

# The 2009 POWER BROKER REPORT

Staying  
**STRONG**

By Stephanie Andre

## Power Brokers Help Mend the Market

There's no question that by the time 2008 ended, the world was a different place. The economic decline of the fourth quarter brought with it more challenges than probably anyone could have predicted.

	2007	2008
<b>Total Sales Volume:</b>	<b>\$749,201,552,294</b>	<b>\$573,924,667,880</b>
<b>Total Transaction Sides</b>	<b>2,322,210</b>	<b>1,925,374</b>

*Source: RISMEDIA's 21<sup>st</sup> Annual Power Broker Survey*

However, with the bad comes the strong. This year's Power Broker Survey results demonstrate that even in the worst economy since Eisenhower, basic fundamentals and a strong will are more powerful than ever. There's no denying the tough road ahead, but there are brokers who are preparing and ready for a fight—still stressing a positive attitude, a strong will and a plan for coming out on the other side of this downturn. And as economists agree, the rebound of the real estate market is central to the repair of the economy as a whole.

RISMEDIA's 21<sup>st</sup> Annual Power Broker Survey echoes these trends. With more than 950 responses, this year's results demonstrate that brokers are eager to show their strength. "We do not focus on problems; we focus on solutions," explains Tami Bonnell, president of U.S. operations for EXIT Realty Corp.

Some firms have their business models to thank for their strength in difficult times. "Our company came out of Texas during one of the hardest economic times in real estate (1983)," says Mary Tennant, president and COO of Keller Williams Realty. "Our economic

model was designed to thrive in a difficult market. We were born and bred in the briar patch and we're right back in the briar patch; but now we have a little more of a comfort zone for it."

In an industry full of proven survivors, brokers are adamant about encouraging their agents, educating consumers, streamlining costs and consolidating where it makes sense in terms of greater efficiency.

"We were very, very reality-based," explains Ron Peltier, chairman and CEO of the No. 2-ranking HomeServices of America. "This was a year for us to revisit all aspects of our business. We put ourselves into a position for being successful moving forward."

Without a doubt, these market changes are reflected in this year's Power Broker Survey results, with the total number of transactions down from 2,322,210 in 2007 to 1,925,374 in 2008. On average, real estate firms did over 550 fewer transactions in 2008 compared to 2007. Total sales volume in 2008 was down more than \$175,000,000,000 from \$749,201,552,294 in '07 to \$573,924,667,880 in '08.

# 2009 Power Broker Report

## Keeping Focus

"A big part of [getting through this market] is being proactive," explains Joe Horning, president, Shorewest Realtors, which ranked No. 30 this year. "When you're being reactive—it's panic. We've been proactive with what we do and our planning."

For Peltier, as for many brokers, it's really more about efficiency than cutting back. "We eliminated a lot of bricks and mortar as well as programs that were no longer relevant, particularly in the areas of print advertising. We are focusing more and more on the Internet."



"When you're being reactive—it's panic. We've been proactive with what we do and our planning."

— Joe Horning, President, Shorewest Realtors

Indeed, like Peltier, the majority of brokers have had to make tough decisions over the past 18-24 months. However, brokers have also kept a strong focus on the road ahead.

"While we can't change the market, we can have an influence—a positive influence—on the market," says Jim Fite, president of the No. 53-ranking Century 21 Judge Fite. "We choose not to take the negative route. And so, from there, everything's communicated as the truth."

"We have to stay positive," agrees Candace Adams, president of the No. 32-ranking Prudential Connecticut Realty, "but

also focused. It's important to streamline initiatives and have a back-to-basics strategy."

Chuck McNeal, chairman and CEO of No. 94-ranking The Group, Inc. Real Estate, agrees: "Productivity is key within our business model, and with there still being plenty of business out there, we worked to provide a high level of service to our agents so they could provide a high level of service to their customers."

At nine-month-old Better Homes and Gardens Real Estate—Realty's new brand—President & CEO Sherry Chris is helping brokers focus on what they can and can't control.

"It's easy to stray and start worrying about things that aren't in your control," says Chris. "What I try to emphasize and say is, 'Look at what you *can* do and what you *can* control, and you'll come out on the other side of this mess'—that's true whether you're a broker or an agent."

"Brokers are doing the things they need to do; things they never dreamed they'd be dealing with—cutbacks, consolidations, etc.," she adds. "The bo-

nus—if you want to call it that—is that those who succeed in this time will emerge as very strong companies when we come out of this."

## Educating the Masses

One central theme among Power Brokers is the value of education—not just for their agents, but consumers as well. The right recipe, according to Power Brokers, is a mix of old-school tactics and new-school technology.



"At the end of the day, it is all about consumer confidence. We have survived and prospered through markets like this before and this market is full of great opportunities."

— Bob Leighton, President & COO, Jack Gaughen Realtor ERA

"We educate, educate, educate from every angle—webinars, teleconferences, live training, interactive training," explains Bonnell. "I also go out and give a state-of-the-union to our franchisees. Last year, I spoke in 46 states—to cut the records, you have to play more gigs."

Adams, whose company completed 8,723 transactions in '08, adds: "Pricing properties is one of the most important things we do. We have a pricing strategy class right now that's standing-room only."

"We must equip agents with the skills and tools they need," says Tennant. "Our agent productivity actually went up dramatically in 2008, and education is the reason why."

According to Horning, educating consumers might just be the key.

"You really need to be out with the consumer," he says, "because a lot of people are on the fence, especially with the stimulus, so we've been promoting it on the website, saying, 'now that it's been signed, here are the benefits.'"

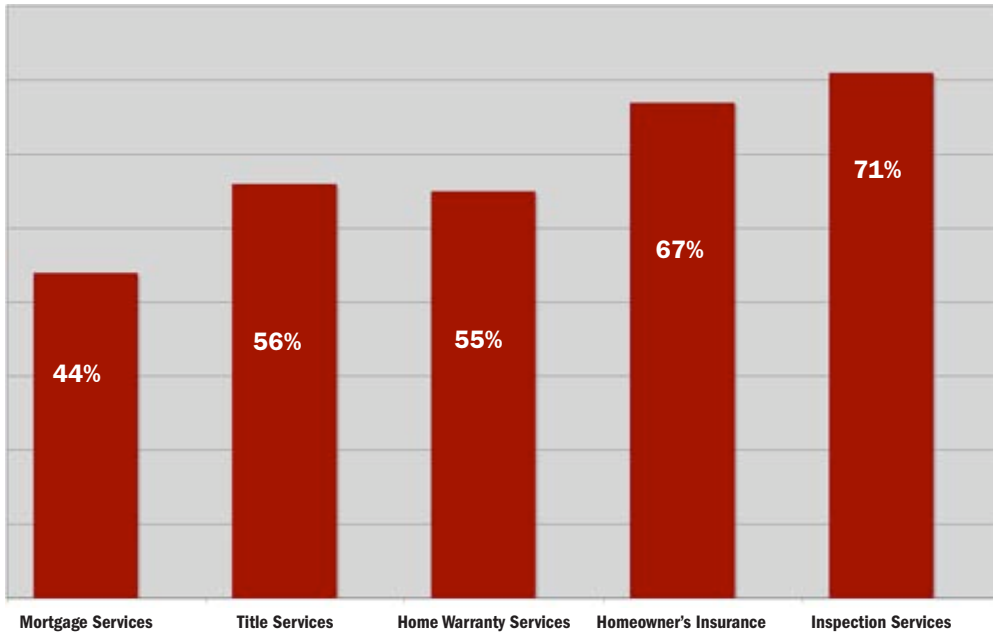
Regardless of region, ranking or results, Power Brokers all know that this too shall pass. But it's the getting there that they acknowledge is the most difficult part.

"At the end of the day, it is all about consumer confidence," concludes Bob Leighton, president and COO, Jack Gaughen Realtor ERA. "We have survived and prospered through markets like this before and this market is full of great opportunities for those who are serious about the business." **RE**

Maria Patterson, Kayla O'Brien and Paige Tepping contributed to this article.

## Moving Forward with Full Service

Percentage of respondents who offer the following core services:



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- Sherry Chris, President & CEO, Better Homes and Gardens Real Estate

## The Agent Population

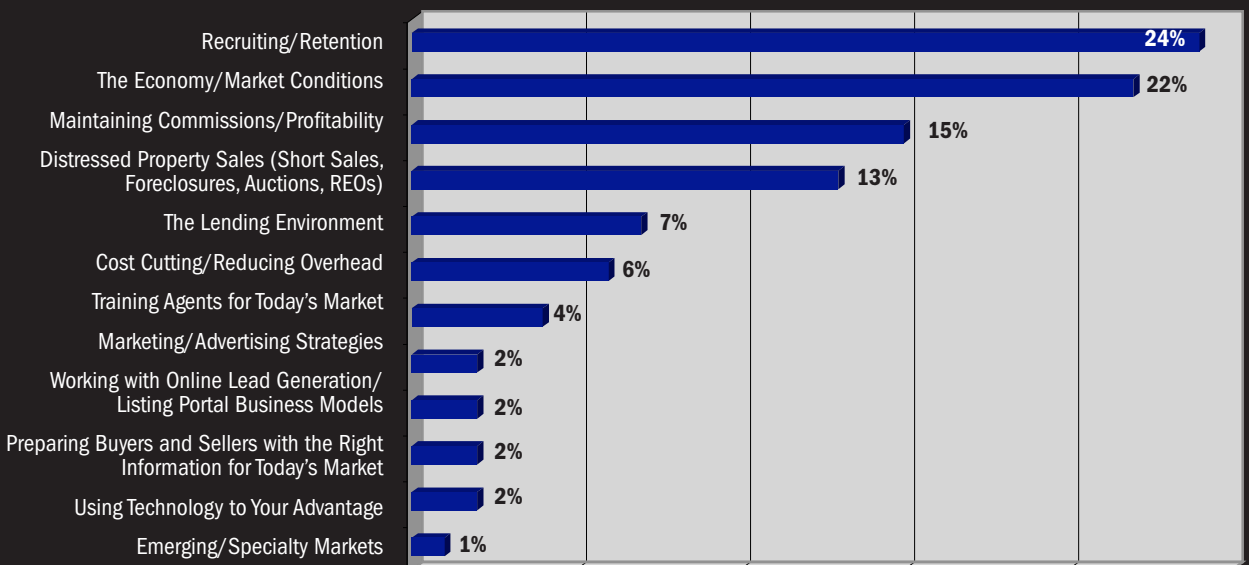
Total Number of Agents: **291,505**

Total Number of Agents Expected to Be Hired in '09: **56,058**

Total Number of Agent Teams: **8,855**

## Broker Matters

Percentage of respondents who ranked the following issues as most important:



Source: RISMedia's 21<sup>st</sup> Annual Power Broker Survey

# 2009 Power Broker Report

Trans. Rank	Sales Rank	Company Name	State	Transactions	Sales Volume	Total Offices	Total Agents
1	1	NRT LLC	NJ	275,640	\$132,000,000,000	835	50,800
2	2	HomeServices of America, Inc.	MN	123,756	\$37,317,932,399	294	16,180
3	3	Long & Foster Real Estate, Inc.	VA	72,302	\$25,686,060,699	217	13,849
4	8	Howard Hanna Company	PA	32,512	\$5,769,120,909	117	3,812
5	10	Coldwell Banker United, Realtors	TX	23,597	\$5,232,866,223	85	2,499
6	17	Crye-Leike Realtors	TN	23,182	\$3,760,410,053	103	3,119
7	6	Prudential Fox & Roach Realtors	PA	21,520	\$8,078,488,052	62	4,174
8	29	RealtyUSA	NY	18,115	\$2,609,945,000	62	2,146
9	11	ZipRealty, Inc.	CA	17,156	\$4,643,390,800	40	2,816
10	12	Ebby Halliday Real Estate, Inc.	TX	15,685	\$4,489,210,082	30	1,521
11	18	Allen Tate Company	NC	15,364	\$3,645,409,268	51	1,567
12	5	GMAC Real Estate	IL	15,043	\$9,290,673,566	78	3,062
13	40	Real Estate One	MI	14,851	\$1,961,761,831	32	1,404
14	22	Realty Executives	AZ	13,820	\$3,331,513,493	60	1,328
15	42	Hunt Real Estate Corp.	NY	12,528	\$1,856,685,683	36	1,173
16	4	Prudential Douglas Elliman Real Estate	NY	11,714	\$11,572,551,289	64	3,805
17	30	Keller Williams Realty, Dallas	TX	11,662	\$2,535,572,607	12	1,629
18	20	Baird & Warner, Inc.	IL	11,300	\$3,400,000,000	31	1,600
19	27	RE/MAX Alliance	CO	11,018	\$2,721,069,094	21	796
20	13	John L. Scott Real Estate	WA	10,888	\$4,075,463,338	33	1,551
21	28	RE/MAX Gold	CA	10,143	\$2,677,243,633	23	800
22	26	Keller Williams Realty, Roseville	CA	9,866	\$2,819,018,590	14	1,912
23	36	First Weber Group	WI	9,780	\$2,109,124,372	53	1,176
24	35	RE/MAX Greater Atlanta	GA	9,676	\$2,237,714,418	11	661
25	32	RE/MAX Results	MN	9,625	\$2,302,221,833	13	433
26	24	RE/MAX Allegiance	VA	9,551	\$3,159,156,782	28	800
27	39	Keller Williams Realty, Austin	TX	9,517	\$2,002,961,003	5	1,621
28	25	RE/MAX Equity Group	OR	9,296	\$2,874,955,716	16	967
29	31	Keller Williams Realty Austin Southwest	TX	9,212	\$2,327,965,701	4	1,558
30	37	Shorewest, Realtors	WI	9,170	\$2,070,600,000	26	1,050
31	15	William Raveis Real Estate, Inc.	CT	9,128	\$4,046,956,727	55	1,754
32	21	Prudential Connecticut Realty	CT	8,723	\$3,389,400,000	56	1,602
33	41	Watson Realty Corp.	FL	8,484	\$1,960,321,825	40	1,291
34	76	Nothnagle Realtors	NY	8,415	\$1,105,500,000	24	600
35	19	Prudential California/Nevada Realty	CA	8,384	\$3,553,888,000	40	1,700
36	16	Coldwell Banker Bain & Coldwell Banker Barbara Sue Seal Properties	WA	8,369	\$3,847,774,221	28	1,306
37	47	Sibcy Cline Realtors	OH	8,312	\$1,683,385,578	22	1,325
38	51	Prudential Homesale Services Group	PA	8,258	\$1,581,483,637	19	939
39	45	Tomlinson Real Estate Group	ID	7,862	\$1,775,765,159	22	1,022
40	54	PMZ Real Estate	CA	7,599	\$1,521,698,000	12	550
41	14	First Team Real Estate	CA	7,557	\$4,058,600,000	30	1,822
42	48	Prudential Gary Greene Realtors	TX	6,929	\$1,670,445,532	17	807
43	46	Prudential Georgia Realty	GA	6,825	\$1,725,000,000	22	1,217
44	33	Prudential Florida Realty	FL	6,728	\$2,266,354,000	43	1,745
45	106	Northwood Realty Services	PA	6,684	\$833,356,663	35	847
46	87	Coldwell Banker Schmidt Realtors	MI	6,672	\$1,002,442,690	39	645
47	85	Century 21 Realty Group Companies	IN	6,620	\$1,019,635,497	18	691
48	58	F.C. Tucker Company	IN	6,616	\$1,380,316,071	15	560
49	75	Metro Brokers/GMAC Real Estate	GA	6,548	\$1,110,696,521	27	2,397
50	38	Lyon Real Estate	CA	6,486	\$2,067,094,469	17	879

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Trans. Rank	Sales Rank	Company Name	State	Transactions	Sales Volume	Total Offices	Total Agents
51	64	Coldwell Banker Prime Properties	NY	6,409	\$1,199,478,706	21	595
52	89	Coldwell Banker Select	OK	6,365	\$1,000,192,924	17	600
53	93	Century 21 Judge Fite Company, Inc.	TX	6,239	\$950,080,597	19	666
54	53	Coldwell Banker Howard Perry & Walston Realty, Inc.	NC	6,076	\$1,575,492,477	13	651
55	100	Coldwell Banker The Real Estate Group, Inc.	WI	5,791	\$887,548,920	14	357
56	56	Carolina One Real Estate	SC	5,739	\$1,475,094,565	11	799
57	62	Latter & Blum Companies	LA	5,667	\$1,248,072,066	21	760
58	63	Keller Williams Realty, Brentwood	TN	5,611	\$1,244,406,825	11	851
59	71	Keller Williams Realty (Pinnacle Partners Group)	GA	5,475	\$1,139,749,234	15	1,225
60	72	Prudential Gardner, Realtors	LA	5,424	\$1,129,532,090	25	1,160
61	128	Carpenter Realtors	IN	5,419	\$686,483,592	30	710
62	23	Houlihan Lawrence, Inc.	NY	5,349	\$3,165,246,574	25	1,036
63	108	NP Dodge Real Estate Sales, Inc.	NE	5,292	\$820,939,786	14	500
64	9	Alain Pinel Realtors	CA	5,259	\$5,710,432,719	23	1,232
65	84	Realty Executives Associates, Inc.	TN	5,115	\$1,021,530,390	9	560
66	114	Century 21 Town & Country	MI	5,086	\$777,797,101	10	522
67	68	Coldwell Banker Legacy	NM	4,995	\$1,159,355,893	10	622
68	44	Prudential Americana Group Realtors	NV	4,924	\$1,789,782,321	6	1,100
69	120	Russell & Jeffcoat Realtors, Inc.	SC	4,754	\$743,361,294	14	578
70	92	PPR Realty, Inc.	PA	4,718	\$963,959,494	20	610
71	55	William E. Wood and Associates	VA	4,695	\$1,477,706,430	18	525
72	69	Rose & Womble Realty Company	VA	4,660	\$1,154,696,491	10	563
73	157	Greenridge Realty, Inc.	MI	4,551	\$571,960,535	22	430
74	49	Prudential California Realty/Cosner Group	CA	4,462	\$1,641,658,415	8	807
75	80	Century 21 Alliance	PA	4,442	\$1,071,875,066	18	724
76	135	Prudential Preferred, Realtors	MI	4,441	\$635,001,015	16	398
77	149	Keller Williams Realty, Tulsa	OK	4,406	\$603,860,897	7	533
78	152	Mel Foster Co., Inc.	IA	4,388	\$589,066,542	12	344
79	159	Coldwell Banker Heritage Realtors	OH	4,357	\$565,859,015	10	328
80	174	Cutler Real Estate	OH	4,357	\$519,747,886	12	280
81	130	Murney Associates, Realtors	MO	4,243	\$655,507,132	5	442
82	102	Coldwell Banker D'Ann Harper, Realtors	TX	4,078	\$876,290,000	5	250
83	131	Coldwell Banker Apex, Realtors	TX	4,073	\$652,248,000	7	375
84	66	Keller Williams Realty - The Rawls Group	GA	3,969	\$1,175,181,286	6	879
85	101	Keller Williams Realty, Woodlands, Northeast & Professionals	TX	3,960	\$882,625,424	7	625
86	123	Century 21 Affiliated	WI	3,932	\$726,747,033	28	320
87	118	Prudential C. Dan Joyner	SC	3,916	\$763,460,621	10	427
88	50	Harry Norman, Realtors	GA	3,866	\$1,627,668,668	10	745
89	171	Century 21 Mike Bowman, Inc.	TX	3,840	\$530,202,007	1	210
90	79	Century 21 Select Real Estate, Inc.	CA	3,825	\$1,078,644,572	20	650
91	94	Keller Williams, Roseville	CA	3,758	\$925,183,990	1	301
92	96	Better Homes and Gardens Real Estate The Masiello Group	NH	3,735	\$911,015,000	26	526
93	83	RE/MAX DFW Associates	TX	3,724	\$1,022,999,034	6	261
94	88	The Group, Inc. Real Estate	CO	3,653	\$1,000,788,680	6	174
95	162	Ruhl&Ruhl Realtors	IA	3,602	\$554,678,890	10	234
96	61	Prudential Carruthers Realtors	MD	3,536	\$1,261,104,403	29	829
97	125	RE/MAX Achievers	AZ	3,528	\$707,597,635	8	287
98	95	Keller Williams Realty, Tempe	AZ	3,443	\$911,301,659	5	969
99	153	Century 21 Scheetz	IN	3,442	\$587,889,211	5	235
100	97	RE/MAX Professionals, Inc.	CO	3,431	\$908,548,310	4	241



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Trans. Rank	Sales Rank	Company Name	State	Transactions	Sales Volume	Total Offices	Total Agents
101	111	Guarantee Real Estate	CA	3,431	\$794,866,634	13	446
102	103	Keller Williams Real Estate, Lansdale	PA	3,430	\$874,084,459	7	605
103	7	Keller Williams Realty, Oklahoma City	OK	3,429	\$5,924,811,791	5	367
104	70	Century 21 Award	CA	3,412	\$1,147,858,563	9	808
105	116	Bob Parks Realty, LLC	TN	3,355	\$766,940,014	9	520
106	154	Keller Williams Realty - Edmond Northwest	TX	3,346	\$583,590,999	2	350
107	86	Patterson-Schwartz Real Estate	DE	3,316	\$1,015,000,000	7	316
108	59	Prudential Rand Realty	NY	3,243	\$1,318,406,293	18	750
109	191	McColly Real Estate	IN	3,229	\$453,105,000	16	584
110	121	RE/MAX Alliance Group	FL	3,215	\$740,375,034	8	264
111	134	Comey & Shepherd Realtors	OH	3,200	\$648,000,000	5	215
112	105	Prudential Jack White Vista Real Estate	AK	3,166	\$842,708,578	3	248
113	143	Coldwell Banker Barnes	TN	3,156	\$615,259,194	8	320
114	107	Prudential Kansas City Realty	KS	3,146	\$823,900,000	5	399
115	142	RE/MAX Premier Group	TX	3,144	\$621,641,417	4	178
116	57	Prudential New Jersey Properties	NJ	3,058	\$1,420,974,007	22	620
117	138	Counselor Realty, Inc.	MN	3,019	\$628,027,104	8	333
118	175	Coldwell Banker Mid-America Group, Realtors	IA	3,001	\$506,957,642	7	250
119	147	Coldwell Banker America West, Preferred & Riverlakes	CA	2,986	\$610,315,521	3	232
120	148	RE/MAX Elite	TN	2,983	\$608,906,199	9	244
121	242	Coldwell Banker Hunter Realty	OH	2,927	\$343,021,142	17	435
122	77	Prudential California Realty Mulhearn Group	CA	2,909	\$1,097,027,542	19	706
123	167	Coldwell Banker Triad, Realtors	NC	2,866	\$546,856,799	7	309
124	945	RE/MAX Palos Verdes/Execs Realty	CA	2,854	\$1,470,388,374	8	417
125	67	The Hasson Company	OR	2,839	\$1,171,038,943	8	265
126	117	Prudential Alliance, Realtors	MO	2,834	\$765,000,000	6	450
127	182	RE/MAX of Reading	PA	2,817	\$474,052,226	1	130
128	104	Coldwell Banker Preferred	PA	2,814	\$846,832,630	8	406
129	169	Prudential Ambassador	NE	2,773	\$537,456,150	2	290
130	210	Coldwell Banker Hubbell Briarwood	MI	2,745	\$389,040,624	5	200
131	122	Coldwell Banker Premier Realty	NV	2,735	\$737,240,274	3	327
132	164	Coldwell Banker Honig-Bell	IL	2,722	\$553,008,000	15	460
133	78	Century 21 New Millennium	VA	2,707	\$1,082,800,000	12	427
134	322	The Russell Realty Company	OH	2,706	\$249,235,737	7	448
135	203	Prudential Dinning-Beard, Realtors	KS	2,696	\$397,271,000	3	358
136	173	Prudential Select Properties	MO	2,689	\$522,685,028	9	532
137	99	International Equity Ventures	VA	2,664	\$901,805,439	5	650
138	163	RE/MAX Associates Plus	MN	2,661	\$553,988,644	6	174
139	217	Skogman Realty	IA	2,644	\$382,291,415	4	176
140	112	RE/MAX Advantage Realty	MD	2,623	\$782,259,464	5	318
141	137	RE/MAX Properties, Inc.	CO	2,600	\$630,246,469	4	250
142	170	Coldwell Banker Wallace & Wallace, Realtors	TN	2,592	\$531,051,716	6	278
143	115	RE/MAX Suburban	IL	2,584	\$769,516,253	7	207
144	141	Prudential Real Estate Professionals	OR	2,555	\$622,377,465	7	329
145	178	Keller Williams Realty, Pittsburgh	PA	2,543	\$487,660,661	1	776
146	473	RE/MAX Team 2000	MI	2,533	\$144,778,650	1	34
147	43	RE/MAX Marquee Partners, Inc.	CA	2,528	\$1,802,260,367	10	372
148	151	Century 21 Beutler & Associates	ID	2,511	\$593,068,520	4	242
149	190	J.P. Weigand & Sons, Inc.	KS	2,472	\$453,460,978	9	225
150	236	Coldwell Banker Bullard Realty	GA	2,471	\$354,000,000	8	290

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151	185	RM Realty Partners	DE	2,445	\$468,293,366	7	776
152	267	The Danberry Co., Realtors	OH	2,430	\$302,293,112	5	253
153	166	Prudential California Realty	CA	2,416	\$547,669,193	13	214
154	176	RE/MAX Realty 100	WI	2,409	\$503,514,969	4	178
155	165	Keller Williams Realty Austin, NWMC	TX	2,407	\$550,582,365	1	437
156	127	Fillmore Real Estate	NY	2,391	\$687,098,050	18	337
157	73	Michael Saunders & Company	FL	2,383	\$1,128,277,504	15	543
158	177	Coldwell Banker Caine	SC	2,343	\$503,250,764	7	205
159	158	Coldwell Banker Sea Coast Realty	NC	2,332	\$567,000,000	8	304
160	168	Century 21 MoneyWorld	NV	2,331	\$543,910,639	2	227
161	129	Realty Executives of Nevada	NV	2,296	\$685,957,267	3	267
162	350	M.J. Peterson Real Estate, Inc.	NY	2,251	\$226,000,000	8	235
163	156	RE/MAX Executive Realty	NC	2,220	\$578,007,489	6	180
164	81	The Kentwood Companies	CO	2,164	\$1,048,219,060	3	156
165	124	London Properties	CA	2,139	\$718,354,862	9	491
166	160	RE/MAX Commonwealth	VA	2,093	\$564,973,271	5	139
167	279	Five Star Real Estate	MI	2,092	\$290,654,112	4	206
168	65	Altera Real Estate	CA	2,084	\$1,192,495,410	8	280
169	231	Edward Surovell Realtors	MI	2,054	\$362,067,427	8	175
170	197	Keller Williams Antelope Valley	CA	2,050	\$419,565,310	2	343
171	225	Coldwell Banker Kennon, Parker, Duncan & Key	GA	2,047	\$368,686,122	2	153
172	251	Keller Williams Realty - Dow RE Inc.	TX	2,037	\$335,779,000	2	202
173	193	RE/MAX Advantage Plus	MN	2,032	\$447,000,000	4	150
174	132	Prestige Real Estate Group, LLC	CO	2,009	\$650,000,000	5	252
175	194	Realty Executives of Kansas City	KS	2,009	\$432,567,774	1	200
176	218	Coldwell Banker McMahan Co.	KY	1,998	\$380,000,000	9	240
177	82	Prudential Locations	HI	1,994	\$1,038,701,773	7	239
178	189	Stark Company Realtors	WI	1,986	\$456,871,000	7	222
179	208	RE/MAX First	LA	1,980	\$393,558,739	4	127
180	139	Keller Williams Realty, Fremont	CA	1,972	\$624,100,827	4	475
181	278	Keller Williams Realty, Clarksville	TN	1,956	\$290,977,199	6	207
182	184	Keller Williams Integrity First Realty	AZ	1,951	\$469,439,032	4	509
183	150	Beverly-Hanks & Associates	NC	1,949	\$594,485,973	9	303
184	213	Covenant Real Estate, Inc.	NM	1,922	\$386,525,247	5	161
185	230	Keller Williams Realty, Central Florida	FL	1,915	\$364,343,913	4	404
186	91	RE/MAX Accord	CA	1,883	\$970,784,930	8	375
187	326	RE/MAX Professionals	IL	1,882	\$244,104,049	1	99
188	195	Keller Williams Realty, Tampa	FL	1,868	\$428,755,562	4	391
189	180	Phyllis Browning Company	TX	1,866	\$479,047,955	3	162
190	119	Realty Executives Santa Clarita	CA	1,862	\$752,619,027	4	320
191	113	RE/MAX of Valencia	CA	1,859	\$781,216,767	2	135
192	98	RE/MAX Real Estate Consultants	CA	1,857	\$903,242,185	5	178
193	272	RE/MAX Associates of Arlington & Mansfield	TX	1,844	\$297,703,053	2	84
194	110	RE/MAX Northwest Realtors	WA	1,842	\$802,253,050	4	235
195	74	McEneaney Associates, Inc.	VA	1,841	\$1,119,237,035	4	276
196	288	RE/MAX Unlimited	IL	1,840	\$277,973,300	2	78
197	186	RE/MAX 440	PA	1,834	\$465,874,690	10	183
198	260	Coldwell Banker Brown Realtors	IL	1,816	\$314,299,047	5	187
199	205	RE/MAX Team 2000	IL	1,809	\$395,032,633	3	177
200	212	Keller Williams Realty, Palm Harbor	FL	1,799	\$388,104,029	3	380



# 2009 Power Broker Report

Trans. Rank	Sales Rank	Company Name	State	Transactions	Sales Volume	Total Offices	Total Agents
201	312	RE/MAX Affiliates	KY	1,766	\$254,485,339	4	106
202	90	John R. Wood Realtors	FL	1,758	\$974,015,755	4	333
203	290	Crossroads Realty, Inc.	NJ	1,755	\$274,278,990	12	278
204	306	Coldwell Banker SSK Realtors	GA	1,754	\$260,733,236	3	149
205	223	Van Eaton and Romero, Inc.	LA	1,737	\$369,116,341	5	187
206	253	Keller Williams, Marietta	GA	1,736	\$330,977,494	3	318
207	198	Keller Williams Realty, Plano	TX	1,733	\$418,226,133	1	214
208	357	RE/MAX Preferred Associates	OH	1,728	\$216,924,936	3	77
209	145	Prudential Decker Realty	VA	1,726	\$612,851,917	5	221
210	179	RE/MAX Masters, Inc.	CO	1,706	\$482,461,269	1	109
211	60	Frank Howard Allen Realtors	CA	1,684	\$1,305,409,540	10	403
212	201	Charles Reinhart Company	MI	1,681	\$401,191,170	9	161
213	209	Keller Williams Realty Las Vegas	NV	1,673	\$391,061,865	2	294
214	216	Stirling Properties	LA	1,667	\$382,397,826	10	183
215	227	Prudential Patt, White Real Estate	PA	1,662	\$368,319,421	8	275
216	257	Keller Williams Realty - Phoenix/Goodyear	AZ	1,662	\$319,303,141	2	334
217	519	GMAC Real Estate/The Kee Group	MI	1,651	\$126,612,300	5	115
218	532	Century 21 All-Pro	MO	1,645	\$121,117,206	4	120
219	255	RE/MAX Properties East	KY	1,639	\$325,574,997	1	107
220	325	Better Homes Realty	NJ	1,634	\$245,360,559	20	420
221	249	Keller Williams Realty, Boise	ID	1,626	\$336,463,765	2	317
222	200	Century 21 Access America	CT	1,619	\$402,229,613	12	596
223	244	RE/MAX Properties West	MO	1,618	\$339,493,084	2	97
224	447	Advantage Realty Inc.	MI	1,610	\$156,516,141	1	68
225	341	ERA First Advantage Realty, Inc.	IN	1,608	\$229,610,396	3	108
226	275	RE/MAX 200 Realty, RE/MAX Town & Country, RE/MAX Realty Centre	FL	1,603	\$293,799,300	3	122
227	265	Plaza Real Estate, Inc.	KS	1,602	\$308,836,714	3	91
228	34	Slifer Smith & Frampton Real Estate	CO	1,591	\$2,239,281,872	22	130
229	286	Keller Williams Legacy Group	TX	1,588	\$278,915,055	1	206
230	375	Keller Williams Realty, Oklahoma City	OK	1,586	\$208,611,830	3	141
231	406	RE/MAX 100/Riverside/Platinum/Masters	FL	1,584	\$181,227,215	5	61
232	958	Lepic-Kroeger, Realtors	IA	1,569	\$310,261,900	1	40
233	235	The AgentOwned Realty Co.	SC	1,562	\$355,249,482	13	444
234	258	RE/MAX Gateway	VA	1,560	\$318,977,882	3	89
235	264	Prudential Realty Center	TN	1,554	\$310,282,972	5	222
236	52	Daniel Gale Sotheby's International Realty	NY	1,546	\$1,580,061,000	20	550
237	395	RE/MAX of Pueblo, Inc.	CO	1,531	\$192,342,438	3	59
238	172	Keller Williams, Chicago	IL	1,530	\$526,763,789	5	433
239	285	Keller Williams Realty Grand Rapids	MI	1,530	\$279,668,580	3	158
240	233	RE/MAX Advantage	NV	1,527	\$361,048,758	2	70
241	226	RE/MAX Southeast, Inc.	CO	1,516	\$368,332,078	1	122
242	222	RE/MAX Associates	NV	1,515	\$371,797,825	2	176
243	206	Keller Williams Premier Partners	WA	1,514	\$394,099,472	2	264
244	228	Keller Williams Realty - Frisco Stars	TX	1,512	\$365,768,444	2	238
245	276	Keller Williams Realty Round Rock	TX	1,496	\$292,766,083	1	272
246	319	Realty Executives Metro One	MO	1,496	\$250,243,774	1	88
247	280	Milestone Realty Consultants LLC	KY	1,485	\$289,578,499	4	135
248	310	Keller Williams Realty, Hixson	TN	1,464	\$256,662,657	3	258
249	246	Vanguard Realty, Inc./Schwartz Property Sales, Inc.	FL	1,460	\$337,050,934	22	204
250	299	Keller Williams Conroe/Lake Conroe/Huntsville	TX	1,443	\$264,663,427	1	206

# 2009 Power Broker Report

Trans. Rank	Sales Rank	Company Name	State	Transactions	Sales Volume	Total Offices	Total Agents
251	266	RE/MAX East/West Of The River	CT	1,441	\$305,026,722	7	105
252	126	Century 21 Superstars	CA	1,417	\$695,753,886	6	567
253	238	Keller Williams Salt Lake City	UT	1,407	\$346,206,927	2	256
254	321	RE/MAX Realty Associates, Inc.	PA	1,407	\$249,650,355	2	74
255	215	Keller Williams Realty Sonoran Living	AZ	1,406	\$385,590,144	2	296
256	353	RE/MAX Gold	MO	1,396	\$224,210,407	5	148
257	140	RE/MAX Metro Eastside	WA	1,395	\$622,901,086	2	237
258	204	Coldwell Banker Elite	VA	1,392	\$395,881,352	5	169
259	331	RE/MAX Realty Group	FL	1,382	\$242,825,941	3	111
260	335	RE/MAX Renaissance Realty	AZ	1,382	\$232,474,843	1	48
261	220	Keller Williams Real Estate, Yardley	PA	1,381	\$376,803,426	3	308
262	410	Griffith & Blair American Home	KS	1,376	\$176,930,000	2	62
263	348	Coldwell Banker Huff & Pennink Advantage	NC	1,373	\$226,336,663	1	65
264	232	Coldwell Banker Professional, Realtors	VA	1,367	\$361,560,938	9	206
265	207	Prudential Montana Real Estate	MT	1,364	\$393,973,667	10	173
266	248	Coldwell Banker Mt. West Real Estate, Inc.	OR	1,362	\$336,559,461	2	127
267	262	RE/MAX Preferred	RI	1,360	\$312,092,592	3	100
268	259	RE/MAX of Rochester	MN	1,357	\$316,761,485	1	39
269	136	RE/MAX of Boulder	CO	1,350	\$631,243,307	1	84
270	459	RE/MAX 100	IN	1,325	\$150,112,473	1	48
271	476	RE/MAX Crossroads	OH	1,318	\$143,627,099	3	63
272	333	RE/MAX Realty Professionals, Inc.	PA	1,311	\$236,187,265	1	82
273	234	RE/MAX Action Realty	PA	1,307	\$357,490,282	1	110
274	339	Keller Williams Realty Partners Inc.	KS	1,298	\$230,932,009	1	164
275	294	Keller Williams Indianapolis Metro North	IN	1,292	\$268,359,180	2	221
276	250	RE/MAX Southern Homes	AL	1,290	\$336,303,852	2	98
277	317	Coldwell Banker Success	WI	1,290	\$251,035,605	7	104
278	188	RE/MAX Masters	CA	1,288	\$459,749,879	5	169
279	373	RE/MAX Real Estate Services	SC	1,284	\$208,738,809	3	71
280	214	Prudential Serls Prime Properties	NY	1,283	\$385,800,521	6	282
281	271	Keller Williams Advantage Realty	FL	1,282	\$299,863,739	4	232
282	283	Keller Williams Realty, Huntsville	AL	1,276	\$285,211,661	2	228
283	303	Keller Williams Capital Partners Realty	OH	1,274	\$261,410,465	1	141
284	679	RE/MAX Acclaim	MI	1,274	\$71,666,011	1	33
285	380	Park Co. Realtors	ND	1,271	\$205,862,794	1	71
286	393	Coldwell Banker First Realty-Encore	ND	1,267	\$195,000,000	4	96
287	327	RE/MAX Executives	GA	1,266	\$243,922,173	3	100
288	241	Temecula Valley Real Estate Inc.	CA	1,255	\$343,989,304	1	286
289	523	Century 21 HomeStar	OH	1,250	\$125,000,000	1	225
290	355	Coldwell Banker Faucette Real Estate	AR	1,242	\$221,000,000	3	121
291	444	RE/MAX Realty Consultants	NC	1,242	\$157,680,815	2	43
292	240	Keller Williams Southwest Realty	AZ	1,227	\$345,443,551	2	440
293	344	RE/MAX Professional Group	TX	1,227	\$228,153,227	1	70
294	354	Keller Williams Realty Katy @ Cinco Ranch	TX	1,215	\$223,009,373	1	192
295	287	Keller Williams Professionals, Asheville	NC	1,212	\$278,234,794	4	357
296	351	Keller Williams Realty Spokane & Spokane Valley	WA	1,212	\$225,182,238	1	183
297	300	Century 21 Today, Inc.	MI	1,210	\$263,080,800	5	243
298	452	RE/MAX Affiliates NE	PA	1,207	\$153,315,200	2	85
299	358	HJN Team	SD	1,190	\$216,210,271	5	76
300	394	Coldwell Banker Jim Stewart Realtors	TX	1,190	\$194,935,568	1	50

# 2009 Power Broker Report

Trans. Rank	Sales Rank	Company Name	State	Transactions	Sales Volume	Total Offices	Total Agents
301	308	Keller Williams Realty of Northern Colorado	CO	1,186	\$260,290,221	3	193
302	268	Keller Williams Realty, Pleasanton	CA	1,174	\$301,889,706	1	183
303	502	RE/MAX in the Hills	MI	1,174	\$134,026,972	1	50
304	284	Keller Williams Realty - Lee Beaver & Associates, Inc.	VA	1,155	\$285,139,346	1	191
305	390	Keller Williams Realty - North	CO	1,154	\$197,229,422	1	175
306	488	Keller Williams Realty Greater Cleveland	OH	1,150	\$138,879,022	1	135
307	243	RE/MAX Unlimited Northwest	IL	1,145	\$341,250,997	4	108
308	263	RE/MAX 4000	CO	1,144	\$311,880,896	1	58
309	376	Keller Williams Realty	TX	1,144	\$208,319,685	3	141
310	202	Prudential Prime Properties	MA	1,135	\$399,813,670	25	300
311	229	Keller Williams Elite	TX	1,132	\$364,963,877	2	232
312	383	RE/MAX Magic Real Estate	CA	1,132	\$202,875,880	1	70
313	224	MRM Partners, Ltd.	TX	1,131	\$368,974,045	3	252
314	144	Century 21 All Islands	HI	1,126	\$613,370,775	10	325
315	302	Keller Williams Realty - Elk Grove	CA	1,125	\$261,994,861	1	152
316	378	Coldwell Banker Pacesetter Steel	TX	1,123	\$206,554,293	3	105
317	161	Realty Trust Group	OR	1,121	\$559,290,000	4	127
318	442	RE/MAX Pinnacle Group Realtors	TX	1,120	\$158,643,697	1	62
319	245	Keller Williams Realty NF, CN, ROS	GA	1,116	\$338,071,051	3	300
320	347	RE/MAX 10	IL	1,113	\$226,610,695	3	145
321	448	Coldwell Banker Brenizer, Realtors	WI	1,112	\$154,847,654	5	72
322	328	Coldwell Banker Chicora	SC	1,110	\$243,739,292	10	192
323	359	Red Stick Partners, LLC	LA	1,108	\$214,427,802	1	189
324	461	Gambino Realtors	IL	1,101	\$149,260,000	3	110
325	404	Century 21 McMullen Real Estate Inc.	IL	1,100	\$182,000,000	1	130
326	343	Keller Williams Madison West/Madison East/Greater Wausau	WI	1,098	\$228,221,643	3	193
327	511	Keller Williams Real Estate Affiliates	MI	1,097	\$132,306,689	3	206
328	385	Keller Williams Realty, Memphis Central	TN	1,093	\$200,000,000	3	230
329	295	Coldwell Banker Primus Realty	IL	1,091	\$267,692,000	6	207
330	482	Coldwell Banker Legacy Real Estate Group	KY	1,091	\$142,373,873	4	116
331	464	Coldwell Banker Group One	LA	1,088	\$147,792,192	3	79
332	247	Keller Williams Realty	CA	1,086	\$337,040,923	1	300
333	397	ERA Showcase Properties and Investments	FL	1,084	\$188,819,159	8	140
334	515	Century 21 Advantage Gold	PA	1,083	\$129,323,818	8	251
335	342	Calcagni Associates	CT	1,075	\$229,000,000	3	114
336	297	Keller Williams Realty - Group One Inc	NV	1,074	\$266,451,022	2	214
337	273	Coldwell Banker Schneidmiller Realty	ID	1,063	\$296,006,860	3	115
338	296	Coldwell Banker Elite, Realtors	NJ	1,056	\$267,195,143	6	163
339	196	RE/MAX Realty Group	MD	1,050	\$420,018,131	2	141
340	497	RE/MAX Real Estate Group	PA	1,049	\$135,689,380	3	49
341	457	RE/MAX Heartland, Realtors	MO	1,047	\$150,755,982	4	36
342	199	Prudential California Realty	CA	1,046	\$409,500,682	4	219
343	420	ERA United Realty	GA	1,044	\$172,955,326	6	261
344	345	Keller Williams Clients Choice Realty	CO	1,042	\$227,828,393	1	185
345	631	RE/MAX Alliance Realty	OH	1,036	\$83,858,005	2	57
346	454	Keller Williams Premier Realty	IL	1,035	\$152,371,496	1	83
347	313	RE/MAX Prestige	MA	1,031	\$252,507,080	7	104
348	422	Hegg, Realtors, Inc.	SD	1,028	\$172,646,641	2	64
349	426	Keller Williams Greater Columbus/Keller Williams Greater Ohio	OH	1,028	\$168,084,641	3	80
350	338	Keller Williams Realty - Woodbridge	VA	1,022	\$231,049,082	1	141

# 2009 Power Broker Report

Trans. Rank	Sales Rank	Company Name	State	Transactions	Sales Volume	Total Offices	Total Agents
351	183	RE/MAX Distinctive Real Estate, Inc.	VA	1,019	\$470,812,648	3	106
352	274	RE/MAX Metro Atlanta	GA	1,007	\$295,822,625	2	88
353	372	Keller Williams Realty - Ann Arbor	MI	1,003	\$209,065,790	2	147
354	446	RE/MAX of Grand Rapids, Inc.	MI	1,003	\$157,492,301	2	45
355	434	RE/MAX Results	MO	1,001	\$164,259,241	3	80
356	441	Keller Williams Realty - Amarillo	TX	997	\$160,818,587	1	82
357	292	RE/MAX Regency	VA	995	\$272,395,734	2	94
358	382	Advance Realty Solutions, Inc.	MD	993	\$204,180,188	14	223
359	389	House of Brokers Realty, Inc	MO	992	\$198,926,107	2	70
360	399	Keller Williams Realty - Gainesville	GA	988	\$184,912,890	1	195
361	387	Keller Williams Realty - Metairie	LA	982	\$199,679,313	1	242
362	569	Florida Professional Family of Companies LLC	FL	980	\$104,000,000	5	41
363	330	RE/MAX Masters	TX	968	\$243,109,562	1	68
364	239	RE/MAX Omega Realty Ltd.	OH	964	\$345,592,398	1	68
365	316	RE/MAX Tri County	NJ	963	\$251,248,942	1	90
366	685	Keller Williams Realty Livonia Market Center	MI	961	\$70,045,414	1	109
367	307	Keller Williams Realty - Rancho Cucamonga	CA	960	\$260,680,724	2	245
368	315	Keller Williams Realty - Stuart	FL	960	\$252,112,734	3	329
369	734	Coldwell Banker Hoppough & Associates	MI	958	\$59,235,186	8	56
370	493	WestMark, Realtors	TX	953	\$137,000,000	1	49
371	346	Century 21 Nachman Realty	VA	951	\$226,792,489	9	185
372	324	Keller Williams - Park Meadows	CO	950	\$247,259,685	1	220
373	366	Keller Williams Realty - Charlotte	NC	949	\$211,549,170	2	237
374	512	RE/MAX Realty Professionals	KS	949	\$131,583,759	2	46
375	363	Keller Williams Legacy One Realty	AZ	945	\$213,707,486	2	194
376	301	The Platinum Group Realtors	CO	941	\$262,465,850	1	68
377	449	Tomie Raines Inc.	MI	933	\$154,400,000	3	80
378	487	Keller Williams Realty - Royersford	PA	931	\$139,238,522	2	171
379	334	Keller Williams Realty - Henderson	NV	925	\$234,662,913	2	316
380	291	Keller Williams Realty - Hilgenberg	CA	924	\$272,503,131	2	282
381	332	Keller Williams Realty Greater Portland	ME	916	\$239,570,657	1	155
382	650	Keller Williams Realty Warren/Sterling Heights Market Center	MI	914	\$78,270,654	1	102
383	261	Keller Williams Realty Charleston	SC	913	\$312,874,393	4	256
384	413	RE/MAX Capital City	TX	911	\$175,545,090	2	64
385	320	Keller Williams Realty Alaska Group	AK	906	\$249,825,607	1	111
386	417	RE/MAX Savannah	GA	903	\$173,706,557	2	67
387	384	RE/MAX Center	GA	894	\$200,349,157	2	65
388	453	Keller Williams Clear Lake/NASA	TX	885	\$152,451,350	2	156
389	489	Keller Williams Realty DFW Metro South	TX	883	\$138,849,010	1	150
390	427	Keller Williams Realty Coastal Area Partners	GA	880	\$168,078,675	2	175
391	219	Keller Williams Realty - Walnut Creek	CA	877	\$378,032,016	3	332
392	433	RE/MAX Homestead Realty	ID	875	\$164,638,881	1	45
393	574	Keller Williams Realty Lakeside Market Center	MI	872	\$102,050,985	2	174
394	318	RE/MAX Professionals Select	IL	866	\$250,558,412	2	85
395	365	RE/MAX Showcase	IL	864	\$213,233,491	4	86
396	403	RE/MAX All-Pro	CA	864	\$182,305,741	2	75
397	370	RE/MAX Properties	NH	861	\$209,750,455	2	75
398	421	Platinum Realty	MO	861	\$172,946,422	1	186
399	438	RE/MAX Real Estate Executives	KY	856	\$161,377,493	1	52
400	479	Keller Williams Realty - Greenville	SC	855	\$143,129,470	1	139

# 2009 Power Broker Report

Trans. Rank	Sales Rank	Company Name	State	Transactions	Sales Volume	Total Offices	Total Agents
401	281	Erwin & Hansen Inc.	IL	850	\$287,392,203	2	88
402	471	Pruitt Real Estate Inc.	FL	850	\$145,200,000	4	140
403	414	Keller Williams Pioneer Valley	MA	848	\$175,310,033	4	194
404	405	Keller Williams Executives	CO	847	\$181,317,745	1	153
405	396	RE/MAX Northwest, Inc.	CO	845	\$190,935,641	1	65
406	505	RE/MAX Choice	NC	842	\$133,148,645	2	42
407	485	RE/MAX of Rapid City	SD	840	\$141,550,002	1	30
408	300	Keller Williams Realty - Lake Oswego	OR	839	\$264,566,499	2	217
409	604	Coldwell Banker First Place Real Estate	OH	835	\$92,000,000	4	133
410	463	Keller Williams Realty - Victorville	CA	834	\$147,898,584	1	109
411	746	Keller Williams Great Lakes	MI	834	\$57,624,258	1	123
412	692	RE/MAX Grande	MI	824	\$68,604,889	1	23
413	374	RE/MAX Centre Realtors	PA	823	\$208,690,000	1	90
414	361	RE/MAX of Stuart	FL	821	\$214,015,548	2	58
415	379	Keller Williams UT Realtors	UT	815	\$205,904,601	1	197
416	309	Keller Williams Select Realtors	MD	803	\$257,366,092	3	327
417	409	Keller Williams Realty - Charlotte	NC	800	\$179,349,040	1	249
418	155	Keller Williams Realty Westside	CA	793	\$583,539,778	1	527
419	536	Remax Country Real Estate, Inc.	ID	786	\$119,266,939	1	41
420	340	RE/MAX Properties SW	FL	785	\$230,290,294	3	86
421	528	Keller Williams - Downtown	CO	784	\$122,983,262	1	83
422	546	Keller Williams Realty - Lubbock	TX	783	\$112,561,977	1	94
423	495	Keller Williams Realty of Greensboro	NC	781	\$136,105,524	1	95
424	533	West USA Realty Revelation	AZ	781	\$120,494,922	2	142
425	573	Keller Williams Realty - Beavercreek	OH	780	\$102,530,070	1	108
426	371	RE/MAX Lake of the Ozarks	MO	778	\$209,249,027	1	81
427	401	RE/MAX One Realty	NC	777	\$183,995,299	1	30
428	513	RE/MAX Innovations	MO	774	\$131,500,000	1	51
429	491	Keller Williams Realty - La Jolla	CA	772	\$137,367,762	2	142
430	537	Keller Williams Realty - Ocala	FL	770	\$119,083,742	2	245
431	455	Keller Williams Realty Intown Atlanta	GA	765	\$151,777,714	1	118
432	445	Keller Williams Realty North Collin County	TX	762	\$157,576,889	1	103
433	456	ERA Brokers Consolidated, Inc.	UT	761	\$150,915,846	6	100
434	509	Keller Williams Realty Greater Worcester	MA	761	\$132,608,386	1	80
435	688	Keller Williams Realty - Saginaw	MI	760	\$69,589,278	2	85
436	369	RE/MAX Alliance	VA	755	\$209,963,034	3	64
437	408	Keller Williams Realty North Raleigh	NC	748	\$179,360,452	1	115
438	337	Keller Williams Realty Marysville	WA	746	\$231,066,817	1	256
439	436	RE/MAX Associates of Lancaster	PA	746	\$162,606,394	3	68
440	472	Keller Williams Consultants Realty	OH	746	\$145,043,606	2	160
441	419	RE/MAX Great American	IL	740	\$173,372,776	4	83
442	466	Realty Executives of San Antonio	TX	735	\$146,878,229	1	84
443	109	Paragon Real Estate Group	CA	732	\$810,000,000	2	118
444	362	Prudential Slater James River, Realtors	VA	729	\$213,813,600	4	76
445	603	Keller Williams Realty - Greenwood	IN	720	\$92,010,653	1	114
446	538	Upper Providence Realty Group	PA	718	\$118,748,557	1	125
447	629	Keller Williams Realty - Wichita	KS	716	\$84,734,302	1	67
448	486	Keller Williams - Jacksonville	FL	714	\$141,486,154	3	222
449	329	Nancy Chandler Associates	VA	713	\$243,624,900	2	69
450	705	EXIT One Realty	CO	710	\$65,000,000	1	22



# 2009 Power Broker Report

Trans. Rank	Sales Rank	Company Name	State	Transactions	Sales Volume	Total Offices	Total Agents
451	392	Keller Williams Real Estate - Exton	PA	709	\$195,993,339	1	135
452	211	Coldwell Banker Coastal Alliance	CA	704	\$388,385,895	2	181
453	558	Keller Williams Integrity Realty	MN	704	\$107,365,221	1	57
454	411	Keller Williams Realty Gulf Coast	FL	702	\$176,424,444	3	164
455	252	Keller Williams - Carlsbad	CA	700	\$331,340,149	1	155
456	418	RE/MAX City	IL	696	\$173,514,661	2	104
457	451	Keller Williams Realty Services	LA	696	\$154,291,823	1	150
458	435	Keller Williams Realty Southern Nevada	NV	692	\$162,650,661	1	80
459	430	Keller Williams Superior Realty	VA	690	\$165,914,861	2	236
460	254	Prudential Zack Shore Properties	NJ	688	\$330,305,010	10	132
461	293	Keller Williams Realty - Manassas	VA	686	\$270,331,003	2	237
462	490	Keller Williams Realty - Allen	TX	680	\$137,583,760	1	78
463	597	Keller Williams Realty RGV	TX	678	\$93,634,821	2	110
464	311	Keller Williams Eagle Realty	FL	674	\$254,838,350	1	236
465	522	Keller Williams Realty - Tallahassee	FL	674	\$125,797,118	1	151
466	400	Keller Williams Realty - South Easton	MA	672	\$184,239,145	1	116
467	503	Keller Williams Realty - Little Rock	AR	672	\$134,021,608	1	81
468	437	Blue Realty GMAC Real Estate Services	NJ	671	\$162,052,000	7	197
469	336	RE/MAX Properties, Ltd.	PA	668	\$231,335,064	3	78
470	256	Keller Williams Realty - Los Alamitos	CA	664	\$324,820,813	3	413
471	462	Keller Williams Realty - Greater Newark	DE	662	\$148,145,850	2	301
472	614	RE/MAX of K.C.	MO	662	\$89,544,866	1	32
473	221	Bailey Properties Inc.	CA	661	\$375,603,182	4	128
474	590	Keller Williams Realty Lafayette	IN	660	\$97,914,318	1	62
475	439	Keller Williams, SouthPark	NC	657	\$160,968,016	1	154
476	443	Keller Williams Realty Eugene and Springfield	OR	657	\$158,071,224	1	93
477	440	Keller Williams Realty at the Parks	FL	656	\$160,960,111	2	169
478	741	Keller Williams Indy Metro West	IN	654	\$58,397,154	1	83
479	146	Prominent Properties Sotheby's International Realty	NJ	650	\$612,473,076	8	290
480	349	Keller Williams Coastal Properties I & II	CA	645	\$226,227,756	2	363
481	516	Keller Williams Realty Metro Atlanta	GA	644	\$128,316,078	1	88
482	531	RE/MAX Realty of Joliet	IL	643	\$121,295,261	1	40
483	480	RE/MAX Alliance Realtors	NM	640	\$142,855,409	1	38
484	514	Keller Williams Realty - Bedford	NH	640	\$130,948,586	2	135
485	637	Keller Williams Home Town Realty	OH	634	\$81,723,849	1	67
486	450	RE/MAX Preston Road	TX	632	\$154,360,739	1	48
487	578	Keller Williams Realty - Fayetteville	NC	624	\$101,174,377	1	53
488	517	Coldwell Banker Hartung & Noblin, Inc.	FL	623	\$128,260,379	2	65
489	645	Keller Williams Realty Atlanta Classic	GA	623	\$80,620,944	1	114
490	750	RE/MAX On Track	IL	623	\$57,023,707	2	26
491	282	Satcal, Inc.	CA	622	\$285,257,443	1	112
492	548	Keller Williams Realty - DFW Metro Southwest	TX	617	\$112,441,701	2	60
493	377	Keller Williams Realty - Corona	CA	615	\$208,124,994	1	208
494	506	Coldwell Banker Funkhouser Realtors	VA	615	\$132,773,136	4	58
495	368	Keller Williams Realty - Beverly	MA	611	\$210,481,557	2	158
496	547	Signature Parters, LLC	KS	611	\$112,556,441	1	79
497	425	Keller Williams Realty - Puyallup	WA	610	\$168,374,955	1	107
498	535	RE/MAX Preferred Properties	OK	608	\$119,489,041	1	37
499	304	Keller Williams Realty - Valencia	CA	606	\$260,962,622	1	286
500	428	RE/MAX N.O. Properties	LA	604	\$166,981,194	1	47



# 2009 Power Broker Report

Trans. Rank	Sales Rank	Company Name	State	Transactions	Sales Volume	Total Offices	Total Agents
501	720	Keller Williams Realty Platinum Partners	MO	604	\$61,509,705	1	69
502	498	RE/MAX Central Group	OH	603	\$135,573,158	1	42
503	627	Keller Williams Northland Partners LLC	MO	603	\$84,856,828	1	81
504	407	Randall Realtors GMAC	RI	602	\$180,649,000	7	150
505	526	Keller Williams Realty - Fort Mill	SC	599	\$124,192,189	1	100
506	542	RE/MAX 1st Choice	RI	594	\$116,613,647	1	47
507	586	RE/MAX Paramount Properties	FL	593	\$98,981,550	1	58
508	539	Keller Williams Atlanta Midtown	GA	592	\$118,698,947	1	49
509	553	Keller Williams Legacy Partners, Inc.	KS	592	\$110,219,718	1	105
510	429	Prudential SourceOne	IL	591	\$166,337,670	4	91
511	507	Keller Williams Realty - Cranston	RI	587	\$132,739,756	1	116
512	596	The Real Estate Center of Illinois, LLC	IL	586	\$94,098,281	2	52
513	559	Century 21 Osborne Realty	CA	585	\$107,279,239	5	53
514	484	Keller Williams Realty - Cary	NC	584	\$141,850,593	1	105
515	551	Keller Williams Realty Southwest	MO	584	\$110,660,512	1	135
516	388	RE/MAX Realty Centre	MD	582	\$199,498,261	2	92
517	567	Keller Williams Realty Bakersfield	CA	582	\$104,390,714	1	99
518	579	Keller Williams Integrity	MN	582	\$100,358,656	1	68
519	600	Keller Williams Realty - Pittsburgh	PA	582	\$93,161,814	1	102
520	639	Keller Williams Realty Northville Market Center	MI	580	\$81,207,952	1	113
521	738	Keller Williams Realty Greater Cleveland West	OH	566	\$58,652,049	1	104
522	477	RE/MAX Properties	IL	563	\$143,326,113	1	45
523	602	Keller Williams Realty - Corpus Christi	TX	563	\$92,589,196	1	93
524	520	Keller Williams of Central Pennsylvania	PA	556	\$126,578,067	1	64
525	431	Keller Williams Realty Atlanta North	GA	554	\$165,448,863	1	107
526	651	Keller Williams Realty Plymouth Market Center	MI	552	\$77,986,501	1	73
527	836	Keller Williams Woodward	MI	551	\$35,850,148	1	63
528	500	Keller Williams Realty - Sarasota Lakewood Ranch	FL	545	\$134,537,179	2	129
529	642	Keller Williams Realty of Winston-Salem	NC	545	\$80,692,267	2	73
530	686	Keller Williams Realty - Waco	TX	545	\$70,001,668	1	67
531	192	RE/MAX Today	CA	542	\$453,085,680	2	78
532	595	RE/MAX Millennium	PA	540	\$94,821,126	2	53
533	892	Keller Williams Realty - Detroit	MI	539	\$18,043,456	1	79
534	277	Keller Williams Realty - Carmel Valley/Del Mar	CA	538	\$292,253,188	1	113
535	572	Keller Williams Realty - Pearland	TX	536	\$102,707,263	1	126
536	711	Keller Williams Performance Realty	CO	536	\$63,592,807	1	65
537	555	Keller Williams Partners Realty	CO	533	\$108,329,124	2	125
538	469	RE/MAX Realty Affiliates	NV	530	\$146,430,499	2	49
539	499	RE/MAX Professionals	RI	527	\$134,835,000	1	59
540	541	Kline May Realty	VA	527	\$117,534,625	2	57
541	557	David Winans GMAC Real Estate	TX	527	\$107,402,000	4	40
542	632	Keller Williams Realty - Pensacola	FL	527	\$83,624,739	2	151
543	682	RE/MAX Central Realty	NC	527	\$70,893,960	1	15
544	360	Keller Williams Realty - San Diego	CA	524	\$214,235,610	1	133
545	560	Keller Williams North Davis	UT	524	\$107,188,974	1	115
546	609	Keller Williams Realty, Diamond Partners, Inc.	KS	521	\$91,061,410	1	154
547	540	RE/MAX 100	MD	520	\$117,805,308	6	305
548	424	Keller Williams - Portland Central	OR	519	\$170,187,865	1	98
549	633	Keller Williams Roers Realty	ND	519	\$83,362,383	1	56
550	712	Century 21 Reed-Whately-Moore/United	AR	516	\$63,115,564	2	64

# 2009 Power Broker Report

Trans. Rank	Sales Rank	Company Name	State	Transactions	Sales Volume	Total Offices	Total Agents
551	673	RE/MAX Results	OH	514	\$72,876,554	1	29
552	677	Keller Williams Realty - Norman	OK	514	\$72,342,701	1	54
553	458	The Home Source Realtors	GA	513	\$150,695,155	2	87
554	494	Keller Williams Realty - Fair Oaks	CA	511	\$136,154,929	1	109
555	821	Century 21 Jeff Keller Realty	GA	511	\$40,000,000	1	41
556	508	Lake Norman Cornelius, NC, LLC	NC	506	\$132,615,621	2	134
557	381	Keller Williams Realty Central Coast and North County	CA	503	\$204,704,155	2	175
558	510	Keller Williams Minneapolis Lakes	MN	502	\$132,408,191	1	91
559	492	RE/MAX Action	IL	500	\$137,195,353	2	75
560	415	Keller Williams Mercer County	NJ	498	\$174,514,849	2	227
561	625	Keller Williams Realty Brighton Market Center	MI	498	\$85,276,791	1	87
562	608	Keller Williams Realty - Hattiesburg	MS	497	\$91,130,963	1	37
563	664	Century 21 1st American	AZ	495	\$75,193,144	1	32
564	481	Keller Williams Realty - Mooresville	NC	492	\$142,832,452	1	204
565	657	Keller Williams Realty - Kernersville	NC	490	\$76,475,649	1	74
566	518	Keller Williams Realty - Manassa	VA	487	\$126,694,227	2	92
567	669	Keller Williams Realty - Springfield	MO	487	\$73,879,116	1	109
568	527	Keller Williams Realty - Orlando	FL	484	\$124,151,272	2	193
569	725	RE/MAX 2000	IL	480	\$60,283,201	2	36
570	467	RE/MAX Realty Affiliates	NV	479	\$146,750,835	1	48
571	564	Keller Williams Classic Properties Realty	OH	479	\$105,915,736	1	86
572	684	REMAX Realty Consultants	NC	479	\$70,159,717	1	25
573	667	Greater Cleveland Southwest	OH	478	\$74,267,841	1	80
574	755	Hurt and Landers, LLC	MS	478	\$55,515,179	1	54
575	367	Keller Williams Benchmark Properties	CA	477	\$211,247,227	1	120
576	549	Keller Williams Realty Community Partners	GA	477	\$111,192,722	1	105
577	939	Century 21 Community Realty	GA	475	\$2,245,196	9	104
578	386	RE/MAX Island Realty	SC	474	\$200,000,000	2	101
579	416	ERA Landmark Real Estate	MT	474	\$173,903,561	3	60
580	753	Keller Williams Realty of Southwest Missouri	MO	471	\$56,199,317	1	53
581	584	Keller Williams Advisors Realty	OH	469	\$99,466,918	1	79
582	680	Keller Williams Realty - El Paso	TX	468	\$71,642,208	1	86
583	352	RE/MAX Properties of the Summit	CO	467	\$224,314,705	4	81
584	364	Keller Williams Realty - Arlington	VA	467	\$213,595,321	2	183
585	581	Boca Executive Realty	FL	467	\$100,000,000	3	44
586	588	RE/MAX Austin Associates	TX	467	\$98,507,479	1	23
587	610	Keller Williams Realty Leaders	IN	465	\$90,378,329	2	75
588	611	Keller Williams Realty - Birmingham	AL	465	\$90,344,073	1	78
589	656	Keller Williams Realty - Louisville	KY	465	\$76,553,546	1	80
590	658	Keller Williams Realty - College Station	TX	462	\$76,306,083	1	46
591	599	Keller Williams Classic Realty	MN	461	\$93,168,926	1	111
592	468	Keller Williams Success Realty	IL	459	\$146,608,735	1	156
593	566	Keller Williams Realty CD	DE	459	\$104,822,814	1	100
594	613	Keller Williams Realty Key Partners	KS	457	\$89,678,182	1	59
595	615	Keller Williams Rockwall	TX	457	\$89,313,881	1	83
596	630	Keller Williams Realty Professionals	LA	451	\$84,047,149	1	95
597	305	Coldwell Banker Schmitt Real Estate Co. Inc	FL	450	\$260,746,548	5	118
598	621	Keller Williams Realty	NC	446	\$87,301,593	1	73
599	607	Keller Williams Realty Platinum Partners	GA	444	\$91,514,538	1	81
600	648	Keller Williams Realty Dallas Metro East	TX	443	\$79,358,778	1	74

# 2009 Companies To Watch

Company Name	State
Keller Williams Realty Farmington Valley	CT
Keller Williams	FL
RE/MAX Signature	IL
Keller Williams Realty	PA
Keller Williams Western Realty	WA
Keller Williams Realty	SC
RE/MAX First Choice	MD
Keller Williams Realty	FL
Keller Williams Realty Syracuse	NY
Keller Williams Realty	MI
RE/MAX South Suburban	IL
Keller Williams Studio City	CA
Prudential Lifestyle Realty	NC
Keller Williams Realty	MD
RE/MAX Real Estate Specialists	CA
Keller Williams Realty - Folsom	CA
Keller Williams Realty Macomb - St. Clair	MI
Keller Williams Realty	AL
Keller Williams Preferred Real Estate	PA
Keller Williams Realty	AL
Century 21 Murphy Rudolph	NC
Keller Williams Realty St. George	UT
Keller Williams Realty - Cherry Creek	CO
Keller Williams Realty Madison	AL
Keller Williams Realty Louisville - Highlands	KY
Keller Williams Realty Integrity Northwest	MN
Keller Williams Realty Parishwide Partners	LA
Keller Williams Realty Acadiana	LA
Keller Williams Realty Mid ME	ME
Forward Management - Keller Williams Realty	CA
Keller Williams Preferred Properties	MD
Keller Williams - Silicon Valley	CA
Keller Williams Realty	FL
Keller Williams Realty Select Partners	GA
Keller Williams - Southlands	CO
Higgins Group	CT
Keller Williams Montana Realty	TX
EXIT Realty The Global Group	FL
Keller Williams Realty Atlanta Metro East	GA
Keller Williams of New Orleans	LA
Keller Williams Realty Emerald Coast	FL
Keller Williams Realty	TX
Prudential South O'Town Realty	AL

Company Name	State
Keller Williams Realty	NY
Keller Williams-Southwest	CO
Keller Williams Realty, Lansing	MI
RE/MAX Realty Professionals	SC
RE/MAX Honolulu	HI
Keller Williams Realty	MS
Sereno Group	CA
Keller Williams Realty / Preferred Realty LLC	VA
Keller Williams Realty	PA
Keller Williams Realty/NH	NH
Keller Williams Premier Realty	CO
Keller Williams Columbia	SC
Keller Williams Tacoma	WA
Keller Williams Realty	OR
RE/MAX Elite	IL
Keller Williams Realty	NJ
Keller Williams - Dallas County South	TX
Keller Williams Realty	LA
Coldwell Banker Plourde Real Estate	ME
Keller Williams Westfield Real Estate	UT
Keller Williams	CA
OwnACondo.com	IL
Keller Williams Realty	NE
Keller Williams Realty, Boston-Metro	MA
Keller Williams Realty	IL
Keller Williams Capital Properties	WA
Keller Williams Real Estate - Northeast Philadelphia	PA
Keller Williams Realty	NC
Keller Williams Realty - Commerce Market Center	MI
Keller Williams Realty	FL
Keller Williams Realty	OH
Keller Williams Realty-Exclusive Properties	CA
Keller Williams Realty	IL
Keller Williams Realty Houston West	TX
Keller Williams Realty	TX
Keller Williams Realty Professionals	OR
Keller Williams Realty of Brevard	FL
Keller Williams Realty Professionals	FL
Keller Williams Realty	CA
Century 21 United Properties, Inc.	FL
Keller Williams Realty	CA
Keller Williams Realty	AZ
RE/MAX Leading Edge	GA

# 2009 Companies To Watch

Company Name	State
Keller Williams Realty	NC
Keller Williams Realty Premier Properties	FL
Keller Williams Realty	MI
Keller Williams Realty	NJ
Keller Williams Realty	MI
Keller Williams Realty Landmark	NY
Keller Williams Real Estate - Southwest Michigan	MI
Keller Williams Flagship of Maryland	MD
RE/MAX at Jennersville	PA
Keller Williams Realty	TX
Keller Williams Realty	NV
Keller Williams Premier Realty	MN
Keller Williams	MI
Keller Williams Realty	NY
Keller Williams Greenville Central	SC
Keller Williams Realty	TX
Keller Williams Realty Portland Premiere	OR
Keller Williams Realty	NY
Keller Williams Realty	VA
Romeo Manzanilla	TX
Long Realty Partners	AZ
Keller Williams Realty	KY
Keller Williams Realty New York	NY
Keller Williams Realty Santa Monica	CA
Keller Williams Realty Marina Del Rey	CA
Keller Williams Realty	CA
Keller Williams Realty	IL
Keller Williams Realty	SC
EXIT Team Realty II	FL
Keller Williams Realty	IN
Keller Williams Realty Hilton Head Island	SC
Keller Williams Realty Southern Oregon	OR
Keller Williams Realty	CA
Keller Williams Realty	NJ
Keller Williams Realty Bothell	WA
Keller Williams Realty	NC
Keller Williams Realty	FL
Keller Williams Realty	TX
Keller Williams Realty	PA
Keller Williams Prestonwood	TX
Coldwell Banker 1st Choice Realty	CO
Keller Williams Check Realty	AZ
Keller Williams Realty	PA

Company Name	State
Keller Williams Realty	MS
All American Homes	NC
Keller Williams Coastal Realty	NH
Keller Williams Realty - Auburn/Opelika	AL
Keller Williams Realty Palm Beach Central	FL
Keller Williams Realty	CA
Keller Williams Realty	FL
Keller Williams Classic Realty Northwest	MN
Keller Williams Realty Northern Rhode Island	RI
Keller Williams Sunset Corridor	OR
Keller Williams of Manatee	FL
Keller Williams Realty of Greater Manatee	FL
Keller Williams Realty	MI
Keller Williams Berkeley	CA
Keller Williams Realty	TN
Keller Williams Realty	NY
Keller Williams Arizona Living Realty	AZ
Michigan 1st Realty	MI
Keller Williams Tucson Territory	AZ
Keller Williams Partners Realty	FL
Keller Williams Lifestyle Realty	AZ
Keller Williams Realty	MA
EXIT Real Estate Gallery	FL
Keller Williams Realty	WA
Keller Williams Realty Consultants	MD
Keller Williams Realty Chapel Hill	NC
Keller Williams Heritage Realty	FL
Keller Williams Realty	IL
Keller Williams Realty	MA
Keller Williams Realty	SC
Keller Williams Realty Atlanta West	GA
Keller Williams Realty Centre	MD
RE/MAX at Home	IL
Keller Williams Realty	GA
Keller Williams Realty	WA
Keller Williams Realty	CA
Keller Williams Realty of the Treasure Coast	FL
Keller Williams Realty At The Vista's	FL
Keller Williams Team Realty	IL
EXIT Desert Ocean Realty	CA
Keller Williams Realty	CA
Keller Williams Realty of Newport	RI
Keller Williams Legacy One Realty	AZ

# 2009 Companies To Watch

Company Name	State
RE/MAX Premier Group	FL
Keller Williams Beach Cities	CA
Keller Williams Realty	AZ
Keller Williams Realty	AZ
Eastern Berks Realty Services, LLC	PA
Score Properties	CA
Keller Williams Realty North Central	MA
Keller Williams Realty	OH
Realty Executives Select	MI
Keller Williams Realty	NC
Keller Williams Southland Partners	MO
Keller Williams Realty	CA
Keller Williams Realty Gig Harbor	WA
Keller Williams Realty	CO
Keller Williams Realty Integrity WI/MN	WI
Keller Williams - Big Bear Lake Arrowhead	CA
Peoples Choice Investments, LLC	AL
Keller Williams Realty	MD
Texas Best Properties, LLC	TX
Keller Williams Realty	MD
Keller Williams Realty	TX
Keller Williams Realty Market Center Redlands	CA
Keller Williams Realty	WA
Keller Williams Realty	NY
Keller Williams Hudson Valley Realty	NY
Keller Williams LA Harbor	CA
Keller Williams Realty	WA
Keller Williams Realty	VA
Keller Williams	CA
EXIT EZ Realty	NY
New Way Properties	SC
Keller Williams Realty	LA
MHT CAL, Inc., Keller Williams	CA
RE/MAX Hometown Advantage	IL
Keller Williams Realty	VA
Keller Williams Realty Brainerd Lakes	MN
Keller Williams Realty - Elite Partners	FL
RE/MAX North	IL
Keller Williams Realty	VA
Keller Williams Realty	AL
Keller Williams Realty	OR
Keller Williams Realty	WA
Keller Williams Realty	WA

Company Name	State
Keller Williams Realty	OR
Keller Williams Realty Merrimack Valley	MA
Keller Williams Premier Realty South Suburban	MN
Keller Williams Realty	CA
EXIT Realty Professionals	MO
Keller Williams Realty	CO
Keller Williams Premier Realty Rochester	MN
Keller Williams Eastside Partners	WA
Keller Williams Realty	PA
Keller Williams Realty	FL
Keller Williams Realty	OH
EXIT Realty Lyon	AL
Keller Williams Realty North County	CA
Keller Williams Realty	NC
Keller Williams Realty	CT
Keller Williams Realty	WA
Keller Williams Realty	CO
Keller Williams Realty	CO
Keller Williams Realty LA Brentwood	CA
Keller Williams Realty Maui	HI
Keller Williams Realty Greater Nassau	NY
Keller Williams Realty	CA
Keller Williams Realty	MD
Keller Williams Realty	MA
Keller Williams Realty Partners	NY
American Premier Realty LLC	MD
Keller Williams Realty	MD
Weichert Realtors Hibble & Associates	PA
Keller Williams Realty	FL
Keller Williams Excellence	MD
Keller Williams Mountain Vistas Realty	AZ
Keller Williams Realty	CA
The Heller Real Estate Group	CA
Keller Williams Realty	GA
DRM Pacific Properties, Inc.	CA
Keller Williams Realty	CA
Keller Williams Realty	CT
Keller Williams Realty	CA
Keller Williams Realty	WA
Keller Williams Realty	MN
Keller Williams Realty - Chicago Consulting Group	IL
Keller Williams Realty	NY
Beachside Realty Holdings Inc.	FL

# 2009 Companies To Watch

Company Name	State
BCK Real Estate	VT
Keller Williams Realty	FL
Keller Williams Realty	CT
Keller Williams Team Realty	NJ
Keller Williams Realty - Chico Area	CA
Keller Williams Realty	CA
Keller Williams Realty	GA
RE/MAX Southern Advantage	NC
Keller Williams Realty	OH
Keller Williams Realty	MD
Texas Sold Team Realty, LLC	TX
JCI Realtors	MI
Keach & Grove Real Estate	IN
Keller Williams Realty	NY
Keller Williams Realty	CA
Coldwell Banker Foster Real Estate, Inc.	KY
Keller Williams Realty	FL
Morris Realty & Investments, Inc.	FL
Realty World Global	CA
Focus Professionals, Inc.	RI
Keller Williams Realty Galveston	TX
Keller Williams Realty	VA
Keller Williams Nevada County	CA
Keller Williams Realty	NJ
Cobb Realty, LLC	AZ
Keller Williams Realty	NJ
Keller Williams Realty	MA
Keller Williams Foothills Realty	CO
Exit Realty Solutions	TX
Keller Williams Realty	CT
Borda Realty	VA
Provest Realty Associates	DE
Keller Williams Realty	MA
EXIT Realty Lakes & Mountains	GA
EXIT On The Hudson Realty	NJ
Keller Williams Wilshire	CA
Fox Realty Group, Inc.	TX
Prudential Select Properties	NC
Keller Williams Realty Encino - Sherman Oaks	CA
Keller Williams CT Realty	CT
Aloha Coast Realty	HI
Buice Bowers Realty	SC