

RANKED BY 2003 SALES VOLUME

Although there's a lot of overlap in this year's sales and sides rankings, high sale prices, especially in California, gave the sales list a more Western slant.

TOP OFFICER(S)
 SALES VOLUME, 2003 (IN MILLIONS)
 % CHANGE FROM 2002
 AVERAGE VOLUME PER SALESPERSON (IN THOUSANDS)
 TRANSACTION SIDES, 2003
 % CHANGE FROM 2002
 NUMBER OF SALESPERPLE

1	NRT Incorporated Parsippany, N.J.	Bob Becker	\$ 167,351.8	11.9	\$ 3,015.3	488,606	1.4	55,500
2	HomeServices of America Inc. Edina, Minn.	Ron Peltier	49,362.0	34.4	3,020.4	188,465	24.8	16,343
3	Weichert, REALTORS® Morris Plains, N.J.	James M. Weichert	30,500.0	24.5	3,388.9	101,000	13.5	9,000
4	The Long & Foster Cos. Inc. Fairfax, Va.	P. Wesley Foster Jr.	27,265.0	18.6	2,327.0	101,608	8.1	11,717
5	GMAC Real Estate - Company-owned Operations¹ Oak Brook, Ill.	Terry Morris	13,667.0	7.7	4,061.5	29,874	1.2	3,365
6	Prudential Fox & Roach, REALTORS® Devon, Pa.	Lawrence F. Flick IV	9,359.0	20.8	2,882.3	32,293	7.0	3,247
7	Real Living Inc. Columbus, Ohio	Harley Rouda Jr.	6,846.0	14.8	2,396.2	40,243	9.1	2,857
8	John L. Scott Real Estate Bellevue, Wash.	J. Lennox Scott	6,557.5	19.3	4,211.6	25,694	11.5	1,557
9	Prudential Douglas Elliman Real Estate² South Huntington, N.Y.	Dorothy Herman	6,457.9	185.3	2,848.6	11,719	77.6	2,267
10	Prudential California Realty, Nevada Realty, Texas Properties Pleasanton, Calif.	David Cobo	6,319.7	19.2	2,369.6	16,739	14.5	2,667
11	Alain Pinel Inc., REALTORS® Saratoga, Calif.	Paul L. Hulme, Larry Knapp	6,236.2	-3.9	7,110.8	7,854	-10.9	877
12	Realty Executives (Realty Executives Inc.) Phoenix	Richard Rector	5,501.5	17.0	3,740.0	24,251	-16.1	1,471
13	Coldwell Banker Bain/Coldwell Banker Barbara Sue Seal Mercer Island, Wash.	William J. Riss	5,471.6	27.9	4,095.5	17,333	21.5	1,336
14	First Team Real Estate Costa Mesa, Calif.	Cameron Merage	5,422.0	24.0	3,818.3	11,606	10.6	1,420
15	Baird & Warner Chicago	Stephen W. Baird	5,400.0	14.9	3,223.9	17,835	12.1	1,675
16	Howard Hanna Holdings Pittsburgh	Howard W. Hanna III	5,027.0	131.6	2,106.9	29,114	105.6	2,386
17	RE/MAX Allegiance® (Allegiance Realty Partners) Virginia Beach, Va.	Charlie Bengel	4,484.2	8.6	4,453.0	17,883	-6.3	1,007
18	RE/MAX Equity Group Inc. Portland, Ore.	James C. Homolka	4,282.1	29.9	4,032.1	18,877	19.6	1,062
19	RE/MAX Greater Atlanta (Greater Atlanta Brokerage Solutions LLC) Atlanta	Lee A. Finch	4,211.4	2.7	3,662.0	18,504	1.7	1,150
20	Coldwell Banker United, REALTORS® Bryan, Texas	Richard A. Smith	4,026.5	7.6	1,966.1	23,547	7.8	2,048
21	Coldwell Banker Success Realty Scottsdale, Ariz.	Robert McCord	3,926.0	11.5	1,963.0	17,318	3.4	2,000
22	Prudential Connecticut Realty Rocky Hill, Conn.	Peter G. Helie	3,883.0	8.4	3,172.4	11,620	2.7	1,224
23	Ebby Halliday, REALTORS®, and Ellen Terry, REALTORS® (Ebby Halliday Real Estate Inc.) Dallas	Ebby Halliday, Mary Frances Burleson	3,804.7	5.6	2,777.2	17,529	2.5	1,370
24	Crye-Leike Inc. Memphis, Tenn.	Harold Crye	3,607.0	15.5	1,365.8	24,817	12.7	2,641
25	Allen Tate Co. Charlotte, N.C.	Allen Tate Jr., Pat Riley	3,495.6	11.6	3,556.0	17,442	5.7	983
26	Real Estate One Inc. Southfield, Mich.	Richard S. Elsea	3,424.0	8.7	1,834.0	16,822	2.8	1,867
27	William Raveis Real Estate Inc. Shelton, Conn.	William M. Raveis Jr.	3,400.0	6.3	2,717.8	9,203	1.0	1,251
28	West USA Realty Inc. Phoenix	Clay Fouts	3,363.0	27.0	2,218.3	19,838	8.3	1,516
29	Prudential Florida WCI Realty (Watermark Realty Inc.) Plantation, Fla.	Roger A. Herman	3,122.7	32.0	2,413.2	9,923	16.1	1,294
30	RE/MAX All Cities Realty⁴ Manhattan Beach, Calif.	Kelli Amundson	3,078.4	14.3	4,736.0	5,704	-6.3	650
31	RE/MAX Alliance Arvada, Colo.	Chuck Ochsner	2,950.6	-1.8	4,276.3	10,486	-5.1	690
32	Watson Realty Corp. Jacksonville, Fla.	William A. Watson Jr.	2,896.8	28.2	1,932.5	18,099	18.1	1,499
33	Harry Norman, REALTORS® (HN Real Estate Group LLC) Atlanta	J. Lewis Glenn	2,864.4	4.5	3,063.5	8,875	6.6	935
34	Lyon Real Estate (William L. Lyon and Associates Inc.) Sacramento, Calif.	Michael P. Lyon	2,837.1	26.8	3,828.7	8,736	9.7	741
35	RE/MAX Real Estate Services (Beneficial Services Inc.) Aliso Viejo, Calif.	Gary Thomas	2,585.4	18.8	5,810.0	5,189	5.1	445
36	RE/MAX Results (Collopy & Saunders Real Estate Inc.) Eden Prairie, Minn.	Bill (H.W.) Saunders III, John Collopy	2,548.4	17.0	7,020.3	10,126	4.7	363
37	Houlihan/Lawrence Inc. Bronxville, New York	Nancy M. Seaman	2,480.7	13.6	2,988.8	4,328	7.3	830
38	Realty USA Orchard Park, N.Y.	Merle L. Whitehead	2,263.4	11.9	1,741.1	18,235	3.5	1,300
39	Shorewest, REALTORS® Brookfield, Wis.	Joe Horning	2,262.0	23.1	2,513.3	12,438	16.9	900
40	Prudential Carolinas Realty (Preferred Carolinas Realty Inc.) Winston-Salem, N.C.	Robert Helms	2,259.0	6.8	2,945.2	11,213	2.9	767
41	Prudential Americana Group, REALTORS® Las Vegas	Mark Stark	2,208.6	42.2	2,171.6	9,387	24.9	1,017
42	Sibcy Cline, REALTORS® (Sibcy Cline Inc.) Cincinnati	Robert N. Sibcy	2,131.3	8.5	1,788.0	11,351	7.1	1,192
43	RE/MAX Palos Verdes and RE/MAX Execs (RE/MAX Palos Verdes/RE/MAX Execs Group) Palos Verdes Estates, Calif.	Sandra Sanders	2,125.9	15.4	4,724.3	3,801	-6.9	450
44	The Keyes Co., REALTORS® Miami	Michael Pappas	2,120.1	15.1	1,514.3	10,830	-6.8	1,400
45	Frank Howard Allen, REALTORS® Novato, Calif.	Lawrence R. Brackett	2,079.0	9.0	5,856.5	3,185	1.4	355

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46	Century 21 Town & Country	Rochester, Mich.	John R. Kersten	2,072.6	3.1	2,072.6	10,852	-0.2	1,000
47	RE/MAX Gold Real Estate (Norcal Gold Inc.)	Folsom, Calif.	James O'Bryon	2,057.5	27.4	3,372.9	7,283	12.1	610
48	Century 21 Award (Award Inc.)	San Diego	Tom Kunz	\$ 2,053.3	6.8	\$ 3,666.6	5,734	-10.3	560
49	First Weber Group	Madison, Wis.	James R. Imhoff Jr.	2,028.0	18.4	2,192.4	10,712	9.1	925
50	Prudential Carolina Real Estate (O'Shaughnessy Realty Co. Inc.)	Charleston, S.C.	Michael O'Shaughnessy	2,008.7	32.5	2,833.1	10,324	21.5	709
51	William Pitt Real Estate LLC	Stamford, Conn.	Paul E. Breunich, L. Casey Jones	1,958.8	7.7	3,466.9	4,933	2.4	565
52	RE/MAX Associates	San Diego	Geoffrey Mountain	1,955.9	19.1	4,889.7	4,545	2.4	400
53	Keller Williams Realty, North Texas/New Mexico	Dallas	David Osborn	1,908.3	16.4	1,717.6	9,959	16.4	1,111
54	Fonville Morisey Realty (Fonville Morisey Realty Inc.)	Raleigh, N.C.	John C. Morisey Jr.	1,897.2	9.4	3,593.1	8,517	9.7	528
55	Coldwell Banker Homesale Services Group	Lancaster, Pa.	Christopher L. Poole, Douglas W. Rebert	1,893.1	15.5	2,504.1	12,670	9.3	756
56	Shorewood Inc., REALTORS®	Manhattan Beach, Calif.	Arnold D. Goldstein, Lawrence M. Wolf	1,884.7	10.5	5,279.2	2,660	-3.6	357
57	William E. Wood and Associates, REALTORS®	Virginia Beach, Va.	Richard B. Thurmond	1,884.5	16.7	3,347.2	9,646	0.4	563
58	Michael Saunders and Co.	Sarasota, Fla.	Michael Saunders	1,857.8	40.1	4,165.4	4,493	23.7	446
59	Prudential New Jersey Properties (PNJP LLC)	Somerset, N.J.	William O. Keleher Jr.	1,848.9	4.3	2,844.5	5,103	-7.9	650
60	Dilbeck, REALTORS®, GMAC Real Estate (Dilbeck Inc.)	LaCanada, Calif.	Mark Dilbeck	1,837.3	25.5	2,826.5	4,184	6.3	650
61	Prudential Georgia Realty	Roswell, Ga.	Daniel T. Forsman	1,810.0	8.3	1,795.6	8,000	1.9	1,008
62	Prudential Northwest Properties	Portland, Ore.	Bert Waugh Jr.	1,786.1	13.0	2,976.8	8,720	5.9	600
63	F. C. Tucker Co. Inc.	Indianapolis	H. James Litten	1,753.5	5.5	3,136.9	9,064	3.6	559
64	The Daniel Gale Real Estate Organization	Huntington, N.Y.	Patricia J. Petersen	1,752.2	17.3	4,551.1	1,945	6.6	385
65	Realty Executives of Nevada	Las Vegas	Fafie Moore	1,743.1	39.7	3,764.8	7,377	21.3	463
66	Prudential Carruthers, REALTORS®	Severna Park, Md.	Tom Carruthers Jr.	1,704.8	16.3	2,470.7	5,885	4.2	690
67	Metro Brokers/GMAC Real Estate	Atlanta	Kevin Levent	1,679.1	2.7	1,003.7	9,736	0.0	1,673
68	Coldwell Banker Associates Realty	San Diego	Richard Palmer, Thomas R. Hoffman	1,675.8	24.9	3,378.7	4,783	11.1	496
69	John Hall & Associates Inc.	Phoenix	Jim Sexton	1,660.0	12.3	2,059.6	8,400	4.8	806
70	Intero Real Estate Services	Cupertino, Calif.	Eugene A. Blefari	1,640.0	6,733.3	2,044.9	2,711	5,547.9	802
71	Counselor Realty Inc. (Counselor Holding Inc.)	Spring Lake Park, Minn.	Kenneth E. Kunzman	1,631.9	15.1	3,138.3	7,026	4.2	520
72	Latter & Blum Inc., REALTORS®	New Orleans	Robert W. Merrick	1,621.7	79	1,840.8	10,624	4.2	881
73	Coldwell Banker Howard Perry and Walston Realty	Raleigh, N.C.	Donald F. Walston	1,619.8	9.1	2,882.3	7,844	8.1	562
74	RE/MAX Executive^s (Ill Create Inc.)	Livermore, Calif.	Dave Gravelle	1,615.7	31.5	5,049.1	3,950	12.7	320
75	RE/MAX Partners (Revier Real Estate Corp.)	Fort Lauderdale, Fla.	Larry Revier	1,601.8	17.0	4,753.0	6,730	2.3	337
76	Century 21 Superstars (Superstars Inc.)	Rancho Santa Margarita, Calif.	Philip Romero	1,581.0	36.9	3,161.9	4,252	33.9	500
77	Jack Conway, REALTOR® (Jack Conway & Co. Inc., REALTORS®)	Norwell, Mass.	John E. (Jack) Conway	1,558.6	14.9	2,075.4	6,926	7.5	751
78	Patterson-Schwartz Real Estate	Hockessin, Del.	Richard T. Christopher	1,474.8	16.6	4,867.2	6,779	10.7	303
79	Prudential Gary Greene, REALTORS®	Houston, Texas	Marilyn Eiland	1,441.1	10.8	1,987.8	7,850	6.5	725
80	RE/MAX Properties Unlimited (Nassau Management Group Inc.)	Princeton, N.J.	Robert Lyszczarz	1,433.1	19.8	3,732.1	3,394	19.5	384
81	Coldwell Banker Legacy	Albuquerque, N.M.	Joe Gilmore, Peter Parnegg	1,426.5	14.8	2,791.5	8,618	6.4	511
82	RE/MAX Suburban	Mt Prospect, Ill.	James R. Nelson, Robert Baker	1,424.0	5.3	5,933.3	5,299	-3.8	240
83	RE/MAX on the Boulevard	Sherman Oaks, Calif.	Jay M. Belson	1,421.8	4.3	5,365.2	2,946	19.9	265
84	McMillin Realty (McMillin Real Estate and Mortgage)	Bonita, Calif.	Scott McMillin	1,400.0	16.7	3,878.1	3,650	-1.4	361
85	Coldwell Banker Pacific Properties	Honolulu	Scott Bradley, Herb Conley	1,389.5	33.4	3,231.4	3,951	21.2	430
86	Century 21 Realty Group Cos.	Indianapolis	Kevin K. Kirkpatrick	1,388.1	4.1	1,865.7	9,404	4.5	744
87	Prudential Gardner, REALTORS® (GBS Properties LLC)	Metairie, La.	Glenn Gardner, Barbara Blades	1,382.2	8.5	1,208.2	8,706	0.4	1,144
88	The Group Inc. Real Estate	Fort Collins, Colo.	Sharienne Daily	1,377.2	-4.8	6,014.1	5,979	-11.0	229
89	Coldwell Banker Prime Properties	Albany, N.Y.	Kenneth M. Raymond Jr.	1,377.2	39.2	2,732.5	10,011	34.9	504
90	RE/MAX Professionals Inc. (SSTM Inc.)	Lakewood, Colo.	Alan B. Smith, Tom Schack	1,340.3	3.7	4,909.6	5,167	1.1	273
91	Russ Lyon Realty Co.	Scottsdale, Ariz.	Dennis H. Lyon	1,335.1	9.9	2,670.2	3,643	5.8	500
92	Prudential California Realty	Thousand Oaks, Calif.	Robert L. Majorino	1,320.7	27.5	4,946.4	2,896	19.2	267
93	Realty Executives Santa Clarita	Santa Clarita, Calif.	Jim Tanner	1,316.7	26.4	3,761.9	3,991	14.3	350
94	McGuire Real Estate	San Francisco	Charles E. Moore	1,309.9	6.8	6,894.5	1,324	0.5	190
95	Coldwell Banker Schweitzer Real Estate	Sterling Heights, Mich.	Paul R. Schweitzer	1,308.6	15.1	2,148.8	5,761	-2.0	609

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96	Century 21 Alliance	Havertown, Pa.	Paul J. Gallagher	1,283.0	17.3	2,076.0	6,828	4.5	618
97	Century 21 Select Real Estate Inc.	Yuba City, Calif.	Daniel C. Jacuzzi	1,267.1	21.7	2,667.5	5,319	1.8	475
98	The Hasson Co., REALTORS®	Lake Oswego, Ore.	Michael J. Hasson	1,266.9	1.0	6,334.3	4,447	-1.5	200
99	Keller Williams Realty (Willis Management Inc.)	Austin, Texas	Mark Willis	1,266.1	5.0	1,118.5	7,869	-1.4	1,132
100	Prudential California Realty	Cerritos, Calif.	Bruce T. Mulhearn	1,260.6	27.3	2,101.0	4,335	13.1	600
101	Rose & Womble Realty (Rose & Womble Realty Co. LLC)	Virginia Beach, Va.	Jimmy V. Rose Sr.	1,259.8	18.8	2,399.7	6,910	5.4	525
102	Keller Williams Realty (KWI-1 LTD & KWI-8 LTD)	Austin, Texas	Gary W. Keller	1,257.6	8.5	1,421.0	8,103	13.4	885
103	Prudential Rand Realty	New City, N.Y.	Marsha Rand	1,244.7	28.3	1,915.0	3,983	22.3	650
104	Illustrated Properties Real Estate Inc.	Palm Beach Gardens, Fla.	F. F. Adams	1,214.8	11.9	2,584.7	4,737	-7.9	470
105	RE/MAX of Valencia	Santa Clarita, Calif.	Alice O'Hare	1,212.8	28.1	7,676.0	3,237	2.3	158
106	RE/MAX Achievers (Achievers Real Estate Co. Inc.)	Scottsdale, Ariz.	Tim Hatlestad	1,209.6	55.1	2,986.7	6,654	47.7	405
107	McEneaney Associates Inc.	Alexandria, Va.	John McEneaney	1,200.7	12.2	6,189.0	3,016	7.4	194
108	One Source Realty-GMAC Real Estate (Seaman Real Estate Services Inc.)	San Diego	Gregg Seaman	1,189.2	30.1	3,179.7	2,909	7.7	374
109	The Beazley Co. (The William T. Beazley Co.)	New Haven, Conn.	Gregory O. Scott	1,175.4	15.2	2,527.8	5,974	3.2	465
110	Prudential Preferred Realty (PPR Realty Inc.)	Pittsburgh	Ronald F. Croushore	1,160.2	13.0	1,966.4	6,772	11.1	590
111	RE/MAX Real Estate Consultants (Austin McBride Corp.)	Palm Desert, Calif.	Lorenzo L. Lombardelli	1,156.3	45.8	5,255.8	3,685	17.6	220
112	Century 21 Laffey Associates, Fine Homes & Estate	Greenvale, N.Y.	Philip Laffey	1,153.0	22.5	2,096.4	2,213	14.4	550
113	ERA The Masiello Group	Keene, N.H.	Christopher J. Masiello, Edward J. Buczynski	1,147.0	17.3	3,186.1	4,980	5.0	360
114	RE/MAX Northwest, REALTORS® (Canyon Creek Realty Inc.)	Bothell, Wash.	Russell Schustek	1,141.0	28.9	4,439.7	3,935	19.0	257
115	Keller Williams Realty	Englewood, Colo.	E. S. (Al) Alba	1,138.3	16.2	1,059.9	5,153	11.8	1,074
116	Prudential Utah Real Estate (Extreme Holding LLC)	Salt Lake City	Dougan T. Jones	1,128.4	20.9	2,807.0	3,990	23.0	402
117	Downing-Frye Realty (Downing-Frye Realty Inc.)	Naples, Fla.	David Frye	1,126.4	6.8	2,391.4	2,930	11.1	471
118	Slifer Smith & Frampton Real Estate	Avon, Colo.	James Flaum	1,126.3	-17.6	9,385.7	1,407	-11.8	120
119	RE/MAX United (Real Estate United)	Raleigh, N.C.	Hal Perry, Lynn Britt	1,099.3	7.3	3,546.0	5,710	3.5	310
120	RE/MAX DFW Associates	Coppell, Texas	Mark Wolfe	1,074.5	5.0	4,440.0	5,003	1.6	242
121	The Kentwood Co.	Greenwood Village, Colo.	Roger R. Campbell, John Fitzpatrick	1,069.6	4.7	9,300.7	2,766	-0.6	115
122	Bob Parks Realty LLC	Murfreesboro, Tenn.	Bob Parks	1,064.8	13.1	1,936.1	6,501	6.1	550
123	Century 21 Judge Fite Co. (Judge Fite Co. Inc.)	Dallas	James R. Fite	1,056.1	24.0	1,404.4	7,835	5.5	752
124	Hunt Real Estate ERA	Williamsville, N.Y.	Peter F. Hunt	1,041.9	21.7	1,423.3	8,884	19.8	732
125	Nothnagle, REALTORS®	Rochester, N.Y.	Philip R. Nothnagle	1,034.1	13.2	1,962.3	9,069	7.7	527
126	Tomlinson Black Group of Cos.	Coeur d'Alene, Idaho	Robert H. Tomlinson	1,029.6	18.1	2,908.4	7,689	11.9	354
127	Realty Executive Associates Inc.	Knoxville, Tenn.	R. Vance Burkey	1,017.2	50.3	3,335.2	6,291	36.7	305
128	John Daugherty, REALTORS®, Inc.	Houston	John Daugherty Jr.	1,012.4	3.8	5,502.4	2,003	8.3	184
129	Century 21 M&M and Associates (Premier Valley Inc.)	Modesto, Calif.	John N. Melo	1,000.2	65.3	2,857.6	4,632	30.7	350
130	Century 21 New Millennium	Alexandria, Va.	Todd Hetherington	988.1	17.1	3,271.9	3,449	0.8	302
131	Prudential Real Estate Professionals	Salem, Ore.	Byron Hendricks	972.0	78.7	2,945.4	5,369	44.4	330
132	RE/MAX of Naperville/RE/MAX Enterprises (Brennan Naperville Inc./Brennan Downers Inc.)	Naperville, Ill.	John P. Brennan	964.3	12.2	5,156.8	3,477	4.8	187
133	Prudential Jack White/Vista Real Estate	Anchorage, Alaska	Richard Fuller	947.8	10.7	3,159.5	5,279	0.8	300
134	John R. Wood Inc.	Naples, Fla.	Phillip R. Wood	946.7	28.1	4,956.4	2,273	20.6	191
135	Northwood Realty Services (Everest Consulting Group)	Pittsburgh	Tex Weston	939.8	15.6	1,191.1	7,878	12.0	789
136	Coldwell Banker The Real Estate Group	Appleton, Wis.	Joyce A. Bytof	939.4	17.9	2,899.5	7,297	15.7	329
137	Carpenter GMAC Real Estate (Carpenter)	Indianapolis	Thomas G. Prall	928.7	12.5	1,365.7	7,735	10.4	680
138	Diane Turton, REALTORS® (RT Real Estate)	Point Pleasant Beach, N.J.	Diane S. Turton	915.7	28.7	2,378.3	2,708	14.6	385
139	Coldwell Banker Schmidt, REALTORS®	Traverse City, Mich.	Ken Schmidt	900.4	21.2	2,382.0	4,733	-1.6	378
140	Century 21 MoneyWorld	Las Vegas	Mike West	896.2	29.7	2,389.8	4,490	16.0	375
141	Coldwell Banker Honig-Bell (Honig Realty Inc.)	Lockport, Ill.	Edward T. Prodehl	871.6	20.5	1,629.1	4,937	8.8	535
142	Weidel, REALTORS® (Richard A. Weidel Corp., REALTORS®)	Pennington, N.J.	Richard A. Weidel Jr.	841.4	10.2	2,952.3	3,244	-0.9	285
143	Greenridge Realty Inc.	Grand Rapids, Mich.	Thomas P. Paarlberg	837.9	14.4	1,659.3	6,046	2.3	505
144	RE/MAX Eastside Brokers Inc. (RE/MAX Eastside Brokers Inc. & RE/MAX Metro Realty)	Bellevue, Wash.	Graham Young, David Milot	815.6	13.3	5,296.0	2,692	6.6	154

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			TOP OFFICER(S)	SALES VOLUME-2003 (IN MILLIONS)	% CHANGE FROM 2002	AVERAGE VOLUME PER SALESPERSON (IN THOUSANDS)	TRANSACTION SIDES, 2003	% CHANGE FROM 2002	NUMBER OF SALESPERSONS
145	RE/MAX Properties Inc.	Colorado Springs, Colo.	Joe Clement	812.7	3.9	3,694.0	3,811	-4.1	220
146	Prudential C. Dan Joyner Co. Inc.	Greenville, S.C.	C. Dan Joyner	795.5	17.7	2,616.7	5,133	12.0	304
147	RE/MAX of Atlanta (B & E Realty Assoc. LLC)	Duluth, Ga.	Robert K. Sacre	790.5	28.4	1,009.5	4,433	24.5	783
148	RE/MAX First Choice Real Estate (First Choice Real Estate Inc.)	Northboro, Mass.	Margie Richard, James Flanders	786.8	18.7	8,028.9	2,400	-7.0	98
149	Prestige Real Estate Group LLC	Englewood, Colo.	Jack O'Connor	785.0	8.8	2,607.8	2,999	40.5	301
150	Coldwell Banker Devonshire Realty	Champaign, Ill.	John Schumacher	771.5	8.8	2,057.4	6,346	6.2	375
151	Star One, REALTORS® (Star One Real Estate Inc.)	Cincinnati	George L. Meinhardt	766.7	4.2	2,106.3	4,564	0.8	364
152	Skyline (Skyline Properties Inc.)	Bellevue, Wash.	Ronald Hennig	765.5	23.2	1,196.1	3,336	19.0	640
153	Century 21 Access America	Wethersfield, Conn.	John M. Zubretsky Jr.	750.3	5.1	1,500.6	3,831	7.9	500
154	Coldwell Banker Primus Realty (Primus Realty Corp.)	Oswego, Ill.	Richard A. Faltz	733.4	6.7	1,875.8	3,547	-2.8	391
155	RE/MAX Realty 100	Milwaukee	Jeffrey A. Benson, Bruce W. Martin	730.1	6.3	3,925.4	4,158	-4.7	186
156	Meybohm, REALTORS® (Meybohm, REALTORS®, LLC)	Augusta, Ga.	E. G. Meybohm	719.6	11.5	3,426.7	5,088	5.9	210
157	Coldwell Banker Heritage, REALTORS® (Heritage Home Services LLC)	Dayton, Ohio	Steve Earman, Kenneth Parrott	713.1	21.0	2,097.3	5,645	21.0	340
158	Prudential Serls Prime Properties (Serls Prime Properties Inc.)	LaGrangeville, N.Y.	Steven Domber	692.0	33.8	2,919.9	2,111	9.7	237
159	Coldwell Banker Premier Realty	Las Vegas	Robert H. Hamrick	688.8	18.0	3,188.8	3,088	8.2	216
160	Prudential Prime Properties (New England Prime Properties Inc.)	Maynard, Mass.	Nancy Quinn	684.6	18.3	2,684.6	2,524	3.1	255
161	RE/MAX of Boulder	Boulder, Colo.	Tom Kalinski	681.7	-0.1	7,574.0	1,874	6.1	90
162	Prudential Network Realty (Florida Network LLC)	Jacksonville, Fla.	Linda Sherrer	677.2	36.1	2,480.6	2,510	15.3	273
163	Mel Foster Co. Inc.	Davenport, Iowa	Robert C. Fick	665.2	4.5	1,710.1	5,609	2.3	389
164	Realty Executives of Tucson	Tucson, Ariz	Anthony Azar	657.7	14.0	2,128.4	3,744	10.0	309
165	RE/MAX Integrity, REALTORS®	Phoenix	Ed McCloud	649.4	16.0	3,607.5	3,864	10.4	180
166	Coldwell Banker Barnes (Barnes Real Estate Services Inc.)	Brentwood, Tenn.	David R. Barnes	645.2	15.5	1,843.4	4,325	8.0	350
167	Prudential Henry & Burrows, REALTORS®	Overland Park, Kan.	Kathy Copeland	631.4	16.5	5,133.3	2,576	6.1	123
168	Beverly-Hanks & Associates	Asheville, N.C.	W. Neal Hanks Jr.	627.9	11.3	3,078.0	2,976	4.7	204
169	Coldwell Banker RaderGroup, REALTORS® (The RaderGroup Inc.)	Tulsa, Okla.	Samuel A. Rader	627.7	44.7	1,931.3	4,363	34.8	325
170	Prudential Detrick/Alliance/Southwest Realty	Tulsa, Okla.	Sheldon Detrick	627.4	5.0	1,037.0	4,771	0.2	605
171	Coldwell Banker Roth Wehrly Graber	Fort Wayne, Ind.	John Bellio	623.9	-2.2	2,079.6	6,278	0.4	300
172	RE/MAX Premier Group	Plano, Texas	C. Don Dahlberg	622.1	-5.9	3,190.1	3,287	-5.4	195
173	Greenwood King Properties II Inc.	Houston	Julie Greenwood, Linda King	618.1	-7.5	4,415.1	1,631	-1.3	140
174	Prudential Decker Realty	Virginia Beach, Va.	Barbara M. Wolcott	600.7	14.9	4,290.5	2,573	3.8	140
175	RE/MAX Real Estate Partners	Metairie, La.	Tom Giroir	600.6	22.8	4,030.9	4,484	18.6	149
176	Coldwell Banker Hunter Realty	Beachwood, Ohio	Ed Dolinsky	596.5	15.4	1,590.8	397	30.6	375
177	Coldwell Banker D'Ann Harper, REALTORS®	San Antonio	D'Ann Harper	591.1	3.5	2,985.4	3,964	3.4	198
178	RE/MAX Exclusive Properties	Chicago	Janice Corley - Blaney	588.8	20.7	3,182.7	1,950	17.5	185
179	Coldwell Banker Apex, REALTORS®	Mesquite, Texas	Lori Arnold	588.2	24.0	1,960.6	4,193	18.3	300
180	RE/MAX Southeast Inc. (Gerald Paige Inc.)	Denver	Gerry Fitzpatrick	582.0	-11.9	3,527.3	2,522	-13.5	165
181	RE/MAX Elite (Elite Enterprises LLC)	Brentwood, Tenn.	Robb Campbell	577.0	29.9	2,747.8	3,602	15.6	210
182	Century 21 Sunbelt Realty Inc.	Cape Coral, Fla.	Barbara M. Watt	570.2	29.7	1,754.6	4,637	33.4	325
183	RE/MAX Boone Realty/Jefferson City (Boone Group Ltd.)	Columbia, Mo.	Richard Mendenhall	569.6	23.7	3,559.9	4,237	14.1	160
184	Coldwell Banker Chicora	Myrtle Beach, S.C.	Don Smith	568.7	26.3	3,532.5	3,964	21.1	161
185	Century 21 Metro Alliance (Jancy Realty & Investments Inc.)	Phoenix	Charles F. Mclean	559.2	21.0	1,055.0	3,292	14.0	530
186	McColly Real Estate	Schererville, Ind.	Ronald F. McColly	552.7	31.0	1,073.2	4,331	21.9	515
187	Watson Realty Co.	Bakersfield, Calif.	Ken Carter	541.2	21.1	5,057.9	3,142	4.9	107
188	Coldwell Banker Schneidmiller Realty (Schneidmiller Realty Co.)	Coeur d'Alene, Idaho	Gary Schneidmiller	537.4	40.6	3,706.5	3,095	27.0	145
189	The Danberry Co., REALTORS® (The Danberry Co.)	Toledo, Ohio	Lynn Fruth	523.3	2.1	1,495.2	3,732	-0.9	350
190	Ruhl & Ruhl, REALTORS®, Inc.	Davenport, Iowa	Caroline Ruhl	515.1	18.0	1,981.2	4,321	9.9	260
191	Smith & Associates, REALTORS®, Inc.	Tampa, Fla.	Robert P. Glaser	510.3	36.7	5,799.0	1,407	25.8	88
192	Ken Meade Realty Inc.	Sun City, Ariz	Steven K. Meade	508.1	14.4	1,539.7	3,816	2.3	330
193	RE/MAX of Gulf Shores (Ocean Shores Inc.)	Gulf Shores, Ala.	Robert W. Shallow	497.2	19.3	7,649.6	1,761	7.9	65

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RANKED BY 2003 SALES VOLUME *From page 5*

			TOP OFFICER(S)	SALES VOLUME 2003 (IN MILLIONS)	% CHANGE FROM 2002	AVERAGE VOLUME PER SALESPERSON (IN THOUSANDS)	TRANSACTION SIDES 2003	% CHANGE FROM 2002	NUMBER OF SALESPERSONS
194	Coldwell Banker Hunt Kennedy	New York City	David M. Michonski	493.5	24.3	1,841.4	869	19.0	268
195	Coldwell Banker Wallace & Wallace, REALTORS®	Knoxville, Tenn.	Jim Wallace	488.3	15.8	2,219.4	3,080	10.9	220
196	Century 21 Advantage Gold	Southampton, Pa.	William H. Lublin	464.0	21.2	1,757.5	5,542	6.1	264
197	Bradfield Properties Inc.	San Antonio	Joyce Bradfield	461.1	-2.0	2,401.8	3,032	0.3	192
198	Coldwell Banker Mid-America Group, REALTORS® (Mid-America Real Estate Co.)	W. Des Moines, Iowa	Carolyn Helmlinger	457.3	23.2	2,078.5	3,245	16.0	220
199	Prudential California Realty (Stone Real Estate Inc.)	Modesto, Calif.	Craig C. Lewis	454.1	43.7	3,948.5	1,558	8.7	115
200	RE/MAX Space Center (W. Knapp Ltd.)	Houston	William (Buzzy) Knapp	450.0	40.9	3,719.1	2,714	42.8	121
201	Keller Williams Realty Kingwood/Woodlands	Kingwood, Texas	Judy Hopkins	448.2	8.2	1,450.4	3,258	2.9	309
202	RE/MAX Advantage	Stockbridge, Ga.	Kent Miller	436.8	-6.1	3,120.3	3,076	-12.3	140
203	RE/MAX of Reading	Wyomissing, Pa.	Harry K. (Jack) Fry	420.0	7.9	4,117.9	3,075	-2.2	102
204	Keller Williams Realty (Dance Hall Investors Inc.)	Roseville, Calif.	Wayne Hall	418.0	141.6	2,283.9	1,602	99.3	183
205	Prudential Arizona Properties (Arizona Properties & Relocation LLC)	Scottsdale, Ariz.	Margaret Dixon	416.9	46.1	1,437.6	1,686	37.7	290
206	J.P. Weigand & Sons Inc.	Wichita, Kan.	Nestor R. Weigand Jr.	408.3	6.9	1,564.4	3,369	5.1	261
207	RE/MAX Excels (Superstar Realty LLC)	Geneva, Ill.	Marv Kombrink	402.0	8.7	6,930.7	1,398	-3.9	58
208	Coldwell Banker Sunstar/Morris Realty Inc. (Coldwell Banker Sunstar Realty Inc.)	Port Charlotte, Fla.	Donald D. Randolph	390.4	16.8	2,337.6	3,200	22.6	167
209	Keller Williams Realty Ahwatukee Foothills (Desert Foothills Realty I LLC)	Phoenix	Barry F. Kramer	388.5	13.6	1,824.0	1,759	20.4	213
210	Coldwell Banker Elite	Stafford, Va.	Kevin M. Breen	387.8	51.2	3,231.5	1,488	27.6	120
211	Keller Williams Realty	Edmond, Okla.	Mo Anderson	378.6	29.6	1,391.8	3,043	27.2	272
212	Gallinger/GMAC Real Estate	Syracuse, N.Y.	John F. Osta	370.9	-3.2	1,854.7	3,086	-9.6	200
213	Keller Williams Realty East Valley	Tempe, Ariz.	P. J. Stratford	354.5	14.2	1,239.6	2,049	11.5	286
214	Prudential Dinning-Beard, REALTORS® (Dinning-Beard Inc.)	Wichita, Kan.	William Kihle	349.9	24.3	1,166.3	2,919	16.9	300
215	Coldwell Banker Diamond, REALTORS® (Diamond Realty Services)	Collegeville, Pa.	David L. Specht	335.0	5.6	1,550.8	2,151	-1.9	216
216	Coldwell Banker Hawkins-Poe, REALTORS®	University Place, Wash.	Charles Frank Hawkins	333.5	18.5	1,378.2	3,445	10.9	242
217	RE/MAX State Line Realty Suburban Real Estate, Inc.	Leawood, Kan.	Steve Shumate	330.8	2.6	3,007.7	1,684	-4.5	110
218	Keller Williams Realty (ABW and ABWS Tulsa Inc.)	Tulsa, Okla.	Sherry Lewis	328.9	18.0	822.3	2,691	13.5	400
219	ERA Stirling Properties	Covington, La.	Martin A. Mayer	322.1	3.6	2,064.7	2,042	3.5	156
220	RE/MAX of Eastern Jackson County	Independence, Mo.	T. David Rogers	320.0	-8.2	2,689.3	2,599	-12.7	119
221	Prudential Manor Homes (Blake Realty Inc.)	Albany, N.Y.	Jeffrey G. Christiana	315.1	16.3	1,121.4	2,293	8.1	281
222	RE/MAX Realty Group	Fort Myers, Fla.	George W. Sayers	313.4	33.2	3,198.4	1,733	15.7	98
223	RE/MAX Tri County (David Daniels Realty)	Algonquin, Ill.	Diana Wood	303.5	4.1	5,058.7	1,360	-2.9	54
224	RE/MAX Associates (Associates Group LLC)	Salt Lake City	Rodney Dailey	300.5	21.0	4,553.7	1,618	13.2	66
225	RE/MAX Associates (Dominion Group)	Edmond, Okla.	Ruth B. Boss, GiGi Faulkner	293.7	7.7	3,538.5	2,007	3.7	83
226	Coldwell Banker Alliance (Alliance Enterprises Inc.)	Indianapolis	Jim Williams	292.9	45.2	2,343.6	4,126	47.9	125
227	RE/MAX Affiliates (Affiliates Inc.)	Naperville, Ill.	Nancy Schaaf	286.2	7.2	5,724.8	1,062	-1.3	50
228	RE/MAX First, REALTORS® (Wherley and Associates Inc.)	Leawood, Kan.	Tom Wherley	279.7	-3.1	3,831.2	1,370	-2.2	73
229	RE/MAX First Choice (Latham Real Estate & Investments LLC)	Pelham, Ala.	Jim Latham, Anita Latham	272.9	27.8	3,638.4	1,959	-1.0	75
230	Coldwell Banker M.M. Parrish, REALTORS®	Gainesville, Fla.	Sanford Eugene (Gene) Ritch	270.3	14.7	2,703.0	1,559	6.2	100
231	Keller Williams Northville (Keller Williams Realty Northville Market Center)	Northville, Mich.	John Dimora	270.1	-4.5	1,444.3	1,160	-7.2	187
232	RE/MAX Horizon	Elgin, Ill.	Dean Gillman	262.3	24.3	5,580.9	1,330	13.7	47
233	Realty Executives Area, REALTORS® (K.C.R.E. Inc.)	Gladstone, Mo.	Fran Walthall	256.8	5.9	2,517.4	1,651	-2.7	102
234	Coldwell Banker Riviera Realty Inc.	Brick, N.J.	Dean R. Smith	245.7	29.7	4,636.2	1,039	2.3	53
235	Keller Williams Realty of Northern Colorado	Fort Collins, Colo.	JoAnn Johnston	233.1	25.6	1,412.5	1,268	26.0	165
236	Century 21 AAward Associates	Port Charlotte, Fla.	Leo K. Gravesen	232.2	20.9	1,160.8	4,273	42.4	200
237	RE/MAX Southern Homes (Real Estate Group LLC)	Birmingham, Ala.	David Emory	220.3	60.5	4,588.7	1,136	44.3	48
238	RE/MAX Centre Realty (Centre Professionals Inc.)	State College, Pa.	Scott L. Yocum	217.2	13.7	7,239.1	1,304	6.8	30
239	RE/MAX New Orleans Properties	New Orleans	Mary Ann Casey - Theriot	215.0	9.1	5,657.9	915	6.9	38
240	Coldwell Banker Empire	Rancho Cucamonga, Calif.	Rick Clignett	203.8	-2.2	2,954.0	823	-12.4	69
241	RE/MAX 100 Real Estate (100 Real Estate Inc.)	Bethlehem, Pa.	Elizabeth Duga Hauck	202.6	-0.9	3,823.6	1,179	-10.2	53
242	RE/MAX South Suburban (MIKORP Inc.)	Flossmoor, Ill.	Michael J. Kroopkin	200.2	0.2	3,707.6	1,360	-2.2	60

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TOP 280 COMPANIES

RANKED BY 2003 SALES VOLUME *From page 6*

			TOP OFFICER(S)	SALES VOLUME - 2003 (IN MILLIONS)	% CHANGE FROM 2002	AVERAGE VOLUME PER SALESPERSON (IN THOUSANDS)	TRANSACTION SIDES, 2003	% CHANGE FROM 2002	NUMBER OF SALESPeOPLE
243	Coldwell Banker Curtis Irving Realty Inc.	Eugene, Ore.	Curtis Irving	199.5	53.1	2,660.3	1,207	20.5	75
244	Keller Williams Realty North Atlanta (North Atlanta Metro LLC)	Alpharetta, Ga.	J. David Chatham	197.2	109.9	1,792.6	806	91.0	110
245	RE/MAX Realty of Joliet (KNR Inc.)	Joliet, Ill.	Nancy Freeman	191.9	3.3	3,763.4	1,249	-4.9	51
246	Keller Williams Executive Realty LLC (HR Realty)	Highlands Ranch, Colo.	E. S. (Al) Alba	191.4	8.9	920.0	1,336	68.5	208
247	RE/MAX Executives, REALTORS®	Tulsa, Okla.	David J. Momper	182.8	2.2	2,902.3	1,363	0.6	63
248	Coldwell Banker Pelican Real Estate (Pelican Real Estate Limited)	Lafayette, La.	Stephen S. Thomson	176.9	30.5	1,734.7	1,323	7.6	102
249	RE/MAX Preferred Properties	Oklahoma City	Norma Coppedge	168.0	19.1	2,948.1	1,267	11.4	57
250	Keller Williams Realty (Keller Williams Realty-North Collin County)	McKinney, Texas	Leah Dossett	163.2	14.5	1,431.6	961	9.1	114
251	Coldwell Banker Star Realty (Lakewood Real Estate Store Inc.)	Lakewood, Calif.	David J. Delmontte	160.4	20.6	3,085.1	436	1.4	52
252	Coldwell Banker Kinard Realty Inc.	Dalton, Ga.	Robert W. Kinard	157.3	3.6	2,712.6	1,061	-2.9	58
253	Coldwell Banker Acclaim (Casalot Inc.)	Anoka, Minn.	Ruth M. Johnson	147.6	21.5	3,075.1	784	8.7	48
254	RE/MAX Realty Professionals	Wichita, Kan.	Wayne Short	143.2	20.5	2,863.9	1,316	15.5	50
255	RE/MAX Associates LLC	Fayetteville, Ark.	Margie Moldenhauer, Brett Hash	140.5	23.8	4,132.5	1,009	8.7	34
256	Keller Williams Realty IH-10 Market Center (Keller Williams Realty)	San Antonio	Mark Willis	131.5	6.7	822.0	1,200	8.8	160
257	Keller Williams Properties (Weston International Real Estate Properties)	Weston, Fla.	Melvin Kosnoff	129.3	159.7	1,346.4	592	140.7	96
258	Keller Williams Realty, Sarasota (Dreamscapes Investment Group LLC)	Sarasota, Fla.	Lisa Blakeley	126.0	110.0	1,200.0	525	75.0	105
259	Keller Williams Realty Williamson County (SGMM Management)	Round Rock, Texas	Steve Schlueter	125.5	19.2	713.0	876	16.6	176
260	Coldwell Banker Partners (Coldwell Banker Partners Real Estate)	Pueblo, Colo.	Russell A. DeSalvo III	123.5	115.5	2,246.1	1,088	106.8	55
261	Keller Williams Realty Mission (SATCAL Keller Williams)	Mission Viejo, Calif.	David Tennant, Nicole T. Wirth	121.5	NA	1,012.5	316	NA	120
262	Keller Williams Realty, Sacramento (City Hall Investors Inc.)	Sacramento, Calif.	David Sanchez	118.7	NA	1,109.5	447	NA	107
263	Coldwell Banker Harbour Realty (SeaCoast Realty Inc.)	Accomac, Va.	William H. Chandler Jr.	106.7	24.5	2,424.5	840	12.6	44
264	Keller Williams Realty (Texas Creative Financial Inc.)	Dallas	David Osborn	104.1	-4.9	1,096.0	521	-9.1	95
265	Keller Williams Realty (Raleigh Partners LLC)	Raleigh, N.C.	Joe Williams	98.8	353.2	1,234.9	555	333.6	80
266	Keller Williams-Richardson (Real Estate Pros Inc.)	Richardson, Texas	Peggy Richey	98.4	21.6	1,004.4	603	17.5	98
267	Keller Williams Realty Clarksville Tennessee	Clarksville, Tenn.	Mike Groves	98.3	336.0	1,347.0	1,094	312.8	73
268	RE/MAX Associated Brokers Inc.	Branson, Mo.	Janice R. James, Kelly Grisham	89.6	21.8	4,072.1	746	21.1	22
269	Keller Williams Realty (Curtis Botsford Real Estate LLC)	West Bloomfield, Mich.	David G. Botsford	83.3	833.3	677.0	367	773.8	123
270	RE/MAX Metro Group Properties	Midwest City, Okla.	Randy Heintzelman	81.4	11.4	4,285.6	789	6.8	19
271	RE/MAX Masters	Fayetteville, N.Y.	Mary R. McNeill	78.0	8.4	2,362.5	539	1.1	33
272	Coldwell Banker Mountain Leisure Properties (Mountain Leisure Enterprises Inc.)	Groveland, Calif.	John Stone	76.1	19.4	3,803.3	595	6.4	20
273	RE/MAX Consultants (Colony Realty Inc.)	Tuscaloosa, Ala.	Shawn Pinion	71.1	8.7	3,386.3	475	-5.0	21
274	Keller Williams Realty of the Florida West Coast (Seven Hills Realty)	Spring Hill, Fla.	Betty Pastori, Elaine Grenon	67.1	29.6	828.0	844	26.2	81
275	Keller Williams Realty (Mulinix Inc.)	Norman, Okla.	Russell Mulinix	62.6	65.5	894.0	605	57.6	70
276	The Naumann Group Real Estate Inc.	Tallahassee, Fla.	Jason C. Naumann	60.1	52.6	7,511.3	329	27.0	8
277	The Victoria Printz Team, REALTORS®	Midland, Texas	Victoria Printz	46.0	46.6	9,200.8	384	39.1	5
278	Gary Dunlap as RE/MAX of Muskogee (RE/MAX of Muskogee)	Muskogee, Okla.	Gary Dunlap	35.3	9.2	3,207.0	505	7.0	11
279	Coldwell Banker Wachholz & Co.	Kalispell, Mont.	Kirk Scoggins, Thomas Burk	7.9	32.3	71.6	1,534	16.2	110
280	Keller Williams Denver Southeast	Aurora, Colo.	E. S. (Al) Alba	3.8	-5.7	21.7	766	-10.9	175

Formerly known as:
 1 GMAC Home Services 2 Prudential Long Island Realty 3 RE/MAX Central Realty, RE/MAX Professionals, RE/MAX Horizons, RE/MAX Affiliates 4 RE/MAX Beach Cities/Westside Properties 5 RE/MAX Eastbay Group