

TOP 100 AGENTS 2016



		IUU A			20 i	U					1100	
Rank	Change	Name	Company	Suburb/s serviced	State	Years of experience	Support staff	Average days on market	Residential property listings secured	Residential properties sold	Total value of residential properties sold	Average sale price
1	1	Alexander Phillips	Phillips Pantzer Donnelley	Eastern suburbs	NSW	14	3	18	180	164	\$351,553,000	\$2,143,616
2	-1	James Tostevin	Marshall White	Boroondara	VIC	31	4	22.4	209	187	\$391,953,900	\$2,096,010
3	1	Ric Serrao	Raine & Horne Double Bay	Bondi	NSW	26	4	24	189	161	\$324,408,570	\$2,014,960
4	3	Michael Clarke	Clarke and Humel	Manly	NSW	10	2	18	152	150	\$294,712,158	\$1,964,748
5	-2	Marcus Chiminello	Marshall White	Stonnington, Toorak, South Yarra, Armadale	VIC	16	5	17	169	97	\$326,497,388	\$3,365,952
6	NO CHANGE	Glen Coutinho	RT Edgar Boroondara	Boroondara	VIC	30	1	26	155	135	\$243,602,054	\$1,804,460
7	15	Jason Pantzer	Phillips Pantzer Donnelley	Eastern suburbs	NSW	12	3	16.78	101	109	\$219,830,000	\$2,016,789
8	36	Helen Yan	hockingstuart Balwyn	Balwyn, Balwyn North, Camberwell	VIC	6	0	16	102	92	\$195,333,988	\$2,123,196
9	-4	Simon Harrison	Belle Property Lane Cove/Hunters	Lane Cove, Hunters Hill	NSW	17	2	29	97	89	\$180,308,000	\$2,025,933
10	14	Brent Courtney	Hill McGrath Estate Agents	Longueville, Chatswood	NSW	21	3	27	60	80	\$203,353,038	\$2,541,913
11	6	David Choy	McGrath Estate	Castle Hill	NSW	19	4	28	100	111	\$167,196,871	\$1,506,278
12	-4	Jason Boon	Agents Richardson &	Potts Point, Elizabeth	NSW	20	2	31	92	89	\$174,942,150	\$1,965,642
			Wrench Elizabeth Bay	Bay			-					
13	NEW	William Phillips Norman So	BresicWhitney McGrath Estate	Surry Hills Strathfield	NSW	5	3	25 28	149	177	\$208,080,000 \$162,856,000	\$1,175,593 \$1,612,436
			Agents (fomerly with Strathfield Partners)	- Caramina							V10=j000j000	\$ 1,0. <u>1</u> ,100
15	-5	Ben Collier	McGrath Estate Agents	Woollahra	NSW	22	2	31	71	67	\$278,086,500	\$4,150,545
16	NEW	Steven Chen	McGrath Estate Agents	Edgecliff	NSW	20	5	41	663	140	\$168,874,768	\$1,206,248
17	4	Su En Tracy Yap	Tracy Yap Realty	Epping, Eastwood, Marsfield, Macquarie Park	NSW	18	2	26	131	118	\$158,085,466	\$1,339,707
18	8	Peter Chauncy	McGrath Estate Agents	Naremburn	NSW	12	2	12	92	91	\$155,306,388	\$1,706,664
19	NO CHANGE	Tim Heavyside	Fletchers Real Estate	Surrey Hills	VIC	14	5	32.38	141	127	\$159,896,688	\$1,259,029
20	-8	Piers van Hamburg	McGrath Estate Agents	Cremorne	NSW	19	3	20	81	79	\$166,274,288	\$2,104,738
21	14	Dallas Taylor	Jellis Craig Doncaster	Manningham	VIC	16	2	31	115	110	\$148,197,088	\$1,347,246
22	5	Tim Foote	Belle Property Mosman	Mosman	NSW	15	3	23.26	86	64	\$191,380,500	\$2,990,320
23	-3	Nick Renna	hockingstaurt Bentleigh	Bentleigh, Ormond, McKinnon, Bentleigh East	VIC	20	5	38.9	160	179	\$183,881,101	\$1,027,269
24	-9	Andrew Keleher	Jellis Craig Doncaster	Templestowe	VIC	26	2	23	103	100	\$143,736,276	\$1,437,363
25	11	Shaun Stoker	Ray White Erskineville	Erskineville	NSW	14	2	20	132	132	\$150,583,500	\$1,140,784
26	20	Michael Coombs	McGrath Estate Agents	Mosman	NSW	7	2	35	62	57	\$276,542,000	\$4,851,614
27	10	Tracey Dixon	McGrath Estate Agents	Hunters Hill, Woolwich	NSW	16	3	28	65	61	\$182,186,510	\$2,986,664
28	-14	Vivien Yap	LJ Hooker Claremont	Claremont	WA	4	2	33	105	86	\$143,713,705	\$1,671,090
29	NEW	Alex Mintorn	McGrath Estate Agents	Wahroonga	NSW	7.5	2	23	73	91	\$138,566,388	\$1,522,708
30	-13	David Howe	McGrath Estate Agents	Northbridge	NSW	22	2	25	68	64	\$160,449,765	\$2,507,028
31 32	-9 NO	William Chen	Jellis Craig Balwyn	Balwyn	VIC	10	3	28	72 92	68 82	\$151,763,888	\$2,231,822
	CHANGE	Daniel Gillespie	Belle Property Bondi Junction	Clovelly	NSW	14		25			\$139,375,250	\$1,699,698
33	-7	Robert Pignataro	Strathfield Partners	Strathfield	NSW	29	2	25.8	443	429	\$340,242,289	\$793,106
34	-9	Betty Ockerlander	McGrath Estate Agents	Epping	NSW	21	4	20	138	89	\$130,384,000	\$1,464,989
35 36	-9	Chris Hassall Shad Hassen	Buxton Bentleigh McGrath Estate	Bentleigh Inner West Sydney	NSW	9	2	24	117	117	\$132,709,500 \$135,827,700	\$1,134,269 \$1,021,261
37	4	David Highland	Agents Highland Property Agents	Sutherland Shire	NSW	18	2	46.95	75	70	\$138,983,500	\$1,985,479
38	NEW	David Walker	Ray White Wahroonga	Wahroonga	NSW	12	2	20.39	106	81	\$130,203,088	\$1,607,446
39	-10	Andrew Lutze	Cunninghams	Balgowlah	NSW	14	3	18.6	113	100	\$122,048,500	\$1,220,485
40	-2	Wayne Vaughan	McGrath Estate Agents	Epping, Eastwood	NSW	25	4	16	67	87	\$120,066,996	\$1,380,080
41	-8	Chris Volpatti	McGrath Estate Agents	Bronte	NSW	12	2	28	56	71	\$123,862,000	\$1,744,535
42	-33	Adrian Bo	McGrath Estate Agents	Randwick	NSW	27	3	16	100	92	\$117,554,820	\$1,277,770
43	15	Nigel Mukhi	McGrath Estate Agents	Kirribilli, Milsons Point	NSW	8	2	21	53	70	\$123,327,990	\$1,761,828
44	1	Zali Reynolds	Marshall White	Glen Iris	VIC	12	1	27	72	70	\$122,477,000	\$1,749,671
45 46	NEW -16	Robert Ding Paul Richards	Marshall White Bekdon Richards	Hawthorn Hawthorn	VIC	20	2	29 28	47 90	50 106	\$154,562,000 \$113,245,000	\$3,091,240 \$1,068,349
			Estate Agents									
47	NEW	Edward Brown	Belle Property Bondi Junction	Eastern Suburbs	NSW	10	1	26.96	81	86	\$116,115,500	\$1,350,180
48	-27	Steven Kourdis	Stone Real Estate Lindfield	Lindfield	NSW	10	1	25	63	58	\$129,373,100	\$2,230,571
49	-9	Kieran Bresnahan	McGrath Estate Agents	Oatley	NSW	15	2	22	89	85	\$112,815,000	\$1,327,235
50 Disolain	NEW	Mark Wridgway tate Business has undert	RT Edgar Toorak	Toorak	VIC	23	3	19.75	133	Data for the re	\$133,277,000	\$2,468,093

Disclaimer: Real Estate Business has undertaken a process to ensure the accuracy of data used to formulate the Top 100 Agents 2016 ranking. Data for the ranking was supplied by individual agents, offices and/or head offices. While Real Estate Business has attempted to validate the accuracy of data, any errors or omissions are the ultimate responsibility of the company or individual that supplied the data and associated information, and to the full extent allowed by law, or ranking participants, its publisher Sterling Publishing (Sterling) and Sterling employees excludes liability for any loss or damage sustained by readers arising from the supply, use, or promotion of the Top 100 Agents 2016 ranking.



TOP 100 AGENTS 2016



Rank	Change	Name	Company	Suburb/s serviced	State	Years of experience	Support staff	Average days on market	Residential property listings secured	Residential properties sold	Total value of residential properties sold	Average sale price
51	3	Leon Gouzenfiter	Gary Peer & Associates	Caulfield North	VIC	8	3	30	79	94	\$108,746,000	\$1,156,872
52	NEW	Benjamin Dax	Woodards Carnegie	Carnegie	VIC	4.5	1	28	55	129	\$107,167,250	\$830,754
53	NEW	Kate Strickland	Marshall White	Brighton	VIC	8	1	27	73	57	\$115,193,500	\$2,020,939
54	23	Toby Parker	hockingstuart Balwyn	Balwyn, Balwyn North	VIC	16	0	26	80	77	\$105,279,188	\$1,367,262
55 56	NEW	Steve Lambley Jason Xi	Cunninghams Ray White Oakleigh	Balgowlah, Balgowlah Heights Clayton, Clayton	NSW	5 or	5	21 89.79	132	122.83	\$107,643,511 \$103,467,215	\$1,708,627 \$842,361
57	NEW	Michael Doran	McGrath Estate	South, Clarinda St Ives	NSW	more 4	2	23	52	71	\$103,932,500	\$1,463,838
58	9	Mark Kentwell	Agents PRDnationwide	Newcastle	NSW	10.5	3	31	132	157	\$107,171,776	\$682,623
59	NEW	Madeline Kennedy	Newcastle Marshall White	Armadale	VIC	16	2	25	66	55	\$111,233,000	\$2,022,418
60	NEW	Rohan Calder	Noel Jones Blackburn	Blackburn	VIC	9	3	29	120	108	\$98,777,600	\$914,607
61	9	Julian Hasemer	1st City	Darling Point	NSW	23	1	39	49	41	\$136,490,105	\$3,329,027
62	11	Richard Shalhoub	McGrath Estate Agents	Sydney	NSW	13	1	39	58	46	\$117,860,250	\$2,562,179
63	NEW	Ercan Ersan	Ray White Erskineville/ Alexandria/Surry Hills	Stanmore, Chippendale, Enmore, Newtown	NSW	11	3	23	90	88	\$99,579,500	\$1,131,585
64	NEW	Andy Yeung	Ray White Willoughby	Sydney's North Shore	NSW	7	1	16	87	81	\$101,072,300	\$1,247,806
65	-15	Mathew Cox	Buxton Mentone	Mentone	VIC	20	1	39	118	101	\$97,780,500	\$968,124
66	NEW	Marnie Seinor	McGrath Estate Agents	Botany	NSW	19	2	20	75	75	\$100,159,696	\$1,335,463
67	-8	Edward Hobbs	Biggin & Scott (Richmond) Pty Ltd	Richmond	VIC	10.5	2	27	125	114	\$96,378,550	\$845,426
68	NEW	Adam Denina	Starr Partners Parramatta	North Parramatta	NSW	10	1	21	150	113	\$96,278,075	\$852,018
69	-38	Robert Ward	LJ Hooker Wahroonga	Wahroonga	NSW	15	1	29	54	48	\$108,308,200	\$2,256,421
70	NEW	Nick Separovich	McGrath Estate Agents	Chatswood	NSW	18	2	17	66	61	\$100,836,846	\$1,653,063
71	NEW	Peter Starr	McGrath Estate Agents	Edgecliff	NSW	27	1	36	73	50	\$105,196,500	\$2,103,930
72 73	-10	Duane Wolowiec Ray Fayad	Marshall White Laing + Simmons	Hawthorn Parramatta,	VIC	18	3	28 32	54 340	108	\$105,049,600 \$92.085,999	\$2,143,869 \$852,648
74	NEW	Scott Thornton	Parramatta/ Granville/Auburn	Granville, Auburn Mosman	NSW	10	2	25	38	43	\$112,040,000	\$2,605,581
			Agents									
75	NEW	Michael Sleiman	Daystar First National	Padstow, Panania, Picnic Point	NSW	9	1	57	139	121	\$93,327,000	\$771,298
76	-12	Maurice DiMarzio Sam Guo	hockingstuart Balwyn	Hawthorn, Balwyn, Kew Gold Coast	VIC	28	2	27.3 37.5	71	74 57	\$97,148,500 \$97,477,000	\$1,312,818 \$1,710,123
78	NEW	James Redfern	Ray White Broadbeach Marshall White	Armadale	VIC	29	2	25	59	45	\$105,977,000	\$2,355,044
79	1	Brad Gillespie	McGrath Estate	Alexandria	NSW	15	1	19	88	85	\$90,669,100	\$1,066,695
80	NEW	Matthew Scafidi	Agents Noel Jones	Mitcham	VIC	8	3	23.16	123	95	\$90,233,163	\$949,823
81	-33	Bill Tsounias	Mitcham McGrath Estate	St George	NSW	10	2	21	78	70	\$92,862,601	\$1,326,609
82	4	Matt Lancashire	Agents Ray White New	New Farm	QLD	10	3	38	46	43	\$102,515,650	\$2,384,085
83	NEW	Ettiene West	Farm Morton Real Estate	Sydney CBD	NSW	24	1	19	62	61	\$93,523,500	\$1,533,172
84	-22	Peter Gordon	Cobden & Hayson	Rozelle	NSW	11	2	20.16	83	59	\$93,834,000	\$1,590,407
85	-34	George Rafty	First National Newcastle City (formerly with PRDnationwide)	Newcastle	NSW	24	2	34.5	98	104	\$85,102,750	\$818,296
86	NEW	Annika Bongiorno	McGrath Estate Agents	McMahons Point, Lavender Bay, Wollstonecraft	NSW	12	1	23	41	51	\$93,383,990	\$1,831,059
87	NO CHANGE	Mark Jackson	Belle Property Neutral Bay	Kirribilli	NSW	15	1	33	44	43	\$97,732,510	\$2,272,849
88	8	Jill Henry	Stone Real Estate Lindfield	Upper North Shore	NSW	7	1	24	41	38	\$99,183,000	\$2,610,079
89	-19	Matthew Smythe	Belle Property Neutral Bay	Cremorne	NSW	12	1	35.52	56	49	\$93,744,500	\$1,913,153
90	NEW	Ron Kissell	Ray White Helensburgh	Helensburgh	NSW	13	3	14	90	103	\$83,567,250	\$811,333
91	NEW	David Smeallie	Belle Property Mosman	Mosman	NSW	6	1	15.68	56	56	\$91,196,100	\$1,628,502
92	NEW	James Crow	Morton Real Estate	Pyrmont	NSW	5	1	24.05	57	49	\$91,508,888	\$1,867,528
93	NEW	Nicholas Lynch	Nicholas Lynch Pty Ltd	Mornington	VIC	25	1	48.94	81	77	\$84,652,055	\$1,099,377
94	NEW	Anna Younan	McGrath Estate Agents	Macarthur Region	NSW	3	1	53	76	98	\$80,941,800	\$825,937
95 96	NEW -53	Scott Farquhar Kevin Dearlove	McConnell Bourn McGrath Estate	Killara Beecroft	NSW NSW	20 8	1 3	29.15 42	35 71	27 54	\$101,792,000 \$89,867,500	\$3,770,074 \$1,664,213
97	-21	Luke Jeffree	Agents Century 21 Jeffree	Gymea	NSW	22	1	28	86	84	\$84,861,000	\$1,004,213
98	-19	Mark McPherson	Real Estate McGrath Estate	Coogee	NSW	23	2	23	54	54	\$89,439,250	\$1,656,282
99	NEW	Steven Fan	Agents Ray White	Parramatta	NSW	17	1	40	106	109	\$79,899,500	\$733,023
100	NEW	David Murphy	Parramatta David Murphy Real	Mosman	NSW	18	1	27	70	48	\$90,359,000	\$1,882,479
			Estate				-	-		-	,,	,,

Disclaimer: Real Estate Busines has undertaken a process to ensure the accuracy of data used to formulate the Top 100 Agents 2016 ranking. Data for the ranking was supplied by individual agents, offices and/or head offices. While Real Estate Business has attempted to validate the accuracy of data, any errors or omissions are the ultimate responsibility of the company or individual that supplied the data and associated information, and to the full extent allowed by law, or ranking participants, its publisher Sterling Publishing (Sterling) and Sterling employees excludes liability for any loss or damage sustained by readers arising from the supply, use, or promotion of the Top 100 Agents 2016 ranking.