

# Ranked by 2008 Transaction Sides

	COMPANY LOCATION	OFFICERS	TRANSACTION SIDES 2008	% CHANGE FROM 2007	AVERAGE TRANSACTION SIDES PER SALESPERSON (rounded to the nearest whole number)	SALES VOLUME 2008 (in millions)	RANKING BY VOLUME 2008	SALESPEOPLE	OFFICES
1	<b>NRT LLC</b> Parsippany, N.J.	Bruce G. Zipf	275,640	- 15.5%	5	\$132,100.0	1	50,800	835
2	<b>HomeServices of America Inc.</b> Minneapolis	Ronald J. Peltier	123,756	- 19.0	8	37,317.9	2	16,180	294
3	<b>Long &amp; Foster Real Estate Inc.</b> Chantilly, Va.	P. Wesley Foster Jr.	71,903	- 16.9	5	25,582.3	3	13,849	217
4	<b>Howard Hanna Co.</b> Pittsburgh	Howard W. Hanna III	32,512	22.5	9	5,769.1	7	3,812	117
5	<b>Coldwell Banker United, REALTORS®</b> Bryan, Texas	Richard A. Smith	23,597	- 15.6	9	5,232.9	9	2,499	85
6	<b>Crye-Leike, REALTORS®</b> Memphis, Tenn.	Harold E. Crye	23,182	- 19.6	7	3,760.4	16	3,119	103
7	<b>Prudential Fox &amp; Roach, REALTORS®</b> Devon, Pa.	Lawrence F. Flick IV	21,520	- 19.6	5	8,078.5	6	4,174	62
8	<b>Realty USA</b> Orchard Park, N.Y.	Merle L. Whitehead	18,115	- 12.4	8	2,609.9	28	2,146	62
9	<b>ZipRealty.com</b> Emeryville, Calif.	Patrick Lashinsky	17,156	22.9	6	4,643.4	11	2,816	40
10	<b>Ebby Halliday, REALTORS®/Ellen Terry, REALTORS®/Dave Perry-Miller &amp; Associates</b> Dallas	Ebby Halliday, Mary Frances Burleson	15,685	- 11.2	10	4,489.2	12	1,521	30



**NRT LLC** Parsippany, N.J.  
Bruce Zipf, president and CEO

Ranking by Sides **1**  
Ranking by Sales **1**

**PRICE IT RIGHT:** "We're concentrating on price positioning. If a home is properly priced, it has a greater chance of getting multiple offers and getting the highest possible price. We are developing new dialogues and scripts articulating this discussion between sales associates and sellers. We want to make sure associates are properly educating and informing and consulting sellers on pricing. Not doing so is doing a disservice to sellers."

11	<b>Allen Tate Co.</b> Charlotte, N.C.	Allen Tate, Pat Riley, Gary Scott	15,364	- 33.2	10	3,645.4	17	1,567	52
12	<b>GMAC Home Services</b> Oak Brook, Ill.	Graham Badun	15,043	- 24.2	5	9,290.7	5	3,062	78
13	<b>Real Estate One</b> Southfield, Mich.	Richard Elsea	14,851	6.9	11	1,961.8	38	1,404	32
14	<b>Realty Executives Inc.</b> Phoenix	John Foltz	13,820	- 1.4	10	3,331.5	20	1,411	60
15	<b>Hunt ERA</b> Depew, N.Y.	Peter F. Hunt	12,528	29.8	11	1,856.7	41	1,173	36
16	<b>Prudential Douglas Elliman Real Estate</b> S. Huntington, N.Y.	Dorothy Herman	11,714	- 15.0	3	11,572.6	4	3,805	64
17	<b>Keller Williams Realty</b> Dallas	David Osborn	11,662	- 26.9	7	2,535.6	29	1,629	12
18	<b>Baird &amp; Warner</b> Chicago	Stephen W. Baird	11,300	- 14.0	7	3,400.0	18	1,600	30
19	<b>RE/MAX Alliance</b> Arvada, Colo. <i>(Woodside Realty Co. Inc./Woodside Realty Co.-Central/ Alliance Metro Real Estate LLC/KSJ Corp./Rock 182 Inc./Andisch Inc.)</i>	Charles S. Ochsner	11,018	- 12.2	14	2,721.1	26	796	21
20	<b>John L. Scott Real Estate</b> Bellevue, Wash.	J. Lennox Scott	10,888	- 37.4	7	4,075.5	13	1,551	33
21	<b>RE/MAX Gold Rancho</b> Cordova, Calif. <i>(Norcal Gold Inc.)</i>	James O'Bryon	10,143	67.9	13	2,677.2	27	800	23
22	<b>First Weber Group, REALTORS®</b> Madison, Wis.	James R. Imhoff Jr.	9,780	- 22.5	8	2,109.1	33	1,176	53
23	<b>RE/MAX Results</b> Eden Prairie, Minn. <i>(Collopy &amp; Saunders Real Estate Inc.)</i>	John Collopy	9,685	7.0	22	2,302.2	30	433	13
24	<b>RE/MAX Allegiance</b> Alexandria, Va.	Charlie Bengel Jr.	9,551	- 13.0	12	3,159.2	22	800	28
25	<b>RE/MAX Equity Group Inc.</b> Portland, Ore.	Jim Homolka	9,296	- 30.9	10	2,875.0	24	967	16
26	<b>Keller Williams Realty</b> Austin, Texas <i>(Willis Management)</i>	Mark Willis	9,212	- 21.5	6	1,969.7	37	1,621	5
27	<b>Shorewest, REALTORS®</b> Brookfield, Wis.	Joseph Horning	9,170	- 22.2	9	2,070.6	35	1,050	25
28	<b>William Raveis Real Estate Inc.</b> Shelton, Conn.	William M. Raveis Jr.	9,128	- 17.0	5	4,847.0	10	1,754	55
29	<b>RE/MAX Greater Atlanta</b> Atlanta <i>(Greater Atlanta Brokerage Solutions)</i>	Raymond Morris	9,128	- 33.8	15	2,075.6	34	615	9
30	<b>West USA Realty Inc.</b> Peoria, Ariz.	Clay Fouts	9,048	- 10.6	8	1,814.0	42	1,145	5
31	<b>Prudential Connecticut Realty</b> Rocky Hill, Conn.	Peter G. Helie	8,723	- 26.1	5	3,389.4	19	1,602	56
32	<b>Watson Realty Corp.</b> Jacksonville, Fla.	William A. Watson Jr.	8,484	- 24.9	7	1,960.3	39	1,291	40
33	<b>Nothnagle, REALTORS®</b> Rochester, N.Y.	Armand D'Alfonso	8,415	- 10.1	14	1,105.5	78	600	24
34	<b>Coldwell Banker Bain/Coldwell Banker Barbara Sue Seal Properties</b> Mercer Island, Wash.	William J. Riss	8,369	- 32.4	6	3,847.8	15	1,306	28
35	<b>Sibcy Cline, REALTORS®</b> Cincinnati <i>(Sibcy Cline Inc./Sibcy Cline Inc. of Kentucky)</i>	Robert N. Sibcy	8,312	- 16.3	6	1,683.4	47	1,325	22

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							SALESPEOPLE		
36	<b>Prudential Homesale Services Group</b> Lancaster, Pa. (Homesale Real Estate Services Inc.) (formerly Coldwell Banker Homesale Services Group)	Doug Rebert, Pete Slaugh, Ron Landis	8,258	- 20.1%	9	\$1,581.5	51	939	19
37	<b>Tomlinson Real Estate Group</b> Coeur D'Alene, Idaho	Robert H. Tomlinson	7,862	- 13.5	8	1,775.8	45	1,022	22
38	<b>PMZ Real Estate</b> Modesto, Calif. (Paul M. Zagaris Inc.)	Michael P. Zagaris	7,599	167.0	14	1,521.7	54	550	12
39	<b>First Team Real Estate</b> Costa Mesa, Calif.	Cameron Merage	7,557	12.6	4	4,058.6	14	1,822	30
40	<b>Prudential Gary Greene, REALTORS®</b> Houston (GH III Management LLC)	Marilyn Eiland	6,929	- 23.4	9	1,670.4	49	807	17
41	<b>Prudential Georgia Realty</b> Roswell, Ga. (PARGAR LLC)	Daniel T. Forsman	6,825	- 21.6	6	1,725.0	46	1,217	22
42	<b>Prudential Florida Realty</b> Sunrise, Fla. (Watermark Realty Inc.)	Rei Mesa	6,728	6.0	4	2,266.4	31	1,745	43
43	<b>Northwood Realty Services</b> Pittsburgh (Everest Consulting Group LP)	Tom Hosack	6,684	- 16.4	8	833.4		847	35
44	<b>Coldwell Banker Schmidt, REALTORS®</b> Traverse City, Mich.	Ken Schmidt	6,672	- 14.5	10	1,002.4	90	645	39
45	<b>Keller Williams Realty</b> Austin, Texas	Mary Tennant	6,659	- 28.7	6	1,679.0	48	1,034	2
46	<b>Century 21 Realty Group</b> Indianapolis	John Dick, Kevin Kirkpatrick	6,620	- 24.1	10	1,019.6	88	691	22
47	<b>F.C. Tucker Co.</b> Indianapolis	James Litten	6,616	- 11.1	12	1,380.3	59	560	14
48	<b>Metro Brokers/GMAC Real Estate</b> Atlanta	Kevin Levent	6,548	- 32.2	3	1,110.7	77	2,397	27
49	<b>Lyon Real Estate</b> Sacramento, Calif. (William L. Lyon & Associates Inc.)	Michael P. Lyon	6,486	30.6	7	2,067.1	36	879	17
50	<b>Prudential Americana Group, REALTORS®</b> Las Vegas	Mark L. Stark	6,461	31.1	6	1,789.8	44	1,100	6
51	<b>Coldwell Banker Prime Properties</b> Green Island, N.Y.	Ken Raymond, R. James Long	6,409	- 18.8	11	1,199.5	65	595	21
52	<b>Prudential California Realty</b> Pleasanton, Calif. (Mason-McDuffie Real Estate)	Ed Krafchow	6,305	5.9	4	3,077.1	23	1,700	42
53	<b>Century 21 Judge Fite Co. Inc.</b> Dallas	James R. Fite	6,239	- 14.4	9	941.7	95	665	19
54	<b>Coldwell Banker Howard Perry &amp; Walston Realty</b> Raleigh, N.C.	Donald F. Walston	6,076	- 28.8	9	1,575.5	53	651	13
55	<b>Coldwell Banker The Real Estate Group Inc.</b> Appleton, Wis.	Joyce Bytof	5,791	- 11.8	16	887.5		357	14
56	<b>Coldwell Banker Select</b> Tulsa, Okla. (Select Management Group LLC) (formerly Coldwell Banker Rader Group)	Samuel A. Rader	5,780	3.3	10	894.6	100	587	16
57	<b>Carolina One Real Estate</b> Charleston, S.C. (O'Shaughnessy Real Estate Inc.) (formerly Prudential Carolina Real Estate)	Patricia R. Scarafite	5,739	- 29.3	7	1,475.1	56	799	11
58	<b>Latter &amp; Blum Inc., REALTORS®</b> New Orleans	Robert W. Merrick	5,667	- 28.0	7	1,248.3	64	760	21
59	<b>Keller Williams Realty</b> Duluth, Ga. (Pinnacle Partners Group)	Bryan Fair	5,637	- 19.6	5	1,170.4	69	1,225	15
60	<b>Coldwell Banker Devonshire Realty</b> Champaign, Ill.	Thomas E. Harrington Jr.	5,617	5.7	11	928.1	97	505	26



**ALLEN TATE CO.** Charlotte, N.C.  
Gay Dillashaw, GRI, vice president

Ranking by Sides **11**  
Ranking by Sales **17**

**SUPPORT THE SALESPeOPLE:** "We came into the downturn late compared with other areas of the country, and we've learned a lot from what's happened elsewhere. We're helping our agents become better advisers and consultants to their clients. We want them to be experts beyond just what's being bought and sold in our market, where sales are down 35 percent to 40 percent over the past year. We use our company intranet to provide salespeople with continual updates on the U.S. economy and global markets. To help salespeople, we've frozen commission levels so they can't go down. Splits used to be based on earnings for the prior 12 months, but starting last fall we froze the floor. We want to take that worry off their plate. The decision comes from our commitment to do what we can to support our agents during these difficult times. We don't know anyone else who's doing this."

61	<b>@properties</b> Chicago (At World Properties LLC)	Michael Golden, Thaddeus Wong	5,546	- 0.7	8	1,875.7	40	738	5
62	<b>Carpenter, REALTORS®</b> Indianapolis	Thomas G. Prall	5,419	- 20.8	8	686.5		710	30
63	<b>Houlihan Lawrence Inc.</b> Bronxville, N.Y.	Stephen Meyers	5,349	- 13.4	5	3,165.2	21	1,036	26
64	<b>NP Dodge Real Estate Sales Inc.</b> Omaha, Neb.	Mike Riedmann	5,292	- 13.8	10	830.0		510	13
65	<b>Alain Pinel Inc., REALTORS®</b> Saratoga, Calif.	Paul L. Hulme	5,259	- 11.1	4	5,710.4	8	1,232	23
66	<b>Realty Executives Associates</b> Knoxville, Tenn.	M. Steve Fogarty	5,115	- 18.1	9	1,021.5	87	560	9
67	<b>Coldwell Banker Legacy</b> Albuquerque, N.M.	Joe Gilmore, Peter Parnegg	4,995	- 27.0	8	1,159.4	70	622	10
68	<b>Russell and Jeffcoat, REALTORS®</b> Columbia, S.C.	Bob Russell	4,754	- 25.0	8	743.4		578	14

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Continued

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			TRANSACTION SIDES	% CHANGE FROM 2007			SALES PEOPLE		
69	Prudential Preferred Realty Pittsburgh	Ronald F. Croushore	4,718	- 15.8%	8	\$964.0	94	600	20
70	William E. Wood and Associates, REALTORS® Virginia Beach, Va.	Richard B. Thurmond	4,695	- 30.8	9	1,477.7	55	525	18
71	Greenridge Realty Inc. Grand Rapids, Mich.	Thomas Paarlberg	4,551	- 12.8	11	572.0		430	22
72	Century 21 Alliance Drexel Hill, Pa.	William Hess	4,442	- 22.2	6	1,071.9	82	724	18
73	Keller Williams Realty Tulsa, Okla. (ABW Tulsa Inc.)	Sherry Lewis	4,406	- 13.5	8	603.9		533	7
74	Mel Foster Co. Inc. Davenport, Iowa	Robert C. Fick	4,388	- 16.0	13	589.1		344	12
75	Coldwell Banker Heritage Beavercreek, Ohio	Steve Earman, Ken Parrott	4,357	- 12.0	13	565.9		328	10
76	Cutler Real Estate Canton, Ohio	James L. Bray	4,357	- 17.4	16	519.7		280	12
77	Murney Associates, REALTORS® Springfield, Mo.	Twila Hillme	4,243	- 23.0	10	655.5		442	5
78	D'Ann Harper Realty Inc. San Antonio (Coldwell Banker D'Ann Harper, REALTORS®)	D'Ann Harper	4,078	- 15.0	16	876.3		250	5
79	Coldwell Banker Apex, REALTORS® Mesquite, Texas	Lori Arnold	4,073	- 13.7	11	652.2		375	7
80	RE/MAX 100 Dunkirk, Md.	Andrea Bertrand	4,050	- 22.4	14	1,115.8	76	296	6
81	Intero Real Estate Services Inc. Cupertino, Calif.	Eugene Blefari	4,049	10.2	3	2,748.5	25	1,167	14
82	Keller Williams Realty-The Rawls Group Atlanta	Shaun Rawls	3,996	- 20.3	5	1,182.8	67	879	6
83	Keller Williams Realty Northeast/The Woodlands/ Realty Professionals Kingwood, Texas	Judy Hopkins	3,961	- 14.7	6	882.6		625	7
84	Century 21 Affiliated Madison, Wis. (Affiliated Consumer Services Inc.)	Bill Kessler	3,932	- 22.7	12	726.7		320	28
85	RE/MAX Unlimited Cincinnati (Unlimited Real Estate Services Inc.)	Michael J. Wolfer	3,925	- 26.3	16	600.3		240	4
86	Prudential C. Dan Joyner Co. Inc. Greenville, S.C.	C. Dan Joyner	3,916	- 21.2	9	763.5		427	10
87	Century 21 Mike Bowman Inc. Grapevine, Texas	Mike Bowman	3,840	- 14.3	21	530.3		181	2
88	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	3,825	44.0	6	1,078.6	81	650	20
89	Rose & Womble Realty Virginia Beach, Va.	Jim V. Rose Sr.	3,764	- 19.2	7	1,154.7	71	563	10
90	Keller Williams Realty, Roseville Roseville, Calif. (Dance Hall Investors Inc.)	Wayne T. Hall	3,758	138.9	12	925.2	98	301	1



**RE/MAX RESULTS** Eden Prairie, Minn.  
John Collopy, president

Ranking by Sides **23**  
Ranking by Sales **30**

**FOCUS ON BUYERS:** "We're emphasizing buyer-controlled sales and de-emphasizing listings. There are so many distressed properties out there, but not everyone can represent the banks. We think attracting and working with buyers for these and non-bank assisted homes is the way to go. Associates need to develop marketing plans slanted more toward the interests of buyers. Productivity has always been the most important way to measure success among our associates. If someone isn't selling 20 to 24 properties per year, there's a problem. How can you demonstrate your expertise in the business if you sell only three houses per year?"

91	The Masiello Group Keene, N.H. (Better Homes and Gardens Real Estate The Masiello Group)	Christopher J. Masiello	3,736	- 20.4	7	911.2	99	526	26
92	RE/MAX DFW Associates Coppell, Texas	Mark Wolfe	3,724	- 10.2	14	1,023.0	86	261	6
93	The Group Inc. Real Estate Ft. Collins, Colo.	Chuck McNeal	3,653	- 14.2	21	1,000.8	92	174	6
94	Meybohm LLC, REALTORS® Augusta, Ga.	E.G. Meybohm	3,615	- 21.2	14	660.3		251	6
95	Ruhl & Ruhl, REALTORS® Davenport, Iowa	Caroline Ruhl	3,602	- 16.8	15	554.7		234	10
96	Prudential Carruthers, REALTORS® Severna Park, Md. (Prucar Holdings LLC)	J. Thomas Carruthers III	3,536	- 9.3	4	1,261.1	63	829	29
97	RE/MAX Achievers Scottsdale, Ariz. (Achievers Real Estate Co. Inc.)	Timothy S. Hatlestad	3,528	- 14.9	12	707.6		290	8
98	Century 21 Award San Diego	David Romero	3,412	- 4.3	4	1,147.9	72	808	9
99	Prudential Utah Real Estate Salt Lake City (Extreme Holding LLC)	Dougan Jones	3,396	- 35.9	5	1,661.2	50	633	18
100	Bob Parks Realty LLC Murfreesboro, Tenn.	Bob Parks	3,355	- 30.1	6	766.9		520	8