

**T H E L I S T**

Compiled by Junior Skepple  
904-265-2218, @JBLists  
jskepple@bizjournals.com

# TOP RESIDENTIAL REAL ESTATE TEAMS (1-25)

RANKED BY VALUE OF HOMES & LOTS SOLD 9/1/16 TO 8/31/17

	Name URL Telephone	Team or Individual	Value of homes & lots sold 9/1/16 to 8/31/17	Number of homes & lots sold 9/1/16 to 8/31/17	Value of most expensive home/property	Number of people on real estate team	Geographical area covered	Market niche	Year team started in area	Company name
1	<b>Debbie Shagnea &amp; Associates</b> ① debbieshagnea.com 904-288-6236	Team	\$46,844,605	134	\$930,000	3	First Coast	Single family residential	2012	Watson Realty Corp.
2	<b>Dana Hancock</b> ③ danahancock.com 904-287-4252	Team	\$45,687,785	155	\$3,400,000	6	Duval, St. Johns and Clay counties	Residential sales and listings	1998	RE/MAX Specialists
3	<b>Kim Knapp</b> ⑩ teamknapp.com 904-334-7425	Team	\$38,580,489	NA	NA	6	NA	NA	NA	Coldwell Banker Vanguard Realty
4	<b>Menton &amp; Ballou Group</b> ⑤ mentonandballougroup.com 904-436-1354	Team	\$36,533,610	118	\$1,125,000	10	St. Johns County	Single Family and Condo	2002	Watson Realty Corp
5	<b>Crum-Gachet Team</b> ⑧ staugustinarealestatepro.com 866-461-9066	Team	\$33,851,953	97	\$1,150,000	4	St. Johns County, Beaches, Jacksonville	Golf course communities, waterfront properties	1999	Watson Realty Corp.
6	<b>Lisa Barton</b> ⑪ LisaSellsPonteVedra.com 904-705-1382	Team	\$33,254,900	61	\$2,850,000	3	Ponte Vedra Beach & Jacksonville Beaches	Luxury homes	NA	Berkshire Hathaway HomeServices Florida Network Realty
7	<b>Will Landay/Ridaught Team</b> ⑳ landayteam.com 904-280-1115	Team	\$32,249,650	116	\$800,000	2	Northeast Florida	NA	2008	RE/MAX Unlimited
8	<b>Cherya Cavanaugh</b> ㉓ cheryacavanaugh.remoxagent.com 904-834-7682	Team	\$31,409,770	92	\$860,000	7	Nocatee	55+ Communities	2011	RE/MAX Unlimited
9	<b>Pam Watt Team</b> ㉒ thewattteam.com 904-669-1592	Team	\$31,145,552	103	\$1,050,000	5	Duval, St. Johns and Clay counties	Residential family homes	2003	RE/MAX Specialists
10	<b>McAfee-Hughes Team</b> ② mcafeehughes.com 904-270-0748	Team	\$31,053,003	62	\$1,850,000	8	Ponte Vedra Beach, Palm Valley, St. Johns County	Residential home sales	2016	RE/MAX Specialists PV
11	<b>Team John Whitesell</b> ⑫ www.jwsells.com 904-495-3973	Team	\$30,007,606	150	\$900,000	8	St Johns, Duval, Clay, Flagler, Putnam Counties	N/A	2010	Keller Williams Realty Atlantic Partners St Augustine
12	<b>Sandy Miller Team</b> ⑨ findahomeinjaxsonville.com 904-899-6454	Team	\$28,116,019	124	\$630,000	4	Intracoastal, Southside, and Beaches	Military, relocation, & sellers staying local	2003	Watson Realty Corp
13	<b>Jayne Young</b> * pontevedrafocus.com 904-333-1111	Team	\$27,370,140	39	\$2,763,000	2	Ponte Vedra, Beaches & Riverfront	Waterfront & Luxury Properties	2004	Ponte Vedra Club Realty
14	<b>Tom Gibbon and Margi Petitt</b> ⑦ margiandtomselljax.com 904-571-9821	Team	\$27,036,920	57	\$1,582,500	2	Intracoastal West and the Beaches	NA	2010	Keller Williams Atlantic Partners
15	<b>Naomi &amp; Matt Wilkinson</b> ㉑ mattandnaomi.com 904-834-7682	Team	\$26,923,691	86	\$1,250,000	3	Northeast Florida	NA	2005	RE/MAX Unlimited
16	<b>Cindy Gavin Team</b> ⑭ cindygavinteam.com 904-465-3397	Team	\$26,567,698	107	\$1,500,000	6	Duval, St. Johns and Clay counties	New construction, resales and relocation	2002	RE/MAX Specialists
17	<b>Aitken Home Team</b> ㉔ JacksonvilleFLHome.com 904-372-8326	Team	\$25,952,388	110	\$1,160,000	6	Duval, St. Johns and Clay County	Residential	2014	Keller Williams Realty, Atlantic Partners Southside
18	<b>Susan Fort</b> * pvclubrealty.com 904-514-7150	Team	\$25,738,000	20	\$8,350,000	2	Ponte Vedra & The Beaches	Waterfront & Luxury Properties	2000	Ponte Vedra Club Realty
19	<b>David and Clair Team</b> ⑮ davidandclair.com 904-421-7934	Team	\$24,831,508	96	\$975,000	2	Duval, St. Johns, Clay	Residential, Waterfront, Investors, Vacant Land	2012	Watson Realty Corp.
20	<b>Starr Keating</b> ㉖ starrhomesearch.com 904-568-7575	Team	\$24,232,381	NA	NA	3	NA	NA	NA	Coldwell Banker Vanguard Realty
21	<b>Gaffney Team</b> ㉗ dawngaffneyteam.com 904-742-2662	Team	\$23,296,226	81	\$727,000	2	Duval, St. Johns	Military, residential and investment	2004	Watson Realty Corp.
22	<b>Kim Sandberg Team</b> ㉘ KimSandberg.com 904-834-7682	Team	\$22,214,988	63	\$718,651	3	Northeast Florida	NA	2006	RE/MAX Unlimited
23	<b>Jim Pittman Team</b> ㉙ propertybypittman.com 904-860-5478	Team	\$20,328,661	85	\$870,000	4	Duval, St. Johns County and Beaches	NA	2011	Keller Williams Atlantic Partners
24	<b>Palmer Marketing Group</b> * ppalmer.watsonrealtycorp.com 904-853-2071	Team	\$20,184,812	146	\$2,250,000	3	Jacksonville Metropolitan Area & the Beaches	Builder sales & condominiums	2002	Watson Realty Corp.
25	<b>Michael Paull Team</b> ㉚ MichaelPaullTeam.com 904-270-0747	Team	\$18,344,341	58	\$660,000	3	Jacksonville, Ponte Vedra	Single family homes	2006	RE/MAX Specialists PV

**► CLOSER LOOK**

**155**

The largest number of homes and lots sold by a team on this year's List.

**2016 Top Teams**

The following teams were on the list last year but did not provide information this year:

Team	Previous value
Welch Team	\$39M
Cady Team	\$23.2M
Kelly Whitaker & Wanda Petersen	\$20.5M
Cole Slate & Erika Pledger	\$17.6M

**ABOUT THE LIST**

Information on The List was supplied by representatives of individual companies through questionnaires. Not all Northeast Florida companies responded to our inquiries by deadline. Only those that responded to our inquiries were listed. In case of ties, companies are listed alphabetically. This list will be updated before inclusion in the Book of Lists.

**WHAT CONSTITUTES NORTHEAST FLORIDA?**

Northeast Florida denotes Baker, Clay, Duval, Flagler, Nassau, Putnam and St. Johns counties.

**NEED A COPY OF THE LIST?**

Information for obtaining reprints, Web permissions and commemorative plaques, call 904-265-2207. More information can be found online at JacksonvilleBusinessJournal.com by clicking the "Book of Lists" tab near the top of the site.

**NOTES:** NA - not applicable, not available or not approved; \*Unranked last year

# THE LIST

Compiled by Junior Skepple  
904-265-2218, @JBLists  
jskepple@bizjournals.com

## TOP RESIDENTIAL REAL ESTATE TEAMS (26-50)

RANKED BY VALUE OF HOMES & LOTS SOLD 9/1/16 TO 8/31/17

	Name URL Telephone	Team or Individual	Value of homes & lots sold 9/1/16 to 8/31/17	Number of homes & lots sold 9/1/16 to 8/31/17	Value of most expensive home/property	Number of people on real estate team	Geographical area covered	Market niche	Year team started in area	Company name
26	<b>Michael Paull Team</b> MichaelPaullTeam.com 904-270-0747	Team	\$18,344,341	58	\$660,000	3	Jacksonville, Ponte Vedra	Single family homes	2006	RE/MAX Specialists PV
27	<b>Randy Martin Team</b> movewithrandy.com 904-288-6213	Team	\$18,318,787	60	\$1,010,000	4	Northeast Florida, First Coast	Single family residential	2000	Watson Realty Corp.
28	<b>Beard Team</b> elisebeard.com 904-465-2784	Team	\$17,940,031	30	\$2,100,000	2	North Florida	Beaches	2005	Watson Realty Corp.
29	<b>Jacalone Advantage</b> homes4salestaugustine.com 904-501-8241	Team	\$17,500,746	79	\$825,000	4	St. Augustine, St. Johns County, Palm Coast, Duval County	Residential listings, sales and relocation	2004	Watson Realty Corp.
30	<b>Todd Arnold</b> team813todd.com 904-270-0749	Team	\$16,508,529	63	\$1,650,000	3	Northeast Florida	Individualized service	2015	RE/MAX Specialists PV
31	<b>Steve Jones Team</b> callstevejones.com 904-993-9003	Team	\$15,929,368	65	\$2,700,000	3	Duval, St. Johns and Clay Counties	Mandarin, St. Johns, Beaches, Orange Park.	1994	RE/MAX Specialists
32	<b>Denette Triplett Team</b> myjaxhome.com 904-568-2022	Team	\$15,853,308	55	NA	2	Duval, St. Johns and Clay Counties	Mandarin, Southside, Northwest St. Johns County	1999	RE/MAX Specialists
33	<b>Marla Newman</b> marlanewmangroup.com 904-874-8299	Team	\$15,321,479	NA	NA	3	NA	NA	NA	Coldwell Banker Vanguard Realty
34	<b>Susan Krawczyk Team</b> susansellsjax.com 904-772-9800	Team	\$14,940,001	91	NA	2	Duval, Baker, Nassau	Residential, vacant land, investors	NA	Watson Realty Corp.
35	<b>DeCastro Erickson Team</b> decastroanderrickson.com 904-710-2163	Team	\$14,800,989	77	\$422,000	NA	Duval, St. Johns, Clay & Nassau counties	First-time Homebuyers, military and referrals	2012	Watson Realty Corp.
36	<b>Luxury Leaders Group</b> jimzeller.watsonrealtycorp.com 904-772-5592	Team	\$14,117,721	26	\$1,338,000	5	Northeast Florida	Luxury homes, Waterfront, Country club and gated communities	2012	Watson Realty Corp.
37	<b>The Get Smart Team</b> getsmartteam.com 904-479-3252	Team	\$13,510,380	71	\$650,000	NA	Jacksonville	Residential Sales	2007	Watson Realty Corp.
38	<b>Stacey Burkins</b> cbvfl.com 904-591-3638	Team	\$13,477,085	NA	NA	3	NA	NA	NA	Coldwell Banker Vanguard Realty
39	<b>Susan Kennedy</b> jacksonville-kennedyteam.com 904-880-6700	Team	\$13,031,240	NA	NA	6	NA	NA	NA	Coldwell Banker Vanguard Realty
40	<b>Farnsworth Team</b> ameliaislandrealestatetoday.com 904-583-5611	Team	\$12,882,729	35	\$2,140,000	2	Nassau County	South end of Amelia Island	2006	Watson Realty Corp.
41	<b>Donna Matthews</b> DonnaMatthewsHomes.com 904-347-3635	Team	\$12,546,798	33	\$1,600,000	2	St. Johns County	Waterfront, luxury, vacation, and single family residential properties	NA	Berkshire Hathaway HomeServices Florida Network Realty
42	<b>Eric &amp; Dava Dreibelbis</b> lifesabeachhouse.net 904-472-5448	Team	\$11,695,832	40	\$567,000	4	Duval, St. Johns County and Beaches	NA	2011	Keller Williams Atlantic Partners
43	<b>Pat LeRoy Team</b> pat.leroy@watsonrealtycorp.com 904-705-8802	Team	\$11,642,723	39	\$915,000	3	Clay, Duval, St. Johns and Putnam	Residential, commercial, riverfront, fine estate homes	2006	Watson Realty Corp.
44	<b>Walker Vergales Team</b> angelaandhoward.com 904-421-7950	Team	\$11,518,430	44	\$520,000	3	Duval, St. Johns, Clay	Residential, Investors, Vacant Land, Waterfront	1996	Watson Realty Corp.
45	<b>Eden Jordan</b> edenjordan.com 904-333-9244	Team	\$11,477,049	NA	NA	2	NA	NA	NA	Coldwell Banker Vanguard Realty
46	<b>Susan McEwen Team</b> susanmcewen.watsonrealtycorp.com 904-994-2505	Team	\$11,056,057.69	42	\$653,870	2	All of Nassau County	Fernandina Beach, Yulee and Relocations	2005	Watson Realty Corp.
47	<b>Dream Home Team Jax</b> dreamhometeamjax.com 904-421-6943	Team	\$10,342,215	72	\$562,366	4	Jacksonville, St. Johns	First-time Homebuyers, Military, International	1995	Watson Realty Corp.
48	<b>Judy &amp; Jennifer Fields</b> cbvfl.com 904-534-5839	Team	\$10,298,476	44	\$515,000	2	Fleming Island, Clay County	Fleming Island Luxury Homes & relocation	NA	Coldwell Banker Vanguard Realty
49	<b>Tatro Marine Scarponi Team</b> greenfrontdoor.com 904-834-1339	Team	\$10,265,045	41	\$555,000	3	St. Johns, Duval, Clay, Flagler and Putnam Counties	Residential and commercial	2014	Watson Realty Corp.
50	<b>Vanessa Solomon</b> teamsolomonpatrick.floridanetworkrealty.com 904-994-3746	Team	\$10,205,000	11	\$1,785,000	2	Ponte Vedra Blvd. to Atlantic Beach	Luxury market	NA	Berkshire Hathaway HomeServices Florida Network Realty

### ► CLOSER LOOK

#### ABOUT THE LIST

Information on The List was supplied by representatives of individual companies through questionnaires. Not all Northeast Florida companies responded to our inquiries by deadline. Only those that responded to our inquiries were listed. In case of ties, companies are listed alphabetically.

#### WHAT CONSTITUTES NORTHEAST FLORIDA?

Northeast Florida denotes Baker, Clay, Duval, Flagler, Nassau, Putnam and St. Johns counties.

#### NEED A COPY OF THE LIST?

Information for obtaining reprints, Web permissions and commemorative plaques, call 904-265-2207. More information can be found online at JacksonvilleBusinessJournal.com by clicking the "Book of Lists" tab near the top of the site.

**NOTES:** NA - not applicable, not available or not approved; \*Unranked last year

We're in your neighborhood.



Watson Realty Corp. REALTORS®

Leading  
REAL ESTATE  
COMPANIES  
OF THE WORLD

# CONGRATULATIONS

to our Sales Associates who ranked on the  
**RESIDENTIAL REAL ESTATE AGENTS LIST**  
and **RESIDENTIAL REAL ESTATE TEAMS LIST**



WatsonRealtyCorp.com | 1-800-257-5143

