

Ranked by 2008 Sales Volume

	COMPANY LOCATION	OFFICERS	SALES VOLUME 2008 (in millions)	% CHANGE FROM 2007	AVERAGE SALES VOLUME PER SALESPERSON (in thousands)	TRANSACTION SIDES 2008	RANKING BY SIDES 2008	SALESPERSON	OFFICES
1	NRT LLC Parsippany, N.J.	Bruce G. Zipf	\$132,100.0	- 24.2%	\$2,600.4	275,640	1	50,800	835
2	HomeServices of America Inc. Minneapolis	Ronald J. Peltier	37,317.9	- 25.4	2,306.4	123,756	2	16,180	294
3	Long & Foster Real Estate Inc. Chantilly, Va.	P. Wesley Foster Jr.	25,582.3	- 24.7	1,847.2	71,903	3	13,849	217
4	Prudential Douglas Elliman Real Estate S. Huntington, N.Y.	Dorothy Herman	11,572.6	- 16.8	3,041.4	11,714	16	3,805	64
5	GMAC Home Services Oak Brook, Ill.	Graham Badun	9,290.7	- 29.4	3,034.2	15,043	12	3,062	78
6	Prudential Fox & Roach, REALTORS® Devon, Pa.	Lawrence F. Flick IV	8,078.5	- 22.0	1,935.4	21,520	7	4,174	62
7	Howard Hanna Co. Pittsburgh	Howard W. Hanna III	5,769.1	13.8	1,513.4	32,512	4	3,812	117
8	Alain Pinel Inc., REALTORS® Saratoga, Calif.	Paul L. Hulme	5,710.4	- 20.5	4,635.1	5,259	65	1,232	23
9	Coldwell Banker United, REALTORS® Bryan, Texas	Richard A. Smith	5,232.9	- 14.6	2,094.0	23,597	5	2,499	85
10	William Raveis Real Estate Inc. Shelton, Conn.	William M. Raveis Jr.	4,847.0	- 11.9	2,763.4	9,128	28	1,754	55
11	ZipRealty.com Emeryville, Calif.	Patrick Lashinsky	4,643.4	0.6	1,648.9	17,156	9	2,816	40
12	Ebby Halliday, REALTORS®/Ellen Terry, REALTORS®/ Dave Perry-Miller & Associates Dallas	Ebby Halliday, Mary Frances Burleson	4,489.2	- 6.5	2,951.5	15,685	10	1,521	30
13	John L. Scott Real Estate Bellevue, Wash.	J. Lennox Scott	4,075.5	- 41.1	2,627.6	10,888	20	1,551	33
14	First Team Real Estate Costa Mesa, Calif.	Cameron Merage	4,058.6	- 15.6	2,227.6	7,557	39	1,822	30
15	Coldwell Banker Bain/Coldwell Banker Barbara Sue Seal Properties Mercer Island, Wash.	William J. Riss	3,847.8	- 36.9	2,946.2	8,369	34	1,306	28
16	Crye-Leike, REALTORS® Memphis, Tenn.	Harold E. Crye	3,760.4	- 25.0	1,205.6	23,182	6	3,119	103
17	Allen Tate Co. Charlotte, N.C.	Allen Tate, Pat Riley, Gary Scott	3,645.4	- 34.4	2,326.4	15,364	11	1,567	52
18	Baird & Warner Chicago	Stephen W. Baird	3,400.0	- 27.7	2,125.0	11,300	18	1,600	30
19	Prudential Connecticut Realty Rocky Hill, Conn.	Peter G. Helie	3,389.4	- 33.3	2,115.7	8,723	31	1,602	56
20	Realty Executives Inc. Phoenix	John Foltz	3,331.5	- 24.1	2,361.1	13,820	14	1,411	60
21	Houlihan Lawrence Inc. Bronxville, N.Y.	Stephen Meyers	3,165.2	- 17.3	3,055.3	5,349	63	1,036	26
22	RE/MAX Allegiance Alexandria, Va.	Charlie Bengel Jr.	3,159.2	- 22.8	3,948.9	9,551	24	800	28
23	Prudential California Realty Pleasanton, Calif. (Mason-McDuffie Real Estate)	Ed Krafchow	3,077.1	- 15.2	1,810.1	6,305	52	1,700	42
24	RE/MAX Equity Group Inc. Portland, Ore.	Jim Homolka	2,875.0	- 35.3	2,973.1	9,296	25	967	16
25	Intero Real Estate Services Inc. Cupertino, Calif.	Eugene Blefari	2,748.5	- 17.4	2,355.2	4,049	81	1,167	14
26	RE/MAX Alliance Arvada, Colo. (Woodside Realty Co. Inc./Woodside Realty Co.-Central/ Alliance Metro Real Estate LLC/KSJ Corp./Rock 182 Inc./Andisch Inc.)	Charles S. Ochsner	2,721.1	- 20.9	3,418.4	11,018	19	796	21
27	RE/MAX Gold Rancho Cordova, Calif. (Norcal Gold Inc.)	James O'Bryon	2,677.2	13.0	3,346.6	10,143	21	800	23
28	Realty USA Orchard Park, N.Y.	Merle L. Whitehead	2,609.9	- 14.1	1,216.2	18,115	8	2,146	62
29	Keller Williams Realty Dallas	David Osborn	2,535.6	- 25.5	1,556.5	11,662	17	1,629	12
30	RE/MAX Results Eden Prairie, Minn. (Collopy & Saunders Real Estate Inc.)	John Collopy	2,302.2	- 9.8	5,316.9	9,685	23	433	13
31	Prudential Florida Realty Sunrise, Fla. (Watermark Realty Inc.)	Rei Mesa	2,266.4	- 19.8	1,298.8	6,728	42	1,745	43
32	Slifer Smith & Frampton Real Estate Avon, Colo.	Jim Flaum	2,239.3	- 22.5	17,225.2	1,591		130	22
33	First Weber Group, REALTORS® Madison, Wis.	James R. Imhoff Jr.	2,109.1	- 24.8	1,793.5	9,780	22	1,176	53
34	RE/MAX Greater Atlanta Atlanta (Greater Atlanta Brokerage Solutions)	Raymond Morris	2,075.6	- 43.8	3,375.0	9,128	29	615	9
35	Shorewest, REALTORS® Brookfield, Wis.	Joseph Horning	2,070.6	- 23.5	1,972.0	9,170	27	1,050	25
36	Lyon Real Estate Sacramento, Calif. (William L. Lyon & Associates Inc.)	Michael P. Lyon	2,067.1	- 7.5	2,351.6	6,486	49	879	17
37	Keller Williams Realty Austin, Texas (Willis Management)	Mark Willis	1,969.7	- 20.3	1,215.1	9,212	26	1,621	5
38	Real Estate One Southfield, Mich.	Richard Elsea	1,961.8	- 19.4	1,397.3	14,851	13	1,404	32
39	Watson Realty Corp. Jacksonville, Fla.	William A. Watson Jr.	1,960.3	- 31.5	1,518.5	8,484	32	1,291	40
40	@properties Chicago (At World Properties LLC)	Michael Golden, Thaddeus Wong	1,875.7	- 5.0	2,541.6	5,546	61	738	5
41	Hunt ERA Depew, N.Y.	Peter F. Hunt	1,856.7	38.9	1,582.9	12,528	15	1,173	36

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42 West USA Realty Inc. Peoria, Ariz.	Clay Fouts	1,814.0	- 28.4%	\$1,584.3	9,048	30	1,145	5
43 RE/MAX Marquee Partners Inc. Manhattan Beach, Calif.	Kelli Todd	1,802.3	- 33.4	4,844.8	2,528		372	10
44 Prudential Americana Group, REALTORS® Las Vegas	Mark L. Stark	1,789.8	- 14.9	1,627.1	6,461	50	1,100	6
45 Tomlinson Real Estate Group Coeur D'Alene, Idaho	Robert H. Tomlinson	1,775.8	- 20.0	1,737.5	7,862	37	1,022	22
46 Prudential Georgia Realty Roswell, Ga. (PARGAR LLC)	Daniel T. Forsman	1,725.0	- 28.9	1,417.4	6,825	41	1,217	22
47 Sibcy Cline, REALTORS® Cincinnati (Sibcy Cline Inc./Sibcy Cline Inc. of Kentucky)	Robert N. Sibcy	1,683.4	- 17.6	1,270.5	8,312	35	1,325	22
48 Keller Williams Realty Austin, Texas	Mary Tennant	1,679.0	- 27.5	1,623.8	6,659	45	1,034	2
49 Prudential Gary Greene, REALTORS® Houston (GH III Management LLC)	Marilyn Eiland	1,670.4	- 21.6	2,069.9	6,929	40	807	17
50 Prudential Utah Real Estate Salt Lake City (Extreme Holding LLC)	Dougan Jones	1,661.2	- 41.7	2,624.4	3,396	99	633	18
51 Prudential Homesale Services Group Lancaster, Pa. (Homesale Real Estate Services Inc.) (formerly Coldwell Banker Homesale Services Group)	Doug Rebert, Pete Slaugh, Ron Landis	1,581.5	- 24.4	1,684.2	8,258	36	939	19
52 Daniel Gale Sotheby's International Realty Huntington, N.Y.	Patricia J. Petersen	1,580.1	- 19.3	2,872.8	1,546		550	20
53 Coldwell Banker Howard Perry & Walston Realty Raleigh, N.C.	Donald F. Walston	1,575.5	- 30.9	2,420.1	6,076	54	651	13
54 PMZ Real Estate Modesto, Calif. (Paul M. Zagaris Inc.)	Michael P. Zagaris	1,521.7	51.0	2,766.7	7,599	38	550	12
55 William E. Wood and Associates, REALTORS® Virginia Beach, Va.	Richard B. Thurmond	1,477.7	- 31.5	2,814.7	4,695	70	525	18
56 Carolina One Real Estate Charleston, S.C. (O'Shaughnessy Real Estate Inc.) (formerly Prudential Carolina Real Estate)	Patricia R. Scarafile	1,475.1	- 32.4	1,846.2	5,739	57	799	11
57 RE/MAX Palos Verdes Realty/RE/MAX Execs/RE/MAX Commercial and Investment Realty Palos Verdes Estates, Calif.	Sandra Sanders	1,470.4	- 12.7	3,526.1	2,854		417	8
58 Prudential New Jersey Properties Somerset, N.J. (PNJP LLC)	William O. Keleher Jr.	1,421.0	- 18.3	2,291.9	3,058		620	22
59 F.C. Tucker Co. Indianapolis	James Litten	1,380.3	- 14.0	2,464.9	6,616	47	560	14
60 Prudential Rand Realty New City, N.Y. (RWSP Realty LLC)	Marsha Rand	1,318.4	- 24.3	1,757.9	3,243		750	18



PMZ REAL ESTATE Modesto, Calif.
Michael P. Zagaris, president

Ranking by Sides **38**
Ranking by Sales **54**

ADAPT TO THE NEW MARKET: "We're focusing on REOs and short sales, which are now accounting for about 90 percent of business. [The company's transaction sides jumped 167 percent in 2008, and sales volume rose 51 percent.] We have a nucleus of seasoned practitioners who have experience in foreclosures, plus we have a robust in-house training operation. While our sales team grew by about 3 percent overall, we lost those who could not adapt to the rapidly changing market. Our percentage of practitioners working with buyers is going up. The problem in our market is not demand or financing. It's a lack of inventory to meet the demand at these reduced prices."

61 Frank Howard Allen, REALTORS® Novato, Calif. (Brenlar Investments Inc.)	Noreen A. Smith	1,305.4	- 24.5	3,239.2	1,684		403	10
62 Shorewood Inc., REALTORS® Manhattan Beach, Calif.	Arnold D. Goldstein, Lawrence M. Wolf	1,296.9	- 37.3	3,572.8	1,181		363	7
63 Prudential Carruthers, REALTORS® Severna Park, Md. (Prucar Holdings LLC)	J. Thomas Carruthers III	1,261.1	- 20.3	1,521.2	3,536	96	829	29
64 Latter & Blum Inc., REALTORS® New Orleans	Robert W. Merrick	1,248.3	- 24.7	1,642.5	5,667	58	760	21
65 Coldwell Banker Prime Properties Green Island, N.Y.	Ken Raymond, R. James Long	1,199.5	- 19.8	2,015.9	6,409	51	595	21
66 Altera Real Estate Aliso Viejo, Calif. (formerly RE/MAX Real Estate Services)	Gary Thomas	1,192.5	- 22.4	4,258.9	2,084		280	8
67 Keller Williams Realty-The Rawls Group Atlanta	Shaun Rawls	1,182.8	- 25.5	1,345.6	3,996	82	879	6
68 The Hasson Co. Lake Oswego, Ore.	Michael J. Hasson	1,171.0	- 32.4	4,419.0	2,839		265	8
69 Keller Williams Realty Duluth, Ga. (Pinnacle Partners Group)	Bryan Fair	1,170.4	- 25.8	955.5	5,637	59	1,225	15
70 Coldwell Banker Legacy Albuquerque, N.M.	Joe Gilmore, Peter Parnegg	1,159.4	- 30.4	1,863.9	4,995	67	622	10

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71 Rose & Womble Realty Virginia Beach, Va.	Jim V. Rose Sr.	\$1,154.7	- 21.4%	\$2,051.0	3,764	89	563	10
72 Century 21 Award San Diego	David Romero	1,147.9	- 20.2	1,420.6	3,412	98	808	9
73 Michael Saunders and Co. Sarasota, Fla.	Michael Saunders	1,128.3	- 21.0	2,077.9	2,383		543	15
74 Dilbeck, REALTORS® LaCanada, Calif. (DG Real Estate Inc.)	Mark Dilbeck	1,120.3	- 18.2	2,040.6	2,071		549	14
75 McEneaney Associates Inc. Alexandria, Va.	John McEneaney	1,119.2	- 12.1	4,055.2	1,841		276	4
76 RE/MAX 100 Dunkirk, Md.	Andrea Bertrand	1,115.8	- 35.0	3,769.7	4,050	80	296	6
77 Metro Brokers/GMAC Real Estate Atlanta	Kevin Levent	1,110.7	- 41.3	463.4	6,548	48	2,397	27
78 Nothnagle, REALTORS® Rochester, N.Y.	Armand D'Alfonso	1,105.5	- 10.8	1,842.5	8,415	33	600	24
79 Prudential California Realty Cerritos, Calif. (Mulhearn Inc., REALTORS®)	Bruce T. Mulhearn	1,097.0	- 20.5	1,553.9	2,909		706	19
80 Century 21 New Millennium Alexandria, Va.	Todd Hetherington	1,082.8	2.8	2,535.8	2,707		427	12



DOWNING-FRYE REALTY Naples, Fla.

Mike Hughes, vice president

Ranking by Sales **85**
(not ranked by sides)

MAKE EDUCATION A PRIORITY: "Educating our agents on the short sales process has become a priority. Whenever there's a challenge in the market, we see an opportunity. Until two years ago, most of our people hadn't even heard of short sales. Last year I'd say 60 percent of our agents did at least one. We've brought in a corporate trainer with expertise in distressed property sales. And we send out a weekly e-mail newsletter with information on these sorts of transactions."

81 Century 21 Auburn Realty/Century 21 Jeffries Lydon/ ERA Realty Center/ERA Cornerstone Realty Group/ Century 21 Tahoe Resort Properties/Coldwell Banker Incline Village/ Coldwell Banker Select Real Estate Yuba City, Calif. (Century 21 Select Real Estate Inc., et al)	Daniel C. Jacuzzi	1,078.6	25.0	1,659.5	3,825	88	650	20
82 Century 21 Alliance Drexel Hill, Pa.	William Hess	1,071.9	- 24.0	1,480.5	4,442	72	724	18
83 Zephyr Real Estate San Francisco (DPPM Inc.)	William C. Drypolcher	1,059.7	- 22.0	4,816.7	1,214		220	7
84 The Kentwood Co. Greenwood Village, Colo.	Peter Niederman	1,048.2	- 24.2	6,719.4	2,164		156	3
85 Downing-Frye Realty Inc. Naples, Fla.	David Frye	1,037.9	- 21.3	1,840.3	1,968		564	10
86 RE/MAX DFW Associates Coppell, Texas	Mark Wolfe	1,023.0	0.2	3,919.5	3,724	92	261	6
87 Realty Executives Associates Knoxville, Tenn.	M. Steve Fogarty	1,021.5	- 16.2	1,824.2	5,115	66	560	9
88 Century 21 Realty Group Indianapolis	John Dick, Kevin Kirkpatrick	1,019.6	- 24.8	1,475.6	6,620	46	691	22
89 Patterson-Schwartz Real Estate Hockessin, Del.	Richard Christopher	1,015.0	- 33.3	3,212.0	3,316		316	7
90 Coldwell Banker Schmidt, REALTORS® Traverse City, Mich.	Ken Schmidt	1,002.4	- 25.6	1,554.2	6,672	44	645	39
91 Prudential Locations LLC Honolulu	William Chee	1,001.7	- 18.0	4,491.9	1,922		223	4
92 The Group Inc. Real Estate Ft. Collins, Colo.	Chuck McNeal	1,000.8	- 19.5	5,751.7	3,653	93	174	6
93 John R. Wood, REALTORS® Naples, Fla.	Phil Wood	974.0	- 20.3	2,925.0	1,758		333	4
94 Prudential Preferred Realty Pittsburgh	Ronald F. Croushore	964.0	- 12.3	1,606.6	4,718	69	600	20
95 Century 21 Judge Fite Co. Inc. Dallas	James R. Fite	941.7	- 18.1	1,416.2	6,239	53	665	19
96 Illustrated Properties Palm Beach Gardens, Fla.	F.F. Adams	940.5	- 10.9	1,710.0	2,278		550	15
97 Coldwell Banker Devonshire Realty Champaign, Ill.	Thomas E. Harrington Jr.	928.1	24.4	1,837.9	5,617	60	505	26
98 Keller Williams Realty, Roseville Roseville, Calif. (Dance Hall Investors Inc.)	Wayne T. Hall	925.2	52.8	3,073.7	3,758	90	301	1
99 The Masiello Group Keene, N.H. (Better Homes and Gardens Real Estate The Masiello Group)	Christopher J. Masiello	911.2	- 26.4	1,732.3	3,736	91	526	26
100 Coldwell Banker Select Tulsa, Okla. (Select Management Group LLC) (formerly Coldwell Banker RaderGroup)	Samuel A. Rader	894.6	3.4	1,524.1	5,780	56	587	16