

High performers

Combine size with top-level productivity and you have a present and future star.

Biggest growth in sales

(ranking by sales volume)

Company	Increase from 2004 to 2005
Coldwell Banker JME Realty (73)	104.2%
Century 21 Sunbelt Realty (79)	100.5
Prudential Utah Real Estate (45)	71.5
Tomlinson Black (77)	60.5
Downing-Frye Realty Inc. (41)	59.7
Fairfax Realty Inc. (35)	57.9
Century 21 Metro Alliance (91)	56.8
PMZ Real Estate (83)	51.4
West USA Realty Inc. (15)	46.2
RE/MAX Achievers (56)	42.5

Highest salesperson productivity/sales

(ranking by sales volume)

Company	Sales volume per associate (millions)
John R. Wood Inc. (69)	7.98
The Hasson Co. (81)	7.33
RE/MAX Real Estate Consultants (99)	6.84
RE/MAX Results (42)	6.77
Alain Pinel Inc., REALTORS® (9)	6.70
RE/MAX Real Estate Services (50)	6.44
Frank Howard Allen, REALTORS® (57)	6.11
RE/MAX Beach Cities/Westside Properties/Lake Arrowhead (34)	6.08
Michael Saunders & Co. (49)	5.99
Patterson-Schwartz Real Estate (82)	5.92

Biggest growth in sides

(ranking by sides)

Company	Increase from 2004 to 2005
Century 21 Sunbelt Realty (35)	43.0%
Coldwell Banker JME Realty (71)	41.1
Prudential Utah Real Estate (76)	36.5
Fairfax Realty Inc. (44)	29.5
Tomlinson Black (43)	28.7
Keller Williams Realty	
Austin Southwest Market Center (84)	28.3
Century 21 Metro Alliance (72)	28.2
Prudential Connecticut Realty (24)	27.9
Keller Williams Realty	
North Texas/New Mexico (23)	23.9
RE/MAX Alliance (26)	23.3

Highest salesperson productivity/sides

(ranking by sides)

Company	Sides per associate (units)
RE/MAX Results (39)	23.4
Meybohm, REALTORS® (94)	21.8
Patterson-Schwartz Real Estate (82)	20.4
Tomlinson Black (43)	20.3
Century 21 Sunbelt Realty (35)	20.0
RE/MAX United (87)	19.7
Coldwell Banker The Real Estate Group (68)	19.3
Coldwell Banker Prime Properties (54)	18.9
Coldwell Banker Devonshire Realty (80)	17.9
Coldwell Banker Triad, REALTORS® (96)	17.9

REALTOR® MAGAZINE'S TOP 100 COMPANIES

Ranked by 2005 Transaction Sides

REALTOR® Magazine received 228 responses to this year's mailing to brokerages whose past record established them as high-production companies. Of those companies that provided verification of performance, the Top 100 appear here.

			TRANSACTION SIDES, 2005	% CHANGE FROM 2004	AVERAGE SIDES PER SALESPERSON	SALES VOLUME, 2005 (in millions)	% CHANGE FROM 2004	NUMBER OF SALESPEOPLE	NUMBER OF OFFICES
1	NRT Incorporated Parsippany, N.J.	Bruce G. Zipt	493,262	-0.8	7.7	230,724.0	12.8	64,000	1,082
2	HomeServices of America Inc. Minneapolis	Ronald J. Peltier	197,588	-0.7	10.3	62,686.3	6.3	19,216	366
3	The Long & Foster Cos. Inc. Fairfax, Va.	P. Wesley Foster Jr.	117,393	1.9	7.8	42,754.0	18.3	15,133	237
4	Real Living Inc. Columbus, Ohio	Harley Rouda Jr.	34,659	-14.0	16.0	6,270.1	-11.4	2,162	65
5	Prudential Fox & Roach, REALTORS® Devon, Pa.	Lawrence F. Flick IV	34,083	-2.2	8.9	12,482.0	9.4	3,819	61
6	Crye-Leike Inc. Memphis, Tenn.	Harold E. Crye	30,960	8.9	10.2	5,049.1	15.4	3,023	62
7	Howard Hanna Pittsburgh	Howard W. Hanna III	30,134	1.4	11.5	5,603.0	8.0	2,621	87
8	John L. Scott Real Estate Bellevue, Wash.	J. Lennox Scott	27,541	2.5	14.9	9,012.6	19.1	1,852	41
9	GMAC Real Estate Company-owned operations, Oak Brook, Ill.	John Bearden	27,374	-10.6	7.1	16,644.6	3.5	3,830	94
10	Coldwell Banker United, REALTORS® (Sandion Ltd.) Bryan, Texas	Richard A. Smith	26,443	5.8	14.5	5,049.1	12.3	1,822	53
11	Realty Executives Phoenix	John Foltz	26,388	-8.3	15.2	8,026.3	18.0	1,735	62
12	RealtyUSA.Com Orchard Park, NY	Merle L. Whitehead	24,498	20.7	13.2	3,392.7	25.8	1,856	58
13	West USA Realty Inc. Phoenix	Clay Fouts	24,084	6.1	13.0	6,299.0	46.2	1,855	5
14	Allen Tate Co. Charlotte, N.C.	Allen Tate, Pat Riley	22,873	21.7	17.0	5,115.5	25.0	1,348	37
15	Watson Realty Corp. Jacksonville, Fla.	William A. Watson Jr.	21,763	9.9	11.2	4,979.7	32.7	1,940	66
16	RE/MAX Equity Group Inc. Portland, Ore.	Jim Homolka	20,558	11.0	17.2	5,803.9	29.9	1,197	19
17	Coldwell Banker Bain/Coldwell Banker Barbara Sue Seal Mercer Island, Wash.	William J. Riss	20,259	-3.1	12.4	7,749.8	20.4	1,637	27
18	Ebby Halliday, REALTORS®, and Ellen Terry, REALTORS® Dallas	Ebby Halliday, Mary Frances Burleson	19,595	6.2	12.3	4,707.6	12.6	1,593	27
19	Baird & Warner Inc. Chicago	Stephen W. Baird	19,035	0.7	10.4	6,600.0	6.5	1,828	31
20	RE/MAX Greater Atlanta (Greater Atlanta Brokerage Solutions LLC) Atlanta	Steve Graham	19,010	-3.6	17.7	4,941.4	5.1	1,077	13
21	RE/MAX Allegiance (RE/MAX Allegiance Realty Partners LLC) Woodbridge, Va.	Charlie Bengel	18,029	-7.8	12.1	6,873.8	14.2	1,484	40
22	Real Estate One Inc. Southfield, Mich.	Richard S. Elsea	16,287	-4.4	8.4	3,492.2	-2.9	1,949	50
23	Keller Williams Realty, North Texas/New Mexico Dallas	David Osborn	15,750	23.9	9.2	3,268.3	27.9	1,717	10
24	Prudential Connecticut Realty Rocky Hill, Conn.	Peter G. Helie	15,725	27.9	8.2	6,017.0	25.0	1,927	60
25	Liberty Realty Inc. Las Vegas	Richard J. Bell	15,602	5.9	7.2	4,500.9	23.1	2,170	8
26	RE/MAX Alliance (Woodside Realty Co. Inc., Rock 182 Inc., Woodside Realty Co. Central, Alliance Metro Real Estate LLC, KSJ Corp.) Arvada, Colo.	Charles S. Ochsner	14,837	23.6	16.5	4,030.4	14.6	900	21
27	Prudential California/Nevada/Texas Realty Pleasanton, Calif.	David Cobo	14,792	-15.0	5.3	7,100.0	-2.7	2,798	64
28	Shorewest, REALTORS® Brookfield, Wis.	Joe Horning	14,589	6.4	13.0	3,139.0	16.2	1,120	22
29	First Weber Group Inc. Madison, Wis.	James R. Imhoff Jr.	14,531	8.2	11.9	3,045.6	14.3	1,220	45
30	Prudential Douglas Elliman Real Estate Huntington Station, NY	Dorothy Herman	13,510	-0.7	4.1	11,100.0	9.9	3,300	66
31	First Team Real Estate Costa Mesa, Calif.	Cameron Merage	12,800	2.4	6.5	7,700.7	16.6	1,965	35
32	Coldwell Banker Homesale Services Group Lancaster, Pa.	Douglas W. Rebert, Pete Slauch, Mark Korman	12,766	-2.3	13.0	2,385.8	9.2	979	25
33	Metro Brokers/GMAC Real Estate Atlanta	Kevin Levent	12,561	13.8	5.3	2,403.7	23.0	2,362	20
34	Prudential Carolina Real Estate (O'Shaughnessy Realty Co. Inc.) North Charleston, S.C.	Michael O'Shaughnessy	12,325	11.4	14.5	3,129.9	31.1	850	15
35	Century 21 Sunbelt Realty Cape Coral, Fla.	Barbara M. Watt-Biggs	11,866	43.0	20.0	1,988.8	100.5	593	21
36	Sibcy Cline, REALTORS® Cincinnati	Robert N. Sibcy	11,743	-0.1	8.2	2,370.1	7.2	1,439	23
37	Prudential Florida WCI Realty (Watermark Realty Inc.) Plantation, Fla.	Rei Mesa	11,518	2.9	5.9	5,058.5	19.2	1,953	41
38	William Raveis Real Estate Inc. Shelton, Conn.	William M. Raveis Jr.	11,418	9.0	8.1	5,156.3	18.7	1,414	47
39	RE/MAX Results (Collopy & Saunders Real Estate Inc.) Eden Prairie, Minn.	H. W. (Bill) Saunders II, John Collopy	11,113	4.1	23.4	3,216.9	10.6	475	11
40	Latter & Blum Cos. New Orleans	Robert W. Merrick	10,651	6.5	10.7	2,098.3	23.3	992	25
41	Fonville Morisey Realty Raleigh, N.C.	John C. Morisey Jr.	10,614	8.4	17.4	2,619.6	15.4	609	12
42	Prudential Georgia Realty Roswell, Ga.	Daniel T. Forsman	10,600	12.8	8.0	2,800.0	21.7	1,330	20
43	Tomlinson Black Coeur d'Alene, Idaho	Robert W. Tomlinson	10,545	28.7	20.3	2,014.8	60.5	520	10
44	Fairfax Realty Inc. Falls Church, Va.	David Michalski	10,360	29.5	6.1	3,584.6	57.9	1,708	16
45	RE/MAX Gold Real Estate (Norcal Gold Inc.) Gold River, Calif.	James O'Bryon	9,949	9.0	8.5	3,996.7	25.2	1,171	24
46	Coldwell Banker Howard Perry and Walston Raleigh, N.C.	Donald F. Walston	9,883	14.2	14.8	2,366.5	23.4	666	13
47	Century 21 Realty Group Cos. Indianapolis	Kevin K. Kirkpatrick	9,864	0.1	11.9	1,578.2	1.6	829	25

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Ranked by 2005 Transaction Sides

			TRANSACTION SIDES, 2005	% CHANGE FROM 2004	AVERAGE SIDES PER SALESPERSON	SALES VOLUME 2005 (in millions)	% CHANGE FROM 2004	NUMBER OF SALESPERSONS	NUMBER OF OFFICES
48	Keller Williams Realty (<i>Willis Management Inc.</i>) Austin, Texas	Mark Willis	9,863	6.7	7.2	1,746.1	12.5	1,372	5
49	William E. Wood & Associates, REALTORS® Virginia Beach, Va.	Richard B. Thurmond	9,839	3.0	14.2	2,869.1	16.7	694	20
50	Hunt Real Estate ERA/Columbus ERA Williamsville, N.Y.	Peter F. Hunt	9,787	2.7	11.4	1,271.3	8.9	856	23
51	Nothnagle, REALTORS® Rochester, N.Y.	Philip R. Nothnagle	9,767	6.3	17.8	1,211.2	9.3	548	21
52	Award-Superstars Rancho Santa Margarita, Calif.	Philip Romero	9,662	3.1	7.1	4,503.8	9.6	1,355	20
53	Coldwell Banker Legacy Albuquerque, N.M.	Joe Gilmore, Peter Parnegg, Mike Carter	9,623	11.7	16.0	1,874.4	20.2	600	12
54	Coldwell Banker Prime Properties Albany, N.Y.	Raymond Long McNamara	9,531	-10.1	18.9	1,746.0	12.7	505	22
55	F. C. Tucker Co. Indianapolis	H. James Litten	9,478	3.0	15.9	1,980.7	5.1	596	14
56	John Hall & Associates Inc. Phoenix	James J. Sexton	9,440	2.1	10.2	3,000.0	37.9	924	6
57	RE/MAX Achievers (<i>Achievers Real Estate Co. Inc.</i>) Scottsdale, Ariz.	Tim Hatlestad	9,337	15.7	15.8	2,518.5	42.5	592	11
58	Harry Norman, REALTORS® (<i>HN Real Estate Group LLC</i>) Atlanta	J. Lewis Glenn	9,323	-3.3	8.9	3,421.4	4.9	1,042	17
59	Century 21 Town & Country Rochester, Mich.	John R. Kersten	9,307	-14.4	9.3	1,858.8	-13.9	1,000	16
60	Prudential Gardner, REALTORS® (<i>GBS Properties LLC</i>) Metairie, La.	Glenn M. Gardner	8,938	2.3	6.4	1,730.1	14.9	1,388	24
61	Prudential Gary Greene, REALTORS® (<i>G. H. III Management LLC</i>) Houston	Marilyn Eiland	8,551	8.9	9.8	1,752.3	14.4	872	16
62	Northwood Realty Services (<i>Everest Consulting Group LP</i>) Pittsburgh	Tex Weston	8,328	6.2	9.1	1,084.9	6.7	913	30
63	Carpenter, REALTORS® Indianapolis	Thomas G. Prall	8,309	-0.2	10.9	1,046.4	3.9	763	28
64	The Keyes Co. Miami	Michael Pappas	8,298	1.0	4.0	2,638.2	28.8	2,097	32
65	Realty Executives of Nevada (<i>FJM Corp.</i>) Las Vegas	Fafie Moore	8,250	-2.5	13.7	3,075.2	15.6	602	6
66	Century 21 Judge Fite (<i>Judge Fite Co. Inc.</i>) Dallas	James R. Fite	8,135	-8.8	11.8	1,177.1	-0.9	690	21
67	RE/MAX 100 (<i>R2B2 Inc.</i>) Annapolis, Md.	Wayne Wywill	7,686	-6.2	14.6	2,746.9	11.0	528	8
68	Coldwell Banker The Real Estate Group Appleton, Wis.	Joyce A. Bytof	7,642	0.0	19.3	1,136.2	6.7	396	13
69	Bob Parks Realty LLC Murfreesboro, Tenn.	Bob Parks	7,423	5.0	12.9	1,449.3	15.0	575	10
70	Lyon Real Estate (<i>William L. Lyon and Associates Inc.</i>) Sacramento, Calif.	Michael P. Lyon	7,360	-21.5	8.0	3,498.6	-5.1	924	14
71	Coldwell Banker JME Realty Pensacola, Fla.	Joseph M. Endry	7,353	41.1	11.3	2,100.0	104.2	650	26
72	Century 21 Metro Alliance (<i>Jancy Realty & Investments Inc.</i>) Phoenix	Charles F. McLean	7,282	28.2	9.1	1,766.4	56.8	801	21
73	Prudential Colorado Real Estate/Professional, REALTORS®/Volk Real Estate/ Foothills Real Estate (<i>The Herman Group LLC</i>) Greenwood Village, Colo.	Roger A. Herman	7,137	NA	10.0	1,674.6	NA	716	18
74	Century 21 Alliance Drexel Hill, Pa.	William L. Hess	7,124	-2.9	11.1	1,687.9	8.9	643	18
75	Jack Conway & Co. Inc. Norwell, Mass.	Jack E. Conway	7,088	-7.9	4.8	1,730.7	-9.3	1,477	45
76	Prudential Utah Real Estate (<i>Extreme Holding LLC</i>) Salt Lake City	Dougan T. Jones	6,987	36.5	13.4	3,078.6	71.5	523	17
77	Prudential Preferred Realty (<i>PPR Realty Inc.</i>) Pittsburgh	Ronald F. Croushore	6,905	-1.1	11.1	1,257.3	0.3	620	21
78	Prudential Northwest Realty Associates Seattle	Chris Pauling	6,904	14.1	9.9	2,224.8	41.5	696	9
79	Alain Pinel Inc., REALTORS® Saratoga, Calif.	Paul L. Hulme	6,788	-10.4	5.9	7,751.9	4.5	1,157	18
80	Coldwell Banker Devonshire Realty Champaign, Ill.	John Schumacher	6,646	3.2	17.9	905.6	11.2	371	13
81	Rose & Womble Realty Virginia Beach, Va.	Jimmy V. Rose Sr.	6,626	-3.5	11.4	1,784.3	15.6	581	11
82	Patterson-Schwartz Real Estate Hockessin, Del.	Richard T. Christopher	6,594	-1.8	20.4	1,919.2	15.6	324	9
83	Greenridge Realty Inc. Grand Rapids, Mich.	Thomas P. Paarlberg	6,481	4.6	11.1	965.1	2.5	586	25
84	Keller Williams Realty Austin Southwest Market Center (<i>KWI-1 Ltd.</i>) Austin, Texas	Gary Keller	6,442	28.3	10.1	1,300.0	37.0	638	1
85	Murney Associates, REALTORS® Springfield, Mo.	Twila Hillme	6,408	13.2	14.9	906.8	23.7	431	5
86	RE/MAX Associates Plus Coon Rapids, Minn.	Dennis D. Anderson	6,381	-9.3	13.1	1,599.6	-3.8	486	11
87	RE/MAX United (<i>Real Estate United LLC</i>) Raleigh, N.C.	Hal Perry, Lynn Britt, Bill Owens	6,291	2.0	19.7	1,353.8	8.7	320	7
88	Russell & Jeffcoat Inc., REALTORS® Columbia, S.C.	Robert R. Russell Jr., Abb A. Jeffcoat Jr., Ronald R. Roe	6,224	4.0	11.4	947.9	18.3	545	13
89	Counselor Realty Inc. (<i>Counselor Holding Inc.</i>) Minneapolis	Kenneth E. Kunzman	6,194	-12.2	11.6	1,620.7	-4.7	534	10
90	Century 21 Advantage Gold (<i>Visions Property Inc.</i>) Las Vegas	Jim Dague	6,148	-17.6	7.3	1,879.6	-5.2	846	8
91	Intero Real Estate Services Cupertino, Calif.	Gino Blefari	6,139	-4.7	4.7	5,054.9	14.9	1,300	16
92	Mel Foster Co. Inc. Davenport, Iowa	Robert C. Fick	6,018	0.6	15.0	781.4	8.3	401	11
93	Prudential Detrick/Alliance/Southwest/Classic Realty (<i>The Detrick Cos.</i>) Tulsa, Okla.	Sheldon Detrick	6,010	2.8	8.4	826.5	3.1	712	15
94	Meybohm, REALTORS® Augusta, Ga.	E. G. Meybohm	5,990	8.8	21.8	986.6	16.4	275	6
95	Houlihan Lawrence Inc. Bronxville, N.Y.	Nancy Seaman	5,970	16.4	6.6	4,057.7	28.9	900	30
96	Coldwell Banker Triad, REALTORS® Winston-Salem, N.C.	Beverly H. Godfrey	5,900	16.3	17.9	982.6	26.5	330	7
97	Prudential C. Dan Joyner Co. Inc. Greenville, S.C.	C. Dan Joyner	5,872	13.2	16.3	994.8	21.1	361	10
98	Prudential Carruthers, REALTORS® (<i>Prucar Holdings LLC</i>) Severna Park, Md.	J. Thomas Carruthers Jr.	5,827	-9.6	6.5	2,295.5	3.0	890	27
99	Cutler Real Estate Canton, Ohio	James L. Bray	5,786	14.4	11.8	729.0	14.4	490	13
100	McColly Real Estate Schererville, Ind.	Ronald F. McColly	5,598	15.0	8.1	808.8	22.2	687	14

REALTOR® MAGAZINE'S TOP 100 COMPANIES

Ranked by 2005 Sales Volume

High prices in California, New York, and other hot markets resulted in a sales lineup that features more players from those areas. Only companies that provided verifications are included in the Top 100.

			SALES VOLUME 2005 (in millions)	% CHANGE FROM 2004	AVERAGE VOLUME PER SALESPERSON (in thousands)	TRANSACTION SIDES 2005	% CHANGE FROM 2004	NUMBER OF SALESPERSONS	NUMBER OF OFFICES
1	NRT Incorporated Parsippany, N.J.	Bruce G. Zipf	230,724.0	12.8	3,605.1	493,262	-0.8	64,000	1,082
2	HomeServices of America Inc. Minneapolis	Ronald J. Peltier	62,686.3	6.3	3,262.2	197,588	-0.7	19,216	366
3	The Long & Foster Cos. Inc. Fairfax, Va.	P. Wesley Foster Jr.	42,754.0	18.3	2,825.2	117,393	1.9	15,133	237
4	GMAC Real Estate Company-owned operations, Oak Brook, Ill.	John Bearden	16,644.6	3.5	4,345.8	27,374	-10.6	3,830	94
5	Prudential Fox & Roach, REALTORS® Devon, Pa.	Lawrence F. Flick IV	12,482.0	9.4	3,268.4	34,083	-2.2	3,819	61
6	Prudential Douglas Elliman Real Estate Huntington Station, N.Y.	Dorothy Herman	11,100.0	9.9	3,363.6	13,510	-0.7	3,300	66
7	John L. Scott Real Estate Bellevue, Wash.	J. Lennox Scott	9,012.6	19.1	4,866.4	27,541	2.5	1,852	41
8	Realty Executives Phoenix Phoenix	John Foltz	8,026.3	18.0	4,626.1	26,388	-8.3	1,735	62
9	Alain Pinel Inc., REALTORS® Saratoga, Calif.	Paul L. Hulme	7,751.9	4.5	6,700.0	6,788	-10.4	1,157	18
10	Coldwell Banker Bain/Coldwell Banker Barbara Sue Seal Mercer Island, Wash.	William J. Riss	7,749.8	20.4	4,734.2	20,259	-3.1	1,637	27
11	First Team Real Estate Costa Mesa, Calif.	Cameron Merage	7,700.7	16.6	3,918.9	12,800	2.4	1,965	35
12	Prudential California/Nevada/Texas Realty Pleasanton, Calif.	David Cobo	7,100.0	-2.7	2,537.5	14,792	-15.0	2,798	64
13	RE/MAX Allegiance (RE/MAX Allegiance Realty Partners LLC) Woodbridge, Va.	Charlie Bengel	6,873.8	14.2	4,631.9	18,029	-7.8	1,484	40
14	Baird & Warner Inc. Chicago	Stephen W. Baird	6,600.0	6.5	3,610.5	19,035	0.7	1,828	31
15	West USA Realty Inc. Phoenix	Clay Fouts	6,299.0	46.2	3,395.7	24,084	6.1	1,855	5
16	Real Living Inc. Columbus, Ohio	Harley Rouda Jr.	6,270.1	-11.4	2,900.1	34,659	-14.0	2,162	65
17	Prudential Connecticut Realty Rocky Hill, Conn.	Peter G. Helie	6,017.0	25.0	3,122.5	15,725	27.9	1,927	60
18	RE/MAX Equity Group Inc. Portland, Ore.	Jim Homolka	5,803.9	29.9	4,848.7	20,558	11.0	1,197	19
19	Howard Hanna Pittsburgh	Howard W. Hanna III	5,603.0	8.0	2,137.7	30,134	1.4	2,621	87
20	William Raveis Real Estate Inc. Shelton, Conn.	William M. Raveis Jr.	5,156.3	18.7	3,646.6	11,418	9.0	1,414	47
21	Allen Tate Co. Charlotte, N.C.	Allen Tate, Pat Riley	5,115.5	25.0	3,794.9	22,873	21.7	1,348	37
22	Prudential Florida WCI Realty (Watermark Realty Inc.) Plantation, Fla.	Rei Mesa	5,058.5	19.2	2,590.1	11,518	2.9	1,953	41
23	Intero Real Estate Services Cupertino, Calif.	Gino Blefari	5,054.9	14.9	3,888.4	6,139	-4.7	1,300	16
24	Crye-Leike Inc. Memphis, Tenn.	Harold E. Crye	5,049.1	15.4	1,670.2	30,960	8.9	3,023	62
25	Coldwell Banker United, REALTORS® (Sandion Ltd.) Bryan, Texas	Richard A. Smith	5,049.1	12.3	2,771.2	26,443	5.8	1,822	53
26	Watson Realty Corp. Jacksonville, Fla.	William A. Watson Jr.	4,979.7	32.7	2,566.9	21,763	9.9	1,940	66
27	RE/MAX Greater Atlanta (Greater Atlanta Brokerage Solutions LLC) Atlanta	Steve Graham	4,941.4	5.1	4,588.1	19,010	-3.6	1,077	13
28	Ebby Halliday, REALTORS®, and Ellen Terry, REALTORS® Dallas	Ebby Halliday, Mary Frances Burleson	4,707.6	12.6	2,955.2	19,595	6.2	1,593	27
29	Award-Superstars Rancho Santa Margarita, Calif.	Philip Romero	4,503.8	9.8	3,323.9	9,662	3.1	1,355	20
30	Liberty Realty Inc. Las Vegas	Richard J. Bell	4,500.9	23.1	2,074.1	15,602	5.9	2,170	8
31	Houlihan Lawrence Inc. Bronxville, N.Y.	Nancy Seaman	4,057.7	28.9	4,508.5	5,970	16.4	900	30
32	RE/MAX Alliance (Woodside Realty Co. Inc., Rock 182 Inc., Woodside Realty Co. Central, Alliance Metro Real Estate LLC, KSJ Corp.) Arvada, Colo.	Charles S. Ochsner	4,030.4	14.6	4,478.2	14,837	23.3	900	21
33	RE/MAX Gold Real Estate (Norcal Gold Inc.) Gold River, Calif.	James O'Bryon	3,996.7	25.2	3,413.1	9,949	9.0	1,171	24
34	RE/MAX Beach Cities/Westside Properties/Lake Arrowhead (RE/MAX All Cities Realty) Manhattan Beach, Calif.	Kelli Todd-Amundson	3,833.9	15.1	6,075.9	4,822	-10.0	631	14
35	Fairfax Realty Inc. Falls Church, Va.	David Michalski	3,584.6	57.9	2,098.7	10,360	29.5	1,708	16
36	Lyon Real Estate (William L. Lyon and Associates Inc.) Sacramento, Calif.	Michael P. Lyon	3,498.6	-5.1	3,786.4	7,360	-21.5	924	14
37	Real Estate One Inc. Southfield, Mich.	Richard S. Elsea	3,492.2	-2.9	1,791.8	16,287	-4.4	1,949	50
38	Harry Norman, REALTORS® (HN Real Estate Group LLC) Atlanta	J. Lewis Glenn	3,421.4	4.9	3,283.5	9,323	-3.3	1,042	17
39	RealtyUSA.Com Orchard Park, N.Y.	Merle L. Whitehead	3,392.7	25.8	1,828.0	24,498	20.7	1,856	58
40	Keller Williams Realty, North Texas/New Mexico Dallas	David Osborn	3,268.3	27.9	1,903.5	15,750	23.9	1,717	10
41	Downing-Frye Realty Inc. Naples, Fla.	David Frye	3,266.6	59.7	4,456.5	5,463	20.4	733	6
42	RE/MAX Results (Collopy & Saunders Real Estate Inc.) Eden Prairie, Minn.	H. W. (Bill) Saunders II, John Collopy	3,216.9	10.6	6,772.5	11,113	4.1	475	11
43	Shorewest, REALTORS® Brookfield, Wis.	Joe Horning	3,139.0	16.2	2,802.6	14,589	6.4	1,120	22
44	Prudential Carolina Real Estate (O'Shaughnessy Realty Co. Inc.) North Charleston, S.C.	Michael O'Shaughnessy	3,129.9	31.1	3,682.3	12,325	11.4	850	15
45	Prudential Utah Real Estate (Extreme Holding LLC) Salt Lake City	Dougan T. Jones	3,078.6	71.5	5,886.4	6,987	36.5	523	17
46	Realty Executives of Nevada (FJM Corp.) Las Vegas	Fafie Moore	3,075.2	15.6	5,108.3	8,250	-2.5	602	6
47	First Weber Group Inc. Madison, Wis.	James R. Imhoff Jr.	3,045.6	14.3	2,496.4	14,531	8.2	1,220	45
48	John Hall & Associates Inc. Phoenix	James J. Sexton	3,000.0	37.9	3,246.8	9,440	2.1	924	6

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Ranked by 2005 Sales Volume

			SALES VOLUME 2005 (in millions)	% CHANGE FROM 2004	AVERAGE VOLUME PER SALESPERSON (in thousands)	TRANSACTION SIDES 2005	% CHANGE FROM 2004	NUMBER OF SALESPEOPLE	NUMBER OF OFFICES
49	Michael Saunders & Co. Sarasota, Fla.	Michael Saunders	2,911.4	19.5	5,990.6	5,300	0.1	486	15
50	RE/MAX Real Estate Services (Beneficial Services Inc.) Aliso Viejo, Calif.	Gary Thomas	2,871.0	5.7	6,437.2	3,949	-7.6	446	13
51	William E. Wood & Associates, REALTORS® Virginia Beach, Va.	Richard B. Thurmond	2,869.1	16.7	4,134.2	9,839	3.0	694	20
52	Prudential Georgia Realty Roswell, Ga.	Daniel T. Forsman	2,800.0	21.7	2,105.3	10,600	12.8	1,330	20
53	RE/MAX 100 (R2B2 Inc.) Annapolis, Md.	Wayne Wyvill	2,746.9	11.0	5,202.6	7,686	-6.2	528	8
54	The Keyes Co. Miami	Michael Pappas	2,638.2	28.8	1,258.1	8,298	1.0	2,097	32
55	Fonville Morisey Realty Raleigh, N.C.	John C. Morisey Jr.	2,619.6	15.4	4,301.4	10,614	8.4	609	12
56	RE/MAX Achievers (Achievers Real Estate Co. Inc.) Scottsdale, Ariz.	Tim Hatlestad	2,518.5	42.5	4,254.3	9,337	15.7	592	11
57	Frank Howard Allen, REALTORS® Novato, Calif.	Lawrence R. Brackett	2,426.5	-2.8	6,112.2	2,792	-15.8	397	9
58	Daniel Gale Sotheby's International Realty Huntington, NY.	Patricia J. Petersen	2,409.8	20.1	4,829.4	2,300	9.7	499	14
59	Metro Brokers/GMAC Real Estate Atlanta	Kevin Levent	2,403.7	23.0	1,017.7	12,561	13.8	2,362	20
60	Coldwell Banker Homesale Services Group Lancaster, Pa.	Douglas W. Rebert, Pete Slaugh, Mark Korman	2,385.8	9.2	2,437.0	12,766	-2.3	979	25
61	Sibcy Cline, REALTORS® Cincinnati	Robert N. Sibcy	2,370.1	7.2	1,647.1	11,743	-0.1	1,439	23
62	Coldwell Banker Howard Perry and Walston Raleigh, N.C.	Donald F. Walston	2,366.5	23.4	3,553.3	9,883	14.2	666	13
63	RE/MAX Executive (Ill Create Inc.) Livermore, Calif.	Dave Gravelle	2,339.3	22.1	4,914.4	4,117	5.4	476	11
64	RE/MAX Palos Verdes Realty/RE/MAX Execs (Palos Verdes Realty Inc. and Execs Venture Inc.) Palos Verdes Estates, Calif.	Sandra Sanders	2,321.6	0.2	5,159.1	3,048	-11.8	450	8
65	Shorewood Inc., REALTORS® Manhattan Beach, Calif.	Arnold D. Goldstein, Lawrence M. Wolf	2,315.9	-3.9	5,690.2	2,356	-16.4	407	8
66	Prudential Carruthers, REALTORS® (Prucar Holdings LLC) Severna Park, Md.	J. Thomas Carruthers Jr.	2,295.5	3.0	2,579.2	5,827	-9.6	890	27
67	Prudential California Realty (Mulhearn Inc., REALTORS®) Cerritos, Calif.	Bruce T. Mulhearn	2,287.0	22.4	2,858.7	5,211	4.0	800	18
68	RE/MAX Associates San Diego	Geoffrey Mountain	2,268.2	-8.5	5,400.5	3,574	-17.1	420	14
69	John R. Wood Inc. Naples, Fla.	Phillip R. Wood	2,258.6	35.9	7,980.9	3,966	15.2	283	5
70	Prudential Northwest Realty Associates Seattle	Chris Pauling	2,224.8	41.5	3,196.5	6,904	14.1	696	9
71	Russ Lyon Realty Co. Scottsdale, Ariz.	Dennis Lyon	2,141.2	12.5	3,294.2	4,150	-7.9	650	10
72	Prudential New Jersey Properties (PNJP LLC) Somerset, N.J.	William O. Keleher Jr.	2,108.3	4.1	3,091.3	4,614	-9.0	682	26
73	Coldwell Banker JME Realty Pensacola, Fla.	Joseph M. Endry	2,100.0	104.2	3,230.8	7,353	41.1	650	26
74	Illustrated Properties Palm Beach Gardens, Fla.	F. F. Adams	2,098.9	27.0	3,650.3	4,915	-5.2	575	18
75	Latter & Blum Cos. New Orleans	Robert W. Merrick	2,098.3	23.3	2,115.2	10,651	6.5	992	25
76	Dilbeck, REALTORS®, GMAC Real Estate (D. G. Real Estate Inc.) LaCanada, Calif.	Mark Dilbeck	2,043.9	0.3	3,144.5	3,247	-14.5	650	14
77	Tomlinson Black Coeur d'Alene, Idaho	Robert W. Tomlinson	2,014.8	60.5	3,874.6	10,545	28.7	520	10
78	Prudential Rand Realty New City, N.Y.	Marsha Rand	2,010.1	31.1	2,547.7	4,635	4.4	789	20
79	Century 21 Sunbelt Realty Cape Coral, Fla.	Barbara M. Watt-Biggs	1,988.8	100.5	3,353.8	11,866	43.0	593	21
80	F. C. Tucker Co. Indianapolis	H. James Litten	1,980.7	5.1	3,323.3	9,478	3.0	596	14
81	The Hasson Co. Lake Oswego, Ore.	Michael J. Hasson	1,920.7	32.4	7,331.0	5,290	15.7	262	8
82	Patterson-Schwartz Real Estate Hockessin, Del.	Richard T. Christopher	1,919.2	15.6	5,923.5	6,594	-1.8	324	9
83	PMZ Real Estate (Paul M. Zagaris Inc.) Modesto, Calif.	Michael P. Zagaris	1,906.5	51.4	5,447.2	5,092	22.7	350	12
84	Century 21 Aadvantage Gold (Visions Property Inc.) Las Vegas	Jim Dague	1,879.6	-5.2	2,221.7	6,148	-17.6	846	8
85	Coldwell Banker Legacy Albuquerque, N.M.	Joe Gilmore, Peter Parnegg, Mike Carter	1,874.4	20.2	3,124.0	9,623	11.7	600	12
86	Century 21 Town & Country Rochester, Mich.	John R. Kersten	1,858.8	-13.9	1,858.8	9,307	-14.4	1,000	16
87	Realty Executives Santa Clarita Santa Clarita, Calif.	Jim Tanner	1,856.3	6.2	4,125.0	3,782	-2.6	450	4
88	Century 21 M & M and Associates (Premier Valley Inc.) Modesto, Calif.	John N. Melo, Larry A. Matos	1,830.7	19.1	3,316.4	4,909	-4.6	552	15
89	RE/MAX Properties (The Crowley Group Inc.) Sarasota, Fla.	Peter M. Crowley	1,825.4	21.4	5,353.0	4,974	4.6	341	4
90	Rose & Womble Realty Virginia Beach, Va.	Jimmy V. Rose Sr.	1,784.3	15.6	3,071.1	6,626	-3.5	581	11
91	Century 21 Metro Alliance (Jancy Realty & Investments Inc.) Phoenix	Charles F. McLean	1,766.4	56.8	2,205.3	7,282	28.2	801	21
92	Prudential Gary Greene, REALTORS® (G. H. III Management LLC) Houston	Marilyn Eiland	1,752.3	14.4	2,009.5	8,551	8.9	872	16
93	RE/MAX on the Boulevard Calabasas, Calif.	Jay Belson	1,751.2	4.5	5,741.5	2,707	-3.5	305	6
94	Keller Williams Realty (Willis Management Inc.) Austin, Texas	Mark Willis	1,746.1	12.5	1,272.6	9,863	6.7	1,372	5
95	Coldwell Banker Prime Properties Albany, N.Y.	Raymond Long McNamara	1,746.0	12.7	3,457.4	9,531	-10.1	505	22
96	Jack Conway & Co. Inc. Norwell, Mass.	Jack E. Conway	1,730.7	-9.3	1,171.8	7,088	-7.9	1,477	45
97	Prudential Gardner, REALTORS® (GBS Properties LLC) Metairie, La.	Glenn M. Gardner	1,730.1	14.9	1,246.5	8,938	2.3	1,388	24
98	Century 21 Select Real Estate Inc./Century 21 Jeffries Lydon/ Century 21 Auburn Realty/ERA Realty Center Yuba City, Calif.	Daniel C. Jacuzzi	1,719.4	3.4	3,689.7	5,119	-16.3	466	15
99	RE/MAX Real Estate Consultants (Austin McBride Corp.) Palm Desert, Calif.	Lorenzo Lombardelli	1,710.7	-1.7	6,842.8	3,745	-15.6	250	8
100	Century 21 Alliance Drexel Hill, Pa.	William L. Hess	1,687.9	8.9	2,625.1	7,124	-2.9	643	18