

RANKED BY 2003 TRANSACTION SIDES

REALTOR® Magazine sent questionnaires to 365 companies whose past records established them as high-production companies. More than 79 percent of the companies responded and provided verification from third parties, such as auditors, to confirm the accuracy of their numbers.

			TOP OFFICER(S)	TRANSACTION SIDES, 2003	% CHANGE FROM 2002	AVERAGE SIDES PER SALESPERSON	SALES VOLUME 2003 (IN MILLIONS)	% CHANGE FROM 2002	NUMBER OF SALESPERSONS
1	NRT Incorporated Parsippany, N.J.		Bob Becker	488,606	1.4	8.8	\$ 167,351.8	11.9	55,500
2	HomeServices of America Inc. Edina, Minn.		Ron Peltier	188,465	24.8	11.5	49,362.0	34.4	16,343
3	The Long & Foster Cos. Inc. Fairfax, Va.		P. Wesley Foster Jr.	101,608	8.1	8.7	27,265.0	18.6	11,717
4	Weichert, REALTORS® Morris Plains, N.J.		James M. Weichert	101,000	13.5	11.2	30,500.0	24.5	9,000
5	Real Living Inc. Columbus, Ohio		Harley Rouda Jr.	40,243	9.1	14.1	6,846.0	14.8	2,857
6	Prudential Fox & Roach, REALTORS® Devon, Pa.		Lawrence F. Flick IV	32,293	7.0	9.9	9,359.0	20.8	3,247
7	GMAC Real Estate - Company-owned Operations¹ Oak Brook, Ill.		Terry Morris	29,874	1.2	8.9	13,667.0	7.7	3,365
8	Howard Hanna Holdings Pittsburgh		Howard W. Hanna III	29,114	105.6	12.2	5,027.0	131.6	2,386
9	John L. Scott Real Estate Bellevue, Wash.		J. Lennox Scott	25,694	11.5	16.5	6,557.5	19.3	1,557
10	Crye-Leike Inc. Memphis, Tenn.		Harold Crye	24,817	12.7	9.4	3,607.0	15.5	2,641
11	Realty Executives (Realty Executives Inc.) Phoenix		Richard Rector	24,251	-16.1	16.5	5,501.5	17.0	1,471
12	Coldwell Banker United, REALTORS® Bryan, Texas		Richard A. Smith	23,547	7.8	11.5	4,026.5	7.6	2,048
13	West USA Realty Inc. Phoenix		Clay Fouts	19,838	8.3	13.1	3,363.0	27.0	1,516
14	RE/MAX Equity Group Inc. Portland, Ore.		James C. Homolka	18,877	19.6	17.8	4,282.1	29.9	1,062
15	RE/MAX Greater Atlanta (Greater Atlanta Brokerage Solutions LLC) Atlanta		Lee A. Finch	18,504	1.7	16.1	4,211.4	2.7	1,150
16	Realty USA Orchard Park, N.Y.		Merle L. Whitehead	18,235	3.5	14.0	2,263.4	11.9	1,300
17	Watson Realty Corp. Jacksonville, Fla.		William A. Watson Jr.	18,099	18.1	12.1	2,896.8	28.2	1,499
18	RE/MAX Allegiance² (Allegiance Realty Partners) Virginia Beach, Va.		Charlie Bengel	17,883	-6.3	17.8	4,484.2	8.6	1,007
19	Baird & Warner Chicago		Stephen W. Baird	17,835	12.1	10.6	5,400.0	14.9	1,675
20	Ebby Halliday, REALTORS®, and Ellen Terry, REALTORS® (Ebby Halliday Real Estate Inc.) Dallas		Ebby Halliday, Mary Frances Burleson	17,529	2.5	12.8	3,804.7	5.6	1,370
21	Allen Tate Co. Charlotte, N.C.		Allen Tate Jr., Pat Riley	17,442	5.7	17.7	3,495.6	11.6	983
22	Coldwell Banker Bain/Coldwell Banker Barbara Sue Seal Mercer Island, Wash.		William J. Riss	17,333	21.5	13.0	5,471.6	27.9	1,336
23	Coldwell Banker Success Realty Scottsdale, Ariz.		Robert McCord	17,318	3.4	8.7	3,926.0	11.5	2,000
24	Real Estate One Inc. Southfield, Mich.		Richard S. Elsea	16,822	2.8	9.0	3,424.0	8.7	1,867
25	Prudential California Realty, Nevada Realty, Texas Properties Pleasanton, Calif.		David Cobo	16,739	14.5	6.3	6,319.7	19.2	2,667
26	Coldwell Banker Homesale Services Group Lancaster, Pa.		Christopher L. Poole, Douglas W. Rebert	12,670	9.3	16.8	1,893.1	15.5	756
27	Shorewest, REALTORS® Brookfield, Wis.		Joe Horning	12,438	16.9	13.8	2,262.0	23.1	900
28	Prudential Douglas Elliman Real Estate³ South Huntington, N.Y.		Dorothy Herman	11,719	77.6	5.2	6,457.9	185.3	2,267
29	Prudential Connecticut Realty Rocky Hill, Conn.		Peter G. Helie	11,620	2.7	9.5	3,883.0	8.4	1,224
30	First Team Real Estate Costa Mesa, Calif.		Cameron Merage	11,606	10.6	8.2	5,422.0	24.0	1,420
31	Sibcy Cline, REALTORS® (Sibcy Cline Inc.) Cincinnati		Robert N. Sibcy	11,351	7.1	9.5	2,131.3	8.5	1,192
32	Prudential Carolinas Realty (Preferred Carolinas Realty Inc.) Winston-Salem, N.C.		Robert Helms	11,213	2.9	14.6	2,259.0	6.8	767
33	Century 21 Town & Country Rochester, Mich.		John R. Kersten	10,852	-0.2	10.9	2,072.6	3.1	1,000
34	The Keyes Co., REALTORS® Miami		Michael Pappas	10,830	-6.8	7.7	2,120.1	15.1	1,400
35	First Weber Group Madison, Wis.		James R. Imhoff Jr.	10,712	9.1	11.6	2,028.0	18.4	925
36	Latter & Blum Inc., REALTORS® New Orleans		Robert W. Merrick	10,624	4.2	12.1	1,621.7	7.9	881
37	RE/MAX Alliance Arvada, Colo.		Chuck Ochsner	10,486	-5.1	15.2	2,950.6	-1.8	690
38	Prudential Carolina Real Estate (O'Shaughnessy Realty Co. Inc.) Charleston, S.C.		Michael O'Shaughnessy	10,324	21.5	14.6	2,008.7	32.5	709
39	RE/MAX Results (Collopy & Saunders Real Estate Inc.) Eden Prairie, Minn.		Bill (H.W.) Saunders III, John Collopy	10,126	4.7	27.9	2,548.4	17.0	363
40	Coldwell Banker Prime Properties Albany, N.Y.		Kenneth M. Raymond Jr.	10,011	34.9	19.9	1,377.2	39.2	504
41	Keller Williams Realty, North Texas/New Mexico Dallas		David Osborn	9,959	16.4	9.0	1,908.3	16.4	1,111
42	Prudential Florida WCI Realty (Watermark Realty Inc.) Plantation, Fla.		Roger A. Herman	9,923	16.1	7.7	3,122.7	32.0	1,294
43	Metro Brokers/GMAC Real Estate Atlanta		Kevin Levent	9,736	0.0	5.8	1,679.1	2.7	1,673
44	William E. Wood and Associates, REALTORS® Virginia Beach, Va.		Richard B. Thurmond	9,646	0.4	17.1	1,884.5	16.7	563
45	Century 21 Realty Group Cos. Indianapolis		Kevin K. Kirkpatrick	9,404	4.5	12.6	1,388.1	4.1	744

See page 3

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46	Prudential Americana Group, REALTORS®	Las Vegas	Mark Stark	9,387	24.9	9.2	2,208.6	42.2	1,017
47	William Raveis Real Estate Inc.	Shelton, Conn.	William M. Raveis Jr.	9,203	1.0	7.4	3,400.0	6.3	1,251
48	Nothnagle, REALTORS®	Rochester, N.Y.	Philip R. Nothnagle	9,069	7.7	17.2	1,034.1	13.2	527
49	F. C. Tucker Co. Inc.	Indianapolis	H. James Litten	9,064	3.6	16.2	\$ 1,753.5	5.5	559
50	Hunt Real Estate ERA	Williamsville, N.Y.	Peter F. Hunt	8,884	19.8	12.1	1,041.9	21.7	732
51	Harry Norman, REALTORS® (HN Real Estate Group LLC)	Atlanta	J. Lewis Glenn	8,875	6.6	9.5	2,864.4	4.5	935
52	Lyon Real Estate (William L. Lyon and Associates Inc.)	Sacramento, Calif.	Michael P. Lyon	8,736	9.7	11.8	2,837.1	26.8	741
53	Prudential Northwest Properties	Portland, Ore.	Bert Waugh Jr.	8,720	5.9	14.5	1,786.1	13.0	600
54	Prudential Gardner, REALTORS® (GBS Properties LLC)	Metairie, La.	Glenn Gardner, Barbara Blades	8,706	0.4	7.6	1,382.2	8.5	1,144
55	Coldwell Banker Legacy	Albuquerque, N.M.	Joe Gilmore, Peter Parnegg	8,618	6.4	16.9	1,426.5	14.8	511
56	Fonville Morisey Realty (Fonville Morisey Realty Inc.)	Raleigh, N.C.	John C. Morisey Jr.	8,517	9.7	16.1	1,897.2	9.4	528
57	John Hall & Associates Inc.	Phoenix	Jim Sexton	8,400	4.8	10.4	1,660.0	12.3	806
58	Keller Williams Realty (KWI-1 LTD & KWI-8 LTD)	Austin, Texas	Gary W. Keller	8,103	33.7	9.2	1,257.6	8.5	885
59	Prudential Georgia Realty	Roswell, Ga.	Daniel T. Forsman	8,000	1.9	7.9	1,810.0	8.3	1,008
60	Northwood Realty Services (Everest Consulting Group)	Pittsburgh	Tex Weston	7,878	12.0	10.0	939.8	15.6	789
61	Keller Williams Realty (Willis Management Inc.)	Austin, Texas	Mark Willis	7,869	-1.4	7.0	1,266.1	5.0	1,132
62	Alain Pinel Inc., REALTORS®	Saratoga, Calif.	Paul L. Hulme, Larry Knapp	7,854	-10.9	9.0	6,236.2	-3.9	877
63	Prudential Gary Greene, REALTORS®	Houston	Marilyn Eiland	7,850	6.5	10.8	1,441.1	10.8	725
64	Coldwell Banker Howard Perry and Walston Realty	Raleigh, N.C.	Donald F. Walston	7,844	8.1	14.0	1,619.8	9.1	562
65	Century 21 Judge Fite Co. (Judge Fite Co. Inc.)	Dallas	James R. Fite	7,835	5.5	10.4	1,056.1	24.0	752
66	Carpenter GMAC Real Estate (Carpenter)	Indianapolis	Thomas G. Prall	7,735	10.4	11.4	928.7	12.5	680
67	Tomlinson Black Group of Cos.	Coeur d'Alene, Idaho	Robert H. Tomlinson	7,689	11.9	21.7	1,029.6	18.1	354
68	Realty Executives of Nevada	Las Vegas	Fafie Moore	7,377	21.3	15.9	1,743.1	39.7	463
69	Coldwell Banker The Real Estate Group	Appleton, Wis.	Joyce A. Bytof	7,297	15.7	22.2	939.4	17.9	329
70	RE/MAX Gold Real Estate (Norcal Gold Inc.)	Folsom, Calif.	James O'Bryon	7,283	12.1	11.9	2,057.5	27.4	610
71	Counselor Realty Inc. (Counselor Holding Inc.)	Spring Lake Park, Minn.	Kenneth E. Kunzman	7,026	4.2	13.5	1,631.9	15.1	520
72	Jack Conway, REALTOR® (Jack Conway & Co. Inc., REALTORS®)	Norwell, Mass.	John E. (Jack) Conway	6,926	7.5	9.2	1,558.6	14.9	751
73	Rose & Womble Realty (Rose & Womble Realty Co. LLC)	Virginia Beach, Va.	Jimmy V. Rose Sr.	6,910	5.4	13.2	1,259.8	18.8	525
74	Century 21 Alliance	Havertown, Pa.	Paul J. Gallagher	6,828	4.5	11.0	1,283.0	17.3	618
75	Patterson-Schwartz Real Estate	Hockessin, Del.	Richard T. Christopher	6,779	10.7	22.4	1,474.8	16.6	303
76	Prudential Preferred Realty (PPR Realty Inc.)	Pittsburgh	Ronald F. Croushore	6,772	11.1	11.5	1,160.2	13.0	590
77	RE/MAX Partners (Revier Real Estate Corp.)	Fort Lauderdale, Fla.	Larry Revier	6,730	2.3	20.0	1,601.8	17.0	337
78	RE/MAX Achievers (Achievers Real Estate Co. Inc.)	Scottsdale, Ariz.	Tim Hatlestad	6,654	47.7	16.4	1,209.6	55.1	405
79	Bob Parks Realty LLC	Murfreesboro, Tenn.	Bob Parks	6,501	6.1	11.8	1,064.8	13.1	550
80	Coldwell Banker Devonshire Realty	Champaign, Ill.	John Schumacher	6,346	6.2	16.9	771.5	8.8	375
81	Realty Executive Associates Inc.	Knoxville, Tenn.	R. Vance Burkey	6,291	36.7	20.6	1,017.2	50.3	305
82	Coldwell Banker Roth Wehrly Graber	Fort Wayne, Ind.	John Bellio	6,278	0.4	20.9	623.9	-2.2	300
83	Greenridge Realty Inc.	Grand Rapids, Mich.	Thomas P. Paarlberg	6,046	2.3	12.0	837.9	14.4	505
84	The Group Inc. Real Estate	Fort Collins, Colo.	Sharienne Daily	5,979	-11.0	26.1	1,377.2	-4.8	229
85	The Beazley Co. (The William T. Beazley Co.)	New Haven, Conn.	Gregory O. Scott	5,974	3.2	12.8	1,175.4	15.2	465
86	Prudential Carruthers, REALTORS®	Severna Park, Md.	Tom Carruthers Jr.	5,885	4.2	8.5	1,704.8	16.3	690
87	Coldwell Banker Schweitzer Real Estate	Sterling Heights, Mich.	Paul R. Schweitzer	5,761	-2.0	9.5	1,308.6	15.1	609
88	Century 21 Award (Award Inc.)	San Diego	Tom Kunz	5,734	-10.3	10.2	2,053.3	6.8	560
89	RE/MAX United (Real Estate United)	Raleigh, N.C.	Hal Perry, Lynn Britt	5,710	3.5	18.4	1,099.3	7.3	310
90	RE/MAX All Cities Realty⁴	Manhattan Beach, Calif.	Kelli Amundson	5,704	-6.3	8.8	3,078.4	14.3	650
91	Coldwell Banker Heritage, REALTORS® (Heritage Home Services LLC)	Dayton, Ohio	Steve Earman, Kenneth Parrott	5,645	21.0	16.6	713.1	21.0	340
92	Mel Foster Co. Inc.	Davenport, Iowa	Robert C. Fick	5,609	2.3	14.4	665.2	4.5	389
93	Century 21 Advantage Gold	Southampton, Pa.	William H. Lublin	5,542	6.1	21.0	464.0	21.2	264
94	Prudential Real Estate Professionals	Salem, Ore.	Byron Hendricks	5,369	44.4	16.3	972.0	78.7	330

See page 4

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95	Century 21 Select Real Estate Inc.	Yuba City, Calif.	Daniel C. Jacuzzi	5,319	1.8	11.2	1,267.1	21.7	475
96	RE/MAX Suburban	Mount Prospect, Ill.	James R. Nelson, Robert Baker	5,299	-3.8	22.1	1,424.0	5.3	240
97	Prudential Jack White/Vista Real Estate	Anchorage, Alaska	Richard Fuller	5,279	0.8	17.6	947.8	10.7	300
98	RE/MAX Real Estate Services (Beneficial Services Inc.)	Aliso Viejo, Calif.	Gary Thomas	5,189	5.1	11.7	2,585.4	18.8	445
99	RE/MAX Professional Inc. (SSTM Inc.)	Lakewood, Colo.	Alan B. Smith, Tom Schack	5,167	1.1	18.9	1,340.3	3.7	273
100	Keller Williams Realty	Englewood, Colo.	E. S. (Al) Alba	5,153	11.8	4.8	1,138.3	16.2	1,074
101	Prudential C. Dan Joyner Co. Inc.	Greenville, S.C.	C. Dan Joyner	5,133	12.0	16.9	795.5	17.7	304
102	Prudential New Jersey Properties (PNJP LLC)	Somerset, N.J.	William O. Keleher Jr.	5,103	-7.9	7.9	1,848.9	4.3	650
103	Meybohm, REALTORS® (Meybohm, REALTORS®, LLC)	Augusta, Ga.	E. G. Meybohm	5,088	5.9	24.2	719.6	11.5	210
104	RE/MAX DFW Associates	Coppell, Texas	Mark Wolfe	5,003	1.6	20.7	1,074.5	5.0	242
105	ERA The Masiello Group	Keene, N.H.	Christopher J. Masiello, Edward J. Buczynski	4,980	5.0	13.8	1,147.0	17.3	360
106	Coldwell Banker Honig-Bell (Honig Realty Inc.)	Lockport, Ill.	Edward T. Prodehl	4,937	8.8	9.2	871.6	20.5	535
107	William Pitt Real Estate LLC	Stamford, Conn.	Paul E. Breunich, L. Casey Jones	4,933	2.4	8.7	1,958.8	7.7	565
108	Coldwell Banker Associates Realty	San Diego	Richard Palmer, Thomas R. Hoffman	4,783	11.1	9.6	1,675.8	24.9	496
109	Prudential Detrick/Alliance/Southwest Realty	Tulsa, Okla.	Sheldon Detrick	4,771	0.2	7.9	627.4	5.0	605
110	Illustrated Properties Real Estate Inc.	Palm Beach Gardens, Fla.	F. F. Adams	4,737	-7.9	10.1	1,214.8	11.9	470
111	Coldwell Banker Schmidt, REALTORS®	Traverse City, Mich.	Ken Schmidt	4,733	-1.6	12.5	900.4	21.2	378
112	Century 21 Sunbelt Realty Inc.	Cape Coral, Fla.	Barbara M. Watt	4,637	33.4	14.3	570.2	29.7	325
113	Century 21 M&M and Associates (Premier Valley Inc.)	Modesto, Calif.	John N. Melo	4,632	30.7	13.2	1,000.2	65.3	350
114	Star One, REALTORS® (Star One Real Estate Inc.)	Cincinnati	George L. Meinhardt	4,564	0.8	12.5	766.7	4.2	364
115	RE/MAX Associates	San Diego	Geoffrey Mountain	4,545	2.4	11.4	1,955.9	19.1	400
116	Michael Saunders and Co.	Sarasota, Fla.	Michael Saunders	4,493	23.7	10.1	1,857.8	40.1	446
117	Century 21 MoneyWorld	Las Vegas	Mike West	4,490	16.0	12.0	896.2	29.7	375
118	RE/MAX Real Estate Partners	Metairie, La.	Tom Giroir	4,484	18.6	30.1	600.6	22.8	149
119	The Hasson Co., REALTORS®	Lake Oswego, Ore.	Michael J. Hasson	4,447	-1.5	22.2	1,266.9	1.0	200
120	RE/MAX of Atlanta (B & E Realty Assoc. LLC)	Duluth, Ga.	Robert K. Sacre	4,433	24.5	5.7	790.5	28.4	783
121	Coldwell Banker RaderGroup, REALTORS® (The RaderGroup Inc.)	Tulsa, Okla.	Samuel A. Rader	4,363	34.8	13.4	627.7	44.7	325
122	Prudential California Realty	Cerritos, Calif.	Bruce T. Mulhearn	4,335	13.1	7.2	1,260.6	27.3	600
123	McColly Real Estate	Schererville, Ind.	Ronald F. McColly	4,331	21.9	8.4	552.7	31.0	515
124	Houlihan/Lawrence Inc.	Bronxville, N.Y.	Nancy M. Seaman	4,328	7.3	5.2	2,480.7	13.6	830
125	Coldwell Banker Barnes (Barnes Real Estate Services Inc.)	Brentwood, Tenn.	David R. Barnes	4,325	8.0	12.4	645.2	15.5	350
126	Ruhl & Ruhl, REALTORS®, Inc.	Davenport, Iowa	Caroline Ruhl	4,321	9.9	16.6	515.1	18.0	260
127	Century 21 AAward Associates	Port Charlotte, Fla.	Leo K. Gravesen	4,273	42.4	21.4	232.2	20.9	200
128	Century 21 Superstars (Superstars Inc.)	Rancho Santa Margarita, Calif.	Philip Romero	4,252	33.9	8.5	1,581.0	36.9	500
129	RE/MAX Boone Realty/Jefferson City (Boone Group Ltd.)	Columbia, Mo.	Richard Mendenhall	4,237	14.1	26.5	569.6	23.7	160
130	Coldwell Banker Apex, REALTORS®	Mesquite, Texas	Lori Arnold	4,193	18.3	14.0	588.2	24.0	300
131	Dilbeck, REALTORS®, GMAC Real Estate (Dilbeck Inc.)	LaCanada, Calif.	Mark Dilbeck	4,184	6.3	6.4	1,837.3	25.5	650
132	RE/MAX Realty 100	Milwaukee	Jeffrey A. Benson, Bruce W. Martin	4,158	-4.7	22.4	730.1	6.3	186
133	Coldwell Banker Alliance (Alliance Enterprises Inc.)	Indianapolis	Jim Williams	4,126	47.9	33.0	292.9	45.2	125
134	Realty Executives Santa Clarita	Santa Clarita, Calif.	Jim Tanner	3,991	14.3	11.4	1,316.7	26.4	350
135	Prudential Utah Real Estate (Extreme Holding LLC)	Salt Lake City	Dougan T. Jones	3,990	23.0	9.9	1,128.4	20.9	402
136	Prudential Rand Realty (Prudential Rand Realty)	New City, N.Y.	Marsha Rand	3,983	22.3	6.1	1,244.7	28.3	650
137	Coldwell Banker D'Ann Harper, REALTORS®	San Antonio	D'Ann Harper	3,964	3.4	20.0	591.1	3.5	198
138	Coldwell Banker Chicora	Myrtle Beach, S.C.	Don Smith	3,964	21.1	24.6	568.7	26.3	161
139	Coldwell Banker Pacific Properties	Honolulu	Scott Bradley, Herb Conley	3,951	21.2	9.2	1,389.5	33.4	430
140	RE/MAX Executive (Ill Create Inc.)	Livermore, Calif.	Dave Gravelle	3,950	12.7	12.3	1,615.7	31.5	320
141	RE/MAX Northwest, REALTORS® (Canyon Creek Realty Inc.)	Bothell, Wash.	Russell Schustek	3,935	19.0	15.3	1,141.0	28.9	257
142	RE/MAX Integrity, REALTORS®	Phoenix	Ed McCloud	3,864	10.4	21.5	649.4	16.0	180
143	Century 21 Access America	Wethersfield, Conn.	John M. Zubretsky Jr.	3,831	7.9	7.7	750.3	5.1	500

See page 5

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144	Ken Meade Realty Inc. Sun City, Ariz.		Steven K. Meade	3,816	2.3	11.6	508.1	14.4	330
145	RE/MAX Properties Inc. Colorado Springs, Colo.		Joe Clement	3,811	-4.1	17.3	812.7	3.9	220
146	RE/MAX Palos Verdes and RE/MAX Execs (RE/MAX Palos Verdes/RE/MAX Execs Group) Palos Verdes Estates, Calif.		Sandra Sanders	3,801	-6.9	8.4	2,125.9	15.4	450
147	Realty Executives of Tucson Tucson, Ariz.		Anthony Azar	3,744	10.0	12.1	657.7	14.0	309
148	The Danberry Co., REALTORS® (The Danberry Co.) Toledo, Ohio		Lynn Fruth	3,732	-0.9	10.7	523.3	2.1	350
149	RE/MAX Real Estate Consultants (Austin McBride Corp.) Palm Desert, Calif		Lorenzo L. Lombardelli	3,685	17.6	16.8	1,156.3	45.8	220
150	McMillin Realty (McMillin Real Estate and Mortgage) Bonita, Calif.		Scott McMillin	3,650	-1.4	10.1	1,400.0	16.7	361
151	Russ Lyon Realty Co. Scottsdale, Ariz.		Dennis H. Lyon	3,643	5.8	7.3	1,335.1	9.9	500
152	RE/MAX Elite (Elite Enterprises LLC) Brentwood, Tenn.		Robb Campbell	3,602	15.6	17.2	577.0	29.9	210
153	Coldwell Banker Primus Realty (Primus Realty Corp.) Oswego, Ill.		Richard A. Faltz	3,547	-2.8	9.1	733.4	6.7	391
154	RE/MAX of Naperville/RE/MAX Enterprises (Brennan Naperville Inc./Brennan Downers Inc.) Naperville, Ill.		John P. Brennan	3,477	4.8	18.6	964.3	12.2	187
155	Century 21 New Millennium Alexandria, Va.		Todd Hetherington	3,449	0.8	11.4	988.1	17.1	302
156	Coldwell Banker Hawkins-Poe, REALTORS® University Place, Wash.		Charles Frank Hawkins	3,445	10.9	14.2	333.5	18.5	242
157	RE/MAX Properties Unlimited (Nassau Management Group Inc.) Princeton, N.J.		Robert Lyszczarz	3,394	19.5	8.8	1,433.1	19.8	384
158	J.P. Weigand & Sons Inc. Wichita, Kan.		Nestor R. Weigand Jr.	3,369	5.1	12.9	408.3	6.9	261
159	Skyline (Skyline Properties Inc.) Bellevue, Wash.		Ronald Hennig	3,336	19.0	5.2	765.5	23.2	640
160	Century 21 Metro Alliance (Jancy Realty & Investments Inc.) Phoenix		Charles F. Mclean	3,292	14.0	6.2	559.2	21.0	530
161	RE/MAX Premier Group Plano, Texas		C. Don Dahlberg	3,287	-5.4	16.9	622.1	-5.9	195
162	Keller Williams Realty Kingwood/Woodlands Kingwood, Texas		Judy Hopkins	3,258	2.9	10.5	448.2	8.2	309
163	Coldwell Banker Mid-America Group, REALTORS® (Mid-America Real Estate Co.) W. Des Moines, Iowa		Carolyn Helmlinger	3,245	16.0	14.8	457.3	23.2	220
164	Weidel, REALTORS® (Richard A. Weidel Corp., REALTORS®) Pennington, N.J.		Richard A. Weidel Jr.	3,244	-0.9	11.4	841.4	10.2	285
165	RE/MAX of Valencia Santa Clarita, Calif.		Alice O'Hare	3,237	2.3	20.5	1,212.8	28.1	158
166	Coldwell Banker Sunstar/Morris Realty Inc. (Coldwell Banker Sunstar Realty Inc.) Port Charlotte, Fla.		Donald D. Randolph	3,200	22.6	19.2	390.4	16.8	167
167	Frank Howard Allen, REALTORS® Novato, Calif.		Lawrence R. Brackett	3,185	1.4	9.0	2,079.0	9.0	355
168	Watson Realty Co. Bakersfield, Calif		Ken Carter	3,142	4.9	29.4	541.2	21.1	107
169	Coldwell Banker Schneidmiller Realty (Schneidmiller Realty Co.) Coeur d'Alene, Idaho		Gary Schneidmiller	3,095	27.0	21.3	537.4	40.6	145
170	Coldwell Banker Premier Realty Las Vegas		Robert H. Hamrick	3,088	8.2	14.3	688.8	18.0	216
171	Gallinger/GMAC Real Estate Syracuse, N.Y.		John F. Osta	3,086	-9.6	15.4	370.9	-3.2	200
172	Coldwell Banker Wallace & Wallace, REALTORS® Knoxville, Tenn.		Jim Wallace	3,080	10.9	14.0	488.3	15.8	220
173	RE/MAX Advantage Stockbridge, Ga.		Kent Miller	3,076	-12.3	22.0	436.8	-6.1	140
174	RE/MAX of Reading Wyomissing, Penn.		Harry K. (Jack) Fry	3,075	-2.2	30.1	420.0	7.9	102
175	Keller Williams Realty Edmond, Okla.		Mo Anderson	3,043	27.2	11.2	378.6	29.6	272
176	Bradfield Properties Inc. San Antonio		Joyce Bradfield	3,032	0.3	15.8	461.1	-2.0	192
177	McEneaney Associates Inc. Alexandria, Va.		John McEneaney	3,016	7.4	15.5	1,200.7	12.2	194
178	Prestige Real Estate Group LLC Englewood, Colo.		Jack O'Connor	2,999	40.5	10.0	785.0	8.8	301
179	Beverly-Hanks & Associates Asheville, N.C.		W. Neal Hanks Jr.	2,976	4.7	14.6	627.9	11.3	204
180	RE/MAX on the Boulevard Sherman Oaks, Calif.		Jay M. Belson	2,946	19.9	11.1	1,421.8	4.3	265
181	Downing-Frye Realty Naples, Fla.		David Frye	2,930	11.1	6.2	1,126.4	6.8	471
182	Prudential Dinning-Beard, REALTORS® (Dinning-Beard Inc.) Wichita, Kan.		William Kihle	2,919	16.9	9.7	349.9	24.3	300
183	One Source Realty-GMAC Real Estate (Seaman Real Estate Services Inc.) San Diego		Gregg Seaman	2,909	7.7	7.8	1,189.2	30.1	374
184	Prudential California Realty Thousand Oaks, Calif.		Robert L. Majorino	2,896	19.2	10.8	1,320.7	27.5	267
185	The Kentwood Co. Greenwood Village, Colo.		Roger R. Campbell, John Fitzpatrick	2,766	-0.6	24.1	1,069.6	4.7	115
186	RE/MAX Space Center (W. Knapp Ltd.) Houston		William (Buzzy) Knapp	2,714	42.8	22.4	450.0	40.9	121
187	Intero Real Estate Services Cupertino, Calif.		Eugene A. Blefari	2,711	5547.9	3.4	1,640.0	6733.3	802
188	Diane Turton, REALTORS® (RT Real Estate) Point Pleasant Beach, N.J.		Diane S. Turton	2,708	14.6	7.0	915.7	28.7	385
189	RE/MAX Eastside Brokers Inc. (RE/MAX Eastside Brokers Inc. & RE/MAX Metro Realty) Bellevue, Wash.		Graham Young, David Milot	2,692	6.6	17.5	815.6	13.3	154

See page 6

RANKED BY 2003 TRANSACTION SIDES *From page 5*

			TOP OFFICER(S)	TRANSACTION SIDES, 2003	% CHANGE FROM 2002	AVERAGE SIDES PER SALESPERSON	SALES VOLUME, 2003 (IN MILLIONS)	% CHANGE FROM 2002	NUMBER OF SALESPeOPLE
190	Keller Williams Realty (ABW and ABWS Tulsa Inc.)	Tulsa, Okla.	Sherry Lewis	2,691	13.5	6.7	328.9	18.0	400
191	Shorewood, REALTORS®, Inc.	Manhattan Beach, Calif.	Arnold D. Goldstein, Lawrence M. Wolf	2,660	-3.6	7.5	1,884.7	10.5	357
192	RE/MAX of Eastern Jackson County	Independence, Mo.	T. David Rogers	2,599	-12.7	21.8	320.0	-8.2	119
193	Prudential Henry & Burrows, REALTORS®	Overland Park, Kan.	Kathy Copeland	2,576	6.1	20.9	631.4	16.5	123
194	Prudential Decker Realty	Virginia Beach, Va.	Barbara M. Wolcott	2,573	3.8	18.4	600.7	14.9	140
195	Prudential Prime Properties (New England Prime Properties Inc.)	Maynard, Mass.	Nancy Quinn	2,524	3.1	9.9	684.6	18.3	255
196	RE/MAX Southeast Inc. (Gerald Paige Inc.)	Denver, Colo.	Gerry Fitzpatrick	2,522	-13.5	15.3	582.0	-11.9	165
197	Prudential Network Realty (Florida Network LLC)	Jacksonville, Fla.	Linda Sherrer	2,510	15.3	9.2	677.2	36.1	273
198	RE/MAX First Choice Real Estate (First Choice Real Estate Inc.)	Northboro, Mass.	Margie Richard, James Flanders	2,400	-7.0	24.5	786.8	18.7	98
199	Prudential Manor Homes (Blake Realty Inc.)	Albany, N.Y.	Jeffrey G. Christiana	2,293	8.1	8.2	315.1	16.3	281
200	John R. Wood Inc.	Naples, Fla.	Phillip R. Wood	2,273	20.6	11.9	946.7	28.1	191
201	Century 21 Laffey Associates, Fine Homes & Estates	Greenvale, N.Y.	Philip Laffey	2,213	14.4	4.0	1,153.0	22.5	550
202	Coldwell Banker Diamond, REALTORS® (Diamond Realty Services)	Collegeville, Penn.	David L. Specht	2,151	-1.9	10.0	335.0	5.6	216
203	Prudential Serls Prime Properties (Serls Prime Properties Inc.)	LaGrangeville, N.Y.	Steven Domber	2,111	9.7	8.9	692.0	33.8	237
204	Keller Williams Realty East Valley	Tempe, Ariz.	P. J. Stratford	2,049	11.5	7.2	354.5	14.2	286
205	ERA Stirling Properties	Covington, La.	Martin A. Mayer	2,042	3.5	13.1	322.1	3.6	156
206	RE/MAX Associates (Dominion Group)	Edmond, Okla.	Ruth B. Boss, GiGi Faulkner	2,007	3.7	24.2	293.7	7.7	83
207	John Daugherty, REALTORS®, Inc.	Houston	John Daugherty Jr.	2,003	8.3	10.9	1,012.4	3.8	184
208	RE/MAX First Choice (Latham Real Estate & Investments LLC)	Pelham, Ala.	Jim Latham, Anita Latham	1,959	-1.0	26.1	272.9	27.8	75
209	RE/MAX Exclusive Properties	Chicago	Janice Corley-Blaney	1,950	17.5	10.5	588.8	20.7	185
210	The Daniel Gale Real Estate Organization	Huntington, N.Y.	Patricia J. Petersen	1,945	6.6	5.1	1,752.2	17.3	385
211	RE/MAX of Boulder	Boulder, Colo.	Tom Kalinski	1,874	6.1	20.8	681.7	-0.1	90
212	RE/MAX of Gulf Shores (Ocean Shores Inc.)	Gulf Shores, Ala.	Robert W. Shallow	1,761	7.9	27.1	497.2	19.3	65
213	Keller Williams Realty Ahwatukee Foothills (Desert Foothills Realty I LLC)	Phoenix	Barry F. Kramer	1,759	20.4	8.3	388.5	13.6	213
214	RE/MAX Realty Group	Fort Myers, Fla.	George W. Sayers	1,733	15.7	17.7	313.4	33.2	98
215	Prudential Arizona Properties (Arizona Properties & Relocation LLC)	Scottsdale, Ariz.	Margaret Dixon	1,686	37.7	5.8	416.9	46.1	290
216	RE/MAX State Line Realty Suburban Real Estate Inc.	Leawood, Kan.	Steve Shumate	1,684	-4.5	15.3	330.8	2.6	110
217	Realty Executives Area, REALTORS® (K.C.R.E. Inc.)	Gladstone, Mo.	Fran Walthall	1,651	-2.7	16.2	256.8	5.9	102
218	Greenwood King Properties II Inc.	Houston	Julie Greenwood, Linda King	1,631	-1.3	11.7	618.1	-7.5	140
219	RE/MAX Associates (Associates Group LLC)	Salt Lake City	Rodney Dailey	1,618	13.2	24.5	300.5	21.0	66
220	Keller Williams Realty (Dance Hall Investors Inc.)	Roseville, Calif.	Wayne Hall	1,602	99.3	8.8	418.0	141.6	183
221	Coldwell Banker M.M. Parrish, REALTORS®	Gainesville, Fla.	Sanford Eugene (Gene) Ritch	1,559	6.2	15.6	270.3	14.7	100
222	Prudential California Realty (Stone Real Estate Inc.)	Modesto, Calif.	Craig C. Lewis	1,558	8.7	13.5	454.1	43.7	115
223	Coldwell Banker Wachholz & Co.	Kalispell, Mont.	Kirk Scoggins, Thomas Burk	1,534	16.2	13.9	79	32.3	110
224	Coldwell Banker Elite	Stafford, Va.	Kevin M. Breen	1,488	27.6	12.4	387.8	51.2	120
225	Slifer Smith & Frampton Real Estate	Avon, Colo.	James Flaum	1,407	-11.8	11.7	1,126.3	-17.6	120
226	Smith & Associates, REALTORS®, Inc.	Tampa, Fla.	Robert P. Glaser	1,407	25.8	16.0	510.3	36.7	88
227	RE/MAX Excels (Superstar Realty LLC)	Geneva, Ill.	Marv Kombrink	1,398	-3.9	24.1	402.0	8.7	58
228	RE/MAX First, REALTORS® (Wherley and Associates Inc.)	Leawood, Kan.	Tom Wherley	1,370	-2.2	18.8	279.7	-3.1	73
229	RE/MAX Executives, REALTORS®	Tulsa, Okla.	David J. Momper	1,363	0.6	21.6	182.8	2.2	63
230	RE/MAX Tri County (David Daniels Realty)	Algonquin, Ill.	Diana Wood	1,360	-2.9	22.7	303.5	4.1	60
231	RE/MAX South Suburban (MIKORP Inc.)	Flossmoor, Ill.	Michael J. Kroopkin	1,360	-2.2	25.2	200.2	0.2	54
232	Keller Williams Executive Realty LLC (HR Realty)	Highlands Ranch, Colo.	E. S. (Al) Alba	1,336	68.5	6.4	191.4	8.9	208
233	RE/MAX Horizon	Elgin, Ill.	Dean Gillman	1,330	13.7	28.3	262.3	24.3	47
234	McGuire Real Estate	San Francisco	Charles E. Moore	1,324	0.5	7.0	1,309.9	6.8	190
235	Coldwell Banker Pelican Real Estate (Pelican Real Estate Limited)	Lafayette, La.	Stephen S. Thomson	1,323	7.6	13.0	176.9	30.5	102
236	RE/MAX Realty Professionals	Wichita, Kan.	Wayne Short	1,316	15.5	26.3	143.2	20.5	50
237	RE/MAX Centre Realty (Centre Professionals Inc.)	State College, Pa.	Scott L. Yocum	1,304	6.8	43.5	217.2	13.7	30
238	Keller Williams Realty of Northern Colorado	Fort Collins, Colo.	JoAnn Johnston	1,268	26.0	7.7	233.1	25.6	165

See page 7

RANKED BY 2003 TRANSACTION SIDES *From page 6*

			TOP OFFICER(S)	TRANSACTION SIDES, 2003	% CHANGE FROM 2002	AVERAGE SIDES PER SALESPERSON	SALES VOLUME, 2003 (IN MILLIONS)	% CHANGE FROM 2002	NUMBER OF SALESPeOPLE
239	RE/MAX Preferred Properties Oklahoma City		Norma Coppedge	1,267	11.4	22.2	168.0	19.1	57
240	RE/MAX Realty of Joliet (KNR Inc.) Joliet, Ill.		Nancy Freeman	1,249	-4.9	24.5	191.9	3.3	51
241	Coldwell Banker Curtis Irving Realty Inc. Eugene, Ore.		Curtis Irving	1,207	20.5	16.1	199.5	53.1	75
242	Keller Williams Realty IH-10 Market Center (Keller Williams Realty) San Antonio		Mark Willis	1,200	8.8	7.5	131.5	6.7	160
243	RE/MAX 100 Real Estate Bethlehem, Pa.		Elizabeth Duga Hauck	1,179	-10.2	22.2	202.6	-0.9	53
244	Keller Williams Northville (Keller Williams Realty Northville Market Center) Northville, Mich.		John Dimora	1,160	-7.2	6.2	270.1	-4.5	187
245	RE/MAX Southern Homes (Real Estate Group LLC) Birmingham, Ala.		David Emory	1,136	44.3	23.7	220.3	60.5	48
246	Keller Williams Realty Clarksville, Tennessee Clarksville, Tenn.		Mike Groves	1,094	312.8	15.0	98.3	336.0	73
247	Coldwell Banker Partners (Coldwell Banker Partners Real Estate) Pueblo, Colo.		Russell A. DeSalvo III	1,088	106.8	19.8	123.5	115.5	55
248	RE/MAX Affiliates (Affiliates Inc.) Naperville, Ill.		Nancy SchAAF	1,062	-1.3	21.2	286.2	7.2	50
249	Coldwell Banker Kinard Realty Inc. Dalton, Ga.		Robert W. Kinard	1,061	-2.9	18.3	157.3	3.6	58
250	Coldwell Banker Riviera Realty Inc. Brick, N.J.		Dean R. Smith	1,039	2.3	19.6	245.7	29.7	53
251	RE/MAX Associates LLC Fayetteville, Ark.		Margie Moldenhauer, Brett Hash	1,009	8.7	29.7	140.5	23.8	34
252	Keller Williams Realty (Keller Williams Realty-North Collin County) McKinney, Texas		Leah Dossett	961	9.1	8.4	163.2	14.5	114
253	RE/MAX New Orleans Properties New Orleans		Mary Ann Casey-Theriot	915	6.9	24.1	215.0	9.1	38
254	Keller Williams Realty Williamson County (SGMM Management) Round Rock, Texas		Steve Schlueter	876	16.6	5.0	125.5	19.2	176
255	Coldwell Banker Hunt Kennedy New York City		David M. Michonski	869	19.0	3.2	493.5	24.3	268
256	Keller Williams Realty of the Florida West Coast (Seven Hills Realty) Spring Hill, Fla.		Betty Pastori, Elaine Grenon	844	26.2	10.4	67.1	29.6	81
257	Coldwell Banker Harbour Realty (SeaCoast Realty Inc.) Accomac, Va.		William H. Chandler Jr.	840	12.6	19.1	106.7	24.5	44
258	Coldwell Banker Empire Rancho Cucamonga, Calif.		Rick Clignett	823	-12.4	11.9	203.8	-2.2	69
259	Keller Williams Realty North Atlanta (North Atlanta Metro LLC) Alpharetta, Ga.		J. David Chatham	806	91.0	7.3	197.2	109.9	110
260	RE/MAX Metro Group Properties Midwest City, Okla.		Randy Heintzelman	789	6.8	41.5	81.4	11.4	19
261	Coldwell Banker Acclaim (Casalot Inc.) Anoka, Minn.		Ruth M. Johnson	784	8.7	16.3	147.6	21.5	48
262	Keller Williams Denver Southeast Aurora, Colo.		E. S. (Al) Alba	766	-10.9	4.4	3.8	-5.7	175
263	RE/MAX Associated Brokers Inc. Branson, Mo.		Janice R. James, Kelly Grisham	746	21.1	33.9	89.6	21.8	22
264	Keller Williams Realty (Mulinix Inc.) Norman, Okla.		Russell Mulinix	605	57.6	8.6	62.6	65.5	70
265	Keller Williams-Richardson (Real Estate Pros Inc.) Richardson, Texas		Peggy Richey	603	17.5	6.2	98.4	21.6	98
266	Coldwell Banker Mountain Leisure Properties (Mountain Leisure Enterprises Inc.) Groveland, Calif.		John Stone	595	6.4	29.8	76.1	19.4	20
267	Keller Williams Properties (Weston International Real Estate Inc.) Weston, Fla.		Melvin Kosnoff	592	140.7	6.2	129.3	159.7	96
268	Keller Williams Realty (Raleigh Partners LLC) Raleigh, N.C.		Joe Williams	555	333.6	6.9	98.8	353.2	80
269	RE/MAX Masters Fayetteville, N.Y.		Mary R. McNeill	539	1.1	16.3	78.0	8.4	33
270	Keller Williams Realty, Sarasota (Dreamscapes Investment Group LLC) Sarasota, Fla.		Lisa Blakeley	525	75.0	5.0	126.0	110.0	105
271	Keller Williams Realty (Texas Creative Financial Inc.) Dallas		David Osborn	521	-9.1	5.5	104.1	-4.9	95
272	Gary Dunlap as RE/MAX of Muskogee (RE/MAX of Muskogee) Muskogee, Okla.		Gary Dunlap	505	7.0	45.9	35.3	9.2	11
273	RE/MAX Consultants (Colony Realty Inc.) Tuscaloosa, Ala.		Shawn Pinion	475	-5.0	22.6	71.1	8.7	21
274	Keller Williams Realty, Sacramento (City Hall Investors Inc.) Sacramento, Calif.		David Sanchez	447	NA	4.2	118.7	NA	107
275	Coldwell Banker Star Realty (Lakewood Real Estate Store Inc.) Lakewood, Calif.		David J. Delmonte	436	1.4	8.4	160.4	20.6	52
276	Coldwell Banker Hunter Realty Beachwood, Ohio		Ed Dolinsky	397	30.6	1.1	596.5	15.4	375
277	The Victoria Printz Team, REALTORS® Midland, Texas		Victoria Printz	384	39.1	76.8	46.0	46.6	5
278	Keller Williams Realty (Curtis Botsford Real Estate LLC) West Bloomfield, Mich.		David G. Botsford	367	773.8	3.0	83.3	833.3	123
279	The Naumann Group Real Estate Inc. Tallahassee, Fla.		Jason C. Naumann	329	27.0	41.1	60.1	52.6	8
280	Keller Williams Realty (SATCAL Keller Williams) Mission Viejo, Calif.		David Tennant, Nicole T. Wirth	316	NA	2.6	121.5	NA	120

Formerly known as:
 1 GMAC Home Services 2 RE/MAX Central Realty, RE/MAX Professionals, RE/MAX Horizons, RE/MAX Affiliates 3 Prudential Long Island Realty 4 RE/MAX Beach Cities/Westside Properties