

REALTOR® Magazine
September 2003 Cover Feature
Top 100 Sales Teams: Ranked by sales volume

Ranked by sales volume*		2002 SALES VOLUME		2002 TRANSACTION SIDES	ASSISTANTS		YEARS IN THE BUSINESS
		(\$ millions)	% change		Licensed	Unlicensed	
1	William Donahoe, Coldwell Banker Bain Associates, Bellevue, Wash.	441.00	110.00	1139	30	7	35
2	Allan Domb, CRS®, Allan Domb Real Estate, Philadelphia	207.38	20.77	907	1.5	1	23
3	Lillian Montalto, CCIM, CRS®, Lillian Montalto Signature Properties, Andover, Mass.	182.73	14.57	260	7	6	13
4	Michael Vestuto, RE/MAX Home Store, Las Vegas	156.93	-9.55	958	18	2	26
5	Ron Rush, Long & Foster Real Estate Inc., Fairfax, Va.	155.64	6.10	449	6	5	35
6	Marc Fleisher, Long & Foster Real Estate Inc., Washington, D.C.	153.38	-8.33	171.5	4	1.5	24
7	Marty Rodriguez, Century 21 Marty Rodriguez, Glendora, Calif.	152.86	31.26	518	12	13	24
8	Andrea Dougherty, Prudential California Realty, Rancho Santa Fe, Calif.	152.73	80.59	64	7	0	25
9	Gregg Neuman, Prudential California Realty, San Diego	140.70	24.18	317	12	7	21
10	Cristina Martinez, Century 21 North Valley, San Jose, Calif.	139.69	2.48	277	6	3	13
11	Glen Calderon, Prudential Action Real Estate, Ozone Park, N.Y.	137.00	31.73	638	2	3	12
12	Stanley Lo, Green Banker Realty, Millbrae, Calif.	130.43	9.75	98	2	6	19
13	Raju Chhabria, Shorewood, REALTORS®, Manhattan Beach, Calif.	128.66	19.96	148	5	1	19
14	Joe Rothchild, RE/MAX Fry Road, Katy, Texas	122.26	14.30	695	7	13.5	17
15	Jerry Mahan, John L. Scott Real Estate, Puyallup, Wash.	119.44	6.91	579	9	1	26
16	Jerry Dazey, ABR®, CRB, Coldwell Banker Alliance, Carmel, Ind.	117.78	129.27	1666	0	2	9
17	Thaddeus Wong, @properties, Chicago	117.00	27.17	402	6	4	7
18	William Mitchell, The Mitchell Group, Carmel, Calif.	113.35	396.99	26	2	0	29
19	Creig Northrop, Long & Foster Real Estate Inc., Woodstock, Md.	113.07	64.30	340	11	3	10
20	Mark Spain, RE/MAX Greater Atlanta, Atlanta	112.60	0.53	585	8	2	8
21	Patti/Jeff McKelvey, McMillin Realty Inc., Chula Vista, Calif.	112.08	17.12	293.3	1	1	16
22	Tim Allen, Coldwell Banker Residential Brokerage, Carmel, Calif.	105.17	-28.32	58	2	1	16
23	Martin A. Levy, Century 21 Alliance, Santa Rosa, Calif.	105.00	10.53	184	7	2	26
24	Barry DeNicola, Amerivest Realty, Naples, Fla.	104.08	93.11	144	3	0	4
25	Eleanor Sheets, ABR®, CRS®, Coldwell Banker Residential Brokerage, Dallas	103.00	15.73	135	6	1	18
26	Gregory Hague, Hague Partners, Phoenix	102.25	-1.21	146	9	1	30+
27	Sherry Wilson, ABR®, CRS®, RE/MAX Leaders, Purcellville, Va.	101.80	886.04	297	6	7	19
28	Jack Klemm, CRS®, GRI, Preferred Real Estate Group Inc., Tracy, Calif.	101.15	94.97	302	7	9	16
29	Robert Graham, Real Estate of Jackson Hole, Jackson, Wyo.	97.77	35.70	41	5	0	32
30	Maxine Gellens, Prudential California Realty, La Jolla, Calif.	96.98	3.79	82	7	1	29
31	Suzanna Huckaby, Weichert, REALTORS®, McLean, Va.	95.69	-27.51	97	4	1	25
32	David J. Caracausa, CRB, CRS®, Coldwell Banker Realty Corp., North Wales, Pa.	94.92	61.26	322	4	1	28
33	Royce Cablayan, Coldwell Banker, Los Altos, Calif.	93.40	32.95	188	2	0.5	13
34	Penny Yerks, Weichert, REALTORS®, McLean, Va.	92.34	-10.69	77	2	0	28
35	Susan Coveny, CRB, CRS®, RE/MAX Prestige, Long Grove, Ill.	92.20	1.32	171	10	3	30
36	Jane Fairweather, Coldwell Banker Residential Brokerage, Bethesda, Md.	92.13	34.50	172	5	0	20
37	John Pinto, CRB, CRS®, Realty World, John V. Pinto & Associates Inc., San Jose, Calif.	91.78	58.83	208	6	7.5	29
38	Ronnie Matthews, RE/MAX Advantage Associates, Houston	90.16	-9.05	563	6	8	14
39	Valerie Fitzgerald, Coldwell Banker Previews International, Beverly Hills, Calif.	89.87	-40.09	26	1	0.5	15
40	Matt Kombrink, CRS®, GRI/The Schrader Kombrink Team, RE/MAX Excels, Geneva, Ill.	89.44	1.81	309	4	4	12
41	Mark Fritschle, CRB, CRS®, Prudential Carruthers, REALTORS®, Ocean City, Md.	89.00	131.76	284	6	0	30
42	Kathy Koehler, ABR®, Reece & Nichols, REALTORS®, Leawood, Kan.	87.80	-7.58	291	20	1	17
43	Michael Mendoza, CRS®, Keller Williams Realty Ahwatukee Foothills, Phoenix	86.76	34.80	337	12	2	20
43	Yili Zhang, RE/MAX Premiere Selections, Potomac, Md.	85.72	41.69	232	4	2	8
45	Christine Cormack, CRS®, Keller Williams Realty, Ashburn, Va.	85.17	21.79	266	14	3	15
46	Patrick Stracuzzi, RE/MAX of Stuart, Stuart, Fla.	84.46	23.71	364	8	2.5	12
47	James Tan, RE/MAX Town & Country, Allen, Texas	84.10	20.83	498	3	1	9
48	Donald Zeleznak, Keller William High Desert Realty, Scottsdale, Ariz.	82.30	6.88	226	2	0	13
49	Allen B. Gammons Jr./The Gammons Team, Gammons Realty LLC.	81.60	43.49	280	6	0	1.5

	North Kingstown, R.I.						
50	JoAnn Callaway, John Hall & Associates, Phoenix	81.18	30.88	301	9	0	6
51	Wade Klick, CRS®, GRI, RE/MAX Results, Plymouth, Minn.	81.05	9.63	408	5	1	9
52	Ida Terbet, RE/MAX United, Raleigh, N.C.	80.50	5.37	325	12	2.5	16
53	Sean Rasmus, RE/MAX Greater Atlanta, Marietta, Ga.	80.00	166.67	1684	3	15	14
54	Phyllis Wolborsky, CRS®, Coldwell Banker Howard Perry & Walston, Raleigh, N.C.	80.00	5.26	310	4	0	37
55	Patrick Hiban, ABR®, CRS®, RE/MAX Advantage Realty, Columbia, Md.	79.02	55.66	300	8	5	16
56	James Wedgeworth, Charter I Realty & Marketing, Hilton Head Island, S.C.	77.70	30.64	156	0	2.5	22
57	Joyce Rey, Coldwell Banker Previews International, Beverly Hills, Calif.	75.71	38.18	19	3	0	30
58	Chris Heller, Prudential California Realty, Encinitas, Calif.	74.00	54.17	164	5.5	2	15
59	Mary Jo Avery, RE/MAX Equity Group Inc., Lake Oswego, Ore.	73.80	20.20	117	3	1	25
60	Gary Hendrickson, Windermere-Puyallup West, Puyallup, Wash.	73.02	20.68	273	1	0.5	13
61	Todd Walters, Todd Walters & Associates, Marietta, Ga.	72.92	27.37	427	14	6	10
62	William Minett, CRS®, GRI/The Minett Team, The Real Estate Co. Lake & Country Inc., Oconomowoc, Wis.	72.54	42.27	274	8	0	33
63	Timothy Wood, Coldwell Banker Mountain Gallery, REALTORS®, Big Bear Lake, Calif.	72.00	89.47	613	2	2	27
64	Neal Weichel, e-PRO, RE/MAX of Valencia, Santa Clarita, Calif.	71.50	18.96	196	3	0	12
65	Philip Immel, e-PRO, Prudential California Realty, Monarch Beach, Calif.	70.83	74.65	95	3	3	28
66	Cindy O'Gorman, Ebby Halliday, REALTORS®, Dallas	70.58	30.94	178	4	2	17
67	Jeff Litton, Realty Executives, Palm Springs, Calif.	70.40	63.31	356	2	1	20
68	Carlos Del Rio, RE/MAX Elite, Denver	69.04	54.19	394	7	8	8
69	Ashley Leigh, CRS®, GRI, Long & Foster Real Estate Inc., Burke, Va.	69.00	229.20	205	4	2.5	7
70	Stephanie Vitacco, Coldwell Banker Residential Brokerage, Northridge, Calif.	69.00	64.29	178	1	3.5	15
71	Judith Sheller, CRS®, Keller Williams Realty, Los Angeles	69.00	25.45	149	3	2	26
72	Karen Bernardi, The Bernardi Group at Coldwell Banker, Boulder, Colo.	68.59	1.48	193	7	2	17
73	Michael McCann, CRS®, GRI, Prudential Fox & Roach, REALTORS®, Philadelphia	68.37	57.97	424	5	3	16
74	Andrew Manning, Prudential California Realty, John Aaroe & Associates, Sherman Oaks, Calif.	68.00	108.80	87	4	1	17
75	Todd Rotert, Abbott & Caserta Inc., HoHoKus, HoHoKus, N.J.	67.98	5.76	560	3	1	5
76	James Laufenberg, CRS®, Coldwell Banker Residential Brokerage, San Francisco	67.79	44.82	101	3	1	7
77	Debbie Dogrul, Long & Foster Cos., Fairfax, Va.	67.25	35.85	199	7	0	14
78	Kristi Hamish, Realty Trust Group Inc., Lake Oswego, Ore.	67.00	41.95	90	5	0	20
79	Phillip Schembra, Schembra Real Estate Group Inc., Hilton Head Island, S.C.	66.78	68.19	90	1	3	27
80	Rachel DeHanas, CRB, CRS®, DeHanas Real Estate Services, Waldorf, Md.	65.00	27.45	362	10	5.5	21
81	Bev Langley, Century 21 Finesse, Severna Park, Md.	64.94	33.27	240	4	3	30
82	Eric/Andy Potts, Assist-2-Sell, Fort Myers, Fla.	64.84	51.37	376	7	2	2.5
83	Edward Kaminsky, Shorewood, REALTORS®, Manhattan Beach, Calif.	64.43	32.56	103	2	2	16
84	Jim Allen, GRI, Prudential Carolinas Realty, Raleigh, N.C.	64.03	3.41	289	11	1	22
85	Michele Kolsky-Assatly, Coldwell Banker Fort Lee South, Fort Lee, N.J.	63.95	15.58	79	1	1	16
86	Doug/Annette Bohannon, Coldwell Banker Residential Real Estate Inc., Tampa, Fla.	63.63	35.39	237	5	3.5	29
87	Patrick Wilkins, RE/MAX Results Realty, Marco Island, Fla.	63.43	25.95	59	0	3	25
88	Christopher Knight, Coldwell Banker Schweitzer-Bake, Plymouth, Mich.	63.30	3.17	189	3	3	19
89	Kenneth Kerr, e-PRO, RE/MAX Partners, Lighthouse Point, Fla.	63.00	43.18	103	4	0	17
90	Kevin Cook, CRS®, GRI, Cottage Realty Ltd., Berthoud, Colo.	62.51	-10.70	331	2	1	24
91	Elaine Northrop, Long & Foster Real Estate Inc., Woodstock, Md.	62.15	-9.92	125	4	1	30
92	Barbara Wilson, Smythe, Cramer Co., Medina, Ohio	62.00	22.77	375	9	2	17
93	William Ryan, CRS®, GRI, RE/MAX Achievers, Chandler, Ariz.	61.92	12.58	334	10	1.5	29
94	Matt Epstein, RE/MAX on the Boulevard, Sherman Oaks, Calif.	61.63	30.04	103	6	1	4
95	Leo Nordine, Leo Nordine, REALTORS®, Redondo Beach, Calif.	61.23	3.89	221	1	3	15
96	Jo-Ann Forster, Coldwell Banker Residential Real Estate Inc., Coral Gables, Fla.	60.31	-11.31	71	2	2	30
97	Charles Sawday Team, Pacific Union GMAC Real Estate Services, St. Helena, Calif.	59.67	38.37	32	3	0	32
98	Marina Vernon/Proximity 3 Team, Griffith, Grant & Lackie, REALTORS®, Lake Forest, Ill.	59.60	-25.50	60	2	2	10
99	Katharine Irvine, Coldwell Banker Gundaker, Chesterfield, Mo.	59.02	12.64	203	7	0	20
100	Rick Edler, RE/MAX Palos Verdes Realty, Palos Verdes Peninsula, Calif.	59	20.31	140	4	2	20

*Only REALTORS® who applied and submitted a signed verification from their broker or an independent source were eligible for the list. Note: Those tied by sales volume are ranked by transaction sides.