

REALTOR® Magazine
July 2003 Cover Feature
Top 100 Companies: Ranked by sales volume

This year for the first time, REALTOR® Magazine took all the Top 100 companies survey respondents and ranked them by sales volume. The result: a list with a decided emphasis on high-priced markets. Houlihan-Lawrence of Bronxville, N.Y., was the highest-ranking company by sales volume (No. 34) that didn't make the transaction sides list. The company brought in nearly \$2.2 billion in volume based on just over 4,000 transaction sides. Most sales-volume leaders who didn't make the transaction sides list were from the coasts.

RANKED BY SALES VOLUME		2002 SALES VOLUME			2002 SIDES CLOSED		Salespeople	Top officer(s)	Founded
		\$ millions	% change from 2001	Per salesperson		% change from 2001			
	COMPANY, Location								
1	NRT Parsippany, N.J.	\$149,596.7	27.7	2.8	481,646	21.3	52,801	Robert M. Becker	1997
2	HomeServices of America Inc. Edina, Minn.	36,721.8	99.8	2.6	150,998	41.5	14,278	Ronald J. Peltier	1998
3	Weichert, REALTORS® Morris Plains, N.J.	24,500.0	25.6	2.9	89,000	4.1	8,500	James M. Weichert	1969
4	Long & Foster Real Estate Inc. Fairfax, Va.	21,993.3	18.6	2.2	93,996	12.2	9,893	P. Wesley Foster Jr.	1968
5	GMAC Home Services Inc. Oak Brook, Ill.	12,687.0	12.7	4.1	29,522	1.2	3,100	John Bearden	1998
6	Prudential Fox & Roach, REALTORS® Devon, Pa.	7,747.3	19.3	2.7	30,191	8.4	2,900	Lawrence F. Flick IV	1886
7	Alain Pinel, REALTORS® Saratoga, Calif.	6,491.0	22.5	7.7	8,818	27.4	848	Paul L. Hulme	1990
8	Real Living Inc. Columbus, Ohio	5,966.0	4.9	2.1	36,902	3.2	2,802	Harley E. Rouda Jr.	2001
9	John L. Scott Real Estate Bellevue, Wash.	5,495.8	8.8	3.8	23,037	0.9	1,460	J. Lennox Scott	1931
10	Realty Executives Inc. Phoenix	5,405.1	-0.1	4.2	28,906	-5.0	1,282	John Foltz, Richard A. Rector	1965
11	Mason-McDuffie Real Estate Inc. Pleasanton, Calif. dba Prudential California Realty, Prudential Nevada Realty, Prudential Texas Properties,	5,307.8	42.7	2.2	14,618	37.4	2,362	A. David Cobo	1887
12	Baird & Warner Chicago	4,716.5	16.1	3.1	15,909	6.6	1,500	Stephen W. Baird	1855
13	First Team Real Estate Costa Mesa, Calif.	4,372.0	32.5	3.3	10,493	9.9	1,316	Cameron Merage	1975
14	Coldwell Banker Bain/Barbara Sue Seal Mercer Island, Wash.	4,278.6	4.3	3.3	14,263	-3.6	1,293	William Riss	1972
15	RE/MAX Greater Atlanta Atlanta	3,989.2	1.8	3.6	18,450	-4.2	1,110	Lee A. Finch	1989
16	Coldwell Banker United, REALTORS® Bryan, Texas	3,741.5	27.9	2.2	21,838	23.3	1,723	Richard A. Smith	1970
17	Ebby Halliday, REALTORS® Dallas	3,603.4	1.3	2.7	17,106	-0.8	1,327	Mary Frances Burleson	1945
18	Prudential Connecticut Realty Rocky Hill, Conn.	3,582.0	17.6	3.2	11,314	6.5	1,137	Peter G. Helie	1989
19	Coldwell Banker Success Realty Scottsdale, Ariz.	3,520.0	10.0	1.8	16,756	6.2	1,930	Robert McCord	1992
20	RE/MAX Equity Group Inc. Portland, Ore.	3,295.9	21.1	3.4	15,779	19.2	961	James C. Homolka	1984
21	William Raveis Real Estate Inc. Shelton, Conn.	3,200.0	23.1	2.5	9,109	7.2	1,304	William M. Raveis Jr.	1974
22	Real Estate One Inc. Farmington Hills, Mich.	3,149.3	9.8	1.7	16,370	8.8	1,814	Richard S. Elsea	1929
23	Allen Tate Co. Charlotte, N.C.	3,133.1	-1.1	3.2	16,508	14.5	976	Allen Tate Jr.	1957
24	Crye-Leike Inc., REALTORS® Memphis, Tenn.	3,123.0	5.9	1.3	22,029	6.8	2,367	Harold Crye	1976
25	RE/MAX Alliance Arvada, Colo.	3,003.6	0.8	4.5	11,536	-5.8	670	Chuck Ochsner	1977
26	Harry Norman, REALTORS® Atlanta	2,964.6	3.6	3.2	8,801	-1.6	935	J. Lewis Glenn	1930
27	RE/MAX All Cities Realty Manhattan Beach, Calif.	2,693.8	29.0	4.6	6,089	12.7	585	Kelli Amundson	1982
28	West USA Realty Phoenix	2,648.0	5.9	1.9	18,310	2.2	1,372	Clay Fouts	1986
29	Smythe, Cramer Co. Cleveland	2,539.5	4.2	2.4	13,601	2.0	1,042	Lucius B. McKelvey	1903
30	Prudential Florida WCI Realty Plantation, Fla.	2,366.4	49.4	2.0	8,546	29.7	1,188	Roger A. Herman	1999
31	Prudential Long Island Realty South Huntington, N.Y.	2,263.7	39.6	1.8	6,598	17.0	1,228	Dorothy Herman	1990
32	Watson Realty Corp. Jacksonville, Fla.	2,260.3	15.4	1.8	15,327	8.6	1,284	William A. Watson Jr.	1965
33	William L. Lyon & Associates Inc. Sacramento, Calif.	2,237.9	17.8	3.5	7,967	3.3	634	Michael P. Lyon	1946
34	Houlihan/Lawrence Inc. Bronxville, N.Y.	2,184.1	-6.3	3.1	4,034	4.8	700	Nancy M. Seaman	1888
35	RE/MAX Results Eden Prairie, Minn.	2,177.6	21.5	6.8	9,676	14.5	322	John Collopy, Bill Saunders II	1986
36	RE/MAX Real Estate Services Aliso Viejo, Calif.	2,175.6	42.1	5.3	4,938	28.1	410	Gary Thomas	1989
37	Howard Hanna Co. Pittsburgh	2,170.2	9.9	1.8	14,161	7.7	1,216	Howard W. Hanna III	1957
38	Prudential Carolinas Realty Inc. Winston-Salem, N.C.	2,116.0	-1.3	3.0	10,896	-1.9	714	Robert E. Helms	1980
39	Realty USA Orchard Park, N.Y.	2,023.4	29.2	1.6	17,618	22.5	1,267	Merle L. Whitehead	1962
40	Century 21 Town & Country Rochester, Mich.	2,010.7	18.6	2.0	10,871	23.4	1,000	John R. Kersten	1980
41	Sibcy Cline Inc. Cincinnati	1,964.8	10.9	1.8	10,597	3.3	1,105	Robert N. Sibcy	1956

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42	Award Inc. San Diego dba Century 21 Award	1,923.2	22.3	2.8	6,390	-3.9	688	Tom Kunz	1969
43	Frank Howard Allen, REALTORS® Novato, Calif.	1,908.0	30.3	5.9	3,142	20.6	325	Lawrence R. Brackett	1910
44	RE/MAX Horizons/Capital/Elite/Professionals Alexandria, Va.	1,902.3	62.7	4.8	7,290	61.2	400	Charles W. Bengel	1988
45	RE/MAX Palos Verdes/ RE/MAX Execs Group Palos Verdes Estates, Calif.	1,842.1	35.9	4.3	4,081	34.3	425	Sandra Sanders	1984
46	The Keyes Co., REALTORS® Miami	1,841.7	20.7	1.5	11,614	3.0	1,200	Michael L. Pappas	1926
47	Shorewest, REALTORS® Brookfield, Wis.	1,837.0	11.7	2.6	10,636	3.1	700	Joe Horning	1946
48	William Pitt Real Estate LLC Stamford, Conn.	1,818.0	16.6	3.6	4,817	11.6	503	Paul E. Breunich, L. Casey Jones	1949
49	Prudential New Jersey Properties Somerset, N.J.	1,773.1	12.8	3.0	5,541	0.1	600	William O. Keleher Jr.	1990
50	Fonville Morisey Realty Inc. Raleigh, N.C.	1,734.9	-1.1	3.2	7,765	-6.8	549	John C. Morisey Jr.	1973
51	First Weber Group Madison, Wis.	1,712.3	95.6	2.2	9,823	78.0	780	James R. Imhoff Jr.	1971
52	Shorewood, REALTORS®, Inc. Manhattan Beach, Calif.	1,705.4	38.8	5.3	2,758	27.0	320	Arnold D. Goldstein, Larry Wolf	1969
53	Prudential Georgia Realty Roswell, Ga.	1,671.9	4.3	1.9	7,852	-0.1	895	Daniel T. Forsman	1964
54	F.C. Tucker Co. Inc. Indianapolis	1,661.8	4.3	3.1	8,746	-0.1	540	H. James Litten	1918
55	Keller Williams Realty North Texas/New Mexico, Dallas	1,640.0	17.1	2.2	8,559	16.3	757	David Osborn	1992
56	Coldwell Banker Homesale Services Group Lancaster, Pa.	1,638.5	16.3	2.4	11,595	5.0	680	Christopher Poole, Douglas Rebert, Paul Slauch Jr.	1964
57	Metro Brokers/GMAC Real Estate Atlanta	1,635.0	7.1	1.2	9,732	3.0	1,310	Kevin Levent	1979
58	RE/MAX Associates San Diego	1,616.0	39.3	5.0	4,330	17.8	325	Geoffrey Mountain	1984
59	Norcal Gold Inc. Sacramento, Calif. dba RE/MAX Gold Real Estate Inc.	1,615.2	49.3	3.2	6,498	28.0	502	James O'Bryon	1994
60	William E. Wood & Associates Virginia Beach, Va.	1,615.0	14.9	3.2	9,604	7.9	505	Richard B. Thurmond	1972
61	Prudential Northwest Properties Beaverton, Ore.	1,581.0	13.9	2.6	8,233	9.8	604	Bert Waugh Jr.	1955
62	Prudential Carolina Real Estate Charleston, S.C.	1,516.3	19.1	2.4	8,499	9.2	623	Michael O'Shaughnessy	1965
63	Esslinger-Wooten-Maxwell Inc. Miami	1,511.6	16.7	2.6	4,186	8.6	575	Ronald A. Shuffield	1964
64	The Daniel Gale Real Estate Organization Huntington, N.Y.	1,493.4	35.8	4.6	1,824	17.1	323	Patricia J. Petersen	1922
65	Coldwell Banker Howard Perry and Walston Realty Raleigh, N.C.	1,485.2	-0.6	2.6	7,254	-0.8	565	Donald F. Walston	1973
66	John Hall & Associates Inc. Phoenix	1,478.0	5.9	1.9	8,015	-2.7	770	James J. Sexton	1974
67	Latter & Blum Inc., REALTORS® New Orleans	1,475.3	7.7	1.6	9,877	3.2	940	Robert W. Merrick	1916
68	Prudential Carruthers, REALTORS® Severna Park, Md.	1,466.3	30.7	2.5	5,647	10.4	578	J. Thomas Carruthers Jr.	1995
69	Dilbeck, REALTORS® LaCanada, Calif.	1,463.9	38.2	2.3	3,935	22.6	637	Mark Dilbeck	1950
70	The Group Inc. Real Estate Fort Collins, Colo.	1,446.8	25.5	6.4	6,715	7.8	227	Sharianne Daily	1976
71	Counselor Realty Inc. Minneapolis	1,417.9	17.3	3.1	6,741	4.1	455	Ken Kunzman	1964
72	RE/MAX Partners Ft. Lauderdale, Fla.	1,368.5	36.3	4.0	6,576	13.9	346	Larry Revier	1991
73	RE/MAX On The Boulevard Sherman Oaks, Calif.	1,362.6	33.3	4.9	2,458	6.9	280	Jay Belson	1992
74	Jack Conway & Co. Inc. Norwell, Mass.	1,356.0	16.3	2.0	6,441	16.3	689	John E. Conway	1957
75	RE/MAX Suburban Mt. Prospect, Ill.	1,352.2	13.1	5.9	5,507	6.7	230	Robert Baker, James R. Nelson	1978
76	McGuire Real Estate San Francisco	1,350.6	35.9	7.1	1,322	41.8	190	Charles E. Moore	1919
77	Associates Realty Inc. San Diego	1,342.2	34.1	3.2	4,305	18.0	422	Thomas R. Hoffman	1995
78	Century 21 Realty Group Cos. Indianapolis	1,331.5	44.9	1.8	8,985	41.6	745	John Dick, Kevin K. Kirkpatrick	1980
79	Michael Saunders & Co. Sarasota, Fla.	1,326.1	4.2	3.0	3,632	-0.7	438	Michael Saunders	1976
80	Prudential Gary Greene, REALTORS® Houston	1,300.9	-2.2	1.8	7,372	-6.8	710	Marilyn Eiland	2000
81	GBS Properties LLC Metairie, La. dba Prudential Gardner, REALTORS®	1,273.4	3.0	1.1	8,670	-3.3	1,145	Barbara Blades, Glenn Gardner, Sharon Gardner, Norris J. Songe	1943
82	Keller Williams Realty Englewood, Colo.	1,269.8	3.8	1.2	5,962	0.5	1,104	Richard M. McCarthy	1993
83	Patterson-Schwartz Real Estate Hockessin, Del.	1,264.8	14.0	4.5	6,125	12.0	283	Richard T. Christopher	1961
84	The Hasson Co., REALTORS® Lake Oswego, Ore.	1,254.6	4.7	6.4	4,514	-1.5	196	Michael J. Hasson	1983

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85	Realty Executives of Nevada Las Vegas	1,247.4	23.8	3.3	6,084	11.6	378	Fafie E. Moore	1989
86	McMillin Realty & Mortgage Co. Inc. Bonita, Calif.	1,245.4	32.1	4.2	3,731	16.6	300	Scott McMillin	1972
87	Coldwell Banker Legacy Albuquerque, N.M.	1,242.3	-5.3	2.3	8,099	-6.6	540	Michael Carter, Joe E. Gilmore, Peter Parnegg	1998
88	RE/MAX Eastbay Group & RE/MAX of Modesto Livermore, Calif.	1,228.8	66.6	4.5	3,505	35.2	276	Dave Gravelle	1986
89	The Sammis Group Inc. Huntington, N.Y. dba Coldwell Banker Sammis	1,200.0	29.0	2.4	2,939	9.6	500	Quentin Sammis	1942
90	Keller Williams, REALTORS® Austin, Texas	1,158.3	3.8	1.5	6,061	-5.2	756	Gary Keller	1983
91	Century 21 Superstars Rancho Santa Margarita, Calif.	1,154.8	33.6	2.3	3,175	9.5	500	Philip Romero	1993
92	Coldwell Banker Schweitzer Real Estate Sterling Heights, Mich.	1,136.7	-8.9	1.9	5,881	0.1	604	Paul R. Schweitzer	1963
93	Windermere Cronin & Caplan Realty Group Inc. Portland, Ore.	1,105.7	9.2	3.3	4,089	5.6	340	Brian Allen	1973
94	Century 21 Alliance Havertown, Pa.	1,093.9	15.8	1.8	6,536	3.1	598	Paul J. Gallagher	1998
95	Illustrated Properties Real Estate Inc. Palm Beach Gardens, Fla.	1,085.6	18.7	2.3	5,143	12.0	470	F.F. Adams III	1975
96	McEneaney Associates Inc. Alexandria, Va.	1,069.8	14.8	5.5	3,209	6.3	195	John McEneaney	1980
97	Rose & Womble Realty Co. LLC. Virginia Beach, Va.	1,060.1	2.9	2.6	6,557	3.3	405	Jimmy V. Rose Sr.	1963
98	Realty Executives Santa Clarita Santa Clarita, Calif.	1,041.6	32.4	3.5	3,493	3.1	300	Jim Tanner	1990
99	Coldwell Banker Pacific Properties Honolulu	1,041.6	26.2	3.0	3,261	17.6	352	C. Scott Bradley, Herb Conley	1995
100	Century 21 Select Real Estate Inc. Yuba City, Calif.	1,041.2	23.0	2.6	5,226	10.7	405	Daniel C. Jacuzzi	1975
101	Prudential California Realty, Thousand Oaks, Calif.	1,036.19	27.6	4.6	2,429	11.2	225	Robert L. Majorino	1990
102	Prudential Preferred Realty, Pittsburgh	1,027.12	12.7	2.1	6,095	5.6	500	Ronald F. Croushore	1989
103	RE/MAX United, Raleigh, N.C.	1,024.04	11.5	3.7	5,518	5.1	275	Kathy Baker, Lynn Britt, W. Harold Perry, Bill Owens	2001
104	RE/MAX DFW Associates, Coppell, Texas	1,023.29	1.6	4.2	4,925	0.7	242	Mark Wolfe	1983
105	The Kentwood Co., Greenwood Village, Colo.	1,021.50	-0.3	9.3	2,782	-1.4	110	Roger R. Campbell, John Fitzpatrick	1981
106	RE/MAX Affiliates/RE/MAX Realty Associates/ RE/MAX South, Alexandria, Va.	1,020.70	20.4	4.9	4,745	5.1	208	Judy Austin	1988
107	William T. Beazley Co., New Haven, Conn.	1,020.59	9.8	2.0	5,789	1.3	500	Gregory O. Scott	1931
108	RE/MAX Accord, Danville, Calif.	996.55	79.6	4.3	2,103	53.8	230	Jerry Stadler	1995
109	Coldwell Banker Prime Properties Inc., Albany, N.Y.	989.41	61.9	2.1	7,419	47.8	470	Kenneth M. Raymond Jr.	1986
110	ERA The Masiello Group, Keene, N.H.	978.00	20.9	3.4	4,742	9.1	286	Edward J. Buczyaski, Christopher J. Masello	1971
111	Century 21 Laffey Associates, Fine Homes & Estates, Greenvale, N.Y.	975.00	18.2	2.2	1,980	5.2	450	Emmett, Philip, and Mark Laffey	1972
112	Prudential Rand Realty, New City, N.Y.	970.01	34.9	1.9	3,258	10.3	500	Marsha Rand	1984
113	Bob Parks Realty, Murfreesboro, Tenn.	941.87	4.2	1.9	6,129	0.0	500	Bob Parks	1975
114	Prudential Utah Real Estate, Midvale, Utah	933.00	43.6	2.5	3,243	16.0	380	Dougan Jones	2001
115	Prudential California Realty, Cerritos, Calif.	929.50	20.7	1.9	3,832	4.9	500	Bruce T. Mulhearn	1967
116	Nothnagle, REALTORS®, Rochester, N.Y.	913.84	10.6	1.8	8,420	5.0	517	Philip R. Nothnagle	1948
117	RE/MAX Northwest, REALTORS®, Bothell, Wash.	885.36	8.5	4.8	3,312	5.6	185	Jerry Martin	1992
118	Tomlinson Black Group of Cos., Coeur d' Alene, Idaho	872.11	30.4	2.6	6,871	19.6	341	Robert H. Tomlinson	1948
119	Prudential Jack White/Vista Real Estate, Anchorage, Alaska	856.57	6.4	2.9	5,237	-1.8	300	Richard Fuller	1977
120	Hunt Real Estate Corp./Hunt ERA, Williamsville, N.Y.	855.96	14.9	1.4	7,414	9.7	595	Peter F. Hunt	1911
121	Judge Fite Co. Inc. dba Century 21 Judge Fite, Dallas	851.87	26.2	1.2	7,430	29.6	698	James R. Fite	1937
122	Century 21 New Millennium, Alexandria, Va.	843.86	-1.5	3.9	3,420	-10.6	217	Todd Hetherington	1998
123	Slifer Smith & Frampton/Vail Associates Real Estate, Avon, Colo.	833.46	14.4	7.9	1,081	17.0	106	Jim Flaum	1994
124	Carpenter GMAC, REALTORS®, Indianapolis	825.25	-0.6	1.3	7,008	-1.2	650	Thomas G. Prall	1970
125	Northwood Realty Services, Pittsburgh	813.30	43.5	1.1	7,034	40.4	716	Tex Weston	1956
126	Coldwell Banker The Real Estate Group, Appleton, Wis.	791.79	25.8	2.9	6,309	22.0	273	Joyce Bytof	1960
127	Prestige Real Estate Group LLC, Englewood, Colo.	775.78	30.5	3.0	2,134	12.5	260	Leeann Iacino, Jack O'Connor	1999
128	Richard A. Weidel Corp., REALTORS®, Princeton, N.J.	763.76	23.8	2.0	3,273	8.2	380	Richard A. Weidel Jr.	1915

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129	RE/MAX Properties Inc., Colorado Springs, Colo.	761.58	-4.9	3.6	3,975	-8.0	213	Joseph J. Clement	1986
130	Coldwell Banker Schmidt, REALTORS® , Traverse City, Mich.	747.80	12.7	2.0	4,812	3.1	370	Ken Schmidt	1927
131	Star One, REALTORS® , Cincinnati	735.80	8.2	2.0	4,529	0.9	364	George L. Meinhardt	1991
132	Greenridge Realty Inc., Grand Rapids, Mich.	732.45	0.6	1.7	5,660	6.2	429	Thomas P. Paarlberg	1980
133	Honig Realty, Lockport, Ill. dba Coldwell Banker Honig-Bell	723.00	19.6	1.7	4,537	8.7	435	Edward T. Prodehl	1960
134	RE/MAX Eastside Brokers Inc./ RE/MAX Metro Realty, Bellevue, Wash.	713.91	8.1	4.7	2,526	4.7	152	Graham Young, David Milot	1987
135	Realty Executives Associates Inc., Knoxville, Tenn.	700.84	-3.3	3.1	4,872	-2.9	225	R. Vance Burkey	1962
136	Century 21 MoneyWorld, Las Vegas	690.63	-0.5	2.0	3,873	-6.5	350	Mike West	1985
137	Primus Realty Corp., Oswego, Ill. dba Coldwell Banker Primus Realty	687.07	19.5	2.0	3,651	14.3	341	Richard A. Faltz	1984
138	RE/MAX Realty 100, Milwaukee	686.63	10.4	3.7	4,363	1.2	188	Jeffrey A. Benson, Bruce W. Martin	1979
139	Coldwell Banker Devonshire Realty, Champaign, Ill.	685.86	0.7	1.9	6,059	-3.5	359	John Schumacher	1979
140	Century 21 M&M and Associates, Modesto, Calif.	685.00	96.5	2.7	3,744	59.7	255	Larry A. Matos, John N. Melo	1994
141	RE/MAX of Boulder, Boulder, Colo.	682.00	2.3	8.4	1,870	5.3	81	Tom Kalinski	1977
142	Century 21 Access America, Wethersfield, Conn.	674.39	14.6	1.5	3,736	2.2	450	John M. Zubretsky Jr.	2000
143	Home Real Estate, Lincoln, Neb.	666.53	8.7	2.2	5,581	5.2	310	Tom Schleich	1941
144	Century 21 Lois Lauer Realty, Redlands, Calif.	663.16	19.4	2.5	3,495	6.2	265	Vaughn Bryan	1976
145	RE/MAX First Choice Real Estate, Northborough, Mass.	662.08	13.3	8.0	2,285	-16.1	83	Margie R. Richard	1987
146	RE/MAX Premier/ RE/MAX Premier Properties/ RE/MAX Premier Properties I, Plano, Texas	661.07	-0.2	3.1	3,476	-2.7	213	C. Don Dahlberg	1979
147	RE/MAX Southeast Inc., Denver	660.64	-2.5	3.9	2,917	-9.6	170	Gerry Fitzpatrick	1985
148	Prudential C. Dan Joyner Co. Inc., Greenville, S.C.	657.74	1.8	2.2	4,582	3.4	304	C. Dan Joyner	1964
149	York Simpson Underwood Realty, Raleigh, N.C.	657.50	7.1	3.3	2,387	-2.2	200	Smedes York	1910
150	Coldwell Banker JME Realty, Pensacola Beach, Fla.	645.00	18.2	2.1	4,495	16.1	305	Joseph M. Endry	1984
151	Coldwell Banker Roth Wehry Gruber, Fort Wayne, Ind.	638.00	5.3	1.9	6,251	0.9	330	John Bellio	1971
152	Mel Foster Co. Inc., Davenport, Iowa	636.73	7.2	1.8	5,484	-0.1	352	Pryce Boeye	1921
153	RE/MAX of Atlanta, Tucker, Ga.	615.98	-3.4	3.2	3,562	-8.4	191	Robert Sacre	1984
154	PMZ Real Estate, Modesto, Calif.	601.34	14.1	4.4	2,857	1.8	136	Michael P. Zagaris	1965
155	Prudential Detrick/Alliance/Southwest Realty, Tulsa, Okla.	600.57	18.9	1.0	5,014	13.4	605	Sheldon Detrick	1938
156	RE/MAX Executives Inc., Atlanta	593.69	-1.8	3.6	2,817	-6.1	164	Van Johnson, Mike Teate	1985
157	Russell & Jeffcoat, REALTORS® , Inc., Columbia, S.C.	590.90	0.3	1.8	4,254	5.0	327	Abb A. Jeffcoat Jr., Robert R. Russell Jr., Ronald R. Roe	1965
158	Coldwell Banker Heritage, REALTORS® , Kettering, Ohio	590.52	23.1	1.8	4,671	6.4	325	Steven W. Earman, Ken Parrott	1967
159	H & H Realty Inc., Orland Park, Ill. dba RE/MAX Team 2000	589.78	13.7	4.8	3,136	0.7	124	Roger Hug	1977
160	Coldwell Banker Premier Realty, Las Vegas	583.95	35.2	2.5	2,853	21.0	230	Bob Hamrick	1998
161	Prudential Prime Properties, Maynard, Mass.	578.63	25.3	2.3	2,448	9.1	249	Nancy Ledgard Quinn	1993
162	Realty Executives of Tucson Inc., Tucson, Ariz.	577.08	19.6	2.2	3,404	12.4	262	Judy Lowe	1973
163	Coldwell Banker D'Ann Harper, REALTORS® , San Antonio	571.02	87.5	3.0	3,832	63.2	190	D'Ann Harper	1986
164	Coldwell Banker TRIAD, REALTORS® , Winston-Salem, N.C.	558.67	-10.9	2.4	3,866	-10.8	233	Beverly Godfrey	1997
165	Coldwell Banker Barnes, Brentwood, Tenn.	558.59	26.8	1.7	4,005	19.3	320	David R. Barnes	1991
166	RE/MAX Central Realty, Virginia Beach, Va.	557.57	23.9	3.2	4,053	3.9	175	Wilburn M. (Bob) Blount	1990
167	Coldwell Banker RaderGroup, Tulsa, Okla.	556.64	40.9	2.0	4,142	36.1	285	Samuel A. Rader	1978
168	Century 21 Today Inc., Farmington Hills, Mich.	552.25	14.2	1.9	2,549	-0.8	287	Douglas Hardy	1967
169	Affiliated Consumer Services Inc. , Madison, Wis. dba Century 21 Affiliated	544.51	25.7	2.1	3,909	14.4	260	William Kessler	1977
170	Prudential Real Estate Professionals, Salem, Ore.	543.95	0.8	2.3	3,717	-8.5	240	Byron Hendricks	1978
171	Prudential Henry & Burrows, REALTORS® , Overland Park, Kan.	542.18	-2.3	5.0	2,427	-3.0	109	Kathy Copeland	1978
172	Prudential Decker Realty, Virginia Beach, Va.	522.26	29.5	4.1	2,479	14.2	127	Barbara M. Wolcott	1975
173	Coldwell Banker Hunter Realty, Cleveland	516.79	6.3	1.4	3,635	1.5	375	Ed Dolinsky	1981

RANKED BY SALES VOLUME		2002 SALES VOLUME			2002 SIDES CLOSED		Salespeople	Top officer(s)	Founded
COMPANY, Location	\$ millions	% change from 2001	Per salesperson		% change from 2001				
174	Prudential Serls Prime Properties, LaGrangeville, N.Y.	516.16	31.6	4.3	1,907	26.4	120	Steven Domber	1980
175	The Danberry Co., REALTORS®, Toledo, Ohio	512.73	38.5	1.4	3,765	34.0	375	Lynn Fruth	1962
176	Prudential Network Realty, Jacksonville, Fla.	497.00	34.6	2.0	2,114	22.9	250	Linda H. Sherrer	1988
177	RE/MAX Elite, Brentwood, Tenn.	494.09	50.4	2.4	3,115	58.7	204	Robb Campbell	1990
178	RE/MAX Real Estate Partners, Metairie, La.	488.93	3.0	3.5	3,782	3.2	140	Tom Giroir	1985
179	Coldwell Banker Apex, REALTORS®, Garland, Texas	474.52	5.2	2.7	3,543	3.9	175	Lori Arnold	1973
180	Bradfield Properties Inc., San Antonio	470.45	8.4	2.5	3,022	0.2	191	Boyd B. Bradfield, Joyce Bradfield	1981
181	Coldwell Banker Preferred/America West, Bakersfield, Calif.	468.51	121.6	3.2	3,586	121.4	147	Frank Hinmon, John Mackessy	1990
182	RE/MAX Advantage, Stockbridge, Ga.	465.11	-2.4	3.1	3,507	-15.8	148	Kent Miller	
183	Watson Realty Co., Bakersfield, Calif.	446.86	16.4	3.9	2,996	1.9	114	Ken Carter	1943
184	Ken Meade Realty Inc., Sun City, Ariz.	444.09	10.8	1.3	3,729	7.7	343	Steven K. Meade	1983
185	Prudential Professional, REALTORS®, Colorado Springs, Colo.	443.63	-3.7	3.2	2,007	-9.2	139	Kevin F. Patterson	1986
186	Ruhl & Ruhl, REALTORS®, Davenport, Iowa	436.66	11.0	1.9	3,932	10.0	235	Caroline Ruhl	1862
187	McColly Real Estate, Schererville, Ind.	421.77	17.3	0.9	3,552	17.7	471	Ronald F. McColly	1975
188	Coldwell Banker Wallace & Wallace, REALTORS®, Knoxville, Tenn.	421.66	24.1	2.3	2,778	21.7	185	Jim Wallace	1936
189	Gallinger/GMAC Real Estate, Syracuse, N.Y.	383.03	1.0	1.9	3,414	-6.1	200	John F. Osta	1959
190	Century 21 Advantage Gold, Southampton, Pa.	382.76	27.1	1.4	5,225	22.5	264	William H. Lublin	1983
191	Schneidmiller Realty Co., Coeur d'Alene, Idaho dba Coldwell Banker Schneidmiller Realty	382.28	20.6	2.9	2,437	15.2	131	Gary Schneidmiller	1982
192	J.P. Weigand & Sons Inc., Wichita, Kan.	382.04	2.0	1.6	3,204	1.1	242	Nestor R. Weigand Jr.	1902
193	RE/MAX Realty Plus, Frederick, Md.	377.51	12.4	5.1	2,047	-1.6	74	Joseph P. Anselmo	1990
194	Coldwell Banker Mid-America Group, REALTORS®, W. Des Moines, Iowa	375.54	0.2	1.9	2,775	0.7	194	Carolyn Helmlinger	1989
195	Smith and Associates, REALTORS®, Tampa, Fla.	374.00	-4.6	5.0	1,118	1.5	75	Robert Glaser	1969
196	RE/MAX Excels, Geneva, Ill.	369.80	1.7	7.0	1,455	-4.7	53	Marv Kombrink	1997
197	Prudential California Realty, Modesto, Calif.	365.94	24.6	4.5	1,607	14.6	81	Craig C. Lewis	1965
198	RE/MAX Fry Road, Katy, Texas	358.94	70.2	5.7	2,187	58.7	63	Joe Rothchild	1990
199	Coldwell Banker Hubbell Real Estate Co., Lansing, Mich.	357.74	6.7	2.1	2,634	5.1	170	Robert E. Hubbell	1968
200	Desert Foothills Realty I LLC, Ahwatukee Foothills, Phoenix dba Keller Williams Realty	342.07	9.4	1.7	1,461	-10.3	207	Barry Kramer	1997
201	Coldwell Banker Brown, REALTORS®, Edwardsville, Ill.	340.66	6.9	2.2	2,801	-4.7	156	Gerry Schuetzenhofer	1972
202	Coldwell Banker Sunstar Realty Inc., Port Charlotte, Fla.	334.17	33.4	2.4	2,610	31.1	138	Donald D. Randolph	1990
203	RE/MAX Space Center, Houston	319.44	-1.0	4.0	1,900	-8.5	80	William (Buzzy) Knapp	1988
204	RE/MAX Select Properties, Sterling, Va.	315.61	13.0	6.3	992	-7.9	50	Alice C. Stakem	1987
205	Century 21 Wright, Temecula, Calif.	312.80	25.1	3.5	1,382	12.9	90	Ruth I. Wright	1992
206	ERA Stirling Properties, Covington, La.	310.94	28.9	1.9	1,973	6.3	161	Martin A. Mayer	1989
207	Century 21 Sunbelt Realty Inc., Cape Coral, Fla.	291.00	8.8	1.2	3,477	13.0	246	Barbara M. Watt	1986
208	Coldwell Banker Hawkins-Poe, University Place, Wash.	289.75	21.6	1.3	3,206	8.8	222	Charles F. Hawkins	1946
209	Prudential Dinning-Beard, REALTORS®, Wichita, Kan.	281.50	9.0	1.1	2,497	6.4	261	William Kihle	1948
210	Keller Williams Realty, Tulsa, Okla.	278.64	5.2	0.8	2,371	4.8	330	Sherry Lewis	1994
211	Blake Realty Inc., Albany, N.Y. dba Prudential Manor Homes, REALTORS®	271.04	3.3	1.4	2,122	-3.0	198	Jeffrey G. Christiana	1920
212	RE/MAX Affiliates, Naperville, Ill.	266.96	2.1	5.3	1,076	-0.8	50	Rosemary Wisnosky	1985
213	Keller Williams Realty, San Antonio	257.93	5.6	1.3	2,095	2.5	195	Mark Willis	1995
214	RE/MAX Associates, Salt Lake City	248.45	12.0	5.0	1,429	10.4	50	Rodney Dailey, Gary Cannon	1992
215	Century 21 Mills First Inc., Seminole, Fla.	245.69	8.0	1.5	2,056	-2.8	160	Thomas P. Mills	1985
216	Realty Executives Area, REALTORS®, Kansas City, Mo.	242.20	7.0	2.5	1,696	4.4	97	Fran Walthall	1990
217	RE/MAX Realty Group, Fort Myers, Fla	235.25	9.4	3.1	1,498	2.3	75	George W. Wayers	1985
218	A Marketplace Inc., Long Beach, Calif. dba Prudential California Realty	209.17	15.9	2.8	653	2.2	75	Rosemary Voss	1978
219	RE/MAX 100 Real Estate, Bethlehem, Pa.	204.59	35.1	4.0	1,313	14.4	51	Elizabeth Duga Hauck	1987
220	RE/MAX Centre Realty, State College, Pa.	190.93	12.9	7.1	1,221	7.3	27	Richard Porter	1992

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		\$ millions	% change from 2001	Per salesperson		% change from 2001			
	COMPANY, Location								
221	Coldwell Banker Wachholz and Co., Kalispell, Mont.	180.96	30.1	1.8	1,404	27.6	98	Kirk Scoggins	1981
222	RE/MAX Real Estate Services, Columbia, S.C.	157.75	18.4	2.8	1,264	10.8	56	David K. Ness	1990
223	RE/MAX Advantage Realty, Port Richey, Fla.	145.02	16.7	3.2	1,444	-1.8	46	Mark Swartzel	1985
224	RE/MAX of Rapid City, Rapid City, S.D.	143.37	0.9	5.5	1,245	14.2	26	Eugene W. Hensley	1981
225	RE/MAX Preferred Properties, Oklahoma City	141.09	2.9	3.2	1,137	0.7	44	Norma Coppedge	1983
226	ERA Windward Properties, Corpus Christi, Texas	79.96	5.4	1.5	734	-9.2	55	David Wallace	1992
227	RE/MAX Masters Real Estate, Fayetteville, N.Y.	71.90	48.7	3.1	533	35.3	23	Mary McNeill	1992
228	Coldwell Banker Best Realty, Tehachapi, Calif.	47.15	54.2	1.0	432	35.0	47	Kathleen J. Vejtasa	1986