

A decorative border of purple, faceted crystals surrounds the central text. The crystals are arranged in vertical columns on the left and right sides, with some overlapping at the top and bottom. The background is a solid, deep purple color.

Crystal Gala

SALUTING THE TOP-PERFORMING
COMPANIES AND INDIVIDUALS FROM
LEADING REAL ESTATE OF THE WORLD[®]

Leading

REAL ESTATE COMPANIES
OF THE WORLD

SPECIAL THANKS TO OUR AWARDS GALA SPONSORS

Crystal Gala

RECEPTION SPONSOR



WINE SERVICE SPONSOR



ENTERTAINMENT SPONSOR



ANNUAL PERFORMANCE AWARD WINNERS

Winners are listed here in alphabetical order, in the order awards will be presented.

MOMENTUM CLUB

@properties
Chicago, IL

Andrew Abu Inc. REALTORS
Northborough, MA

ARC Realty
Birmingham, AL

Arizona Best Real Estate
Scottsdale, AZ

Ark Properties Shanghai
Shanghai, China

Armor Realty of Tallahassee
Tallahassee, FL

Ascent Real Estate
San Diego, CA

Ashe High Country Realty
West Jefferson, NC

Ayre/Rhinehart Bay Realtors
Bay City, MI

Blowing Rock Investment Properties
Blowing Rock, NC

Bluewater Real Estate
Emerald Isle, NC

Bolton-Johnston Associates of Grosse Pointe, Realtors
Grosse Pointe Farms, MI

Bosshardt Realty Services
Gainesville, FL

Brad Hutchinson Real Estate, Inc.
Melrose, MA

Burgan Real Estate
Boardman, OH

Castelli Real Estate Services
Fort Lauderdale, FL

CBSHOME
Omaha, NE

Chapman-Richards & Associates, Inc.
Salt Lake City, UT

Christopher J. Barrett, Realtors
Wakefield, MA

Cornerstone Brokerage
Tyler, TX

Cressy & Everett Real Estate
South Bend, IN

Crowne Realty, LLC
Bloomington, IL

Davis Realtors
East Brunswick, NJ

Dennis Realty & Investments Corp
Lutz, FL

Dickens Mitchener
Charlotte, NC

Ebby Halliday Realtors
Dallas, TX

Edmonson & Associates Inc., Realtors
Seabrook, TX

Farrell Smyth, Inc.
San Luis Obispo, CA

Ferrigno, Realtors
Storrs, CT

First Wilson Properties
Wilson, NC

Fishburn Realty Co.
Bethlehem, PA

Fisher Provence Realtors
Stillwater, OK

Fletcher Bright Realty
Chattanooga, TN

Fore Properties Realty, Inc.
Southern Pines, NC

Gibson International Inc.
Los Angeles, CA

Gloria Zastko Realtors
North Brunswick, NJ

Greenridge Realty, Inc.
Grand Rapids, MI

Greenwood King Properties
Houston, TX

Greenwood Realty
Greenwood, SC

Halstead Real Estate
New York, NY

Hasson Company REALTORS
Lake Oswego, OR

Houlihan Lawrence Real Estate
Rye Brook, NY

Howard Hanna Company
Pittsburgh, PA

john greene Realtor
Naperville, IL

Joyner Fine Properties
Richmond, VA

Lake Norman Realty, Inc.
Cornelius, NC

Lamacchia Realty
Waltham, MA

ANNUAL PERFORMANCE AWARD WINNERS

Lewith & Freeman Real Estate
Kingston, PA

Lois Schneider Realtor
Summit, NJ

Long & Foster Real Estate Inc.
Chantilly, VA

Lyon Real Estate
Sacramento, CA

**Margaret Rudd & Associates,
Inc. Realtors**
Southport, NC

McIntosh & Assoc.
Jackson, MS

Milestone Realty Consultants
Lexington, KY

Moreland Properties
Austin, TX

National Realty of Brevard
Melbourne, FL

Neumann Real Estate
Ridgefield, CT

Palladium Properties
Aspen, CO

Paragon Real Estate Group
San Francisco, CA

Peabody & Smith Realty, Inc.
Franconia, NH

Perry & Co.
Denver, CO

Phyllis Browning Company
San Antonio, TX

Platinum Group, REALTORS
Colorado Springs, CO

Podley Properties
Pasadena, CA

PorchLight Real Estate Group
Denver, CO

Premier Homes & Properties
Kingsport, TN

Realty Austin
Austin, TX

Realty One Associates
Jackson, MO

RedKey Realty Leaders St. Louis
St. Louis, MO

Rutledge Properties
Wellesley, MA

Sallie Davidson Realtors
London, KY

Salmon Real Estate
Staten Island, NY

Sandpiper Realty
Edgartown, MA

Sari Kingsley Real Estate, LTD
Staten Island, NY

Shea & Sanders Real Estate
East Setauket, NY

Smith & Associates Real Estate
Tampa, FL

Sprague & Curtis Real Estate
Augusta, ME

**Steinborn & Associates
Real Estate**
Las Cruces, NM

Stone House Properties
West Stockbridge, MA

Stone Operations
Sydney, Australia

Stresa Luxury Real Estate
Stresa, Italy

Stribling & Associates, Ltd.
New York, NY

The House Company
Galveston, TX

**The Janet Jones Company
REALTORS**
Little Rock, AR

The Keyes Company
Plantation, FL

TM5 Properties
Bryan, TX

Townsend Real Estate
Fayetteville, NC

Village Properties
Santa Barbara, CA

WEICHERT, REALTORS®
Morris Plains, NJ

2017 MENTOR PROGRAM PARTICIPANTS

2017 MENTORS

CATEGORY TWO

Phil Ford
Ferguson Realtors
Knoxville, TN

Eileen Cherny
Marx-Bensdorf Realtors
Memphis, TN

CATEGORY THREE

Catharine Pappas
Dickens Mitchener
Charlotte, NC

Chris Fullen
Platinum Group, REALTORS
Colorado Springs, CO

ANNUAL PERFORMANCE AWARD WINNERS

Elizabeth Fowler
WestMark, Realtors®
Lubbock, TX

Pam Metzger
WK Real Estate
Boulder, CO

CATEGORY FOUR

Allison Rybarczyk
Arizona Best Real Estate
Scottsdale, AZ

Andrea Bowles
Blanchard & Calhoun Real Estate
Augusta, GA

Susan Kellam
Charles Reinhart Company
Ann Arbor, MI

Donna Mahoney
Coco, Early & Associates
Methuen, MA

Patrice Kuchulis
Hasson Company REALTORS
Lake Oswego, OR

Anne Incorvia
John Daugherty Realtors
Houston, TX

Ann Marie Watkins
LAH Real Estate
Birmingham, AL

Denise Richards
Lake Norman Realty, Inc.
Cornelius, NC

Pam Darby
PorchLight Real Estate Group
Denver, CO

Liz Messier
Residential Properties Ltd.
Providence, RI

Jane Gowarty
Smith & Associates Real Estate
Tampa, FL

Sarah Alvarez
Stribling & Associates, Ltd.
New York, NY

Ashley McEvers
Willis Allen Real Estate
La Jolla, CA

CATEGORY FIVE

Kirsten Abney
Heritage Texas Properties
Houston, TX

Kim Mullins
HUFF Realty
Cincinnati, OH

Deb Boland
Mel Foster Co.
Davenport, IA

CATEGORY SIX

Silvana Malpelli
Brown Harris Stevens
Residential Sales, LLC
New York, NY

Ryan Carrell
Carpenter Realtors
Indianapolis, IN

Janet Hubbard
Lyon Real Estate
Sacramento, CA

Dawn Stevens
The Randall Family of
Companies
Sandwich, MA

CATEGORY SEVEN

Michi Olsen
Alain Pinel Realtors
San Ramon, CA

Denise Talboj
The Keyes Company
Plantation, FL

Vicki Hamp
Long & Foster Real Estate Inc.
Chantilly, VA

Tammy Vlah
Watson Realty Corp.
Jacksonville, FL

Kim Givens
William Raveis Real Estate
Shelton, CT

2017 GRADUATES

CATEGORY TWO

Shannon Brown
Fazendin Realtors
Wayzata, MN

CATEGORY THREE

Ayantu Omer
Perry & Co.
Denver, CO

Kathy Fisher
Robert Paul Properties
Osterville, MA

CATEGORY FOUR

Carol Balistreri
Balistreri Realty
Boca Raton, FL

David Horn
Bellator Real Estate &
Development
Spanish Fort, AL

Kayte Enea
Paragon Real Estate Group
San Francisco, CA

ANNUAL PERFORMANCE AWARD WINNERS

CATEGORY FIVE

Deb Borrell

Allie Beth Allman & Associates
Dallas, TX

Jason Exley

Kentwood Real Estate
Greenwood Village, CO

Lisa Estep

Semonin Realtors
Louisville, KY

Mary Ann Carey

Terrie O'Connor Realtors
Ramsey, NJ

CATEGORY SIX

Amber O'Connell

Iowa Realty
West Des Moines, IA

Jonathan Cohen

RealtySouth
Birmingham, AL

RELO DIRECT® AWARDS

DIRECT CONNECTION SERVICE EXCELLENCE AWARD

Platinum

JBGoodwin, REALTORS
Austin, TX

Gold

Allen Tate Company
Charlotte, NC

Silver

John L. Scott Real Estate
Bellevue, WA

DIRECT CONNECTION LEADS AWARD

Platinum

Dickson Realty
Reno, NV

Gold

The Group Inc. Real Estate
Fort Collins, CO

Silver

Shorewest, REALTORS®
Brookfield, WI

DIRECT CONNECTION AMBASSADOR AWARD

**Cottingham Chalk Hayes,
Realtors**

Charlotte, NC

DIRECT CONNECTION GLOBAL PARTNER AWARD

Ark Properties Shanghai

Shanghai, China

AWARDS OF EXCELLENCE

OUTGOING REFERRAL PRODUCTION (RP)

CATEGORY ONE

CamTaylor Realtors

Columbus, OH

CATEGORY TWO

Townsend Real Estate

Fayetteville, NC

CATEGORY THREE

Platinum Group, REALTORS

Colorado Springs, CO

CATEGORY FOUR

Arizona Best Real Estate

Scottsdale, AZ

CATEGORY FIVE

Beverly-Hanks & Associates

Asheville, NC

CATEGORY SIX

John R. Wood Properties

Naples, FL

CATEGORY SEVEN

Allen Tate Company

Charlotte, NC

INCOMING CONVERSION (IC%)

CATEGORY ONE

Tina Bilazarian, Inc., REALTORS®

Shrewsbury, MA

CATEGORY TWO

Villager Realty, Inc.

Lewisburg, PA

CATEGORY THREE

Platinum Group, REALTORS

Colorado Springs, CO

CATEGORY FOUR

LAH Real Estate

Birmingham, AL

CATEGORY FIVE

Meybohm Realtors

Augusta, GA

CATEGORY SIX

Lyon Real Estate

Sacramento, CA

CATEGORY SEVEN

Real Estate One, Inc.
Southfield, MI

**OUTGOING SALES
PRODUCTION (SPR)**

CATEGORY ONE

Tina Bilazarian, Inc., REALTORS®
Shrewsbury, MA

CATEGORY TWO

Marx-Bensdorf Realtors
Memphis, TN

CATEGORY THREE

Platinum Group, REALTORS
Colorado Springs, CO

CATEGORY FOUR

Arizona Best Real Estate
Scottsdale, AZ

CATEGORY FIVE

Beverly-Hanks & Associates
Asheville, NC

CATEGORY SIX

Lyon Real Estate
Sacramento, CA

CATEGORY SEVEN

Allen Tate Company
Charlotte, NC

**EQUIVALENT OUTGOING
SALES PRODUCTION (SPR)**

CATEGORY ONE

Tina Bilazarian, Inc., REALTORS®
Shrewsbury, MA

CATEGORY TWO

Townsend Real Estate
Fayetteville, NC

CATEGORY THREE

Platinum Group, REALTORS
Colorado Springs, CO

CATEGORY FOUR

John Daugherty Realtors
Houston, TX

CATEGORY FIVE

Kentwood Real Estate
Greenwood Village, CO

CATEGORY SIX

Lyon Real Estate
Sacramento, CA

CATEGORY SEVEN

Houlihan Lawrence Real Estate
Rye Brook, NY

**TOP 5 OUTGOING
CLOSING AWARD**

First Place
WEICHERT, REALTORS®
Morris Plains, NJ

Second Place
Long & Foster Real Estate Inc.
Chantilly, VA

Third Place
Howard Hanna Company
Pittsburgh, PA

Fourth Place
Ebby Halliday Realtors
Dallas, TX

Fifth Place
Allen Tate Company
Charlotte, NC

**GLOBAL ALLIANCE CLUB
MOST OUTGOING CLOSINGS**

The Keyes Company
Plantation, FL

**TOP 5 GLOBAL
REFERRAL AWARD**

#1 Overall
CIR REALTY
Calgary, Canada

#2 Overall
Giorgio Viganò Real Estate
Milano, Italy

#3 Overall
Macdonald Realty Ltd.
Vancouver, Canada

#4 Overall
Ginesta Immobilien
Kusnacht, Switzerland

#5 Overall
Bowes & Cocks
Peterborough, Canada

**RELO QUALITY
CERTIFICATION AWARD**

Jack Conway & Company
Norwell, MA

WK Real Estate
Boulder, CO

**SERVICE RECOGNITION
AWARDS**

PRESIDENT'S SERVICE AWARD

Andrea Bowles
Blanchard & Calhoun
Real Estate
Augusta, GA

ANNUAL PERFORMANCE AWARD WINNERS

Berry Everitt

Chas Everitt International
Property Group
Johannesburg, South Africa

Tom Flanagan

The Group Inc. Real Estate
Fort Collins, CO

Michael Guthrie

Roy Wheeler Realty Co.
Charlottesville, VA

Jeremy Hurst

IRG- International
Realty Group Ltd.
George Town, Cayman Islands

Matthew Leone

Halstead Real Estate
New York, NY

Silvana Malpelli

Brown Harris Stevens
Residential Sales, LLC
New York, NY

Frank Morrice

Servmor Realty
Panama City, Panama

Kimberly Mullins

HUFF Realty
Cincinnati, OH

Ueli Schnorf

WETAG Consulting
Locarno, Switzerland

Pat Shea

Lyon Real Estate
Sacramento, CA

Andrew Smith

Peabody & Smith Realty, Inc.
Franconia, NH

Tammy Vlah

Watson Realty Corp.
Jacksonville, FL

Merle Whitehead

Howard Hanna Company
New York Region

CHAIRMAN'S SERVICE AWARD

Mark Bardo

The Keyes Company
Plantation, FL

Vicki Hamp

Long & Foster Real Estate Inc.
Chantilly, VA

HALL OF FAME SERVICE AWARD

Eileen Cherny

Marx-Bensdorf Realtors
Memphis, TN

Catharine Pappas

Dickens Mitchener
Charlotte, NC

WEB AWARDS

BEST VISUAL DESIGN AWARD

@properties
Chicago, IL

BEST PROPERTY SEARCH AWARD

Ebby Halliday Realtors

Dallas, TX

BEST INTERACTIVITY AWARD

Long & Foster Real Estate Inc.

Chantilly, VA

BEST ILM PROCESS AND RESPONSE TIME AWARD

LX Costa Rica

San Jose, Costa Rica

MOST EFFECTIVE SEO STRATEGY AWARD

GARDNER, REALTORS

Metairie, LA

BEST LEADINGRE BRANDING AWARD

Chas Everitt International

Property Group
Johannesburg, South Africa

BEST MOBILE SITE AWARD

Carpenter Realtors

Indianapolis, IN

#1 OVERALL WEBSITE TRAFFIC LEADER AWARD

Allen Tate Company

Charlotte, NC

LIFETIME ACHIEVEMENT AWARD

Larry Kendall

The Group Inc. Real Estate
Fort Collins, CO

MILLION DOLLAR CLUB - MOST OUTGOING CLOSINGS

Houlihan Lawrence Real Estate

Rye Brook, NY

NEW MEMBER FAST TRACKER AWARD

Lamacchia Realty

Waltham, WA

Crystal Gala

BEST OVERALL WEBSITE

**Chas Everitt International
Property Group**
Johannesburg, South Africa

LEADERSHIP AWARD

Larry Roberts
Bahamas Realty Limited
Nassau, Bahamas

Lennox Scott
John L. Scott Real Estate
Seattle, WA

**CROWN OF
EXCELLENCE AWARD**

CATEGORY ONE

Tina Bilazarian, Inc., REALTORS®
Shrewsbury, MA

CATEGORY TWO

Townsend Real Estate
Fayetteville, NC

CATEGORY THREE

Platinum Group, REALTORS
Colorado Springs, CO

CATEGORY FOUR

John Daugherty Realtors
Houston, TX

CATEGORY FIVE

Beverly-Hanks & Associates
Asheville, NC

CATEGORY SIX

Lyon Real Estate
Sacramento, CA

CATEGORY SEVEN

Allen Tate Company
Charlotte, NC

PINNACLE AWARD

CATEGORY ONE

Farrell Smyth, Inc.
San Luis Obispo, CA

CATEGORY TWO

Marx-Bensdorf Realtors
Memphis, TN

CATEGORY THREE

WK Real Estate
Boulder, CO

CATEGORY FOUR

John Daugherty Realtors
Houston, TX

CATEGORY FIVE

Realty Austin
Austin, TX

CATEGORY SIX

Lyon Real Estate
Sacramento, CA

CATEGORY SEVEN

Long & Foster Real Estate Inc.
Chantilly, VA

**CUSTOMER EXPERIENCE
OF THE YEAR AWARD**

David Steele
Blanchard & Calhoun Real Estate
Augusta, GA

**REFERRAL OF THE
YEAR AWARD**

Steve Wrenn
CRYE-LEIKE,
Realtors of Atlanta, Inc.
Atlanta, GA

Elaine Pardalos
Halstead Real Estate
New York, NY

DIAMOND AWARD

Allen Tate Company
Charlotte, NC

AGENT PRODUCTION AWARD

Due to the earlier conference dates, 2017 Agent Production Award nominees and winners will be announced during the 2019 Awards Gala.

CATEGORY SIZES

CATEGORY 1

1 to 20 Associates

CATEGORY 2

21 to 50 Associates

CATEGORY 3

51 to 100 Associates

CATEGORY 4

101 to 200 Associates

CATEGORY 5

201 to 500 Associates

CATEGORY 6

501 to 1,000 Associates

CATEGORY 7

More than 1,000 Associates