

ATLANTA'S TOP 25 RESIDENTIAL REAL ESTATE COMPANIES

Ranked by gross residential sales volume in Atlanta

Rank	Company*	2011 Atlanta gross residential sales volume from closed transactions	Number of homes sold in 2011§	Number of sales agents in Atlanta / Total Atlanta staff	Office structure	Number of offices in Atlanta / Companywide	Chief Atlanta officer(s)	Year est. in Atlanta
1.	Prudential Georgia Realty 863 Holcomb Bridge Road, Roswell, Ga. 30076 (770) 992-4100 • www.prudentialga.com	\$1,751,000,000	8,600	968 1,071	independent franchise affiliate	18 18	Daniel T. Forsman	1964
2.	Harry Norman, Realtors 532 East Paces Ferry Road, Atlanta, Ga. 30305 (404) 504-7300 • www.harrynorman.com	\$1,627,902,591	4,356	1,086 1,177	independent	15 16	Dan Parmer	1930
3.	Keller Williams Realty, The Rawls Group 200 Glenridge Point Parkway, Suite 100, Atlanta, Ga. 30342 (404) 531-3275 • www.kwrawls.com	\$1,333,116,477	5,869	826 880	franchise	6 6	Shaun Rawls, Jeri Moran	1999
4.	Coldwell Banker Residential Brokerage 6285 Barfield Road N.E., Suite 100, Atlanta, Ga. 30328 (404) 705-1500 • www.coldwellbankeratlanta.com	\$1,280,715,143	6,096	832 933	owned and operated by NRT LLC	14 NA	Charlotte Sears, Brad Harner	1958
5.	Better Homes and Gardens Real Estate Metro Brokers 5775-D Glenridge Drive, Suite 200, Atlanta, Ga. 30328 (404) 843-2500 • www.metrobrokers.com	\$850,675,334	7,375	2,145 2,280	franchise, independent	25 25	Kevin Levent	1979
6.	Keller Williams Realty (Pinnacle Partners Group)® 1745 North Brown Road, Suite 150, Lawrenceville, Ga. 30043 (678) 775-2731 • www.kw.com	\$775,539,231	5,009	758 790	franchise	9 11	Bryan Fair, Fred Perry III	2000
7.	Solid Source Realty Inc. 10900 Crabapple Road, Roswell, Ga. 30075 (770) 475-1130 • www.solidsource.com	\$569,017,360	4,444	863 17	independent	11 11	Michele Velcheck	2003
8.	Atlanta Fine Homes Sotheby's International Realty® 3290 Northside Parkway, Suite 200, Atlanta, Ga. 30327 (404) 237-5000 • www.atlantafinehomes.com	\$551,323,702	1,061	173 190	independent franchise	2 3	Jenny Pruitt, David Boehmig	2007
9.	Keller Williams Realty - CH Realty Investments LLC 5780 Windward Parkway, Suite 310, Alpharetta, Ga. 30005 (770) 663-5143 • www.kw.com	\$444,907,323	1,915	284 295	franchise	3 3	Harry L. Hammond Jr., David Chatham	2000
10.	Solid Source Realty GA LLC 10900 Crabapple Road, Roswell, Ga. 30075 (770) 475-1130 • www.solidsource.com	\$425,840,113	3,428	1,707 1,721	independent	11 11	Michele Velcheck	2008
11.	Atlanta Communities Real Estate Brokerage LLC® 3113 Roswell Road, Suite 101, Marietta, Ga. 30062 (770) 240-2000 • www.atlantacommunities.net	\$391,318,493	2,235	282 292	independent	4 4	Judson Adamson	2009
12.	Chapman Hall Realtors Inc. 6100 Lake Forest Drive, Atlanta, Ga. 30328 (404) 236-0043 • www.chapmanhallrealtors.com	\$372,693,000	2,453	435 443	independent	5 6	John F. Hoffman	2000
13.	RE/MAX Around Atlanta 240 Sandy Springs Place, Atlanta, Ga. 30328 (404) 252-7500 • www.aroundatlanta.com	\$363,828,603	2,161	161 NA	franchise	6 6	Kristen Jones, Megan Wyatt, Charlotte Steed, Barbara Pearson, Leanne Long	1979
14.	RE/MAX Center 1140 Old Peachtree Road, Suite D, Duluth, Ga. 30097 (770) 932-1234 • www.remax-georgia.com	\$338,262,017	2,227	104 NA	franchise	3 3	Patrick Finnick, Faye Finnick	1994
15.	Dorsey Alston, Realtors 100 West Paces Ferry Road N.W., Atlanta, Ga. 30305 (404) 352-2010 • www.dorseyalston.com	\$326,888,669	630	175 185	independent	1 1	Michael Rogers	1947
16.	RE/MAX Metro Atlanta Cityside 1944 Clamont Road, Decatur, Ga. 30033 (404) 321-3123 • www.realestateofatlanta.com	\$213,389,376	1,064	71 NA	franchise	3 3	Donna Armstrong	1979
17.	Coldwell Banker Bullard Realty Co. 238 Stockbridge Road, Jonesboro, Ga. 30238 (770) 477-6400 • www.cbbullard.com	\$186,000,000	1,834	187 208	franchise	5 5	Steve C. Bullard	1956
18.	Century 21 Results Realty Services® 2209 Sharon Road, Cumming, Ga. 30041 (770) 889-6090 • www.youneedresults.com	\$176,601,089	708	81 89	franchise	1 1	Terry Swanson	1998
19.	The Marketing Directors LLC® 75 14th St., Suite 2800, Atlanta, Ga. 30309 (404) 607-0444 • www.tmdsoutheast.com	\$166,607,220	779	34 79	independent	1 2	David J. Tufts	2007
20.	RE/MAX Town & Country 14205 Georgia 92, Suite 109, Woodstock, Ga. 30188 (770) 928-4966 • www.remax-georgia.com	\$145,960,308	955	32 0	franchise	5 5	Molly McGrovy	1979
21.	Drake Realty® 3535 Roswell Road, Suite 41, Marietta, Ga. 30062 (770) 565-2044 • www.drakerealty.net	\$125,270,413	783	693 704	independent	8 9	Glenn F. Drake, Bernadine W. Drake	1991
22.	RE/MAX Unlimited 5205 Stilesboro Road N.W., Suite 110, Kennesaw, Ga. 30152 (770) 419-1986 • www.remax-georgia.com	\$111,881,622	942	40 NA	franchise	2 2	Gerry M. Rogers, Pamela B. Rogers	1996
23.	PalmerHouse Properties Realty 2911 Piedmont Road N.E., Suite B, Atlanta, Ga. 30305 (404) 876-4901 • www.palmerhouseproperties.com	\$105,470,361	1,180	658 664	independent	4 4	Kevin L. Palmer	2006
24.	RE/MAX United 1000 Bankhead Highway, Carrollton, Ga. 30117 (770) 834-3000 • www.remax-georgia.com	\$101,554,741	1,351	25 NA	franchise	1 1	John Samman	2001
25.	RE/MAX Greater Atlanta 3050 Roswell Road, Marietta, Ga. 30062 (770) 973-9700 • www.remax-georgia.com	\$90,485,950	666	42 NA	franchise	1 1	H. Benjamin Christopher, Dennis Jones	1986

* A residential real estate company is defined here as an entity with one owner having one or more locations.

§ Figures represent closed transactions.

¶ Office submitted a statement of verification supporting figures.

NA - Not available or not applicable

SOURCES: Atlanta Business Chronicle research and the offices

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