

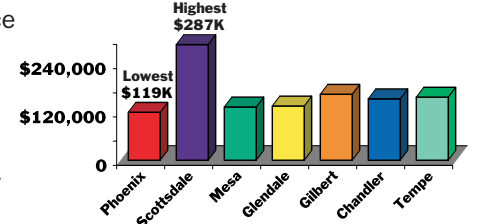
# REAL ESTATE BROKERAGE FIRMS

Ranking:  
Number of local licensees

# The List

## MEDIAN SALES PRICES

Median resale price  
of single-family  
homes in 2002:



Source: Arizona Real Estate Center, L. William Seidman Research Institute, W.P. Carey School of Business, Arizona State University

Rank 2003 2002	Firm name Address	Telephone Fax Web or e-mail address	Number of local licensees offices support staff/ management	Number of residential transactions <sup>1</sup> closed in 2002 2001	Local residential sales volume <sup>2</sup> 2002 2001	Primary type of firm structure <sup>3</sup> Avg. sales per agent <sup>4</sup>	Services/specialties	Chief executive officer Designated broker	Year founded locally
1	<b>Coldwell Banker Success Realty</b> 10446 N. Seventh St., Ste. 200 Scottsdale 85258	480-481-8400 Fax 480-481-8491 www.cbsuccess.com	1,480 22 175	16,400 15,200	\$3.6 B \$3.5 B	WND 11.1	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	<b>West USA Realty Inc.</b> 11022 N. 28th Drive, Ste. 100 Phoenix 85029	602-942-4200 Fax 602-564-6314 www.westusa.com	1,377 5 69	18,310 17,909	2.87 B 2.5 B	100% concept 13.3	residential, luxury, commercial, business opportunities, full service	Clay Fouts C. Dale Hillard	1986
3	<b>Dan Schwartz Realty Inc.</b> 201 E. Camelback Road Phoenix 85012	602-274-8322 Fax 602-274-8357 www.danschwarzrealty.com	1,311 2 15	3,968 3,623	635 M 580 M	100% concept 3	residential resale, new homes, vacant land, residential rental	Duane Fouts Duane Fouts	1976
4	<b>Realty Executives</b> 4427 N. 36th St., Ste. 200 Phoenix 85018	602-957-0444 Fax 602-955-8768 www.realtyexecutivesphx.com	1,298 56 140	28,906 26,051	5.4 B 4.5 B	100% concept 22.3	residential, commercial, land, luxury homes, new homes, relocation, golf properties, referral network	Richard Rector John Foltz	1965
5	<b>John Hall &amp; Associates</b> 11211 N. Tatum Blvd. Phoenix 85028	602-953-4043 Fax 602-953-4048 www.johnhall.com	770 6 38	8,015 8,237	1.48 B 1.4 B	100% concept 10.4	full-service residential, new and luxury homes, relocation, land, rentals, property management, buyer representation, commercial	Jim Sexton Jim Sexton	1974
6	<b>Century 21 Metro Alliance</b> 19820 N. 7th St. Phoenix 85024	602-993-3900 Fax 602-399-5372 www.century21metro.com	475 11 55	2,887 1,957	462.2 M 259.2 M	traditional 6.1	residential, commercial, property management, fine homes and estates, relocation	Charles McLean Charles McLean	1980
6	<b>Russ Lyon Realty Co.</b> 6710 N. Scottsdale Road, Ste. 180 Scottsdale 85253	480-367-6061 Fax 480-367-6090 www.russlyon.com	475 8 80	3,443 3,110	1.2 B 1.1 B	traditional 7.25	full-service buyer and seller representation, luxury homes, resort homes, corporate relocation, national referral services	Dennis Lyon Michael Messenger	1947
8	<b>Re/Max Achievers</b> 6424 E. Greenway Parkway Scottsdale 85254	480-596-9799 Fax 480-682-3211 www.azachievers.com	407 11 40	4,504 2,588	780 M 519.3 M	100% concept 11.1	residential, new homes, relocation, land and lots, property management, commercial	Tim Hatlestad Larry Hibler	1997
9	<b>Ken Meade Realty Inc.</b> 16991 N. Boswell Blvd. Sun City 85351	623-974-1888 Fax 623-974-8848 www.kenmeaderealty.com	330 4 38	3,729 3,464	444.1 M 400.8 M	traditional 11.3	residential, commercial, land, property management, business opportunities	Steven Meade Kenneth Meade	1983
10	<b>Nu-Way Realty</b> 7509 N. 35th Ave. Phoenix 85051	602-841-4671 Fax 602-973-6337 www.nu-wayrealty.com	266 6 25	2,112 1,936	229.2 M 203 M	traditional 7.9	full service, buyer/seller representation, HUD, new homes, residential resale, VA, commercial, luxury homes, relocation, golf properties, lease purchases	John Hopkins Mike Cardwell	1978
11	<b>Diamond Realty</b> 9364 E. Raintree Drive, Ste. 105 Scottsdale 85260	480-922-0007 Fax 480-922-1288 diamondrealty@hotmail.com	250 1 4	1,448 1,144	WND WND	100% concept 5.8	residential, new homes, land/lots, commercial	Kim Goodpasture Kim Goodpasture	1983
12	<b>Keller Williams Realty East Valley</b> 2077 E. Warner Road Tempe 85284	480-839-6600 Fax 480-831-1442 www.kwev.intranets.com	240 1 4	1,840 1,591	310 M 304.7 M	100% concept 7.7	residential real estate, profit-sharing system, top-agent training, business career development	Scott Agnew Jack Vander Woude	1999
13	<b>Prudential Arizona Properties</b> 16430 N. Scottsdale Road, Ste. 113 Scottsdale 85254	480-505-6300 Fax 480-505-6289 www.pruazproperties.com	234 9 32	1,292 NA	297.6 M NA	traditional 5.5	residential, land, commercial, luxury homes, development	Margaret Dixon Margaret Dixon	2001
14	<b>DPR Realty</b> 7300 E. Camelback Road Scottsdale 85251	480-994-0800 Fax 480-994-0700 www.dprhomes.com	222 1 6	672 201	99.7 M 27.4 M	100% concept 3	residential, luxury homes, commercial, vacant land	Tom Parrella Jennifer Hurley	2001
15	<b>Coldwell Banker Pinnacle Peak Realty</b> 10446 N. 74th St., Ste. 200 Scottsdale 85258	480-481-8400 Fax 480-481-8491 www.cbinnaclepeak.com	220 6 25	1,256 1,144	560 M 455 M	WND 5.7	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
16	<b>Keller Williams Realty Ahwatukee Foothills</b> 4001 E. Mountain Sky Ave. Phoenix 85044	480-759-4300 Fax 480-706-0000 mmonroe@kw.com	207 1 6	1,461 1,628	342.1 M 312.6 M	traditional 7.1	residential real estate	Barry Kramer Barry Kramer	1997
17	<b>American Realty Brokers</b> 4001 N. 32nd St. Phoenix 85018	602-955-6606 Fax 602-468-3705 www.americanrealtybrokers.com	204 2 6	616 350	120 M 69.5 M	100% concept 3	full service residential, commercial, land	Jared Guess Sid Guess	1975
18	<b>Century 21 Arizona Foothills</b> 3930 E. Chandler Blvd., Ste. 1 Phoenix 85048	480-704-8000 Fax 480-704-8008 www.movephoenix.com	203 4 30	1,521 1,661	297.7 M 282.5 M	both 7.5	relocation, connections, mature moves	Floyd Scott Colleen Gunderson	1989
19	<b>Re/Max Integrity Realtors</b> 2400 W. Camelback Ave., Ste. 115 Phoenix 85021	602-331-3000 Fax 602-331-1500 www.azintegrityhomes.com	181 3 14	3,451 3,561	559.8 M 519 M	100% concept 19.1	residential, new homes, commercial, retirement relocation, buyer brokerage	Ed McCloud Ed McCloud	1980
20	<b>HomeSmart</b> 5812 N. 16th St., Ste. 100 Phoenix 85016	602-230-7600 Fax 602-230-7666 www.homesmartintl.com	164 2 5	382 279	69.9 M 51.1 M	100% concept 2.3	full service	Matt Widdows Matt Widdows	1997
21	<b>Re/Max Excalibur Realty</b> 15166 N. Hayden Road, Ste. 100 Scottsdale 85260	480-483-3333 Fax 480-483-6438 www.excaliburrealestate.com	163 2 9	1,863 1,757	457.2 M 390 M	100% concept 11.4	residential and commercial sales, investment properties, listing services, relocation, buyer representation	Howard Lein James Bourdeau	1988
22	<b>Desert State Realty Inc.</b> 2727 W. Sweetwater Ave. Phoenix 85029	480-863-1560 Fax 602-866-7935 www.desertstaterealty.com	101 4 23	4,991 6,537	75.4 M 26.4 M	WND 31	full service, new and resale residential, subdivision sales, builder closeouts	Tiffany Drezja Harry Rider	1993
23	<b>Century 21 Distinguished Properties</b> 6500 N. Scottsdale Road Scottsdale 85253	480-596-2500 Fax 480-596-2512 www.century21distinguished.com	146 3 13	687 785	160 M 188 M	traditional 4.7	new and resale residential, commercial	Rich Tibbets Rich Tibbets	1990
24	<b>Arizona Best Real Estate</b> 11333 N. Scottsdale Road, Ste. 100 Scottsdale 85254	480-948-4711 Fax 480-483-7439 www.arizonabest.com	120 4 9	552 539	105 M 84.9 M	traditional 4.6	full service, luxury homes, new homes, Christie's Great Estates and Relo Referral Network	Charmayne MacIntyre David MacIntyre	1988
25	<b>Prudential American Associates Real Estate</b> 2306 S. McClintock Drive Tempe 85282	480-829-3460 Fax 480-829-3469 www.pruamerican.com	98 4 10	569 NA	84.2 M NA	both 5.8	residential resale, new and luxury homes, corporate relocation, residential property management/rental, HUD/VA and other repos, land, commercial sales	Glendel Ewell Bonnie Ewell-Doll	1976

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 2002  
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. 4 Average number of sales per agent was computed by dividing total number of residential transaction sides closed in 2002 by number of local licensees.

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