

# TRIANGLE RESIDENTIAL REAL ESTATE AGENCIES

(Ranked by number of closed transaction sides in the Triangle in 2006)

### Sold!

Here's a look at how some Triangle counties fared compared to each other in number of single and multifamily homes sold from September 2006 through September 2007.

### Single and Multifamily Homes Sold

	Durham	Johnston	Orange	Wake
Jul-06	594	383	238	2,172
Aug-06	479	356	196	2,082
Sep-06	407	297	126	1,800
Oct-06	334	298	105	1,745
Nov-06	282	256	110	1,426
Dec-06	320	217	124	1,469
Jan-07	274	208	94	1,250
Feb-07	295	217	96	1,285
Mar-07	386	304	153	1,763
Apr-07	400	294	149	1,697
May-07	570	281	209	2,056
Jun-07	646	344	228	2,225
Jul-07	483	311	229	1,924

Total Units Year To Date  
5,470 3,766 2,057 22,894

### Ka-Ching!

Here's a peak into the number of single and multifamily homes sold in various price ranges in some Triangle counties in September 2007.

### Single and Multifamily Homes Sold

	Durham	Johnston	Orange	Wake
\$0 - 79,999	36	14	9	36
80k - 119,999	55	60	13	153
120k - 159,999	126	66	25	335
160k - \$199,999	102	50	27	299
200k - \$249,999	77	63	37	278
250k and over	87	58	118	823
Total Units	483	311	229	1,924

### Average Price

Durham	\$192,988
Johnston	\$191,599
Orange	\$331,239
Wake	\$276,412

SOURCE: TRIANGLE MULTIPLE LISTING SERVICE

Notes: Based on phone and fax surveys. DNR = did not respond. 1. Agency did not respond to surveys. Last year's figures used.

Researched and compiled by  
Cameron Snipes

	COMPANY	CLOSED TRANSACTION SIDES IN TRIANGLE IN 2006/CLOSED TRANSACTION SIDES IN 2005	GROSS SALES IN TRIANGLE IN 2006/GROSS SALES IN TRIANGLE IN 2005	NO. OF OFFICES IN TRIANGLE/N.C.	NO. OF AGENTS IN TRIANGLE/N.C.	TOP TRIANGLE EXECUTIVES	YEAR EST. IN THE TRIANGLE
01	FONVILLE MORISEY REALTY 1000 St. Albans Dr., #400, Raleigh 27609 (919) 781-7809 Fax (919) 785-4401 www.fmrealty.com	10,629/10,614	\$2.73 billion/\$2.6 billion	12/12	557/557	John Morisey, president	1973
02	COLDWELL BANKER HOWARD PERRY & WATSON 1001 Wade Ave., #100, Raleigh 27605 (919) 782-5600 Fax (919) 783-0094 www.hpw.com	9,415/9,883	\$2.45 billion/\$2.7 billion	12/13	749/770	Donald Walston, founder and exe. chairman; Eb Moore, CEO; David Jones, COO	1973
03	RE/MAX UNITED 5909 Falls of Neuse Road, Raleigh 27609 (919) 571-9822 Fax (919) 571-9881 www.trianglelistings.com	5,967/6,291	\$1.28 billion/\$1.4 billion	7/7	380/380	Hal Perry, Lynn Britt, Bill Owens, Kath Baker, partners	2001
04	PRUDENTIAL CAROLINAS REALTY 380 Knollwood St., #420, Winston-Salem 27103 (336) 721-4700 Fax (336) 714-2433 www.prucarolinas.com	3,582/4,088	\$990 million/\$1.05 billion	5/15	249/840	Thomas Camp, president and CEO	1974
05	YORK SIMPSON UNDERWOOD 801 Oberlin Road, Raleigh 27605 (919) 821-9960 Fax (919) 821-1718 www.ysuhomes.com	3,305/3,337	\$1.08 billion/\$1.03 billion	7/8	255/255	Smedes York, Sam Simpson, Speck Underwood; Chris Harrington, COO	1910
06	KELLER WILLIAMS REALTY 807 Las Cimas Pkwy., #200, Austin, TX 78746 www.kellerwilliams.com	2,748/1,889	\$564.25 million/\$360.9 million	5/DNR	420/DNR	Wayne Hankins, Joe Williams, Brenda Benson, owners	2000
07	COLDWELL BANKER ADVANTAGE 7610 Six Forks Road, Raleigh 27615 (919) 848-6363 Fax (919) 848-3322 www.advantagecb.com	1,978/2,010	\$449.25 million/\$423.1 million	5/5	165/165	Gary Rabon, president	1988
08	RE/MAX ONE REALTY 100 Lynn Road, Raleigh 27609 (919) 781-9883 Fax (919) 781-7445 www.trianglevirtuallhomes.com	1,524/1,374	\$351.6 million/ DNR	1/1	60/60	Marti Hampton, Marvin Cardon, owners	2000
09	AMMONS PITTMAN GMAC REAL ESTATE 5901 Falls of Neuse Road, #200, Raleigh 27609 (919) 277-4622 Fax (919) 847-5007 www.apgmac.com	1,056/1,030	\$225 million/\$203 million	5/5	85/85	George Pittman, president and CEO	1976
10	RE/MAX PREFERRED ASSOCIATES 7101 Creedmoor Road, #115, Raleigh 27613 (919) 676-9766 Fax (919) 676-3114 www.showmethetriangle.com	1,025/1,011	\$243.37 million/\$215.6 million	1/1	51/51	E. Grayson Hodge, president	1999
11	REALTY EXECUTIVES 4441-106-271 Six Forks Road, Raleigh 27609 (919) 839-7272 Fax (919) 829-3996 www.realtyexecutives.com	730/760	\$112.5 million/\$92.4 million	4/5	60/69	Tom Esdale, president	1993
12	HODGE & KITTRELL REALTORS 3200 Wake Forest Road, Raleigh 27609 (919) 876-7411 Fax (919) 876-5109 www.hodgeandkittrell.com	496/445	\$210 million/\$155 million	1/1	40/40	Joe Hodge Jr., president	1968
13	CENTURY 21 FOURSTAR REALTY <sup>1</sup> 1513 Walnut St., #200, Cary 27518 (919) 816-8770 Fax (919) 816-8759 www.c21fourstar.com	442 (2005)/400 (2004)	\$1.5 million (2005)/ DNR	2/2	49/49	Tim Evensen	1999
14	PARRISH REALTY CO. OF ZEBULON INC. 1401 N. Arendell Ave., Zebulon 27597 (919) 269-7439 Fax (919) 269-5419 www.parrishrealty.com	379/436	\$55 million/\$50.8 million	2/2	30/30	William Parrish, CEO; Renee Helms, president	1970
15	RE/MAX PARTNERS 600 New Waverly Place, #310, Cary 27511 (919) 852-5656 Fax (919) 256-1620 www.nchomes.net	342/403	\$99.5 million/\$106.9 million	1/1	18/18	John Wood, broker/owner	2001
16	MY DOG TESS INC. 1401 Cates Hickory Hill Lane, Hillsborough 27278 (919) 942-1059 Fax (480) 247-5311 www.mydogtess.com	284/DNR	\$66.2 million/DNR	1/1	10/10	Glenn Wallace, Kyla Wallace, owners	2002
17	FRANKLIN STREET REALTY 1525 E. Franklin St., Chapel Hill 27514 (919) 929-7174 Fax (866) 263-1146 www.franklinstreetrealty.com	275/261	\$77.5 million/\$74.8 million	1/1	19/19	Michele Martin, Kit Ballew, Sammy Martin	1991
18	GOVERNORS CLUB REALTY 10100 Governors Dr., Chapel Hill 27517 (919) 968-8500 Fax (919) 968-8504 www.governorsclub.com	266/238	\$57.75 million/\$60.11 million	1/1	7/7	Raoul Rushin, principal	2002
19	TONY HALL & ASSOCIATES 311 W. Rosemary St., Chapel Hill 27516 (919) 933-8500 Fax (919) 933-0507 www.tonyhallassociates.com	252/298	\$88.36 million/\$95.1 million	1/1	8/8	Tony Hall, owner and broker-in-charge	1995
20	CAROLINA REALTY GROUP 8521 Brier Creek Pkwy., #105, Raleigh 27617 (919) 866-0990 Fax (919) 866-0025 www.carolinarealtygroup.net	68/DNR	\$17.4 million/DNR	2/2	14/14	Judith de la Cruz	2003

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The List

# TRIANGLE RESIDENTIAL REAL ESTATE AGENCIES

(Ranked by number of closed transaction sides in the Triangle in 2007)

## Sales Trends

Here's a look at the number of single and multi-family homes sold in the Triangle from 2005 through 2007.

### 2007 Totals

County/No. of units sold  
Durham/4,707  
Johnston/3,125  
Orange/1,749  
Wake/19,223  
Other/5,225  
Total units: 34,029

### 2006 Totals

Durham/4,770  
Johnston/3,438  
Orange/1,797  
Wake/20,890  
Other/5,514  
Total units: 36,409

### 2005 Totals

Durham/4,393  
Johnston/3,148  
Orange/1,886  
Wake/20,277  
Other/5,014  
Total units: 34,718

SOURCE: TRIANGLE MULTIPLE LISTING SERVICE

Notes: Based on phone and fax surveys. DNR = did not respond. 1. Agency did not respond to surveys. Last year's figures used. \* Tied.

Researched and compiled by  
Cameron Snipes

	COMPANY	CLOSED TRANSACTION SIDES IN TRIANGLE IN 2007/CLOSED TRANSACTION SIDES IN 2006	GROSS SALES IN TRIANGLE IN 2007/GROSS SALES IN TRIANGLE IN 2006	NO. OF OFFICES IN TRIANGLE/N.C.	NO. OF AGENTS IN TRIANGLE/N.C.	TOP TRIANGLE EXECUTIVE(S)	YEAR ESTABLISHED IN THE TRIANGLE
01	<b>L&amp;F/FONVILLE MORISEY REALTY</b> 1000 St. Albans Dr., #400, Raleigh 27609 (919) 781-7809 Fax (919) 785-4401 www.lfrealty.com	9,243/10,629	\$2.5 billion/\$2.73 billion	12/12	745/745	John Morisey, president John Hawkins, COO	1973
02	<b>COLDWELL BANKER HOWARD PERRY &amp; WALSTON</b> 1001 Wade Ave., #100, Raleigh 27605 (919) 782-5600 Fax (919) 783-0094 www.hpw.com	8,535/9,415	\$2.28 billion/\$2.45 billion	13/13	788/788	Donald Walston, founder and exec. chairman; Eb Moore, CEO; David Jones, COO	1972
03	<b>RE/MAX UNITED</b> 5909 Falls of Neuse Road, Raleigh 27609 (919) 571-9822 Fax (919) 571-9881 www.trianglelistings.com	4,459/5,967	\$1.054 billion/\$1.28 billion	6/6	320/320	Hal Perry, Lynn Britt, Bill Owens, Kath Baker, partners	2001
04	<b>PRUDENTIAL CAROLINAS REALTY</b> 3600 Glenwood Ave., #130, Raleigh 27612 (919) 782-5502 Fax (919) 782-2940 www.prcarolinas.com	3,185/3,582	\$933.32 million/\$990 million	5/15	216/777	Thomas Camp, Rod Eller	1959
05	<b>KELLER WILLIAMS REALTY</b> Five offices throughout the Triangle (919) 882-5566 Fax (919) 256-7540 www.kw.com	3,109/2,748	\$685.1 million/\$564.25 million	5/26	447/3,600	Wayne Hankins, Joe Williams, Brenda Benson	2000
06	<b>YORK SIMPSON UNDERWOOD</b> 801 Oberlin Road, #315, Raleigh 27605 (919) 821-9960 Fax (919) 821-1718 www.ysuhomes.com	2,337/3,305	\$870.1 million/\$1.08 billion	7/8	261/264	Smedes York, Sam Simpson, Speck Underwood, Chris Harrington, COO	1910
07	<b>COLDWELL BANKER ADVANTAGE</b> 7610 Six Forks Road, Raleigh 27615 (919) 846-3305 Fax (919) 844-0489 www.advantagecb.com	1,898/1,978	\$422.76 million/\$449.25 million	6/6	190/190	Gary Rabon, president	1988
08	<b>RE/MAX ONE REALTY</b> 100 Lynn Road, Raleigh 27609 (919) 781-9883 Fax (919) 781-7445 www.marvincardonremax.com	1,324/1,524	\$331 million/\$351.6 million	1/1	61/61	Marti Hampton, Marvin Cardon, owners	2000
09	<b>RE/MAX PREFERRED ASSOCIATES</b> 7101 Creedmoor Road, #115, Raleigh 27613 (919) 676-9766 Fax (919) 676-3114 www.showmethetriangle.com	769/1,025	\$200.74 million/\$243.37 million	1/1	42/42	E. Grayson Hodge, president	1999
10	<b>REALTY EXECUTIVES<sup>1</sup></b> 4441-106-271 Six Forks Road, Raleigh 27609 (919) 839-7272 Fax (919) 829-3996 www.realtyexecutives.com	730/760	\$112.5 million/\$92.4 million	4/5	60/69	Tom Esdale, president	1993
11	<b>AMMONS PITTMAN GMAC REAL ESTATE</b> 5901 Falls of Neuse Road, #200, Raleigh 27609 (919) 277-4622 Fax (919) 277-4623 www.apgmac.com	663/1,056	\$141 million/\$225 million	4/4	70/70	George Pittman, president and CEO Ross Rhudy, COO and general manager	1976
12	<b>RE/MAX CAPITAL REALTY</b> 1520 Glenwood Ave., Raleigh 27608 (919) 828-1830 Fax (919) 828-7831	620/ DNR	\$101.6 million/ DNR	1/1	30/30	Mary Edna Williams, president	2001
13	<b>ALLEN TATE REALTORS</b> 3201 Glenwood Ave., #301, Raleigh 27612 (919) 866-4350 Fax (919) 866-4351 www.allentate.com	446/NA	\$172 million/NA	5/45	80/1,660	Phyllis Brookshire, regional vice president	2007
14	<b>HODGE &amp; KITTRELL REALTORS</b> 3200 Wake Forest Road, Raleigh 27609 (919) 876-7411 Fax (919) 876-5109 www.hodgeandkittrell.com	407/496	\$178 million/\$210 million	1/1	43/43	Joe Hodge Jr., president	1968
15	<b>RE/MAX PARTNERS</b> 600 New Waverly Place, #310, Cary 27511 (919) 256-1621 Fax (919) 256-1620 www.nchomes.net	313/342	\$94.3 million/\$99.5 million	1/1	18/18	John Wood, owner	2001
16	<b>MY DOG TESS INC.</b> 1401 Cates Hickory Hill Lane, Hillsborough 27278 (919) 942-1059 Fax (480) 247-5311 www.mydogtess.com	283/284	\$67.7 million/\$66.2 million	1/1	11/11	Glenn Wallace	2002
17	<b>FRANKLIN STREET REALTY</b> 1525 E. Franklin St., Chapel Hill 27514 (919) 929-7174 Fax (919) 942-2904 www.franklinstreetrealty.com	276/275	\$92.76 million/\$77.5 million	1/1	19/19	Michele Martin, Kit Ballew, Sammy Martin	1991
18*	<b>PARRISH REALTY CO. OF ZEBULON INC.</b> 1401 N. Arendell Ave., Zebulon 27597 (919) 269-7439 Fax (919) 269-5419 www.parrishrealty.com	251/379	\$47.66 million/\$55 million	2/2	30/30	William Parrish, CEO; Renee Helms, president	1970
18*	<b>TONY HALL &amp; ASSOCIATES</b> 311 W. Rosemary St., Chapel Hill 27516 (919) 933-8500 Fax (919) 933-0507 www.tonyhallassociates.com	251/252	\$96.24 million/\$88.36 million	1/1	10/10	Tony Hall, owner and broker-in-charge	1995
20	<b>GOVERNORS CLUB REALTY</b> 10100 Governors Dr., Chapel Hill 27517 (919) 968-8500 Fax (919) 968-8504 www.governorsclub.com	166/266	\$72.5 million/\$57.75 million	1/1	7/7	Raoul Rushin, principal	2002
21	<b>CAROLINA REALTY GROUP</b> 8521 Brier Creek Pkwy., #105, Raleigh 27617 (919) 866-0990 Fax (919) 866-0025 www.carolinarealtygroup.net	69/68	\$16.3 million/\$17.4 million	1/1	2/2	Maria Judith de la Cruz	2003



**Kimberle Adamof, Broker/Owner**  
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# TRIANGLE RESIDENTIAL REAL ESTATE AGENCIES

(Ranked by number of closed transaction sides in the Triangle in 2008)

## Triangle Sales

■ For the first time in more than a year, the Triangle residential market made a monthly gain in the number of homes sold, with 17.6 percent more homes sold during October compared to the year prior.

■ In the Triangle, 2,009 homes were sold in October compared to 1,709 homes sold the same month the year prior, according to Triangle Multiple Listing Service. Triangle MLS tracks new and existing home sales data in Wake, Durham, Orange and Johnston counties.

SOURCES: TRIANGLE MULTIPLE LISTING SERVICE AND TBI REPORTS

Notes: Based on phone and fax surveys. DNR = did not respond. Last year's listmakers, Keller Williams Realty, Re/Max One Realty, Realty Executives, Ammons Pittman GMAC Real Estate, Re/Max Partners, Governors Club Realty and Carolina Realty Group, did not respond to surveys. \* Tied.

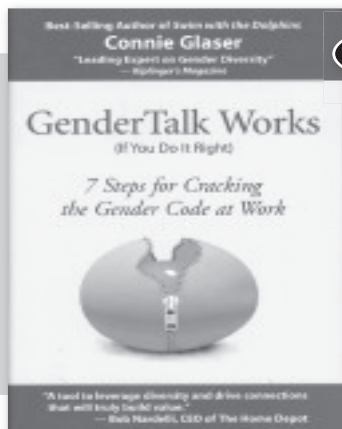
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	COMPANY	CLOSED TRANSACTION SIDES IN TRIANGLE IN 2008/CLOSED TRANSACTION SIDES IN 2007	GROSS SALES IN TRIANGLE IN 2008/GROSS SALES IN TRIANGLE IN 2007	NO. OF OFFICES IN TRIANGLE/N.C.	NO. OF AGENTS IN TRIANGLE/N.C.	TOP TRIANGLE EXECUTIVE(S)	YEAR ESTABLISHED IN THE TRIANGLE
01	<b>COLDWELL BANKER HOWARD PERRY &amp; WALTON</b> 1001 Wade Ave., #100, Raleigh 27605 (919) 782-5600 Fax (919) 783-0094 www.hpw.com	6,076/8,535	\$1.62 billion/\$2.28 billion	12/12	724/724	Donald Walston, founder and exec. chairman; Eb Moore, CEO; David Jones, COO	1972
02	<b>L&amp;F/FONVILLE MORISEY REALTY</b> 1000 St. Albans Dr., #400, Raleigh 27609 (919) 781-7809 Fax (919) 785-4401 www.lfrealty.com	6,023/9,243	\$1.54 billion/\$2.5 billion	12/12	705/705	John Morisey	1973
03	<b>PRUDENTIAL YORK SIMPSON UNDERWOOD</b> 3700 Computer Drive, Raleigh 27609 (919) 782-6641 www.prui50.com	3,877/3,185	\$1.25 billion/\$933.32 million	7/16	433/668	Sam Simpson, Speck Underwood	1910
04	<b>RE/MAX UNITED</b> 5909 Falls of Neuse Road, Raleigh 27609 (919) 571-9822 Fax (919) 571-9881 www.trianglelistings.com	2,473/4,459	\$587.8 million/\$1.054 billion	3/3	240/240	Hal Perry, Lynn Britt, Bill Owens, Kathy Baker, partners	2001
05	<b>COLDWELL BANKER ADVANTAGE</b> 7610 Six Forks Road, Raleigh 27615 (919) 846-3305 Fax (919) 844-0489 www.advantagecd.com	1,577/1,898	\$366.9 million/\$422.76 million	8/8	190/190	Gary Rabon, president	1988
06	<b>ALLEN TATE REALTORS</b> 3201 Glenwood Ave., #301, Raleigh 27612 (919) 866-4350 Fax (919) 866-4351 www.allentate.com	844/446	\$260 million/\$172 million	6/35	175/1,450	Phyllis Brookshire, regional vice president	2007
07	<b>RE/MAX PREFERRED ASSOCIATES</b> 7101 Creedmoor Road, #115, Raleigh 27613 (919) 676-9766 Fax (919) 676-3114 www.showmethetriangle.com	573/769	\$131 million/\$200.74 million	1/1	39/39	E. Grayson Hodge, president	1999
08	<b>HODGE &amp; KITTRELL REALTORS</b> 3200 Wake Forest Road, Raleigh 27609 (919) 876-7411 Fax (919) 876-5109 www.hodgeandkittrell.com	275/407	\$120 million/\$178 million	1/1	38/38	Joe Hodge Jr., president	1968
09	<b>RE/MAX CAPITAL REALTY</b> 1520 Glenwood Ave., Raleigh 27608 (919) 828-1830 Fax (919) 828-7831 www.capitalrealtync.com	261/620	\$73.6 million/\$101.6 million	1/1	26/26	Mary Edna Williams, president	2001
10	<b>LINDA CRAFT &amp; TEAM REALTORS</b> 1000 Six Forks Road, Raleigh 27615 (919) 235-0007 www.lindacraft.com	224/ DNR	\$58.33 million/ DNR	1/1	13/13	Katherin Burnette, broker-in-charge	2008
11	<b>MY DOG TESS INC.</b> 1401 Gates Hickory Hill Lane, Hillsborough 27278 (919) 614-3684 www.mydogtess.com	206/283	\$52.34 million/\$67.7 million	1/2	12/17	Glenn Wallace	2002
12	<b>TONY HALL &amp; ASSOCIATES</b> 311 W. Rosemary St., Chapel Hill 27516 (919) 933-9500 Fax (919) 933-0507 www.tonyhallassociates.com	170/251	\$64.15 million/\$96.24 million	1/1	9/9	Tony Hall	1995
13	<b>PARRISH REALTY CO. OF ZEBULON INC.</b> 1401 N. Arendell Ave., Zebulon 27597 (919) 269-7439 Fax (919) 269-5419 www.parrishrealty.com	160/251	\$24.77 million/\$47.66 million	2/2	25/25	William Parrish, CEO; Renee Helms, president	1970
14	<b>FRANKLIN STREET REALTY</b> 1525 E. Franklin St., Chapel Hill 27514 (919) 929-7174 Fax (919) 942-2904 www.franklinstreetrealty.com	140/276	\$48 million/\$92.76 million	1/1	18/18	Sammy Martin, Kit Ballew, Michelle Martin	1991

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# RESIDENTIAL REAL ESTATE AGENCIES

(Ranked by number of closed transaction sides in the Triangle in 2009)

## Triangle Report

Here's a look at the latest available market report from the Triangle Multiple Listing Service.

■ The TMLS reported that the average home sales price in August for Durham, Johnston, Orange and Wake counties was \$253,000. This represents an increase of 7 percent, compared to the same period in the prior year.

■ The four-county market had 1,288 closed sales during August, a decrease of 17 percent from the same period 12 months earlier.

Notes: Based on phone and e-mail surveys. DNR = did not respond. \* Tied.

Compiled by Cameron Snipes

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Rank	Agency	Number of closed transaction sides in the Triangle in 2009	Gross sales in the Triangle in 2009	Number of agents in the Triangle/ No. of agents in N.C.	Number of offices in the Triangle/ No. of offices in N.C.	Top Triangle executive(s)	Year established in the Triangle
1	<b>Coldwell Banker Howard Perry and Walston</b> 1001 Wade Ave., #100, Raleigh 27605 (919) 782-5600 www.hpw.com	5,334	\$1,232,278,905	600/ 600	10/ 10	Don Walston, founder and executive chairman	1972
2	<b>Fonville Morisey Realty, a Long &amp; Foster co.</b> 1000 St. Albans Dr., #400, Raleigh 27609 (919) 781-7809 www.fmrealty.com	5,206	\$1,200,000,000	704/ 704	13/ 13	John Morisey	1973
3	<b>Coldwell Banker Advantage</b> 7610 Six Forks Road, Raleigh 27615 (919) 846-3305 www.advantagecb.com	2,850	\$553,622,776	325/ 325	11/ 11	Gary Rabon	1990
4	<b>Prudential York Simpson Underwood</b> 3700 Computer Dr., Raleigh 27609 (919) 782-6641 www.pruysu.com	2,841	\$846,653,927	312/692	5/14	Smedes York, Sam Simpson, Speck Underwood	1910
5	<b>Re/Max United</b> 5905 Falls of Neuse Road, Raleigh 27609 (919) 571-9822 www.trianglelistings.com	2,473	\$587,767,947	214/ 214	3/ 3	Hal Perry, Lynn Britt, Bill Owens, Kathy Baker, partners	1997
6	<b>Keller Williams Realty</b> Four offices throughout the Triangle (919) 676-0600 www.kw.com	1,645	\$370,011,659	349/ 2,673	4/ 22	Janet Faulk, regional director	2000
7	<b>Allen Tate Realtors</b> 3201 Glenwood Ave., #301, Raleigh 27612 (919) 719-2910 www.allentate.com	1,109	\$298,445,899	220/ 1,450	6/ 35	Phyllis York Brookshire	2007
8	<b>Re/Max One Realty</b> 100 Lynn Road, Raleigh 27609 (919) 781-9883 www.martihampton.com	597	\$154,632,058	31/ 31	1/ 1	Marti Hampton	2000
9	<b>Re/Max Preferred Associates</b> 7101 Creedmoor Road, #115, Raleigh 27613 (919) 676-9766 www.showmethetriangle.com	393	\$72,978,097	26/ 26	1/ 1	E. Grayson Hodge	1999
10	<b>ReMax Winning Edge</b> 1526 E. Franklin St., #101, Chapel Hill 27514 (919) 869-8400 www.trianglewinningedge.com	286	\$94,619,645	25/ 25	2/ 2	Mark Zimmerman	2004
11	<b>Hodge &amp; Kittrell Realtors</b> 3200 Wake Forest Road, Raleigh 27609 (919) 876-7411 www.hodgeandkittrell.com	218	\$84,000,000	36/ 36	1/ 1	Joe Hodge Jr., R. Gilliam Kittrell III	1968
12	<b>Linda Craft &amp; Team Realtors</b> 7300 Six Forks Road, Raleigh 27615 (919) 235-0007 www.lindacraft.com	211	\$50,829,586	12/ 12	1/ 1	Linda Craft	2008
13	<b>Tony Hall &amp; Associates</b> 311 W. Rosemary St., Chapel Hill 27516 (919) 933-8500 www.tonyhallassociates.com	176	\$58,290,697	5/ 5	1/ 1	Tony Hall	1995
14	<b>My Dog Toss Inc.</b> 1401 Cates Hickory Hill Lane, Hillsborough 27278 (919) 942-1059 / www.mydogtoss.com	173	\$41,246,794	12/ 18	1/ 2	Glenn Wallace	2002
15	<b>Parrish Realty Co. of Zebulon Inc.</b> 1401 N. Arendell Ave., Zebulon 27597 (919) 269-7439 / www.parrishrealty.com	150	\$24,000,000	25/ 25	2/ 2	William Parrish, Renee Parrish	1969
16	<b>Franklin Street Realty</b> 1525 E. Franklin St., Chapel Hill 27514 (919) 929-7174 www.franklinstreetrealty.com	148	\$50,339,000	19/ 19	1/ 1	Michele Fallon, Kit Ballew, Sammy Martin	1991



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# RESIDENTIAL REAL ESTATE AGENCIES

(Ranked by number of closed transaction sides in the Triangle in 2010)

## Sales Stats

Here's a look at September numbers regarding residential real estate sales in the Triangle, according to Triangle Multiple Listing Service data.

■ The number of home sales in the Triangle increased 11 percent to 1,668 in September, according to Triangle MLS data. That's up from 1,499 in the same month a year ago.

■ However, Triangle sale prices are dropping and homes are staying on the market longer.

■ The median sale price was \$180,500 last month, down from \$193,000 in September 2010, MLS said. And the average number of days on market until sale, 130, is up 22 percent from a year ago.

■ A total of 15,179 homes were sold during the first nine months of the year. That was down 8 percent from a year ago according to MLS.

SOURCE: TRIANGLE MLS AND TBJ STAFF REPORTS

Rank	Agency	Number of closed transaction sides in the Triangle in 2010	Gross sales in the Triangle in 2010	Number of agents in the Triangle/ Number of agents in N.C.	Number of offices in the Triangle/ Number of offices in N.C.	Top Triangle executive	Year est. in the Triangle
1	<b>L&amp;F/Fonville Morisey Realty</b> 1000 St. Albans Dr., #400, Raleigh 27609 (919) 781-7809 www.fmrealty.com	5,579	\$1,414,307,631	773/773	12/12	John Morisey	1973
2	<b>Coldwell Banker Howard Perry &amp; Walston</b> 1001 Wade Ave., #100, Raleigh 27605 (919) 782-5600 www.hpw.com	5,191	\$1,243,645,602	552/552	9/9	Don Walston, founder and executive chairman	1972
3	<b>Coldwell Banker Advantage</b> 7610 Six Forks Road, Raleigh 27615 (919) 846-3305 www.advantagecb.com	3,125	\$638,394,688	335/335	12/12	Gary Rabon	1990
4	<b>Prudential York Simpson Underwood Realty</b> 3700 Computer Dr., Raleigh 27609 (919) 782-6641 www.PruYSU.com	2,397	\$729,140,886	290/778	5/17	Smedes York, Sam Simpson, Speck Underwood	1975
5	<b>Re/Max United</b> 9131 Anson Way, Raleigh 27615 (919) 518-8100 www.trianglelistings.com	2,251	\$491,123,914	150/150	3/3	Bill Owens, Lynn Britt	1989
6	<b>Keller Williams Realty</b> Five offices throughout the Triangle (919) 882-5566 www.kw.com	1,712	\$470,445,585	368/DNR	4/21	Janet Faulk	2000
7	<b>Allen Tate Realtors</b> 3201 Glenwood Ave., #301, Raleigh 27612 (919) 719-2910 www.allentate.com	1,129	\$334,836,990	175/1,400	6/38	Phyllis York Brookshire	2007
8	<b>Re/Max One Realty</b> 100 Lynn Road, Raleigh 27609 (919) 781-9883 www.remoxone.com	631	\$160,713,820	24/24	1/1	Marti Hampton	2000
9	<b>Re/Max Preferred Associates</b> 7101 Creedmoor Road, #115, Raleigh 27613 (919) 676-9766 www.showmethetriangle.com	323	\$76,782,272	32/32	1/1	E. Grayson Hodge	1999
10	<b>ReMax Winning Edge</b> 1526 E. Franklin St., #101, Chapel Hill 27514 (919) 869-8400 www.trianglewinningedge.com	264	\$91,433,648	28/28	2/2	Mark Zimmerman	2004
11	<b>Hodge &amp; Kittrell Realtors</b> 3200 Wake Forest Road, Raleigh 27609 (919) 876-7411 www.hodgeandkittrell.com	238	\$89,740,415	36/36	1/1	Joe Hodge Jr., R. Gilling Kittrell III	1965
12	<b>Linda Craft &amp; Team Realtors</b> 7300 Six Forks Road, Raleigh 27615 (919) 235-0007 www.lindacraft.com	211	\$52,692,242	11/11	1/1	Linda Craft	2008
13	<b>My Dog Tess Inc.</b> 1401 Cates Hickory Hill Lane, Hillsborough 27278 (919) 942-1059 www.mydogtess.com	175	\$38,954,135	10/15	1/2	Glenn Wallace	2002
14	<b>Dream Living Realty</b> 4800 Six Forks Road, #120, Raleigh 27609 (919) 665-6500 www.dreamlivingrealty.net	169	\$30,527,400	10/10	1/1	Ray Williamson	2009
*15	<b>Parrish Realty Co. of Zebulon Inc.</b> 1401 N. Arendell Ave., Zebulon 27597 (919) 269-7439 www.parrishrealty.com	140	\$18,096,469	24/24	2/2	William Parrish, Renee Parrish Baker	1969
*15	<b>Tony Hall &amp; Associates</b> 311 W. Rosemary St., Chapel Hill 27516 (919) 933-8500 www.tonyhallassociates.com	140	\$44,771,164	6/6	1/1	Tony Hall	1995
17	<b>Franklin Street Realty</b> 1525 E. Franklin St., Chapel Hill 27514 (919) 929-7174 www.franklinstreetrealty.com	111	\$37,661,000	18/18	1/1	Michele Fallon, Katherine Ballew, Sammy Martin	1991

Notes: Based on phone and e-mail surveys. DNR = did not respond. \* Tied. Compiled by Cameron Snipes

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**TRIANGLE BUSINESS JOURNAL**

# RESIDENTIAL REAL ESTATE AGENCIES

(Ranked by the number of closed transaction sides in the Triangle in 2011)

## TMLS Snapshot

Here's a look at mid-year residential real estate data from the Triangle Multiple Listing Service.

■ Triangle home sales rose 25.7 percent in May 2012, to 2,335, up from 1,857 in the same month a year ago, according to data compiled by the Triangle Multiple Listing Service.

■ The average sales price also rose by 3.9 percent, to \$234,263, while the median sale price was up 2.2 percent, to \$194,200.

■ The inventory of homes for sale fell 27.7 percent, to 13,985, from a previous 19,346 in May 2011.

SOURCE: TRJ STAFF REPORTS

Notes: Based on phone and email surveys and firm websites. 1. Numbers exclude activity from the Fayetteville area, which the agency included last year.

DNR = did not respond. \* Tied.

Compiled by Cameron Snipes

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Rank	Agency	Number of closed transaction sides in the Triangle in 2011	Gross sales in the Triangle in 2011	Number of agents in the Triangle/ Number of agents in N.C.	Number of offices in the Triangle/ Number of offices in N.C.	Top Triangle executive	Year est. in the Triangle
1	<b>Coldwell Banker Howard Perry &amp; Walston</b> 1001 Wade Ave., #100, Raleigh 27605 (919) 782-5600 www.hpw.com	6,007	DNR	650/ 650	10/ 10	Donald Walston	1972
2	<b>L&amp;F/Fonville Morisey Realty</b> 1000 St. Albans Dr., #400, Raleigh 27609 (919) 781-7809 www.lfmr.com	5,206	\$1,225,557,846	704/ 704	12/ 12	DNR	1973
3	<b>Prudential York Simpson Underwood Realty</b> 3700 Computer Dr., #100, Raleigh 27609 (919) 782-6641 www.pruysu.com	2,031	\$637,136,557	236/ 725	5/ 14	Smedes York, Sam Simpson, Speck Underwood	1975
4	<b>Coldwell Banker Advantage<sup>1</sup></b> 7610 Six Forks Road, Raleigh 27615 (919) 848-6363 www.AdvantageCB.com	1,764	\$344,750,089	198/ 605	11/ 26	Gary Rabon, Eddie Speas, Wallace Peiffer	1990
5	<b>Keller Williams Realty</b> Five locations throughout the Triangle (919) 951-1756 www.kw.com	1,738	DNR	300/ DNR	5/ 31	Janet Faulk	2000
6	<b>Re/Max United</b> 9131 Anson Way, Raleigh 27615 (919) 518-8100 www.trianglelistings.com	1,724	\$384,653,582	114/ 114	2/ 2	William Owens, Lynn Britt	1989
7	<b>Allen Tate Realtors</b> 3201 Glenwood Ave., #301, Raleigh 27612 (919) 719-2910 www.allentate.com	1,269	\$381,000,000	165/ 1,400	6/ 36	Phyllis York Brookshire	2007
8	<b>Re/Max Preferred Associates</b> 7101 Creedmoor Road, #115, Raleigh 27613 (919) 676-9766 www.showmethetriangle.com	817	\$192,000,000	50/ 50	3/ 3	E. Grayson Hodge	1999
9	<b>Re/Max One Realty</b> 100 Lynn Road, Raleigh 27609 (919) 781-9883 www.remaxonerealty.com	737	\$166,000,115	30/ 30	1/ 1	DNR	2000
10	<b>Linda Craft &amp; Team, Realtors</b> 7300 Six Forks Road, Raleigh 27615 (919) 235-0007 www.lindacraft.com	306	\$51,737,656	13/ 13	1/ 1	Linda Craft, Katherin Mull Burnette	2008
11	<b>ReMax Winning Edge</b> 1526 E. Franklin St., #101, Chapel Hill 27514 (919) 869-8400 www.trianglewinningedge.com	226.5	\$81,629,468	28/ 28	1/ 1	Mark Zimmerman	2004
12	<b>Hodge and Kittrell Sotheby's International Realty</b> 3200 Wake Forest Road, Raleigh 27609 (919) 876-7411 www.hodgeandkittrellsir.com	212	\$46,000,000	34/ 34	1/ 1	Joe Hodge Jr.	1968
13	<b>Dream Living Realty</b> 4800 Six Forks Road, #120, Raleigh 27609 (919) 665-6500 DreamLivingRealty.net	172	\$33,888,000	7/ 7	1/ 1	Ray Williamson	2009
14	<b>My Dog Tess Inc.</b> 1401 Gates Hickory Hill Lane, Hillsborough 27278 (919) 942-1059 www.mydogtess.com	147	\$35,557,047	11/ 15	1/ 2	Glenn Wallace	2002
15	<b>Tony Hall &amp; Associates</b> 311 W. Rosemary St., Chapel Hill 27516 (919) 933-8500 www.tonyhallassociates.com	126	\$38,968,465	5/ 5	1/ 1	Tony Hall	1995
16	<b>Franklin Street Realty</b> 1525 E. Franklin St., Chapel Hill 27514 (919) 929-7174 www.franklinstreetrealty.com	110	\$36,540,000	18/ 18	1/ 1	Sammy Martin	1991
17	<b>Town &amp; Country Realty Inc.</b> 406 Greyfriars Lane, Cary 27518 (919) 786-7776 www.MikesRealEstateTeam.com	48	\$11,928,967	2/ 2	1/ 1	Mike Monpetit	1999

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# Residential Real Estate Agencies

RANKED BY THE NUMBER OF CLOSED TRANSACTION SIDES IN THE TRIANGLE IN 2012

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Name/ Website	Address	No. of closed transaction sides in the Triangle in 2012	Gross sales in the Triangle in 2012	Number of agents in the Triangle/N.C.	Number of offices in the Triangle/N.C.	Top Triangle executive(s)	Year est. in the Triangle
1. Coldwell Banker Howard Perry and Walston <a href="http://www.hpw.com">www.hpw.com</a>	1001 Wade Ave., Raleigh 27605 (919) 782-5600	7,092	\$1,700,000,000	700/DNR	14/DNR	Don Walston, founder and chairman; Eb Moore, CEO and vice chair; David Jones, president and COO	1973
2. L&F/Fonville Morisey Realty <a href="http://www.fmrealty.com">www.fmrealty.com</a>	1000 St. Albans Dr., #400, Raleigh 27609 (919) 781-7809	6,057	\$1,362,399,308	622/ 622	12/ 12	Mary Kay Pendergraph	1973
3. Williams Realty <a href="http://www.kw.com">www.kw.com</a>	Four locations throughout the Triangle	2,843	\$647,562,467	398/DNR	4/DNR	Deborah Carpenter, Bob Calongne, Wayne Hankins, Rob Zelen	2002
4. Coldwell Banker Advantage <a href="http://www.advantagecb.com">www.advantagecb.com</a>	7610 Six Forks Road, Raleigh 27615 (919) 848-6363	2,165	\$449,271,925	209/ 658	12/ 27	Gary Rabon, Eddie Speas, Wallace Peiffer	1990
5. Prudential York Simpson Underwood Realty <a href="http://www.prusysu.com">www.prusysu.com</a>	3700 Computer Dr., #100, Raleigh 27609 (919) 782-6641	2,057	\$623,629,654	225/ 605	5/ 13	Smedes York, chairman	1959
6. Re/Max United <a href="http://www.trianglelistings.com">www.trianglelistings.com</a>	9131 Anson Way, Raleigh 27615 919-518-8100	2,043	\$471,861,886	110/ 110	2/ 2	William Owens	1989
7. Allen Tate Realtors <a href="http://www.allentate.com">www.allentate.com</a>	3201 Glenwood Ave., #301, Raleigh 27612 (919) 719-2910	1,444	\$415,120,000	150/ 1400	6/ 39	Phyllis York Brookshire	2007
8. Re/Max One Realty <a href="http://www.remaxonerealty.com">www.remaxonerealty.com</a>	100 Lynn Road, Raleigh 27609 (919) 781-9883	1,283	\$287,788,291	55/55	1/ 1	DNR	2000
9. Re/Max Preferred Associates <a href="http://www.showmethetriangle.com">www.showmethetriangle.com</a>	7101 Creedmoor Road, #115, Raleigh 27613 (919) 676-9766	589	\$3,275,542	45/ 45	2/ 2	E. Grayson Hodge	1999
10. Linda Craft & Team, Realtors <a href="http://www.lindacraft.com">www.lindacraft.com</a>	7300 Six Forks Road, Raleigh 27615 (919) 235-0007	422	\$52,000,000	6/ 9	1/ 1	Linda Craft	1985
11. Hodge & Kittrell Sotheby's International Realty <a href="http://www.hodgeandkittrellsir.com">www.hodgeandkittrellsir.com</a>	3200 Wake Forest Road, Raleigh 27609 (919) 876-7411	303	DNR	37/ 37	1/ 1	Joe Hodge Jr.	1968
12. Dream Living Realty <a href="http://www.dreamlivingrealty.net">www.dreamlivingrealty.net</a>	3105 Glenwood Ave., #105, Raleigh 27612 (919) 665-6500	292	\$48,995,000	12/ 12	1/ 1	Ray Williamson	2008
13. ReMax Winning Edge <a href="http://www.trianglewinningedge.com">www.trianglewinningedge.com</a>	1526 E. Franklin St., #101, Chapel Hill 27514 (919) 869-8400	290	\$106,419,929	30/ 30	1/ 1	Mark Zimmerman	2004
14. Parrish Realty Company <a href="http://www.parrishrealty.com">www.parrishrealty.com</a>	1401 N. Arendell Ave., Zebulon 27597 (919) 269-7439	203	\$23,431,910	18/ 18	2/ 2	William E. Parrish	1969
*15. My Dog Tess Inc. <a href="http://www.mydogtess.com">www.mydogtess.com</a>	1401 Cates Hickory Hill Lane, Hillsborough 27278 (919) 942-1059	166	\$38,357,085	13/ 17	1/ 2	Glenn Wallace	2002
*15. Tony Hall & Associates <a href="http://www.tonyhallassociates.com">www.tonyhallassociates.com</a>	311 W. Rosemary St., Chapel Hill 27516 (919) 933-8500	166	\$49,713,069	5/ 5	1/ 1	Tony Hall	1995
17. Town & Country Realty Inc. <a href="http://www.mikesrealestateteam.com">www.mikesrealestateteam.com</a>	406 Greyfriars Lane, Cary 27518 (919) 614-9100	44	\$10,897,900	1/ 1	1/ 1	Mike Montpetit	2000

## > CLOSER LOOK

### INCHING UP

Here's a look at the top two listmakers last year. Check out how the number of closed sides compares with the same top two on this year's list.

Agency name/  
No. of closed transaction sides in the Triangle in 2011

**CB Howard Perry & Walston**  
**6,007**

**L&F/Fonville Morisey Realty**  
**5,206**

### > ABOUT THE LIST

Information is based on email surveys. Although every attempt is made to ensure the accuracy of TBJ lists, omissions can occur. Franklin Street Realty did not respond to questions by press time and were not included on this year's list. \*Tied.

### WHAT CONSTITUTES THE TRIANGLE REGION?

The Triangle region includes the following counties: Wake, Durham, Orange, Johnston, Chatham, Person, Lee, Vance, Harnett, Granville, Moore, Franklin and Warren.

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# RESIDENTIAL REAL ESTATE AGENCIES

RANKED BY THE NUMBER OF CLOSED TRANSACTION SIDES IN TRIANGLE

	Business name/ Website	Address/ Phone	No. of closed transaction sides in the Triangle in 2013	Gross sales in the Triangle in 2013	No. of Triangle agents/ No. of agents in N.C.	No. of Triangle offices/ No. of offices in N.C.	Top local executive	Year est. in Triangle
1	<b>Coldwell Banker Howard Perry and Walston</b> www.hpw.com	1001 Wade Ave., Raleigh 27605 919-782-5600	7,449	\$1,904,108,281	840 860	12 13	Don Walston	1973
2	<b>Fonville Morisey Realty, a Long &amp; Foster company</b> www.fmrealty.com	1000 St. Albans Dr., #400, Raleigh 27609 919-781-7809	7,395	\$1,730,524,990	726 726	12 12	Mary Kay Pendergraph	1973
3	<b>Coldwell Banker Advantage</b> www.advantagecb.com	7610 Six Forks Road, Raleigh 27615 919-848-6363	2,941	\$614,416,504	240 780	13 29	Gary Rabon Eddie Speas Wallace Peiffer	1990
4	<b>Keller Williams Realty<sup>1</sup></b> www.kw.com	Four locations throughout the Triangle, Raleigh 27615 919-951-1756	2,843	DNR	398 DNR	4 DNR	Deborah Carpenter Bob Colangne Wayne Hankins Rob Zelen	2002
5	<b>Berkshire Hathaway HomeServices York Simpson Underwood Realty</b> www.bhhsyu.com	3700 Computer Dr., #100, Raleigh 27605 919-782-6641	2,832	\$789,626,450	264 718	5 13	Smedes York	1959
6	<b>Re/Max United</b> www.trianglelistings.com	9131 Anson Way, Raleigh 27615 919-518-8100	2,497	\$617,054,691	126 126	2 2	Lynn Britt Bill Owens	1989
7	<b>Allen Tate Co.</b> www.allentate.com	3201 Glenwood Ave., #301, Raleigh 27612 919-719-2910	1,729	\$495,155,862	183 1400	6 39	Phyllis York Brookshire	2007
8	<b>Re/Max One Realty</b> www.remaxonerealty.com	100 Lynn Road, Raleigh 27609 919-781-9883	1,511	\$365,789,917	64 64	1 1	Marti Hampton	2000
9	<b>Re/Max Preferred Associates</b> www.showmetriangle.com	7101 Creedmoor Road, #115, Raleigh 27613 919-676-9766	753	\$169,262,090	55 55	2 2	E. Grayson Hodge	1999
10	<b>Better Homes and Gardens Real Estate Go Realty</b> www.gorealty.biz	2051 Renaissance Park Place, Cary 27513 919-439-2168	569	\$128,984,109	73 73	4 4	Kevin Woody	2010
11	<b>Hodge &amp; Kittrell Sotheby's</b> www.hodgeandkittrellsir.com	3200 Wake Forest Road, Raleigh 27609 919-876-7411	368	\$145,400,000	38 38	1 1	Joe Hodge	1968
12	<b>Linda Craft &amp; Team, Realtors</b> www.lindacraft.com	7300 Six Forks Road, Raleigh 27615 919-235-0007	356	\$88,560,000	8 8	1 1	Linda Craft	2008
13	<b>Dream Living Realty<sup>1</sup></b> DreamLivingRealty.net	3105 Glenwood Ave., #105, Raleigh 27612 919-665-6500	292	DNR	12 12	1 1	Ray Williamson	2009
14	<b>My Dog Tessa Inc.</b> www.mydogtessa.com	1401 Cates Hickory Hill Lane, Hillsborough 27278 919-942-1059	243	\$55,186,862	13 17	1 2	Glenn Wallace	2002
15	<b>Re/Max Winning Edge</b> www.trianglewinningedge.com	1526 E. Franklin St., #101, Chapel Hill 27514 919-869-8400	241	\$82,498,034	27 27	1 1	Mark Zimmerman	2005
16	<b>Spencer Properties</b> www.spencerprop.com	10812 Bedfordtown Dr., Raleigh 27614 919-602-7411	217	\$52,610,945	8 8	1 1	Jennifer Spencer	2005
17	<b>Parrish Realty Company<sup>2</sup></b> www.parrishrealty.com	1401 N. Arendell Ave., Zebulon 27597 919-269-7439	203	DNR	18 18	2 2	William Parrish	1969
18	<b>Tony Hall &amp; Associates</b> www.tonyhallassociates.com	311 W. Rosemary St., Chapel Hill 27516 919-933-8500	187	\$58,532,041	8 8	1 1	Tony Hall	1995
19	<b>Deb Team</b> www.debteam.com	106 Tavernelle Place, Cary 27519 919-348-9110	114	\$38,500,000	5 5	1 1	Deb Chadwick	2009
20	<b>Town &amp; Country Realty Inc.</b> www.MikesRealEstateTeam.com	406 Greyfriars Lane, Cary 27518 919-303-9800	91	\$24,845,002	1 1	1 1	Mike Monpetit	1999

<sup>1</sup> Company did not respond to surveys. Last year's information used.

<sup>2</sup> Company did not provide updates by press time. Last year's information used.

NOTES: NA not applicable, not available or not approved

## R CLOSER LOOK

### A Look Back

Here's a look at last year's five largest residential real estate agencies in the Triangle, ranked by the same criterion.

**7,092**

CB HPW

**6,057**

Fonville Morisey

**2,843**

Keller Williams

**2,165**

CB Advantage

**2,057**

BHHS YSU

### ABOUT THE LIST

Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by Triangle Business Journal.

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# RESIDENTIAL REAL ESTATE AGENCIES

RANKED BY THE NUMBER OF CLOSED TRANSACTION SIDES IN THE TRIANGLE IN **2014**

	Business name/ Website	Address/ Phone	No. of closed transaction sides in the Triangle in 2014	Gross sales in the Triangle in 2014	No. of Triangle agents/ No. of agents in N.C.	No. of Triangle offices/ No. of offices in N.C.	Top local executive	Year est. in Triangle
<b>1</b>	<b>Coldwell Banker Howard Perry and Walston</b> hpw.com	1001 Wade Ave., Raleigh, NC 27605 919-782-5600	7,422	\$2,106,136,856	799 820	10 11	Don Walston	1973
<b>2</b>	<b>Fonville Morisey Realty</b> fmrealty.com	1000 Saint Albans Dr. #400, Raleigh, NC 27609 919-781-7809	6,843	\$1,749,329,887	688 688	11 11	Mary Kay Pendergraph	1973
<b>3</b>	<b>Coldwell Banker Advantage</b> advantagecb.com	7610 Six Forks Rd., Raleigh, NC 27609 919-846-3305	3,122	\$673,198,149	286 840	15 31	Gary Rabon Wallace Peiffer Eddie Spears	1990
<b>4</b>	<b>Keller Williams Realty<sup>1</sup></b> kw.com	Four locations throughout the Triangle, Raleigh, NC 27615 919-951-1756	2,843	NA	398 NA	4 NA	Deborah Carpenter Bob Calongne Wayne Hankins Rob Zelen	2002
<b>5</b>	<b>Berkshire Hathaway HomeServices York Simpson Underwood Realty</b> bhhsyu.com	3700 Computer Dr. #100, Raleigh, NC 27605 919-782-6641	2,471	\$758,815,906	291 746	5 13	Smedes York	1959
<b>6</b>	<b>Re/Max United</b> trianglerelists.com	9131 Anson Way, Raleigh, NC 27615 919-518-8100	2,318	\$613,403,863	125 125	2 2	Lynn Britt Bill Owens	1989
<b>7</b>	<b>Re/Max One Realty</b> remaxonerealty.com	100 Lynn Rd., Raleigh, NC 27609 919-781-9833	1,784	\$415,583,959	60 60	1 1	Marti Hampton	2000
<b>8</b>	<b>Allen Tate Co.</b> allentate.com	3201 Glenwood Ave. #301, Raleigh, NC 27612 919-719-2910	1,780	\$551,059,011	190 1450	6 41	Phyllis York Brookshire	2007
<b>9</b>	<b>Better Homes and Gardens Real Estate Go Realty</b> gorealty.biz	2051 Renaissance Park Pl. #200, Cary, NC 27513 919-439-2168	745	\$178,000,000	101 101	5 5	Kevin Woody Lisa Piazza	2010
<b>10</b>	<b>Northside Realty Inc.</b> northside-realty.com/	4701 Creedmoor Rd. #105, Raleigh, NC 27612 919-784-0101	715	\$143,657,027	111 111	1 1	LW "Nick" Nicolaysen	2004
<b>11</b>	<b>Re/Max Preferred Associates</b> showmethetriangle.com	5909 Falls of Neuse Rd. #100, Raleigh, NC 27609 919-676-9766	688	\$165,604,267	51 51	2 2	Thomas Wohl Bryan Moore	1999
<b>12</b>	<b>Linda Craft &amp; Team, Realtors</b> lindacraft.com	7300 Six Forks Rd., Raleigh, NC 27615 919-235-0007	388	\$104,000,000	16 16	1 1	Linda Craft	1985
<b>13</b>	<b>Hodge &amp; Kittrell Sotheby's<sup>1</sup></b> hodgeandkittrellsir.com	3200 Wake Forest Rd., Raleigh, NC 27609 919-876-7411	368	NA	38 38	1 1	Joe Hodge	1968
<b>14</b>	<b>Re/Max Winning Edge</b> trianglerewinningedge.com	1526 E. Franklin St. #101, Chapel Hill, NC 27514 919-869-8400	362	\$126,922,995	24 24	1 1	Mark Zimmerman	2004
<b>15</b>	<b>501 Realty</b> 501realty.com	308 W. Main St. Suite A, Durham, NC 27701 919-493-8383	343	\$109,223,682	20 20	1 1	Julian Culton	2011
<b>16</b>	<b>Wilson Realty Group, Keller Williams Preferred Realty</b> raleighrealestate411.com	7920 ACC Blvd. #210, Raleigh, NC 27617 919-378-1974	286	\$77,561,917	8 9	1 2	Ashley Wilson	2009
<b>17</b>	<b>Spencer Properties</b> spencerprop.com	3607 Falls River Ave. #115, Raleigh, NC 27614 919-602-7411	281	\$81,376,120	6 6	1 1	Jennifer Spencer	2005
<b>18</b>	<b>The Rachel Kendall Team</b> rachelkendall.com	5316 Six Forks Rd. #200, Raleigh, NC 27609 919-609-8837	253	\$66,107,061	9 9	1 1	Rachel Kendall Dan Kendall	2008
<b>19</b>	<b>My Dog Tess Inc.</b> mydogtess.com	1401 Cates Hickory Hill Lane, Hillsborough, NC 27278 919-942-1059	233	\$55,438,411	12 15	1 1	Glenn Wallace	2002
<b>20</b>	<b>Tony Hall &amp; Associates</b> tonyhallassociates.com	311 W. Rosemary St., Chapel Hill, NC 27516 919-933-8500	228	\$72,539,792	8 8	1 1	Tony Hall	1995
<b>21</b>	<b>Triangle Real Estate Group</b> trianglererealestategroup.com	2701 Rowland Rd. #300, Raleigh, NC 27615 919-523-4912	152	\$39,149,815	16 16	2 2	Katherin Burnette Pamela Mansueti	2013
<b>22</b>	<b>Franklin Street Realty</b> franklinstreetrealty.com	1525 E. Franklin St., Chapel Hill, NC 27514 919-929-7174	146	\$50,129,860	18 18	1 1	Sammy Martin	1991
<b>23</b>	<b>Deb Team</b> debteam.com	106 Tavernelle Pl., Cary, NC 27519 919-348-9110	127	\$41,499,798	NA NA	NA NA	Deb Chadwick	2009
<b>24</b>	<b>Town &amp; Country Realty Inc.<sup>1</sup></b> mikesrealestateteam.com	406 Greyfriars Ln., Cary, NC 27518 919-303-9800	91	NA	1 1	1 1	Mike Monpetit	1999
<b>25</b>	<b>Realty World-Triangle Living</b> shawnselraleigh.com	11201 Jonas Ridge Ln., Raleigh, NC 27613 919-215-3263	66	\$23,487,725	NA NA	NA NA	Shawn Britt	1998

<sup>1</sup> Company did not respond to surveys. Last year's information used.

NOTES: NA - did not report.

## ► CLOSER LOOK

# 7,422

The number of closed transaction sides in the Triangle in 2014 for the No. 1 agency on The List – Coldwell Banker Howard Perry and Walston.

# \$2.1B

The amount of gross sales in the Triangle in 2014 by CB HPW.

### ABOUT THE LIST

Information was obtained from firm representatives. Information on The List was supplied by individual companies through questionnaires and could not be independently verified by Triangle Business Journal.

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# RESIDENTIAL REAL ESTATE AGENCIES

RANKED BY THE NUMBER OF CLOSED TRANSACTION SIDES IN THE TRIANGLE IN 2015

	Business name/ Website	Address/ Phone	No. of closed transaction sides in the Triangle in 2015	Gross sales in the Triangle in 2015	No. of Triangle agents/ No. of agents in N.C.	No. of Triangle offices/ No. of offices in N.C.	Top local executive	Year est. in Triangle
1	<b>Coldwell Banker Howard Perry and Walston</b> hpw.com	1001 Wade Ave., Raleigh, NC 27605 919-782-5600	7,514	\$2,079,883,916	766 766	15 15	Don Walston	1973
2	<b>Fonville Morisey Realty, A Long &amp; Foster Company</b> fmrealty.com	1000 Saint Albans Dr., #400, Raleigh, NC 27609 919-781-7809	6,944	\$1,846,609,426	775 775	12 12	Rod Eller	1973
3	<b>Coldwell Banker Advantage</b> cbadvantage.com	7610 Six Forks Rd., #100, Raleigh, NC 27615 919-846-3305	3,654	\$836,472,773	280 845	15 31	Gary Rabon Eddie Speas Wallace Peiffer	1990
4	<b>RE/MAX United</b> trianglelistings.com	9131 Anson Way, Cary, NC 27591 919-469-4700	3,337	\$713,849,774	121 121	2 2	Charles Ryder John Wood Lynn Britt	1988
5	<b>Keller Williams Realty</b> <sup>1</sup> kw.com	Four locations throughout the Triangle, Raleigh, NC 27615 919-951-1756	3,000	NA	405 NA	4 NA	Deborah Carpenter Bob Calongne Wayne Hankins Rob Zelen	2002
6	<b>Berkshire Hathaway HomeServices York Simpson Underwood Realty</b> bhhsysu.com	3700 Computer Dr., #100, Raleigh, NC 27609 919-782-6641	2,574	\$822,327,396	320 815	5 13	Smedes York, chairman Player Murray, Triangle regional executive	1951
7	<b>Allen Tate Realtors</b> allentate.com	3201 Glenwood Ave., #301, Raleigh, NC 27612 919-719-2910	1,962	\$610,846,422	185 1,450	6 32	Phyllis York Brookshire	2007
8	<b>Re/Max One Realty</b> remaxonerealty.com	100 Lynn Rd., Raleigh, NC 27609 919-781-9883	1,680	\$412,633,209	60 60	1 1	Marti Hampton	2000
9	<b>Northside Realty Inc.</b> northside-realty.com/	4701 Creedmoor Rd., #105, Raleigh, NC 27612 919-784-0101	847	\$219,319,370	121 121	1 1	LW "Nick" Nicolaysen	2004
10	<b>Better Homes and Gardens Real Estate Go Realty</b> <sup>2</sup> gorealty.biz	2051 Renaissance Park Pl., #200, Cary, NC 27513 919-439-2168	745	NA	101 101	5 5	Kevin Woody Lisa Piazza	2010
11	<b>Hodge &amp; Kittrell Sotheby's International Realty</b> hodgekittrellsir.com	3200 Wake Forest Rd., #101, Raleigh, NC 27609 919-818-2071	433	\$177,725,068	43 43	1 1	Joe Hodge	1968
12	<b>Linda Craft &amp; Team, Realtors</b> lindacraft.com	7300 Six Forks Rd., Raleigh, NC 27615 919-235-0007	415	\$111,000,000	11 11	1 1	Linda Craft	1985
13	<b>Re/Max Preferred Associates</b> showmethetriangle.com	5909 Falls of Neuse Rd., Raleigh, NC 27609 919-676-9766	396	\$95,986,798	24 24	1 1	Grayson Hodge	1999
14	<b>501 Realty LLC</b> 501realty.com	308 W. Main St., Suite A, Durham, NC 27701 919-493-8383	381	\$131,686,232	19 19	1 1	Julian Culton	2011
15	<b>Rachel Kendall Team</b> rachelkendall.com	5316 Six Forks Rd., #200, Raleigh, NC 27609 919-782-4505	315	\$88,787,227	14 14	1 1	Rachel Kendall Dan Kendall	2008
16	<b>Re/Max Winning Edge</b> trianglewinningedge.com	1526 E. Franklin St., #101, Chapel Hill, NC 27514 919-869-8400	263	\$82,756,420	25 25	1 1	Mark Zimmerman	2004
17	<b>Tony Hall &amp; Associates</b> tonyhallasociates.com	311 W. Rosemary St., Chapel Hill, NC 27516 919-933-8500	247	\$75,531,537	9 9	1 1	Tony Hall	1995
18	<b>My Dog Tess Inc.</b> mydogtess.com	1401 Cates Hickory Hill Ln., Hillsborough, NC 27278 919-942-1059	201	\$55,846,892	12 15	1 2	Glenn Wallace	2002
18	<b>Triangle Real Estate Group</b> trianglererealestategroup.com	6739 Falls of Neuse Rd., Raleigh, NC 27615 919-523-4912	201	\$50,865,470	29 29	2 2	Katherin Burnette Pamela Mansueti	2013
20	<b>Franklin Street Realty</b> franklinstreetrealty.com	1525 E. Franklin St., Chapel Hill, NC 27514 919-929-7174	163	\$58,269,720	17 17	1 1	Sammy Martin	1991
21	<b>Spencer Properties</b> spencerprop.com	3607 Falls River Ave., #115, Raleigh, NC 27614 919-602-7411	155	\$48,326,645	4 4	1 1	Jennifer Spencer	1997
22	<b>Domicile Realty / Governors Club Realty</b> domicileNC.com	50201 Governors Dr., Chapel Hill, NC 27517 919-883-5500	119	\$57,000,000	12 12	2 2	Chris Ehrenfeld	2005
23	<b>DebTeam</b> debteam.com	106 Tavernelle Pl., Cary, NC 27519 919-348-9110	95	\$35,777,955	7 7	1 1	Debra Chadwick	2008
24	<b>Realty World-Triangle Living</b> shawnsellsraleigh.com	Raleigh, NC 919-215-3263	92	NA	NA NA	NA NA	Shawn Britt	1998
25	<b>Town &amp; Country Realty Inc.</b> tcrcn.com	200 Pinner Weald Way, #102, Cary, NC 27513 919-303-9800	83	\$25,261,468	2 2	1 1	Mike Monpetit	2000

► **CLOSER LOOK**

7,514

The number of closed transaction sides reported in 2015 for CB HPW – the No. 1 ranked agency on The List.

1,450

The number of North Carolina sales agents affiliated with Allen Tate Realtors.

**ABOUT THE LIST**  
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<sup>1</sup> Company did not respond to surveys collectively. Figures are estimates based on last year's information.  
<sup>2</sup> Agency did not respond to surveys. Last year's figures used.