

Here are the highest-grossing agents in Miami-Dade's top markets

Miami Gardens made the top 5 cities with the largest sales volumes

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Clockwise from top left: Ariel Lopez, Jill Hertzberg, Jill Eber, Josie Wang, Judy Zeder and Riley Smith

Who's the highest-grossing of them all?

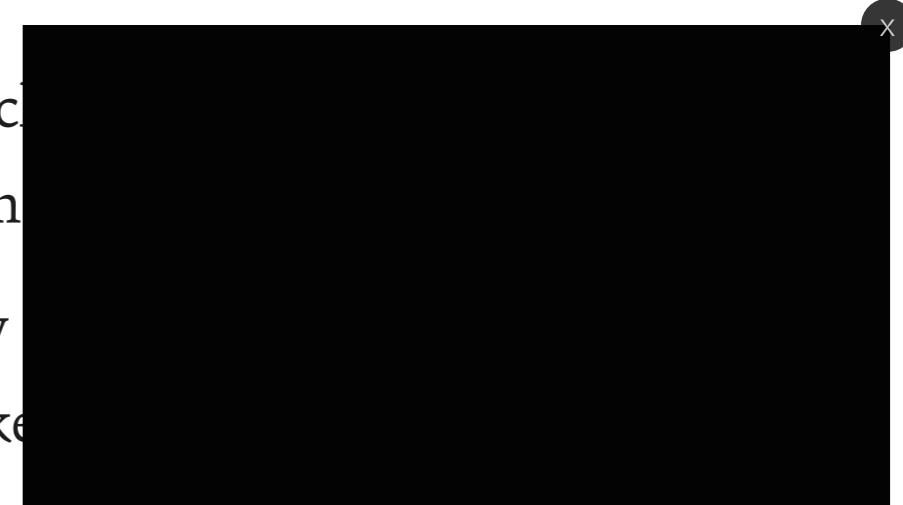
Riley Smith, the Jills, the Zeder team, Josie Wang and Ariel Lopez were among the [leading agents](#) in Miami's top neighborhoods, according to an analysis of single-family home sales that closed in Miami-Dade County in 2017.

The data, analyzed by *The Real Deal*, also shows the cities with the highest sales volumes. Miami came in at No. 1 with \$705 million of closed home sales, followed by Miami Beach with \$609 million, Coral Gables with \$587 million, Pinecrest with about \$308 million and Miami Gardens with nearly \$192 million.

Here's a look at each one:

Miami

Riley Smith was the leader of the pack in Miami with \$47.37 million of closed deals. Smith, of EWM Realty International, had a 3 percent market share. Next in line was Peggy Fucci, owner of OneWorld Properties. Fucci only sold on the selling side and one on the buying side, to control 2 percent of the market



home sales.

Top Miami Agents	Listing volume	Listing sides	Selling volume	Selling sides	Total volume	Total sides	Market share
<i>Riley Smith</i>	<i>\$29M</i>	<i>20</i>	<i>\$18.4M</i>	<i>12</i>	<i>\$47.4M</i>	<i>32</i>	<i>3%</i>
Peggy Fucci	\$11.5M	1	\$11.5M	1	\$23M	2	2%
The Jills	\$12.7M	5	\$5.9M	2	\$18.7M	7	1%
Jack Coden	\$13.4M	18	\$5M	5	\$18.5M	23	1%
Nancy Batchelor	\$15M	6	\$2.6M	2	\$17.7M	8	1%

Miami Beach

It's no surprise that Coldwell Banker's top team, the Jills, ranked No. 1 in Miami Beach and throughout the county last year for single-family home sales. The team, led by Jill Hertzberg and Jill Eber, closed \$111.1 million over 30 deals, representing about 9 percent of the Miami Beach market.

EWM's Nelson Gonzalez was the second top-producing agent with \$82 million in closed single-family home sales and 7 percent market share; and the Esther Percal Team, also of EWM, was No. 3 with \$53 million in sales volume and a 4 percent market share.

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Agent	Listing volume	Listing sides	Selling volume	Selling sides	Total volume	Total sides	Market share
The Jills	\$81.6M	22	\$29.6M	9	\$111.2M	31	9%
Nelson Gonzalez	\$11.5M	3	\$70.5M	6	\$82M	9	7%
Esther Percal Team	\$44.6M	8	\$8.4M	4	\$53M	12	4%
Julian Johnston	\$23.1M	5	\$28.6M	5	\$51.7M	10	4%
Dora Puig	\$25.2M	3	\$23.5M	3	\$48.7M	6	4%

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Coral Gables

Judy Zeder's team led the Gables ranking with \$97.5 million in sales volume last year and an 8 percent market share. EWM's Zeder Team was followed by the Jills with \$53.7 million and 5 percent of the market. Belinda Sime of Sime Realty Corporation closed \$34.2 million in single-family home sales and had a 3

percent market share.

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Agent	Listing volume	Listing sides	Selling volume	Selling sides	Total volume	Total sides	Market share
The Zeder Team	\$27.4M	10	\$70M	10	\$97.5M	20	8%
The Jills	\$53.7M	3	\$0	0	\$53.7M	3	5%
Belinda Sime	\$12M	8	\$22.2M	7	\$34M	15	3%
The Cocoplum Team	\$19.2M	10	\$14.6M	7	\$34.8M	17	3%
Carole Smith	\$17.3M	12	\$9.6M	7	\$27M	19	2%

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Pinecrest

Josie Wang of Brown Harris Stevens Miami closed \$43 million of home sales in Pinecrest last year, giving her the top spot and a 7 percent market share. The Zeder Team followed Wang with \$27.7 million in sales, and the Goldman Residential Group was third with \$17 million in sales volume for 2017.

In Pinecrest, a town known for its large, high-end estates, sales of single-family homes totaled \$308 million.

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Top Pinecrest Agents	Listing volume	Listing sides	Selling volume	Selling sides	Total volume	Total sides	Market share
Josie Wang	\$23.4M	10	\$19.7M	8	\$43M	18	7%
Zeder Team	\$15.3M	10	\$12.4M	7	\$27.7M	17	4%
Goldman Residential Group	\$15.2M	12	\$1.9M	2	\$17M	14	3%
Jo-Ann Forster	\$11.2M	6	\$3M	2	\$14.3M	8	2%
JoAnn Roberts	\$12.4M	12	\$575k	1	\$12.9M	13	2%

Miami Gardens

Single-family home sales totaled nearly \$194 million in Miami Gardens, a city in north-central Miami-Dade. The top agents were Ariel and Liza Lopez at Island Living Realty. The Lopezes' sales volume totaled \$5.2 million last year. The husband-and-wife couple buy, renovate and flip homes, mostly in Miami Gardens. Ariel Lopez attributes part of the increase in sales to buyers outpriced of the nearby Hialeah market.

The Lopezes were followed by Julio Menendez with nearly \$3 million of closed single-family home sales. Third in the ranking was Esney Diaz with about \$2.9 million in closed deals.

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Miami Gardens Agents	Listing volume	Listing sides	Selling volume	Selling sides	Total volume	Total sides	Market share
Ariel Lopez	\$4.3M	19	\$874k	4	\$5.2M	23	1%
Julio Menendez	\$2.4M	9	\$560k	2	\$3M	11	1%
Esney Diaz	\$2.5M	11	\$348k	2	\$2.9M	13	1%
Riad Fayad	\$1.7M	7	\$765k	3	\$2.5M	10	1%
Todd Sims	\$2.4M	10	\$0	0	\$2.4M	10	1%

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Credit for each deal was assigned to the first agent on the listing. No credit was given to co-listing agents. Agents were credited with both listing and selling sides. Total dollar volume is the sum of the buy side and the sell side. Agents who publicly advertise as members of a team, or who share at least 75 percent of their total sales volume, were counted together. Home sales in unincorporated Miami-Dade were not counted.

Tags: [judy zeder](#), [julian johnston](#), [nelson gonzalez](#), [Residential Real Estate](#), [the jills](#), [top agents](#)



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