

REALTOR® Magazine

July 2003 Cover Feature

Top 100 Companies: Ranked by transaction sides

In January, REALTOR® Magazine mailed questionnaires to 361 real estate companies whose past records had established them as high-production companies. We followed up with phone calls and faxes to achieve a response rate of 66 percent. To help confirm the accuracy of the information supplied by the companies, we required third parties, such as auditors, to verify key data. Those companies that didn't respond or comply with our requirements weren't considered for this report.

RANKED BY TRANSACTION SIDES	2002 TRANSACTION SIDES			2002 SALES VOLUME		SALES-PEOPLE	TOP OFFICER(S)	FOUNDED	
	CLOSED			\$ millions	% change from 2001				
		% change from 2001	Per salesperson						
1	NRT Parsippany, N.J.	481,646	21.3	9.1	149,596.7	27.7	52,801	Robert M. Becker	1997
2	HomeServices of America Inc. , Edina, Minn.	150,998	41.5	10.6	36,721.8	99.8	14,278	Ronald J. Peltier	1998
3	Long & Foster Cos. Inc. Fairfax, Va.	93,996	12.2	9.5	21,993.3	18.6	9,893	P. Wesley Foster Jr.	1968
4	Weichert, REALTORS® Morris Plains, N.J.	89,000	4.1	10.5	24,500.0	25.6	8,500	James M. Weichert	1969
5	Real Living Inc. Columbus, Ohio	36,902	3.2	13.2	5,966.0	4.9	2,802	Harley E. Rouda Jr.	2001
6	Prudential Fox & Roach, REALTORS® Devon, Pa.	30,191	8.4	10.4	7,747.3	19.3	2,900	Lawrence F. Flick IV	1886
7	GMAC HomeServices Inc. Oak Brook, Ill.	29,522	1.2	9.5	12,687.0	12.7	3,100	John Bearden	1998
8	Realty Executives Inc. Phoenix	28,906	-5.0	22.5	5,405.1	-0.1	1,282	John Foltz, Richard A. Rector	1965
9	John L. Scott Real Estate Bellevue, Wash.	23,037	0.9	15.8	5,495.8	8.8	1,460	J. Lennox Scott	1931
10	Crye-Leike Inc., REALTORS® Memphis, Tenn.	22,029	6.8	9.3	3,123.0	5.9	2,367	Harold Crye	1976
11	Coldwell Banker United, REALTORS® Bryan, Texas	21,838	23.3	12.7	3,741.5	27.9	1,723	Richard A. Smith	1970
12	RE/MAX Greater Atlanta Atlanta	18,450	-4.2	16.6	3,989.2	1.8	1,110	Lee A. Finch	1989
13	West USA Realty Phoenix	18,310	2.2	13.3	2,648.0	5.9	1,372	Clay Fouts	1986
14	Realty USA Orchard Park, N.Y.	17,618	22.5	13.9	2,023.4	29.2	1,267	Merle L. Whitehead	1962
15	Ebby Halliday, RealTORS® Dallas	17,106	-0.8	12.9	3,603.4	1.3	1,327	Mary Frances Burleson	1945
16	Coldwell Banker Success Realty Scottsdale, Ariz.	16,756	6.2	8.7	3,520.0	10.0	1,930	Robert McCord	1992
17	Allen Tate Co. Charlotte, N.C.	16,508	14.5	16.9	3,133.1	-1.1	976	Allen Tate Jr.	1957
18	Real Estate One Inc. Farmington Hills, Mich.	16,370	8.8	9.0	3,149.3	9.8	1,814	Richard S. Elsea	1929
19	Baird & Warner Chicago	15,909	6.6	10.6	4,716.5	16.1	1,500	Stephen W. Baird	1855
20	RE/MAX Equity Group Inc. Portland, Ore.	15,779	19.2	16.4	3,295.9	21.1	961	James C. Homolka	1984
21	Watson Realty Corp. Jacksonville, Fla.	15,327	8.6	11.9	2,260.3	15.4	1,284	William A. Watson Jr.	1965
22	Mason-McDuffie Real Estate Inc. Pleasanton, Calif. dba: Prudential California Realty, Prudential Nevada Realty, Prudential Texas Properties	14,618	37.4	6.2	5,307.8	42.7	2,362	A. David Cobo	1887
23	Coldwell Banker Bain/ Barbara Sue Seal Mercer Island, Wash.	14,263	-3.6	11.0	4,278.6	4.3	1,293	William Riss	1972
24	Howard Hanna Co. Pittsburgh	14,161	7.7	11.6	2,170.2	9.9	1,216	Howard W. Hanna III	1957
25	Smythe, Cramer Co. Cleveland	13,601	2.0	13.1	2,539.5	4.2	1,042	Lucius B. McKelvey	1903
26	The Keyes Co. Miami	11,614	3.0	9.7	1,841.7	20.7	1,200	Michael L. Pappas	1926
27	Coldwell Banker Homesale , Services Group Lancaster, Pa.	11,595	5.0	17.1	1,638.5	16.3	680	Christopher Poole,, Douglas Rebert Paul Slaugh Jr.	1964
28	RE/MAX Alliance Arvada, Colo.	11,536	-5.8	17.2	3,003.6	0.8	670	Chuck Ochsner	1977
29	Prudential Connecticut Realty Rocky Hill, Conn.	11,314	6.5	10.0	3,582.0	17.6	1,137	Peter G. Helie	1989
30	Prudential Carolinas Realty Winston-Salem, N.C.	10,896	-1.9	15.3	2,116.0	-1.3	714	Robert Helms	1980
31	Century 21 Town & Country, Rochester, Mich.	10,871	23.4	10.9	2,010.7	18.6	1,000	John R. Kersten	1980
32	Shorewest, REALTORS® Brookfield, Wis.	10,636	3.1	15.2	1,837.0	11.7	700	Joe Horning	1946
33	Sibcy Cline Inc. Cincinnati	10,597	3.3	9.6	1,964.8	10.9	1,105	Robert N. Sibcy	1956
34	First Team Real Estate Costa Mesa, Calif.	10,493	9.9	8.0	4,372.0	32.5	1,316	Cameron Merage	1975
35	Latter & Blum Inc., REALTORS® New Orleans	9,877	3.2	10.5	1,475.3	7.7	940	Robert W. Merrick	1916

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36	First Weber Group Madison, Wis.	9,823	78.0	12.6	1,712.3	95.6	780	James R. Imhoff Jr.	1971
37	Metro Brokers/GMAC Real Estate Atlanta	9,732	3.0	7.4	1,635.0	7.1	1,310	Kevin Levent	1979
38	RE/MAX Results Eden Prairie, Minn.	9,676	14.5	30.0	2,177.6	21.5	322	John Collopy, Bill Saunders II	1986
39	William E. Wood & Assoc. Virginia Beach, Va.	9,604	7.9	19.0	1,615.0	14.9	505	Richard B. Thurmond	1972
40	William Raveis Real Estate Inc., Shelton, Conn.	9,109	7.2	7.0	3,200.0	23.1	1,304	William M. Raveis Jr.	1974
41	Century 21 Realty Group Cos. Indianapolis	8,985	41.6	12.1	1,331.5	44.9	745	John Dick, Kevin K. Kirkpatrick	1980
42	Alain Pinel Inc., REALTORS® Saratoga, Calif.	8,818	27.4	10.4	6,491.0	22.5	848	Paul L. Hulme	1990
43	Harry Norman, REALTORS® Atlanta	8,801	-1.6	9.4	2,964.6	3.6	935	J. Lewis Glenn	1930
44	F.C. Tucker Co. Inc. Indianapolis	8,746	-0.1	16.2	1,661.8	4.3	540	H. James Litten	1918
45	G.B.S. Properties LLC Metairie, La. dba Prudential Gardner, REALTORS®	8,670	-3.3	7.6	1,273.4	3.0	1,145	Barbara Blades, Glenn Gardner, Sharon Gardner, Norris J. Songe	1943
46	Keller Williams Realty North Texas/New Mexico Dallas	8,559	16.3	11.3	1,640.0	17.1	757	David Osborn	1992
47	Prudential Florida WCI Realty, Plantation, Fla.	8,546	29.7	7.2	2,366.4	49.4	1,188	Roger A. Herman	1999
48	Prudential Carolina Real Estate, Charleston, S.C.	8,499	9.2	13.6	1,516.3	19.1	623	Michael O'Shaughnessy	1965
49	Nothnagle, REALTORS® Rochester, N.Y.	8,420	5.0	16.3	913.8	10.6	517	Philip R. Nothnagle	1948
50	Prudential Northwest Properties, Beaverton, Ore.	8,233	9.8	13.6	1,581.0	13.9	604	Bert Waugh Jr.	1955
51	Coldwell Banker Legacy, Albuquerque, N.M.	8,099	-6.6	15.0	1,242.3	-5.3	540	Mike Carter, Joe Gilmore Peter Parnegg	1998
52	John Hall & Associates Inc. Phoenix	8,015	-2.7	10.4	1,478.0	5.9	770	James J. Sexton	1974
53	William L. Lyon & Associates Inc. Sacramento, Calif.	7,967	3.3	12.6	2,237.9	17.8	634	Michael P. Lyon	1946
54	Prudential Georgia Realty Roswell, Ga.	7,852	-0.1	8.8	1,671.9	4.3	895	Daniel T. Forsman	1964
55	Fonville Morisey Realty Inc. Raleigh, N.C.	7,765	-6.8	14.1	1,734.9	-1.1	549	John C. Morisey Jr.	1973
56	Judge Fite Co. Inc. Dallas dba Century 21 Judge Fite	7,430	29.6	13.8	851.9	26.2	540	James R. Fite	1937
57	Coldwell Banker Prime Properties Inc. Albany, N.Y.	7,419	47.8	15.8	989.4	61.9	470	R. James Long, John McNamara, Kenneth M. Raymond Jr.	1986
58	Hunt Real Estate Corp./Hunt Real Estate ERA Williamsville, N.Y.	7,414	9.7	12.5	856.0	14.9	595	Peter F. Hunt	1911
59	Prudential Gary Greene, REALTORS® Houston	7,372	-6.8	10.4	1,300.9	-2.2	710	Marilyn Eiland	2000
60	RE/MAX Horizons/Capital/Elite /Professionals Alexandria, Va.	7,290	61.2	18.2	1,902.3	62.7	400	Charles W. Bengel	1988
61	Coldwell Banker Howard Perry and Walston Realty Raleigh, N.C.	7,254	-0.8	12.8	1,485.2	-0.6	565	Donald F. Walston	1973
62	Northwood Realty Services Pittsburgh	7,034	40.4	9.8	813.3	43.5	716	Tex Weston	1956
63	Carpenter GMAC, REALTORS® Indianapolis	7,008	-1.2	10.8	825.3	-0.6	650	Thomas G. Prall	1970
64	Tomlinson Black Group of Cos. Coeur d'Alene, Idaho	6,871	19.6	20.1	872.1	30.4	341	Robert H. Tomlinson	1948
65	Counselor Realty Inc. Minneapolis	6,741	4.1	14.8	1,417.9	17.3	455	Ken Kunzman	1964
66	The Group Inc. Real Estate Fort Collins, Colo.	6,715	7.8	29.6	1,446.8	25.5	227	Sharianne Daily	1976
67	Prudential Long Island Realty South Huntington, N.Y.	6,598	17.0	5.4	2,263.7	39.6	1,228	Dorothy Herman	1990
68	RE/MAX Partners Ft. Lauderdale, Fla.	6,576	13.9	19.0	1,368.5	36.3	346	Larry Revier	1991
69	Rose and Womble Realty Co. LLC Virginia Beach, Va.	6,557	3.3	16.2	1,060.1	2.9	405	Jimmy V. Rose Sr.	1963
70	Century 21 Alliance Havertown, Pa.	6,536	3.1	10.9	1,093.9	15.8	598	Paul J. Gallagher	1998
71	Norcal Gold Inc. Sacramento, Calif. dba RE/MAX Gold Real Estate Inc.	6,498	28.0	12.9	1,615.2	49.3	502	James O'Bryon	1994
72	Jack Conway & Co. Inc. Norwell, Mass.	6,441	16.3	9.3	1,356.0	16.3	689	John E. Conway	1957

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73	Award Inc. San Diego dba Century 21 Award	6,390	-3.9	9.3	1,923.2	22.3	688	Tom Kunz	1969
74	Coldwell Banker The Real Estate Group Inc. Appleton, Wis.	6,309	22.0	23.1	791.8	25.8	273	Joyce Bytof	1960
75	Coldwell Banker Roth Wehrly Graber Fort Wayne, Ind.	6,251	0.9	18.9	638.0	5.3	330	John Bellio	1971
76	Bob Parks Realty Murfreesboro, Tenn.	6,129	0.0	12.3	941.9	4.2	500	Bob Parks	1975
77	Patterson-Schwartz Real Estate Hockessin, Del.	6,125	12.0	21.6	1,264.8	14.0	283	Richard T. Christopher	1961
78	Prudential Preferred Realty Pittsburgh	6,095	5.6	12.2	1,027.1	12.7	500	Ronald F. Croushore	1989
79	RE/MAX All Cities Realty Manhattan Beach, Calif.	6,089	12.7	10.4	2,693.8	29.0	585	Kelli Amundson	1982
80	Realty Executives of Nevada Las Vegas	6,084	11.6	16.1	1,247.4	23.8	378	Fafie E. Moore	1989
81	Keller Williams, REALTORS® Austin, Texas	6,061	-5.2	8.0	1,158.3	3.8	756	Gary Keller	1983
82	Coldwell Banker Devonshire Realty Champaign, Ill.	6,059	-3.5	16.9	685.9	0.7	359	John Schumacher	1979
83	Keller Williams Realty Englewood, Colo.	5,962	0.5	5.4	1,269.8	3.8	1,104	Richard M. McCarthy	1993
84	Coldwell Banker Schweitzer Real Estate Sterling Heights, Mich.	5,881	0.1	9.7	1,136.7	-8.9	604	Paul R. Schweitzer	1963
85	William T. Beazley Co. New Haven, Conn.	5,789	1.3	11.6	1,020.6	9.8	500	Gregory O. Scott	1931
86	Greenridge Realty Inc. Grand Rapids, Mich.	5,660	6.2	13.2	732.4	0.6	429	Thomas P. Paarlberg	1980
87	Prudential Carruthers, REALTORS® Severna Park, Md.	5,647	10.4	9.8	1,466.3	30.7	578	J. Thomas Carruthers Jr.	1995
88	Home Real Estate Lincoln, Neb.	5,581	5.2	18.0	666.5	8.7	310	Thomas Schleich	1941
89	Prudential New Jersey Properties Somerset, N.J.	5,541	0.1	9.2	1,773.1	12.8	600	William O. Keleher Jr.	1990
90	RE/MAX United Raleigh, N.C.	5,518	5.1	20.1	1,024.0	11.5	275	Kathy Baker, Lynn Britt, Bill Owens, W. Harold Perry	2001
91	RE/MAX Suburban Mt. Prospect, Ill.	5,507	6.7	23.9	1,352.2	13.1	230	Robert Baker, James R. Nelson	1978
92	Mel Foster Co. Inc. Davenport, Iowa	5,484	-0.1	15.6	636.7	7.2	352	Pryce Boeeye	1921
93	Prudential Jack White/Vista Real Estate Anchorage, Alaska	5,237	-1.8	17.5	856.6	6.4	300	Richard Fuller	1977
94	Century 21 Select Real Estate Inc. Yuba City, Calif.	5,226	10.7	12.9	1,041.2	23.0	405	Daniel C. Jacuzzi	1975
95	Century 21 Advantage Gold Southampton, Pa.	5,225	22.5	19.8	382.8	27.1	264	William H. Lublin	1983
96	Illustrated Properties Real Estate Inc. Palm Beach Gardens, Fla.	5,143	12.0	10.9	1,085.6	18.7	470	F.F. Adams III	1975
97	Prudential Detrick/Alliance/Southwest Realty Tulsa, Okla.	5,014	13.4	8.3	600.6	18.9	605	Sheldon Detrick	1938
98	RE/MAX Real Estate Services Aliso Viejo, Calif.	4,938	28.1	12.0	2,175.6	42.1	410	Gary Thomas	1989
99	RE/MAX DFW Associates Coppell, Texas	4,925	0.7	20.4	1,023.3	1.6	242	Mark Wolfe	1983
100	Realty Executives Associates Inc. Knoxville, Tenn.	4,872	-2.9	21.7	700.8	-3.3	225	R. Vance Burkey	1962
101	William Pitt Real Estate LLC, Stamford, Conn.	4,817	11.6	9.6	1,818.00	16.6	503	Paul E. Breunich, L. Casey Jones	1949
102	Coldwell Banker Schmidt, REALTORS®, Traverse City, Mich.	4,812	3.1	13.0	747.80	12.7	370	Ken Schmidt	1927
103	RE/MAX Affiliates/RE/MAX Realty Assoc./RE/MAX South, Alexandria, Va.	4,745	5.1	22.8	1,020.70	20.4	208	Judy Austin	1988
104	ERA The Masiello Group, Keene, N.H.	4,742	9.1	16.6	978.00	20.9	286	Edward J. Buczyaski, Christopher J. Masello	1971
105	Coldwell Banker Heritage, REALTORS®, Kettering, Ohio	4,671	6.4	14.4	590.52	23.1	325	Steven W. Earman, Ken Parrott	1967
106	Prudential C. Dan Joyner Co. Inc., Greenville, S.C.	4,582	3.4	15.1	657.74	1.8	304	C. Dan Joyner	1964

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107	Honig Realty dba Coldwell Banker Honig-Bell, Lockport, Ill.	4,537	8.7	10.4	723.00	19.6	435	Edward T. Prodehl	1960
108	Star One, REALTORS® , Cincinnati	4,529	0.9	12.4	735.80	8.2	364	George L. Meinhardt	1991
109	The Hasson Company, REALTORS® , Lake Oswego, Ore.	4,514	-1.5	23.0	1,254.64	4.7	196	Michael J. Hasson	1983
110	Coldwell Banker JME Realty, Pensacola Beach, Fla.	4,495	16.1	14.7	645.00	18.2	305	Joseph M. Endry	1984
111	RE/MAX Realty 100, Milwaukee	4,363	1.2	23.2	686.63	10.4	188	Jeffrey A. Benson, Bruce W. Martin	1979
112	RE/MAX Associates, San Diego	4,330	17.8	13.3	1,616.00	39.3	325	Geoffrey Mountain	1984
113	Associates Realty Inc., San Diego	4,305	18.0	10.2	1,342.19	34.1	422	Thomas R. Hoffman	1996
114	Russell & Jeffcoat, REALTORS® , Inc., Columbia, S.C.	4,254	5.0	13.0	590.90	0.3	327	Abb A. Jeffcoat Jr., Ronald R. Roe, Robert R. Russell Jr.	1965
115	Esslinger-Wooten-Maxwell Inc., Miami	4,186	8.6	7.3	1,511.63	16.7	575	Ronald A. Shuffield	1964
116	Coldwell Banker RaderGroup, Tulsa, Okla.	4,142	36.1	14.5	556.64	40.9	285	Samuel A. Rader	1978
117	Windermere Cronin & Caplan Realty Group Inc., Portland, Ore.	4,089	5.6	12.0	1,105.70	9.2	340	Brian Allen	1973
118	RE/MAX Palos Verdes/RE/MAX Execs Group, Palos Verdes Estates, Calif.	4,081	34.3	9.6	1,842.14	35.9	425	Sandra Sanders	1984
119	RE/MAX Central Realty, Virginia Beach, Va.	4,053	3.9	23.2	557.57	23.9	175	Wilburn M. (Bob) Blount	1990
120	Houlihan / Lawrence Inc., Bronxville, N.Y.	4,034	4.8	5.8	2,184.13	-6.3	700	Nancy M. Seaman	1888
121	Coldwell Banker Barnes, Brentwood, Tenn.	4,005	19.3	12.5	558.59	26.8	320	David R. Barnes	1991
122	RE/MAX Properties Inc., Colorado Springs, Colo.	3,975	-8.0	18.7	761.58	-4.9	213	Joseph J. Clement	1986
123	Dilbeck, REALTORS® , LaCanada, Calif.	3,935	22.6	6.2	1,463.87	38.2	637	Mark Dilbeck	1950
124	Ruhl & Ruhl, REALTORS® , Davenport, Iowa	3,932	10.0	16.7	436.66	11.0	235	Caroline Ruhl	1862
125	Affiliated Consumer Services Inc., Madison, Wis. dba Century 21 Affiliated	3,909	14.4	15.0	544.51	25.7	260	William Kessler	1977
126	Century 21 MoneyWorld, Las Vegas	3,873	-6.5	11.1	690.63	-0.5	350	Mike West	1985
127	Coldwell Banker TRIAD, REALTORS® , Winston-Salem, N.C.	3,866	-10.8	16.6	558.67	-10.9	233	Beverly Godfrey	1997
128	Coldwell Banker D'Ann Harper, REALTORS® , San Antonio	3,832	63.2	20.2	571.02	87.5	190	D'Ann Harper	1986
129	Prudential California Realty, Cerritos, Calif.	3,832	4.9	7.7	929.50	20.7	500	Bruce T. Mulhearn	1967
130	RE/MAX Real Estate Partners, Metairie, La.	3,782	3.2	27.0	488.93	3.0	140	Tom Giroir	1985
131	The Danberry Co., REALTORS® , Toledo, Ohio	3,765	34.0	10.0	512.73	38.5	375	Lynn Fruth	1962
132	Century 21 M&M and Associates, Modesto, Calif.	3,744	59.7	14.7	685.00	96.5	255	John N. Melo, Larry A. Matos	1994
133	Century 21 Access America, Wethersfield, Conn.	3,736	2.2	8.3	674.39	14.6	450	John M. Zubretsky Jr.	2000
134	McMillin Realty & Mortgage Co. Inc., Bonita, Calif.	3,731	16.6	12.4	1,245.43	32.1	300	Scott McMillin	1972
135	Ken Meade Realty Inc., Sun City, Ariz.	3,729	7.7	10.9	444.09	10.8	343	Steven K. Meade	1983
136	Prudential Real Estate Professionals, Salem, Ore.	3,717	-8.5	15.5	543.95	0.8	240	Byron Hendricks	1978
137	Primus Realty Corp., dba Coldwell Banker Primus Realty, Oswego, Ill.	3,651	14.3	10.7	687.07	19.5	341	Richard A. Faltz	1984
138	Coldwell Banker Hunter Realty, Cleveland	3,635	1.5	9.7	516.79	6.3	375	Ed Dolinsky	1981
139	Michael Saunders & Company, Sarasota, Fla.	3,632	-0.7	8.3	1,326.09	4.2	438	Michael Saunders	1976
140	Coldwell Banker Preferred/America West, Bakersfield, Calif.	3,586	121.4	24.4	468.51	121.6	147	Frank Hinmon, John Mackessy	1990
141	RE/MAX of Atlanta, Tucker, Ga.	3,562	-8.4	18.6	615.98	-3.4	191	Robert Sacre	1984
142	McColly Real Estate, Schererville, Ind.	3,552	17.7	7.5	421.77	17.3	471	Ronald F. McColly	1975
143	Coldwell Banker Apex, REALTORS® , Garland, Texas	3,543	3.9	20.2	474.52	5.2	175	Lori Arnold	1973
144	RE/MAX Advantage, Stockbridge, Ga.	3,507	-15.8	23.7	465.11	-2.4	148	Kent Miller	
145	RE/MAX Eastbay Group & RE/MAX of Modesto, Livermore, Calif.	3,505	35.2	12.7	1,228.83	66.6	276	Dave Gravelle	
146	Century 21 Lois Lauer Realty, Redlands, Calif.	3,495	6.2	13.2	663.16	19.4	265	Vaughn Bryan	1976
147	Realty Executives Santa Clarita, Santa Clarita, Calif.	3,493	3.1	11.6	1,041.62	32.4	300	Jim Tanner	1990

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148	Century 21 Sunbelt Realty Inc., Cape Coral, Fla.	3,477	13.0	14.1	291.00	8.8	246	Barbara M. Watt	1986
149	RE/MAX Premier/ RE/MAX Premier Properties/ RE/MAX Premier Properties I, Plano, Texas	3,476	-2.7	16.3	661.07	-0.2	213	C. Don Dahlberg	1979
150	Century 21 New Millennium, Alexandria, Va.	3,420	-10.6	15.8	843.86	-1.5	217	Todd Hetherington	1998
151	Gallinger/GMAC Real Estate, Syracuse, N.Y.	3,414	-6.1	17.1	383.03	1.0	200	John F. Osta	1959
152	Realty Executives of Tucson Inc., Tucson, Ariz.	3,404	12.4	13.0	577.08	19.6	262	Judy Lowe	1973
153	RE/MAX Northwest, REALTORS® , Bothell, Wash.	3,312	5.6	17.9	885.36	8.5	185	Jerry Martin	1992
154	Richard A. Weidel Corp., REALTORS® , Princeton, N.J.	3,273	8.2	8.6	763.76	23.8	380	Richard A. Weidel Jr.	1915
155	Coldwell Banker Pacific Properties, Honolulu	3,261	17.6	9.3	1,041.61	26.2	352	C. Scott Bradley, Herb Conley	1995
156	Prudential Rand Realty, New City, N.Y.	3,258	10.3	6.5	970.01	34.9	500	Marsha Rand	1984
157	Prudential Utah Real Estate, Midvale, Utah	3,243	16.0	8.5	933.00	43.6	380	Dougan Jones	2001
158	McEneaney Associates Inc., Alexandria, Va.	3,209	6.3	16.5	1,069.76	14.8	195	John McEneaney	1980
159	Coldwell Banker Hawkins-Poe, University Place, Wash.	3,206	8.8	14.4	289.75	21.6	222	Charles F. Hawkins	1946
160	J.P. Weigand & Sons Inc., Wichita, Kan.	3,204	1.1	13.2	382.04	2.0	242	Nestor R. Weigand Jr.	1902
161	Century 21 Superstars, Rancho Santa Margarita, Calif.	3,175	9.5	6.4	1,154.77	33.6	500	Philip Romero	1993
162	Frank Howard Allen, REALTORS® , Novato, Calif.	3,142	20.6	9.7	1,907.96	30.3	325	Lawrence R. Brackett	1910
163	H&H Realty Inc. dba RE/MAX Team 2000, Orland Park, Ill.	3,136	0.7	25.3	589.78	13.7	124	Roger Hug	1977
164	RE/MAX Elite, Brentwood, Tenn.	3,115	58.7	15.3	494.09	50.4	204	Robb Campbell	1990
165	Bradfield Properties Inc., San Antonio	3,022	0.2	15.8	470.45	8.4	191	Boyd B. Bradfield, Joyce Bradfield	1981
166	Watson Realty Co., Bakersfield, Calif.	2,996	1.9	26.3	446.86	16.4	114	Ken Carter	1943
167	The Sammis Group Inc., Huntington, N.Y. dba Coldwell Banker Sammis	2,939	9.6	5.9	1,200.00	29.0	500	Quentin Sammis	1942
168	RE/MAX Southeast Inc., Denver	2,917	-9.6	17.2	660.64	-2.5	170	Gerry Fitzpatrick	1985
169	PMZ Real Estate, Modesto, Calif.	2,857	1.8	21.0	601.34	14.1	136	Michael P. Zagaris	1965
170	Coldwell Banker Premier Realty, Las Vegas	2,853	21.0	12.4	583.95	35.2	230	Bob Hamrick	1998
171	RE/MAX Executives Inc., Atlanta	2,817	-6.1	17.2	593.69	-1.8	164	Van Johnson, Mike Teate	1985
172	Coldwell Banker Brown, REALTORS® , Edwardsville, Ill.	2,801	-4.7	18.0	340.66	6.9	156	Gerry Schuetzenhofer	1972
173	The Kentwood Co., Greenwood Village, Colo.	2,782	-1.4	25.3	1,021.50	-0.3	110	Roger R. Campbell, John Fitzpatrick	1981
174	Coldwell Banker Wallace & Wallace, REALTORS® , Knoxville, Tenn.	2,778	21.7	15.0	421.66	24.1	185	Jim Wallace	1936
175	Coldwell Banker Mid-America Group, REALTORS® , W. Des Moines, Iowa	2,775	0.7	14.3	375.54	0.2	194	Carolyn Helmlinger	1989
176	Shorewood, REALTORS® , Inc., Manhattan Beach, Calif.	2,758	27.0	8.6	1,705.37	38.8	320	Arnold D. Goldstein, Larry Wolf	1969
177	Coldwell Banker Hubbell Real Estate Co., Lansing, Mich.	2,634	5.1	15.5	357.74	6.7	170	Robert E. Hubbell	1968
178	Coldwell Banker Sunstar Realty Inc., Port Charlotte, Fla.	2,610	31.1	18.9	334.17	33.4	138	Donald D. Randolph	1990
179	Century 21 Today Inc., Farmington Hills, Mich	2,549	-0.8	8.9	552.25	14.2	287	Douglas Hardy	1967
180	RE/MAX Eastside Brokers Inc., RE/MAX Metro Realty, Bellevue, Wash.	2,526	4.7	16.6	713.91	8.1	152	Graham Young, David Milot	1987
181	Prudential Dinning-Beard, REALTORS® , Wichita, Kan.	2,497	6.4	9.6	281.50	9.0	261	William Kihle	1948
182	Prudential Decker Realty, Virginia Beach, Va.	2,479	14.2	19.5	522.26	29.5	127	Barbara M. Wolcott	1975
183	RE/MAX On The Boulevard, Sherman Oaks, Calif.	2,458	6.9	8.8	1,362.63	33.3	280	Jay Belson	1992
184	Prudential Prime Properties, Maynard, Mass.	2,448	9.1	9.8	578.63	25.3	249	Nancy Ledgard Quinn	1993
185	Schneidmiller Realty Co., Coeur d'Alene, Idaho dba Coldwell Banker Schneidmiller Realty	2,437	15.2	18.6	382.28	20.6	131	Gary Schneidmiller	1982
186	Prudential California Realty, Thousand Oaks, Calif.	2,429	11.2	10.8	1,036.19	27.6	225	Robert L. Majorino	1990

RANKED BY TRANSACTION SIDES		2002 TRANSACTION SIDES CLOSED			2002 SALES VOLUME		SALES- PEOPLE	TOP OFFICER(S)	FOUNDED
		% change from 2001	Per salesperson	\$ millions	% change from 2001				
187	Prudential Henry & Burrows, REALTORS® , Overland Park, Kan.	2,427	-3.0	22.3	542.18	-2.3	109	Kathy Copeland	1978
188	York Simpson Underwood Realty, Raleigh, N.C.	2,387	-2.2	11.9	657.50	7.1	200	Smedes York	1910
189	Keller Williams Realty, Tulsa, Okla.	2,371	4.8	7.2	278.64	5.2	330	Sherry Lewis	1994
190	RE/MAX First Choice Real Estate, Northborough, Mass.	2,285	-16.1	27.5	662.08	13.3	83	Margie R. Richard	1987
191	RE/MAX Fry Road, Katy, Texas	2,187	58.7	34.7	358.94	70.2	63	Joe Rothchild	1990
192	Prestige Real Estate Group LLC, Englewood, Colo.	2,134	12.5	8.2	775.78	30.5	260	Leeann Iacino, Jack O'Connor	1999
193	Blake Realty Inc. , Albany, N.Y. dba Prudential Manor Homes, REALTORS® ,	2,122	-3.0	10.7	271.04	3.3	198	Jeffrey G. Christiana	1920
194	Prudential Network Realty, Jacksonville, Fla.	2,114	22.9	8.5	497.00	34.6	250	Linda H. Sherrer	1988
195	RE/MAX Accord, Danville, Calif.	2,103	53.8	9.1	996.55	79.6	230	Jerry Stadler	1995
196	Keller Williams Realty, San Antonio	2,095	2.5	10.7	257.93	5.6	195	Mark Willis	1995
197	Century 21 Mills First Inc., Seminole, Fla.	2,056	-2.8	12.9	245.69	8.0	160	Thomas P. Mills	1985
198	RE/MAX Realty Plus, Frederick, Md.	2,047	-1.6	27.7	377.51	12.4	74	Joseph P. Anselmo	1990
199	Prudential Professional, REALTORS® , Colorado Springs, Colo.	2,007	-9.2	14.4	443.63	-3.7	139	Kevin F. Patterson	1986
200	Century 21 Laffey Associates, Fine Homes & Estates, Greenvale, N.Y.	1,980	5.2	4.4	975.00	18.2	450	Emmett, Philip, and Mark Laffey	1972
201	ERA Stirling Properties, Covington, La.	1,973	6.3	12.3	310.94	28.9	161	Martin A. Mayer	1989
202	Prudential Serls Prime Properties, LaGrangeville, N.Y.	1,907	26.4	15.9	516.16	31.6	120	Steven Domber	1980
203	RE/MAX Space Center, Houston	1,900	-8.5	23.8	319.44	-1.0	80	William (Buzzy) Knapp	1988
204	RE/MAX of Boulder, Boulder, Colo.	1,870	5.3	23.1	682.00	2.3	81	Tom Kalinski	1977
205	The Daniel Gale Real Estate Organization, Huntington, N.Y.	1,824	17.1	5.6	1,493.43	35.8	323	Patricia J. Petersen	1922
206	Realty Executives Area, REALTORS® , Kansas City, Mo.	1,696	4.4	17.5	242.20	7.0	97	Fran Walthall	1990
207	Prudential California Realty, Modesto, Calif.	1,607	14.6	19.8	365.94	24.6	81	Craig C. Lewis	1965
208	RE/MAX Realty Group, Fort Myers, Fla.	1,498	2.3	20.0	235.25	9.4	75	George W. Wayers	1985
209	Desert Foothills Realty I LLC, Ahwatukee Foothills, Phoenix dba Keller Williams Realty	1,461	-10.3	7.1	342.07	9.4	207	Barry Kramer	1997
210	RE/MAX Excels, Geneva, Ill.	1,455	-4.7	27.5	369.80	1.7	53	Marv Kombrink	1997
211	RE/MAX Advantage Realty, Port Richey, Fla.	1,444	-1.8	31.4	145.02	16.7	46	Mark Swartzel	1985
212	RE/MAX Associates, Salt Lake City	1,429	10.4	28.6	248.45	12.0	50	Rodney Dailey, Gary Cannon	1992
213	Coldwell Banker Wachholz and Co., Kalispell, Mont.	1,404	27.6	14.3	180.96	30.1	98	Kirk Scoggins	1981
214	Century 21 Wright, Temecula, Calif	1,382	12.9	15.4	312.80	25.1	90	Ruth I. Wright	1992
215	McGuire Real Estate, San Francisco	1,322	41.8	7.0	1,350.56	35.9	190	Charles E. Moore	1919
216	RE/MAX 100 Real Estate, Bethlehem, Pa.	1,313	14.4	25.7	204.59	35.1	51	Elizabeth Duga Hauck	1987
217	RE/MAX Real Estate Services, Columbia, S.C.	1,264	10.8	22.6	157.75	18.4	56	David K. Ness	1990
218	RE/MAX of Rapid City, Rapid City, S.D.	1,245	14.2	47.9	143.37	0.9	26	Eugene W. Hensley	1981
219	RE/MAX Centre Realty, State College, Pa.	1,221	7.3	45.2	190.93	12.9	27	Richard Porter	1992
220	RE/MAX Preferred Properties, Oklahoma City	1,137	0.7	25.8	141.09	2.9	44	Norma Coppedge	1983
221	Smith and Associates, REALTORS® , Tampa, Fla.	1,118	1.5	14.9	374.00	-4.6	75	Robert Glaser	1969
222	Slifer, Smith & Frampton/Vail Associates Real Estate, Avon, Colo.	1,081	17.0	10.2	833.46	14.4	106	Jim Flaum	1994
223	RE/MAX Affiliates, Naperville, Ill.	1,076	-0.8	21.5	266.96	2.1	50	Rosemary Wisnosky	1985
224	RE/MAX Select Properties, Sterling, Va.	992	-7.9	19.8	315.61	13.0	50	Alice C. Stakem	1987
225	ERA Windward Properties, Corpus Christi, Texas	734	-9.2	13.3	79.96	5.4	55	David Wallace	1992
226	A Marketplace Inc., , Long Beach, Calif. dba Prudential California Realty	653	2.2	8.7	209.17	15.9	75	Rosemary Voss	1978
227	RE/MAX Masters Real Estate, Fayetteville, N.Y.	533	35.3	23.2	71.90	48.7	23	Mary McNeill	1992
228	Coldwell Banker Best Realty, Tehachapi, Calif.	432	35.0	9.2	47.15	54.2	47	Kathleen J. Vajtasa	1986