

REAL ESTATE BROKERS

Ranking:
Number of local licensees

The List

■ AGAINST ALL ODDS

- The Valley's previous record of 36,001 new home permits, set in 1998, was broken in 2001 with 36,151 permits counted in the metro Phoenix area.
- 105,718 homes found new owners in the Valley of the Sun in 2001 setting new records for both new and resale homes.
- Resales were a big story with 71,936 resale home transactions in 2001.

Source: The Phoenix Housing Market Letter @ www.rbrownreports.com

Rank 2002 2001	Firm name address	Telephone Fax Web or e-mail address	Number of local licensees offices support staff/ management	Number of residential transactions ¹ closed in 2001 2000	Local residential sales volume ² 2001 2000	Primary type of firm structure ³	Services/specialties	Chief executive officer Designated broker	Year founded locally
1	Coldwell Banker Success Realty 6808 E. Camelback Road Scottsdale 85251	480-481-8400 Fax 480-481-8491 www.cbsuccess.com	1,700 31 225	15,200 13,200	\$3.5 B \$2.75 B	WND	full-svc. residential, new homes, luxury properties, corp./family relocation, resort/golf prop., referral network, commercial, concierge, mortgage/title svc.	Robert McCord William Jilbert	1950
2	West USA Realty Inc. 11022 N. 28th Drive, Ste. 100 Phoenix 85029	602-942-4200 Fax 602-993-4057 www.westusa.com	1,321 5 75	17,909 16,244	2.5 B 2.2 B	100% concept	residential, commercial, land and business sales	Clay Fouts C. Dale Hillard	1986
3	Realty Executives 4427 N. 36th St., Ste. 200 Phoenix 85018	602-957-0444 Fax 602-955-8768 www.realtyexecutivesphx.com	1,275 17 WND	26,051 26,485	4.5 B 4.5 B	100% concept	residential, luxury homes, new homes, resale, commercial, relocation	Richard Rector John Foltz	1965
4	Dan Schwartz Realty Inc. 201 E. Camelback Road Phoenix 85012	602-274-8322 Fax 602-274-8357 www.danschwarzrealty.com	1,023 2 WND	3,623 3,628	580 M 596.2 M	100% concept	residential resale, new homes, vacant land, HUD, VA, residential rental	Duane Fouts Duane Fouts	1976
5	John Hall & Associates Inc. 11211 N. Tatum Blvd., Ste. 250 Phoenix 85028	602-953-4043 www.johnhall.com	728 6 38	8,237 7,742	1.4 B 1.3 B	100% concept	new and resale homes, luxury homes, relocation, land, rentals, property management, commercial	Jim Sexton Jim Sexton	1974
6	Russ Lyon Realty Co. 6710 N. Scottsdale Road, Ste. 180 Scottsdale 85253	480-778-8000 Fax 480-367-6090 www.russlyon.com	375 10 75	3,110 3,338	1.1 B 1.2 B	traditional	full-service buyer and seller representation, fine homes, homesites, golf properties, corporate relocation	Dennis Lyon Michael Messenger	1947
7	Ken Meade Realty Inc. 16991 N. Boswell Blvd. Sun City 85351	623-974-1888 Fax 623-974-8848 www.kenmeaderealty.com	330 4 42	3,464 3,566	400.8 M 415.4 M	traditional	residential, commercial, land, property management, business opportunities	Steven Meade Kenneth Meade	1983
8	Century 21 Metro Co. 3233 W. Peoria Ave., Ste. 224 Phoenix 85029	480-993-3900 Fax 602-866-5372 www.century21metro.com	300 7 35	1,957 1,545	259.2 M 191.6 M	traditional	residential, commercial, property management, fine homes and estates, relocation	Charles McLean Charles McLean	1980
9	Diamond Realty 8010 E. Morgan Trail, Ste. 11 Scottsdale 85258	480-922-0007 Fax 480-922-1288 diamondrealty@hotmail.com	249 2 5	1,144 WND	WND WND	100% concept	residential, new homes, land/lots, commercial and business opportunities	Kim Goodpasture Kim Goodpasture	1983
10	Coldwell Banker Pinnacle Peak 6808 E. Camelback Road Scottsdale 85251	480-481-8400 Fax 480-481-8491 www.cbinnaclepeak.com	240 6 25	1,144 1,080	455 M 485 M	WND	full-svc. residential, new homes, luxury properties, corp./family relocation, resort/golf prop., referral network, commercial, concierge, mortgage/title svc.	Robert McCord Dominic Scappaticci	1972
11	Century 21 Arizona Foothills 3930 E. Chandler Blvd., Ste. 1 Phoenix 85048	480-704-8000 Fax 480-704-8008 www.movephoenix.com	210 4 29	1,661 1,452	282.5 M 252.6 M	100% concept, traditional	relocation, connections, mature moves	Floyd Scott Colleen Gunderson	1989
11	Nu-Way Realty 7509 N. 35th Ave. Phoenix 85051	602-841-4671 Fax 602-973-6337 www.nu-wayrealty.com	210 7 22	1,936 1,791	203 M 183.7 M	traditional	full svc., buyer/seller representation, HUD, new homes, residential resale, VA, commercial, luxury homes, relocation, golf prop., rentals, lease purchase	John Hopkins Mike Cardwell	1978
13	Keller Williams Realty Ahwatukee Foothills 4001 E. Mountain Sky Ave., Ste. 105 Phoenix 85044	480-759-4300 Fax 480-706-0000 kramer@kw.com	199 1 6	1,628 1,335	312.6 M 293 M	100% concept + profit sharing	residential, commercial	Barry Kramer Barry Kramer	1997
14	Keller Williams Realty East Valley 2077 E. Warner Road Tempe 85284	480-839-6600 Fax 480-831-1442 www.kweastvalley.com	190 1 8	1,591 1,025	304.7 M 127.4 M	100% concept	land, residential, commercial, multifamily	D. Rider/S. Agnew David Rider	2000
15	RE/MAX Integrity Realtors 2400 W. Dunlap Ave., Ste. 115 Phoenix 85021	602-331-3000 Fax 602-331-1500 www.azintegrityhomes.com	175 3 14	3,561 3,127	519 M 436.6 M	100% concept	residential, new homes, commercial, retirement communities, buyer brokerage, relocation	Ed McCloud Ed McCloud	1980
16	RE/MAX Achievers 6424 E. Greenway Parkway Scottsdale 85254	480-596-9799 Fax 480-682-3211 www.azachievers.com	170 4 14	2,588 1,970	519.3 M 364 M	100% concept	residential sales, relocation, new home sales, land, rentals	Tim Hatlestad Larry Hibler	1997
17	Century 21 Distinguished Properties 6500 N. Scottsdale Road Scottsdale 85253	480-596-2500 Fax 480-596-2512 www.century21distinguished.com	168 3 13	785 980	188 M 200 M+	traditional	residential, commercial	Rich Tibbets Rich Tibbets	1990
18	American Realty Brokers 4001 N. 32nd St. Phoenix 85028	602-955-6606 Fax 602-468-3705	160 2 5	350 WND	69.5 M 70 M	100% concept	residential, relocation, land/lots, commercial	J.R. Guess Sid Guess	1975
19	Desert State Realty Inc. 2727 W. Sweetwater Ave. Phoenix 85029	602-863-1560 Fax 602-866-7935 www.desertstater Realty.com	157 4 21	6,537 4,511	26.4 M 473.7 M	WND	full service, new and resale residential, subdivision sales, builder closeouts	Tiffany Drejza Harry Rider	1993
20	RE/MAX Excalibur Real Estate 15160 N. Hayden Road, Ste. 100 Scottsdale 85260	480-483-3333 Fax 480-483-6438 www.excaliburrealestate.com	131 2 8	1,757 1,600	390 M 340 M	100% concept	residential sales, listing services, land and investments, relocation service, buyer representation	Howard Lein James Bourdeau	1988
21	Arizona Best Real Estate 11333 N. Scottsdale Road, Ste. 100 Scottsdale 85254	480-948-4711 Fax 480-483-7439 www.arizonabest.com	118 4 9	539 524	84.9 M 88.9 M	traditional	full service, luxury homes, new homes, Christie's Great Estates and Dale Referral Network	Charmayne MacIntyre David MacIntyre	1987
22	DPR Realty LLC 6925 E. Fifth Ave., Ste. 1 Phoenix 85251	480-994-0800 Fax 480-994-0700 www.dprhomes.com	106 1 7	201 NA	27.4 M NA	100% concept	full service	Tom Parcells Linda Dearing	2001
23	HomeSmart 5812 N. 16th St. Phoenix 85016	602-230-7600 Fax 602-230-7666 www.homesmartintl.com	98 1 3	279 NA	51.1 M NA	100% concept	full service	WND Matt Widdows	1997
24	Keller Williams Legacy One Realty 1001 W. Southern Ste. 106 Mesa 85210	480-733-6300 Fax 480-733-6200 klw148@kw.com	93 2 6	WND 660	91.1 M 94.6 M	100% concept, traditional	relocation, fine homes division	Linda Bechtel Linda Bechtel	1999
25	RE/MAX Anasazi Realty 4500 S. Lakeshore Drive, Ste. 100 Tempe 85282	480-838-7772 Fax 480-838-1036 dekka237@qwest.net	73 1 4	1,659 1,571	272.9 M 257.2 M	100% concept	residential resales, new homes, leasing and property management	Dennis Keith Dennis Keith	1990

Source: Representatives of the residential real estate brokerage firms.

In case of ties, firms are listed alphabetically.

B - billion M - million WND - would not disclose NA - not available - not ranked in 2001

1 Transactions include either a listing side or a selling side of a closed transaction. Includes new homes, HUD and VA sales. Number indicates closed sides.

2 Each side is counted at full value.

3 100% concept firms earn their income primarily from fees paid by licensed agent to the firm

for use of firm's name, marketing systems and facilities. Traditional concept firms earn their income primarily from a share of the income from closed real estate transactions.

NOTES: Prudential Preferred Properties (#6 on last year's list) was purchased by Coldwell Banker in June 2001 and is now combined into Success Realty and Pinnacle Peak Realty. Keller Williams Arizona Realtors (#7 on last year's list) and Realty Experts Inc. (#8 on last year's list) did not respond by press time.

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any method, in whole or in part, without written permission of The Business Journal. While every attempt is made to ensure the thoroughness and accuracy of the list, omissions and errors sometimes occur. Please send corrections or additions on company letterhead to Judy Trunnelle, 3030 N. Central Ave., Ste. 1500, Phoenix 85012-2750.

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