

Rank 2011	Brokerage name Address	Telephone Fax Web	2010 local residential sales volume	List volume Sold volume	List number Sold number	Local licensees Local offices Mgmt./staff	Services/specialties	Top local executive Designated broker Year estab. locally
1	West USA Realty 16807 N. Cave Creek Road Phoenix 85032	602-564-6300 Fax 602-564-6315 www.westusa.com	\$2.6 B	\$1.2 B \$1.4 B	5,395 6,866	1,098 21 34	residential, commercial, land, property manage- ment, rentals	Clay Fouts C. Dale Hillard 1986
2	HomeSmart 3131 E. Camelback Road, Ste. 125 Phoenix 85016	602-230-7600 Fax 602-230-7666 www.homesmartmove.com	\$2.5 B	\$951 M \$1.6 B	4,754 8,104	4,100 11 45	residential, new homes, luxury homes, lots & land, rentals, referrals, property management	Matt Widdows Trudy Moore 1997
3	Prudential Arizona Properties 14635 N. Kierland Blvd., Ste. 160 Scottsdale 85254	480-505-6300 Fax 480-505-6306 www.pruaz.com	\$2 B	\$941 M \$1.1 B	5,005 5,846	1,500 19 88	full-service real estate brokerage specializing in residential transactions and relocation	Mark Stark Charles McLean 2001
4	Russ Lyon Sotheby's International Realty 17207 N. Perimeter Drive, Ste. 120 Scottsdale 85255	480-502-3500 www.russlyon.com	\$1.7 B	\$858 M \$852 M	1,725 1,966	779 12 66	residential real estate brokerage and services	Deems Dickinson, Robert Juby Deems Dickinson 1947
5	John Hall & Associates Inc. 11211 N. Tatum Blvd., Ste. 250 Phoenix 85028	602-953-4043 Fax 602-953-4048 www.johnhall.com	\$860 M	\$464 M \$396 M	2,284 2,121	585 7 24	residential, bank-owned, short sales, new and luxury homes, rentals, property management	Jim Sexton Jim Sexton 1974
6	RE/MAX Excalibur Realty 21803 N Scottsdale Road, Ste. 100 Scottsdale 85255	480-850-5000 www.excaliburrealstate.com	\$633.10 M	\$333.80 M \$299.20 M	1,459 1,190	223 4 13	residential, commercial, investment properties, REO, short sales, land	Howard Lein Roland Johnson 1988
7	RE/MAX Fine Properties 21000 N. Pima Road, Ste. 100 Scottsdale 85255	480-792-9500 Fax 480-792-9505 www.fineprop.com	\$517.30 M	\$297.50 M \$219.90 M	1,307 621	122 1 6	real estate sales and leases, property management, real estate consultation, short sales	Sheila Strunk DND 1997
8	Keller Williams Arizona Realty 9500 E. Ironwood Square Drive, Ste. 101 Scottsdale 85258	480-767-3000 www.kellerwilliamsouthwestrealstate.com	\$427 M	\$228 M \$198 M	1,275 1,253	392 2 11	residential, commercial, luxury, short sale, REO, investments	Barb Savoy Yvonne Powell 2002
9	Keller Williams Realty Professional Partners 7025 W. Bell Road, Ste. 10 Glendale 85308	623-939-8900 www.glendalepartner.com	\$389 M	\$257 M \$132 M	1,931 1,133	283 3 13	property management	DND Wednesday Enriquez 2001
10	West USA Revelation Realty 4050 S. Arizona Ave. Chandler 85248	480-722-9800 Fax 480-722-9833 www.agentsuccess101.com	\$371.10 M	\$174.80 M \$196.30 M	1,288 1,253	281 2 8	residential real estate, luxury, property management, bank- owned, investment	Chuck Fazio, Angela Fazio Todd Menard 2005
11	Century 21 Arizona Foothills 3930 E. Chandler Blvd., Ste. 1 Phoenix 85048	480-704-8000 Fax 480-704-8008 www.movephoenix.com	\$371 M	\$137 M \$234 M	872 1,490	375 8 30	full service, relocation, property management, REO, short sale division	Floyd Scott Floyd Scott 1988
12	RE/MAX Professionals 7111 W. Bell Road, Ste. 101 Glendale 85308	623-643-1000 Fax 623-643-1001 www.azpros.net	\$325.25 M	\$198.67 M \$126.59 M	1,724 1,032	105 4 9	residential and commercial real estate services	Nate Martinez Frank Russo 2001
13	Arizona Best Real Estate 11333 N. Scottsdale Road, Ste. 100 Scottsdale 85254	480-948-4711 Fax 480-483-7439 www.arizonabest.com	\$132.60 M	\$37.90 M \$94.80 M	194 357	103 2 6	residential real estate, relocation, corporate transfers, real estate investments	Charmayne MacIntyre David MacIntyre 1988
14	Prudential American Associates 2306 S. McClintock Drive Tempe 85282	480-829-3460 www.prudentialamerican.com	\$115.09 M	\$59.95 M \$55.14 M	463 400	132 3 20	property management, residential, commercial and business brokerage sales	DND DND 1976
15	R.O.I. Properties 7310 N. 16th St., Ste. 180 Phoenix 85020	602-319-1326 Fax 602-522-2014 www.roiproperties.com	\$74 M	\$45 M \$29 M	495 225	47 1 15	full-service brokerage firm	Beth Jo Zeitzer Beth Jo Zeitzer 2003
16	Diamondback Realty LLC 14300 Northsight Blvd., Ste. 104 Scottsdale 85260	480-638-2000 Fax 480-638-2001 www.diamondbackrealty.com	\$69 M	\$17 M \$52 M	141 406	65 5 9	investments, foreclo- sures, short sales, luxury properties, townhomes, land	Steven Jordan, Claudia Jordan Shelby Brown 1997
17	AZCO Properties 2929 E Camelback Road, Ste. 236 Phoenix 85016	602-476-2069 Fax 800-260-2926 www.azcoproperties.com	\$64.99 M	\$56.33 M \$8.66 M	558 69	16 2 4	residential real estate services, specializing in bank-owned listings	DND Christian Broadwell III 2007
18	Sandra Wilken Luxury Properties 8777 N. Gainey Center Drive, Ste. 178 Scottsdale 85258	480-596-0001 www.sandrawilken.com	\$40.08 M	\$30.12 M \$16.68 M	24 26	11 1 3	luxury homes and condominiums, golf course and custom estates	Susan Herman, Gilles Paradis Sandra Wilken 1995
19	Gastineau Realty Group Inc. 16421 N. Tatum Blvd., Ste. 207 Phoenix 85032	480-661-7700 Fax 480-538-8242 www.gastineaurealty.com	\$27 M	\$23.80 M \$3.20 M	168 30	7 1 0	seller representation, buyer representation, full service REO management	Marc Gastineau Marc Gastineau 1998
20	Courtney Valleywide Properties 4635 S. Lakeshore Drive, Ste. 124 Tempe 85282	480-705-9600 Fax 888-813-6161 www.courtneyvalleywide.com	\$13.30 M	\$3.90 M \$9.40 M	27 107	13 1 2	residential resale, new home sale	Randy Courtney Randy Courtney 2003
21	Century 21 All Star Realtors 1730 E. Warner Road Tempe 85284	480-831-2221 Fax 480-831-6500 www.agentsofgold.com	\$3.50 M	DND DND	DND DND	77 3 3	residential property management and sales	DND DND 1986

Another look...

Ranked by local licensees

Rank	Firm	Local licensees
1.	HomeSmart	4,100
2.	Prudential Arizona Properties	1,500
3.	West USA Realty	1,098
4.	Russ Lyon Sotheby's International Realty	779
5.	John Hall & Associates Inc.	585
6.	Keller Williams Arizona Realty	392
7.	Century 21 Arizona Foothills	375
8.	Keller Williams Realty Professional Partners	283
9.	West USA Revelation Realty	281
10.	RE/MAX Excalibur Realty	223
11.	Prudential American Associates	132
12.	RE/MAX Fine Properties	122
13.	Arizona Best Real Estate	103
14.	RE/MAX Professionals	105
15.	Century 21 All Star Realtors	77
16.	Diamondback Realty LLC	65
17.	R.O.I. Properties	47
18.	AZCO Properties	16
19.	Courtney Valleywide Properties	13
20.	Sandra Wilken Luxury Properties	11
21.	Gastineau Realty Group Inc.	7

Historical perspective

10 years ago

Rank	Firm	Local licensees
1.	Coldwell Banker Success Realty	1,385
2.	West USA Realty Inc.	1,306
3.	Realty Executives	1,243
4.	Dan Schwartz Realty Inc.	993
5.	John Hall & Associates	704
6.	Prudential Preferred Properties	604
7.	Keller Williams Arizona Realtors	486
8.	Realty Experts Inc.	387
9.	Russ Lyon Realty Co.	375
10.	Ken Meade Realty Inc.	330

25 years ago

Rank	Firm	Homes sold
1.	Realty Executives	13,295
2.	Merrill Lynch Realty	3,285
3.	Russ Lyon Realty Co.	1,600
4.	Blue Ribbon Realty	1,000
5.	Bud Melcher & Associates	965
6.	ERA Valley Metro Realty	785
7.	Century 21 Plaza Realty	730
8.	MCO Realty Inc.	631
9.	Century 21 Metro Co.	512
10.	Century 21 Northwest	456

About this list

SOURCE: Representatives of the residential real estate brokers. To be included in future surveys for this list, please send an email with contact information to Research Director Dale Brown at dbrown@bizjournals.com.

NOTES: In case of ties, companies are listed alphabetically. DND - did not disclose NA - not available M - million B - billion

Realty Executives - Phoenix and DPR Realty, Nos. 2 and 6 last year, did not respond by press time.

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