacific Heights		



NRT

M. RYAN GORMAN
PRESIDENT & CEO

COLDWELL BANKER NRT
175 PARK AVENUE
MADISON, NJ 07940
TEL 973 407 8822
RYAN.GORMAN@NRTL.LC.COM

May 2019

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

It is a true pleasure to recognize you for being named among the NRT Top 1,000 Sales Associates for the fourth quarter of 2018. With more than 50,000 sales associates across NRT, your exceptional performance places you in a select group. Congratulations!

Your hard work, professionalism and unwavering commitment to your clients, along with your ability to be successful in an ever-changing market, have made you stand out among your peers. On behalf of the entire NRT family, thank you for providing the highest level of service to your clients and for your significant contributions to the success of the nation's largest real estate brokerage.

I applaud your passion and dedication to attaining excellence every day and look forward to seeing what you'll accomplish next. Best wishes for continued success in the future!

Sincerely,

M. Ryan Gorman

Thank you, Jim!

CONGRATULATIONS

January 2019

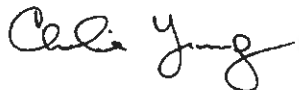
Dear Jim,

Congratulations! In recognition of your impressive 2018 sales performance, we're proud to present you with the Coldwell Banker *INTERNATIONAL SOCIETY OF EXCELLENCE* award.

This exceptional achievement ranks you among the top Coldwell Banker® independent sales professionals worldwide. Your market knowledge, industry experience and dedication to your clients have elevated your business to this elite level, and will continue to yield rewards in the future.

Thank you for your outstanding contributions, and best wishes for continued success in 2019.

Warm Regards,



Charlie Young
President and CEO
Coldwell Banker Real Estate LLC



Ryan Gorman
President and CEO
NRT LLC



2019

INTERNATIONAL
SOCIETY OF
EXCELLENCE

*Coldwell Banker Real Estate LLC
is pleased to honor*

JIM ARBEED

COLDWELL BANKER REALTY

*Your exceptional performance
exemplifies the best and brightest in real estate today.
Congratulations on ranking
among the top sales professionals in the network.*



COLDWELL BANKER

M. RYAN GORMAN
PRESIDENT & CEO
COLDWELL BANKER REAL ESTATE



GLOBAL
LUXURY®

Dear Sales Associates and Friends:

The Fall 2018 edition of Homes & Estates — the last global issue of the year — is always a special milestone for the Coldwell Banker Global Luxury® program. The magazine is a lasting example of our commitment to expanding our national and international footprint. When you read the exclusive “Millionaires vs. Demi-Billionaires: Wealth in 2018” study in this magazine, for example, you’ll get a preview of the growth ahead this year and beyond for high net worth and ultra high net worth individuals in this country and how it impacts all markets. As our industry shifts toward complete personalization, we all need to be on top of what modern affluent consumers want — and expect — from their real estate representatives. Individualized service, attention and experience are all high priorities in this new era of luxury.

Rest assured that the Coldwell Banker Global Luxury program will keep you on the cutting edge of high-end real estate. Since launching on April 11, 2017, the new identity has raised the luxury bar for so many offices across the Coldwell Banker® network. Market shares have increased. Recruiting top talent has never been easier. Coldwell Banker-affiliated sales associates and teams also sold \$148.7 million of \$1 million-plus homes with an average sales price of \$1.9 million per day in 2017, and handled 28,746 transaction sides of \$1 million-plus homes — a 16% increase from 2016! There is no doubt that our new identity had an impact in the field. No matter where I go in the world these days, affiliates share their passion for the new program. We are truly global. We are truly here to serve the luxury client, no matter who they are or where they may live.

I can’t tell you how proud I am of our accomplishments this year in the global luxury residential space. We’re going to keep pushing the boundaries and breaking our own records. It’s what we’ve been doing for over eight decades as a luxury leader. We’re certainly not stopping now.

Yours,

A handwritten signature in black ink that reads "Craig Hogan". The signature is fluid and cursive, with the first name "Craig" being more prominent than the last name "Hogan".

Craig Hogan

Vice President of Luxury

Coldwell Banker® Real Estate LLC



NRT

M. RYAN GORMAN
PRESIDENT & CEO

COLDWELL BANKER NRT
175 PARK AVENUE
MADISON, NJ 07940
TEL 973 407 8822
RYAN.GORMAN@NRTL.LC.COM

August 2019

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

It is my sincere pleasure to recognize you for being named among the NRT Top 1,000 Sales Associates for the first quarter of 2019. With more than 50,000 sales associates across all NRT brands, your outstanding performance places you among a select group of agents. Congratulations! In fact, you ranked in the top half of this group.

Your hard work, professionalism and unwavering commitment to your clients, along with your ability to perform so well in an ever-changing market, have enabled you to stand out among your peers. On behalf of the entire NRT family, thank you for providing the highest level of service to your clients and for your significant contributions to the success of the nation's largest real estate brokerage.

I applaud your dedication to attaining excellence and look forward to seeing what you'll accomplish next. Best wishes for continued success in the future!

Sincerely,

M. Ryan Gorman

Thank you, Jim!

TOP 100



TOP AGENTS BASED ON INDIVIDUALS CLOSED GCI NORTHERN CALIFORNIA | JANUARY-DECEMBER 2019

NAME	OFFICE	NAME	OFFICE
1. Tim Allen	Carmel-by-the-Sea	51. Pete Myers	Los Gatos
2. Hugh Cornish	Menlo Park	52. Susan Coleman	Greenbrae
3. Jim Arbeed	Burlingame	53. Bruce Lai	Cupertino
4. Nancy Goldcamp	Palo Alto	54. Sean Poudrier	Aptos
5. Diyar Essaid	Los Altos	55. Suzanne Freeze	Los Gatos
6. Marcus Robinson	Southern Marin	56. Lauren Hamblet	Greenbrae
7. Abby Tanem	Greenbrae	57. Ben Leberthon	Santa Rosa-Bicentennial
8. Julie Flouty	Burlingame	58. Don Knight	Los Gatos
9. Daniel Xi	Cupertino	59. Paul Bertoldo	San Jose-Willow Glen
10. Lucie Campos	Carmel Rancho	60. Shannon Ray	Los Gatos
11. Melinda Shrader	Roseville-Granite Bay	61. Holly Noto	San Mateo
12. Hanna Shacham	Menlo Park	62. Jessica Wallace	Santa Cruz
13. Yasir Aladdin Afifi	Morgan Hill	63. Rodger Shaheen	San Jose-Willow Glen
14. David Young	Redwood City-San Carlos	64. Candace Nordstrom	Greenbrae
15. Manu Changotra	Cupertino	65. Vlatka Bathgate	Orinda
16. Joe Piazza	Los Gatos	66. Judy Shen	Palo Alto
17. Terri Couture	Los Altos	67. Jeff Lamont	San Mateo
18. Minhua Jin	Saratoga	68. Mary Anne Veldkamp	Santa Rosa-Bicentennial
19. Stephanie Elkins	Menlo Park	69. Lauren Kraus	Walnut Creek
20. Geoffrey Nelson	Burlingame	70. Dan Hendel	San Francisco Lakeside
21. Dona Crowder	San Francisco Pacific Heights	71. Jerry Jacques	Fremont
22. Steve McCarrick	Saratoga	72. Dipali Shah	Menlo Park
23. Jinny Ahn	Los Altos	73. Debbie Adamo	Morgan Hill
24. Joel Goodrich	San Francisco Pacific Heights	74. Stilla Raissi	Los Gatos
25. Kristie Martinelli	Novato	75. Peter Pickrel	Greenbrae
26. Naomi Lempert Lopez	San Francisco Pacific Heights	76. Airnee Song	Fremont
27. Janice Lee	San Francisco Sunset	77. Buff Lagrange	Carmel-by-the-Sea
28. Hossein Djalali	Menlo Park	78. Rose Capurro	San Rafael
29. Ron Larson	Santa Rosa-Bicentennial	79. Darcy Maciel	Carmel-by-the-Sea
30. Annette Boggs	Carmel Rancho	80. Tracy Pina	Los Gatos
31. Lauren Spencer	Aptos	81. Julie Lau	Palo Alto
32. Gina Marciano	San Jose-Willow Glen	82. Daniel Oster	Santa Cruz
33. Jackie Jones	San Jose-Almaden	83. Roberta Murai	Saratoga
34. Jeremy Rushton	San Francisco Lakeside	84. Pat Trager	Danville
35. Doug Hecker	Petaluma	85. Paul Hollingsworth	Carmel Rancho
36. Kim Dibenedetto	Carmel-by-the-Sea	86. Sharon Swallow	Carmel Rancho
37. Ann Harris	Sebastopol	87. Michael Lombardo	Morgan Hill
38. Russ Sadykhov	Los Gatos	88. Karyn Kambur	Novato
39. David Frazer	Morgan Hill	89. Michele Replogle	Santa Cruz
40. Nina Style	San Francisco Pacific Heights	90. Bill Johnson	Greenbrae
41. Angela Heinzer	Sacramento Metro	91. Joanne McPhee	Morgan Hill
42. Bryan Mackenzie	Capitola	92. Steve Monasch	Walnut Creek
43. Douglas Andrew Gonzalez	Menlo Park	93. Veronica Kogler	Menlo Park
44. Michael Adari	Saratoga	94. Melanie Snow	Orinda
45. Craig Curreri	Santa Rosa-Bicentennial	95. Florence Sheffer	Santa Rosa-Mission
46. Wendi Selig-Aimonetti	Menlo Park	96. Naseem Faria	Palo Alto
47. Talya Martin	Truckee-Tahoe Donner	97. Michelle Elliott	San Jose-Willow Glen
48. Michelle Glaubert	Redwood City-San Carlos	98. Mike Uhri	San Jose-Willow Glen
49. Mia Banks	Portola Valley	99. Tom Bruce	Carmel-by-the-Sea
50. Joey Portale	San Jose-Willow Glen	100. Yvonne Adams	Santa Rosa-Mission

CONGRATULATIONS

January 2019

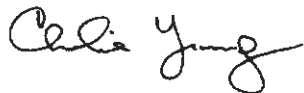
Dear Jim,

Congratulations! In recognition of your impressive 2018 sales performance, we're proud to present you with the Coldwell Banker *INTERNATIONAL SOCIETY OF EXCELLENCE* award.

This exceptional achievement ranks you among the top Coldwell Banker® independent sales professionals worldwide. Your market knowledge, industry experience and dedication to your clients have elevated your business to this elite level, and will continue to yield rewards in the future.

Thank you for your outstanding contributions, and best wishes for continued success in 2019.

Warm Regards,

A handwritten signature in black ink, appearing to read "Charlie Young".

Charlie Young
President and CEO
Coldwell Banker Real Estate LLC

A handwritten signature in black ink, appearing to read "Ryan Gorman".

Ryan Gorman
President and CEO
NRT LLC

Coldwell Banker Recognition Reports

Top Individuals | YTD | San Francisco-Peninsula

January 1, 2019 through May 31, 2019

Based on Closed Adjusted Gross Commission Income



RANK	RANK NAME	OFFICE	RANK	RANK NAME	OFFICE
1	Sam Anagnostou	Woodside-Portola Valley	51	Carrie Davis	Woodside-Portola Valley
2	Jim #126	Burlingame	52	Eric Rahe	S.F. Market Street
3	Erika Demma	Woodside-Portola Valley	53	Kalina Wasman	Redwood City -San Carlos
4	Hugh Cornish	Menlo Park El Camino	54	Dan Mclean	S.F. Market Street
5	Nancy Goldcamp	Palo Alto - Downtown	55	Lily Lew	S.F. Lakeside
6	Diyar Essaid	Los Altos	56	Maria Scott	Burlingame - North
7	Dona Crowder	S.F. Pacific Heights	57	Mia Banks	Woodside-Portola Valley
8	David Young	Redwood City -San Carlos	58	John Burke	S.F. Pacific Heights
9	Hanna Shacham	Menlo Park El Camino	59	Veronica Kogler	Menlo Park El Camino
10	Julie Lau	Palo Alto - Downtown	60	Tina Low-Lee	S.F. Lakeside
11	Michelle Glaubert	Redwood City -San Carlos	61	Sue Crawford	Menlo Park El Camino
12	Isabella Sun	Los Altos	62	Shawna Sullivan	Palo Alto - Downtown
13	Jayne Jones	S.F. Pacific Heights	63	Peter Tao	Redwood City -San Carlos
14	Cece Doricko	S.F. Pacific Heights	64	Steve Gallagher	S.F. Market Street
15	Jim Milton	Menlo Park El Camino	65	Linda Takagi	Los Altos
16	Joel Goodrich	S.F. Pacific Heights	66	Marquise Murphy	San Mateo Downtown
17	Hossein Djalali	Menlo Park El Camino	67	Luis Moran	S.F. Lakeside
18	Marcie Soderquist	Los Altos	68	Steed Ahn	S.F. Sunset
19	Julie Flouty	Burlingame - North	69	Nonnie Dinges	Burlingame - North
20	Janice Lee	S.F. Sunset	70	Wayne Gomes	Burlingame
21	Terri Couture	Los Altos	71	Linda Wang	Los Altos
22	John Alexander	Menlo Park El Camino	72	Willoughby Thom	San Mateo Downtown
23	Nina Style	S.F. Pacific Heights	73	Michael Robles	Burlingame
24	Joseph Chav	S.F. Pacific Heights	74	Sooia Azizi	Redwood City -San Carlos
25	Mike Sokolsky	Palo Alto - Downtown	75	Alan Huwe	Los Altos
26	Wendi Selig-Aimonetti	Menlo Park El Camino	76	Carrie Du Bois	Redwood City -San Carlos
27	Ed Stephens	Burlingame - North	77	Christian Buckley	S.F. Market Street
28	Douglas Andrew Gonzalez	Menlo Park El Camino	78	Holly Noto	San Mateo Downtown
29	Donna Marie Baldwin	Burlingame	79	Amelia Li	Los Altos
30	Gina Gonzales	Menlo Park El Camino	80	Joan Wachter	San Mateo Downtown
31	Nick Johnson	S.F. Sunset	81	Patrick York	S.F. Market Street
32	Naomi Lempert Lopez	S.F. Pacific Heights	82	Sheila Small	S.F. Market Street
33	Tom Huff	Palo Alto - Downtown	83	Chris Taelemans	Woodside-Portola Valley
34	Naomi Glass	S.F. Pacific Heights	84	Michele Morhern	Woodside-Portola Valley
35	Jeff Silver	S.F. Pacific Heights	85	Rini San Gupta	Palo Alto - Downtown
36	Annette Liberty	S.F. Pacific Heights	86	Maha Najjar	Palo Alto - Downtown
37	Jeff LaMont	San Mateo Downtown	87	Herb Ng	S.F. Lakeside
38	Stella Rosh	Los Altos	88	Mary Ann Montano	S.F. Pacific Heights
39	Jinny Ahn	Los Altos	89	Mark Tauber	Burlingame
40	Catherine Qian	Los Altos	90	Jackie Hu	S.F. Pacific Heights
41	Michael Miller	S.F. Pacific Heights	91	Deborah Kehrberg	Woodside-Portola Valley
42	Chuck Cochran	San Mateo Downtown	92	Cheri Cerna	San Mateo Downtown
43	Jeremy Rushton	S.F. Lakeside	93	Dan Hendel	S.F. Lakeside
44	Geoffrey Nelson	Burlingame	94	Alice Chakhmazova	Los Altos
45	Deborah Chelini	Burlingame	95	Kirk Leong	S.F. Sunset
46	Stephanie Elkins	Menlo Park El Camino	96	Clara Lee	Palo Alto - Downtown
47	Anne Laury	S.F. Pacific Heights	97	Roger Dewes	Burlingame
48	Kim Copher	Los Altos	98	Mary Molinari-Susnara	Redwood City -San Carlos
49	Jasmine Lee	Menlo Park El Camino	99	Michael Machado	S.F. Market Street
50	Tami Chiu	Burlingame - North	100	Susan Wang	San Mateo Downtown

Out of 693 active agents in San Francisco-Peninsula

Coldwell Banker Recognition Reports

Top Individuals | YTD | San Francisco-Peninsula

January to November 2018

Based on Closed Adjusted Gross Commission Income



RANK	NAME	OFFICE	RANK	NAME	OFFICE
1	Joel Goodrich	S.F. Pacific Heights	51	Tory Fratt	Menlo Park El Camino
2	Erika Demma	Woodside-Portola Valley	52	Sue Crawford	Menlo Park El Camino
3	Jim Arbeed	Burlingame	53	Pamela He	Los Altos
4	Hugh Cornish	Menlo Park El Camino	54	Jerry Haslam	Los Altos
5	Hanna Shacham	Menlo Park El Camino	55	Debbie Elowson	Burlingame
6	Diyar Essaid	Los Altos	56	Anthony Christen	S.F. Sunset
7	Maria Scott	Burlingame - North	57	Wendi Selig-Aimonetti	Menlo Park El Camino
8	Naomi Lempert Lopez	S.F. Pacific Heights	58	Nick Johnson	S.F. Sunset
9	David Young	Redwood City -San Carlos	59	Dan Mclean	S.F. Market Street
10	Donna Marie Baldwin	Burlingame	60	Dana Willson	Los Altos
11	Isabella Sun	Los Altos	61	Adele DeJia Santina	Burlingame
12	Sam Anagnostou	Woodside-Portola Valley	62	Clara Lee	Palo Alto - Downtown
13	Sean Foley	Woodside-Portola Valley	63	Deborah Chelini	Burlingame
14	Catherine Qian	Los Altos	64	Dima Khoury	Burlingame
15	Nancy Goldcamp	Palo Alto - Downtown	65	Vicky Heron	Burlingame - North
16	Jinny Ahn	Los Altos	66	Robert Kinoshita	S.F. Pacific Heights
17	Terri Couture	Los Altos	67	Herb Ng	S.F. Lakeside
18	Adriana Trenev	Palo Alto - Downtown	68	Christian Buckley	S.F. Market Street
19	Linda Wang	Los Altos	69	Barry Gevertz	Burlingame - North
20	Kim Copher	Los Altos	70	Jennifer Liu	Palo Alto - Downtown
21	Glenn Sennett	San Mateo Downtown	71	Mark Venegas	S.F. Market Street
22	Janice Lee	S.F. Sunset	72	Denice Nagel	Burlingame
23	Cece Doricko	S.F. Pacific Heights	73	Jackie Hu	S.F. Pacific Heights
24	Hossein Djalali	Menlo Park El Camino	74	David Martin	San Mateo Downtown
25	Michelle Glaubert	Redwood City -San Carlos	75	Dan Langford	S.F. Pacific Heights
26	Wayne Gomes	Burlingame	76	John DeOliviera	Menlo Park El Camino
27	Dona Crowder	S.F. Pacific Heights	77	Vivi Chan	Los Altos
28	Dan Hendel	S.F. Lakeside	78	Judy Byrnes	Woodside-Portola Valley
29	Veronica Kogler	Menlo Park El Camino	79	Jean Isaacson	Woodside-Portola Valley
30	Julie Ray	Menlo Park El Camino	80	Mary Molinari-Susnara	Redwood City -San Carlos
31	Jeremy Rushton	S.F. Lakeside	81	Cheri Cerna	San Mateo Downtown
32	Holly Noto	San Mateo Downtown	82	Lota de Castro	S.F. Sunset
33	Jeff LaMont	San Mateo Downtown	83	Susan Wang	San Mateo Downtown
34	Rini Sen Gupta	Palo Alto - Downtown	84	Steve Gallagher	S.F. Market Street
35	Anne Laury	S.F. Pacific Heights	85	Mia Banks	Woodside-Portola Valley
36	Judy Shen	Palo Alto - Downtown	86	Francis Rolland	Los Altos
37	Marcie Soderquist	Los Altos	87	Maha Najjar	Palo Alto - Downtown
38	Carrie Davis	Woodside-Portola Valley	88	Patrick York	S.F. Market Street
39	Stella Rosh	Los Altos	89	Brian Lee	Half Moon Bay
40	Carrie Du Bois	Redwood City -San Carlos	90	Tom Huff	Palo Alto - Downtown
41	Nina Style	S.F. Pacific Heights	91	Jill Penna	Burlingame
42	Julie Lau	Palo Alto - Downtown	92	Gordy Burton	Redwood City -San Carlos
43	Joseph Chav	S.F. Pacific Heights	93	Venus Zheng	S.F. Pacific Heights
44	Cheryl Rivera Smith	Palo Alto - Downtown	94	Deborah Cozzolino	Half Moon Bay
45	Douglas Andrew Gonzalez	Menlo Park El Camino	95	Naomi Glass	S.F. Lombard
46	Anthony Galli	Burlingame - North	96	Cristina Bliss	Menlo Park El Camino
47	Kristin Gray	Menlo Park El Camino	97	Tami Chiu	Burlingame - North
48	Michael Robles	Burlingame	98	Mark Johnson	San Mateo Downtown
49	David Kelsey	Woodside-Portola Valley	99	Willoughby Thorn	San Mateo Downtown
50	Carole Feldstein	Los Altos	100	Shawna Sullivan	Palo Alto - Downtown

Out of 728 active agents in San Francisco-Peninsula

Coldwell Banker Recognition Reports

Top Individuals | Quarterly | San Francisco-Peninsula

July to September 2018

Based on Closed Adjusted Gross Commission Income



RANK	NAME	OFFICE
1	Jim Arbeed	Burlingame
2	Hanna Shacham	Menlo Park El Camino
3	Billy McNair	Menlo Park El Camino
4	Tory Fratt	Menlo Park El Camino
5	Diyar Essaid	Los Altos
6	Rini Sen Gupta	Palo Alto - Downtown
7	Joel Goodrich	S.F. Pacific Heights
8	Isabella Sun	Los Altos
9	Donna Marie Baldwin	Burlingame
10	Sean Foley	Woodside-Portola Valley
11	Adriana Trenev	Palo Alto - Downtown
12	David Bellings	S.F. Lombard
13	Jeremy Rushton	S.F. Lakeside
14	Holly Noto	San Mateo Downtown
15	Maria Scott	Burlingame - North
16	Veronica Kogler	Menlo Park El Camino
17	Catherine Qian	Los Altos
18	Erika Demma	Woodside-Portola Valley
19	Nina Style	S.F. Pacific Heights
20	Michael Robles	Burlingame
21	Sam Anagnostou	Woodside-Portola Valley
22	Sue Crawford	Menlo Park El Camino
23	Kim Copher	Los Altos
24	Jeff LaMont	San Mateo Downtown
25	Anne Laury	S.F. Pacific Heights
26	Naomi Lempert Lopez	S.F. Pacific Heights
27	Glenn Sennett	San Mateo Downtown
28	Hugh Cornish	Menlo Park El Camino
29	Michelle Glaubert	Redwood City -San Carlos
30	Linda Wang	Los Altos
31	Mark Venegas	S.F. Market Street
32	Mary Ann Teixeira	Burlingame
33	Janice Lee	S.F. Sunset
34	Carrie Du Bois	Redwood City -San Carlos
35	Kimm Terpening	Menlo Park El Camino
36	Wendi Selig-Aimonetti	Menlo Park El Camino
37	Jennifer Liu	Palo Alto - Downtown
38	Candy Blanchard	Burlingame
39	Dan Hendel	S.F. Lakeside
40	David Thomas	Menlo Park El Camino
41	Judy Shen	Palo Alto - Downtown

2018 SOCIETY OF EXCELLENCE



COLDWELL BANKER REAL ESTATE LLC
IS PLEASED TO HONOR

JIM ARBEEED

Your exceptional performance exemplifies the Best of Blue.
Congratulations on ranking among the top sales professionals
in the network.



CHARLIE YOUNG
PRESIDENT & CEO
COLDWELL BANKER
REAL ESTATE LLC

M. RYAN GORMAN
PRESIDENT & CEO
NRT LLC

M. RYAN GORMAN
PRESIDENT
CHIEF EXECUTIVE OFFICER



NRT LLC
175 PARK AVENUE
MADISON, NJ 07940
OFFICE 973 407 8822
CELL 856 296 0575
ryan.gorman@nrtllc.com

November 2018

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

It is a true pleasure to recognize you for being named among the NRT Top 1,000 Sales Associates for the Third Quarter of 2018. With more than 50,000 Sales Associates across all NRT brands, your exceptional performance places you in a truly select group. Congratulations! In fact, you ranked in the top half of this group.

Your hard work, professionalism and unwavering commitment to your clients, along with your ability to be highly successful in an ever-changing market, have made you stand out among your peers. On behalf of the entire NRT family, thank you for providing the highest level of service to your clients and for your significant contributions to the success of the nation's largest real estate brokerage.

I applaud your passion and dedication to attaining excellence every day and look forward to seeing what you'll accomplish next. Best wishes for continued success in the future!

Sincerely,

A blue ink handwritten signature of M. Ryan Gorman, consisting of a stylized 'R' followed by a horizontal line.

M. Ryan Gorman

Thank you!

M. RYAN GORMAN
PRESIDENT
CHIEF EXECUTIVE OFFICER



NRT LLC
175 PARK AVENUE
MADISON, NJ 07940
OFFICE: 973 407 8822
CELL: 856 296 0575
ryan.gorman@nrtllc.com

October 2018

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

It is my sincere pleasure to recognize you for your outstanding performance and your inclusion in the NRT Top 1,000 Sales Associates for the Second Quarter of 2018. With more than 50,000 Sales Associates across all NRT brands, you have earned a place among an elite group. Congratulations on this incredible achievement! In fact, you ranked in the top half of this group.

Your hard work, professionalism and steadfast commitment to your clients, along with your ability to excel in an ever-changing market, have made you stand out among your peers. On behalf of the entire NRT family, thank you for providing the highest level of service to your clients and for your important contributions to the success of the nation's largest real estate brokerage.

I appreciate your passion for attaining excellence every day and look forward to seeing what you'll accomplish next. Best wishes for much success throughout the rest of 2018 and in the future!

Sincerely,

A blue ink handwritten signature of M. Ryan Gorman, consisting of a stylized 'M' and 'R'.

M. Ryan Gorman

*Remarkable results!
Congratulations!*



GLOBAL
LUXURY

ARBEED, LAUGESSEN AND MCNAIR ATTEND PRESTIGIOUS INTERNATIONAL LUXURY ALLIANCE NETWORK EVENT

MIAMI (April 20, 2018) –Jim Arbeed, Denise Laugesen, and Billy McNair, Global Luxury Specialists affiliated with Coldwell Banker Residential Brokerage, recently attended the International Luxury Alliance Network event held at the 1 Hotel in Miami. The event was hosted by NRT LLC. NRT, the nation's largest residential real estate brokerage company, and is the parent company of Coldwell Banker Residential Brokerage

Representing the peninsula marketplace, Arbeed, Laugesen and McNair were part of an elite group of approximately 65 luxury marketing experts from North America and Europe affiliated with Coldwell Banker, and The Corcoran Group, both leading residential real estate brokerage companies.

- In total, the group represented \$6.1 billion sales volume in 2017 luxury real estate sales and ranks within the top 1 percent of Coldwell Banker and Corcoran agents worldwide.
- The attending group of luxury sales professionals represented 2,072 closed listing units and averaged 37 closed unit sales.
- On average, Coldwell Banker affiliated agents handle approximately \$148.7 million in million-dollar plus home sales each day.

"Jim, Denise and Billy have distinguished themselves among an elite community of prominent and talented sales professionals who represent many of the most affluent markets in the world," said M. Ryan Gorman, president and CEO of NRT LLC. "Their influence in driving these markets is extremely impressive. I am pleased we are able to provide them with this unique experience to excel even further together."

"The gathering enhances this group's ability to collectively market a distinctive portfolio of luxury real estate domestically and internationally," said Ginette Wright, vice president of Luxury Marketing for NRT. "Meeting in this manner, ultimately benefits their current and potential clients and provides them with a significant advantage in the marketplace."

As part of the three-day networking event, Arbeed, Laugesen, McNair and their colleagues participated in business sessions including industry insights led by Gorman. Pamela Liebman, president and CEO of The Corcoran Group, hosted panel discussions on the wealthiest markets around the world. Each evening closed with a cocktail reception and VIP dinner party.

The assembly of real estate industry luminaries included Laurent DeMeure, president and CEO of Coldwell Banker France and Monaco, and real estate icons affiliated with Coldwell Banker and The Corcoran Group representing such key markets as Los Angeles and Malibu, C.A., Aspen, C.O. Greenwich, C.T., Miami and Palm Beach, FL, New York City, the Hamptons, Westchester County, N.Y. and more.

About Coldwell Banker Residential Brokerage

Coldwell Banker Residential Brokerage is the largest residential real estate brokerage in Northern California and serves the markets from Monterey to Tahoe. The company has approximately 56 offices and more than 4,000 affiliated agents. Real estate agents affiliated with the company are independent contractor agents and are not employees of the company. Coldwell Banker Residential Brokerage is part

of NRT LLC, the nation's largest residential real estate brokerage company. For more information, visit ColdwellBankerHomes.com. CalBRE #01908304.

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Media Contact:

Leah Wright, Leah.Wright@CBmoves.com
973.437.3084



5 COLDWELL BANKER SAN FRANCISCO PENINSULA AGENTS RANKED AMONG TOP AGENTS IN U.S. BY REAL TRENDS “THE THOUSAND”

San Francisco, Calif. (June 29, 2018) – Billy McNair, Ginny Kavanaugh, Jim Arbeed, Mike Bohnert and Hugh Cornish have earned the prestigious honor of being ranked among the Top 1,000 real estate agents and teams in the United States, as announced today in the 2018 REAL Trends “The Thousand” report published in *The Wall Street Journal*.

Among the rankings for individual transaction volume, McNair ranked #47 with \$164.7 million, Kavanaugh ranked #100 with \$114.7 million, Arbeed ranked #113 with \$107.9 million, Bohnert ranked #136 with \$100.8 million and Cornish ranked #209 with \$82.7 million.

“I am proud to congratulate Billy, Ginny, Jim, Mike and Hugh. Only a small percentage of real estate agents and teams qualify for ‘The Thousand’ each year, making this a truly remarkable achievement. The demonstrated work ethic and dedication to client service have helped these agents achieve this incredible level of success,” said Mike James president of Coldwell Banker Residential Brokerage in Northern California.

“The Thousand” ranking consists of all real estate agents and teams throughout the United States who took part in residential real estate transactions in 2017. It is divided into four Top 250 categories, separately comparing individual agents and teams based on closed transaction sides and closed sales volume. To qualify, an individual agent must have closed 50 transaction sides or \$20 million in closed sales volume for the prior year. A team must have closed 75 transaction sides or \$30 million in closed sales volume for the prior year.

Individuals:

- Billy McNair (Menlo Park)
- Ginny Kavanaugh (Portola Valley)
- Jim Arbeed (Burlingame)
- Mike Bohnert (Burlingame)
- Hugh Cornish (Menlo Park)

[View agent headshots.](#)

About Coldwell Banker Residential Brokerage

Coldwell Banker Residential Brokerage is the largest residential real estate brokerage in Northern California and serves the markets from Carmel to Tahoe. The company has approximately 56 offices and more than 4,000 affiliated agents. Real estate agents affiliated with the company are independent contractor agents and are not employees of the company. Coldwell Banker Residential Brokerage is part of NRT LLC, the nation’s largest residential real estate brokerage company. For more information, visit ColdwellBankerHomes.com. CalBRE #01908304.

###

Media Contact:

Leah Wright, Leah.Wright@NRTLLC.com or 973.437.3084

M. RYAN GORMAN
PRESIDENT
CHIEF EXECUTIVE OFFICER



NRT LLC
175 PARK AVENUE
MADISON, NJ 07940
OFFICE 973 407 8822
CELL 856 296 0575
ryan.gorman@nrtllc.com

June 2018

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

It is my great honor to recognize you for your performance and your inclusion in the NRT Top 1,000 Sales Associates for the First Quarter of 2018. There are more than 50,000 Sales Associates across all NRT brands. Congratulations on this tremendous achievement! In fact, you are ranked in the top half of this group.

Your ability to excel in an ever-changing market, while remaining steadfastly committed to the clients you serve, has elevated you among your peers. Through a combination of hard work, talent and professionalism, you've developed a brand that instills confidence and trust, attributes that make you an integral part of what we do at NRT. Please know that I'm extremely grateful for your significant contributions to our success.

I wish you the all the best in continuing to make 2018 a truly remarkable year that exceeds your expectations. With your continued outstanding efforts, I'm confident that I'll be writing to you again soon.

Sincerely,

A blue ink handwritten signature of M. Ryan Gorman.

M. Ryan Gorman

*off to another
great year in 2018!*

2017 SOCIETY OF EXCELLENCE

COLDWELL BANKER REAL ESTATE LLC
IS PLEASED TO HONOR

JIM ARBEED

Your exceptional performance exemplifies the Best of Blue.
Congratulations on ranking among the top sales professionals
in the network.



CHARLIE YOUNG
PRESIDENT & CEO
COLDWELL BANKER
REAL ESTATE LLC

A handwritten signature in blue ink, appearing to read "Charlie Young".

M. RYAN GORIWAN
PRESIDENT & CEO
NRT LLC

A handwritten signature in blue ink, appearing to read "M. Ryan Gorivan".

CONGRATULATIONS

February 2018

JIM ARBEED
COLDWELL BANKER
Burlingame
1427 Chapin Ave
BURLINGAME, CA 94010

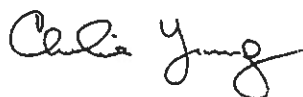
Dear Jim,

Congratulations! In recognition of your impressive 2017 sales performance, we're proud to present you with the Coldwell Banker International Society of Excellence award.

This exceptional achievement ranks you among the top Coldwell Banker® independent sales professionals worldwide. Your market knowledge, industry experience and dedication to your clients have elevated your business to this elite level, and will continue to yield rewards in the future.

Thank you for your outstanding contributions, and best wishes for continued success in 2018.

Warm Regards,



Charlie Young
President and CEO
Coldwell Banker Real Estate LLC



Ryan Gorman
President and CEO
NRT LLC



1000
1000
1000
1000
1000

February 2018

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

It is my great pleasure to recognize you for the leadership and commitment you've shown in helping your clients achieve their real estate goals. There are approximately 50,000 sales associates across all NRT brands. Congratulations on your inclusion in the NRT Top 1,000 Sales Associates for the fourth quarter of 2017! In fact, you are ranked in the top half of this group.

Every great achievement is the result of hard work and dedication, and your most recent results speak volumes about your knowledge, abilities and commitment to providing exceptional service. On behalf of the entire NRT family, please accept our sincere thanks and appreciation for the important role you play every day in enhancing our status as the nation's preeminent residential real estate brokerage company.

As you may be aware, my role as NRT's President & Chief Executive Officer has transitioned to Ryan Gorman. Ryan and I have worked closely together over the last 5 years, and I know his strong leadership and business acumen will propel our Company to the next level. I will remain with our Company in an executive advisory role, working with Realogy's senior leadership teams.

I want to personally thank you for all your contributions, and I'm excited to see what the new year holds. I wish you continued success throughout 2018 and beyond!

Sincerely,

Bruce Zipf

Thank you for all your contributions & support!
Hope all is well!

2017 TOP 100

**COLDWELL
BANKER**

RESIDENTIAL BROKERAGE

SAN FRANCISCO/PENINSULA

- | | | | |
|--|--------------------------------------|--|--------------------------------------|
| 1 Billy McNair | <i>Menlo Park El Camino</i> | 51 The Caviness Group | <i>Menlo Park El Camino</i> |
| 2 The Laugesen Team | <i>Burlingame North</i> | 52 Holly Noto | <i>San Mateo Downtown</i> |
| 3 Ginny Kavanaugh | <i>Portola Valley</i> | 53 Chris McDonnell and Kelly Griggs | <i>Menlo Park El Camino</i> |
| 4 Jlm Arbeed | <i>Burlingame</i> | 54 Mary Ann Teixeira | <i>Burlingame</i> |
| 5 Debbie Wilhelm Team | <i>San Mateo Downtown</i> | 55 Dona Crowder | <i>San Francisco Pacific Heights</i> |
| 6 Mike Bohnert | <i>Burlingame</i> | 56 Pierre and Alex Buljan | <i>Burlingame North</i> |
| 7 Armour Group | <i>San Francisco Pacific Heights</i> | 57 Glenn Sennett | <i>San Mateo Downtown</i> |
| 8 Hugh Cornish | <i>Menlo Park El Camino</i> | 58 Steve Gallagher | <i>San Francisco Market Street</i> |
| 9 Team Tapper | <i>Burlingame North</i> | 59 Haneen Hayder Team | <i>Burlingame</i> |
| 10 Sam Anagnostou | <i>Woodside</i> | 60 Cece Doricko | <i>San Francisco Pacific Heights</i> |
| 11 David Beilings | <i>San Francisco Lombard</i> | 61 The McLean Team | <i>San Mateo Downtown</i> |
| 12 Julie Lau | <i>Palo Alto Downtown</i> | 62 Mia Banks | <i>Portola Valley</i> |
| 13 John Kirtland | <i>San Francisco Pacific Heights</i> | 63 Deborah Chelini | <i>Burlingame</i> |
| 14 The Laufenberg Team | <i>San Francisco Market Street</i> | 64 Adriana Trenev | <i>Palo Alto Downtown</i> |
| 15 The Nierenberg Group | <i>San Francisco Pacific Heights</i> | 65 Sue Mahlstedt & Petra Breckova Team | <i>Burlingame</i> |
| 16 Pat Rock Team | <i>San Francisco Market Street</i> | 66 Wendi Selig-Almonetti | <i>Menlo Park El Camino</i> |
| 17 Christina Chung Team | <i>San Francisco Lakeside</i> | 67 Dan Zlony | <i>Palo Alto Downtown</i> |
| 18 Nick Corcoleotes | <i>Burlingame</i> | 68 Janet Dore & John Spliler | <i>Menlo Park El Camino</i> |
| 19 Elaine Berlin White | <i>Menlo Park El Camino</i> | 69 Joseph Chav | <i>San Francisco Pacific Heights</i> |
| 20 Nancy Goldcamp | <i>Palo Alto Downtown</i> | 70 Vicky Heron | <i>Burlingame North</i> |
| 21 Joel Goodrich | <i>San Francisco Pacific Heights</i> | 71 Roger Dewes | <i>Burlingame</i> |
| 22 Hossein Djalali | <i>Menlo Park El Camino</i> | 72 The Loc-Tham Group | <i>San Francisco Lakeside</i> |
| 23 Janice Lee | <i>San Francisco Sunset</i> | 73 Tom Huff | <i>Palo Alto Downtown</i> |
| 24 Neel-Thompson Group | <i>Burlingame</i> | 74 Eric Chin | <i>San Francisco Lakeside</i> |
| 25 The Canlas Brothers | <i>San Francisco Pacific Heights</i> | 75 Rob Wall | <i>San Francisco Lakeside</i> |
| 26 Lyn Jason Cobb Team | <i>Menlo Park El Camino</i> | 76 Edwards & Murphy Real Estate | <i>Burlingame North</i> |
| 27 The Ow Team | <i>San Mateo Downtown</i> | 77 Calvin Kam | <i>San Francisco Lakeside</i> |
| 28 Judy Shen | <i>Palo Alto Downtown</i> | 78 Doug Gonzalez | <i>Menlo Park El Camino</i> |
| 29 David Young | <i>Redwood City San Carlos</i> | 79 Nick Johnson | <i>San Francisco Sunset</i> |
| 30 David Kelsey | <i>Woodside</i> | 80 Houda Tanverakul | <i>San Francisco Lakeside</i> |
| 31 Anthony Navarro | <i>San Francisco Pacific Heights</i> | 81 Dan Mclean | <i>San Francisco Market Street</i> |
| 32 Miriam Chirko Group | <i>San Mateo Downtown</i> | 82 The Rain Team | <i>Half Moon Bay</i> |
| 33 Hanna Shacham | <i>Menlo Park El Camino</i> | 83 Chuck Cochran | <i>San Mateo Downtown</i> |
| 34 Erika Demma | <i>Woodside</i> | 84 Jackie Hu | <i>San Francisco Lombard</i> |
| 35 Tim Kerns | <i>Menlo Park El Camino</i> | 85 Victor Aenlle | <i>San Mateo Downtown</i> |
| 36 Donna Marie Baldwin | <i>Burlingame</i> | 86 Lou Carlos | <i>Burlingame North</i> |
| 37 Caravelli Commercial Investment Group | <i>San Francisco Pacific Heights</i> | 87 Tina Low-Lee | <i>San Francisco Lakeside</i> |
| 38 Naomi Lempert Lopez | <i>San Francisco Pacific Heights</i> | 88 Roque Fernandes | <i>San Francisco Lakeside</i> |
| 39 Jeff LaMont | <i>San Mateo Downtown</i> | 89 Michelle Glaubert | <i>Redwood City San Carlos</i> |
| 40 Carol Reen | <i>San Francisco Pacific Heights</i> | 90 Jennifer Alfaro | <i>Menlo Park El Camino</i> |
| 41 Jackie and Richard Schoelerman | <i>Menlo Park El Camino</i> | 91 Kimm Terpening | <i>Menlo Park El Camino</i> |
| 42 The Frank Castaldini Group | <i>San Francisco Market Street</i> | 92 Anthony Gall | <i>Burlingame North</i> |
| 43 Rachel Ni | <i>Burlingame</i> | 93 James Maxwell | <i>San Francisco Market Street</i> |
| 44 Wayne Gomes | <i>Burlingame</i> | 94 Michael Freethy | <i>San Francisco Lombard</i> |
| 45 Sean Foley | <i>Woodside</i> | 95 Maria Scott | <i>Burlingame North</i> |
| 46 Veronica Kogler | <i>Menlo Park El Camino</i> | 96 The Peninsula Team: Michael Robles & Associates | <i>Burlingame</i> |
| 47 Minchen Team | <i>San Francisco Pacific Heights</i> | 97 Phan Woo Team | <i>San Francisco Lakeside</i> |
| 48 Adele Della Santina | <i>Burlingame</i> | 98 Anthony Christen | <i>San Francisco Sunset</i> |
| 49 The Amelia Middell Team | <i>Menlo Park El Camino</i> | 99 Herb Ng | <i>San Francisco Lakeside</i> |
| 50 Camille Eder | <i>Menlo Park El Camino</i> | 100 Jeremy Rushton | <i>San Francisco Lakeside</i> |

2017 TOP 100



NORTHERN CALIFORNIA

1	Mary Tan Realty Team	Cupertino	51	Joel Goodrich	San Francisco Pacific Heights
2	Billy McNair	Menlo Park El Camino	52	The Blebl Group John Blebl & Anna McGee	Truckee Tahoe Donner
3	Tim Allen	Carmel By The Sea	53	Hossein Jalali	Menlo Park El Camino
4	The Laugesen Team	Burlingame North	54	Janice Lee	San Francisco Sunset
5	Ginny Kavanaugh	Portola Valley	55	Terri Couture	Los Altos
6	Peg King and Jeremy King	Petaluma	56	Neel-Thompson Group	Burlingame
7	Jim Arbeed	Burlingame	57	The Canlas Brothers	San Francisco Pacific Heights
8	Debbie Wilhelm Team	San Mateo Downtown	58	Lyn Jason Cobb Team	Menlo Park El Camino
9	The Bill Lister Team	Los Gatos	59	The Ow Team	San Mateo Downtown
10	The Joe Schembri Real Estate Team	Fremont	60	Judy Shen	Palo Alto Downtown
11	Steve McCarrick	Saratoga	61	David Young	Redwood City San Carlos
12	Mike Bohnert	Burlingame	62	David Kelsey	Woodside
13	The Beaubelle Group	Orinda	63	Cathy Liu	Cupertino
14	Joshua Deitch	Southern Marin	64	Anthony Navarro	San Francisco Pacific Heights
15	Joe Piazza	Los Gatos	65	Miriam Chirko Group	San Mateo Downtown
16	Armour Group	San Francisco Pacific Heights	66	Hanna Shacham	Menlo Park El Camino
17	Team Tahoe - Christy Curtis	Truckee Tahoe Donner	67	Erika Demma	Woodside
18	Hugh Cornish	Menlo Park El Camino	68	Annie & Honey	Greenbrae
19	Team Tapper	Burlingame North	69	Tim Kerns	Menlo Park El Camino
20	Vivian Wang	Cupertino	70	Quinn Huang	Cupertino
21	Lucie Campos	Carmel Rancho	71	Julie Gilbert & Tom Charron	Los Gatos
22	Sam Anagnostou	Woodside-Portola Valley	72	Donna Marie Baldwin	Burlingame
23	David Bellings	San Francisco Lombard	73	Caravelli Commerical Investment Group	San Francisco Pacific Heights
24	Julie Lau	Palo Alto Downtown	74	Les Belliveau	Fremont
25	Yvonne Yang	Cupertino	75	Ann Harris	Sebastopol
26	Rebecca & Alan Team	Saratoga	76	Naomi Lempert Lopez	San Francisco Pacific Heights
27	Elena Hood Group	Orinda	77	The Heinrich Team	Carmel Rancho
28	John Kirtland	San Francisco Pacific Heights	78	Doug Hecker	Petaluma
29	Shelly Chou	Cupertino	79	Culbertson & Gray Group	Roseville Granite Bay
30	The Chiavettas	Los Gatos	80	Kenn Callahan	Los Gatos
31	The Sharp Team	Truckee Tahoe Donner	81	Paloma Begin	Sacramento Metro
32	Gorman Group	Saratoga	82	David Lindsay & Patricia Kelner	Saratoga
33	The Laufenberg Team	San Francisco Market Street	83	Denise Calkin and Lesa Johnston	Sacramento Sierra Oaks
34	Minhua Jin	Saratoga	84	Team Tom Leonard	Sacramento Metro
35	Diyar Essaid	Los Altos	85	Catherine Qian	Los Altos
36	Marcus Robinson	Southern Marin	86	Jeff LaMont	San Mateo Downtown
37	Rich Cazneau Real Estate Group	Sacramento Metro	87	Jackie Jones	San Jose Main
38	The Nierenberg Group	San Francisco Pacific Heights	88	Jen Pennington	Southern Marin
39	Pat Rock Team	San Francisco Market Street	89	Riese Real Estate	Los Gatos
40	Lauren Spencer	Aptos	90	Serena Liao	Cupertino
41	Michael LoMonaco	Los Gatos	91	Pete Myers	Los Gatos
42	Everett Eslinger	Fremont	92	Carol Reen	San Francisco Pacific Heights
43	Mary Anne Veldkamp	Santa Rosa Bicentennial	93	Isabella Sun	Cupertino
44	Christina Chung Team	San Francisco Lakeside	94	Houston Group	Los Gatos
45	The Pat Seide Group	El Dorado Hills	95	The Henry Ohlmeyer Team	Danville
46	Nick Corcoleotes	Burlingame	96	Jackie and Richard Schoelerman	Menlo Park El Camino
47	Elaine Berlin White	Menlo Park El Camino	97	Kozlowski Real Estate Group	Sacramento Sierra Oaks
48	Susan & Shawn	Los Gatos	98	Neel Bhatia	Walnut Creek
49	Nancy Goldcamp	Palo Alto Downtown	99	Jason Muth	San Jose Almaden
50	Lin Ning	Cupertino	100	Anthony Lum, Realtors®	Saratoga



December 2017

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

In many walks of life, leadership attracts notice. Today, I have the honor of drawing attention to the leadership you've exhibited in helping your clients reach their real estate goals. Congratulations on your inclusion in the NRT Top 1,000 Sales Associates for the third quarter of 2017! In fact, you are ranked in the top half of this group. There are approximately 50,000 sales associates across all NRT brands.

Every market comes with challenges and opportunities. While your most recent results have been superlative, what you've managed to accomplish also speaks to consistency – an established ability to provide value to your clients through your knowledge, professionalism and exceptional service. On behalf of the entire NRT family, please accept our gratitude for your efforts in helping enhance our status as the nation's largest residential real estate brokerage company.

Like so many leaders, I suspect you're already looking ahead. I know I'm excited for what the future holds and I wish you continued success for the rest of 2017 and beyond!

Sincerely,

A handwritten signature in blue ink, appearing to read "Bruce Zipf", is written over the word "Sincerely,".

Bruce Zipf

Congratulations Jim!



Mike James

President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbrnorcal.com

October 10, 2017

Jim Arbeed
Burlingame

Dear Jim,

I'm excited to inform you that you have been named the #1 in Gross Commission Income for the Burlingame office of Coldwell Banker Residential Brokerage for August. This is an outstanding achievement, and you should be extremely proud. Your hard work and steadfast commitment to your clients have set the standard for all agents in the industry. Thank you for your continued dedication to your craft and your clients. Congratulations and best wishes for much success the rest of the year!

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James".

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Dani Chrisman

COLDWELL BANKER SAN FRANCISCO PENINSULA
2017 TOP ONE HUNDRED SALES ASSOCIATES
 10/31/2017
 (Based on YTD Gross Commission Income)

YTD RANK	AGENTS NAME	OFFICE	YTD RANK	AGENTS NAME	OFFICE
1	Billy McNair	Menlo Park El Camino	51	Minchen Team	S.F. Pacific Heights
2	The Laugesen Team	Burlingame - North	52	Dona Crowder	S.F. Pacific Heights
3	Jim Arboed	Burlingame	53	Haneen Hayder Team	Burlingame
4	Debbie Wilhelm Team	San Mateo Downtown	54	Sue Mahstedt & Petra Breckova Team	Burlingame
5	Ginny Kavanaugh	Woodside-Portola Valley	55	Mia Banks	Woodside-Portola Valley
6	Mike Bohnert	Burlingame	56	Janet Dore	Menlo Park El Camino
7	Team Tapper	Burlingame - North	57	The McLean Team	San Mateo Downtown
8	Hugh Cornish	Menlo Park El Camino	58	The Amelia Middel Team	Menlo Park El Camino
9	Sam Anagnostou	Woodside-Portola Valley	59	Pierre and Alex Buijan	Burlingame - North
10	John Kirtland	S.F. Pacific Heights	60	Veronica Kogler	Menlo Park El Camino
11	David Bellings	S.F. Lombard	61	Eric Chin	S.F. Lakeside
12	Amour Group	S.F. Pacific Heights	62	Dan Ziony	Palo Alto - Downtown
13	Nick Corcolecotes	Burlingame	63	Wendi Sellg-Aimonetti	Menlo Park El Camino
14	Julie Lau	Palo Alto - Downtown	64	Roger Dewes	Burlingame
15	The LaufenbergTeam	S.F. Market Street	65	Camille Eder	Menlo Park El Camino
16	Elaine Berlin White	Menlo Park El Camino	66	Cece Doricko	S.F. Pacific Heights
17	Pat Rock Team	S.F. Market Street	67	Steve Gallagher	S.F. Market Street
18	Christina Chung	S.F. Lakeside	68	Chris McDonnell and Kelly Griggs	Menlo Park El Camino
19	Nancy Goldcamp	Palo Alto - Downtown	69	Victor Aenlle-Leah Noher	San Mateo Downtown
20	Lyn Jason Cobb Team	Menlo Park El Camino	70	Tom Huff	Palo Alto - Downtown
21	The Nierenberg Group	S.F. Pacific Heights	71	Rob Wall	S.F. Lakeside
22	Anthony Navarro	S.F. Pacific Heights	72	Dan Mclean	S.F. Market Street
23	Hossein Jalali	Menlo Park El Camino	73	Nick Johnson	S.F. Sunset
24	David Kelsey	Woodside-Portola Valley	74	Holly Noto	San Mateo Downtown
25	Janice Lee	S.F. Sunset	75	Houda Tanverakul	S.F. Lakeside
26	Taisch Team	S.F. Lakeside	76	Mary Ann Teixeira	Burlingame
27	Tom Neel and Associates	Burlingame	77	Jennifer Alfaro	Menlo Park El Camino
28	The Carlos Brothers	S.F. Pacific Heights	78	Deborah Chelini	Burlingame
29	Judy Shen	Palo Alto - Downtown	79	Joseph Chav	S.F. Pacific Heights
30	David Young	Redwood City -San Carlos	80	Calvin Kam	S.F. Lakeside
31	Naomi Lempert Lopez	S.F. Pacific Heights	81	Adriana Trenev	Palo Alto - Downtown
32	Donna Marie Baldwin	Burlingame	82	Vicky Heron	Burlingame - North
33	The Ow Team	San Mateo Downtown	83	Lou Carlos	Burlingame - North
34	Tim Kerns	Menlo Park El Camino	84	Carrie Du Bois	Redwood City -San Carlos
35	Joel Goodrich	S.F. Pacific Heights	85	The Loc-Tham Group	S.F. Lakeside
36	Miriam Chirko Group	San Mateo Downtown	86	James Koh	S.F. Lakeside
37	Caravelli Commerical Investment Group	S.F. Pacific Heights	87	The Platinum Group	Burlingame - North
38	Hanna Shacham	Menlo Park El Camino	88	The Peninsula Team: Michael Robles & Associates	Burlingame
39	Carol Rean	S.F. Market Street	89	Anthony Christen	S.F. Sunset
40	Erika Demma	Woodside-Portola Valley	90	Woo Phan Team	S.F. Lakeside
41	Karen Fryling & Rebecca Johnson, Duo Team	Menlo Park El Camino	91	James Maxwell	S.F. Market Street
42	Sean Foley	Woodside-Portola Valley	92	Roque Fernandes	S.F. Lakeside
43	Jeff LaMont	San Mateo Downtown	93	Jackie Hu	S.F. Lombard
44	Adele Della Santina	Burlingame	94	Herb Ng	S.F. Lakeside
45	Jackie and Richard Schoelerman	Menlo Park El Camino	95	The Rain Team	Half Moon Bay
46	Glenn Sennett	San Mateo Downtown	96	Michael Freethy	S.F. Lombard
47	The Caviness Group	Menlo Park El Camino	97	Melanie Smith-Dieter Hartmann	Redwood City -San Carlos
48	Rachel Ni	Burlingame	98	Maria Scott	Burlingame - North
49	The Frank Castaldini Group	S.F. Market Street	99	Kimm Terpening	Menlo Park El Camino
50	Wayne Gomes	Burlingame	100	Jim Zeng Team	S.F. Lakeside

***Ranking position out of 857 Sales Agents in the San Francisco Peninsula Division.

GOLDWELL BANKER NORTHERN CALIFORNIA
2017 TOP ONE HUNDRED SALES ASSOCIATES
10/31/2017

(Based on YTD Gross Commission Income)

YTD RANK	AGENT'S NAME	OFFICE	YTD RANK	AGENT'S NAME	OFFICE
1	Mary Tan Realty Team	Cupertino	51	The Biebl Group John Biebl & Anna McGee	Truckee - Tahoe Donner
2	Billy McNair	Menlo Park El Camino	52	Hossein Jalali	Menlo Park El Camino
3	Tim Allen	Carmel By The Sea	53	David Kelsey	Woodside-Portola Valley
4	The Laugesen Team	Burlingame - North	54	Janice Lee	S.F. Sunset
5	THE HOBBS	Burlingame	55	Teisch Team	S.F. Lakeside
6	Peg King and Jeremy King	Petaluma	56	Tom Neel and Associates	Burlingame
7	The Bill Lister Team	Los Gatos	57	The Canlas Brothers	S.F. Pacific Heights
8	Debbie Wilhelm Team	San Mateo Downtown	58	Judy Shen	Palo Alto - Downtown
9	Steve McCarrick	Saratoga	59	David Young	Redwood City - San Carlos
10	Joshua Deitch	Southern Marin	60	Julie Gilbert & Tom Charron	Los Gatos
11	Ginny Kavanaugh	Woodside-Portola Valley	61	Naomi Lempert Lopez	S.F. Pacific Heights
12	The Joe Schembri Real Estate Team	Fremont	62	Donna Marie Baldwin	Burlingame
13	Joe Piezza	Los Gatos	63	The Ow Team	San Mateo Downtown
14	Mike Bohnert	Burlingame	64	Tim Kerns	Menlo Park El Camino
15	Team Tapper	Burlingame - North	65	Ann Harris	Sebastopol
16	Hugh Cornish	Menlo Park El Camino	66	Doug Hecker	Petaluma
17	Christy Curtis - Team Tahoe	Truckee - Tahoe Donner	67	Joel Goodrich	S.F. Pacific Heights
18	The Beaubelle Group	Orinda	68	Lin Ning	Cupertino
19	Sam Anagnostou	Woodside-Portola Valley	69	Cathy Liu	Cupertino
20	Lucie Campos	Carmel Rancho	70	The Heinrich Team	Carmel Rancho
21	John Kirtland	S.F. Pacific Heights	71	Les Belliveau	Fremont
22	The Chiavettas	Los Gatos	72	Annie & Honey	Greenbrae
23	David Bellings	S.F. Lombard	73	Miriam Chirko Group	San Mateo Downtown
24	Shelly Chou	Cupertino	74	David Lindsay & Patricia Kerner	Saratoga
25	Vivian Wang	Cupertino	75	Quinn Huang	Cupertino
26	Yvonne Yang	Cupertino	76	Pete Myers	Los Gatos
27	Elena Hood Group	Orinda	77	Caravelli Commerical Investment Group	S.F. Pacific Heights
28	The Sharp Team	Truckee - Tahoe Donner	78	Calvin Johnston Group	Sacramento Sierra Oaks
29	Rebecca & Alan Team	Saratoga	79	Hanna Shacham	Menlo Park El Camino
30	Armour Group	S.F. Pacific Heights	80	Anthony Lum, Realtors	Saratoga
31	Diyar Essaid	Los Altos	81	Jackie Jones	San Jose - Main
32	Nick Corcoleotes	Burlingame	82	Paloma Begin	Sacramento Metro
33	Julie Lau	Palo Alto - Downtown	83	Jan Pennington	Southern Marin
34	Minhue Jin	Saratoga	84	Carol Reen	S.F. Market Street
35	Marcus Robinson	Southern Marin	85	Kenn Callahan	Los Gatos
36	The Laufenberg Team	S.F. Market Street	86	Culbertson & Gray Group	Roseville - Granite Bay
37	Everett Eslinger	Fremont	87	Erika Demma	Woodside-Portola Valley
38	Gorman Group	Saratoga	88	Mary Anne Veldkamp	Santa Rosa - Bicentennial
39	Susan & Shawn	Los Gatos	89	Karen Fryling & Rebecca Johnson, Duo Team	Menlo Park El Camino
40	Elaine Berlin White	Menlo Park El Camino	90	The Henry Ohlmeyer Team	Danville
41	Pat Rock Team	S.F. Market Street	91	Sean Foley	Woodside-Portola Valley
42	Christina Chung	S.F. Lakeside	92	Jeff LaMont	San Mateo Downtown
43	Nancy Goldcamp	Palo Alto - Downtown	93	Riese Real Estate	Los Gatos
44	Lyn Jason Cobb Team	Menlo Park El Camino	94	Catherine Qian	Los Altos
45	Michael LoMonaco	Los Gatos	95	Shelly Polvin	Los Altos
46	The Nierenberg Group	S.F. Pacific Heights	96	Isabella Sun	Cupertino
47	Anthony Navarro	S.F. Pacific Heights	97	The Pennisi Group	Elk Grove
48	Lauren Spencer	Aptos	98	Clark & Anne Johnson	Danville
49	Rich Cazneau Real Estate Group	Sacramento Metro	99	Adele Della Santina	Burlingame
50	The Pat Seide Group	El Dorado Hills	100	Jackie and Richard Schoetlerman	Menlo Park El Camino

****Ranking position out of 4,098 Sales Agents in CB Northern California. (SF Bay Area, SF Peninsula, Silicon- Monterey Bay & Sacramento)



Mike James

President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbnorcal.com

September 1, 2017

Jim Arbeed
Burlingame

Dear Jim,

It is my great pleasure to inform you that you have been named the #1 in Gross Commission Income for the Burlingame office of Coldwell Banker Residential Brokerage for July. Our company is comprised of the most talented and professional affiliated agents in the business. The fact that you have risen to the top of this group speaks volumes about your abilities and work ethic. Thank you for your continued dedication and best wishes for a successful 2017!

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James", written in a cursive style.

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Dani Chrisman



1000
1000
1000

1000

September 2017

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

When opportunity meets vision, hard work and an unwavering commitment, amazing things can happen. Today, it's my great pleasure to recognize the latest chapter in your distinguished professional career, your inclusion in the NRT Top 1,000 Sales Associates for the second quarter of 2017. In fact, you are ranked in the top half of this group. There are approximately 49,000 sales associates across all NRT brands, so you represent a very elite group! Congratulations on this tremendous accomplishment!

Against a backdrop of market uncertainty, you've showcased the attributes that make you a valuable asset to the clients you serve. Through your leadership and expert guidance, individuals and families can continue building their lives, secure in the knowledge that their real estate needs will receive your exceptional care and attention. On behalf of the entire NRT family, I thank you for significantly adding to our success and standing as the nation's largest residential real estate brokerage company.

Given your most recent quarterly performance and the compelling message it sends, I'm excited to see what you'll do next. Until then, please accept my very best wishes for the future.

Sincerely,

Bruce Zipf

Handwritten note:
Congratulations on your success, Jim!



Mike James

President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbnorcal.com

August 10, 2017

Jim Arbeed
Burlingame

Dear Jim,

Congratulations! You have been named the #1 Top Listing agent for June for the Burlingame office of Coldwell Banker Residential Brokerage. You should be incredibly proud of this tremendous achievement. Through your talent, dedication and diligence, you have set the bar for all agents. I'm thrilled that you decided to affiliate with Coldwell Banker and wish you all the best in the months and years ahead!

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James". The signature is fluid and cursive, with a long horizontal stroke at the end.

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Dani Chrisman



Mike James

President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbsnorcal.com

July 11, 2017

Jim Arbeed
Burlingame

Dear Jim,

It is my great pleasure to inform you that you have been named the #1 in Gross Commission Income for the Burlingame office of Coldwell Banker Residential Brokerage for May. Our company is comprised of many talented and professional affiliated agents, and the fact that you have risen to the top of this group speaks volumes about your abilities and dedication. Thank you for your tireless effort and commitment and best wishes for continued success!

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James". The signature is fluid and cursive, written over a white background.

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Nancy Robinson

Arbeed, Jim

From: Zipf, Bruce
Sent: Friday, June 23, 2017 11:14 AM
To: Arbeed, Jim
Cc: Macres, Greg; James, Mike
Subject: The Thousand

Dear Jim:

Each year, the Wall Street Journal and REAL Trends, Inc. unveil The Thousand, their highly anticipated list honoring the nation's top-performing real estate professionals. A clear indication of industry leadership, this prestigious accomplishment can only be attained through an impressive combination of talent, hard work and total commitment to serving client needs. For 2017, it's my distinct pleasure to recognize you as a member of The Thousand. Congratulations on joining such exclusive company!

Given the highly competitive nature of our business and the complexities affecting housing markets, you've demonstrated an outstanding ability to adapt your offerings to the needs of today's real estate consumer. The expertise you provide helps guide your clients through what is often one of the most important transactions of their lifetime. I hope they appreciate and respect your unique contribution to their real estate success as much as all of us here at NRT do.

Once again, please accept my congratulations and best wishes for even greater prosperity ahead.

Sincerely,



Bruce Zipf
President & CEO

NRT LLC | 175 Park Avenue | Madison, NJ 07940
O: 973-407-5300 | F: 862-345-2769 | E: bruce.zipf@nrtllc.com





Mike James

President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbsnorcal.com

April 14, 2017

Jim Arbeed
Burlingame

Dear Jim,

It is my great pleasure to inform you that you have been named the #1 Top Listing for the Burlingame office of Coldwell Banker Residential Brokerage for February. Our company is comprised of the most talented and professional affiliated agents in the business. The fact that you have risen to the top of this group speaks volumes about your abilities. Thank you for your continued hard work and dedication and best wishes for a successful 2017!

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James".

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Larry Spiteri



March 15, 2017

Jim Arbeed
Coldwell Banker Burlingame

Dear Jim Arbeed,

It is my great privilege to announce that you have been awarded the Coldwell Banker Society of Excellence designation, the company's highest honor, for your 2016 sales and customer service achievements! To put this in perspective, only the top one percent of Coldwell Banker NRT Independent Sales Associates nationwide earn this extremely prestigious award.

Your outstanding performance last year places you among the nation's most elite real estate professionals, the very best in the business. Such achievements don't just happen; it's the result of a lot of hard work, local market expertise, and incomparable professionalism. Most of all, it signifies your commitment to providing only the very best customer service to your clients – each and every time.

In a company of talented professionals, you have risen to the top and I couldn't be prouder that you have chosen to affiliate with Coldwell Banker Residential Brokerage. Thanks to talented professionals like you, Coldwell Banker continues to be the top real estate services company locally and around the world.

Here's to you and another successful year in 2017!

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James". The signature is fluid and cursive, with a long, sweeping underline.

Mike James
President
Coldwell Banker Residential Brokerage
San Francisco Bay Area



NRT LLC

175 PARK AVENUE

MADISON, NJ 07940

TEL: 973.261.1000

FAX: 973.261.1001

corporate@nrt.com

March 2017

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

Nothing gives me a greater sense of satisfaction than acknowledging excellence. Today, it's my distinct pleasure to recognize the significant role you play in our success by welcoming you to the ranks of the NRT Top 1,000 Sales Associates for the fourth quarter of 2016. In fact, you are ranked in the top half of this group. There are approximately 47,000 sales associates across all NRT brands, so you represent a very elite group! Congratulations on this wonderful achievement!

When change and uncertainty cloud the future, markets seek out stability. That's why your unwavering professionalism, hard work, and commitment to serving your clients remain in high demand. The qualities you bring to the real estate transaction endure. Clients know they can depend on you to help them reach their real estate goals and they value the expertise you provide. You truly represent the best that NRT has to offer.

May the leadership you've displayed this past quarter continue to serve you well in the year ahead, and may you continue to prosper both personally and professionally.

Sincerely,

Bruce Zipf

16

INDEPENDENT SALES ASSOCIATE AWARD RECIPIENTS COLDWELL BANKER SAN FRANCISCO BAY AREA



Society of Excellence

Tim Allen
Erika Demma
Billy McNair
Ginny Kavanaugh
Tim Kerns
Hugh Comish
Steve McCarrick
Jim Arbeed

Carmel By The Sea
Woodside
Menlo Park El Camino
Portola Valley
Menlo Park El Camino
Menlo Park El Camino
Saratoga
Burlingame

Nick Corcoleotes
Shelly Potvin
Joseph Chav
Neel Bhatia
Marcus Robinson
Gina Marciano-Siewit

Burlingame
Los Altos
San Francisco Lakeside
Walnut Creek
Southern Marin
San Jose Willow Glen

International President's Premier

David Bellings
Diyar Essaid
Donna Marie Baldwin
David Young
Yvonne Yang
Lucie Campos
Nancy Goldcamp
Mary Anne Veldkamp
Joshua Deitch
Joel Goodrich
Shelly Chou
Julie Lau
Everett Eslinger
Glenn Sennett
Les Belliveau
Terri Couture
Jason Muth
Anthony Christen
Janice Lee
Kim DiBenedetto
Vicky Heron
Sean Foley
Carol Reen
Anthony Navarro
Bill Johnson
Mark Vincent
Doug Hecker
Lauren Kraus
Jerry Jacques
Dona Crowder
Hadi Ghafouri
Sharon Pelino
Lauren Spencer
Michelle Glaubert
Pete Myers
Nina Style
Sam Anagnostou
Marcie May
Houda Tanverakul

San Francisco Lombard
Los Altos
Burlingame
Redwood City-San Carlos
Cupertino
Carmel Rancho
Palo Alto Downtown
Santa Rosa Bicentennial
Southern Marin
San Francisco Pacific Heights
Cupertino
Palo Alto Downtown
Fremont
San Mateo Downtown
Fremont
Los Altos
San Jose Almaden
San Francisco Sunset
San Francisco Sunset
Pebble Beach
Burlingame
Woodside
San Francisco Market Street
San Francisco Lakeside
Greenbrae
Aptos
Petaluma
Walnut Creek
Fremont
San Francisco Pacific Heights
Saratoga
Pebble Beach
Aptos
Redwood City-San Carlos
Los Gatos
San Francisco Lombard
Woodside
San Jose Willow Glen
San Francisco Lakeside

International President's Elite

Elizabeth Thompson
Kim Marienthal
Paul Bertoldo
Paul Hollingsworth
Ella Sun
Nick Johnson
Hanna Shacham
Carrie Du Bois
Maria Scott
Abby Tanem
Charlotte Van Orden
Ron Larson
Wendi Selig-Aimonetti
Jeff LaMont
David Frazer
Mike Uhri
Carole Feldstein
Randi Greene
Angel Zhu
Kamran Chitgar
Naomi Lempert Lopez
William Smith
Naomi Glass
Joey Portale
Tom Benoit
Elena Mendelson
Maryam Tabatabaei
Ed Toman
Jackie Jones
Soly Amarilio-Retter
Melanie Snow
Laura Abrams
Judy Shen
Jenny Huang
Holly Noto
Shaban Shakoori
Kim Morgan
Candace Nordstrom
Laurel Strand
Linda Wang
Stella Rosh

Los Altos
Berkeley
San Jose Willow Glen
Carmel Rancho
Los Gatos
San Francisco Sunset
Menlo Park El Camino
Redwood City-San Carlos
Burlingame
Greenbrae
Menlo Park El Camino
Santa Rosa Bicentennial
Menlo Park El Camino
San Mateo Downtown
Morgan Hill
San Jose Main
Los Altos
Carmel Rancho
Cupertino
Saratoga
San Francisco Pacific Heights
Pebble Beach
San Francisco Lombard
San Jose Willow Glen
San Rafael
Walnut Creek
Saratoga
Danville
San Jose Main
Saratoga
Orinda
Orinda
Palo Alto Downtown
Morgan Hill
San Mateo Downtown
San Francisco Pacific Heights
Greenbrae
Greenbrae
Oakland-Piedmont
Los Altos
Los Altos

16

TOP 1% OF 2016 COLDWELL BANKER NORTHERN CALIFORNIA



- | | | |
|----|---|-------------------------------|
| 1 | Mary Tan Realty Team | Cupertino |
| 2 | The Watson-Marshall Group | Burlingame |
| 3 | Tim Allen | Carmel By The Sea |
| 4 | Gorman Group | Saratoga |
| 5 | Erika Demma | Woodside |
| 6 | The Bill Lister Team | Los Gatos |
| 7 | Peg King and Jeremy King | Petaluma |
| 8 | Billy McNair | Menlo Park El Camino |
| 9 | Ginny Kavanaugh | Portola Valley |
| 10 | Tim Kems | Menlo Park El Camino |
| 11 | Hugh Cornish | Menlo Park El Camino |
| 12 | Debbie Wilhelm Team | San Mateo Downtown |
| 13 | The Beaubelle Group | Orinda |
| 14 | Steve McCarrick | Saratoga |
| 16 | Christy Curtis and Crew | Truckee Tahoe Donner |
| 16 | Jim Arbeed | Burlingame |
| 17 | Elena Hood Group | Orinda |
| 18 | The Joe Schembri Real Estate Team | Fremont |
| 19 | Susan & Shawn | Los Gatos |
| 20 | Christina Chung | San Francisco Lakeside |
| 21 | The Sharp Team | Truckee Tahoe Donner |
| 22 | The Laugesen Team | Burlingame |
| 23 | David Bellings | San Francisco Lombard |
| 24 | Diyar Essaid | Los Altos |
| 25 | The Bohnert Group | Burlingame |
| 26 | The Chiavettas | Los Gatos |
| 27 | Donna Marie Baldwin | Burlingame |
| 28 | David Young | Redwood City-San Carlos |
| 29 | Elaine Berlin White | Menlo Park El Camino |
| 30 | The Nierenberg Group | San Francisco Pacific Heights |
| 31 | Yvonne Yang | Cupertino |
| 32 | Lucie Campos | Carmel Rancho |
| 33 | Team Tapper | Burlingame |
| 34 | Nancy Goldcamp | Palo Alto Downtown |
| 35 | Margaret Yost and David Yost | San Jose Almaden |
| 36 | The Biebl Group John Biebl & Anna McGee | Truckee Tahoe Donner |
| 37 | Mary Anne Veldkamp | Santa Rosa Bicentennial |
| 38 | Houston Group | Los Gatos |
| 39 | Miriam Chirko Group | San Mateo Downtown |
| 40 | Tom Neel and Associates | Burlingame |
| 41 | The Pat Seide Group | El Dorado Hills |
| 42 | Joshua Deitch | Southern Marin |
| 43 | Everett Eslinger | Fremont |
| 44 | Les Belliveau | Fremont |
| 45 | Val Videgain Team | Truckee Tahoe Donner |
| 46 | The Jeff and Geoff Team | Roseville Granite Bay |
| 47 | The Pennisi Group | Elk Grove |
| 48 | Carlos Kozlowski Team | Sacramento Sierra Oaks |
| 49 | Team Tom Leonard | Sacramento Metro |
| 50 | Ann Harris and Ben Harris | Sebastopol |
| 51 | Clark & Anne Johnson | Danville |
| 52 | Bill Johnson | Greenbrae |
| 53 | Doug Hecker | Petaluma |
| 54 | Lauren Kraus | Walnut Creek |
| 55 | Platinum Realty Group | Elk Grove |
| 56 | Debi Ambroff | El Dorado Hills |



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbtnorcal.com

September 21, 2016

Jim Arbeed
Burlingame

Dear Jim,

I'm proud and excited to inform you that you have been named #1 in Buyer Controlled Sales and Gross Commission Income for the month of July for the Burlingame office of Coldwell Banker Residential Brokerage! In a company made up of the most professional and talented affiliated agents in the business, you have risen to the very top. Thank you for your continued hard work and dedication to your craft and your clients. And best wishes for the rest of 2016!

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James", written in a cursive style.

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Larry Spiteri



NRT LLC
175 PARK AVENUE
HARRISON, NJ 07940
Tel: 973.261.1000
Fax: 973.261.1001
www.zip@burlingame.com

September 2016

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

It is my great honor to recognize you for performing at a level to which most sales associates can only aspire. Congratulations on becoming a member of the NRT Top 1,000 Sales Associates for the second quarter of 2016. In fact, you are ranked in the top half of this group. There are approximately 47,000 sales associates across all NRT brands. Your hard work and dedication to your clients is worthy of celebration.

The housing market is always evolving, shaped by the ever changing macro economic market, inventory level shortfalls, and consumer confidence trends. Yet you are part of an elite group of professionals whose consistency and proven track record instill your clients with the confidence that they can navigate market challenges to attain their real estate goals. You've shown yourself to be a leader in our business and one of the contributing forces behind the success of the nation's largest residential real estate brokerage company. On behalf of the entire NRT family, I thank you.

Looking ahead, I feel safe in predicting that you'll continue to provide exceptional service and value to your clients and I wish you the best of luck in building on your most recent accomplishment.

Sincerely,

Bruce Zipf



2016
TOP PERFORMERS
AWARDS
NRT
www.nrt.com

May 2016

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

Reaching the pinnacle of a profession as competitive as ours is no small accomplishment. Which is why it gives me great pleasure to recognize you, out of 47,000 NRT Sales Associates, as a member of the Top 1,000 Sales Associates for the first quarter of 2016. In fact, you ranked amongst the top half of this group. Congratulations on an outstanding performance that validates your hard work and speaks to the tremendous value you bring to the clients you serve.

You have brilliantly navigated through the challenges of the current housing market. Forecasts show that most of the key economic elements, which support the housing industry, will remain steady for the remainder of 2016. Based on your proven leadership and track record of success, I'm confident in your ability to help buyers and sellers realize their real estate goals in this, or any, market. Your hard work, responsiveness and commitment to your clients has made you an unmistakable part of NRT's extraordinary achievement of being the #1 residential real estate brokerage company in the country. Thank you for all that you do.

Sincerely,

A handwritten signature in black ink, appearing to read "Bruce Zipf", is written over a white background. The signature is stylized and includes a long horizontal flourish extending to the right.

Bruce Zipf

15

TOP 100 COLDWELL BANKER SAN FRANCISCO | PENINSULA



1 Malin Giddings-SF Properties	<i>San Francisco Pacific Heights</i>	51 Sue Mahstedt & Petra Breckova Team	<i>Burlingame</i>
2 Billy McNair	<i>Menlo Park El Camino</i>	52 Michelle Glaubert	<i>Redwood City-San Carlos</i>
3 Droubi Team	<i>San Francisco Market Street</i>	53 Jan Gray and Barbara LaVey	<i>Half Moon Bay</i>
4 The Watson-Marshall Group	<i>Burlingame</i>	54 Debbie Elowson	<i>Burlingame</i>
5 Debbie Wilhelm Team	<i>San Mateo Downtown</i>	55 Nina Style	<i>San Francisco Lombard</i>
6 Hugh Cornish	<i>Menlo Park El Camino</i>	56 Jackie and Richard Schoelerman	<i>Menlo Park El Camino</i>
7 Brad and Helen Miller	<i>Woodside</i>	57 Maria Scott	<i>Burlingame North</i>
8 Jim Arbeed	<i>Burlingame</i>	58 Monica M. Seeger	<i>Burlingame North</i>
9 David Young	<i>Redwood City-San Carlos</i>	59 Shaban Shakoori	<i>San Francisco Pacific Heights</i>
10 Pierre and Alex Buljan	<i>Burlingame North</i>	60 Gil Orah	<i>Palo Alto Downtown</i>
11 The Bohnert Group	<i>Burlingame North</i>	61 Susan Chong	<i>Burlingame</i>
12 The Laugesen Team	<i>Burlingame North</i>	62 Julie Lau	<i>Palo Alto Downtown</i>
13 Hanna Shacham	<i>Menlo Park El Camino</i>	63 Michael Miller	<i>San Francisco Pacific Heights</i>
14 The Nierenberg Group	<i>San Francisco Pacific Heights</i>	64 Hendel Group	<i>San Francisco Lakeside</i>
15 Erika Demma	<i>Woodside</i>	65 Lyn Jason Cobb Team	<i>Menlo Park El Camino</i>
16 Tim Kerns	<i>Menlo Park Santa Cruz</i>	66 Jeff LaMont	<i>San Mateo Downtown</i>
17 The Laufenberg Team	<i>San Francisco Market Street</i>	67 Holly Noto	<i>San Mateo Downtown</i>
18 Christina Chung	<i>San Francisco Lakeside</i>	68 Tom Huff	<i>Palo Alto Downtown</i>
19 David Bellings	<i>San Francisco Lombard</i>	69 Dan Langford	<i>San Francisco Lombard</i>
20 Ginny Kavanaugh	<i>Portola Valley</i>	70 Elena Tallis	<i>Palo Alto Downtown</i>
21 Glenn Sennett	<i>San Mateo Downtown</i>	71 Ed Stephens	<i>Burlingame North</i>
22 Jalali and Trenter Team	<i>Menlo Park Santa Cruz</i>	72 Steven Caravelli	<i>San Francisco Pacific Heights</i>
23 Nancy Goldcamp	<i>Palo Alto Downtown</i>	73 Houda Tanverakul	<i>San Francisco Lakeside</i>
24 Elaine Berlin White	<i>Menlo Park El Camino</i>	74 Chao Team	<i>San Francisco Pacific Heights</i>
25 Tom Neel and Associates	<i>Burlingame</i>	75 Nick Johnson	<i>San Francisco Sunset</i>
26 Carol Reen	<i>San Francisco Market Street</i>	76 Adele Della Santina	<i>Burlingame</i>
27 Nick Corcoleotes	<i>Burlingame</i>	77 Karen Fryling & Rebecca Johnson, Duo Team	<i>Menlo Park Santa Cruz</i>
28 Donna Marie Baldwin	<i>Burlingame</i>	78 Anna Ow	<i>San Mateo Downtown</i>
29 Naomi Glass	<i>San Francisco Lombard</i>	79 David Gowan	<i>San Francisco Pacific Heights</i>
30 Miriam Chirko Group	<i>San Mateo Downtown</i>	80 The Loveless Team	<i>Palo Alto Downtown</i>
31 Janice Lee Team	<i>San Francisco Sunset</i>	81 Mark Johnson	<i>San Mateo Downtown</i>
32 Taisch Team	<i>San Francisco Lakeside</i>	82 Dona Crowder	<i>San Francisco Pacific Heights</i>
33 Joel Goodrich	<i>San Francisco Pacific Heights</i>	83 Margot Lockwood	<i>Woodside</i>
34 Carol Goldberg	<i>San Francisco Pacific Heights</i>	84 Don DeFranco	<i>San Francisco Pacific Heights</i>
35 Pat Rock Team	<i>San Francisco Market Street</i>	85 Cece Doricko	<i>San Francisco Pacific Heights</i>
36 Sam Anagnostou	<i>Menlo Park Santa Cruz</i>	86 Chuck Cochran	<i>San Mateo Downtown</i>
37 Natalie Comartin	<i>Menlo Park El Camino</i>	87 Deborah Chelini	<i>Burlingame</i>
38 Anthony Navarro	<i>San Francisco Lakeside</i>	88 The Frank Castaldini Group	<i>San Francisco Market Street</i>
39 Pam Dubier	<i>San Francisco Pacific Heights</i>	89 Dan Mclean	<i>San Francisco Market Street</i>
40 Wendi Selig-Aimonetti	<i>Menlo Park Santa Cruz</i>	90 Mary Ann Teixeira	<i>Burlingame</i>
41 Sue Crawford	<i>Menlo Park El Camino</i>	91 Maureen McLean	<i>San Mateo Downtown</i>
42 Danielle Petty	<i>San Mateo Downtown</i>	92 Tina Tsao	<i>San Francisco Sunset</i>
43 Katie Riggs	<i>Menlo Park El Camino</i>	93 Renee Gonsalves	<i>San Francisco Market Street</i>
44 Naomi Lempert Lopez	<i>San Francisco Pacific Heights</i>	94 Veronica Kogler	<i>Menlo Park El Camino</i>
45 James Maxwell	<i>San Francisco Market Street</i>	95 Sarah Hillhouse	<i>Burlingame</i>
46 Team Bedbury	<i>Redwood City - San Carlos</i>	96 Wayne Gomes	<i>Burlingame</i>
47 Anthony Galli	<i>Burlingame North</i>	97 Plank n Cline	<i>Half Moon Bay</i>
48 Team Tapper	<i>Burlingame North</i>	98 Rob Wall	<i>San Francisco Lakeside</i>
49 Judy Shen	<i>Palo Alto Downtown</i>	99 The Platinum Group	<i>Burlingame</i>
50 Michael Freathy	<i>San Francisco Lombard</i>	100 Doug Andrew Gonzalez	<i>Menlo Park El Camino</i>

15

SOCIETY OF
EXCELLENCE

COLDWELL BANKER IS PLEASED TO HONOR

JIM ARBEED

In 2015 for exemplifying the Coldwell Banker
commitment to professional integrity, marketing expertise
and exceeding client expectations.



MIKE JAMES
PRESIDENT
COLDWELL BANKER
SAN FRANCISCO BAY AREA

A handwritten signature in blue ink, appearing to read "Mike James".

Bruce G. Zipf
NRT
1427 Chapin Ave
Burlingame, CA 94010
949.261.1111



November 2015

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

Congratulations on an exceptional quarter, one that puts you in elite company and lets me welcome you to the ranks of the NRT Top 1,000 Sales Associates for the Third Quarter of 2015. Your outstanding performance puts you in the top 1% of approximately 47,000 Sales Associates nationwide! In fact, you are in the top half of this distinguished group.

The only thing certain about the real estate market is that it's constantly changing, which is why our clients look to us for consistency – the knowledge, skill and expertise we provide as full-service real estate professionals. Your ability to understand your clients' needs and help them reach their real estate goals makes you the type of leader we are proud to call our own. On behalf of everyone at NRT, the nation's largest residential real estate brokerage company, I'd like to thank you for your significant contributions to our success.

Because of your hard work and dedication, I'm sure you'll continue to serve your clients well in the months and years ahead. For now, please accept my gratitude and best wishes.

Sincerely,

A handwritten signature in black ink, appearing to be 'B Zipf', with a long horizontal stroke extending to the right.

Bruce Zipf



June 2015

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

It is with great pleasure that I welcome you to elite company – the NRT Top 1,000 Sales Associates for the first quarter of 2015. Congratulations on a well-deserved honor that ranks you in the top 2% of all NRT's 45,000 plus Sales Associates nationwide! In fact, you are in the top half of this distinguished group.

While tight inventory levels and various other real estate market obstacles continue to provide formidable market challenges, you've demonstrated the kind of professionalism that produces results and earns new business regardless of the real estate climate. By placing your clients' needs first and dedicating yourself to outstanding service, you've risen to a position of unquestioned leadership. On behalf of myself and everyone at NRT, thank you for all of your hard work.

With such an impressive first quarter behind you, I look forward to seeing what you have planned for an encore and I'd like to wish you the very best throughout the remainder of 2015. Thank you again for helping make NRT "The Place to Be."

Sincerely,

A handwritten signature in black ink, appearing to be 'B Zipf', is written over the word 'Sincerely,'.

Bruce Zipf



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbnorcal.com

April 24, 2015

Jim Arbeed
Burlingame

Dear Jim,

As we approach the end of the first quarter of 2015, I am so pleased by the level of commitment and passion that you brought to your real estate business, your clients and to Coldwell Banker Residential Brokerage to get 2015 off to a prosperous start. As the #1 Independent Agent for Buyer Controlled Sales and Gross Commission Income (GCI) in the Burlingame office for March, you are among a remarkable group of real estate professionals. This recognition is a testament of your hard work and dedication for your business and is very well deserved; and for this, you should be proud. I wish you all the best as you continue to grow and prosper throughout the rest of this year, and many more years to come!

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James".

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Leigh Whitten



March 10, 2015

Jim Arbeed
Coldwell Banker Burlingame

Dear Jim:

It is a great honor to congratulate you for earning the prestigious designation of Coldwell Banker Society of Excellence for 2014. This award is only given to the most esteemed and successful Coldwell Banker NRT Independent Sales Associates nationwide.

Achieving this level of success is truly a testament to your abilities as a real estate professional. Coldwell Banker was founded on principles of honest, trustworthy and reliable real estate service for clients. And more than 100 years later, it gives me great pride to see you carrying on those traditions of excellence in reaching this pinnacle of success in your career.

Again, congratulations on your tremendous success in 2014. I am honored that you choose to affiliate with Coldwell Banker. I wish you continued prosperity in 2015.

Sincerely,

A handwritten signature in black ink that reads "Mike James". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

Mike James
President
Coldwell Banker Residential Brokerage
San Francisco Bay Area



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February 2015

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

There's nothing quite like ending the year on a high note, and I'm pleased to report that your outstanding recent performance has earned you a place in the NRT Top 1,000 Sales Associates for the fourth quarter of 2014. Please accept my heartfelt congratulations on an accomplishment that ranks you in the top 3% of NRT's 42,500 Sales Associates nationwide. In fact, you are in the top half of this distinguished group.

Whether it's declining unemployment levels, a possible easing of credit regulations or pent-up buyer demand, a number of encouraging trends point to even greater opportunities in 2015. Through your hard work, professionalism and dedication to serving your clients, you've not only established yourself as a leader in our field, but have positioned yourself to take advantage of these increasingly favorable market conditions. I hope you'll continue to enjoy the rewards you so richly deserve.

In closing, I'd like to thank you for all that you do to help make NRT "The Place To Be" in real estate brokerage. Here's to a prosperous 2015!

Sincerely,



Bruce Zipf

*Great going you are!
-The Income Rent
Company. 1/21/15. 1/21/15*



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbnorcal.com

January 6, 2015

Jim Arbeed
Burlingame

Dear Jim,

I'm pleased to announce that you have been named the #1 GCI Sales Associate in the Burlingame office for November. Your commitment to your clients and dedication to your work speak volumes about your professionalism. I can't think of a better choice for this recognition. I am so proud that you have chosen to affiliate with the Coldwell Banker Residential Brokerage team and wish you nothing but success in the future!

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James".

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Leigh Whitten

14

SOCIETY OF EXCELLENCE

COLDWELL BANKER IS PLEASED TO HONOR

JIM ARBEED

In 2014 for exemplifying the Coldwell Banker
commitment to professional integrity, marketing expertise
and exceeding client expectations.



MIKE JAMES
PRESIDENT
SAN FRANCISCO BAY AREA

A handwritten signature in blue ink, likely belonging to Mike James, positioned to the right of the text.

COLDWELL BANKER SAN FRANCISCO PENINSULA
2014 TOP ONE HUNDRED SALES ASSOCIATES
10/31/2014

(Based on YTD Gross Commission Income)

YTD RANK	AGENT'S NAME	OFFICE	YTD RANK	AGENT'S NAME	OFFICE
1	Malin Giddings-SF Properties	S.F. Pacific Heights	51	The Gina Haggarty Team	Burlingame - North
2	Keri Nicholas	Menlo Park Santa Cruz	52	Pat Rock	S.F. Market Street
3	David Bellings	S.F. Lombard	53	John Nelson	Menlo Park Santa Cruz
4	Zach Trailer	Palo Alto - Downtown	54	John Kirkpatrick	S.F. Pacific Heights
5	Scott Dancer	Woodside-Portola Valley	55	Wendi Selig-Aimonetti	Menlo Park Santa Cruz
6	The Patty Dwyer Group	Burlingame - North	56	Glenn Sennett	San Mateo Downtown
7	Brad and Helen Miller	Woodside-Portola Valley	57	Naomi Lopez	S.F. Pacific Heights
8	Erika Demma	Woodside-Portola Valley	58	Doug Andrew Gonzalez	Menlo Park El Camino
9	Hugh Cornish	Menlo Park El Camino	59	Michael Freethy	S.F. Lombard
10	The Watson-Marshall Group	Burlingame	60	Kimm Terpening	Menlo Park Santa Cruz
11	Tim Kerns	Menlo Park Santa Cruz	61	Dean Asborno	Woodside-Portola Valley
12	Billy McNair	Menlo Park El Camino	62	Carol Goldberg	S.F. Pacific Heights
13	Lily Lew	S.F. Lakeside	63	Chuck Cochran	San Mateo Downtown
14	David Young	Redwood City -San Carlos	64	Navarro Group	S.F. Lakeside
15	Jim Arbeed	Burlingame	65	Heidi Rossi	S.F. Pacific Heights
16	Lamisse Droubi, BJ Droubi & David Pennebaker	S.F. Market Street	66	Pam Dubier	S.F. Pacific Heights
17	Tom Neel and Associates	Burlingame	67	Jeff LaMont	San Mateo Downtown
18	Joel Goodrich	S.F. Pacific Heights	68	Team Bedbury	Redwood City -San Carlos
19	Debbie Wilhelm	San Mateo Downtown	69	Frank Castaldini	S.F. Market Street
20	Susan McBride and Lisa Wolfe	S.F. Pacific Heights	70	Naomi Glass	S.F. Lombard
21	Pierre and Alex Bujan	Burlingame - North	71	Anna Ow	San Mateo Downtown
22	The Laugesen Team	Burlingame - North	72	Sean Foley	Woodside-Portola Valley
23	Elaime Berlin White	Menlo Park El Camino	73	Chao Team	S.F. Pacific Heights
24	Ginny Kavanaugh	Woodside-Portola Valley	74	Chris McDonnell and Kelly Griggs	Menlo Park El Camino
25	Hanna Shacham	Menlo Park El Camino	75	Adele Della Santina	Burlingame
26	Steven Caravelli	S.F. Pacific Heights	76	Jackie and Richard Schoelerman	Menlo Park El Camino
27	Liz Daschbach	Menlo Park Santa Cruz	77	Nick Johnson	S.F. Sunset
28	Mike Bohnert	Burlingame - North	78	Judy Shan	Palo Alto - Downtown
29	The Nierenberg Group	S.F. Pacific Heights	79	Anthony Galli	Burlingame - North
30	Miriam Chirko Group	San Mateo Downtown	80	Ed Stephens & Associates	Burlingame - North
31	Loren Dakin	Menlo Park Santa Cruz	81	Jim Zeng Team	S.F. Lakeside
32	Natalie Comartin	Menlo Park El Camino	82	Mark Kaprielian	San Mateo Downtown
33	Nick Corcoleotes	Burlingame	83	The Platinum Group	Burlingame
34	Raziel Unger	Burlingame	84	Marie M. Randall	S.F. Lombard
35	Jim Laufenberg and Lisa Camozzi	S.F. Market Street	85	Tami Chiu	Burlingame - North
36	Bonnie Bjorn	Menlo Park El Camino	86	Melanie Smith-Dieter Hartmann	Redwood City -San Carlos
37	Christina Chung	S.F. Lakeside	87	Valerie Soltau	Menlo Park Santa Cruz
38	Lyn Jason Cobb & Associates	Menlo Park El Camino	88	John Kirtland	S.F. Pacific Heights
39	Pam Hammer and Katie Hammer Riggs	Menlo Park El Camino	89	The Rain Team	Half Moon Bay
40	Nancy Goldcamp	Palo Alto - Downtown	90	Hossein Jalali	Menlo Park Santa Cruz
41	Karen Fryling & Rebecca Johnson, Duo Team	Menlo Park El Camino	91	Jan Gray and Barbara LaVey	Half Moon Bay
42	Dona Crowder	S.F. Pacific Heights	92	Nicosia & Cooley	Palo Alto - Downtown
43	Taisch Team	S.F. Lakeside	93	Cece Doricko	S.F. Pacific Heights
44	Sue Mahstedt & Petra Breckova Team	Burlingame	94	Maria Scott	Burlingame - North
45	Rumana Jabeen	San Mateo Downtown	95	Carol Reen	S.F. Market Street
46	Katharine Holland	S.F. Market Street	96	Julie Flouty	San Mateo Downtown
47	Margot Lockwood	Woodside-Portola Valley	97	Sue Crawford	Menlo Park El Camino
48	Donna Marie Baldwin	Burlingame	98	Christine Rosenfeld	Burlingame - North
49	Janice Lee Team	S.F. Sunset	99	Michelle Glaubert	Redwood City -San Carlos
50	ChrisCaseySusan Assoc.	Burlingame - North	100	Mary Ann Teixeira	Burlingame

****Ranking position out of 959 Sales Agents in the San Francisco Peninsula Division.

COLDWELL BANKER NORTHERN CALIFORNIA
2014 TOP ONE HUNDRED SALES ASSOCIATES
3/31/2014
 (Based on YTD Gross Commission Income)

YTD RANK	AGENT'S NAME	OFFICE	YTD RANK	AGENT'S NAME	OFFICE
1	Tim Allen	Carmel By The Sea	51	Jim Laufenberg and Lisa Camozzi	S.F. Market Street
2	The Heinrich Team	Carmel Rancho	52	Natalie Comartin	Menlo Park El Camino
3	Malin Giddings-SF Properties	S.F. Van Ness	53	The Meunier & Yen Sales Team	Cupertino
4	David Bellings	S.F. Lombard	54	Margaret Yost and David Yosi	San Jose-Almaden
5	Keri Nicholas	Menlo Park Santa Cruz	55	Clark & Anne Johnson	Danville
6	Mary Tan Realty Team	Cupertino	56	Coco Tan	Cupertino
7	Scott Dancer	Woodside-Portola Valley	57	Yvonne Yang	Cupertino
8	Hugh Cornish	Menlo Park El Camino	58	The Chiavettas	Los Gatos
9	Lyn Jason Cobb & Associates	Menlo Park El Camino	59	David Schwartz	Southern Marin
10	Marilyn Hayes	S.F. Van Ness	60	Rich Cazneau	Sacramento Metro
11	Tim Kerns	Menlo Park Santa Cruz	61	Brocchini & Ryan	Carmel By The Sea
12	Dave Clark	Cupertino	62	Abby Tanem	Greenbrae - Sir Francis Drake
13	Erika Demma	Woodside-Portola Valley	63	Nancy Goldcamp	Palo Alto - Downtown
14	The Watson-Marshall Group	Burlingame	64	The Pennisi Group	Elk Grove
15	Susan McBride and Lisa Wolfe	S.F. Van Ness	65	Katharine Holland	S.F. Market Street
16	Tom LeMieux	Menlo Park Santa Cruz	66	The Bishop Group	Roseville -Granite Bay
17	Helen Miller	Woodside-Portola Valley	67	David Shepardson	S.F. Van Ness
18	Jim Arbeed	Burlingame	68	Terri Coulure	Los Altos
19	Hanna Shacham	Menlo Park El Camino	69	Marcus Robinson	Southern Marin
20	The Laugesen Team	Burlingame - North	70	Nazan Shafizadeh	S.F. Van Ness
21	Jan Williams	Pebble Beach	71	Mary Dunleavy Cassidy	S.F. Lakeside
22	The Bill Lister Team	Los Gatos	72	Dwight McCarthy	Tahoe Cobblestone
23	Debbie Wilhelm	San Mateo Downtown	73	Alice Chakhmazova	Los Altos
24	Billy McNeil	Menlo Park El Camino	74	Steve Lessard	Woodside-Portola Valley
25	Susan & Shawn	Los Gatos	75	Glenn Sennett	San Mateo Downtown
26	Janis Stone	S.F. Van Ness	76	The Beaubelle Group	Orinda
27	David Young	Redwood City -San Carlos	77	Gregory Stange	Palo Alto - Downtown
28	Gorman Group	Saratoga	78	Pierre and Alex Buljan	Burlingame - North
29	Peg King and Jeremy King	Petaluma	79	Jen Pennington	Southern Marin
30	Michelle Bell	Southern Marin	80	Wister Chu	Cupertino
31	Naomi Lopez	S.F. Van Ness	81	Nancy & Jill Cole	Los Gatos
32	Wilson & Larson	Carmel By The Sea	82	Carol Goldberg	S.F. Van Ness
33	Zach Trailer	Palo Alto - Downtown	83	Margie & Marte Walsh	Los Gatos
34	Patricia Seide	El Dorado Hills	84	ChrisCaseySusan Assoc.	Burlingame - North
35	The Nierenberg Group	S.F. Van Ness	85	Pete Myers	Los Gatos
36	Ginny Kavanaugh	Woodside-Portola Valley	86	Kim Barnes	S.F. Van Ness
37	Monterey Peninsula Home Team	Carmel Rancho	87	Lee Spelman	Southern Marin
38	Joel Goodrich	S.F. Van Ness	88	Christina Chung	S.F. Lakeside
39	Manon & Stefanie	Truckee - Tahoe Donner	89	Mark Kaprielian	San Mateo Downtown
40	Bonnie Blom	Menlo Park El Camino	90	The Joe Schembri Real Estate Team	Fremont
41	Rich Lewetzow & Bruce Owen	S.F. Van Ness	91	Erdal Team	Saratoga
42	Ann Harris	Sebastopol	92	Kim Morgan	Greenbrae - Sir Francis Drake
43	Kimm Terpening	Menlo Park Santa Cruz	93	Nicosia & Cooley	Palo Alto - Downtown
44	Raziel Ungar	Burlingame	94	Sue Mahlstedt & Petra Breckova Team	Burlingame
45	Bill Johnson	Greenbrae - Sir Francis Drake	95	Tami Chiu	Burlingame - North
46	Berdine Jernigan	Woodside-Portola Valley	96	Christy Curtis and Crew	Truckee Tahoe Donner
47	The Patty Dwyer Group	Burlingame - North	97	Pam Dubier	S.F. Van Ness
48	Chao Team	S.F. Van Ness	98	Arn Cenedella	Menlo Park El Camino
49	Loren Dakin	Menlo Park Santa Cruz	99	Falla Associates	San Rafael
50	Lamisse Droubi, BJ Droubi & David Pennebaker	S.F. Market Street	100	Diyar Essaid	Los Altos

****Ranking position out of 3,736 Sales Agents in CB Northern California. (SF Bay Area, SF Peninsula, Silicon- Monterey Bay & Sacramento)



COLDWELL BANKER SAN FRANCISCO PENINSULA
2014 TOP ONE HUNDRED SALES ASSOCIATES
3/31/2014
 (Based on YTD Gross Commission Income)

YTD RANK	AGENT'S NAME	OFFICE	YTD RANK	AGENT'S NAME	OFFICE
1	Malin Giddings-SF Properties	S.F. Van Ness	51	Nicosia & Cooley	Palo Alto - Downtown
2	David Bellings	S.F. Lombard	52	Sue Mahlstedt & Petra Breckova Team	Burlingame
3	Keri Nicholas	Menlo Park Santa Cruz	53	Tami Chiu	Burlingame - North
4	Scott Dancer	Woodside-Portola Valley	54	Pam Dubier	S.F. Van Ness
5	Hugh Cornish	Menlo Park El Camino	55	Arn Cenedella	Menlo Park El Camino
6	Lyn Jason Cobb & Associates	Menlo Park El Camino	56	Tom Neel and Associates	Burlingame
7	Marilyn Hayes	S.F. Van Ness	57	Ed & Emma	S.F. Lombard
8	Tim Kerns	Menlo Park Santa Cruz	58	Elaine Berlin White	Menlo Park El Camino
9	Erika Demma	Woodside-Portola Valley	59	Karen Fryling & Rebecca Johnson, Duo Team	Menlo Park El Camino
10	The Watson-Marshall Group	Burlingame	60	Jan Gray and Barbara LaVey	Half Moon Bay
11	Susan McBride and Lisa Wolfe	S.F. Van Ness	61	Heidi Rossi	S.F. Van Ness
12	Tom LeMieux	Menlo Park Santa Cruz	62	Anthony Galli	Burlingame - North
13	Helen Miller	Woodside-Portola Valley	63	Michael Freathy	S.F. Lombard
14	Jim Arbeed	Burlingame	64	Donna Marie Baldwin	Burlingame
15	Hanna Shacham	Menlo Park El Camino	65	Jim Zeng Team	S.F. Lakeside
16	The Laugesen Team	Burlingame - North	66	Ed Stephens & Associates	Burlingame - North
17	Debbie Wilhelm	San Mateo Downtown	67	Anthony Christen	San Francisco Sunset
18	Billy McNair	Menlo Park El Camino	68	Pam Hammer and Katie Hammer Riggs	Menlo Park El Camino
19	Janis Stone	S F Van Ness	69	Mark Roberts	Burlingame
20	David Young	Redwood City -San Carlos	70	Cindy Liebsch	Menlo Park El Camino
21	Naomi Lopez	S.F. Van Ness	71	Taisch Team	S.F. Lakeside
22	Zach Traller	Palo Alto - Downtown	72	Dan Mclean	S.F. Market Street
23	The Nierenberg Group	S.F. Van Ness	73	Mike Bohnert	Burlingame - North
24	Ginny Kavanaugh	Woodside-Portola Valley	74	Janice Lee	San Francisco Sunset
25	Joel Goodrich	S.F. Van Ness	75	Marie Scott	Burlingame - North
26	Bonnie Biorn	Menlo Park El Camino	76	Veronica Kogler	Menlo Park El Camino
27	Rich Lewetzow & Bruce Owen	S.F. Van Ness	77	Julie Flouty	San Mateo Downtown
28	Kimm Terpening	Menlo Park Santa Cruz	78	Kathryn Bedbury	Redwood City -San Carlos
29	Raziel Ungar	Burlingame	79	Rock & Co.	S.F. Lakeside
30	Berdine Jernigan	Woodside-Portola Valley	80	Brendan Callahan	Palo Alto - Downtown
31	The Patty Dwyer Group	Burlingame - North	81	Ken Morgan	Palo Alto - Downtown
32	Chao Team	S.F. Van Ness	82	Tanya Reperyash	S.F. Lakeside
33	Loren Dakin	Menlo Park Santa Cruz	83	Pat Rock	S F. Market Street
34	Lamisse Droubi, B.J Droubi & David Pennebaker	S F Market Street	84	Mike Hood	S.F. Lombard
35	Jim Laufenberg and Lisa Camozzi	S F. Market Street	85	Susan Hewitt	S.F. Van Ness
36	Natalie Comartin	Menlo Park El Camino	86	Gina Haggarty	Burlingame - North
37	Nancy Goldcamp	Palo Alto - Downtown	87	Carrie Du Bois	Redwood City -San Carlos
38	Katharine Holland	S.F. Market Street	88	Adele Della Santina	Burlingame
39	David Shepardson	S.F. Van Ness	89	John Nelson	Menlo Park Santa Cruz
40	Nazan Shafizadeh	S.F. Van Ness	90	Lisa Karson Team	Burlingame - North
41	Mary Dunleavy Cassidy	S.F. Lakeside	91	Rumana Jabeen	San Mateo Downtown
42	Steve Lessard	Woodside-Portola Valley	92	Don DeFranco	S.F. Van Ness
43	Glenn Sannett	San Mateo Downtown	93	Miriam Chirko Group	San Mateo Downtown
44	Gregory Stange	Palo Alto - Downtown	94	Judy Byrnes	Woodside-Portola Valley
45	Pierre and Alex Buljan	Burlingame - North	95	Deborah Chelini	Burlingame
46	Carol Goldberg	S.F. Van Ness	96	Navarro Group	S.F. Lakeside
47	ChrisCaseySusan Assoc.	Burlingame - North	97	Tina Low-Lee	S.F. Lakeside
48	Kim Barnes	S.F. Van Ness	98	Mary Ann Teixeira	Burlingame
49	Christina Chung	S.F. Lakeside	99	Carol Reen	S.F. Market Street
50	Mark Kaprielian	San Mateo Downtown	100	Dan Hendel	S.F. Lakeside

****Ranking position out of 906 Sales Agents in the San Francisco Peninsula Division.



November 2014

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

One of the most gratifying aspects of my business is seeing your hard work produce results. This quarter, you've demonstrated that kind of outstanding performance and have earned yourself a place in the NRT Top 1,000 Sales Associates for the third quarter of 2014, an accomplishment that ranks you in the top 3% of all Sales Associates nationwide! Congratulations on a job well done. In fact, you are in the top half of this distinguished group.

Where others may be waiting to ride the momentum of a market upswing, you've continued to exhibit the kind of professionalism, commitment to exceptional service and marketing expertise that benefits your clients under any conditions. Your ability to adapt to the needs of consumers in a changing market helps you stand apart in a crowded and competitive field and sets a fine example for us all.

As we look ahead to the end of the year, I'm confident that you'll continue to serve your clients well. I'm appreciative of all that you do to bolster NRT's status as the nation's largest residential real estate brokerage company.

Sincerely,

A handwritten signature in black ink, appearing to read "Bruce Zipf", written over a horizontal line.

Bruce Zipf



September 2014

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

Your outstanding achievements these past few months place you in the top 3% of all NRT's 42,000 plus Sales Associates nationwide and have earned you special distinction as an NRT Top 1,000 Sales Associate for the second quarter of 2014. Congratulations on what is truly a performance to remember! In fact, you are in the top half of this distinguished group.

The year began with some uncertainty, as the real estate climate turned out to be surprisingly sluggish in many markets. The arrival of the second quarter signaled some renewed strength in the real estate marketplace, and you certainly managed to deliver. While your hard work, dedication and untiring commitment to your clients are enduring hallmarks of an accomplished professional, I'd also like to commend you on your resilience and ability to adapt to rapidly-changing market conditions.

As we enter the second half of 2014, please accept my best wishes as well as the thanks and admiration of the entire NRT family.

Sincerely,

A handwritten signature in black ink, appearing to be "Bruce Zipf", written over a large, stylized letter "B".

Bruce Zipf



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbnorcal.com

September 9, 2014

Jim Arbeed
Burlingame

Dear Jim,

I'm happy to announce that you are the #1 sales associate for Buyer Controlled Sales for the Burlingame office for the month of July 2014. What an outstanding accomplishment! You went above and beyond the call for your clients and your hard work paid off. I am proud to have you as a member of the Coldwell Banker team and I hope your success continues through the summer and remainder of 2014.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James".

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Leigh Whitten



Mike James
President San Francisco Bay Area

1855 Gateway Boulevard
Concord, California 94520
808.445.3198
Mike.James@cbnorcal.com

July 25, 2014

Jim Arbeed
Burlingame

Dear Jim,

Congratulations on being named the Top GCI Sales Associate for the Burlingame Office for the month of June 2014. It makes me extremely proud to be able to present you with this special honor. Coldwell Banker is filled with some of the most talented individuals in our profession, and for you to rise to the top of your office is a shining example of your exemplary client service. Best wishes on continued success in 2014.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike James". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Mike James
President San Francisco Bay Area
Coldwell Banker Residential Brokerage

cc: Leigh Whitten



2014
TOP 1,000 SALES ASSOCIATES
NATIONWIDE

May 2014

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

Let me be the first to congratulate you on an outstanding performance that ranks you among the NRT Top 1,000 Sales Associates for the first quarter of 2014 – a distinction that places you in the top 3% of all Sales Associates nationwide! In fact, you are in the top half of this distinguished group.

Looking back, the first quarter will be largely remembered for the extreme winter that affected most of the country and our industry in particular. The fact that you “weathered” the literal storms, in addition to other challenging market conditions, is a testament to your resilience and professionalism. Your ability to adapt and serve your clients’ real estate needs, whatever the business climate, makes you the type of leader worthy of our recognition. On behalf of the entire NRT family, please accept our thanks and admiration.

Having started 2014 on such a positive note, you’ve got a chance to make this year truly special. I wish you the best of luck and I look forward to celebrating your many future contributions. Thank you again for helping make NRT the nation’s largest residential real estate brokerage company.

Sincerely,

A handwritten signature in black ink, appearing to read "Bruce Zipf", is written over a light blue horizontal line.

Bruce Zipf



RICK TURLEY
President, San Francisco Bay Area
DRE# 00928225

415.437.4505 BUS
415.431.3035 FAX

E-MAIL: rturley@cbnorcal.com
2355 Market Street
San Francisco, CA 94114

March 11, 2014

Jim Arbeed
Burlingame

Dear Jim,

What a year 2013 was for you and for local real estate. You finished up strong and kicked off 2014 with an even stronger enthusiasm and passion for your business, earning the title of Top GCI Sales Associate in the Burlingame office for January. I cannot think of a better way for any agent to start their year! Your tremendous energy, talents and expertise as a real estate professional will continue to bring you success in our industry throughout this year and the years to come. Thank you for your contributions to the success of this company; we wish you all the best in 2014.

Warm regards,

A handwritten signature in black ink that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

cc: Leigh Whitten



RICK TURLEY
President San Francisco Bay Area

2355 Market Street
San Francisco, CA 94114
415.437.4505
rturley@camoves.com

March 3, 2014

Jim Arbeed
Coldwell Banker Burlingame

Dear Jim:

It is with great admiration that I congratulate you for achieving the illustrious designation of Coldwell Banker International President's Premier for 2013. This achievement is one of the company's highest honors and is earned by only an elite few Coldwell Banker Independent Sales Associates worldwide.

This tremendous honor not only highlights your talents as a real estate professional, but your unwavering commitment to your clients and dedication to excellence. Reaching this milestone is a testament to your hard work and determination. I hope it will be seen and treasured as one of your most outstanding career accomplishments.

Congratulations on your remarkable achievement and may you enjoy continued success in the new year!

Sincerely,

A handwritten signature in black ink that reads "Rick Turley".

Rick Turley
President
Coldwell Banker Residential Brokerage
San Francisco Bay Area



NRT
NATIONAL REAL ESTATE
TOP 1,000 SALES ASSOCIATES
2014
www.nrt.com

February 2014

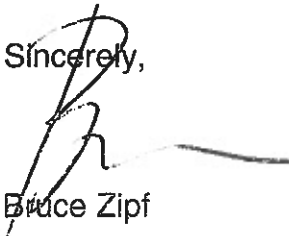
Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

While the new year has just arrived, there is one piece of unfinished business I'd like to address – congratulating you on joining the ranks of the NRT Top 1,000 Sales Associates for the fourth quarter of 2013! In fact, you are in the top half of this distinguished group.

This past year's housing market saw some strong overall price growth that resulted in increased buyer confidence and a return to positive equity for many homeowners. By continuing to adapt to the changing conditions and to your clients' evolving real estate needs, you've distinguished yourself in a way that puts you in the top 3% of all NRT's 42,000 Sales Associates. Your hard work, professionalism and commitment to client service are truly worthy of recognition.

On behalf of the entire NRT family, I'd like to thank you for your significant contributions. The type of leadership you exhibit is what places you amongst the top leaders in the real estate industry. I'd also like to extend my heartfelt best wishes on a prosperous 2014.

Sincerely,

Bruce Zipf

Congratulations



COLDWELL BANKER IS PLEASED TO HONOR

JIM ARBEED

In 2013 for exemplifying the Coldwell Banker commitment to professional integrity,
marketing expertise and exceeding client expectations.



Rick Turley
RICK TURLEY
PRESIDENT
SAN FRANCISCO BAY AREA

COLDWELL BANKER SAN FRANCISCO PENINSULA
2013 TOP ONE HUNDRED SALES ASSOCIATES

11/30/2013

(Based on YTD Gross Commission Income)

YTD RANK	AGENT'S NAME	OFFICE	YTD RANK	AGENT'S NAME	OFFICE
1	Malin Giddings-SF Properties	S.F. Van Ness	51	Suste Dews	Palo Alto - Downtown
2	Keri Nicholas	Menlo Park Santa Cruz	52	Naomi Lopez	S.F. Van Ness
3	Lamisse Droubi, BJ Droubi & David Pennebaker	S.F. Market Street	53	Dan Hendel	S.F. Lakeside
4	Hugh Comish	Menlo Park El Camino	54	Karen Fryling & Rebecca Johnson, Duo Team	Menlo Park El Camino
5	Tom LeMieux	Menlo Park Santa Cruz	55	Vicky Heron	Burlingame - North
6	Tom Neel and Associates	Burlingame	56	Navarro Group	S.F. Lakeside
7	David Young	Redwood City -San Carlos	57	Donna Marie Baldwin	Burlingame
8	Tim Kerns	Menlo Park Santa Cruz	58	Janis Stone	S.F. Van Ness
9	The Watson-Marshall Group	Burlingame	59	Hossein Jalali	Menlo Park Santa Cruz
10	Hanna Shecham	Menlo Park El Camino	60	Wendi Selig-Aimonetti	Palo Alto Midtown
11	The Patty Dwyer Group	Burlingame - North	61	Valerie Soltau	Menlo Park Santa Cruz
12	Billy McNair	Menlo Park El Camino	62	Plank n Cline	Half Moon Bay
13	Loren Dakin	Menlo Park Santa Cruz	63	Michael Freethy	S.F. Lombard
14	The Denise Laugesen Marketing Team	Burlingame - North	64	Michelle Glaubert	Redwood City -San Carlos
15	Elaine Berlin White	Menlo Park El Camino	65	Julie Lau	Palo Alto - Downtown
16	David Bellings	S.F. Lombard	66	Pam Dubler	S.F. Van Ness
17	Erika Demma	Woodside-Portola Valley	67	Sue Crawford	Menlo Park El Camino
18	Scott Dancer	Woodside-Portola Valley	68	Chris McDonnell and Kelly Griggs	Menlo Park El Camino
19	Pierre and Alex Buljan	Burlingame - North	69	Sarah Hillhouse	Burlingame
20	The Nierenberg Group	S.F. Van Ness	70	Harvey & Joy Liu	S.F. Lombard
21	Jim Arbood	Burlingame	71	Katharine Holland	S.F. Market Street
22	Liz Daschbach	Menlo Park Santa Cruz	72	Sue Mahstedt & Petra Breckova Team	Burlingame
23	Debbie Wilhelm	San Mateo Downtown	73	Mark Kaprielian	San Mateo Downtown
24	The Kavanaughs	Woodside-Portola Valley	74	Dan Mclean	S.F. Market Street
25	Mike Bohnert	Burlingame - North	75	Ed Stephens & Associates	Burlingame North
26	Natalie Comartin	Menlo Park El Camino	76	Shaban Shakoori	S.F. Van Ness
27	Christina Chung	S.F. Lakeside	77	Gwen Luce	Menlo Park El Camino
28	Raziel Ungar	Burlingame	78	Ed Kahl	Woodside-Portola Valley
29	Miriam Chirko Group	San Mateo Downtown	79	Janet Dore	Menlo Park El Camino
30	Taisch Team	S.F. Lakeside	80	Nick Johnson	San Francisco Sunset
31	Anthony Galli	Burlingame - North	81	Bonnie Blom	Menlo Park El Camino
32	John Kirkpatrick	S.F. Van Ness	82	Frank Castaldini	S.F. Lakeside
33	Nick Corcoleotes	Burlingame	83	Denice Nagel	Burlingame
34	Joel Goodrich	S.F. Van Ness	84	Brendan Callahan	Palo Alto - Downtown
35	Nancy Goldcamp	Palo Alto - Downtown	85	Rick Kaluza	S.F. Lombard
36	Dona Crowder Team	S.F. Van Ness	86	Alexandra von der Groeben	Palo Alto - Downtown
37	Zach Trailer	Palo Alto - Downtown	87	Steve Bellumori	Menlo Park El Camino
38	Doug Andrew Gonzalez	Menlo Park El Camino	88	Susan Wang	San Mateo Downtown
39	Susan McBride and Lisa Wolfe	S.F. Van Ness	89	Christie Matlock	Woodside-Portola Valley
40	Jim Laufenberg and Lisa Camozzi	S.F. Market Street	90	Barbara Piuma	Woodside-Portola Valley
41	Pam Hammer and Katie Hammer Riggs	Menlo Park El Camino	91	Marilyn Hayes	S.F. Van Ness
42	Anna Ow	San Mateo Downtown	92	Laura Bryant	Burlingame - North
43	Sam Anagnostou	Menlo Park Santa Cruz	93	Jeff LaMont	San Mateo Downtown
44	Dave Tapper Team	Burlingame - North	94	Jean & Chris Isaacson	Woodside-Portola Valley
45	John Nelson	Menlo Park Santa Cruz	95	John Saboi	Burlingame - North
46	Janice Lee	San Francisco Sunset	96	Mike Hood	S.F. Lombard
47	Heien Miller	Woodside-Portola Valley	97	Joni Settlemior and Jennet Nazzal	S.F. Van Ness
48	Rumana Jabeen	San Mateo Downtown	98	Lyn Jason Cobb & Associates	Menlo Park El Camino
49	Maya Sewald	Menlo Park Santa Cruz	99	Rock & Co.	S.F. Lakeside
50	Debbie Elowson	Burlingame	100	Sharon Wille	Palo Alto - Downtown

****Ranking position out of 963 Sales Agents in the San Francisco Peninsula Division.

TOP 100 OF 2013

COLDWELL BANKER SAN FRANCISCO | PENINSULA

Congratulations to the 2013 Top 100 Sales Associates



1	Malin Giddings-SF Properties	San Francisco Van Ness	51	Debbie Elowson	Burlingame
2	Keri Nicholas	Menlo Park Santa Cruz	52	Maya Sewald	Menlo Park Santa Cruz
3	Lamisse Droubi, BJ Droubi & David Pennebaker	San Francisco Market Street	53	Naomi Lopez	San Francisco Van Ness
4	Hugh Cornish	Menlo Park El Camino	54	Donna Marie Baldwin	Burlingame
5	Tom LeMieux	Menlo Park Santa Cruz	55	Susie Dews	Palo Alto Downtown
6	Tom Neel & Associates	Burlingame	56	Dan Hendel	San Francisco Lakeside
7	The Patty Dwyer Group	Burlingame North	57	Hossein Jalali	Menlo Park Santa Cruz
8	David Young	Redwood City - San Carlos	58	Don DeFranco	San Francisco Van Ness
9	The Watson-Marshall Group	Burlingame	59	Julie Lau	Palo Alto Downtown
10	Tim Kerns	Menlo Park Santa Cruz	60	Karen Fryling & Rebecca Johnson, Duo Team	Menlo Park El Camino
11	Hanna Shacham	Menlo Park El Camino	61	Vicky Heron	Burlingame North
12	The Denise Laugesen Marketing Team	Burlingame North	62	Sue Crawford	Menlo Park El Camino
13	Billy McNair	Menlo Park El Camino	63	Harvey & Joy Liu	San Francisco Lombard
14	Loren Dakin	Menlo Park Santa Cruz	64	Anthony Navarro	San Francisco Lakeside
15	Pierre & Alex Buljan	Burlingame North	65	Sarah Hillhouse	Burlingame
16	Elaine Berlin White	Menlo Park El Camino	66	Wendi Selig-Aimonetti	Palo Alto Downtown
17	Liz Daschbach	Menlo Park Santa Cruz	67	Chris McDonnell & Kelly Griggs	Menlo Park El Camino
18	Scott Dancer	Woodside	68	Plank n Cline	Half Moon Bay
19	David Bellings	San Francisco Lombard	69	Janis Stone	San Francisco Van Ness
20	Jim Arbeed	Burlingame	70	Bonnie Biorn	Menlo Park El Camino
21	The Nierenberg Group	San Francisco Van Ness	71	Michelle Glaubert	Redwood City - San Carlos
22	The Kavanaughs	Portola Valley	72	Michael Freethy	San Francisco Lombard
23	Mike Bohnert	Burlingame North	73	Valerie Soltau	Menlo Park Santa Cruz
24	Erika Demma	Woodside	74	Katharine Holland	San Francisco Market Street
25	Debbie Wilhelm	San Mateo Downtown	75	Nick Johnson	San Francisco Sunset
26	Natalie Comartin	Menlo Park El Camino	76	John Sabol	Burlingame North
27	Christina Chung	San Francisco Lakeside	77	Ed Stephens & Associates	Burlingame North
28	Raziel Ungar	Burlingame	78	Rick Kaluza	San Francisco Lombard
29	Miriam Chirko Group	San Mateo Downtown	79	Janet Dore	Menlo Park El Camino
30	Sam Anagnostou	Menlo Park Santa Cruz	80	Sue Mahlstedt & Petra Breckova Team	Burlingame
31	Taisch Team	San Francisco Lakeside	81	Gwen Luce	Menlo Park El Camino
32	Pam Hammer & Katie Hammer Riggs	Menlo Park El Camino	82	Frank Castaldini	San Francisco Lakeside
33	Susan McBride & Lisa Wolfe	San Francisco Van Ness	83	Shaban Shakoori	San Francisco Van Ness
34	Zach Trailer	Palo Alto Downtown	84	Lyn Jason Cobb & Associates	Menlo Park El Camino
35	John Nelson	Menlo Park Santa Cruz	85	Dan Mclean	San Francisco Market Street
36	Anthony Galli	Burlingame North	86	Ed Kahl	Woodside
37	Jim Laufenberg & Lisa Camozzi	San Francisco Market Street	87	Denice Nagel	Burlingame
38	John Kirkpatrick	San Francisco Van Ness	88	Carol Goldberg	San Francisco Van Ness
39	Nancy Goldcamp	Palo Alto Downtown	89	David Gowan	San Francisco Van Ness
40	Doug Andrew Gonzalez	Menlo Park El Camino	90	Jean & Chris Isaacson	Woodside
41	Nick Corcoleotes	Burlingame	91	Alice Lam	San Francisco Sunset
42	Joel Goodrich	San Francisco Van Ness	92	Susan Wang	San Mateo Downtown
43	Dona Crowder	San Francisco Van Ness	93	Brendan Callahan	Palo Alto Downtown
44	Pam Dubier	San Francisco Van Ness	94	Steve Bellumori	Menlo Park El Camino
45	Dave Tapper Team	Burlingame North	95	Paul Garvey	San Francisco Lombard
46	Anna Ow	San Mateo Downtown	96	Alexandra von der Groeben	Palo Alto Downtown
47	Helen Miller	Woodside	97	Brigid Van Randall	Menlo Park El Camino
48	Rumana Jabeen	San Mateo Downtown	98	Christie-Matlock	Portola Valley
49	Janice Lee	San Francisco Sunset	99	Barbara Piuma	Woodside
50	Mark Kaprielian	San Mateo Downtown	100	Marilyn Hayes	San Francisco Van Ness

TOP ONE PERCENT OF 2013

COLDWELL BANKER NORTHERN CALIFORNIA

Congratulations to the 2013 Top One Percent Sales Associates



Malin Giddings-SF Properties	San Francisco Van Ness
2 Keri Nicholas	Menlo Park Santa Cruz
3 Mary Tan Realty Team	Cupertino
4 Lamisse Droubi, Bj Droubi & David Pennebaker	San Francisco Market Street
5 Hugh Cornish	Menlo Park El Camino
6 Gorman Group	Saratoga
7 Tom LeMieux	Menlo Park Santa Cruz
8 Tim Allen	Carmel By The Sea
9 The Beaubelle Group	Orinda
10 Tom Neel and Associates	Burlingame
11 The Patty Dwyer Group	Burlingame North
12 David Young	Redwood City - San Carlos
13 The Watson-Marshall Group	Burlingame
14 Coco Tan	Cupertino
15 Dave Clark	Cupertino
16 Tim Kerns	Menlo Park Santa Cruz
17 Hanna Shacham	Menlo Park El Camino
18 The Denise Laugesen Marketing Team	Burlingame North
19 Billy McNair	Menlo Park El Camino
20 Erdal Team	Saratoga
21 Loren Dakin	Menlo Park Santa Cruz
22 Peg King and Jeremy King	Petaluma
23 Christy Curtis, Jane Sheppard and Crew	Truckee Tahoe Donner
24 Pierre and Alex Buljan	Burlingame North
25 Elaine Berlin White	Menlo Park El Camino
26 Liz Daschbach	Menlo Park Santa Cruz
27 The Bill Lister Team	Los Gatos
28 Scott Dancer	Woodside
29 David Bellings	San Francisco Lombard
30 Jim Arbeed	Burlingame
31 The Nierenberg Group	San Francisco Van Ness
32 The Kavanaughs	Portola Valley
33 Mike Bohnert	Burlingame North
34 Erika Demma	Woodside
35 The Chiavettas	Los Gatos
36 Debbie Wilhelm	San Mateo Downtown
37 Natalie Comartin	Menlo Park El Camino
38 The Bishop Group	Roseville Granite Bay
39 Terri Couture	Los Altos
40 The Meunier & Yen Sales Team	Cupertino
41 Susan & Shawn	Los Gatos
42 Joe Schembri Team	Fremont
43 Elena Hood Group	Orinda
44 Marcus Robinson	Southern Marin
45 Patricia Seide	El Dorado Hills
46 The Pennisi Group	Elk Grove
47 The Sharp Team	Truckee Tahoe Donner
48 Mary Anne Veldkamp	Santa Rosa Bicentennial
49 Don & Trudi Copland	Darville
50 Ann Harris	Sebastopol
51 Carlos Kozlowski	Sacramento Sierra Oaks
52 Rich Cazneaux	Sacramento Metro
53 David Schwartz	Southern Marin
54 Olson Team	Sacramento Metro
55 Falla Associates	San Rafael
56 Bob and Pat Ravasio	Greenbrae - Sir Francis Drake
57 Lois Scheinberg	Mill Valley Downtown
58 Val Videgain Team	Truckee Tahoe Donner
59 John Gudebski	Sacramento Sierra Oaks
60 John Biebl & Jeremy Schneir	Truckee Tahoe Donner
61 Richard Landrey	Elk Grove



RESIDENTIAL BROKERAGE

RICK TURLEY
President
San Francisco/Peninsula

2355 MARKET STREET
SAN FRANCISCO, CA 94114
(415) 437-4505 BUS
(415) 431-3035 FAX
(415) 577-5538 CELL
E-Mail: rturley@cbrnocal.com

December 26, 2013

Jim Arbeed
Burlingame

Dear Jim,

It has been quite a year for local real estate, and earning the title of Top GCI Sales Associate and #1 Listing Agent in the Burlingame office for October is an incredible way to finish out 2013. The tremendous hard work and dedication of talented professionals like yourself have enabled us to keep up with the strong demand of the robust housing market. We here at Coldwell Banker Residential Brokerage celebrate your success and wish you all the best in 2014.

Warm regards,

A handwritten signature in black ink that reads "Rick Turley". The signature is written in a cursive, flowing style.

Rick Turley
President
San Francisco Bay Area

cc: Leigh Whitten



NRT LLC
175 PARK AVENUE
MADISON, NJ 07940
TEL: 908.400.1000
www.nrt.com

November 2013

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

I'm delighted to welcome you to the ranks of a rather exclusive club – the NRT Top 1,000 Sales Associates for the third quarter of 2013. This distinguished achievement places you in the Top 3% of NRT's 41,000 plus Sales Associates. In fact, you ranked in the top half of this group.

Overall, the 2013 market demonstrates continued signs of strengthening; however, as you know, the current real estate market and overall economic climate has had its challenges also. Through a combination of hard work, professionalism, and an unyielding commitment to meeting your clients' real estate needs, you have managed to keep your performance truly elevated. You have distinguished yourselves as leaders and innovators in the real estate profession.

With contributions like yours, NRT is poised to build on the size and resource advantages that make us the nation's largest residential real estate brokerage company. On behalf of the NRT family, more than 41,000 Sales Associates strong, please accept our heartfelt congratulations and our best wishes for your continued success.

Sincerely,

Bruce Zipf



NRELLC
75 PARK AVENUE
VARDON, INDIANAPOLIS
INDIANA 46202
317.576.1100
www.nrt.com

September 2013

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

Let me be the first to congratulate you on earning a place among the NRT elite – one of our Top 1,000 Sales Associates for the second quarter of 2013! In fact, your outstanding performance placed you in the top half of this distinguished group.

Based on your exceptional second quarter performance, your ability to meet the evolving needs of your clients remains beyond question. Your hard work, innovative practices and commitment to customer service are an inspiration. While talk of “turnaround markets” and “sales upticks” present further evidence of steady growth, the prospect of rising interest rates and continued inventory shortages pose real challenges. The one constant is the success of those real estate professionals, like yourself, who adapt to these changing conditions.

As a company with more than 41,000 Sales Associates strong, NRT will continue to use its leadership position to move our industry forward. With your contributions helping fuel that effort, I have tremendous confidence in our joint success. Congratulations, once again, on your wonderful achievement and all the best in the future.

Sincerely,

A handwritten signature in blue ink, appearing to read 'B Zipf', with a long horizontal flourish extending to the right.

Bruce Zipf



RESIDENTIAL BROKERAGE

RICK TURLEY
President
San Francisco/Peninsula

2355 MARKET STREET
SAN FRANCISCO, CA 94114
(415) 437-4505 BUS
(415) 431-3035 FAX
(415) 577-5538 CELL
E-Mail: rturley@cbnocal.com

September 16, 2013

Jim Arbeed
Burlingame

Dear Jim,

Congratulations! I am pleased to inform you that you have been recognized as the #1 Listing Agent for the month of July in our Burlingame office. You should be proud of this tremendous accomplishment, as you rose to the top of a group of already high-achieving Sales Associates. Your consistent and continued diligence is much appreciated, and we here at Coldwell Banker Residential Brokerage are proud to have you on our team.

Warm regards,

A handwritten signature in black ink that reads "Rick Turley". The signature is written in a cursive, flowing style.

Rick Turley
President
San Francisco Bay Area

cc: Leigh Whitten



RICK TURLEY
President
San Francisco/Peninsula

2355 MARKET STREET
SAN FRANCISCO, CA 94114
(415) 437-4505 BUS
(415) 431-3035 FAX
(415) 577-5538 CELL
E-Mail: rturley@cbnocal.com

September 6, 2013

Dear Jim,

Congratulations! You have been recognized as an individual agent in the Real Trends Top 1000.

Of the thousand, Coldwell Banker professionals represented 155 spots on the list, surpassing all other major real estate brands nationwide. Members of this distinguished group appeared in a full-page, Wall Street Journal ad in June, showcasing individuals and teams by sides and volumes.

To honor your hard work and ongoing success, it gives me great pleasure to provide you with a copy of this same print ad, suitable for framing, to display your talent and hard work.

Congratulations again on this prestigious recognition!

Sincerely,

A handwritten signature in black ink that reads "Rick Turley".

Rick Turley



NRT LLC
75 PARK AVENUE
MELROSE, NEW YORK

212.345.6789
www.nrt.com

July 2013

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

I'd like to congratulate you on another milestone in a career filled with impressive achievements – your inclusion in The Thousand, a summary of the Top 1,000 real estate professionals for 2012 compiled by The Wall Street Journal and REAL Trends, Inc.

While many of the principles of success in our business remain timeless, your outstanding 2012 performance speaks to your ability to adapt and grow in the face of a changing market landscape. By overcoming challenges like a shortage of quality listing inventory, you've elevated yourself into elite company and demonstrated the rewards of hard work, dedication and a commitment to meeting the needs of your clients.

The leadership and professionalism exhibited by you and your fellow "Top 1,000" NRT colleagues inspires us all and signals to the rest of our industry that NRT is definitely "The Place to Be." In closing, I'd like to personally thank you for your distinguished contributions and wish you continued future success.

Sincerely,

Bruce Zipf

*Jim Arbeed
Coldwell Banker
Burlingame
July 1*



RICK TURLEY
President, San Francisco Bay Area
DRE# 00928225

415.437.4505 BUS
415.431.3035 FAX

E-MAIL: rturley@cbnorcal.com
2355 Market Street
San Francisco, CA 94114

June 24, 2013

Jim Arbeed
Burlingame

Dear Jim,

I have the great privilege of informing you that you have been named Coldwell Banker's #1 GCI Sales Associate and #1 Listing Agent for the month of May for the Burlingame office. Your hard work and commitment to outstanding customer service is the reason why you continue to be one of the best in the business. I couldn't be more proud and grateful that you're on our Coldwell Banker team. It's because of top agents like you that we are the leading real estate company in the U.S. Here's to even greater success for you in the months and years to come!

Warm regards,

A handwritten signature in black ink that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

cc: Leigh Whitten



March 2013

Jim Arbeed
Coldwell Banker Residential Brokerage
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

Congratulations on an outstanding conclusion to the year, a performance that has earned you a place in the NRT Top 1,000 Sales Associates for the fourth quarter of 2012. In fact, your outstanding performance placed you in the top half of this distinguished group.

At a time when listing inventory remains at a premium, you've been able to keep your pipeline of business flowing, giving us all a shining example of how dedication, skill and professionalism translate into real production. Like the clients who benefit from your expert service, I am extremely appreciative of your hard work and I'm proud to count you as a leader within the NRT family.

As we head into a new year amidst signs of continuing low interest rates, strong housing demand and rising home prices, I'm excited about the opportunity before us. With our size, resource advantages and talented people, no one can match the collective strength of NRT. Together, we are ideally positioned to continue growing our share of market.

I hope you'll enjoy your significant achievement and I wish you all the best in the coming year!

Sincerely,

A handwritten signature in black ink, appearing to read "Bruce Zipf", is written over the word "Sincerely,".

Bruce Zipf

TOP 100 OF 2012



COLDWELL BANKER NORTHERN CALIFORNIA

Congratulations to the 2012 Top One Hundred Sales Associates

1 Malin Giddings-SF Properties	San Francisco Van Ness	51 Naomi Glass	San Francisco Lombard
2 Scott Dancer	Woodside	52 Lorelei Keim	San Mateo Downtown
3 Keri Nicholas	Menlo Park Santa Cruz	53 Terri Couture	Los Altos
4 Bill Gorman Group	Saratoga	54 Lyn Jason Cobb & Associates	Menlo Park El Camino
5 Tom LeMieux	Menlo Park Santa Cruz	55 Miriam Chirko	San Mateo Downtown
6 Mary Tan Realty Team	Cupertino	56 The Heinrich Team	Carmel Rancho
7 David Bellings	San Francisco Lombard	57 Ann Harris	Sebastopol
8 Tim Allen	Carmel By The Sea	58 The Hood Team	Orinda
9 Hugh Cornish	Menlo Park El Camino	59 Dave Tapper Team	Burlingame North
10 Jim Arbeed	Burlingame	60 Nick Corcoleotes	Burlingame
11 The Bill Lister Team	Los Gatos	61 Joe Schembri	Fremont
12 Hanna Shacham	Menlo Park El Camino	62 Philip Watson	Burlingame
13 Elaine Berlin White	Menlo Park El Camino	63 Annie & Honey	Greenbrae
14 David Young	Redwood City-San Carlos	64 Janis Stone	San Francisco Van Ness
15 Dave Clark	Cupertino	65 Steve Bellumori	Menlo Park El Camino
16 Erika Demma	Woodside	66 Mike Bohnert	Burlingame North
17 Billy McNair	Menlo Park El Camino	67 Steve Mc Carrick and Roy Cook	Saratoga
18 Lamisse Droubi, Bj Droubi & David Pennebaker	San Francisco Market Street	68 Jim McCahon	Woodside
19 Ron Abta and Travis Pacoe	San Francisco Van Ness	69 Randi Greene	Carmel Rancho
20 The Patty Dwyer Group	Burlingame North	70 Mary Anne Veldkamp	Santa Rosa
21 The Chiavettas	Los Gatos	71 Doug Gonzalez	Menlo Park El Camino
22 The Beaubelle Group	Orinda	72 Pam Hammer and Katie Hammer Riggs	Menlo Park El Camino
23 Loren Dakin	Menlo Park Santa Cruz	73 Karen Fryling & Rebecca Johnson, Duo Team	Menlo Park El Camino
24 Debbie Wilhelm	San Mateo Downtown	74 Dona Crowder	San Francisco Van Ness
25 The Kavanaughs	Portola Valley	75 Janet Dore	Menlo Park El Camino
26 Peg King and Jeremy King	Petaluma	76 Betty Taisch	San Francisco Lakeside
27 The Denise Laugesen Marketing Team	Burlingame North	77 Helen Miller	Woodside
28 Jerry Houston	Los Gatos	78 Tim Kerns	Menlo Park Santa Cruz
29 Susan McBride and Lisa Wolfe	San Francisco Van Ness	79 Pierre Buljan	Burlingame North
30 Tom Neel	Burlingame	80 Marilyn Hayes	San Francisco Van Ness
31 The Meunier & Yen Sales Team	Cupertino	81 Jackie Jones	San Jose Main
32 Jim Laufenberg and Lisa Camozzi	San Francisco Market Street	82 Sarah Hillhouse	Burlingame
33 Zach Trailer	Palo Alto Downtown	83 Diyar Essaid	Los Altos
34 Christy Curtis and Crew	Truckee Tahoe Donner	84 Joan Gordon	San Francisco Van Ness
35 Carol Goldberg	San Francisco Van Ness	85 The Henry Ohlmeyer Team	Danville
36 Donna Marie Baldwin	Burlingame	86 Marcus Robinson	Southern Marin
37 Nil Erdal	Saratoga	87 Monica Seeger Group	Burlingame North
38 Carol MacCorkle	Menlo Park El Camino	88 The Sharp Team	Truckee Tahoe Donner
39 The Nierenberg Group	San Francisco Van Ness	89 Rumana Jabeen	San Mateo Downtown
40 Liz Daschbach	Menlo Park Santa Cruz	90 Jeff Gillett Team	Walnut Creek
41 Nancy Goldcamp	Palo Alto Downtown	91 James Madison	Santa Rosa
42 Hossein Jalali	Menlo Park Santa Cruz	92 Margot Lockwood	Woodside
43 Margaret Yost	San Jose Almaden	93 Andrea Gordon	Oakland-Piedmont
44 Coco Tan	Cupertino	94 Muth Real Estate Group	San Jose Almaden
45 Pat Seide	El Dorado Hills	95 Naomi Lopez	San Francisco Van Ness
46 The Bowman Group	Greenbrae	96 Fumiko Shimada	Cupertino
47 Monterey Peninsula Home Team	Carmel Rancho	97 Vivian Wang	Cupertino
48 The Bishop Group	Roseville Granite Bay	98 Pete Myers	Los Gatos
49 Lucie Campos	Carmel Rancho	99 Susan & Shawn	Los Gatos
50 Kenn Callahan	Los Gatos	100 Bob Tomaselli	Capitola

TOP 100 OF 2012



COLDWELL BANKER SAN FRANCISCO | PENINSULA

Congratulations to the 2012 Top One Hundred Sales Associates

1	Malin Giddings-SF Properties	San Francisco Van Ness	51	Marilyn Hayes	San Francisco Van Ness
2	Scott Dancer	Woodside	52	Sarah Hillhouse	Burlingame
3	Keri Nicholas	Menlo Park Santa Cruz	53	Joan Gordon	San Francisco Van Ness
4	Tom LeMieux	Menlo Park Santa Cruz	54	Monica Seeger Group	Burlingame North
5	David Bellings	San Francisco Lombard	55	Rumana Jabeen	San Mateo Downtown
6	Hugh Cornish	Menlo Park El Camino	56	Margot Lockwood	Woodside
7	Jim Arbeed	Burlingame	57	Naomi Lopez	San Francisco Van Ness
8	Hanna Shacham	Menlo Park El Camino	58	Judy Shen	Palo Alto Midtown
9	Elaine Berlin White	Menlo Park El Camino	59	Anthony Galli	Burlingame North
10	David Young	Redwood City-San Carlos	60	Pollock-Tarr Team	Menlo Park El Camino
11	Erika Demma	Woodside	61	Wendi Selig-Aimonetti	Palo Alto Midtown
12	Billy McNair	Menlo Park El Camino	62	Pat Rock	San Francisco Market Street
13	Lamisse Droubi, BJ Droubi and David Pennebaker	San Francisco Market Street	63	Christina Chung	San Francisco Lakeside
14	Ron Abta and Travis Pacoe	San Francisco Van Ness	64	Silvia Damen	San Francisco Van Ness
15	The Patty Dwyer Group	Burlingame North	65	Berdine Jernigan	Woodside
16	Loren Dakin	Menlo Park Santa Cruz	66	Michelle Glaubert	Redwood City-San Carlos
17	Debbie Wilhelm	San Mateo Downtown	67	Natalie Comartin	Menlo Park El Camino
18	The Kavanaughs	Portola Valley	68	John Kirkpatrick	San Francisco Van Ness
19	The Denise Laugesen Marketing Team	Burlingame North	69	Maya Sewald	Menlo Park Santa Cruz
20	Susan McBride and Lisa Wolfe	San Francisco Van Ness	70	John Kirtland	San Francisco Van Ness
21	Tom Neel	Burlingame	71	Bonnie Biorn	Menlo Park El Camino
22	Jim Laufenberg and Lisa Camozzi	San Francisco Market Street	72	John Nelson	Menlo Park Santa Cruz
23	Zach Trailer	Palo Alto Downtown	73	Bob McCahon	Half Moon Bay
24	Carol Goldberg	San Francisco Van Ness	74	Sue Mahstedt and Petra Breckova Team	Burlingame
25	Donna Marie Baldwin	Burlingame	75	Valerie Soltau	Menlo Park Santa Cruz
26	Carol MacCorkle	Menlo Park El Camino	76	Joel Goodrich	San Francisco Van Ness
27	The Nierenberg Group	San Francisco Van Ness	77	Katharine Holland	San Francisco Market Street
28	Liz Daschbach	Menlo Park Santa Cruz	78	Bernadette Casey-Durazzo	Burlingame
29	Nancy Goldcamp	Palo Alto Downtown	79	Juliette Kulda/Bill Derow	Half Moon Bay
30	Hossein Jalali	Menlo Park Santa Cruz	80	Chris McDonnell and Kelly Griggs	Menlo Park El Camino
31	Naomi Glass	San Francisco Lombard	81	Steve Lessard	Woodside
32	Lorelei Keim	San Mateo Downtown	82	Dan Ziony	Palo Alto Downtown
33	Lyn Jason Cobb and Associates	Menlo Park El Camino	83	Dean Asborno	Portola Valley
34	Miriam Chirko	San Mateo Downtown	84	Nancy Field	Burlingame North
35	Dave Tapper Team	Burlingame North	85	Steven Caravelli	San Francisco Van Ness
36	Nick Corcoleotes	Burlingame	86	Nicosia and Cooley	Palo Alto Downtown
37	Philip Watson	Burlingame	87	Gwen Luce	Menlo Park El Camino
38	Janis Stone	San Francisco Van Ness	88	Anna Ow	San Mateo Downtown
39	Steve Bellumori	Menlo Park El Camino	89	Dan Hendel	San Francisco Lakeside
40	Mike Bohnert	Burlingame North	90	Glenn Sennett	San Mateo Downtown
41	Jim McCahon	Woodside	91	Janice Lee	San Francisco Van Ness
42	Doug Gonzalez	Menlo Park El Camino	92	Sean Foley	Menlo Park Santa Cruz
43	Pam Hammer and Katie Hammer Riggs	Menlo Park El Camino	93	Deborah Chelini	Burlingame
44	Karen Fryling and Rebecca Johnson, Duo Team	Menlo Park El Camino	94	Sam Anagnostou	Menlo Park Santa Cruz
45	Dona Crowder	San Francisco Van Ness	95	Debbie Elowson	Burlingame
46	Janet Dore	Menlo Park El Camino	96	Alan Loveless	Palo Alto Downtown
47	Betty Taisch	San Francisco Lakeside	97	Heidi Rossi	San Francisco Van Ness
48	Helen Miller	Woodside	98	Rob Wall	San Francisco Lakeside
49	Tim Kerns	Menlo Park Santa Cruz	99	Ed Stephens	Burlingame North
50	Pierre Buljan	Burlingame North	100	Michael Miller	San Francisco Van Ness

COLDWELL BANKER SAN FRANCISCO PENINSULA
2012 TOP ONE HUNDRED SALES ASSOCIATES
9/30/2012

(Based on YTD Gross Commission Income)

YTD RANK	AGENT'S NAME	OFFICE	YTD RANK	AGENT'S NAME	OFFICE
1	Nina Hatvany	S.F. Van Ness	51	Tim Kerns	Menlo Park Santa Cruz
2	Keri Nicholas	Menlo Park Santa Cruz	52	Philip Watson	Burlingame
3	Mellin Giddings-SF Properties	S.F. Van Ness	53	Judy Shen	Palo Alto Midtown
4	Tom LeMieux	Menlo Park Santa Cruz	54	Pat Rock	S.F. Market Street
5	Elaine Berlin White	Menlo Park El Camino	55	Peggy LeDoux	Burlingame - North
6	Hugh Cornish	Menlo Park El Camino	56	Naomi Lopez	S.F. Van Ness
7	Billy McNair	Menlo Park El Camino	57	Mike Ameroli	Burlingame - North
8	Jim Arbeed	Burlingame	58	John Kirtland	S.F. Van Ness
9	Hanna Shacham	Menlo Park El Camino	59	Steve Lessard	Woodside-Portola Valley
10	David Young	Redwood City -San Carlos	60	Christina Chung	S.F. Lakeside
11	David Bellings	S.F. Lombard	61	Monica Seeger Group	Burlingame - North
12	Erika Damma	Woodside-Portola Valley	62	Anthony Galli	Burlingame - North
13	Loren Dakin	Menlo Park Santa Cruz	63	Rumana Jabeen	San Mateo Downtown
14	Lamisse Droubi, BJ Droubi & David Pennebaker	S.F. Market Street	64	Barbara Pluma	Woodside-Portola Valley
15	Debbie Wilhelm	San Mateo Downtown	65	Silvia Damen	S.F. Van Ness
16	The Denise Laugesen Marketing Team	San Mateo - El Camino	66	Dan Ziony	Palo Alto - Downtown
17	Susan McBride and Lisa Wolfe	S.F. Van Ness	67	Jayne Jones	S.F. Lombard
18	The Patty Dwyer Group	Burlingame - North	68	Chris McDonnell and Kelly Griggs	Menlo Park El Camino
19	Ron Able and Travis Paeoe	S.F. Van Ness	69	Michelle Glaubert	Redwood City -San Carlos
20	Carol MacCorkle	Menlo Park El Camino	70	John Kirkpatrick	S.F. Van Ness
21	Tom Neel	Burlingame	71	Debbie Elowson	Burlingame
22	Donna Marie Baldwin	Burlingame	72	Pollock-Tarr Team	Menlo Park El Camino
23	The Nierenberg Group	S.F. Van Ness	73	Bernadette Casey-Durazzo	Burlingame
24	Helen Miller	Woodside-Portola Valley	74	Marilyn Hayes	S.F. Van Ness
25	Mike Bohnert	Burlingame - North	75	Jim McCahon	Woodside-Portola Valley
26	Nick Corcoleotes	Burlingame	76	Joel Goodrich	S.F. Van Ness
27	Hossein Djalali	Menlo Park Santa Cruz	77	Nancy Field	San Mateo - El Camino
28	Jim Laufenberg and Lisa Camozzi	S.F. Market Street	78	John Fyten	Palo Alto - Downtown
29	Naomi Glass	S.F. Lombard	79	Mary Lace	S.F. Van Ness
30	Lyn Jason Cobb & Associates	Menlo Park El Camino	80	Nathalie De Saint Andrieu	Menlo Park El Camino
31	Zach Traller	Palo Alto - Downtown	81	Katharine Holland	S.F. Market Street
32	Steve Bellumori	Menlo Park El Camino	82	Dean Asborn	Woodside-Portola Valley
33	Carol Goldberg	S.F. Van Ness	83	John Nelson	Menlo Park Santa Cruz
34	Miriam Chirko	San Mateo Downtown	84	Dona Crowder	S.F. Van Ness
35	Janet Dore	Menlo Park El Camino	85	Rob Wall	S.F. Lakeside
36	The Kavanaughs	Woodside-Portola Valley	86	Wendell Selig-Aimonetti	Palo Alto Midtown
37	Lorelei Keim	San Mateo Downtown	87	Plank n Cline	Half Moon Bay
38	Sarah Hillhouse	Burlingame	88	Juliette Kulda/Bill Darow	Half Moon Bay
39	Pierre Buljan	Burlingame - North	89	Carrie Du Bois	Redwood City -San Carlos
40	Scott Dancer	Woodside-Portola Valley	90	Joan Gordon	S.F. Van Ness
41	Margot Lockwood	Woodside-Portola Valley	91	Sean Foley	Menlo Park Santa Cruz
42	Liz Daschbach	Menlo Park Santa Cruz	92	Amelia R. Middel and Laura Flores	Menlo Park El Camino
43	Team Tapper	San Mateo - El Camino	93	Michael Miller	S.F. Van Ness
44	Doug Gonzalez	Menlo Park El Camino	94	Shaban Shakoori	S.F. Van Ness
45	Nancy Goldcamp	Palo Alto - Downtown	95	Anna Ow	San Mateo Downtown
46	Pam Hammer and Katie Hammer Riggs	Menlo Park El Camino	96	Maya Sewald	Menlo Park Santa Cruz
47	Betty Taisch	S.F. Lakeside	97	Dan Hendel	S.F. Lakeside
48	Berdine Jernigen	Woodside-Portola Valley	98	Susan Chong	Burlingame
49	Karen Fryling & Rebecca Johnson, Duo Team	Menlo Park El Camino	99	Kathryn Nicosia	Palo Alto - Downtown
50	Bonnie Bjorn	Menlo Park El Camino	100	Laura Bryant	San Mateo - El Camino

****Ranking position out of 988 Sales Agents in the San Francisco Peninsula Division.

COLDWELL BANKER NORTHERN CALIFORNIA
2012 TOP ONE HUNDRED SALES ASSOCIATES
9/30/2012
(Based on YTD Gross Commission Income)

YTD RANK	AGENTS NAME	OFFICE	YTD RANK	AGENTS NAME	OFFICE
1	Nina Hatvany	S.F. Van Ness	51	Nir Erdal	Saratoga
2	Keri Nicholas	Menlo Park Santa Cruz	52	Lyn Jason Cobb & Associates	Menlo Park El Camino
3	Malin Giddings-SF Properties	S.F. Van Ness	53	Zach Trailer	Palo Alto - Downtown
4	Poyce Cablayan	Los Altos	54	Steve Bellumori	Menlo Park El Camino
5	Tom LeMeux	Menlo Park Santa Cruz	55	Carol Goldberg	S.F. Van Ness
6	Bill Gorman Group	Saratoga	56	Miriam Chirko	San Mateo Downtown
7	Tim Allen	Carmel By The Sea	57	Terri Couture	Los Altos
8	Mary Tan Realty Team	Cupertino	58	Janet Dore	Menlo Park El Camino
9	The Bill Lister Team	Los Gatos	59	The Kevanaughs	Woodside-Portola Valley
10	Elaine Berlin White	Menlo Park El Camino	60	The Hood Team	Orinda
11	Hugh Cornish	Menlo Park El Camino	61	Mary Anne Veldkamp	Santa Rosa
12	Billy McNair	Menlo Park El Camino	62	The Heinrich Team	Carmel Rancho
13	Jim Arbeed	Burlingame	63	The Bishop Group	Roseville -Granite Bay
14	Hanna Shacham	Menlo Park El Camino	64	Monterey Peninsula Home Team	Carmel Rancho
15	David Young	Redwood City -San Carlos	65	Lorelei Keim	San Mateo Downtown
16	David Bellings	S.F. Lombard	66	Kenn Callahan	Los Gatos
17	Dave Clark	Cupertino	67	Sarah Hillhouse	Burlingame
18	Erika Demma	Woodside-Portola Valley	68	The Henry Ohlmeyer Team	Danville
19	The Chiavettas	Los Gatos	69	Pierre Buljan	Burlingame - North
20	Loren Dakin	Menlo Park Santa Cruz	70	James Madison	Santa Rosa
21	Lamisse Droubi, BJ Droubi & David Pennebaker	S.F. Market Street	71	Susan & Shawn	Los Gatos
22	The Beaubelle Group	Orinda	72	Enis Hall	Los Altos
23	Jerry Houston	Los Gatos	73	Scott Dancer	Woodside-Portola Valley
24	Dabble Wilhelm	San Mateo Downtown	74	Margot Lockwood	Woodside-Portola Valley
25	The Denise Laugesen Marketing Team	San Mateo - El Camino	75	Liz Deschbach	Menlo Park Santa Cruz
26	Susan McBride and Lisa Wolfe	S.F. Van Ness	76	Fumiko Shimada	Cupertino
27	The Patty Dwyer Group	Burlingame - North	77	Team Tapper	San Mateo - El Camino
28	Ron Abta and Travis Paoe	S.F. Van Ness	78	Jeff Gillett Team	Walnut Creek
29	Carol MacCorkle	Menlo Park El Camino	79	Doug Gonzalez	Menlo Park El Camino
30	Peg King and Jeremy King	Petaluma	80	Jackie Jones	San Jose - Main
31	Tom Neel	Burlingame	81	Muth Real Estate Group	San Jose-Almaden
32	Donna Marie Baldwin	Burlingame	82	Nancy Goldcamp	Palo Alto - Downtown
33	The Bowman Group	Greenbrae	83	Pam Hammer and Katie Hammer Riggs	Menlo Park El Camino
34	Christy Curlls and Crew	Truckee - Tahoe Donner	84	Betty Talsch	S.F. Lakeside
35	Patricia Seide	El Dorado Hills	85	Steve Mc Carrick and Roy Cook	Saratoga
36	Joe Schembri	Fremont	86	Bob Tomaselli	Capitola
37	The Meunier & Yan Sales Team	Cupertino	87	Berdine Jernigan	Woodside-Portola Valley
38	The Nierenberg Group	S.F. Van Ness	88	Anthony Lum	Saratoga
39	Margaret Yost	San Jose-Almaden	89	The Lupe Silva Team	San Jose-Almaden
40	Helen Miller	Woodside-Portola Valley	90	Marcus Robinson	Southern Marin
41	Randi Greene	Carmel Rancho	91	Karen Fryling & Rebecca Johnson, Duo Team	Menlo Park El Camino
42	Lucie Campos	Carmel Rancho	92	Bonnie Biorn	Menlo Park El Camino
43	Mike Bohnert	Burlingame - North	93	Tim Kerns	Menlo Park Santa Cruz
44	Nick Corcoleotes	Burlingame	94	Philip Watson	Burlingame
45	Annie & Honey	Greenbrae	95	Judy Shen	Palo Alto Midtown
46	Hossein Djalali	Menlo Park Santa Cruz	96	Pat Rock	S.F. Market Street
47	Coco Tan	Cupertino	97	Hadi & Bobbie Ghafouri and Mo Rastegar	Saratoga
48	Jim Laufenberg and Lisa Camozzi	S.F. Market Street	98	Peggy LeDoux	Burlingame - North
49	Kelly McCormick and Andrea Klein	Walnut Creek	99	Carlos Kozlowski	Sacramento Sierra Oaks
50	Naomi Glass	S.F. Lombard	100	Naomi Lopez	S.F. Van Ness

****Ranking position out of 3,669 Sales Agents in CB Northern California. (SF Bay Area, SF Peninsula, Silicon- Monterey Bay & Sacramento)

RICK TURLEY
President, San Francisco Bay Area
DRE #00928225



2355 Market Street
San Francisco, CA 94114

415.437.4505 BUS
415.431.3035 FAX
E-MAIL: rturley@cbnorcal.com

December 10, 2012

Jim Arbeed
Burlingame

Dear Jim,

I'm delighted to congratulate you on achieving the status of #1 GCI Sales Associate for the month of October for the Burlingame office. Coldwell Banker is comprised of the most professional and hardworking Agents in the business and you have risen to the top of this talented group. You're an outstanding real estate professional and I thank you for your continued hard work and dedication.

Congratulations on a successful 2012 and I wish you the best of luck in 2013!

Warm regards,

A handwritten signature in black ink that reads "Rick Turley". The signature is written in a cursive, flowing style.

Rick Turley
President
San Francisco Bay Area

cc: Leigh Whitten



November 2012

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

Congratulations on an exemplary quarterly performance, one that has earned you a place in the NRT Top 1,000 Sales Associates for the third quarter of 2012 amongst 41,000 Sales Associates across the NRT family of companies. In fact, your outstanding performance placed you in the top half of this distinguished group.

While recent industry trends show some promising signs, this market has also presented some real challenges. Your ability to meet them head on and expertly serve the needs of your clients is a testament to your talent, dedication and professionalism.

The strength of NRT has never been quantified purely in terms of our size and resource advantages. The measure that counts most is the character and ability of our people. With your impressive accomplishment, you've shown us the way – provided a road map, if you will, to the type of prosperity that's possible as part of the nation's largest residential real estate brokerage company. For this, I extend to you my heartfelt thanks.

May you continue to build on your wonderful career successes, just as we continue to draw inspiration from your achievements.

Sincerely,

A handwritten signature in blue ink, appearing to read "Bruce Zipf", with a long horizontal flourish extending to the right.

Bruce Zipf



RICK TURLEY
President, San Francisco Bay Area
DRE #00928225

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San Francisco, CA 94114

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November 1, 2012

Jim Arbeed
Burlingame

Dear Jim,

Congratulations! You have been named the #1 GCI Sales Associate for the month of September in the Burlingame office. You are a talented, attentive and experienced Sales Associate who clearly makes customer service a top priority, and those traits are to be commended. We are proud to have you on the Coldwell Banker team.

Warm regards,

A handwritten signature in black ink that reads "Rick Turley".

Rick Turley
President
San Francisco Bay Area

cc: Leigh Whitten

RICK TURLEY
President, San Francisco Bay Area
DRE #00928225



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415.431.3035 FAX
E-MAIL: rturley@cbnorcal.com

October 10, 2012

Jim Arbeed
Burlingame

Dear Jim,

You have earned the title of #1 Listing Agent for the month of August in the Burlingame office. What an accomplishment! Your expertise and hard work set you apart from others. You are most deserving of this honor and it's a pleasure for me to have such a true real estate professional on the Coldwell Banker team. Congratulations!

Warm regards,

A handwritten signature in black ink that reads "Rick Turley". The signature is written in a cursive, flowing style.

Rick Turley
President
San Francisco Bay Area

cc: Leigh Whitten



August 2012

Jim Arbeed
Coldwell Banker Residential Brokerage
Burlingame
1427 Chapin Ave
Burlingame, CA 94010

Dear Jim:

Let me be the first to extend my heartfelt congratulations on earning a place in the NRT Top 1,000 Sales Associates for the second quarter of 2012.

Of the more than 41,000 Sales Associates currently representing NRT companies, your second quarter performance places you in an elite group of industry leaders. If we stop to consider the challenges presented by the current market climate, your accomplishment takes on an impressive added dimension.

Your hard work, dedication, and an unwavering commitment to service, have propelled you to this esteemed level within our Company. I'd like to personally thank you for the fine example you've set, and I hope that we will all draw inspiration from your wonderful achievement.

I'm always grateful to be surrounded by such exceptionally talented real estate professionals. Please accept my best wishes for your continued success.

Sincerely,

A handwritten signature in blue ink, appearing to read "Bruce Zipf", is written over the word "Sincerely,".

Bruce Zipf

RICK TURLEY
President, San Francisco Bay Area
DRE #00928225



2355 Market Street
San Francisco, CA 94114

415.437.4505 BUS
415.431.3035 FAX
E-MAIL: rturley@cbnocal.com

August 29, 2012

Jim Arbeed
Burlingame

Dear Jim,

The amount of hard work and determination you displayed in July to achieve the honor of #1 GCI Sales Associate for the Burlingame Office was absolutely outstanding! Your achievement is one to celebrate and applaud. I congratulate you on your fine success and wish you the best of luck through the remainder of 2012.

Warm regards,

A handwritten signature in black ink that reads "Rick Turley". The signature is written in a cursive, flowing style.

Rick Turley
President
San Francisco Bay Area

cc: Leigh Whitten

RICK TURLEY
President, San Francisco Bay Area
DRE #00928225



RESIDENTIAL BROKERAGE

2355 Market Street
San Francisco, CA 94114

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March 23, 2012

Jim Arbeed
Burlingame

Dear Jim,

Being named the Burlingame Office's #1 Listing Agent for the month of February is an incredible accomplishment. I am so pleased to have the opportunity to recognize and thank you for your commitment to your clients. This remarkable accomplishment has earned you top ranking among the Coldwell Banker team and I congratulate you!

Warm regards,

A handwritten signature in black ink that reads "Rick Turley". The signature is written in a cursive, flowing style.

Rick Turley
President
San Francisco Bay Area

cc: Leigh Whitten



RICK TURLEY
President San Francisco Bay Area

2355 Market Street
San Francisco, CA 94114
415.437.4505
rturley@camoves.com

March 6, 2012

Jim Arbeed
Coldwell Banker Burlingame

Dear Jim Arbeed:

Congratulations on achieving the designation of Coldwell Banker International President's Premier for 2011. You are among a select few Coldwell Banker Associates worldwide who have earned this tremendous honor.

Reaching this pinnacle of success is truly commendable. Your professionalism, hard work and dedication to your clients, and to achieving results, speak volumes about your character and work ethic. You clearly stand among the very best in the business and are setting the bar high for all others to reach.

I want to thank you for your commitment to your clients and for representing Coldwell Banker Residential Brokerage with such class and professionalism. I am privileged to have you as a member of our fine company.

Please accept my best wishes for a new year filled with continued success and prosperity!

Sincerely,

A handwritten signature in black ink that reads "Rick Turley". The signature is written in a cursive, flowing style.

Rick Turley
President San Francisco Bay Area
Coldwell Banker Residential Brokerage



Congratulations

COLDWELL BANKER IS PLEASED TO HONOR

JIM ARBEED



IN 2011 FOR EXEMPLIFYING THE COLDWELL BANKER COMMITMENT
TO PROFESSIONAL INTEGRITY, MARKETING EXPERTISE AND EXCEEDING
CLIENT EXPECTATIONS.

A handwritten signature in blue ink that reads "Rick Turley".

RICK TURLEY
PRESIDENT
SAN FRANCISCO BAY AREA



TOP 1% OF 2011



COLDWELL BANKER NORTHERN CALIFORNIA

Congratulations to the 2011 Top One Percent Sales Associates

1	Malin Giddings - SF Properties	San Francisco Van Ness
2	Tim Allen	Carmel By The Sea
3	Keri Nicholas	Menlo Park Santa Cruz
4	Nina Hatvany	San Francisco Van Ness
5	Bill Gorman	Saratoga
6	Hugh Cornish	Menlo Park El Camino
7	Tom LeMieux	Menlo Park Santa Cruz
8	Royce Cablayan	Los Altos
9	Ron Abta and Travis Paoce	San Francisco Van Ness
10	Susie Dews	Palo Alto Downtown
11	The Bill Lister Team	Los Gatos
12	Lamisse Droubi, Bj Droubi & David Pennebaker	San Francisco Market Street
13	Erika Demma	Woodside Portola Valley
14	Dave Clark	Cupertino
15	The Beaubelle Group	Orinda
16	Hanna Shacham	Menlo Park El Camino
17	Mary Tan	Cupertino
18	The Patty Dwyer Group	Burlingame North
19	Nil Erdal	Saratoga
20	Jim Arbeed	Burlingame
21	Zach Trailer	Palo Alto Downtown
22	The Chiavettas	Los Gatos
23	The Kavanaughs	Woodside Portola Valley
24	Scott Dancer	Woodside Portola Valley
25	Joe Schembri	Fremont
26	John Faylor	Saratoga
27	David Young	Redwood City San Carlos
28	Nancy Goldcamp	Palo Alto Downtown
29	Jim Laufenberg and Lisa Camozzi	San Francisco Market Street
30	Elaine White	Menlo Park El Camino
31	Jerry Houston	Los Gatos
32	Loren Dakin	Menlo Park Santa Cruz
33	The Meunier & Yen Sales Team	Cupertino
34	James Madison	Santa Rosa
35	Marilyn Hayes	San Francisco Van Ness
36	Mike Amaroli	Burlingame North
37	Peg King and Jeremy King	Petaluma
38	Laugesen Marketing Team	San Mateo El Camino
39	Pat Seide	El Dorado Hills
40	Christy Curtis and Crew	Truckee Tahoe Donner
41	The Bishop Group	Roseville Granite Bay
42	Lucie Campos	Carmel Rancho
43	Carlos Kozlowski	Sacramento Sierra Oaks
44	The Sharp Team	Truckee Tahoe Donner
45	The Hood Team	Orinda
46	David Schwartz	Southern Marin
47	The Pennisi Group	Elk Grove
48	Marcus Robinson	Southern Marin
49	Kim and Barbara Marienthal	Berkeley
50	Rich Cazneaux	Sacramento Metro
51	Sue Olson	Sacramento Metro
52	Terri Briggs	Elk Grove
53	Debi Ambroff	El Dorado Hills

TOP 100 OF 2011



COLDWELL BANKER SAN FRANCISCO PENINSULA

Congratulations to the 2011 Top One Hundred Sales Associates

1	Malin Giddings - SF Properties	San Francisco Van Ness	51	Betty Taisch	San Francisco Lakeside
2	Keri Nicholas	Menlo Park Santa Cruz	52	Glenn Sennett	San Mateo Downtown
3	Nina Hatvany	San Francisco Van Ness	53	Janet Dore	Menlo Park El Camino
4	Hugh Cornish	Menlo Park El Camino	54	Steve Bellumori	Menlo Park El Camino
5	Tom LeMieux	Menlo Park Santa Cruz	55	Mike Bohnert	Burlingame North
6	Ron Abta and Travis Pacoe	San Francisco Van Ness	56	Billy McNair	Menlo Park El Camino
7	Susie Dews	Palo Alto Downtown	57	Christina Chung	San Francisco Lakeside
8	Lamisse Droubi, Bj Droubi and David Pennebaker	San Francisco Market Street	58	John Kirkpatrick	San Francisco Van Ness
9	Erika Demma	Woodside Portola Valley	59	Julie Lau	Palo Alto Downtown
10	Hanna Shacham	Menlo Park El Camino	60	David Shepardson	San Francisco Van Ness
11	The Patty Dwyer Group	Burlingame North	61	Wendi Selig Aimonetti	Palo Alto Midtown
12	Jim Arbeed	Burlingame	62	Lyn Jason Cobb	Menlo Park El Camino
13	Zach Trailer	Palo Alto Downtown	63	Valerie Sohtau	Menlo Park Santa Cruz
14	The Kavanaughs	Woodside Portola Valley	64	Jean and Chris Isaacson	Woodside Portola Valley
15	Scott Dancer	Woodside Portola Valley	65	Raziel Ungar	Burlingame
16	David Young	Redwood City San Carlos	66	Sarah Hillhouse	Burlingame
17	Nancy Goldcamp	Palo Alto Downtown	67	Deborah Chelini	Burlingame
18	Jim Laufenberg and Lisa Camozzi	San Francisco Market Street	68	Anna Ow	San Mateo Downtown
19	Elaine White	Menlo Park El Camino	69	Maria Scott	Burlingame North
20	Loren Dakin	Menlo Park Santa Cruz	70	Tom Neel	Burlingame
21	Marilyn Hayes	San Francisco Van Ness	71	Janis Stone	San Francisco Van Ness
22	Mike Amaroli	Burlingame North	72	Juliette Kulda / Bill Derow	Half Moon Bay
23	Laugesen Marketing Team	San Mateo El Camino	73	Sue Crawford	Menlo Park El Camino
24	The Nierenberg Group	San Francisco Van Ness	74	Lorelei Keim	San Mateo Downtown
25	Liz Daschbach	Menlo Park Santa Cruz	75	Rumana Jabeen	San Mateo Downtown
26	Debbie Wilhelm	San Mateo Downtown	76	Naomi Glass	San Francisco Lombard
27	David Bellings	San Francisco Lombard	77	Sue Mahlstedt and Petra Breckova Team	Burlingame
28	Monica Seeger Group	Burlingame North	78	Joni Settlemier and Jennet Nazzal	San Francisco Van Ness
29	Bonnie Biorn	Menlo Park El Camino	79	The Janie Barman Team	Palo Alto Downtown
30	Joan Gordon	San Francisco Van Ness	80	Ronda O'Leary Real Estate Team	San Mateo El Camino
31	Ed Kahl	Woodside Portola Valley	81	Michelle Glaubert	Redwood City San Carlos
32	Maya Sewald	Menlo Park Santa Cruz	82	The Alan Canas Team	Burlingame North
33	Carol Goldberg	San Francisco Van Ness	83	Miriam Chirko	San Mateo Downtown
34	Nina Style	San Francisco Lombard	84	Nathalie De Saint Andrieu	Menlo Park El Camino
35	Natalie Comartin	Menlo Park El Camino	85	Susan Chong	Burlingame
36	Veronica Kogler	Menlo Park El Camino	86	Nick Johnson	San Francisco Sunset
37	Helen Miller	Woodside Portola Valley	87	Michael Robles	Burlingame
38	Anthony Galli	Burlingame North	88	Gina Haggarty	San Mateo Downtown
39	Donna Marie Baldwin	Burlingame	89	Brian Leung	San Francisco Market Street
40	Dona Crowder	San Francisco Van Ness	90	Victor Aenlle Leah Noher	San Mateo Downtown
41	Carol MacCorkle	Menlo Park El Camino	91	Susan Hewitt	San Francisco Van Ness
42	Pam Hammer and Katie Hammer Riggs	Menlo Park El Camino	92	Peggy LeDoux	Burlingame North
43	Chris McDonnell and Kelly Griggs	Menlo Park El Camino	93	Karin Riley	Menlo Park El Camino
44	Steve Gray	Woodside Portola Valley	94	Dan Hendel	San Francisco Lakeside
45	Susan McBride and Lisa Wolfe	San Francisco Van Ness	95	Pollock Tarr Team	Menlo Park El Camino
46	Violet Coturri Guerra and Associates	Burlingame	96	Caroline Huo	San Mateo Downtown
47	Hossein Djalali	Menlo Park Santa Cruz	97	Tim Kerns	Menlo Park Santa Cruz
48	Doug Gonzalez	Menlo Park El Camino	98	Melanie Smith Dieter Hartmann	Redwood City San Carlos
49	Nick Corcoleotes	Burlingame	99	Joel Goodrich	San Francisco Van Ness
50	Karen Fryling and Rebecca Johnson, Duo Team	Menlo Park El Camino	100	Janice Lee	San Francisco Van Ness

TOP 100 OF 2011



COLDWELL BANKER NORTHERN CALIFORNIA

Congratulations to the 2011 Top One Hundred Sales Associates

1	Malin Giddings - SF Properties	San Francisco Van Ness	51	Carol Goldberg	San Francisco Van Ness
2	Tim Allen	Carmel By The Sea	52	Nina Style	San Francisco Lombard
3	Keri Nicholas	Menlo Park Santa Cruz	53	Lucie Campos	Carmel Rancho
4	Nina Hatvany	San Francisco Van Ness	54	Natalie Comartin	Menlo Park El Camino
5	Bill Gorman	Saratoga	55	Veronica Kogler	Menlo Park El Camino
6	Hugh Cornish	Menlo Park El Camino	56	Helen Miller	Woodside Portola Valley
7	Tom LeMieux	Menlo Park Santa Cruz	57	Carlos Kozlowski	Sacramento Sierra Oaks
8	Royce Cablayan	Los Altos	58	Anthony Galli	Burlingame North
9	Ron Abta and Travis Pacoe	San Francisco Van Ness	59	Donna Marie Baldwin	Burlingame
10	Susie Dews	Palo Alto Downtown	60	Terri Couture	Los Altos
11	The Bill Lister Team	Los Gatos	61	The Sharp Team	Truckee Tahoe Donner
12	Lamisse Droubi, BJ Droubi and David Pennebaker	San Francisco Market Street	62	Kenn Callahan	Los Gatos
13	Erika Demma	Woodside Portola Valley	63	The Lupe Silva Team	San Jose Almaden
14	Dave Clark	Cupertino	64	Russell Morris and Shelli Baker	Los Gatos
15	The Beaubelle Group	Orinda	65	Dona Crowder	San Francisco Van Ness
16	Hanna Shacham	Menlo Park El Camino	66	Carol MacCorkle	Menlo Park El Camino
17	Mary Tan	Cupertino	67	The Heinrich Team	Carmel Rancho
18	The Patty Dwyer Group	Burlingame North	68	Pam Hammer and Katie Hammer Riggs	Menlo Park El Camino
19	Nil Erdal	Saratoga	69	The Hood Team	Orinda
20	Jim Arbeed	Burlingame	70	Jackie Jones	San Jose Main
21	Zach Trailer	Palo Alto Downtown	71	Chris McDonnell and Kelly Griggs	Menlo Park El Camino
22	The Chiavettas	Los Gatos	72	Steve Gray	Woodside Portola Valley
23	The Kavanaughs	Woodside Portola Valley	73	Susan McBride and Lisa Wolfe	San Francisco Van Ness
24	Scott Dancer	Woodside Portola Valley	74	David Schwartz	Southern Marin
25	Joe Schembri	Fremont	75	Violet Coturi Guerra and Associates	Burlingame
26	John Faylor	Saratoga	76	Hossein Djalali	Menlo Park Santa Cruz
27	David Young	Redwood City San Carlos	77	William Smith	Carmel By The Sea
28	Nancy Goldcamp	Palo Alto Downtown	78	Doug Gonzalez	Menlo Park El Camino
29	Jim Laufenberg and Lisa Camozzi	San Francisco Market Street	79	Muth Real Estate Group	San Jose Almaden
30	Elaine White	Menlo Park El Camino	80	The Pennisi Group	Elk Grove
31	Jerry Houston	Los Gatos	81	Nick Corcoleotes	Burlingame
32	Loren Dakin	Menlo Park Santa Cruz	82	Pete Myers	Los Gatos
33	The Meunier and Yen Sales Team	Cupertino	83	Karen Fryling and Rebecca Johnson, Duo Team	Menlo Park El Camino
34	James Madison	Santa Rosa	84	Betty Taisch	San Francisco Lakeside
35	Marilyn Hayes	San Francisco Van Ness	85	Monterey Peninsula Home Team	Carmel Rancho
36	Mike Amaroli	Burlingame North	86	Glenn Sennett	San Mateo Downtown
37	Peg King and Jeremy King	Petaluma	87	Marcus Robinson	Southern Marin
38	Laugesen Marketing Team	San Mateo El Camino	88	Mary Bell	Pebble Beach
39	The Nierenberg Group	San Francisco Van Ness	89	Janet Dore	Menlo Park El Camino
40	Liz Daschbach	Menlo Park Santa Cruz	90	Steve Bellumori	Menlo Park El Camino
41	Debbie Wilhelm	San Mateo Downtown	91	Mike Bohnert	Burlingame North
42	David Bellings	San Francisco Lombard	92	Billy McNair	Menlo Park El Camino
43	Monica Seeger Group	Burlingame North	93	Christina Chung	San Francisco Lakeside
44	Bonnie Biorn	Menlo Park El Camino	94	John Kirkpatrick	San Francisco Van Ness
45	Joan Gordon	San Francisco Van Ness	95	Julie Lau	Palo Alto Downtown
46	Ed Kahl	Woodside Portola Valley	96	Ted La Scola	Los Gatos
47	Pat Seide	El Dorado Hills	97	Kim and Barbara Marienthal	Berkeley
48	Christy Curtis and Crew	Truckee Tahoe Donner	98	David Shepardson	San Francisco Van Ness
49	The Bishop Group	Roseville Granite Bay	99	Everett Eslinger	Fremont
50	Maya Sewald	Menlo Park Santa Cruz	100	Jeff Gillett Team	Walnut Creek

Dear Jim,

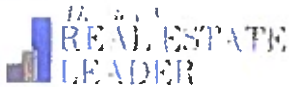
One of the highest honors in our Coldwell Banker Residential Brokerage Northern California company is earning membership into the coveted group of Top One Percent Agents. The real estate professionals that make up this illustrious group every year are truly the best of the best in their profession, and continually set the bar for service excellence.

Now, it's with great pride that I tell you, that you are among our Top One Percent Agents for 2011, placing you amongst the finest professionals not only in our company, but within the industry as well.

This level of success is a testament to your skill, experience and commitment to your clients; my sincerest gratitude for all that you do.

Congratulations on your phenomenal success in 2011 and Top One Percent achievement. I wish you continued success in 2012!

Rick Turley
President, San Francisco Bay Area
Coldwell Banker Residential Brokerage
tel 415.437.4505
rturley@cbnorcal.com





Congratulations

COLDWELL BANKER IS PLEASED TO HONOR

JIM ARBEED

INTERNATIONAL
PRESIDENT'S PREMIER
FOR 2010

BY EXEMPLIFYING THE COLDWELL BANKER COMMITMENT TO PROFESSIONAL INTEGRITY, MARKETING EXPERTISE AND EXCEEDING CLIENT EXPECTATIONS, YOU HAVE EARNED THIS EXCEPTIONAL HONOR WHICH PLACES YOU IN THE MOST ILLUSTRIOUS GROUP OF REAL ESTATE PROFESSIONALS IN THE WORLD.

Rick Turley

RICK TURLEY
PRESIDENT

COLDWELL BANKER RESIDENTIAL BROKERAGE
SAN FRANCISCO BAY AREA



FOR MORE INFORMATION:
Michelle Payne
Coldwell Banker Residential Brokerage
925.275.3085
michelle.payne@westrsc.com

FOR IMMEDIATE RELEASE:
March 19, 2010

Burlingame Realtor Jim Arbeed Among Top Agents in Northern California for Coldwell Banker Residential Brokerage

Arbeed ranked 8th in Northern California and among top 1% in U.S. for sales

BURLINGAME, Calif. – March 19, 2010 – Coldwell Banker Residential Brokerage, the Bay Area’s leading real estate services company, announced today veteran Burlingame Realtor Jim Arbeed ranked among the company’s top 10 agents in Northern California for sales last year.

Despite the challenging housing market, Jim had one of his best years ever in terms of sales volume in 2009. That ranked him eighth in Northern California for the company and among the top 1 percent of agents in the U.S.

The 20-year real estate veteran surpassed 3,376 agents from Lake Tahoe to the Monterey Peninsula and more than 100,000 sales associates working around the globe for the Coldwell Banker, the world’s largest real estate company.

“Jim is an exceptional real estate professional,” said Rick Turley, president of Coldwell Banker Residential Brokerage. “He takes a great deal of pride in his profession, and this acknowledgement is a testimony to his dedication to providing incomparable service and outstanding expertise to his clients.”

Leigh Whitten, manager of Coldwell Banker Residential Brokerage’s Burlingame office, said Arbeed is sought after by the most discriminating buyers and sellers on the mid-Peninsula.

“Clients who are looking to buy a special property or sell one of the Peninsula’s beautiful estates often seek out Jim because they know he’s among the best in the business,” she said.

“He sets the bar for excellence in our industry and it is an honor to have outstanding agents like Jim on our team here in Burlingame.”

Over the years, Arbeed has earned a number of professional honors, including being the number one agent for Hillsborough for five consecutive years, as well as the top agent for the mid-Peninsula the past two years. He has consistently been among the top 100 agents in Northern California.

Arbeed also has a strong background in commercial and multi-residential income property. He’s also experienced in home construction and remodeling. He is a member of the San Mateo County Association of Realtors, the California Association of Realtors, and the National Association of Realtors.

Arbeed moved to the mid-Peninsula town of Hillsborough from San Francisco in 1976, and still currently resides there with his wife and two children.

Coldwell Banker Residential Brokerage in Burlingame is located at 1427 Chapin Ave. and can be reached at 650.558.4200. Arbeed can be reached at 650.558.4248 or via email at jim.arbeed@cbnorcal.com.

About Coldwell Banker Residential Brokerage

Coldwell Banker Residential Brokerage is the largest residential real estate brokerage in Northern California and serves the markets from Monterey to Tahoe and nearly every market in between. The company has 58 office locations and more than 3,300 sales associates throughout Northern California. Last year the company handled more than 16% of all home sales in the Bay Area, more than double its nearest competitor. Through its internationally renowned Coldwell Banker Previews® program, the company leads the luxury home market, selling more than 27% of properties that sold for more than \$3 million and more than 33% of homes priced above \$5 million. Coldwell Banker Residential Brokerage is part of NRT LLC, the nation’s largest residential real estate brokerage company. NRT has 760 offices and 46,000 sales associates operating in more than 35 major metropolitan areas. A subsidiary of Realogy Corporation, NRT operates Realogy’s company-owned real estate brokerage offices. For more information please visit www.CaliforniaMoves.com or call 925.275.3085.



INTERNATIONAL
PRESIDENT'S PREMIER

COLDWELL BANKER IS PLEASED TO HONOR

JIM ARBEED

IN 2009 FOR EXEMPLIFYING THE COLDWELL BANKER COMMITMENT
TO PROFESSIONAL INTEGRITY, MARKETING EXPERTISE AND EXCEEDING
CLIENT EXPECTATIONS.

A handwritten signature in black ink that reads "Rick Turley".

RICK TURLEY
PRESIDENT
SAN FRANCISCO BAY AREA



2008

INTERNATIONAL

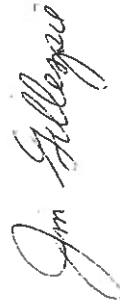
President's Premier

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JIM ARBEED
COLDWELL BANKER
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625-94001602-15733

For Production Achieved During 2007



Jim Gillespie
President & Chief Executive Officer
Coldwell Banker Real Estate LLC



9854



**COLDWELL
BANKER**

CONGRATULATIONS!



INTERNATIONAL PRESIDENT'S PREMIER

COLDWELL BANKER SAN FRANCISCO/PENINSULA
IS PLEASED TO HONOR

JIM ARBEED

In 2007 for exemplifying the Coldwell Banker commitment
to professional integrity, marketing expertise and exceeding
client expectations.

Rick Turley
RICK TURLEY
PRESIDENT
SAN FRANCISCO/PENINSULA





INTERNATIONAL PRESIDENT'S PREMIER

COLDWELL BANKER SAN FRANCISCO/PENINSULA
IS PLEASED TO HONOR

JIM ARBEED

In 2006 for exemplifying the Coldwell Banker commitment
to professional integrity, marketing expertise and
exceeding client expectations.

A handwritten signature in black ink that reads "Rick Turley".

RICK TURLEY
PRESIDENT
SAN FRANCISCO/PENINSULA





INTERNATIONAL PRESIDENT'S PREMIER

COLDWELL BANKER SAN FRANCISCO BAY AREA
IS PLEASED TO HONOR

JIM ARBEED

In 2005 for exemplifying the Coldwell Banker commitment
to professional integrity, marketing expertise and
exceeding client expectations.

A handwritten signature in black ink that reads "Avram Goldman".

AVRAM GOLDMAN
PRESIDENT & CHIEF OPERATING OFFICER
SAN FRANCISCO BAY AREA



RESIDENTIAL BROKERAGE