

ATLANTA'S TOP 25 RESIDENTIAL REAL ESTATE COMPANIES

Ranked by gross residential sales volume in Atlanta

Rank	This year	Last year	Company*	2008 Atlanta gross residential sales volume from closed transactions	Number of homes sold in 2008 [§]	Number of sales agents in Atlanta / Total Atlanta staff	Company structure	Number of offices in Atlanta / Companywide	Chief Atlanta officer(s)	Year est. in Atlanta
1.	(1)		Coldwell Banker Residential Real Estate LLC dba Coldwell Banker Residential Brokerage 1 Glenlake Parkway Atlanta, Ga. 30328 www.coldwellbankeratlanta.com (404) 705-1500	\$2,280,400,000	9,405	1,328 1,511	owned and operated by NRT Inc.	20 849	Charlotte Sears	1958
2.	(2)		RE/MAX Greater Atlanta 5591 Chamblee-Dunwoody Road, Building 1300 Atlanta, Ga. 30338 www.atlantarealestate.net (770) 394-0100	\$2,075,639,866	9,128	615 NA	franchise	12 12	Raymond Morris, Mary Anne Frolik, Benjamin Christopher	1978
3.	(4)		Prudential Georgia Realty[^] 863 Holcomb Bridge Road Roswell, Ga. 30076 www.prudentialgeorgia.com (770) 992-4100	\$1,725,000,000	6,825	1,217 1,328	independent, franchise affiliation	22 22	Daniel T. Forsman	1964
4.	(3)		Harry Norman, Realtors 532 East Paces Ferry Road Atlanta, Ga. 30305 www.harrynorman.com (404) 504-7300	\$1,627,668,668	3,866	745 121	company-owned, franchises	10 16	Martha Hayhurst	1930
5.	(6)		Keller Williams Realty, The Rawls Group, Sandy Springs[^] 200 Glenridge Point Parkway, Suite 100 Atlanta, Ga. 30342 www.kw.com (404) 531-5700	\$1,182,750,349	3,996	879 915	franchise	6 6	Shaun Rawls, Jeri Moran, Steve Kout, Brad Felman, Connie Carlson, Cynthia Lippert, John Fountain, Russell Barber	1999
6.	(5)		Metro Brokers/GMAC Real Estate 5775-D Glenridge Drive, Second Floor Atlanta, Ga. 30328 www.metrobrokers.com (404) 843-2500	\$1,110,696,521	6,548	2,805 2,944	franchise, independent	24 27	Kevin Levent	1979
7.	(9)		Solid Source Realty Inc. 10900 Crabapple Road Roswell, Ga. 30075 www.solidsource Realty.com (770) 475-1130	\$1,007,784,000	5,947	2,700 2,732	independent	10 12	Michele Shoda Velcheck	2003
8.	(7)		Keller Williams Realty (Pinnacle Partners Group)[^] 2170 Satellite Blvd., Suite 460 Duluth, Ga. 30097 www.kw.com (678) 775-2600	\$935,437,132	4,460	887 928	franchise	10 12	Bryan Fair, Fred B. Perry III	2000
9.	(8)		Jenny Pruitt & Associates Inc. 532 East Paces Ferry Road, Third Floor Atlanta, Ga. 30305 www.jennypruitt.com (770) 394-5400	\$794,233,168	1,904	339 396	Birkshire Hathaway Inc. affiliate	6 6	Dan Parmer	1988
10.	(10)		RE/MAX Around Atlanta 2280 Satellite Blvd. Duluth, Ga. 30097 www.aroundatlanta.com (770) 495-0029	\$529,518,854	2,474	271 NA	franchise	8 8	Sharon Dover, Charolette Steed, Barbara Pearson, LeAnne Long, Cleve Gaddis, Kristen Anclien, Megan Pafford	1979
11.	(12)		RE/MAX Communities 135 Johnson Ferry Road, Suite 500 Marietta, Ga. 30068 www.atlantacommunities.net (770) 955-2525	\$358,566,111	1,658	154 NA	franchise	2 2	Paul Coletti, Judson Adamson	1987
12.	(13)		Coldwell Banker Bullard Realty 238 Stockbridge Road Jonesboro, Ga. 30236 www.cbbullard.com (770) 477-6400	\$354,000,000	2,102	290 28	franchise	7 7	Steve Bullard	1956
13.	(NR)		CH Realty Investments LLC 5780 Windward Parkway, Suite 310 Alpharetta, Ga. 30005 www.chathamlegacy.com (770) 663-7290	\$349,526,150	1,190	301 312	franchise	3 3	Harry L. Hammond Jr., David Chatham	2000
14.	(NR)		Keller Williams Realty Atlanta - West Cobb 2651 Dallas Highway Marietta, Ga. 30064 www.kellerwilliamssells.com (678) 631-1700	\$332,672,453	1,744	319 331	franchise	3 3	Chris Ferguson	2003
15.	(14)		RE/MAX Metro Atlanta Inc. 1944 Clairmont Road Decatur, Ga. 30033 www.realestateofatlanta.com (404) 321-3123	\$295,822,626	1,007	88 NA	franchise	3 3	Donna Armstrong	1979
16.	(15)		Pulte Homes Corp.[^] 3805 Crestwood Parkway, Suite 500 Duluth, Ga. 30096 www.pulte.com/atlanta (770) 381-3450	\$253,159,436	970	54 138	corporation	1 28	Alicia MacPhee	1968
17.	(11)		Chapman Hall, Realtors 6100 Lake Forrest Drive Atlanta, Ga. 30328 www.chapmanhallrealtors.com (404) 236-0043	\$251,328,000	1,309	298 302	independent	1 1	John F. Hallman III	2000
18.	(17)		Virtual Properties Realty Inc. 6650 Sugarloaf Parkway, Suite 700 Duluth, Ga. 30097 www.virtualpropertiesrealty.com (770) 495-5050	\$243,030,000	1,235	435 446	independent	2 2	Steve Wagner, Karen Burks	1999
19.	(16)		RE/MAX Executives 2260 North Druid Hills Road Atlanta, Ga. 30329 www.atlantagahomes.com (404) 325-5900	\$242,419,903	1,262	102 NA	franchise	3 3	Van Johnson, Mike Teate	1979
20.	(NR)		Atlanta Fine Homes Sotheby's International Realty[^] 3290 Northside Parkway, Suite 675 Atlanta, Ga. 30327 www.atlantafinehomes.com (404) 237-5000	\$228,005,661	298	83 97	independent franchise	1 1	Jenny Pruitt, David Boehmig	2007
21.	(21)		RE/MAX Center 2855 Lawrenceville-Suwanee Road, Suite 610 Suwanee, Ga. 30024 www.9321234.net (770) 932-1234	\$205,849,157	896	75 NA	franchise	2 2	Patrick Finnick	1994
22.	(NR)		RE/MAX Town & Country 2990 Eagle Drive, Suite 101 Woodstock, Ga. 30189 www.ourgeorgiahomes.com (770) 517-9100	\$189,473,893	793	97 NA	franchise	5 5	Eli Hooper, Matt Winger	1979
23.	(20)		RE/MAX of Buckhead 2911 Piedmont Road N.E. Atlanta, Ga. 30305 www.buckhead.georgia.remax.com (404) 233-4633	\$177,066,984	650	56 NA	franchise	2 2	Frances Penn	1979
24.	(22)		RE/MAX Professionals 970 Peachtree Industrial Blvd., Suite 100 Suwanee, Ga. 30024 www.homesmetroatlanta.com (770) 932-1600	\$175,454,426	639	35 NA	franchise	1 1	David Nix, Garland Smith	1999
25.	(19)		RE/MAX Advantage 102 Love St. Stockbridge, Ga. 30281 www.advantagehousehunt.net (770) 389-5300	\$168,190,283	1,490	61 NA	franchise	3 3	Kent Miller, Mike Ward, Mike Barry, Jeff Herman, David Black	1991

* A residential real estate company is defined here as an entity with one owner having one or more locations.

[§] Figures represent closed transactions.

[^] Company 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 companies

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