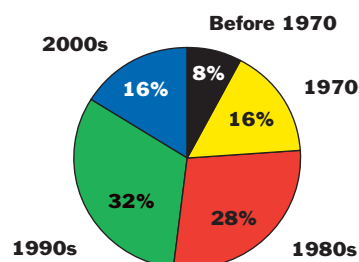


# RESIDENTIAL REAL ESTATE BROKERAGE FIRMS

Ranking:  
Number of local licensees

# The List

## BY YEAR FOUNDED



A look at when the Valley's top residential real estate brokerage firms were established locally:

Source: The List

Rank 2005 2004	Firm Name Address	Telephone Fax Web or e-mail	Number of local licensees Offices Staff/Mgmt.	Number of residential transactions <sup>1</sup> closed in 2004 2003	Local residential sales volume <sup>2</sup> 2004 2003	Primary type of firm structure <sup>3</sup> Avg. sales per agent <sup>4</sup>	Services/specialties	CEO Designated broker	Year estab. locally
1	<b>Coldwell Banker Success Realty</b> 10446 N. 74th St., Ste. 200 Scottsdale 85258	480-481-8400 480-481-8491 www.cbsuccess.com	2,350 44 260	23,528 17,318	\$5.3 B \$3.9 B	WND 10.01	full-service residential, luxury homes, golf properties, corporate/family relocation, commercial, concierge, mortgage/title	Robert McCord Bill Jilbert	1992
2	<b>West USA Realty Inc.</b> 11022 N. 28th Drive, Ste. 100 Phoenix 85029	602-942-4200 602-564-6314 www.westusa.com	1,685 5 70	22,694 19,838	4.308 B 3.363 B	100% concept 13.5	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 602-274-8357 www.danschwartzrealty.com	1,673 3 28	7,414 5,588	1.37 B 950 M	100% concept 4.43	residential, resale homes, new homes, luxury homes and vacant land	Duane Fouts Duane Fouts	1976
4	<b>Realty Executives</b> 4427 N. 36th St., Ste. 200 Phoenix 85018	602-957-0444 602-224-1445 www.searchhomes.com	1,531 63 125	28,768 24,251	6.8 B 4.9 B	100% concept 18.79	residential, commercial, land, luxury homes, new homes, relocation, golf properties, referral network, church	Camille Sullivan John Foltz	1965
5	<b>DPR Realty</b> 7300 E. Camelback Road Scottsdale 85251	480-994-0800 480-994-0700 www.dprhomes.com	894 4 21	2,900 1,342	571.6 M 280.3 M	100% concept 3.24	full service, residential, luxury homes, commercial sales/leasing, new homes, land/lots, business opportunities, referrals	Tom Parrella John Deidiker	2001
6	<b>John Hall &amp; Associates Inc.</b> 11211 N. Tatum Blvd., Ste. 200 Phoenix 85028	602-953-4043 602-953-4048 www.johnhall.com	860 6 38	9,250 8,400	2.175 B 1.66 B	100% concept 10.76	full-service residential, new and luxury homes, relocation, land, rentals, property management	Jim Sexton Jim Sexton	1974
7	<b>HomeSmart</b> 5611 N. 16th St., Ste. 100 Phoenix 85016	602-230-7600 602-230-7666 www.homesmartintl.com	821 4 18	2,521 762	453.4 M 131 M	100% concept 3.07	residential, luxury, investment, full-service technology-driven company	Matt Widdows Matt Widdows	1997
8	<b>Century 21 Metro Alliance</b> 19820 N. 7th St. Phoenix 85024	623-399-3900 623-399-5377 www.century21metroalliance.com	790 17 65	5,679 3,917	1.127 B 529.2 M	traditional 7.19	res./comm., full-service buyer/seller rep., luxury/resort homes, referrals, mortgage/title service, family/corp. relocation, property mgt., new homes	C. McLean, P. Mercurio Charles McLean	1980
9	<b>Russ Lyon Realty Co.</b> 6710 N. Scottsdale Road, Ste. 180 Scottsdale 85253	480-367-6040 480-367-6090 www.russlyon.com	860 11 85	4,534 3,643	1.9 B 1.3 B	traditional 6.87	full-service buyer and seller representation, luxury homes, resort homes, relocation services, mortgage/title services	Dennis Lyon Michael Messenger	1947
10	<b>RE/MAX Achievers</b> 6424 E. Greenway Parkway Scottsdale 85254	480-596-9799 480-822-3211 www.azachievers.com	428 11 40/7	8,068 6,654	1.77 B 1.21 B	100% concept 18.85	full-service buyer/seller representation, residential new and luxury homes, relocation, land, lots, commercial and property management	Tim Hatlestad Larry Hibler	1997
11	<b>Prudential Arizona Properties</b> 16430 N. Scottsdale Road, Ste. 113 Scottsdale 85254	480-505-6300 480-505-6289 www.pruaz.com	415 8 40	2,589 1,686	700 M 416.9 M	traditional 6.2	full-service residential, new homes, luxury properties, corporate/family relocation, resort/golf properties, referral network, mortgage	Margaret Dixon Margaret Dixon	2001
12	<b>Windermere Real Estate</b> 7702 E. Doubletree Ranch Road, Ste. 300 Scottsdale 85258	480-902-3330 480-902-3331 www.windermere.com	384 11 52	2,144 NA	472.8 M NA	both 5.6	full-service residential real estate services including resale, new homes, luxury homes, land and an interactive Web site	Jeanne Grainger Jeanne Grainger	2001
13	<b>Ken Meade Realty Inc</b> 16991 N. Boswell Blvd. Sun City 85351	623-974-1888 623-974-8848 www.kenmeaderealty.com	320 4 32	3,764 3,464	585 M 400.8 M	traditional 11.8	residential, commercial, land, property management, business opportunities	Steven Meade Kenneth Meade	1983
14	<b>Keller Williams Realty Professional Partners</b> 250 N. Litchfield Road, Ste. 260 Goodyear 85338	623-882-8000 623-882-8008 www.kellerprofessionalpartners.com	314 2 7	1,765 975	304.9 M 149.7 M	100% 5.6	full-service residential, commercial, resale and new homes, land, investment properties, luxury homes, profit sharing and top agent training	Tom Wood Pam Burt	2001
15	<b>Keller Williams Realty East Valley</b> 2077 E. Warner Road, Ste. 110 Tempe 85284	480-839-6600 480-776-5230 www.kwev.intranets.com	312 1 10	2,410 2,054	485 M 356.4 M	100% concept 7.7	residential, commercial, land	Scott Agnew Jack Vander Woude	1999
16	<b>Century 21 Arizona Foothills</b> 3100 W. Ray Road, Ste. 145 Chandler 85226	480-857-6600 480-899-8060 www.movephoenix.com	310 7 35	2,384 1,705	594.3 M WND	both 7.7	full service relocation, property management connections, resale, land, luxury, commercial, new	Floyd Scott Floyd Scott	1990
17	<b>RE/MAX Excalibur Realty</b> 15160 N. Hayden Road, Ste. 100 Scottsdale 85260	480-483-3333 480-483-6438 www.excaliburrealty.com	245 3 12	2,818 2,207	806.9 M 562 M	100% concept 11.5	residential and commercial brokerage, investment property, relocation, national referral service	Howard Lein James Bourdeau	1988
18	<b>Coldwell Banker Pinnacle Peak Realty</b> 10446 N. 74th St., Ste. 200 Scottsdale 85258	480-481-8400 480-481-8491 www.cbpinnaclpeak.com	243 5 22	1,700 1,318	825 M 615 M	WND 6.99	full-service residential, resort, golf properties, luxury homes, mortgage/title, new homes, referral network	Robert McCord Dominic Scappaticci	1972
19	<b>Keller Williams Realty Ahwatukee Foothills</b> 4621 E. Chandler Blvd., Ste. 160 Phoenix 85048	480-759-4300 480-706-0000 www.kwfoothills.com	236 1 4	2,383 2,122	462.2 M 388.5 M	100% 10.1	training, coaching, consulting at all levels	Barry Kramer Barry Kramer	1997
20	<b>RE/MAX Integrity Realtors</b> 2400 W. Dunlap Ave., Ste. 115 Phoenix 85021	602-331-3000 602-331-1500 www.azintegrityhomes.com	228 3 16	4,255 3,864	829.9 M 649.4 M	100% concept 18.66	residential, new homes, commercial, land, relocation, adult, buyer representation, listing services	Ed McCloud Ed McCloud	1980
21	<b>Desert State Realty Inc.</b> 7055 W. Bell Road Glendale 85308	623-298-0098 623-298-0099 www.desertstater Realty.com	210 4 23	6,339 5,763	158 M 86.5 M	traditional 30	full-service new and resale, residential, subdivision, builder close-outs	Glenda Rider Tiffany Drezja	1993
22	<b>Prudential American Associates</b> 2306 S. McClintock Drive Tempe 85282	480-829-3460 480-829-3469 www.pruamericanrealty.com	168 4 16	1,182 688	265.3 M 108.9 M	both 7	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
23	<b>Arizona Best Real Estate</b> 11333 N. Scottsdale Road, Ste. 100 Scottsdale 85254	480-948-4711 480-483-7439 www.arizonabest.com	151 5 11	760 666	209.2 M 136.1 M	traditional 5	residential real estate, luxury real estate, relocation, corporate transfers	Charmayne MacIntyre David MacIntyre	1988
24	<b>Century 21 Distinguished Properties</b> 6500 N. Scottsdale Road Scottsdale 85253	480-596-2500 480-596-2512 www.c21distinguished.com	150 1 7	693 655	165 M 142 M	traditional 4.6	residential, resale and new, commercial investment and relocation services	Rich Tibbets Rich Tibbets	1989
25	<b>Diamondback Realty LLC</b> 2101 E. Broadway Road, Ste. 15 Tempe 85282	480-513-9904 480-503-8120 www.diamondbackrealty.com	51 3 9	476 378	85.9 56.2 M	both 9.3	residential, new homes, luxury properties, land, buyer representation, full-service training and coaching programs	Steve/Claudia Jordan Heidi Quigley	1997

Source: Representatives of the residential real estate firms. Many other firms were contacted but did not respond by press time.

B - billion M - million - not ranked in 2004

WND - would not disclose

1 Transactions include either the listing or the selling side of a closed transaction; includes new home, HUD and VA sales; number includes closed sides. 2 Each side is counted. 3 100%

concept firms earn their income primarily from fees paid by licensed agents for use of the firm's name, marketing systems and facilities. Traditional concept firms earn their income primarily from a share of the income from closed transactions.

4 Average number of sales per agent was computed by dividing total transaction sides closed in 2004 by the number of local licensees.

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