

RESIDENTIAL REAL ESTATE BROKERS

20 years ago *Ranked by number of agents*

Company	Agents
John Hall & Associates	812
Realty Executives	740
Coldwell Banker Residential Real Estate	567
Merrill Lynch Realty/Arizona	400
Tradewinds	400

Ranking: 2008 local residential sales volume

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Rank 2009	Firm name Address	Telephone Fax Web	2008 local residential sales volume	List volume Sold volume	List number Sold number	Local licensees Local offices Mgmt/staff	Services/specialties	Type of firm structure Year founded locally	Top local executive Designated broker
1	Realty Executives - Phoenix 4427 N. 36th St. Phoenix 85018	602-957-0444 Fax 602-912-1504 www.searchhomes.com	\$3.03 B	\$1.61 B \$1.42 B	6,850 5,580	1,301 59 71	residential, luxury, relocation and commercial	100% concept firm 1965	Stu Troyan John Foltz
2	HomeSmart 3131 E. Camelback Road, Ste. 125 Phoenix 85016	602-230-7600 Fax 602-230-7666 www.homesmartinternational.com	\$2.51 B	\$1.01 B \$1.51 B	3,120 4,310	3,303 7 33	residential, new homes, luxury homes, lots and land, rentals and referrals, agent education, concierge services	100% concept firm 1997	Matt Widdows Trudy Moore
3	West USA Realty 16150 N. Arrowhead Drive Fountain Center Drive, Ste. 145 Peoria 85382	602-942-4200 www.westusa.com	\$1.81 B	\$6.8 M \$1.03 B	5,560 10,070	1,179 5 30	DND	100% concept firm 1986	Clay Fouts C. Dale Hillard
4	Russ Lyon Sotheby's International Realty 23733 N. Scottsdale Road, Ste. 200 Scottsdale 85255	480-585-7070 www.russlyon.com	\$1.33 B	\$693.92 M \$640.54 M	3,830 2,800	710 5 15	residential real estate	traditional concept firm 1947	Dominic Scappaticci Dominic Scappaticci
5	DPR Realty 8341 E. Gelding Drive Scottsdale 85260	480-994-0800 Fax 480-994-0700 www.dprhomes.com	\$1.05 B	\$428.34 M \$617.77 M	4,750 3,420	1,689 4 18	luxury homes, commercial sales/leasing, new home, land/lots, business opportunities, referrals	100% concept firm 2001	Tom Parrella Barry Lehane
6	John Hall & Associates Inc. 11211 N. Tatum Blvd., Ste. 250 Phoenix 85028	602-953-4043 Fax 602-953-4048 www.johnhall.com	\$1 B	\$524.8 M \$476 M	1,950 1,700	657 4 33	buyer and seller representation, short sales and bank owned, HUD sales, new and luxury homes	100% concept firm 1974	Jim Sexton Jim Sexton
7	RE/MAX Achievers 6424 E. Greenway Pkwy. Scottsdale 85254	480-596-9799 Fax 480-603-4450 www.azachievers.com	\$697.2 M	\$314.40 M \$382.80 M	1,750 1,770	285 6 35	residential and commercial brokerage, property management, land brokerage and multiunit brokerage	100% concept firm 1997	Tim Hatlestad Larry Hibler
8	RE/MAX Excalibur Realty 21803 N. Scottsdale Road, Ste. 100 Scottsdale 85255	480-850-5000 www.excaliburrealestate.com	\$524.88 M	\$244.49 M \$280.39 M	680 760	221 4 13	DND	100% concept firm 1991	Howard Lein Roland Johnson
9	Century 21 Arizona Foothills 3930 E. Chandler Blvd., Ste. 1 Phoenix 85048	480-704-8000 Fax 480-704-8008 www.movephoenix.com	\$476.24 M	\$390 M \$247.37 M	2,180 2,250	435 8 36	full service, relocation, property management, REO, short sale division	traditional concept firm 1988	Floyd Scott Floyd Scott
10	Keller Williams Realty Sonoran Living 4621 E. Chandler Blvd., Ste. 160 Phoenix 85048	480-759-4300 Fax 480-706-0000 www.kwfoothills.com	\$361.2 M	\$196.45 M \$164.75 M	1,529 1,587	269 2 6	residential real estate, all price levels	NA 1997	Mary Ann Monroe Barry Kramer
11	RE/MAX Integrity Realtors 20241 N. 67th Ave., Ste. A-1 Glendale 85308	623-362-3000 www.azintegrityhomes.com	\$331.51 M	\$137.46 M \$194.06 M	590 1,380	140 3 11	residential, new homes, relocation, adult communities, buyer representation, listing services, REO properties	100% concept firm 1980	Ed McCloud Ed McCloud
12	Signature Properties 15215 N. Kierland Blvd., Ste. 104 Scottsdale 85254	480-355-0200 Fax 480-355-0210 www.signaturepropertiesaz.com	\$316.45 M	\$260.53 M \$55.91 M	360 50	8 1 5	real estate sales and consulting	NA 2005	Bill Hammond Bill Hammond
13	RE/MAX Renaissance Realty 9059 W. Lake Pleasant Pkwy., Ste. B-200 Peoria 85382	623-889-2588 Fax 623-505-5330 www.parrishomes.com	\$232 M	\$175.99 M \$56.01 M	1,810 1,420	63 3 13	full-service REO management brokerage with the resources and capacity to handle 600-plus listings	100% concept firm 2005	Eddy Parris Mark Parris
14	Hague Partners 5205 E. Lincoln Drive, Bldg. B Paradise Valley 85253	480-998-0110 www.haguepartners.com	\$176.3 M	\$147.36 M \$28.94 M	70 30	6 1 3	DND	100% concept firm 1996	Gregory Hague William Stafford
15	Arizona Best Real Estate 11333 N. Scottsdale Road, Ste. 100 Scottsdale 85254	480-948-4711 www.arizonabest.com	\$148.33 M	\$38.21 M \$110.12 M	140 290	134 3 7	residential real estate, relocation, corporate transfers, real estate investments	traditional concept firm 1988	Charmayne MacIntyre David MacIntyre
16	West USA Revelation Realty 4050 S. Arizona Ave., Ste. 4 Chandler 85248	480-722-9800 Fax 480-722-9833 www.westusarevelation.com	\$137.6 M	\$60.89 M \$76.72 M	180 390	143 2 6	residential, luxury, property management, investment, land	NA 2005	Chuck Fazio Chuck Fazio
17	Diamondback Realty LLC 14300 Northsight Blvd., Ste. 104 Scottsdale 85260	480-513-9904 Fax 480-967-8400 www.diamondbackrealty.com	\$126.93 M	\$40.02 M \$86.91 M	180 400	68 5 8	investment, foreclosures and luxury properties; single family homes, townhomes, condos, lofts and land	NA 1997	Claudia Jordan Shelby Brown
18	Phoenician Properties Realty 6991 E. Camelback Road, Ste. D-105 Scottsdale 85251	480-663-1400 Fax 480-663-1401 www.phoenicianproperties.com	\$100 M	\$35 M \$65 M	230 140	94 1 3	residential real estate brokerage including in-house mortgage and insurance	100% concept firm 2001	Joseph Scarp Joseph Scarp
19	Weichert Realtors Elite 14350 N. 87th St., Ste. 100 Scottsdale 85260	602-604-0400 www.weichertelite.com	\$62.24 M	\$53.6 M \$8.64 M	400 60	31 1 8	specializing in bank-owned properties, investors and short sales	traditional concept firm 2004	Erik Weichert Gregory Ehmann

Source: Representatives of the real estate brokerage firms. Information on this list was supplied in whole or in part by individual companies through questionnaires. If you wish to be considered for this list in the future, or any of our other lists, please visit www.bizjournals.com/phoenix/bo/survey/ to complete a nomination form for your company.
DND - did not disclose B - billion M - million

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Research by Dale Brown and Lisa Poulin