

REALTOR® Magazine
September 2003 Cover Feature
Top 100 Sales Teams: Ranked by transaction sides

Ranked by transaction sides*		2002 TRANSACTION SIDES		2002 SALES VOLUME	ASSISTANTS		YEARS IN THE BUSINESS
			% change	\$ millions	Licensed	Unlicensed	
1	Sean/Jude Rasmus, RE/MAX Greater Atlanta, Marietta, Ga.	1,684	68.91	80.00	3	15	14
2	Jerry Dazey, ABR®, CRB, Coldwell Banker Alliance, Carmel, Ind.	1,666	107.73	117.78	0	2	9
3	William Donahoe, GRI, Coldwell Banker Bain Associates, Bellevue, Wash.	1,139	42.55	441.00	30	7	35
4	Michael Vestuto, RE/MAX Home Store, Las Vegas	958	6.56	156.93	18	2	26
5	Allan Domb, CRS®, Allan Domb Real Estate, Philadelphia	907	10.21	207.38	1.5	1	23
6	Mark Banta, RE/MAX 100 Riverside Inc., Port Saint Lucie, Fla.	753	50.00	7.24	0	2	19
7	Joe Rothchild, RE/MAX Fry Road, Katy, Texas	695	16.42	122.26	7	13.5	17
8	Kal Mughrabi/Gerald Philhower, Coldwell Banker Heritage, REALTORS®, Miamisburg, Ohio	686	35.84	34.13	6	5	31
9	Glen Calderon, Prudential Action Real Estate, Ozone Park, N.Y.	638	4.25	137.00	2	3	12
10	Timothy Wood, Coldwell Banker Mountain Gallery, REALTORS® (The Tim Wood Group), Big Bear Lake, Calif.	613	122.91	72.00	2	2	27
11	Mark Spain, RE/MAX Greater Atlanta, Atlanta	585	7.54	112.60	8	2	8
12	Jerry Mahan, John L. Scott Real Estate, Puyallup, Wash.	579	-0.34	119.44	9	1	26
13	Ronnie/Cathy Matthews, RE/MAX Advantage Associates, Houston	563	-9.78	90.16	6	8	14
14	Todd Rotert, Abbott & Caserta, REALTORS®, Ho-Ho-Kus, N.J.	560	-16.04	67.98	3	1	5
15	Jeff Smith, Century 21 Smith & Associates, San Antonio	532	16.67	53.65	4	0	9
16	Marty Rodriguez, Century 21 Marty Rodriguez, Glendora, Calif.	518	13.85	152.86	12	13	24
17	Robin Spence, RE/MAX Horizons Realty, Pensacola, Fla.	514	164.95	44.83	1	2	18
18	James Tan, RE/MAX Town & Country, Allen, Texas	498	27.04	84.10	3	1	9
19	Ron Rush, Long & Foster Cos. (The Ron Rush Team), Fairfax, Va.	449	-3.85	155.64	6	5	35
20	Todd Walters, Todd Walters & Associates, Marietta, Ga.	427	41.86	72.92	14	6	10
21	Michael McCann, CRS®, GRI, Prudential Fox & Roach, REALTORS® (The McCann Team), Philadelphia	424	37.22	68.37	5	3	16
22	Curt Gasper, Coldwell Banker Diamond, REALTORS®, Philadelphia	412.5	0.98	34.79	4	2	8
23	Wade Klick, CRS®, GRI, RE/MAX Results (The Klick Group), Plymouth, Minn.	408	13.65	81.05	5	1	9
24	Thaddeus Wong, @properties, Chicago	402	20.00	117.00	6	4	7
25	Carlos Del Rio, RE/MAX Elite, Denver	394	44.32	69.04	7	8	8
26	Richard Smith, CRS®, Coldwell Banker Bob Yost Homesale Services (The Richard Smith Team), York, Pa.	384	14.97	48.50	4	0	38
27	Eric/Andy Potts, Assist-2-Sell, Fort Myers, Fla.	376	42.97	64.84	7	2	2.5
28	Barbara Wilson, Smythe, Cramer Co., Medina, Ohio	375	15.74	62.00	9	2	17
29	Patrick Stracuzzi, RE/MAX of Stuart (Patrick Stracuzzi Real Estate Team), Stuart, Fla.	364	22.97	84.46	8	2.5	12
30	W. Russell Shaw, CRS®, GRI, John Hall & Associates, Phoenix	363	-5.22	50.26	6	3	25
31	Rachel DeHanas, CRB, CRS®, DeHanas Real Estate Services (The Rachel DeHanas Team), Waldorf, Md.	362	17.53	65.00	10	5.5	21
32	Jeff Litton, Realty Executives, Palm Springs, Calif.	356	44.13	70.40	2	1	20
33	Ronald Kohl, CRS®, GRI, RE/MAX Optimum Group LLC (The Kohl Team), Greeley, Colo.	352	-13.09	49.14	8	1	26
34	Mike Watkins, CRS®, GRI, Mike Watkins Real Estate Group, Greenwood, Ind.	350	-14.22	52.00	6	4	24
35	Jean Shine, CRS®, GRI, Coldwell Banker United, REALTORS® (The Shine Team), Killeen, Texas	349	4.49	42.54	6.5	3.5	25
36	Creig Northrop, Long & Foster Cos. (The Northrop Team), Woodstock, Md.	340	58.88	113.07	6	3	10
37	Russell Wing, Allen Tate Co., REALTORS®, Monroe, N.C.	338.5	21.76	31.62	8	0	26
38	Craig A. Lerch Jr., CRS®, GRI, Craig A. Lerch Jr. & Associates, Philadelphia	338	51.57	30.20	4	3.5	14
39	Michael Mendoza, CRS®, Keller Williams Realty Ahwatukee Foothills (The Mike Mendoza Team), Phoenix	337	24.35	86.76	12	2	20
40	William Ryan, CRS®, GRI, RE/MAX Achievers, Chandler, Ariz.	334	17.61	61.92	10	1.5	29
41	Kevin Cook, CRS®, GRI, Cottage Realty Ltd. (Team Cook), Berthoud, Colo.	331	-18.27	62.51	2	1	24
42	Don/Geri Padilla, CRS®, RE/MAX Masters, Albuquerque, N.M.	327	-1.51	34.95	3	3	23
43	Ida Terbet, RE/MAX United, Raleigh, N.C.	325	1.56	80.50	12	2.5	16
44	David J. Caracausa, CRS®, GRI, Coldwell Banker Realty Corp. Associates, North Wales, Pa.	322	29.32	94.92	4	1	28
45	Sam Miller, CRS®, e-PRO, RE/MAX Stars, Mount Vernon, Ohio	322	23.85	28.33	2.5	2	16
46	Gregg Neuman, Prudential California Realty (The Neuman & Neuman Team), San Diego	317	-11.20	140.70	12	7	21
47	Ronald Campbell, Campbell & Campbell Real Estate Services	315	18.42	45.38	7	2	13

	(The Campbell Team), Albuquerque, N.M.							
48	Jeff Fuller Homeselling Team, Jeff Fuller AgentOnLine.com Realty, Maumelle, Ark.	314	22.66	54.52	4	3	4	
49	Greg Garrett, CRS®, GRI, Greg Garrett Realty.com, Newport News, Va.	312	36.24	53.94	5	1.5	25	
50	DeLena Ciamacco, RE/MAX Connection, REALTORS, Ghanna, Ohio	311	32.91	58.38	9	8	13	
51	Brenda Fontaine, ERA Worden Realty (The Fontaine Family Team), Auburn, Maine	311	12.27	34.57	6	0	20	
52	Phyllis Wolborsky, CRS®, Coldwell Banker Howard Perry & Walston, Raleigh, N.C.	310	-1.59	80.00	4	0	37	
53	Matt Kombrink, CRS®, GRI, RE/MAX Excels (The Schrader Kombrink Team), Geneva, Ill.	309	-10.17	89.44	4	4	12	
54	William Cain, RE/MAX Universal Realty Inc. (The Bill Cain Team), Plymouth, Wis.	308	1.32	49.82	5	0	20	
55	Alan Mauldin, CRS®, GRI/Michelle Mauldin, CRS®, GRI, Help-U-Sell Real Estate, Edmond, Okla.	307	29.54	36.18	2	2	15	
56	Jack Klemm, CRS®, GRI, Preferred Real Estate Group Inc. (Team Klemm), Tracy, Calif.	302	72.57	101.15	7	9	16	
57	JoAnn Callaway, John Hall & Associates, Phoenix	301	21.86	81.18	9	0	6	
58	Patrick Hiban, ABR®, CRS®, RE/MAX Advantage Realty (The Pat Hiban Real Estate Group), Columbia, Md.	300	24.48	79.02	8	5	16	
59	Sherry Wilson, ABR®, CRS®, RE/MAX Leaders (The Sherry Wilson Team), Purcellville, Va.	297	-15.38	101.80	6	7	19	
60	JoAnn Anderson, Coldwell Banker Residential Brokerage, Colleyville, Texas	297	-17.27	37.82	5	1	27	
61	Patti/Jeff McKelvey, McMillin Realty and Mortgage, Chula Vista, Calif.	293.3	-2.72	112.08	1	1	16	
62	Phil Herman, CCIM, CRS®, RE/MAX Real Estate Specialists, Dayton, Ohio	293	-0.68	43.06	5	3.5	25	
63	Kathy Koehler, ABR®, Reece & Nichols (The Koehler Bortnick Team), Leawood, Kan.	291	-13.65	87.80	20	1	17	
64	Jim Allen, GRI, Prudential Carolinas Realty, Raleigh, N.C.	289	11.15	64.03	11	1	22	
65	Judie Crockett, CRS®, Smythe, Cramer Co. (The Crockett Team), Mentor, Ohio	288	3.23	47.84	11	1	24	
66	Linda McKissack, CRS®, Keller Williams Realty Inc. (The McKissack Realty Team), Denton, Texas	287	2.50	40.21	12	3	21	
67	Mike Cassidy, Coldwell Banker Advantage (The Cassidy Group), Oklahoma City	286	17.70	29.41	2	0	30	
68	Mark Fritschle, CRB, CRS®, Prudential Carruthers, REALTORS (The Mark Fritschle Group), Ocean City, Md.	284	111.94	89.00	6	0	30	
69	William McCabe, CRS®, Century 21 Executive Realty (The Bill McCabe Team), Schererville, Ind.	284	11.81	42.60	4	0	18	
70	Leslie Ann Sherman, ABR®, Realty Executives of Nevada (Sherman Group), Las Vegas	283	1921.43	52.18	7	2	6	
71	Kevin Hildebrand, RE/MAX Unlimited, REALTORS (Kevin Hildebrand Real Estate Team), Cincinnati	281	15.64	55.00	7	2	8	
72	Nunzio Salafia, RE/MAX First, Rochester, N.Y.	281	-2.09	28.09	4	2	18	
73	Allen B. Gammons Jr., Gammons Realty LLC (The Gammons Team), North Kingstown, R.I.	280	-4.11	81.60	6	0	1.5	
74	Rick Brenkus, CRS®, GRI/Teri Brenkus, CRS®, GRI, Keller Williams Realty Inc., Henderson, Nev.	279	7.72	50.00	12	1	17	
75	Cristina Martinez, Century 21 North Valley, San Jose, Calif.	277	18.38	139.69	6	3	13	
76	John Smith, CRS®, RE/MAX Cornerstone Realty (The John Smith Team), Elizabethtown, Pa.	276	31.43	45.67	2	1.5	22	
77	C. Thomas Risser, CRS®, GRI, Distinctive Realty Services GMAC Real Estate, Lancaster, Pa.	276	21.59	41.98	4	1	27	
78	Victoria Printz, The Victoria Printz Team, REALTORS, Midland, Texas	276	14.05	31.39	4	3	7	
79	Marty/Patty Farber, Coldwell Banker Real Estate, West Palm Beach, Fla.	275	0.66	7.21	2	0	16	
80	William Minett, CRS®, GRI, The Real Estate Co. Lake & Country Inc. (The Minett Team), Oconomowoc, Wis.	274	11.38	72.54	8	0	33	
81	Gladys Blum, CRS®, e-PRO, Prudential Real Estate Professionals (The Gladys Blum Group), Salem, Ore.	274	23.98	42.00	5	1	25	
82	Gary Hendrickson, Windermere-Puyallup West, Puyallup, Wash.	273	-1.44	73.02	1	0.5	13	
83	Sandi Pressley, ABR®, Coldwell Banker Legacy, REALTORS (The Sandi Pressley Team), Albuquerque, N.M.	272	12.40	51.00	7	2.5	24	
84	Ed Birdsong, CRS®, Birdsong Real Estate (The Lake Jackson, Texas, Home Town Team), Lake Jackson, Texas	269	-9.43	40.21	8	1	27	
85	Christine Cormack, CRS®, Keller Williams Realty Inc. (CC Sells Team), Ashburn, Va.	266	25.47	85.17	14	3	15	
86	Sid Lezamiz, CRB, CRS®, Lezamiz Real Estate Co., Twin Falls, Idaho	266	43.01	20.62	2	3	10	
87	Marti Hampton, CRS®, e-PRO, RE/MAX One Realty, Raleigh, N.C.	261	-17.14	51.30	4	4	18	
88	Lillian Montalto, CCIM, CRS®, Lillian Montalto Signature Properties, Andover, Mass.	260	6.12	182.73	7	6	13	
89	Louie Gregorio, Watson Realty Co., Bakersfield, Calif.	260	13.04	46.00	3	1	18	
90	Suzanne Glocker, ABR®, Coldwell Banker Residential Brokerage (The Glocker Group), Hagerstown, Md.	256	-12.63	41.32	7	2	12	
91	Jean Henning, RE/MAX Metro (The Henning Team), Milwaukee	255	21.43	29.05	8	1	30	
92	Alicia Trevino, Coldwell Banker Apex, REALTORS, Mesquite, Texas	254	-20.63	36.36	2	0	12	
93	Patrick Murney, ABR®, Murney Associates, REALTORS, Springfield, Mo.	252	7.23	38.28	4	0	20	

94	David Brenton Team, CRS®, GRI, RE/MAX Select, REALTORS, Indianapolis	246	-2.38	33.80	3.5	3	10
95	Debbie Yost, CRS®, GRI, RE/MAX of Casa Grande (The Yost Group), Casa Grande, Ariz.	243	-7.25	34.17	8	4	23
96	Rebekah/Gene Rivers, CRS®, LTG, Keller Williams Town & Country Realty, Tallahassee, Fla.	242	-2.42	38.19	4	4	13
97	Delbert Rounds, CRS®, GRI, Coldwell Banker Brothers Realty, Scottsdale, Ariz.	241	24.23	49.51	4	0	9
98	Bev Langley, Century 21 Finesse (Team Langley), Severna Park, Md.	240	-1.64	64.94	4	3	30
99	Julie Cambra, CRS®, GRI, Blue Heron Realty, Cambra & Associates, Springfield, Va.	239	34.27	49.30	6	0	15
100	Doug/Annette Bohannon, Coldwell Banker Residential Real Estate Inc. (Team Bohannon), Tampa, Fla.	237	23.44	63.63	5	3.5	29

*Only REALTORS® who applied and submitted a signed verification from their broker or an independent source were eligible for the list. Note: Those tied by transaction sides are ranked by sales volume.