

AS PUBLISHED IN
ATLANTA BUSINESS CHRONICLE

MARCH 2007

ATLANTA'S
TOP 10
RESIDENTIAL
REAL ESTATE
ORGANIZATIONS

RANKED BY GROSS RESIDENTIAL SALES VOLUME



ATLANTA'S TOP 25 RESIDENTIAL REAL ESTATE OFFICES

Ranked by gross residential sales volume in Atlanta

Rank	This year	Last year	Office*	2006 Atlanta gross residential sales volume from closed transactions	Number of homes sold in 2006	Number of sales agents in Atlanta / Total Atlanta staff	Office structure	Chief Atlanta officer(s)	Year est. in Atlanta
1	(4)		Coldwell Banker The Condo Store 1 Glenlake Parkway, Suite 800 Atlanta, Ga. 30328 www.condostore.com	(404) 705-1570 \$777,637,000	3,473	132 217	owned and operated by NRT Inc.	Brad Horner	1993
2	(3)		Morris & Raper Realtors 990 Hammond Drive, Suite 710 Atlanta, Ga. 30328 www.morrisandraper.com	(770) 671-0088 \$740,000,900	3,800	220 230	independent	Gail F. Raper	1979
3	(NR)		Solid Source Realty Inc. 10900 Crabapple Road Roswell, Ga. 30075 www.solidsource Realty.com	(770) 475-1130 \$655,852,186	4,019	1,355 1,390	independent	Michele Shoda	2003
4	(10)		Chapman Hall Realtors 8100 Lake Forest Drive Atlanta, Ga. 30328 www.chapmanhallrealtors.com	(404) 236-0043 \$637,500,000	2,414	325 830	independent	John F. Hallman III	2000
5	(1)		RE/MAX Greater Atlanta - Dunwoody 5591 Chamblee-Dunwoody Road, Suite 1300 Dunwoody, Ga. 30338 www.rmaxrealestate.com	(770) 394-0100 \$630,395,939	2,394	137 NA	franchise	Steve Graham	1979
6	(2)		RE/MAX Greater Atlanta Affiliates 1535 Holcomb Bridge Road Roswell, Ga. 30076 www.remaxgreateratlanta.com	(770) 993-8848 \$622,139,728	2,431	127 NA	franchise	Steve Graham	1985
7	(8)		Coldwell Banker Residential Brokerage - Buckhead 3650 Habersham Road Atlanta, Ga. 30305 www.coldwellbankeratlanta.com	(404) 262-1234 \$598,792,000	1,215	98 108	owned and operated by NRT Inc.	Jim Ware	1979
8	(7)		Harry Norman, Realtors Buckhead, Northwest 3629 Northside Parkway Atlanta, Ga. 30327 www.harrynorman.com	(404) 261-2700 \$577,063,977	833	111 121	Berkshire Hathaway Inc. affiliate	Jody Abstonce	1974
9	(9)		Harry Norman, Realtors Buckhead 532 East Paces Ferry Road, Suite 200 Atlanta, Ga. 30305 www.harrynorman.com	(404) 233-4142 \$547,295,774	921	136 145	Berkshire Hathaway Inc. affiliate	Spalding White	1930
10	(5)		RE/MAX Communities 135 Johnson Ferry Road, Suite 500 Marietta, Ga. 30066 www.remaxcommunities.net	(770) 965-2525 \$541,888,006	1,965	161 NA	franchise	Paul Collett, Judson Adamson	1990
11	(20)		Keller Williams Realty Atlanta Partners 2170 Satellite Blvd., Suite 195 Duluth, Ga. 30097 www.kw.com	(678) 775-2600 \$479,408,655	1,761	268 277	franchise	Joyce Kuglin	2000
12	(6)		RE/MAX Greater Atlanta - Grayson 1837 Adams Highway Grayson, Ga. 30017 www.remaxgreateratlanta.com	(770) 879-1700 \$470,380,573	1,876	113 NA	franchise	Steve Graham	1979
13	(14)		Jenny Pruitt & Associates Inc. - Buckhead 3405 Piedmont Road, Suite 150 Atlanta, Ga. 30305 www.jennypruitt.com	(404) 514-9000 \$467,029,248	836	128 138	independent	Nancy See, Rob Owen	1991
14	(17)		RE/MAX Greater Atlanta In Town 1878 Piedmont Road Atlanta, Ga. 30324 www.remaxgreateratlanta.com	(404) 809-9898 \$450,371,257	1,755	104 NA	franchise	Steve Graham	1979
15	(11)		Coldwell Banker Builder Developer Services 1 Glenlake Parkway, Suite 800 Atlanta, Ga. 30328 www.coldwellbankeratlanta.com	(404) 705-1700 \$432,847,000	964	51 80	owned and operated by NRT Inc.	Bea McDowell	1982
16	(13)		RE/MAX Greater Atlanta Associates - Duluth 10220 Medlock Bridge Road Duluth, Ga. 30097 www.remaxgreateratlanta.com	(770) 291-0100 \$403,566,342	1,229	96 NA	franchise	Steve Graham	1984
17	(NR)		Keller Williams Realty Atlanta Partners 2346 Wisteria Drive, Suite 120 Snellville, Ga. 30078 www.kw.com	(678) 808-1300 \$387,442,042	1,697	238 247	franchise	Henry Norman	2002
18	(18)		John Wieland Homes & Neighborhoods Inc./Wieland Realty Associates 1950 Sullivan Road Atlanta, Ga. 30337 www.wbhomes.com	(770) 996-2400 \$367,014,811	772	30 779	independent	John Wieland, Eric Price	1970
19	(15)		Jenny Pruitt & Associates Inc. - Sandy Springs 5290 Roswell Road N.E. Atlanta, Ga. 30342 www.jennypruitt.com	(404) 250-9900 \$381,465,848	886	113 123	independent	James Alexander, Helen Lynch	1988
20	(NR)		Metro Brokers/GMAC Real Estate, Gwinnett Place 3330 Satellite Blvd. Duluth, Ga. 30095 www.metrobrokers.com	(404) 843-2500 \$378,035,475	1,643	2,910 3,066	franchise, independent	Kevin Lavent	1979
21	(21)		RE/MAX Center 2855 Lawrenceville Suwanee Road, Suite 610 Suwanee, Ga. 30024 www.932.1234.net	(770) 932-1234 \$352,350,585	1,511	86 NA	franchise	Patrick Finnick, Faye Finnick	1994
22	(12)		RE/MAX Greater Atlanta - Northwest/Cobb 2050 Roswell Road Marietta, Ga. 30062 www.remaxgreateratlanta.com	(770) 873-9700 \$339,545,247	1,653	104 NA	franchise	Steve Graham	1986
23	(NR)		RE/MAX of Atlanta - Gwinnett Place 1948 Day Drive Duluth, Ga. 30096 www.remaxatlanta.com	(770) 476-2727 \$337,800,778	1,431	78 NA	franchise	Bob Sore	1984
24	(24)		Harry Norman, Realtors - Buckhead at Powers Ferry 3744 Roswell Road Atlanta, Ga. 30342 www.harrynorman.com	(404) 233-1492 \$317,638,369	750	91 96	Berkshire Hathaway Inc. affiliate	Herbert Eustis	1980
25	(NR)		RE/MAX Advantage I - Stockbridge 102 Love St. Stockbridge, Ga. 30281 www.advantagehousehunt.net	(770) 389-5300 \$315,754,812	1,536	83 NA	franchise	Leslie Edwards, Kent Miller, Mike Ward, Mike Barry	1987

* A residential real estate office is defined here as a single individual address location.
 † Figures represent closed transactions.
 ‡ Office submitted a statement of verification supporting figures.
 NA - Not available or not applicable
 NR - Not ranked or not relevant

SOURCES: Atlanta Business Chronicle research and the offices

It is not the intent of this list to endorse the participants or to imply that the size of an office indicates its quality. Although every attempt is made to ensure the accuracy and thoroughness of Atlanta Business Chronicle charts, omissions sometimes occur. All information listed is based on responses from the offices to Atlanta Business Chronicle surveys. Please send corrections or additions on company letterhead to Felty Coon, Research Director, Atlanta Business Chronicle, 3423 Piedmont Road, Suite 400, Atlanta, Ga. 30305, or e-mail pcoon@abjournal.com.