

RESIDENTIAL REAL ESTATE AGENTS

(Ranked by 2010 Triangle gross sales)

Rank	Agent	Gross sales closed by agent in 2010	Average value of homes sold	Year agent received license	Phone	Web address
1	Tony Yao CHK Realty P.O. Box 33536, Raleigh 27636	\$22,930,000	\$280,000	2004	(919) 345-6370	www.trianglerealeads.com
2	Lucia Cooke ReMax Winning Edge 1526 E. Franklin St., #101, Chapel Hill 27514	\$22,091,526	\$649,751	1985	(919) 225-3181	www.luciacooke.com
3	Debbie Van Horn Fonville Morisey Realty 2395 Kildaire Farm Road, Cary 27518	\$20,000,000	DNR	DNR	(919) 859-0800	www.fmrealty.com
4	Van Fletcher Allen Tate Realtors 3201 Glenwood Ave., #101, Raleigh 27612	\$17,465,794	\$396,950	2008	(919) 719-2922	www.vanfletcher.com
5	John Young CB Howard Perry and Walston Builder Services 4350 Lassiter at North Hills Ave., Raleigh 27605	\$15,743,002	\$409,974	DNR	(919) 781-4663	www.hpwnewhomes.com
6	Kimberly Conroy Coldwell Banker Howard Perry and Walston 9051 Strickland Road, Raleigh 27615	\$15,359,118	\$307,182	DNR	(919) 847-6767	www.hpw.com
7	Brenda Simpson CB Howard Perry and Walston Builder Services 4350 Lassiter at North Hills Ave., Raleigh 27605	\$13,715,482	\$346,613	1983	(919) 781-4663	www.hpwnewhomes.com
8	Shahla Rezvani Coldwell Banker Howard Perry and Walston 1600 E. Franklin St., Chapel Hill 27514	\$13,535,551	\$243,445	1985	(919) 960-6300	www.shahla.com
9	Rebecca Dirksen Prudential York Simpson Underwood Realty 214 Glandon Dr., Chapel Hill 27514	\$11,504,494	\$721,194	2005	(919) 357-5586	http://rebeccadirksen.pruysu.com
10	Tony Hall Tony Hall and Associates 311 W. Rosemary St., Chapel Hill 27516	\$11,250,700	\$348,531	1986	(919) 933-8500	www.tonyhallassociates.com
11	Wallace Peiffer Coldwell Banker Advantage 2555A Capitola Dr., Creedmoor 27522	\$11,091,527	\$163,111	1991	(919) 528-4888	www.wallacepeiffer.com
12	Shawn Britt Realty World - Triangle Living 11201 Jonas Ridge Lane, Raleigh 27613	\$11,038,000	DNR	DNR	(919) 215-3263	www.shawnellsraleigh.com
13	Rene Hendrickson Prudential York Simpson Underwood Realty 301 Kildaire Road, Chapel Hill 27516	\$10,845,547	\$376,581	2004	(919) 923-1377	renehendrickson.pruysu.com
14	Lynne Zimmerman ReMax Winning Edge 1526 E. Franklin St., #101, Chapel Hill 27514	\$10,577,400	\$622,200	1983	(919) 869-8346	www.lynnezimmerman.com
15	Christy Bowman Coldwell Banker Howard Perry and Walston 1600 E. Franklin St., Chapel Hill 27514	\$10,335,015	\$376,915	1979	(919) 960-6300	www.hpw.com
16	Tracy Santrock Fonville Morisey Realty 1903 High House Road, Cary 27519	\$10,300,000	DNR	DNR	(919) 469-6300	www.fmrealty.com
17	Wendy Thompson Tony Hall and Associates 311 W. Rosemary St., Chapel Hill 27516	\$9,666,333	\$297,426	1986	(919) 933-8500	www.tonyhallassociates.com
18	Jan Cenci My Dog Tess Inc. 1401 Cates Hickory Hill Lane, Hillsborough 27278	\$9,457,839	\$262,718	1986	(919) 969-7552	www.mydogtess.com
19	Armand Lenchek Coldwell Banker Howard Perry and Walston 1600 E. Franklin St., Chapel Hill 27514	\$9,444,010	\$275,255	DNR	(919) 960-6300	www.hpw.com
20	Wendy Tanson ReMax Winning Edge 1526 E. Franklin St., #101, Chapel Hill 27514	\$9,378,400	\$390,777	2003	(919) 971-7180	www.wendytanson.com
21	Bern Bullard Fonville Morisey Realty 2395 Kildaire Farm Road, Cary 27518	\$9,000,000	DNR	DNR	(919) 859-0800	www.fmrealty.com
22	Jaye Kreller Tony Hall and Associates 311 W. Rosemary St., Chapel Hill 27516	\$8,824,762	\$315,170	1994	(919) 933-8500	www.tonyhallassociates.com
23	Susan Doninger Greer Allen Tate Realtors 3201 Glenwood Ave., Raleigh 27612	\$8,722,250	\$415,345	1998	(919) 649-9999	www.allentate.com
24	Lindsay Taylor ReMax Preferred Associates 7101 Creedmoor Road, #115, Raleigh 27613	\$8,479,900	\$498,800	2004	(919) 676-9766	www.showmethetriangle.com
25	Jerry Ferrell Jr. Coldwell Banker Advantage 2128 High House Road, #100, Cary 27519	\$8,479,883	\$264,996	DNR	(919) 467-5111	www.advantagecb.com



Triangle Data

Here's a look at some brief statistics from the latest report generated by the Triangle Multiple Listing Service.

Total Dollar Volume

September 2011: \$368.3 million
September 2010: \$345.1 million
Year to date 2011: \$3.4 billion
Year to date 2010: \$3.8 billion

Percent of Original List Price Received

September 2011: 91.7%
September 2010: 90.8%
Year to date 2011: 96.1%
Year to date 2010: 96.4%

SOURCE: TRIANGLE MLS

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

Compiled by Cameron Snipes

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RESIDENTIAL REAL ESTATE AGENTS

(Ranked by sales closed by agent in 2011)



Rewind

Here's a look at how the top five agents in the Triangle stacked up last year.

Agent Name/
Sales closed in 2010

Tony Yao
\$22,930,000

Lucia Cooke
\$22,091,526

Debbie Van Horn
\$20,000,000

Van Fletcher
\$17,465,794

John Young
\$15,743,002

SOURCE: TBJ RESEARCH

Rank	Agent	Sales closed by agent in 2011	Average value of homes sold in 2011	Year agent received license	Phone	Web address
1	Erika Buchholtz Prudential York Simpson Underwood 404 Meadowmont Village Circle, Chapel Hill 27517	\$26,617,443	\$529,174	1994	(919) 933-6564	www.erikabuchholtz.pruysu.com
2	Kimberly Pardue Fonville Morisey Realty 1811 Garner Station Blvd., Raleigh 27603	\$24,253,737	DNR	DNR	(919) 772-8555	www.fmrealty.com
3	Tony Yao CHK Realty P.O. Box 33536, Raleigh 27636	\$22,832,000	\$282,000	2004	(919) 345-6370	www.trianglerealeads.com
4	Van Fletcher Allen Tate Co. 3201 Glenwood Ave., #101, Raleigh 27612	\$22,196,435	\$411,045	2008	(919) 719-2922	www.vanfletcher.com
5	Lucia Cooke Re/Max Winning Edge 1526 E. Franklin St., #101, Chapel Hill 27514	\$21,447,419	\$504,645	1985	(919) 225-3181	www.lucia Cooke.com
6	Debra Chadwick Selling Directly Flat Fee Real Estate 106 Tavernelle Place, Cary 27519	\$21,003,875	\$384,600	2008	(919) 349-0455	www.debrachadwick.com
7	Shahla Rezvani Coldwell Banker Howard Perry and Walston 1600 E. Franklin St., Chapel Hill 27514	\$19,593,950	\$366,242	1985	(919) 960-6300	www.shahla.com
8	John Young Coldwell Banker Howard Perry and Walston 5000 Falls of Neuse Road, Raleigh 27609	\$15,076,918	\$423,509	DNR	(919) 876-8824	www.hpw.com
9	Shawn Britt Realty World-Triangle Living 11201 Jonas Ridge Lane, Raleigh 27613	\$14,860,000	DNR	1998	(919) 215-3263	www.shawnellsraleigh.com
10	Debbie Van Horn Fonville Morisey Realty 2395 Kildaire Farm Road, Cary 27518	\$14,856,233	DNR	DNR	(919) 859-0800	www.fmrealty.com
11	Kimberly Conroy Coldwell Banker Howard Perry and Walston 9051 Strickland Road, Raleigh 27615	\$14,805,820	\$305,275	DNR	(919) 847-6767	www.hpw.com
12	Tracy Santrock Fonville Morisey Realty 1903 High House Road, Cary 27519	\$13,828,184	DNR	DNR	(919) 469-6300	www.fmrealty.com
13	Wendy Tanson Re/Max Winning Edge 1526 E. Franklin St., #101, Chapel Hill 27514	\$12,857,281	\$313,592	DNR	(919) 971-7180	www.wendytanson.com
14	Caroline Castelain Prudential York Simpson Underwood 3700 Computer Dr., #100, Raleigh 27609	\$12,788,650	\$1,088,396	2008	(919) 971-9437	www.carolinecastelain.pruysu.com
15	Rose Brogli Coldwell Banker Howard Perry and Walston 9051 Strickland Road, Raleigh 27615	\$11,671,805	\$291,795	DNR	(919) 845-6767	www.hpw.com
16	Alan Murray Prudential York Simpson Underwood 3700 Computer Dr., #100, Raleigh 27609	\$11,409,650	\$496,072	1975	(919) 601-7778	www.alanmurray.pruysu.com
17	Dayne Luck Coldwell Banker Advantage 620 Creedmoor Road, Raleigh 27615	\$11,267,317	\$172,020	DNR	(919) 847-2222	www.advantagecb.com
18	Lindsay Taylor Re/Max Preferred Associates 7101 Creedmoor Road, #115, Raleigh 27613	\$10,705,138	\$486,597	2004	(919) 389-2727	www.showmethetriangle.com
19	Terry Thrower Fonville Morisey Realty 8100 Creedmoor Road, Raleigh 27613	\$10,626,997	DNR	DNR	(919) 847-2511	www.fmrealty.com
20	John Merriman Prudential York Simpson Underwood 3700 Computer Dr., #100, Raleigh 27609	\$10,581,542	\$391,909	2002	(919) 271-0017	www.johnmerriman.pruysu.com
21	Hannah Chan Cary-Raleigh Realty 1601 Walnut St., #201, Cary 27511	\$10,443,558	\$298,000	2006	(919) 426-1854	www.caryraleighrealty.com
22	Rene Hendrickson Prudential York Simpson Underwood 921 Morreene Road, Durham 27705	\$10,262,500	\$450,110	1996	(919) 923-1377	www.renehendrickson.pruysu.com
23	Cindy Penny Fonville Morisey Realty 3600 Glenwood Ave., #150, Raleigh 27613	\$10,149,536	DNR	DNR	(919) 744-2840	www.fmrealty.com
24	Wes Minton Prudential York Simpson Underwood 3700 Computer Dr., #100, Raleigh 27609	\$10,024,000	\$572,800	1979	(919) 227-7333	www.wesminton.pruysu.com
25	Jan Cenci My Dog Tess Inc. 1401 Cates Hickory Hill Lane, Hillsborough 27278	\$10,002,700	\$312,000	2005	(919) 969-7552	www.mydogtess.com

Notes: Based on phone and email surveys.
DNR = did not respond. * Tied.

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RESIDENTIAL REAL ESTATE AGENTS

RANKED BY SALES CLOSED BY AGENT IN **2012**

csnipes@bizjournals.com
Ph: (919) 327-1022
Twitter: @TriBizBOL

Agent name/ Agency	Address	Sales closed by agent in 2012	Average value of homes sold	Year agent received license	Phone	Website
1. Van Fletcher Allen Tate Realtors	3201 Glenwood Ave., #101, Raleigh 27612	\$31,495,830	\$533,828	2008	919-719-2922	www.vanfletcher.com
2. Erika Buchholz Prudential York Simpson Underwood	404 Meadowmont Village Circle, Chapel Hill 27517	\$30,759,069	\$559,256	1994	919-219-7218	www.chapelhillsales.com
3. Debbie Van Horn Fonville Morisey Realty	2395 Kildaire Farm Road, Cary 27518	\$26,402,916	DNR	DNR	919-859-0800	www.fmrealty.com
4. Tony Yao CHK Realty	PO Box 33536, Raleigh 27636	\$25,356,200	\$320,000	2004	919-345-6370	www.trianglerealeads.com
5. Shawn Britt Realty World-Triangle Living	11201 Jonas Ridge Lane, Raleigh 27613	\$25,066,860	DNR	1998	919-215-3263	www.shawnsellsraleigh.com
6. Kimberly Pardue Fonville Morisey Realty	1811 Garner Station Road, Garner 27529	\$24,468,269	DNR	DNR	919-772-8555	www.fmrealty.com
7. Chris Faughnan CB Howard Perry & Walston	1001 Wade Ave., #103, Raleigh 27605	\$23,882,096	\$636,856	DNR	919-306-1229	faughnanchpwagents.com
8. Shahla Rezvani CB Howard Perry & Walston	1600 E. Franklin St., Chapel Hill 27514	\$23,707,146	\$311,936	DNR	919-960-6302	www.shahla.com
9. Lucia Cooke Re/Max Winning Edge	1526 E. Franklin St., #101, Chapel Hill 27514	\$22,324,792	\$603,372	1985	919-225-3181	www.luciacooke.com
10. Debra Chadwick Selling Directly	106 Tavernelle Place, Cary 27519	\$21,022,011	\$368,018	DNR	919-349-0455	www.debrachadwick.com
11. Kimberly Conroy CB Howard Perry & Walston	9051 Strickland Road, Raleigh 27615	\$20,281,306	\$374,194	DNR	919-539-2860	www.kimberlyconroyhomes.com
12. Rose Brogli CB Howard Perry & Walston	9501 Strickland Road, Raleigh 27615	\$19,414,426	\$346,686	DNR	919-649-4946	www.rosebrogli.com
13. Kathy Beacham CB Howard Perry & Walston	9051 Strickland Road, Raleigh 27615	\$19,001,872	\$306,977	DNR	919-632-1807	beachamkhpwagents.com
14. Tony Hall Tony Hall & Associates	311 W. Rosemary St., Chapel Hill 27516	\$16,207,900	\$415,587	1986	919-933-8500	www.tonyhallassociates.com
15. Susan Doninger Greer Allen Tate Realtors	3201 Glenwood Ave., Raleigh 27612	\$16,100,000	\$400,000	1998	919-649-9999	www.triangleNCrealestate.com
16. Martha Bick Allen Tate Realtors	101 Cosgrove Ave., #170, Chapel Hill 27517	\$15,665,000	\$1,044,333	2001	919-815-5018	www.marthabick.com
17. Wendy Tanson Re/Max Winning Edge	1526 E. Franklin St., #101, Chapel Hill 27514	\$14,450,065	\$314,132	2003	919-971-7180	www.wendytanson.com
18. Betsy Simmons Keller Williams Realty	201 Shannon Oaks Circle, #101, Cary 27511	\$14,081,378	\$312,920	2003	919-622-1060	www.betsysimmons.com
19. Jan Cenci My Dog Tess Inc.	1401 Cates Hickory Hill Lane, Hillsborough 27278	\$13,764,260	\$299,223	2005	919-969-7552	www.mydogtess.com
20. Wes Minton Prudential York Simpson Underwood	3700 Computer Dr., #100, Raleigh 27609	\$13,758,865	\$655,184	1979	919-227-7333	www.wesminton.prusysu.com
21. Rene Hendrickson Prudential York Simpson Underwood	921 Morreene Road, Durham 27705	\$12,927,424	\$453,594	1996	919-923-1377	www.renehendrickson.prusysu.com
22. Armand Lenchek CB Howard Perry & Walston	1600 E. Franklin St., Chapel Hill 27514	\$12,858,593	\$294,247	DNR	919-913-2627	www.teamarmand.com
23. Stan Partin CB Howard Perry & Walston	1001 Wade Ave., #103, Raleigh 27605	\$12,712,420	\$366,352	DNR	919-754-7740	www.stanpartin.com
24. Danya Bizzell CB Howard Perry & Walston	1001 Wade Ave., #103, Raleigh 27605	\$12,406,602	\$230,606	DNR	919-412-4872	www.sellingraleighdurham.com
25. Bo Bromhal Fonville Morisey Realty	3600 Glenwood Ave., #150, Raleigh 27612	\$12,394,400	DNR	DNR	919-744-2840	www.fmrealty.com

CLOSER LOOK

RESIDENTIAL DATA
Here's a look at a snapshot of the Triangle's residential real estate market in February 2013 and how it compares to the same period in 2012, from the Triangle Multiple Listing Service.

Percent of Original List Price Received*
Feb. 2012: 91.7%
Feb. 2013: 94.2%

Percent of List Price Received*
Feb. 2012: 95.6%
Feb. 2013: 96.9%

Days on Market Until Sale
Feb. 2012: 133
Feb. 2013: 119

Inventory of Homes for Sale
Feb. 2012: 14,786
Feb. 2013: 12,804

Months Supply of Inventory
Feb. 2012: 8.8
Feb. 2013: 6.3

*Does not account for seller concessions.

ABOUT THE LIST
Information is based on phone and email surveys to company representatives. Although every attempt is made to ensure the accuracy of TBJ lists, omissions sometimes occur.

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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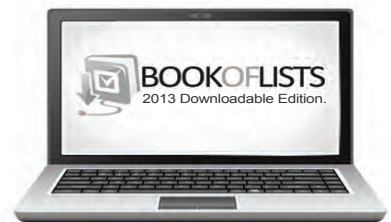
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Compiled by Cameron Snipes
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csnipes@bizjournals.com

RESIDENTIAL REAL ESTATE AGENTS

RANKED BY SALES CLOSED BY AGENT IN 2013 IN TRIANGLE

Agent name/ Agency name	Address	Sales closed by agent in 2013	Average value of homes sold	Year agent received license	Agent phone	Website
1 Chris Faughnan Coldwell Banker Howard Perry & Walston	1001 Wade Ave., Raleigh 27605	\$50,923,704	\$654,967	DNR	919-306-1229	faughnanc.hpwgents.com
2 Tony Yao CHK Realty	P.O. Box 33536, Raleigh 27636	\$38,536,414	\$320,000	2004	919-345-6370	www.trianglerealeads.com
3 Van Fletcher Allen Tate Realtors	3201 Glenwood Ave., Raleigh 27612	\$30,000,000	\$555,000	2008	919-719-2922	www.vanfletcher.com
4 Erika Buchholtz BHHS Carolinas Realty	404 Meadowmont Village Circle, Chapel Hill 27518	\$29,713,989	\$495,233	1994	919-219-7218	www.chapelhillsales.com
5 Debra Chadwick Deb Team/Selling Directly	106 Tavernelle Place, Cary 27519	\$28,786,038	\$338,659	2008	919-349-0455	www.debteam.com
6 Debbie Van Horn Fonville Morisey Realty	2395 Kildaire Farm Road, Cary 27518	\$26,743,703	DNR	DNR	919-859-0800	www.fmrealty.com
7 Lucia Cooke Re/Max Winning Edge	1526 E. Franklin St., #101, Chapel Hill 27514	\$26,554,268	\$491,746	1985	919-225-3181	www.luciacooke.com
8 Shahla Rezvani Coldwell Banker Howard Perry & Walston	1600 E. Franklin St., Chapel Hill 27514	\$25,610,526	\$303,083	DNR	919-960-6302	www.shahlaresvani.com
9 Linda Kolarov Coldwell Banker Advantage	10940 Raven Ridge, #100, Raleigh 27614	\$24,641,006	\$304,210	1996	919-369-0642	www.rateighluxuryliving.com
10 Jill Ehrenfeld Domicile Realty/Governors Club Realty	50201 Governors Dr., Chapel Hill 27517	\$24,389,888	\$497,753	2006	919-975-4551	www.governorsclub.com
11 Kathy Beacham Coldwell Banker Howard Perry & Walston	9051 Strickland Road, Raleigh 27615	\$23,850,905	\$331,263	1997	919-632-1807	beachamk.hpwgents.com
12 Tracy Santrock Fonville Morisey Realty	1903 High House Road, Cary 27519	\$23,595,911	DNR	DNR	919-469-6300	www.fmrealty.com
13 Danya Bizzell Coldwell Banker Howard Perry & Walston	1001 Wade Ave., Raleigh 27605	\$21,673,786	\$276,451	DNR	919-412-4872	www.sellingrateighdurham.com
14 Kimberly Conroy Coldwell Banker Howard Perry & Walston	9051 Strickland Road, Raleigh 27615	\$21,626,996	\$359,850	DNR	919-539-2860	www.kimberlyconroyhomes.com
15 Shawn Britt Realty World-Triangle Living	DNR	\$21,320,000	DNR	1998	919-215-3263	www.shawnsellsraleigh.com
16 Rose Brogli Coldwell Banker Howard Perry & Walston	9501 Strickland Road, Raleigh 27615	\$21,061,699	\$309,731	DNR	919-649-4946	www.rosebrogli.com
17 Betsy Simmons Keller Williams Realty	201 Shannon Oaks Circle, #101, Cary 27511	\$20,347,582	\$286,600	2003	919-622-1060	www.betsysimmons.com
18 Hannah Chan Cary-Raleigh Realty	417 Kildaire Farm Road, Cary 27511	\$17,375,484	\$321,768	2006	919-426-1854	www.caryraleighrealty.com
19 Kelly Huffstetler Spencer Properties	10812 Bedfordtown Dr., Raleigh 27614	\$16,715,888	\$417,897	2006	919-522-6349	www.kellysellsraleigh.com
20 Janice Cenci My Dog Tess Inc.	1401 Gates Hickory Hill Lane, Hillsborough 27278	\$16,314,550	\$258,961	2005	919-969-7552	www.mydogtess.com
21 David Jenkins Fonville Morisey Realty	1304 Hwy. 54 West, Durham 27707	\$15,350,182	DNR	DNR	919-493-4434	www.fmrealty.com
22 Kimberly Pardue Fonville Morisey Realty	1811 Garner Station Road, Garner 27603	\$14,949,890	DNR	DNR	919-772-8555	www.fmrealty.com
23 Cassandra Liles Go Realty	100 Coffeeberry Court, Garner 27529	\$14,723,557	\$226,500	2001	919-523-5065	www.cassandra.com
24 Sharon Kowitz Fonville Morisey Realty	1903 High House Road, Cary 27519	\$14,627,109	DNR	DNR	919-469-6300	www.fmrealty.com
25 Paula Walls Coldwell Banker Howard Perry & Walston	7011 Fayetteville Road, Durham 27713	\$14,562,148	\$309,833	DNR	919-618-9768	www.paulawallsteam.com

NOTES: NA - not applicable, not available or not approved; DNR - did not respond.

► CLOSER LOOK

\$50.9M

Sales closed by the highest-producing agent in the Triangle in 2013.

A LOOK BACK

Here's a look at the top five highest-producing agents in the Triangle in 2012.

\$31.5M

Van Fletcher

\$30.7M

Erika Buchholtz

\$27.4M

Debbie Van Horn

\$25.3M

Tony Yao

\$25.1M

Shawn Britt

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 the Triangle Business Journal. Only those that responded to our inquiries were listed. Some of the agents on this list operate solely in one community/neighborhood.

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1 Tony Yao CHK Realty Inc.	P.O. Box 33536, Raleigh, NC 27636	\$36,484,167	\$360,000	2004	919-345-6370	triangleredeals.com
2 Debra Chadwick Deb Team	106 Tavernelle Place, Cary, NC 27519	\$35,787,408	\$496,537	2008	919-349-0455	debteam.com
3 Erika Buchholtz Berkshire Hathaway HomeServices York Simpson Underwood Realty	404 Meadowmont Village Circle, Chapel Hill, NC 27518	\$29,840,628	\$523,520	1994	919-219-7218	chapelhillsales.com
4 Kathy Beacham Coldwell Banker Howard Perry & Walston	1205 Red Beech Ct., Raleigh, NC 27614	\$29,240,233	\$352,941	1997	919-632-1807	kathybeacham.com
5 Danya Bizzell Coldwell Banker Howard Perry & Walston Builder Services	1001-102 Wade Ave., Raleigh, NC 27605	\$25,276,402	\$275,000	2006	919-412-4872	danyabizzell.com
6 Debbie Van Horn Fonville Morisey Realty	2395 Kildaire Farm Rd., Cary, NC 27518	\$24,952,845	NA	NA	919-859-0800	fmrealty.com
7 Kimberly Conroy Coldwell Banker Howard Perry & Walston	9051 Strickland Rd. #200, Raleigh, NC 27615	\$24,780,993	\$450,651	1997	919-539-2860	kimberlyconroyhomes.com
8 Shawn Britt Realty World-Triangle Living	11201 Jonas Ridge Ln., Raleigh, NC 27613	\$24,486,725	NA	1998	919-215-3263	shawnellsraleigh.com
9 Martha Bick Allen Tate Realtors	101 Cosgrove Ave., Chapel Hill, NC 27517	\$23,785,650	\$1,081,000	2001	919-815-5018	marthabick.com
10 Shahla Rezvani Coldwell Banker Howard Perry & Walston	1600 E. Franklin St., Chapel Hill, NC 27514	\$21,593,343	\$222,612	1989	919-960-6302	shahla rezvani.com
11 Betsy Simmons Keller Williams Realty	201 Shannon Oaks Circle, Cary, NC 27511	\$21,476,797	\$285,575	2003	919-622-1060	simmonsrealtygroup.org
12 Brooks Saylor Coldwell Banker Howard Perry & Walston	1010 Winterborne Dr., Cary, NC 27519	\$20,353,589	\$675,000	2002	919-593-5643	hpw.com
13 Chris Faughnan Coldwell Banker Howard Perry & Walston	1001-102 Wade Ave., Raleigh, NC 27605	\$19,758,497	\$696,212	1996	919-306-1229	trianglererealtists.com
14 Van Fletcher Allen Tate Realtors	3201 Glenwood Ave., Raleigh, NC 27612	\$19,633,200	\$446,000	2008	919-719-2922	vanfletcher.com
15 Jan Cenci My Dog Tess Inc.	1401 Cates Hickory Hill Ln., Hillsborough, NC 27278	\$19,561,334	\$291,960	2005	919-969-7552	mydogtess.com
16 Matt Moberly Coldwell Banker Howard Perry & Walston	1001-102 Wade Ave., Raleigh, NC 27605	\$18,666,099	\$430,094	NA	919-781-4663	hpw.com
17 Matt Peedin Keller Williams Realty	201 Shannon Oaks Circle, Cary, NC 27511	\$18,487,967	\$282,635	2009	919-210-8388	movingwithmatt.com
18 Hannah Chan Cary-Raleigh Realty Inc.	417 Kildaire Farm Rd., Cary, NC 27511	\$18,393,613	\$265,000	2006	919-426-1854	caryraleighrealty.com
19 Cassandra Lites Keller Williams Realty	100 Coffeeberry Ct., Garner, NC 27529	\$18,300,000	\$240,000	2001	919-523-5065	thekeyteam.com
20 Mary Kromenhoek Coldwell Banker Advantage	2129 High House Rd. #100, Cary, NC 27519	\$17,618,824	\$298,615	2004	919-244-2373	advantagecb.com
21 David Jenkins Fonville Morisey Realty	1304 W. NC Hwy. 54, Durham, NC 27707	\$17,531,378	NA	NA	919-493-4434	fmrealty.com
22 Quentin Dane Coldwell Banker Howard Perry & Walston	9051 Strickland Rd. #200, Raleigh, NC 27615	\$17,400,000	\$219,000	2012	919-622-4867	daneandcompany.com
23 John Merriman Berkshire Hathaway HomeServices York Simpson Underwood Realty	3700 Computer Dr. #100, Raleigh, NC 27609	\$16,994,150	\$459,301	2002	919-271-0017	johnmerriman.bhhsyu.com
24 Jill Ehrenfeld Domicile Realty/Governors Club Realty	50201 Governors Club Dr., Chapel Hill, NC 27517	\$16,259,606	\$451,655	2006	NA	domicilenc.com
25 Johnny Chappell Northside Realty	4701 Creedmoor Rd. #105, Raleigh, NC 27603	\$15,864,715	\$288,449	2006	919-909-0004	oakcitygroup.com

NOTES: NA - did not report.

► CLOSER LOOK

11

The number of agents on The List that reported 2014 Triangle gross sales of more than \$20 million.

Nine

The number of agents on The List that represent Coldwell Banker Howard Perry & Walston.

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. Only those that responded to our inquiries were listed.

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THE LIST

RESIDENTIAL REAL ESTATE AGENTS

RANKED BY SALES CLOSED BY AGENT IN 2015 IN THE TRIANGLE

Agent/ Business name	Address	Sales closed by agent in 2015	Average value of homes sold	Year agent received license	Phone	Website
1 Debbie Van Horn Fonville Morisey Realty	2395 Kildaire Farm Rd., Cary, NC 27518	\$42,378,587	\$487,133	NA	919-859-0800	fmrealty.com
2 Erika Buchholtz Berkshire Hathaway HomeServices York Simpson Underwood Realty	404 Meadowmont Village Circle, Chapel Hill, NC 27518	\$36,773,514	\$503,747	1994	919-219-7218	chapelhillsales.com
3 Debra Chadwick DebTeam¹	106 Tavernelle Pl., Cary, NC 27519	\$35,777,955	\$404,661	2008	919-349-0455	debteam.com
4 Kathy Beacham Coldwell Banker Howard Perry & Walston	9051 Strickland Rd., #200 Raleigh, NC 27615	\$32,626,656	\$366,592	1997	919-317-4349	beachamk.hpwagents.com
5 Hannah Chan Cary-Raleigh Realty Inc.	417 Kildaire Farm Rd., Cary, NC 27511	\$31,820,080	\$265,167	2006	919-426-1854	caryraleighrealty.com
6 Van Fletcher Allen Tate Realtors	3201 Glenwood Ave., Raleigh, NC 27612	\$31,050,455	\$500,814	2008	919-719-2922	vanfletcher.com
7 Tony Yao CHK Realty	P.O. Box 33536, Raleigh, NC 27636	\$30,276,190	\$343,000	2004	919-345-6370	NA
8 Jill Ehrenfeld Domicile Realty/Governors Club Realty	50201 Governors Club Dr., Chapel Hill, NC 27517	\$29,033,341	\$527,879	2006	NA	governorsclub.com and domicilenc.com
9 Chris Faughnan Coldwell Banker Howard Perry & Walston Builder Services	1001 Wade Ave., #100 Raleigh, NC 27605	\$25,626,363	\$691,670	1996	919-306-1229	faughnanc.hpwagents.com
10 Johnny Chappell Chappell Residential	555 Fayetteville St., #300 Raleigh, NC 27601	\$24,360,434	\$326,915	2006	919-909-0004	chappellres.com
11 Joe Hodge Hodge & Kittrell Sotheby's International Realty	3200 Wake Forest Rd., #101 Raleigh, NC 27609	\$22,201,983	\$637,757	1979	919-818-2071	hodgeandkittrellsir.com
12 Danya Bizzell Coldwell Banker Howard Perry & Walston Builder Services	1001 Wade Ave., #100 Raleigh, NC 27605	\$21,664,313	\$431,847	2006	919-412-4872	sellingraleighdurham.com
13 E. Runyon Tyler Berkshire Hathaway HomeServices York Simpson Underwood Realty	3700 Computer Dr., #100 Raleigh, NC 27609	\$21,282,309	\$945,880	1988	919-271-6641	runyontyler.bhhsysu.com
14 Mary Kromenhoek Coldwell Banker Advantage	2128 High House Rd., Cary, NC 27519	\$21,017,945	\$313,701	NA	919-467-5111	advantagecb.com
15 Martha Bick Allen Tate Realtors	101 Cosgrove Ave., Chapel Hill, NC 27514	\$20,490,411	\$975,734	2001	919-815-5018	marthabick.com
16 Shahla Rezvani Coldwell Banker Howard Perry & Walston	1600 E. Franklin St., Chapel Hill, NC 27514	\$19,856,536	\$300,857	1989	919-960-6302	shahlarezvani.com
17 Adam Dickinson 501 Realty LLC	203 Watts St., Durham, NC 27701	\$19,455,930	\$370,117	2009	919-452-3751	501realty.com/adam
18 Shawn Britt Realty World-Triangle Living	Raleigh, NC	\$19,401,400	NA	1998	919-215-3263	shawnsellsraleigh.com
19 Chris Culbreth Tony Hall & Associates	311 W. Rosemary St., Chapel Hill, NC 27516	\$17,284,189	\$335,615	1996	919-933-8500	tonyhallassociates.com
20 Kimberly Conroy Coldwell Banker Howard Perry & Walston	9051 Strickland Rd., #200 Raleigh, NC 27615	\$16,868,255	\$409,424	1997	919-539-2860	kimberlyconroyhomes.com
21 Jan Cenci My Dog Tess Inc.	1401 Cates Hickory Hill Ln, Hillsborough, NC 27278	\$16,640,497	\$268,395	2005	919-969-7552	mydogtess.com
22 Gary Nelson Coldwell Banker Howard Perry & Walston Builder Services	1001 Wade Ave., #100 Raleigh, NC 27605	\$16,605,175	\$249,327	NA	919-789-5243	hpw.com
23 Wallace Peiffer Coldwell Banker Advantage	2555A Capitol Dr., Creedmoor, NC 27522	\$16,390,552	\$182,117	NA	919-528-4888	advantagecb.com
24 Teresa Strasser Coldwell Banker Howard Perry & Walston Builder Services	1001 Wade Ave., #100 Raleigh, NC 27605	\$15,526,302	\$543,258	2004	919-789-5243	hpw.com
25 David Worters Hodge & Kittrell Sotheby's International Realty	3200 Wake Forest Rd., #101 Raleigh, NC 27609	\$15,492,915	\$380,905	2012	919-985-3069	hodgekittrellsir.com

¹ Information listed is for single agent only, not entire team.

NOTES: NA - did not report.

► CLOSER LOOK

\$42.4M

The dollar volume of closed sales in 2015 in the Triangle for the No. 1 real estate agent on The List - Debbie Van Horn of Fonville Morisey Realty.

Seven

The number of residential real estate agents on The List that recorded 2015 Triangle closed sales of more than \$30 million.

One

The number of residential real estate agents on last year's list that recorded 2014 Triangle closed sales of more than \$30 million.

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