

# Ranked by 2004 Transaction Sides

REALTOR® Magazine received almost 300 responses to this year's mailing to brokerages whose past record established them as high-production companies. All companies that provided verification of performance appear here.

			TRANSACTION SIDES, 2004	% CHANGE FROM 2003	AVERAGE SIDES PER SALESPERSON	SALES VOLUME, 2004 (in millions)	% CHANGE FROM 2003	NUMBER OF SALESPERSONS
1	<b>NRT Incorporated</b> Parsippany, N.J.	Robert M. Becker	497,472	1.8	8.4	\$204,551.7	22.2	59,000
2	<b>HomeServices of America Inc.</b> Edina, Minn.	Ron Peltier	203,502	8.0	11.2	60,126.5	21.8	18,238
3	<b>The Long &amp; Foster Cos. Inc.</b> Fairfax, Va.	P. Wesley Foster Jr.	115,189	13.4	8.5	36,128.1	32.5	13,597
4	<b>Weichert, REALTORS®</b> Morris Plains, N.J.	James M. Weichert	110,500	8.9	11.1	37,500.0	23.0	10,000
5	<b>Real Living Inc.</b> Columbus, Ohio	Harley Rouda Jr.	40,296	0.1	13.7	7,080.3	3.4	2,932
6	<b>Prudential Fox &amp; Roach, REALTORS®</b> Devon, Pa.	Lawrence F. Flick IV	34,851	7.9	9.8	11,406.2	21.9	3,574
7	<b>GMAC Real Estate - Company-owned Operations</b> Oak Brook, Ill.	Terry Morris	30,611	2.5	9.0	16,076.8	17.6	3,405
8	<b>Howard Hanna</b> Pittsburgh	Howard W. Hanna III	29,713	2.1	12.2	5,188.9	3.2	2,433
9	<b>Realty Executives Inc.</b> Phoenix	John Foltz	28,768	18.6	18.8	6,802.7	23.7	1,531
10	<b>Crye-Leike Inc.</b> Memphis, Tenn.	Harold E. Crye	28,427	14.5	10.7	4,375.0	21.3	2,646
11	<b>John L. Scott Real Estate</b> Bellevue, Wash.	J. Lennox Scott	26,864	4.6	15.7	7,567.0	15.4	1,716
12	<b>Coldwell Banker United, REALTORS®</b> Bryan, Texas	Richard A. Smith	25,004	6.2	14.0	4,495.6	11.6	1,787
13	<b>Success Financial Network/Coldwell Banker Success Realty</b> Phoenix	Bob McCord	23,221	34.1	10.1	5,264.7	34.1	2,300
14	<b>West USA Realty Inc.</b> Phoenix	Clay Fouts	22,694	14.4	13.5	4,308.0	28.1	1,685
15	<b>Coldwell Banker Bain/Coldwell Banker Barbara Sue Seal</b> Mercer Island, Wash.	William J. Riss	20,905	20.6	13.1	6,439.1	17.7	1,592
16	<b>Realty USA</b> Orchard Park, N.Y.	Merle L. Whitehead	20,291	11.3	14.1	2,697.3	19.2	1,437
17	<b>Watson Realty Corp.</b> Jacksonville, Fla.	William A. Watson Jr.	19,808	9.4	11.7	3,751.3	29.5	1,689
18	<b>RE/MAX Greater Atlanta</b> (Greater Atlanta Brokerage Solutions LLC) Atlanta	Mary Anne Frolik	19,711	6.5	17.2	4,699.7	11.6	1,146
19	<b>RE/MAX Allegiance</b> (Allegiance Realty Partners LLC) Alexandria, Va.	Charlie Bengel	19,553	9.8	16.7	6,020.7	33.8	1,170
20	<b>Baird &amp; Warner</b> Chicago	Stephen W. Baird	18,912	6.0	10.8	6,200.0	14.8	1,749
21	<b>Allen Tate Co.</b> Charlotte, N.C.	H. Allen Tate Jr., Pat Riley	18,854	8.2	17.0	4,107.2	17.5	1,110
22	<b>RE/MAX Equity Group Inc.</b> Portland, Ore.	James C. Homolka	18,521	12.1	16.4	4,469.6	23.3	1,131
23	<b>Ebby Halliday, REALTORS®, and Ellen Terry, REALTORS®</b> Dallas	Ebby Halliday, Mary Frances Burleson	18,458	5.3	13.2	4,182.0	9.9	1,403
24	<b>Prudential California Realty, Nevada Realty, Texas Properties</b> Pleasanton, Calif.	David Cobo	17,406	4.0	6.0	7,300.0	15.9	2,909
25	<b>Real Estate One Inc.</b> Southfield, Mich.	Richard S. Elsea	17,037	1.3	9.2	3,595.8	5.0	1,842
26	<b>Shorewest, REALTORS®</b> Brookfield, Wis.	Donald Horning	13,712	10.2	13.6	2,701.0	19.4	1,011
27	<b>Prudential Douglas Elliman Real Estate</b> South Huntington, N.Y.	Dorothy Herman	13,614	16.1	4.8	10,059.5	55.8	2,838
28	<b>First Weber Group</b> Madison, Wis.	James R. Imhoff Jr.	13,425	25.3	12.2	2,664.5	31.4	1,100
29	<b>Coldwell Banker Homesale Services Group</b> Lancaster, Pa.	Paul H. (Pete) Slauch Jr., Douglas W. Rebert	13,073	3.2	16.4	2,184.8	15.4	796
30	<b>Keller Williams Realty, North Texas/New Mexico</b> Dallas	David Osborn	12,710	27.6	8.9	2,555.6	33.9	1,423
31	<b>First Team Real Estate</b> Costa Mesa, Calif.	Cameron Merage	12,496	7.7	7.0	6,606.5	22.1	1,776
32	<b>Prudential Connecticut Realty</b> Rocky Hill, Conn.	Peter G. Helie	12,298	5.8	9.4	4,815.0	24.0	1,309
33	<b>RE/MAX Alliance</b> (Woodside Realty Co. Inc., Rock 182 Inc., Woodside Realty) Arvada, Colo.	Charles S. Ochsner	12,032	14.7	16.2	3,518.1	19.2	745
34	<b>Sibcy Cline, REALTORS®</b> Cincinnati	Robert N. Sibcy	11,752	3.5	8.6	2,210.8	3.7	1,365
35	<b>Prudential Florida WCI Realty</b> (Watermark Realty Inc.) Plantation, Fla.	Rei Mesa	11,193	12.8	7.4	4,244.9	35.9	1,520
36	<b>The Keyes Co.</b> Miami	Michael Pappas	11,127	2.7	6.1	2,404.6	13.4	1,832
37	<b>Prudential Carolina Real Estate</b> (O'Shaughnessy Realty Co. Inc.) Charleston, S.C.	Michael O'Shaughnessy	11,068	7.2	14.1	2,386.8	18.8	783
38	<b>Metro Brokers/GMAC Real Estate</b> Atlanta	Kevin Levent	11,035	13.3	5.5	1,954.1	16.4	2,006
39	<b>Prudential Americana Group, REALTORS®</b> (Americana LLC) Las Vegas	Mark Stark	10,957	16.9	9.8	3,401.3	54.2	1,117
40	<b>Century 21 Town &amp; Country</b> Rochester, Mich.	John R. Kersten	10,875	0.2	10.9	2,158.2	4.1	1,000
41	<b>RE/MAX Results</b> (Collopy & Saunders Real Estate Inc.) Eden Prairie, Minn.	H. W. (Bill) Saunders II, John Collopy	10,673	5.4	25.1	2,908.6	14.1	426
42	<b>Coldwell Banker Prime Properties</b> Albany, N.Y.	Raymond Long McNamara	10,604	5.9	17.5	1,549.6	12.5	605
43	<b>William Raveis Real Estate Inc.</b> Shelton, Conn.	William M. Raveis Jr.	10,474	13.8	6.4	4,344.8	27.8	1,646
44	<b>Latter &amp; Blum Inc., REALTORS®</b> New Orleans	Robert W. Merrick	9,997	-2.1	11.1	1,701.7	7.5	904

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45	<b>Century 21 Realty Group Cos.</b> Indianapolis	Kevin K. Kirkpatrick, John D. Dick	9,859	6.4	12.2	\$ 1,551.6	11.8	808
46	<b>Prudential Northwest Properties</b> Portland, Ore.	Bert Waugh Jr.	9,804	12.4	14.1	2,315.9	29.7	693
47	<b>Fonville Morisey Realty Inc.</b> Raleigh, N.C.	John C. Morisey Jr.	9,789	14.9	14.9	2,270.4	19.7	655
48	<b>Harry Norman, REALTORS®</b> (HN Real Estate Group LLC) Atlanta	J. Lewis Glenn	9,637	8.6	8.2	3,277.0	14.4	1,180
49	<b>William E. Wood &amp; Associates, REALTORS®</b> Virginia Beach, Va.	Richard B. Thurmond	9,552	-1.0	15.3	2,458.2	30.4	624
50	<b>Hunt Real Estate ERA</b> Williamsville, N.Y.	Peter F. Hunt	9,471	6.6	12.4	1,169.8	12.3	762
51	<b>Prudential Georgia Realty</b> Roswell, Ga.	Daniel T. Forsman	9,400	17.5	8.0	2,300.0	27.1	1,169
52	<b>Century 21 Award-Superstars</b> Rancho Santa Margarita, Calif.	Philip Romero	9,375	-2.6	7.4	4,107.6	12.8	1,274
53	<b>Lyon Real Estate</b> (William L. Lyon and Associates Inc.) Sacramento, Calif.	Michael P. Lyon	9,370	7.3	11.1	3,683.6	29.8	846
54	<b>John Hall &amp; Associates Inc.</b> Phoenix	Jim Sexton	9,250	10.1	10.7	2,175.0	31.0	866
55	<b>Keller Williams Realty</b> Austin, Texas	Mark Willis	9,245	17.5	6.9	1,551.9	22.6	1,344
56	<b>F. C. Tucker Co.</b> Indianapolis	H. James Litten	9,203	1.5	15.9	1,885.3	7.5	577
57	<b>Nothnagle, REALTORS®</b> Rochester, N.Y.	Philip R. Nothnagle	9,188	1.3	17.6	1,108.7	7.2	522
58	<b>RE/MAX Gold Inc.</b> (Norcal Gold Inc.) Gold River, Calif.	James O'Bryon	9,130	25.4	9.9	3,193.4	55.2	926
59	<b>Century 21 Judge Fite Co.</b> Dallas	James R. Fite	8,919	13.8	15.2	1,187.6	12.5	587
60	<b>Prudential Gardner, REALTORS®</b> (GBS Properties LLC) Metairie, La.	Glenn M. Gardner, Barbara H. Blades	8,735	0.3	7.2	1,506.4	9.0	1,215
61	<b>Coldwell Banker Howard Perry and Walston Realty</b> Raleigh, N.C.	Donald F. Walston	8,656	10.4	14.4	1,917.3	18.4	600
62	<b>Coldwell Banker Legacy</b> Albuquerque, N.M.	Joe Gilmore, Peter Parnegg	8,612	-0.1	15.8	1,559.5	9.3	545
63	<b>Realty Executives of Nevada</b> Las Vegas	Fafie Moore	8,465	14.7	14.9	2,661.3	52.7	567
64	<b>Carpenter, REALTORS®</b> Indianapolis	Thomas G. Prall	8,327	7.7	11.3	1,007.6	8.6	740
65	<b>Century 21 Sunbelt Realty Inc.</b> Cape Coral, Fla.	Barbara M. Watt	8,298	79.0	21.1	991.9	74.0	393
66	<b>Tomlinson Black Group of Cos.</b> Coeur d'Alene, Idaho	Robert H. Tomlinson	8,196	6.6	18.7	1,255.6	22.0	438
67	<b>RE/MAX 100</b> (RB2B Inc.) Dunkirk, Md.	Wayne Wyvill	8,162	2.3	18.1	2,500.0	23.8	450
68	<b>Prudential Gary Greene, REALTORS®</b> Houston	Marilyn Eiland	8,100	3.2	9.7	1,532.4	6.3	837
69	<b>RE/MAX Achievers</b> (Achievers Real Estate Co. Inc.) Scottsdale, Ariz.	Tim Hatlestad	8,068	21.3	18.9	1,767.3	46.1	428
70	<b>Northwood Realty Services</b> (Everest Consulting Group LLP) Pittsburgh	Tex Weston	7,841	-0.5	9.3	1,017.2	8.2	841
71	<b>Jack Conway &amp; Co. Inc.</b> Norwell, Mass.	Jack Conway	7,696	11.1	7.8	1,907.3	22.4	982
72	<b>Coldwell Banker The Real Estate Group</b> Appleton, Wis.	Joyce A. Bytof	7,643	4.7	20.4	1,065.3	13.4	374
73	<b>Alain Pinel Inc., REALTORS®</b> Saratoga, Calif.	Paul L. Hulme	7,574	-3.6	7.6	7,414.9	18.9	997
74	<b>Century 21 Aadvantage Gold</b> (Visions Properties Inc.) Las Vegas	Jim J. Dague	7,504	6.0	9.0	1,983.2	42.1	835
75	<b>Century 21 Alliance</b> Drexel Hill, Pa.	William Hess	7,338	7.5	12.3	1,550.3	20.8	595
76	<b>Bob Parks Realty LLC</b> Murfreesboro, Tenn.	Bob Parks	7,071	10.2	12.3	1,260.1	16.1	575
77	<b>Counselor Realty Inc.</b> Spring Lake Park, Minn.	Kenneth E. Kunzman	7,054	0.4	12.5	1,701.0	4.2	563
78	<b>Prudential Preferred Realty</b> Pittsburgh	Ronald F. Croushore	6,983	3.1	11.1	1,253.2	8.0	630
79	<b>Rose &amp; Womble Realty</b> Virginia Beach, Va.	Jimmy V. Rose Sr.	6,869	-0.6	11.0	1,543.4	22.5	623
80	<b>Realty Executives Associates</b> Knoxville, Tenn.	R. Vance Burkey	6,797	6.3	21.2	1,178.9	13.2	321
81	<b>Patterson-Schwartz Real Estate</b> Hockessin, Del.	Richard T. Christopher	6,714	-1.0	19.9	1,660.3	12.6	337
82	<b>Prudential Carruthers, REALTORS®</b> Severna Park, Md.	J. Thomas Carruthers Jr.	6,444	9.5	7.6	2,230.0	31.2	851
83	<b>Coldwell Banker Devonshire Realty</b> Champaign, Ill.	John Schumacher	6,441	1.5	17.4	814.2	5.4	370
84	<b>Intero Real Estate Services Inc.</b> Cupertino, Calif.	Gino Blefari, Bob Moles	6,393	128.3	6.1	4,389.2	167.6	1,042
85	<b>Greenridge Realty Inc.</b> Grand Rapids, Mich.	Thomas P. Paarlberg	6,197	2.5	11.6	941.2	12.3	535
86	<b>RE/MAX United</b> (Real Estate United LLC) Raleigh, N.C.	Hal Perry, Lynn Britt	6,168	8.0	16.2	1,245.0	13.3	380
87	<b>Century 21 Select Real Estate Inc.</b> Yuba City, Calif.	Daniel C. Jacuzzi	6,116	15.0	11.5	1,839.8	45.2	531
88	<b>RE/MAX Partners</b> (Revier Real Estate Corp.) Fort Lauderdale, Fla.	Larry Revier	6,016	-10.6	16.4	1,818.5	13.5	366
89	<b>The Beazley Co.</b> New Haven, Conn.	Gregory O. Scott	6,016	0.7	9.5	1,329.0	-22.5	633
90	<b>The Group Inc. Real Estate</b> Fort Collins, Colo.	Sharienne Daily	5,989	-3.3	28.3	1,447.4	5.1	212
91	<b>Russell &amp; Jeffcoat Inc., REALTORS®</b> Columbia, S.C.	Bob Russell, Abb Jeffcoat	5,984	12.8	12.3	801.5	14.7	485

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92	<b>Mel Foster Co. Inc.</b> Davenport, Iowa	Robert C. Fick	5,980	6.6	15.4	\$ 721.6	8.5	388
93	<b>The Detrick Cos.</b> Tulsa, Okla.	Sheldon Detrick	5,848	22.6	8.3	801.6	27.8	703
94	<b>Coldwell Banker Heritage, REALTORS®</b> Beavercreek, Ohio	Steve Earman, Ken Parrott	5,819	3.0	17.7	764.9	7.1	328
95	<b>Coldwell Banker Roth Wehrly Graber</b> Fort Wayne, Ind.	John Bellio	5,819	-7.3	19.4	609.1	-2.4	300
96	<b>Century 21 Affiliated (Affiliated Consumer Services Inc.)</b> Madison, Wis.	Bill Kessler	5,716	5.6	18.4	919.3	16.6	311
97	<b>Keller Williams, Colorado Region (Omnivest Residential Realty)</b> Englewood, Colo.	Al Alba	5,702	10.7	4.9	1,328.1	16.7	1,163
98	<b>Century 21 Metro Alliance (Jancy Realty &amp; Investments)</b> Phoenix	Charles F. McLean	5,679	72.5	7.2	1,126.6	101.5	789
99	<b>Coldwell Banker Schweitzer Real Estate</b> Sterling Heights, Mich.	Paul R. Schweitzer	5,639	-2.1	10.2	1,297.2	-0.9	554
100	<b>Prudential Jack White/Vista Real Estate</b> Anchorage, Alaska	Richard A. Fuller	5,553	5.2	20.0	1,128.1	19.0	278
101	<b>Century 21 Advantage Gold</b> Philadelphia	William H. Lublin	5,534	-0.1	21.0	503.5	8.5	264
102	<b>Coldwell Banker Schmidt, REALTORS® (Schmidt Real Estate Inc.)</b> Traverse City, Mich.	Ken Schmidt	5,410	14.9	13.7	964.8	7.1	396
103	<b>Coldwell Banker Honig-Bell (Honig Realty Inc.)</b> Lockport, Ill.	Edward T. Prodehl	5,400	9.4	9.2	1,006.2	15.4	590
104	<b>William Pitt Real Estate LLC</b> Stamford, Conn.	Paul E. Breunich, L. Casey Jones	5,377	9.0	8.0	2,350.8	20.0	676
105	<b>RE/MAX All Cities Realty (RE/MAX Beach Cities/Westside Properties)</b> Manhattan Beach, Calif.	Kelli Amundson	5,356	-6.1	8.2	3,330.2	8.2	652
106	<b>Prudential Real Estate Professionals</b> Salem, Ore.	Byron Hendricks	5,339	-0.6	17.3	998.8	2.8	308
107	<b>RE/MAX Professionals Inc.</b> Lakewood, Colo.	Tom L. Schack	5,338	3.3	21.2	1,479.9	10.4	252
108	<b>Michael Saunders &amp; Co.</b> Sarasota, Fla.	Michael Saunders	5,297	17.9	13.2	2,437.0	31.2	400
109	<b>Coldwell Banker JME Realty</b> Pensacola, Fla.	Joseph M. Endry	5,210	20.2	11.6	1,028.3	46.3	450
110	<b>Prudential C. Dan Joyner Co.</b> Greenville, S.C.	C. Dan Joyner Sr.	5,187	1.1	15.8	821.6	3.3	328
111	<b>Illustrated Properties</b> Palm Beach Gardens, Fla.	F. F. Adams	5,183	11.8	10.4	1,653.2	36.1	500
112	<b>Century 21 M &amp; M and Associates (Premier Valley Inc.)</b> Modesto, Calif.	John N. Melo, Larry A. Matos	5,163	20.1	11.5	1,538.6	48.6	450
113	<b>ERA The Masiello Group (The Masiello Group Ltd.)</b> Keene, N.H.	Christopher J. Masiello	5,150	3.4	14.3	1,323.6	15.4	360
114	<b>Houlihan Lawrence Inc.</b> Bronxville, N.Y.	Nancy Seaman	5,130	18.5	6.0	3,148.2	26.9	860
115	<b>Prudential Utah Real Estate (Extreme Holding LLC)</b> Salt Lake City	Dougan T. Jones	5,118	28.3	10.9	1,794.7	59.0	471
116	<b>Prudential New Jersey Properties</b> Somerset, N.J.	William O. Keleher Jr.	5,071	-0.6	7.8	2,025.5	9.6	650
117	<b>Keller Williams Realty Austin Southwest Market Center (KWI-1 Ltd.)</b> Austin, Texas	Gary Keller	5,023	8.0	8.7	949.2	14.9	578
118	<b>Prudential California Realty (Mulhearn Inc., REALTORS®)</b> Cerritos, Calif.	Bruce T. Mulhearn	5,011	15.6	6.3	1,868.5	48.2	800
119	<b>Coldwell Banker Apex, REALTORS®</b> Mesquite, Texas	Lori Arnold	4,981	18.8	14.2	775.4	31.8	350
120	<b>McColly Real Estate</b> Schererville, Ind.	Ronald F. McColly	4,868	12.4	7.9	662.0	19.8	613
121	<b>RE/MAX DFW Associates</b> Coppell, Texas	Mark Wolfe	4,792	-3.6	18.4	1,071.5	4.9	260
122	<b>RE/MAX Properties (The Crowley Group Inc.)</b> Sarasota, Fla.	Peter M. Crowley	4,754	23.6	14.9	1,504.1	50.1	320
123	<b>RE/MAX Properties Unlimited (Nassau Management Group Inc.)</b> Skillman, N.J.	Robert Lyszczarz	4,726	39.2	13.4	1,726.4	20.5	353
124	<b>Coldwell Banker Rader Group</b> Tulsa, Okla.	Samuel A. Rader	4,724	8.3	13.7	630.0	0.4	345
125	<b>Coldwell Banker Alliance (Alliance Enterprises Inc.)</b> Carmel, Ind.	James A. Williams	4,695	22.6	36.1	328.6	18.7	130
126	<b>Ruhl &amp; Ruhl, REALTORS®</b> Davenport, Iowa	Caroline Ruhl	4,670	8.1	18.5	572.9	11.2	253
127	<b>Century 21 Award Associates</b> Port Charlotte, Fla.	Leo K. Gravesen	4,625	8.3	22.0	364.7	57.3	210
128	<b>The Hasson Co.</b> Lake Oswego, Ore.	Michael J. Hasson, Daniel K. Scott	4,571	2.8	21.6	1,450.7	14.5	212
129	<b>Downing-Frye Realty Inc.</b> Naples, Fla.	David Frye	4,539	54.9	7.4	2,045.7	81.6	614
130	<b>Russ Lyon Realty Co.</b> Scottsdale, Ariz.	Dennis H. Lyon	4,534	24.5	7.6	1,935.6	45.0	600
131	<b>Coldwell Banker Pacific Properties</b> Honolulu	Scott Bradley, Herb Conley	4,504	14.0	9.7	1,915.4	37.8	463
132	<b>Prudential Rand Realty</b> New City, N.Y.	Marsha Rand	4,439	11.4	6.8	1,532.9	23.2	657
133	<b>RE/MAX Real Estate Consultants (Austin McBride Corp.)</b> Palm Desert, Calif.	Lorenzo Lombardelli	4,436	20.4	17.9	1,739.6	50.4	248
134	<b>Star One, REALTORS®</b> Cincinnati	George L. Meinhardt	4,436	-2.8	11.4	786.6	2.6	389
135	<b>Realty Executives Southern Arizona</b> Tucson, Ariz.	Anthony Azar	4,401	17.5	12.5	863.4	31.3	353
136	<b>Associates Realty Inc. (Coldwell Banker Associates Realty Inc)</b> San Diego	Rick Hoffman	4,400	-8.0	8.7	1,991.1	18.8	507
137	<b>Coldwell Banker Barnes (Barnes Real Estate Services)</b> Brentwood, Tenn.	David R. Barnes	4,389	1.5	12.5	682.8	5.8	350
138	<b>RE/MAX Associates</b> San Diego	Geoffrey Mountain	4,310	-5.2	10.8	2,480.3	26.8	400

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140	<b>RE/MAX Properties Inc.</b> Colorado Springs, Colo.	Joseph J. Clement	4,278	12.3	17.1	959.3	18.0	250
141	<b>RE/MAX Real Estate Services (Beneficial Services Inc.)</b> Aliso Viejo, Calif.	Gary Thomas	4,275	-17.8	9.7	2,715.1	5.0	440
142	<b>Coldwell Banker Chicora</b> Myrtle Beach, S.C.	Don J. Smith	4,256	28.5	19.8	641.1	40.5	215
143	<b>Skyline Properties Inc.</b> Bellevue, Wash.	Ronald Hennig	4,236	27.0	4.4	1,087.7	42.1	963
144	<b>RE/MAX Elite (Elite Enterprises LLC)</b> Brentwood, Tenn.	Robb Campbell	4,224	17.3	16.2	743.7	28.9	260
145	<b>RE/MAX Northwest, REALTORS®</b> Bothell, Wash.	Gary Hackney	4,195	6.6	14.2	1,389.5	21.8	296
146	<b>Coldwell Banker Schneidmiller Realty</b> Coeur d'Alene, Idaho	Gary Schneidmiller	4,184	34.2	21.1	819.0	51.3	198
147	<b>RE/MAX Boone Realty</b> Columbia, Mo.	Richard Mendenhall	4,180	-1.3	23.2	628.7	10.4	180
148	<b>Keller Williams Realty Austin Northwest Market Center (KWI-8 Ltd.)</b> Austin, Texas	Gary Keller	4,160	20.4	10.8	600.9	27.7	385
149	<b>PMZ Real Estate</b> Modesto, Calif.	Michael P. Zagaris	4,150	26.1	14.2	1,259.1	52.2	292
150	<b>RE/MAX Real Estate Partners</b> Metairie, La.	Thomas J. Giroir	4,150	-7.4	27.5	615.2	2.4	151
151	<b>Coldwell Banker Hunter Realty</b> Beachwood, Ohio	Ed Dolinsky	4,094	-1.4	8.6	650.8	9.1	475
152	<b>RE/MAX Realty 100</b> Milwaukee	Jeffrey A. Benson, Bruce W. Martin	3,982	-4.2	19.2	770.6	5.5	207
153	<b>Coldwell Banker Primus Realty</b> Oswego, Ill.	Richard A. Faltz	3,928	10.7	8.0	868.8	18.5	492
154	<b>RE/MAX Executive (Ill Create Inc.)</b> Livermore, Calif.	Dave Gravelle	3,906	0.0	10.0	1,916.0	18.6	391
155	<b>Realty Executives Santa Clarita</b> Santa Clarita, Calif.	Jim Tanner	3,884	-2.7	9.1	1,748.4	32.8	425
156	<b>Coldwell Banker D'Ann Harper, REALTORS®</b> San Antonio	D'Ann Harper	3,870	-0.3	16.8	614.5	4.0	230
157	<b>Century 21 New Millennium</b> Alexandria, Va.	Todd Hetherington	3,858	11.9	11.1	1,320.7	33.7	349
158	<b>Coldwell Banker Mid-America Group, REALTORS®</b> West Des Moines, Iowa	Carolyn Helmlinger	3,858	21.9	16.1	583.8	27.4	240
159	<b>McMillin Realty</b> Bonita, Calif.	Patrick F. McMillin	3,801	6.4	9.2	1,818.7	31.0	415
160	<b>Dilbeck, REALTORS®, GMAC Real Estate</b> LaCanada, Calif.	Mark Dilbeck	3,796	-9.3	5.8	2,037.0	10.9	650
161	<b>Ken Meade Realty Inc.</b> Sun City, Ariz.	Steven K. Meade	3,763	-1.4	11.7	585.2	15.2	322
162	<b>Coldwell Banker Wallace &amp; Wallace, REALTORS®</b> Knoxville, Tenn.	Jim Wallace	3,645	18.3	14.6	606.8	24.3	250
163	<b>Coldwell Banker Premier Realty</b> Las Vegas	Robert H. Hamrick	3,639	17.8	13.7	1,137.5	65.4	265
164	<b>Century 21 Almar &amp; Associates (Edp Inc.)</b> Port Charlotte, Fla.	Edward dePaiva, Elizabeth dePaiva	3,599	22.1	28.3	360.4	35.9	127
165	<b>Dickson Realty</b> Reno, Nev.	Nancy Fennell	3,570	57.5	15.1	1,403.0	40.9	237
166	<b>RE/MAX Palos Verdes and RE/MAX Execs</b> Palos Verdes Estates, Calif.	Sandra Sanders	3,455	-9.1	8.2	2,317.9	9.0	422
167	<b>Prestige Real Estate Group LLC</b> Englewood, Colo.	Leeann Iacino	3,454	15.2	8.9	945.3	20.4	387
168	<b>Keller Williams Realty Kingwood/Woodlands</b> Kingwood, Texas	Judith Hopkins	3,447	5.8	9.6	521.5	16.4	359
169	<b>J. P. Weigand &amp; Sons Inc.</b> Wichita, Kan.	Nestor R. Weigand Jr.	3,447	2.3	13.2	436.9	7.0	261
170	<b>Keller Williams Realty (ABW and ABWS Tulsa Inc.)</b> Tulsa, Okla.	Sherry Lewis	3,443	27.9	7.8	422.4	28.4	440
171	<b>John R. Wood Inc.</b> Naples, Fla.	Philip Wood	3,442	52.0	14.8	1,662.3	76.1	233
172	<b>RE/MAX Advantage</b> Stockbridge, Ga.	Leslie Edwards	3,324	8.1	25.8	487.3	11.5	129
173	<b>RE/MAX of Atlanta (B &amp; E Realty Associates LLC)</b> Duluth, Ga.	Bob Sacre, Joe Anziano	3,323	-9.5	16.2	671.5	-5.4	205
174	<b>Frank Howard Allen, REALTORS®</b> Novato, Calif.	Larry Brackett	3,316	4.1	8.6	2,495.7	20.0	385
175	<b>RE/MAX of Naperville/RE/MAX Enterprises (Brennan Naperville Inc./Brennan Downers Inc.)</b> Naperville, Ill.	John Brennan	3,241	-6.8	18.0	976.6	1.1	180
176	<b>RE/MAX of Reading</b> Wyomissing, Pa.	Harry K. (Jack) Fry	3,236	5.2	34.1	466.3	11.3	95
177	<b>Coldwell Banker Sunstar Realty Inc.</b> Port Charlotte, Fla.	Donald D. Randolph	3,170	18.5	16.3	468.3	27.5	195
178	<b>Richard A. Weidel Corp., REALTORS®</b> Pennington, N.J.	Richard A. Weidel Jr.	3,155	-2.7	10.7	877.0	4.2	295
179	<b>Diane Turton, REALTORS® (R. T. Real Estate)</b> Point Pleasant Beach, N.J.	Diane S. Turton	3,093	14.2	10.6	1,269.4	38.6	292
180	<b>RE/MAX Showcase</b> Gurnee, Ill.	Piero Orsi	2,976	53.3	27.1	601.5	34.1	110
181	<b>The Kentwood Co.</b> Greenwood Village, Colo.	Roger R. Campbell, John Fitzpatrick	2,973	7.5	23.6	1,245.7	16.5	126
182	<b>RE/MAX Premier Group</b> Plano, Texas	C. Don Dahlberg	2,972	-9.6	15.0	595.3	-4.3	198
183	<b>McEneaney Associates Inc.</b> Alexandria, Va.	John McEneaney	2,959	5.2	12.6	1,517.0	26.3	234
184	<b>RE/MAX Eastside Brokers Inc. (RE/MAX Eastside Brokers Inc./RE/MAX Metro)</b> Bellevue, Wash.	Graham Young	2,894	7.5	15.0	999.6	22.6	192
185	<b>Bradfield Properties</b> San Antonio	Boyd B. Bradfield, Joyce Bradfield	2,825	-6.8	14.8	458.6	-0.5	191

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186	<b>Shorewood Inc., REALTORS®</b> Manhattan Beach, Calif.	Arnold D. Goldstein, Lawrence M. Wolf	2,819	6.0	7.0	\$ 2,409.0	27.8	400
187	<b>RE/MAX on the Boulevard</b> Sherman Oaks, Calif.	Jay Belson	2,804	-5.0	9.2	1,676.0	17.8	305
188	<b>Prudential Decker Realty</b> Virginia Beach, Va.	Barbara M. Wolcott	2,800	8.8	13.7	792.8	32.0	204
189	<b>Watson Realty ERA</b> Bakersfield, Calif.	Kenneth P. Carter	2,790	-11.3	15.9	602.7	11.2	175
190	<b>Cressy and Everett Inc./GMAC Real Estate</b> South Bend, Ind.	Steven Deane	2,783	11.8	15.6	362.4	14.9	178
191	<b>One Source Realty GMAC</b> (Seaman Real Estate Services Inc.) San Diego	Greg C. Seaman	2,780	-4.3	7.7	1,454.6	22.5	360
192	<b>RE/MAX First Choice Real Estate</b> (First Choice Real Estate Inc.) Northboro, Mass.	Margie Richard	2,753	14.7	29.6	833.4	5.9	93
193	<b>RE/MAX of Valencia</b> Santa Clarita, Calif.	Alice O'Hare	2,738	-15.4	16.0	1,316.2	8.5	171
194	<b>Gallinger GMAC Real Estate</b> Syracuse, N.Y.	John F. Osta	2,732	-11.5	12.7	336.8	-9.2	215
195	<b>Prudential Kansas City Realty</b> Overland Park, Kan.	David Cooper	2,690	4.4	19.6	679.8	7.7	137
196	<b>Prudential Network Realty</b> (Florida Network LLC) Jacksonville, Fla.	Linda Sherrer	2,661	6.0	8.9	764.1	12.8	300
197	<b>Strano &amp; Associates GMAC Real Estate</b> Belleville, Ill.	Dede Strano	2,618	4.9	13.1	322.8	13.8	200
198	<b>Prudential Manor Homes, REALTORS®</b> Albany, N.Y.	Jeffrey G. Christiana	2,604	13.6	9.1	397.8	26.3	287
199	<b>Prudential Arizona Properties</b> Scottsdale, Ariz.	Margaret Dixon	2,589	53.6	6.7	700.0	75.0	386
200	<b>RE/MAX Space Center</b> (W. Knapp Ltd.) Houston	William (Buzzy) Knapp	2,512	-7.7	25.1	424.6	-5.7	100
201	<b>Prudential Prime Properties</b> (New England Prime Properties Inc.) Maynard, Mass.	Nancy Ledgard Quinn	2,414	-4.4	8.9	858.5	25.4	271
202	<b>Century 21 Today</b> Farmington Hills, Mich.	Douglas Hardy	2,395	-3.2	9.2	552.6	0.3	261
203	<b>Century 21 Laffey Associates</b> Greenvale, N.Y.	Philip Laffey	2,387	13.7	4.3	1,373.3	24.8	550
204	<b>Century 21 Curran &amp; Christie</b> Dearborn, Mich.	Robert W. Curran	2,355	2.1	11.9	352.7	2.5	198
205	<b>RE/MAX Southeast Inc.</b> (Gerald Paige Inc.) Denver	Gerry Fitzpatrick	2,347	-7.0	15.4	571.9	-1.8	152
206	<b>Century 21 Beutler and Associates</b> Coeur d'Alene, Idaho	Ann J. Beutler	2,323	14.5	20.4	413.7	50.0	114
207	<b>Century 21 Alliance Realty</b> (Alliance Enterprises of the Nature Coast) Spring Hill, Fla.	Marilyn Pearson-Adams	2,237	4.8	21.7	207.6	22.6	103
208	<b>Coldwell Banker Diamond, REALTORS®</b> Collegeville, Pa.	David L. Specht	2,147	-0.2	8.2	367.4	9.7	263
209	<b>RE/MAX Realty Group</b> (Realty Group of Lee County I Inc.) Fort Myers, Fla.	George W. Sayers	2,134	23.1	20.3	435.4	38.9	105
210	<b>ERA Stirling Properties</b> Covington, La.	Martin A. Mayer	2,114	3.5	12.4	376.1	16.8	171
211	<b>The Daniel Gale Real Estate Organization</b> Huntington, N.Y.	Patricia J. Petersen	2,096	7.8	4.9	2,006.7	14.5	430
212	<b>RE/MAX Central</b> (Just JBK Inc.) Roselle, Ill.	Kathleen Jansen	2,091	10.3	18.0	504.7	23.7	116
213	<b>Century 21 Fairway Realty Inc.</b> Apple Valley, Calif.	Mary Jane Phillips	2,085	12.7	27.8	405.0	30.4	75
214	<b>Prudential Serls Prime Properties</b> (Serls Prime Properties Inc.) LaGrangeville, N.Y.	Steven Domber	2,070	-1.9	10.6	710.4	2.7	195
215	<b>Coldwell Banker Anchor Real Estate</b> South Bend, Ind.	Paul G. Gjemre	2,023	17.5	13.5	242.5	29.0	150
216	<b>Keller Williams Realty Ahwatukee Foothills</b> (Desert Foothills Realty I LLC) Phoenix	Barry Kramer	1,964	11.7	8.3	462.2	19.0	236
217	<b>James Andrew GMAC Real Estate</b> St. Charles, Mo.	James A. Thurman	1,896	90.9	5.5	262.5	82.4	344
218	<b>Coldwell Banker Greater Savannah Realty</b> Savannah, Ga.	Connie Farmer Ray	1,887	16.8	13.5	345.0	30.3	140
219	<b>RE/MAX Professionals East, RE/MAX Professionals West, and RE/MAX Professionals East/West</b> (Erwin & Hansen Inc.) St. Charles, Ill.	Chris Hansen, Hank Erwin	1,873	2.5	18.9	570.0	18.3	99
220	<b>Gateway GMAC Real Estate</b> (Gateway Main Inc.) Puyallup, Wash.	Tim Stephens	1,863	-24.5	14.3	405.5	24.7	130
221	<b>Century 21 Pro-Team</b> Oak Lawn, Ill.	Charles J. Dinolfo	1,862	8.3	7.0	357.7	17.4	265
222	<b>Gaslight Properties GMAC Real Estate</b> (The Great Mid-America Real Estate Co. Inc.) Columbia, Mo.	James R. Estes	1,854	17.1	10.6	265.6	12.9	175
223	<b>Greenwood King Properties II Inc.</b> Houston	Julie Greenwood, Linda King	1,851	13.5	11.9	787.0	27.3	155
224	<b>John Daugherty Inc., REALTORS®</b> Houston	John A. Daugherty Jr.	1,808	-9.7	9.9	1,037.7	2.5	182
225	<b>RE/MAX Associates, RE/MAX First</b> (Dominion Group LLC) Edmond, Okla.	Ruth B. Boss, GiGi Faulkner	1,803	-10.2	24.0	295.4	0.6	75
226	<b>RE/MAX Realty Consultants</b> (Forsyth Realty Consultants Inc.) Winston-Salem, N.C.	Brent Bruner	1,794	19.1	28.9	222.2	31.4	62
227	<b>Coldwell Banker Elite</b> Stafford, Va.	Kevin Breen	1,771	18.9	11.8	528.9	36.3	150
228	<b>Century 21 Executive Realty</b> Schererville, Ind.	Bill McCabe	1,733	4.8	43.3	261.9	18.8	40
229	<b>RE/MAX Southern Homes</b> (Emory Southern Homes) Birmingham, Ala.	David R. Emory	1,672	47.2	18.4	386.1	75.3	91
230	<b>RE/MAX State Line Suburban Innovative Realty Group</b> Leawood, Kan.	Stephen J. Shumate	1,658	-1.5	15.5	324.5	-1.9	107
231	<b>RE/MAX Professionals Select</b> Naperville, Ill.	Richard Conte	1,649	1.9	18.3	425.8	32.3	90
232	<b>Smith &amp; Associates Inc., REALTORS®</b> Tampa, Fla.	Robert P. Glaser	1,622	15.3	16.2	605.3	18.6	100



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233	<b>Julia B. Fee Real Estate</b> Scarsdale, NY.	George M. Stone, Randall J. Katchis	1,585	18.2	6.9	\$ 1,557.2	14.9	230
234	<b>Century 21 AAA Realty Inc.</b> Cooper City, Fla.	Chuck Bonfiglio	1,573	-12.3	4.4	354.0	0.7	360
235	<b>RE/MAX South Suburban (MIKORP Inc.)</b> Flossmoor, Ill.	Michael J. Kroopkin	1,540	13.2	30.8	242.4	21.1	50
236	<b>Realty Executives Area, REALTORS®</b> Gladstone, Mo.	Larry Leone, Fran Walthall	1,535	-7.0	14.9	241.7	-5.9	103
237	<b>Century 21 Maki United (Maki and Associates Inc.)</b> Waukegan, Ill.	Elizabeth C. Scheffler	1,516	-3.4	11.6	285.1	2.1	131
238	<b>Century 21 Beggins Enterprises</b> Apollo Beach, Fla.	Craig Beggins	1,492	24.1	8.3	317.0	39.0	180
239	<b>Park Place GMAC Real Estate (CYD International Inc.)</b> Riverside, Calif.	Danny Seidwier	1,473	9.7	4.8	414.3	42.5	305
240	<b>RE/MAX Unlimited Northwest</b> Palatine, Ill.	William (Bill) Flemming	1,448	0.9	16.8	422.6	3.9	86
241	<b>Keller Williams Realty (SGMM Management)</b> Round Rock, Texas	Steve Schlueter	1,410	61.1	6.3	213.4	63.9	222
242	<b>Keller Williams Realty Northville</b> Northville, Mich.	John Dimora	1,405	21.1	5.2	311.4	15.3	270
243	<b>RE/MAX Preferred Properties (Preferred Real Estate Properties Inc.)</b> Oklahoma City	Norma Coppedge	1,392	9.9	21.1	203.5	21.1	66
244	<b>RE/MAX Excels (Superstar Realty LLC)</b> Geneva, Ill.	Marv Kombrink	1,372	-1.9	28.0	424.3	5.5	49
245	<b>RE/MAX Northwest Inc. (D. N. &amp; G. Inc.)</b> Denver	Gordon P. Schick	1,371	-5.3	17.1	320.3	2.5	80
246	<b>Century 21 McLennan &amp; Co.</b> Methuen, Mass.	Janet McLennan	1,350	15.5	13.1	400.9	23.9	103
247	<b>RE/MAX Horizon (Manston Inc.)</b> Elgin, Ill.	Dean Gillman	1,315	-1.1	29.9	263.3	0.3	44
248	<b>Coldwell Banker Partners Real Estate</b> Pueblo, Colo.	Russell A. DeSalvo III	1,269	17.2	18.1	151.4	22.9	70
249	<b>Century 21 Allstars</b> Norwalk, Calif.	Joseph Villaescusa	1,258	18.9	14.8	351.8	54.5	85
250	<b>Century 21 Benjamin</b> Woodbury, NY.	Ed Gitlin	1,250	13.6	4.2	450.0	28.6	300
251	<b>RE/MAX Tri-County (David Daniels Realty)</b> Algonquin, Ill.	Diana M. Wood	1,250	-8.0	24.0	298.1	-1.8	52
252	<b>Century 21 McMullen Real Estate Inc.</b> Chicago	Barry E. Paoli	1,242	-4.5	13.8	375.0	-6.3	90
253	<b>Century 21 Wright (Ruth I Wright Inc.)</b> Temecula, Calif.	Ruth I. Wright	1,235	-20.0	11.2	429.6	7.9	110
254	<b>Keller Williams Realty Sacramento (City Hall Investors Inc.)</b> Sacramento, Calif.	Wayne Hall, Donald Yoakum	1,203	169.1	6.3	363.8	206.5	190
255	<b>RE/MAX Realty Professionals</b> Wichita, Kan.	Wayne Short	1,203	-8.6	24.6	129.5	-9.6	49
256	<b>RE/MAX 100 Real Estate Inc.</b> Bethlehem, Pa.	Elizabeth L. Hauck	1,201	1.9	21.4	238.2	17.5	56
257	<b>McGuire Real Estate</b> San Francisco	Charles E. Moore	1,171	-11.6	6.5	1,286.9	-1.8	179
258	<b>Slifer Smith &amp; Frampton Real Estate</b> Avon, Colo.	James G. Flaum	1,166	35.0	8.7	849.9	36.7	134
259	<b>RE/MAX Metro, RE/MAX Metro Group, RE/MAX Metro Group Properties</b> Midwest City, Okla.	Randy Heintzeman	1,082	37.3	60.1	118.9	46.2	18
260	<b>RE/MAX Associates LLC</b> Fayetteville, Ark.	Margie Moldenhauer	1,078	17.8	21.1	192.9	51.1	51
261	<b>Coldwell Banker Kinard Realty Inc.</b> Dalton, Ga.	Robert W. Kinard	1,026	-3.3	12.1	162.0	-1.3	85
262	<b>RE/MAX Affiliates</b> Naperville, Ill.	Nancy L. Schaaf	1,016	-4.3	20.7	299.6	4.7	49
263	<b>Keller Williams Realty West Bloomfield (Curtis-Botsford Real Estate LLC)</b> Farmington Hills, Mich.	David G. Botsford	996	124.8	3.4	182.0	89.6	291
264	<b>Coldwell Banker Solano Pacific</b> Benicia, Calif.	Richard Bortolazzo, Joseph Banust	945	3.3	10.9	401.5	5.9	87
265	<b>RE/MAX New Orleans Properties</b> New Orleans	Mary Ann Casey	889	-2.8	22.2	190.7	-9.4	40
266	<b>Coldwell Banker Nelson Inc., REALTORS®</b> Maryville, Tenn.	Julie K. Nelson	884	-3.4	19.6	145.1	15.9	45
267	<b>Coldwell Banker Harbour Realty (SeaCoast Realty Inc.)</b> Accomac, Va.	William H. Chandler	806	-4.0	17.9	142.5	33.6	45
268	<b>Century 21 Action! (James Dean Diversified Enterprises Inc.)</b> Long Beach, Calif.	James C. Utterback	800	12.7	5.0	8.6	0.0	160
269	<b>Coldwell Banker Wachholz and Co.</b> Kalispell, Mont.	Kirk Scoggins	747	6.6	6.5	185.9	17.5	115
270	<b>Century 21 Discovery</b> Fullerton, Calif.	John G. Shipley, Joe G. Lins	727	-4.3	7.3	298.0	15.1	100
271	<b>Keller Williams Realty North Atlanta (North Atlanta Metro LLC)</b> Alpharetta, Ga.	J. David Chatham	720	-10.7	5.9	204.7	3.8	123
272	<b>RE/MAX Consultants</b> Tuscaloosa, Ala.	Asa Goode	633	33.3	19.2	96.4	35.5	33
273	<b>RE/MAX on Track (WTF Associates Inc.)</b> Moline, Ill.	Billie J. Pence	600	-13.9	23.1	50.6	-20.2	26
274	<b>The Naumann Group Real Estate Inc.</b> Tallahassee, Fla.	Jason C. Naumann	472	43.5	39.3	98.4	63.5	12
275	<b>Main Street, REALTORS®</b> Windermere, Fla.	Judy Black	469	-5.4	4.7	179.2	11.6	100
276	<b>Trails West Eagle Bend Realty</b> Bigfork, Mont.	Kathleen (Katie) Brown	402	39.6	16.8	135.7	45.1	24
277	<b>The Victoria Printz Team, REALTORS®</b> Midland, Texas	Victoria Printz	315	-18.0	63.0	45.9	-0.1	5
278	<b>RE/MAX of Gulf Shores (Ocean Shores Inc.)</b> Orange Beach, Ala.	Robert W. Shallow	282	-84.0	94.0	172.0	-65.3	3