

ATLANTA'S TOP 25 RESIDENTIAL REAL ESTATE COMPANIES

Ranked by gross residential sales volume in Atlanta

Rank	This year	Last year	Company*	2010 Atlanta gross residential sales volume from closed transactions	Number of homes sold in 2010 [§]	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.	(4)		Prudential Georgia Realty[^] 863 Holcomb Bridge Road Roswell, Ga. 30076 (770) 992-4100 www.prudentialgeorgia.com	\$1,650,000,000	7,600	1,122 1,229	independent franchise affiliation	18 18	Daniel T. Forsman	1964
2.	(1)		Harry Norman, Realtors 532 East Paces Ferry Road, Suite 300 Atlanta, Ga. 30305 (404) 504-7300 www.harrynorman.com	\$1,560,149,325	4,117	801 886	independent franchise	11 17	Dan Parmer	1930
3.	(3)		Coldwell Banker Residential Brokerage 6285 Barfield Road, Suite 100 Atlanta, Ga. 30328 (404) 705-1500 www.coldwellbankeratlanta.com	\$1,334,080,182	5,556	1,013 1,155	owned and operated by NRT LLC	16 NA	Charlotte Sears	1958
4.	(5)		Keller Williams Realty, The Rawls Group 200 Glenridge Point Parkway, Suite 100 Atlanta, Ga. 30342 (404) 531-5700 www.rawlsgroup.org	\$1,277,233,553	4,970	917 950	franchise	6 6	Shaun Rawls, Jeri Moran, Steve Kout, Brad Feiman, Jeremy Trask, Deborah Blue, John Thompson, John Fountain	1999
5.	(2)		RE/MAX Greater Atlanta 5591 Chamblee-Dunwoody Road, Suite 1300 Dunwoody, Ga. 30338 (770) 394-0100 www.remax-georgia.com	\$1,237,001,139	6,364	394 NA	franchise	9 9	Mary Anne Frolik, Raymond Morris	1978
6.	(6)		Better Homes and Gardens Real Estate Metro Brokers 5775-D Glenridge Drive, Suite 200 Atlanta, Ga. 30328 (404) 843-2500 www.metrobrokers.com	\$835,996,680	6,029	1,881 2,013	independent franchise	25 25	Kevin Levent	1979
7.	(7)		Keller Williams Realty (Pinnacle Partners Group) 1745 North Brown Road, Suite 150 Lawrenceville, Ga. 30043 (678) 775-2731 www.kw.com	\$712,554,418	4,201	797 835	franchise	9 11	Bryan Fair, Fred Perry III	2000
8.	(NR)		Solid Source Realty Inc. 10900 Crabapple Road Roswell, Ga. 30075 (770) 475-1130 www.solidsource Realty.com	\$671,619,621	4,723	1,100 1,135	independent	10 10	Michele Velcheck	2003
9.	(14)		Atlanta Fine Homes Sotheby's International Realty[^] 3290 Northside Parkway, Suite 200 Atlanta, Ga. 30327 (404) 237-5000 www.atlantafinehomes.com	\$379,839,000	683	160 173	independent franchise	1 2	Jenny Pruitt, David Boehmig	2007
10.	(NR)		Solid Source Realty GA LLC 10900 Crabapple Road Roswell, Ga. 30075 (770) 475-1130 www.solidsource Realtyga.com	\$370,990,976	2,691	1,650 1,685	independent	10 10	Michele Velcheck	2008
11.	(11)		Keller Williams Realty - CH Realty Investments LLC 5780 Windward Parkway, Suite 310 Alpharetta, Ga. 30005 (770) 663-7290 www.kw.com	\$341,627,221	1,364	300 309	franchise	3 3	Harry L. Hammond Jr., David Chatham	2000
12.	(NR)		RE/MAX Around Atlanta Results - Peachtree City 401 Georgia 74 N. Peachtree City, Ga. 30269 (770) 631-3300 www.remax-georgia.com	\$330,667,856	2,056	147 NA	franchise	7 7	Barbara Pearson, Charolette Steed, LeAnne Long, Cleve Gaddis, Kristen Ancien Jones, Megan Pafford Wyatt	1979
13.	(9)		Chapman Hall Realtors Inc. 6100 Lake Forrest Drive Atlanta, Ga. 30328 (404) 236-0043 www.chapmanhallrealtors.com	\$330,139,550	1,820	488 497	independent	7 8	John Hallman	2000
14.	(16)		Dorsey Alston, Realtors 79 West Paces Ferry Road, Suite 200 Atlanta, Ga. 30305 (404) 352-2010 www.dorseyalston.com	\$288,865,915	637	142 155	independent	1 1	Michael Rogers	1947
15.	(13)		RE/MAX Center 2855 Lawrenceville-Suwanee Road, Suite 610 Suwanee, Ga. 30024 (770) 932-1234 www.remax-georgia.com	\$279,610,825	1,527	94 NA	franchise	3 3	Patrick Finnick, Faye Finnick	1994
16.	(15)		Virtual Properties Realty Inc. 6650 Sugarloaf Parkway, Suite 700 Duluth, Ga. 30097 (770) 495-5050 www.virtualpropertiesrealty.com	\$264,665,382	1,771	853 863	independent	1 1	Steve Wagner	1999
17.	(NR)		Atlanta Communities Real Estate Brokerage LLC 3113 Roswell Road, Suite 101 Marietta, Ga. 30062 (770) 240-2000 www.atlantacommunities.net	\$254,456,216	1,492	194 200	independent	1 1	Judson Adamson	2009
18.	(12)		Coldwell Banker Bullard Realty Co. 238 Stockbridge Road Jonesboro, Ga. 30236 (770) 477-6400 www.cbbullard.com	\$235,000,000	1,887	226 254	franchise	6 6	Steve Bullard	1956
19.	(NR)		RE/MAX Metro Atlanta Inc. 1189 South Ponce de Leon Ave. N.E., Suite A Atlanta, Ga. 30306 (404) 371-4419 www.remax-georgia.com	\$174,336,017	846	77 NA	franchise	2 2	Donna Armstrong	1979
20.	(19)		RE/MAX Town & Country 2990 Eagle Drive, Suite 101 Woodstock, Ga. 30189 (770) 517-9100 www.remax-georgia.com	\$162,703,391	794	77 NA	franchise	4 4	Elizabeth Hooper, Matthew Winger	1979
21.	(21)		PulteGroup Inc. 2475 Northwinds Parkway, Suite 600 Alpharetta, Ga. 30009 (866) 785-8328 www.pultegroup.com	\$160,271,498	599	40 124	corporation	17 NA	Casey Hill	1968
22.	(18)		RE/MAX Executives 2260 North Druid Hills Road Atlanta, Ga. 30329 (404) 325-5900 www.remax-georgia.com	\$158,400,939	1,039	66 NA	franchise	1 1	Mike Teate, Van Johnson	1979
23.	(20)		The Marketing Directors LLC[^] 75 14th St., Suite 2800 Atlanta, Ga. 30309 (404) 607-0444 www.themarketingdirectorsinc.com	\$145,149,163	673	50 68	independent	1 2	David Tufts	2007
24.	(23)		RE/MAX Unlimited 5205 Stilesboro Road N.W., Suite 110 Kennesaw, Ga. 30152 (770) 419-1986 www.remax-georgia.com	\$135,553,464	1,119	49 NA	franchise	5 5	Gerry M. Rogers, Pamela B. Rogers	1996
25.	(NR)		RE/MAX United 1000 Bankhead Highway Carrollton, Ga. 30117 (770) 834-3000 www.remax-georgia.com	\$88,477,008	1,088	27 NA	franchise	1 1	John Sammon	2001

* 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

It is not the intent of this list to endorse the participants or to imply that the size of a company 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 companies to Atlanta Business Chronicle surveys. Please send corrections or additions on company letterhead to Rachael Gates, Research Associate, Atlanta Business Chronicle, 3423 Piedmont Road, Suite 400, Atlanta, Ga. 30305, or e-mail rgates@bizjournals.com.