

Shaping Tomorrow's Real Estate Industry

REAL *Trends*

The Trusted Source

REAL *Trends* is the nation's leading publisher of trends and analysis on the residential real estate brokerage industry. For 20 years REAL *Trends* has been the trusted source when dealing with industry and consumer trends in residential realty services covering changes and strategies in the business of brokerage, from the Internet to the entry of new forms of brokerage services.

REAL *Trends* gathers and publishes information about the largest firms in the brokerage industry. We collect data on yearly sales, transactions, sales of related products and changes in productivity. Firms are ranked based on the number of closed transactions in the most recent calendar year. Submissions are verified by sources outside the firm.

The REAL *Trends* 25

We are pleased to present this list of the 25 largest housing services firms in the United States from our survey of over 800 leading brokerage firms. This ranking is of the largest diversified real estate service providers that reported at least one settlement service in addition to brokerage.

COMPANY	HEADQUARTERS	CLOSED TRANSACTION SIDES	SETTLEMENT SERVICES TRANSACTIONS	TOTAL
1. NRT Incorporated	Parsippany, NJ	392,452	174,370	566,822
2. HomeServices of America, Inc	Minneapolis, MN	182,786	169,336	352,122
3. The Long & Foster Companies	Fairfax, VA	105,679	66,299	171,978
4. Prudential Fox & Roach Realtors	Devon, PA	29,798	31,213	61,011
5. Hanna Holdings, Inc.	Pittsburgh, PA	28,180	24,375	52,555
6. Crye-Leike, Inc.	Memphis, TN	32,109	17,084	49,193
7. Real Living, Inc.	Columbus, OH	28,008	15,436	43,444
8. Allen Tate Company	Charlotte, NC	24,446	18,841	43,287
9. Coldwell Banker United	Bryan, TX	27,029	8,556	35,585
10. John L. Scott Real Estate	Bellevue, WA	23,156	12,200	35,356
11. Shorewest Realtors, Inc.	Brookfield, WI	13,622	15,441	29,063
12. GMAC Real Estate	Oak Brook, IL	21,686	5,744	27,430
13. Realty USA	Orchard Park, NY	23,101	2,532	25,633
14. Metro Brokers, Inc./GMAC	Atlanta, GA	13,189	10,215	23,404
15. Watson Realty Corp.	Jacksonville, FL	16,503	4,971	21,474
16. Coldwell Banker HomeSale Services	Lancaster, PA	12,261	8,979	21,240
17. RE/MAX Greater Atlanta	Atlanta, GA	16,414	4,746	21,160
18. RE/MAX Equity Group, Inc.	Portland, OR	16,233	4,441	20,674
19. Baird & Warner Inc.	Chicago, IL	15,556	4,591	20,147
20. Prudential CA/NV/TX Realty	Pleasanton, CA	10,944	6,749	17,693
21. Prudential Douglas Elliman	S. Huntington, NY	13,255	4,322	17,577
22. Coldwell Banker Howard, Perry & Walston	Raleigh, NC	9,415	8,136	17,551
23. Prudential Connecticut Realty	Rocky Hill, CT	13,680	2,961	16,641
24. First Team Real Estate	Costa Mesa, CA	9,779	6,789	16,568
25. Prudential Georgia Realty	Roswell, GA	10,800	4,414	15,214