

## 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	<b>NRT Incorporated</b> Parsippany, N.J.	Bruce G. Zipf	<b>493,262</b>	-0.8	7.7	230,724.0	12.8	64,000	1,082
2	<b>HomeServices of America Inc.</b> Minneapolis	Ronald J. Peltier	<b>197,588</b>	-0.7	10.3	62,686.3	6.3	19,216	366
3	<b>The Long &amp; Foster Cos. Inc.</b> Fairfax, Va.	P. Wesley Foster Jr.	<b>117,393</b>	1.9	7.8	42,754.0	18.3	15,133	237
4	<b>Real Living Inc.</b> Columbus, Ohio	Harley Rouda Jr.	<b>34,659</b>	-14.0	16.0	6,270.1	-11.4	2,162	65
5	<b>Prudential Fox &amp; Roach, REALTORS®</b> Devon, Pa.	Lawrence F. Flick IV	<b>34,083</b>	-2.2	8.9	12,482.0	9.4	3,819	61
6	<b>Crye-Leike Inc.</b> Memphis, Tenn.	Harold E. Crye	<b>30,960</b>	8.9	10.2	5,049.1	15.4	3,023	62
7	<b>Howard Hanna</b> Pittsburgh	Howard W. Hanna III	<b>30,134</b>	1.4	11.5	5,603.0	8.0	2,621	87
8	<b>John L. Scott Real Estate</b> Bellevue, Wash.	J. Lennox Scott	<b>27,541</b>	2.5	14.9	9,012.6	19.1	1,852	41
9	<b>GMAC Real Estate</b> Company-owned operations, Oak Brook, Ill.	John Bearden	<b>27,374</b>	-10.6	7.1	16,644.6	3.5	3,830	94
10	<b>Coldwell Banker United, REALTORS® (Sandion Ltd.)</b> Bryan, Texas	Richard A. Smith	<b>26,443</b>	5.8	14.5	5,049.1	12.3	1,822	53
11	<b>Realty Executives Phoenix</b>	John Foltz	<b>26,388</b>	-8.3	15.2	8,026.3	18.0	1,735	62
12	<b>RealtyUSA.Com</b> Orchard Park, N.Y.	Merle L. Whitehead	<b>24,498</b>	20.7	13.2	3,392.7	25.8	1,856	58
13	<b>West USA Realty Inc.</b> Phoenix	Clay Fouts	<b>24,084</b>	6.1	13.0	6,299.0	46.2	1,855	5
14	<b>Allen Tate Co.</b> Charlotte, N.C.	Allen Tate, Pat Riley	<b>22,873</b>	21.7	17.0	5,115.5	25.0	1,348	37
15	<b>Watson Realty Corp.</b> Jacksonville, Fla.	William A. Watson Jr.	<b>21,763</b>	9.9	11.2	4,979.7	32.7	1,940	66
16	<b>RE/MAX Equity Group Inc.</b> Portland, Ore.	Jim Homolka	<b>20,558</b>	11.0	17.2	5,803.9	29.9	1,197	19
17	<b>Coldwell Banker Bain/Coldwell Banker Barbara Sue Seal</b> Mercer Island, Wash.	William J. Riss	<b>20,259</b>	-3.1	12.4	7,749.8	20.4	1,637	27
18	<b>Ebby Halliday, REALTORS®, and Ellen Terry, REALTORS®</b> Dallas	Ebby Halliday, Mary Frances Burleson	<b>19,595</b>	6.2	12.3	4,707.6	12.6	1,593	27
19	<b>Baird &amp; Warner Inc.</b> Chicago	Stephen W. Baird	<b>19,035</b>	0.7	10.4	6,600.0	6.5	1,828	31
20	<b>RE/MAX Greater Atlanta (Greater Atlanta Brokerage Solutions LLC)</b> Atlanta	Steve Graham	<b>19,010</b>	-3.6	17.7	4,941.4	5.1	1,077	13
21	<b>RE/MAX Allegiance (RE/MAX Allegiance Realty Partners LLC)</b> Woodbridge, Va.	Charlie Bengel	<b>18,029</b>	-7.8	12.1	6,873.8	14.2	1,484	40
22	<b>Real Estate One Inc.</b> Southfield, Mich.	Richard S. Elsea	<b>16,287</b>	-4.4	8.4	3,492.2	-2.9	1,949	50
23	<b>Keller Williams Realty, North Texas/New Mexico</b> Dallas	David Osborn	<b>15,750</b>	23.9	9.2	3,268.3	27.9	1,717	10
24	<b>Prudential Connecticut Realty</b> Rocky Hill, Conn.	Peter G. Helie	<b>15,725</b>	27.9	8.2	6,017.0	25.0	1,927	60
25	<b>Liberty Realty Inc.</b> Las Vegas	Richard J. Bell	<b>15,602</b>	5.9	7.2	4,500.9	23.1	2,170	8
26	<b>RE/MAX Alliance (Woodside Realty Co. Inc., Rock 1&amp;2 Inc., Woodside Realty Co. Central, Alliance Metro Real Estate LLC, KSJ Corp.)</b> Arvada, Colo.	Charles S. Ochsner	<b>14,837</b>	23.6	16.5	4,030.4	14.6	900	21
27	<b>Prudential California/Nevada/Texas Realty</b> Pleasanton, Calif.	David Cobo	<b>14,792</b>	-15.0	5.3	7,100.0	-2.7	2,798	64
28	<b>Shorewest, REALTORS®</b> Brookfield, Wis.	Joe Horning	<b>14,589</b>	6.4	13.0	3,139.0	16.2	1,120	22
29	<b>First Weber Group Inc.</b> Madison, Wis.	James R. Imhoff Jr.	<b>14,531</b>	8.2	11.9	3,045.6	14.3	1,220	45
30	<b>Prudential Douglas Elliman Real Estate</b> Huntington Station, N.Y.	Dorothy Herman	<b>13,510</b>	-0.7	4.1	11,100.0	9.9	3,300	66
31	<b>First Team Real Estate</b> Costa Mesa, Calif.	Cameron Merage	<b>12,800</b>	2.4	6.5	7,700.7	16.6	1,965	35
32	<b>Coldwell Banker Homesale Services Group</b> Lancaster, Pa.	Douglas W. Rebert, Pete Slauch, Mark Korman	<b>12,766</b>	-2.3	13.0	2,385.8	9.2	979	25
33	<b>Metro Brokers/GMAC Real Estate</b> Atlanta	Kevin Levent	<b>12,561</b>	13.8	5.3	2,403.7	23.0	2,362	20
34	<b>Prudential Carolina Real Estate (O'Shaughnessy Realty Co. Inc.)</b> North Charleston, S.C.	Michael O'Shaughnessy	<b>12,325</b>	11.4	14.5	3,129.9	31.1	850	15
35	<b>Century 21 Sunbelt Realty</b> Cape Coral, Fla.	Barbara M. Watt-Biggs	<b>11,866</b>	43.0	20.0	1,988.8	100.5	593	21
36	<b>Sibcy Cline, REALTORS®</b> Cincinnati	Robert N. Sibcy	<b>11,743</b>	-0.1	8.2	2,370.1	7.2	1,439	23
37	<b>Prudential Florida WCI Realty (Watermark Realty Inc.)</b> Plantation, Fla.	Rei Mesa	<b>11,518</b>	2.9	5.9	5,058.5	19.2	1,953	41
38	<b>William Raveis Real Estate Inc.</b> Shelton, Conn.	William M. Raveis Jr.	<b>11,418</b>	9.0	8.1	5,156.3	18.7	1,414	47
39	<b>RE/MAX Results (Collopy &amp; Saunders Real Estate Inc.)</b> Eden Prairie, Minn.	H. W. (Bill) Saunders II, John Collopy	<b>11,113</b>	4.1	23.4	3,216.9	10.6	475	11
40	<b>Latter &amp; Blum Cos.</b> New Orleans	Robert W. Merrick	<b>10,651</b>	6.5	10.7	2,098.3	23.3	992	25
41	<b>Fonville Morisey Realty</b> Raleigh, N.C.	John C. Morisey Jr.	<b>10,614</b>	8.4	17.4	2,619.6	15.4	609	12
42	<b>Prudential Georgia Realty</b> Roswell, Ga.	Daniel T. Forsman	<b>10,600</b>	12.8	8.0	2,800.0	21.7	1,330	20
43	<b>Tomlinson Black</b> Coeur d'Alene, Idaho	Robert W. Tomlinson	<b>10,545</b>	28.7	20.3	2,014.8	60.5	520	10
44	<b>Fairfax Realty Inc.</b> Falls Church, Va.	David Michalski	<b>10,360</b>	29.5	6.1	3,584.6	57.9	1,708	16
45	<b>RE/MAX Gold Real Estate (Norcal Gold Inc.)</b> Gold River, Calif.	James O'Bryon	<b>9,949</b>	9.0	8.5	3,996.7	25.2	1,171	24
46	<b>Coldwell Banker Howard Perry and Walston</b> Raleigh, N.C.	Donald F. Walston	<b>9,883</b>	14.2	14.8	2,366.5	23.4	666	13
47	<b>Century 21 Realty Group Cos.</b> Indianapolis	Kevin K. Kirkpatrick	<b>9,864</b>	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	<b>Keller Williams Realty</b> (Willis Management Inc.) Austin, Texas	Mark Willis	<b>9,863</b>	6.7	7.2	1,746.1	12.5	1,372	5
49	<b>William E. Wood &amp; Associates, REALTORS®</b> Virginia Beach, Va.	Richard B. Thurmond	<b>9,839</b>	3.0	14.2	2,869.1	16.7	694	20
50	<b>Hunt Real Estate ERA/Columbus ERA</b> Williamsville, N.Y.	Peter F. Hunt	<b>9,787</b>	2.7	11.4	1,271.3	8.9	856	23
51	<b>Nothnagle, REALTORS®</b> Rochester, N.Y.	Philip R. Nothnagle	<b>9,767</b>	6.3	17.8	1,211.2	9.3	548	21
52	<b>Award-Superstars</b> Rancho Santa Margarita, Calif.	Philip Romero	<b>9,662</b>	3.1	7.1	4,503.8	9.6	1,355	20
53	<b>Coldwell Banker Legacy</b> Albuquerque, N.M.	Joe Gilmore, Peter Parnegg, Mike Carter	<b>9,623</b>	11.7	16.0	1,874.4	20.2	600	12
54	<b>Coldwell Banker Prime Properties</b> Albany, N.Y.	Raymond Long McNamara	<b>9,531</b>	-10.1	18.9	1,746.0	12.7	505	22
55	<b>F. C. Tucker Co.</b> Indianapolis	H. James Litten	<b>9,478</b>	3.0	15.9	1,980.7	5.1	596	14
56	<b>John Hall &amp; Associates Inc.</b> Phoenix	James J. Sexton	<b>9,440</b>	2.1	10.2	3,000.0	37.9	924	6
57	<b>RE/MAX Achievers</b> (Achievers Real Estate Co. Inc.) Scottsdale, Ariz.	Tim Hatlestad	<b>9,337</b>	15.7	15.8	2,518.5	42.5	592	11
58	<b>Harry Norman, REALTORS®</b> (HN Real Estate Group LLC) Atlanta	J. Lewis Glenn	<b>9,323</b>	-3.3	8.9	3,421.4	4.9	1,042	17
59	<b>Century 21 Town &amp; Country</b> Rochester, Mich.	John R. Kersten	<b>9,307</b>	-14.4	9.3	1,858.8	-13.9	1,000	16
60	<b>Prudential Gardner, REALTORS®</b> (GBS Properties LLC) Metairie, La.	Glenn M. Gardner	<b>8,938</b>	2.3	6.4	1,730.1	14.9	1,388	24
61	<b>Prudential Gary Greene, REALTORS®</b> (G. H. III Management LLC) Houston	Marilyn Eiland	<b>8,551</b>	8.9	9.8	1,752.3	14.4	872	16
62	<b>Northwood Realty Services</b> (Everest Consulting Group LP) Pittsburgh	Tex Weston	<b>8,328</b>	6.2	9.1	1,084.9	6.7	913	30
63	<b>Carpenter, REALTORS®</b> Indianapolis	Thomas G. Prall	<b>8,309</b>	-0.2	10.9	1,046.4	3.9	763	28
64	<b>The Keyes Co.</b> Miami	Michael Pappas	<b>8,298</b>	1.0	4.0	2,638.2	28.8	2,097	32
65	<b>Realty Executives of Nevada</b> (FJM Corp.) Las Vegas	Fafie Moore	<b>8,250</b>	-2.5	13.7	3,075.2	15.6	602	6
66	<b>Century 21 Judge Fite</b> (Judge Fite Co. Inc.) Dallas	James R. Fite	<b>8,135</b>	-8.8	11.8	1,177.1	-0.9	690	21
67	<b>RE/MAX 100</b> (R2B2 Inc.) Annapolis, Md.	Wayne Wywill	<b>7,686</b>	-6.2	14.6	2,746.9	11.0	528	8
68	<b>Coldwell Banker The Real Estate Group</b> Appleton, Wis.	Joyce A. Bytof	<b>7,642</b>	0.0	19.3	1,136.2	6.7	396	13
69	<b>Bob Parks Realty LLC</b> Murfreesboro, Tenn.	Bob Parks	<b>7,423</b>	5.0	12.9	1,449.3	15.0	575	10
70	<b>Lyon Real Estate</b> (William L. Lyon and Associates Inc.) Sacramento, Calif.	Michael P. Lyon	<b>7,360</b>	-21.5	8.0	3,498.6	-5.1	924	14
71	<b>Coldwell Banker JME Realty</b> Pensacola, Fla.	Joseph M. Endry	<b>7,353</b>	41.1	11.3	2,100.0	104.2	650	26
72	<b>Century 21 Metro Alliance</b> (Jancy Realty & Investments Inc.) Phoenix	Charles F. McLean	<b>7,282</b>	28.2	9.1	1,766.4	56.8	801	21
73	<b>Prudential Colorado Real Estate/Professional, REALTORS®/Volk Real Estate/ Foothills Real Estate</b> (The Herman Group LLC) Greenwood Village, Colo.	Roger A. Herman	<b>7,137</b>	NA	10.0	1,674.6	NA	716	18
74	<b>Century 21 Alliance</b> Drexel Hill, Pa.	William L. Hess	<b>7,124</b>	-2.9	11.1	1,687.9	8.9	643	18
75	<b>Jack Conway &amp; Co. Inc.</b> Norwell, Mass.	Jack E. Conway	<b>7,088</b>	-7.9	4.8	1,730.7	-9.3	1,477	45
76	<b>Prudential Utah Real Estate</b> (Extreme Holding LLC) Salt Lake City	Dougan T. Jones	<b>6,987</b>	36.5	13.4	3,078.6	71.5	523	17
77	<b>Prudential Preferred Realty</b> (PPR Realty Inc.) Pittsburgh	Ronald F. Croushore	<b>6,905</b>	-1.1	11.1	1,257.3	0.3	620	21
78	<b>Prudential Northwest Realty Associates</b> Seattle	Chris Pauling	<b>6,904</b>	14.1	9.9	2,224.8	41.5	696	9
79	<b>Alain Pinel Inc., REALTORS®</b> Saratoga, Calif.	Paul L. Hulme	<b>6,788</b>	-10.4	5.9	7,751.9	4.5	1,157	18
80	<b>Coldwell Banker Devonshire Realty</b> Champaign, Ill.	John Schumacher	<b>6,646</b>	3.2	17.9	905.6	11.2	371	13
81	<b>Rose &amp; Womble Realty</b> Virginia Beach, Va.	Jimmy V. Rose Sr.	<b>6,626</b>	-3.5	11.4	1,784.3	15.6	581	11
82	<b>Patterson-Schwartz Real Estate</b> Hockessin, Del.	Richard T. Christopher	<b>6,594</b>	-1.8	20.4	1,919.2	15.6	324	9
83	<b>Greenridge Realty Inc.</b> Grand Rapids, Mich.	Thomas P. Paarlberg	<b>6,481</b>	4.6	11.1	965.1	2.5	586	25
84	<b>Keller Williams Realty Austin Southwest Market Center</b> (KWI-1 Ltd.) Austin, Texas	Gary Keller	<b>6,442</b>	28.3	10.1	1,300.0	37.0	638	1
85	<b>Murney Associates, REALTORS®</b> Springfield, Mo.	Twila Hillme	<b>6,408</b>	13.2	14.9	906.8	23.7	431	5
86	<b>RE/MAX Associates Plus</b> Coon Rapids, Minn.	Dennis D. Anderson	<b>6,381</b>	-9.3	13.1	1,599.6	-3.8	486	11
87	<b>RE/MAX United</b> (Real Estate United LLC) Raleigh, N.C.	Hal Perry, Lynn Britt, Bill Owens	<b>6,291</b>	2.0	19.7	1,353.8	8.7	320	7
88	<b>Russell &amp; Jeffcoat Inc., REALTORS®</b> Columbia, S.C.	Robert R. Russell Jr., Abb A. Jeffcoat Jr., Ronald R. Roe	<b>6,224</b>	4.0	11.4	947.9	18.3	545	13
89	<b>Counselor Realty Inc.</b> (Counselor Holding Inc.) Minneapolis	Kenneth E. Kunzman	<b>6,194</b>	-12.2	11.6	1,620.7	-4.7	534	10
90	<b>Century 21 Advantage Gold</b> (Visions Property Inc.) Las Vegas	Jim Dague	<b>6,148</b>	-17.6	7.3	1,879.6	-5.2	846	8
91	<b>Intero Real Estate Services</b> Cupertino, Calif.	Gino Blefari	<b>6,139</b>	-4.7	4.7	5,054.9	14.9	1,300	16
92	<b>Mel Foster Co. Inc.</b> Davenport, Iowa	Robert C. Fick	<b>6,018</b>	0.6	15.0	781.4	8.3	401	11
93	<b>Prudential Detrick/Alliance/Southwest/Classic Realty</b> (The Detrick Cos.) Tulsa, Okla.	Sheldon Detrick	<b>6,010</b>	2.8	8.4	826.5	3.1	712	15
94	<b>Meybohm, REALTORS®</b> Augusta, Ga.	E. G. Meybohm	<b>5,990</b>	8.8	21.8	986.6	16.4	275	6
95	<b>Houlihan Lawrence Inc.</b> Bronxville, N.Y.	Nancy Seaman	<b>5,970</b>	16.4	6.6	4,057.7	28.9	900	30
96	<b>Coldwell Banker Triad, REALTORS®</b> Winston-Salem, N.C.	Beverly H. Godfrey	<b>5,900</b>	16.3	17.9	982.6	26.5	330	7
97	<b>Prudential C. Dan Joyner Co. Inc.</b> Greenville, S.C.	C. Dan Joyner	<b>5,872</b>	13.2	16.3	994.8	21.1	361	10
98	<b>Prudential Carruthers, REALTORS®</b> (Prucar Holdings LLC) Severna Park, Md.	J. Thomas Carruthers Jr.	<b>5,827</b>	-9.6	6.5	2,295.5	3.0	890	27
99	<b>Cutler Real Estate</b> Canton, Ohio	James L. Bray	<b>5,786</b>	14.4	11.8	729.0	14.4	490	13
100	<b>McColly Real Estate</b> Schererville, Ind.	Ronald F. McColly	<b>5,598</b>	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	<b>NRT Incorporated</b> Parsippany, N.J.	Bruce G. Zipf	230,724.0	12.8	3,605.1	493,262	-0.8	64,000	1,082
2	<b>HomeServices of America Inc.</b> Minneapolis	Ronald J. Peltier	62,686.3	6.3	3,262.2	197,588	-0.7	19,216	366
3	<b>The Long &amp; Foster Cos. Inc.</b> Fairfax, Va.	P. Wesley Foster Jr.	42,754.0	18.3	2,825.2	117,393	1.9	15,133	237
4	<b>GMAC Real Estate</b> Company-owned operations, Oak Brook, Ill.	John Bearden	16,644.6	3.5	4,345.8	27,374	-10.6	3,830	94
5	<b>Prudential Fox &amp; Roach, REALTORS®</b> Devon, Pa.	Lawrence F. Flick IV	12,482.0	9.4	3,268.4	34,083	-2.2	3,819	61
6	<b>Prudential Douglas Elliman Real Estate</b> Huntington Station, N.Y.	Dorothy Herman	11,100.0	9.9	3,363.6	13,510	-0.7	3,300	66
7	<b>John L. Scott Real Estate</b> Bellevue, Wash.	J. Lennox Scott	9,012.6	19.1	4,866.4	27,541	2.5	1,852	41
8	<b>Realty Executives Phoenix</b> Phoenix	John Foltz	8,026.3	18.0	4,626.1	26,388	-8.3	1,735	62
9	<b>Alain Pinel Inc., REALTORS®</b> Saratoga, Calif.	Paul L. Hulme	7,751.9	4.5	6,700.0	6,788	-10.4	1,157	18
10	<b>Coldwell Banker Bain/Coldwell Banker Barbara Sue Seal</b> Mercer Island, Wash.	William J. Riss	7,749.8	20.4	4,734.2	20,259	-3.1	1,637	27
11	<b>First Team Real Estate</b> Costa Mesa, Calif.	Cameron Merage	7,700.7	16.6	3,918.9	12,800	2.4	1,965	35
12	<b>Prudential California/Nevada/Texas Realty</b> Pleasanton, Calif.	David Cobo	7,100.0	-2.7	2,537.5	14,792	-15.0	2,798	64
13	<b>RE/MAX Allegiance (RE/MAX Allegiance Realty Partners LLC)</b> Woodbridge, Va.	Charlie Bengel	6,873.8	14.2	4,631.9	18,029	-7.8	1,484	40
14	<b>Baird &amp; Warner Inc.</b> Chicago	Stephen W. Baird	6,600.0	6.5	3,610.5	19,035	0.7	1,828	31
15	<b>West USA Realty Inc.</b> Phoenix	Clay Fouts	6,299.0	46.2	3,395.7	24,084	6.1	1,855	5
16	<b>Real Living Inc.</b> Columbus, Ohio	Harley Rouda Jr.	6,270.1	-11.4	2,900.1	34,659	-14.0	2,162	65
17	<b>Prudential Connecticut Realty</b> Rocky Hill, Conn.	Peter G. Helie	6,017.0	25.0	3,122.5	15,725	27.9	1,927	60
18	<b>RE/MAX Equity Group Inc.</b> Portland, Ore.	Jim Homolka	5,803.9	29.9	4,848.7	20,558	11.0	1,197	19
19	<b>Howard Hanna</b> Pittsburgh	Howard W. Hanna III	5,603.0	8.0	2,137.7	30,134	1.4	2,621	87
20	<b>William Raveis Real Estate Inc.</b> Shelton, Conn.	William M. Raveis Jr.	5,156.3	18.7	3,646.6	11,418	9.0	1,414	47
21	<b>Allen Tate Co.</b> Charlotte, N.C.	Allen Tate, Pat Riley	5,115.5	25.0	3,794.9	22,873	21.7	1,348	37
22	<b>Prudential Florida WCI Realty (Watermark Realty Inc.)</b> Plantation, Fla.	Rei Mesa	5,058.5	19.2	2,590.1	11,518	2.9	1,953	41
23	<b>Intero Real Estate Services</b> Cupertino, Calif.	Gino Blefari	5,054.9	14.9	3,888.4	6,139	-4.7	1,300	16
24	<b>Crye-Leike Inc.</b> Memphis, Tenn.	Harold E. Crye	5,049.1	15.4	1,670.2	30,960	8.9	3,023	62
25	<b>Coldwell Banker United, REALTORS® (Sandion Ltd.)</b> Bryan, Texas	Richard A. Smith	5,049.1	12.3	2,771.2	26,443	5.8	1,822	53
26	<b>Watson Realty Corp.</b> Jacksonville, Fla.	William A. Watson Jr.	4,979.7	32.7	2,566.9	21,763	9.9	1,940	66
27	<b>RE/MAX Greater Atlanta (Greater Atlanta Brokerage Solutions LLC)</b> Atlanta	Steve Graham	4,941.4	5.1	4,588.1	19,010	-3.6	1,077	13
28	<b>Ebby Halliday, REALTORS®, and Ellen Terry, REALTORS®</b> Dallas	Ebby Halliday, Mary Frances Burleson	4,707.6	12.6	2,955.2	19,595	6.2	1,593	27
29	<b>Award-Superstars</b> Rancho Santa Margarita, Calif.	Philip Romero	4,503.8	9.8	3,323.9	9,662	3.1	1,355	20
30	<b>Liberty Realty Inc.</b> Las Vegas	Richard J. Bell	4,500.9	23.1	2,074.1	15,602	5.9	2,170	8
31	<b>Houlihan Lawrence Inc.</b> Bronxville, N.Y.	Nancy Seaman	4,057.7	28.9	4,508.5	5,970	16.4	900	30
32	<b>RE/MAX Alliance (Woodside Realty Co. Inc., Rock 182 Inc., Woodside Realty Co. Central, Alliance Metro Real Estate LLC, KSJ Corp.)</b> Arvada, Colo.	Charles S. Ochsner	4,030.4	14.6	4,478.2	14,837	23.3	900	21
33	<b>RE/MAX Gold Real Estate (Norcal Gold Inc.)</b> Gold River, Calif.	James O'Bryon	3,996.7	25.2	3,413.1	9,949	9.0	1,171	24
34	<b>RE/MAX Beach Cities/Westside Properties/Lake Arrowhead (RE/MAX All Cities Realty)</b> Manhattan Beach, Calif.	Kelli Todd-Amundson	3,833.9	15.1	6,075.9	4,822	-10.0	631	14
35	<b>Fairfax Realty Inc.</b> Falls Church, Va.	David Michalski	3,584.6	57.9	2,098.7	10,360	29.5	1,708	16
36	<b>Lyon Real Estate (William L. Lyon and Associates Inc.)</b> Sacramento, Calif.	Michael P. Lyon	3,498.6	-5.1	3,786.4	7,360	-21.5	924	14
37	<b>Real Estate One Inc.</b> Southfield, Mich.	Richard S. Elsea	3,492.2	-2.9	1,791.8	16,287	-4.4	1,949	50
38	<b>Harry Norman, REALTORS® (HN Real Estate Group LLC)</b> Atlanta	J. Lewis Glenn	3,421.4	4.9	3,283.5	9,323	-3.3	1,042	17
39	<b>RealtyUSA.Com</b> Orchard Park, N.Y.	Merle L. Whitehead	3,392.7	25.8	1,828.0	24,498	20.7	1,856	58
40	<b>Keller Williams Realty, North Texas/New Mexico</b> Dallas	David Osborn	3,268.3	27.9	1,903.5	15,750	23.9	1,717	10
41	<b>Downing-Frye Realty Inc.</b> Naples, Fla.	David Frye	3,266.6	59.7	4,456.5	5,463	20.4	733	6
42	<b>RE/MAX Results (Collopy &amp; Saunders Real Estate Inc.)</b> 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	<b>Shorewest, REALTORS®</b> Brookfield, Wis.	Joe Horning	3,139.0	16.2	2,802.6	14,589	6.4	1,120	22
44	<b>Prudential Carolina Real Estate (O'Shaughnessy Realty Co. Inc.)</b> North Charleston, S.C.	Michael O'Shaughnessy	3,129.9	31.1	3,682.3	12,325	11.4	850	15
45	<b>Prudential Utah Real Estate (Extreme Holding LLC)</b> Salt Lake City	Dougan T. Jones	3,078.6	71.5	5,886.4	6,987	36.5	523	17
46	<b>Realty Executives of Nevada (FJM Corp.)</b> Las Vegas	Fafie Moore	3,075.2	15.6	5,108.3	8,250	-2.5	602	6
47	<b>First Weber Group Inc.</b> Madison, Wis.	James R. Imhoff Jr.	3,045.6	14.3	2,496.4	14,531	8.2	1,220	45
48	<b>John Hall &amp; Associates Inc.</b> 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, N.Y.	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