

ATLANTA’S TOP 25 RESIDENTIAL REAL ESTATE COMPANIES

Ranked by gross residential sales volume in Atlanta

Rank	Prior	Company*	2012 Atlanta gross residential sales volume from closed transactions	Number of homes sold in 2012§	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.	(1)	Prudential Georgia Realty 863 Holcomb Bridge Road, Roswell, Ga. 30076 (770) 992-4100 · www.prudentialgeorgia.com	\$1,990,000,000	9,900	986 1,091	independent franchise affiliates	18 18	Daniel T. Forsman dan.forsman@prudentialga.com	1963
2.	(2)	Harry Norman, Realtors 532 East Paces Ferry Road, Atlanta, Ga. 30305 (404) 504-7300 · www.harrynorman.com	\$1,972,337,132	5,578	1,063 1,164	independent with franchises	15 16	Dan Parmer	1930
3.	(4)	Keller Williams Realty, The Rawls Group 200 Glenridge Point Parkway, Suite 100, Atlanta, Ga. 30342 (404) 531-5700 · www.rawlsgroup.org	\$1,917,338,208	8,527	886 937	franchises	6 6	Shaun Rawls, shaunr@kw.com Jeri Moran, Michael Maher	1999
4.	(4)	Coldwell Banker Residential Brokerage 6285 Barfield Road, Suite 100, Atlanta, Ga. 30328 (404) 705-1500 · www.coldwellbankeratlanta.com	\$1,235,678,184	7,044	782 838	owned and operated by NRT LLC	12 720	Charlotte Sears charlotte.sears@coldwellbankeratlanta.com	1958
5.	(6)	Keller Williams Realty (Pinnacle Partners Group)^ 1745 North Brown Road, Suite 150, Lawrenceville, Ga. 30043 (678) 775-2731 · www.kw.com	\$1,051,949,279	6,533	862 898	franchises	8 12	Bryan Fair, Fred Perry fredperry@kw.com	2000
6.	(5)	Better Homes and Gardens Real Estate Metro Brokers 5775-D Glenridge Drive, Suite 200, Atlanta, Ga. 30328 (404) 843-2500 · www.metrobrokers.com	\$896,361,274	7,754	1,575 1,685	independent franchises	25 25	Kevin Levent	1979
7.	(8)	Atlanta Fine Homes Sotheby's International Realty 3290 Northside Parkway, Suite 200, Atlanta, Ga. 30327 (404) 237-5000 · www.atlantafinehomes.com	\$811,428,000	1,718	225 245	independent franchises	3 3	Jenny Pruitt, David Boehmig	2007
8.	(7)	Solid Source Realty Inc. 10900 Crabapple Road, Roswell, Ga. 30075 (770) 475-1130 · www.solidsource.com	\$619,644,466	4,551	826 836	independent	10 10	Michele Velcheck	2003
9.	(11)	Atlanta Communities Real Estate Brokerage LLC^ 3113 Roswell Road, Suite 101, Marietta, Ga. 30062 (770) 240-2000 · www.atlantacommunities.net	\$606,050,779	2,991	385 393	independent	4 4	Judson Adamson judson@atlantacommunities.net	2009
10.	(9)	Keller Williams Realty - CH Realty Investments LLC 5780 Windward Parkway, Suite 310, Alpharetta, Ga. 30005 (770) 663-5143 · www.kw.com	\$596,334,650	2,783	309 319	franchises	3 3	Harry Hammond hhammond@kw.com David Chatham	2000
11.	(13)	RE/MAX Around Atlanta 240 Sandy Springs Place, Atlanta, Ga. 30328 (404) 252-7500 · www.aroundatlanta.com	\$495,565,304	3,126	129 NA	franchises	7 NA	Megan Pafford Wyatt, Kristen Anclien Jones, Charollette Steed, LeAnne Long	1979
12.	(12)	Chapman Hall Realtors Inc. 6100 Lake Forrest Drive, Atlanta, Ga. 30328 (404) 236-0043 · www.chapmanhallrealtors.com	\$463,447,338	3,133	449 458	independent	5 6	John Hallman john@chapmanhallrealtors.com	2000
13.	(10)	Solid Source Realty GA LLC 10900 Crabapple Road, Roswell, Ga. 30075 (770) 475-1130 · www.solidsource.com	\$461,746,211	3,433	1,588 1,598	independent	10 10	Michele Velcheck	2009
14.	(15)	Dorsey Alston, Realtors 100 West Paces Ferry Road, Atlanta, Ga. 30305 (404) 352-2010 · www.dorseyalston.com	\$457,349,082	840	175 185	independent	1 1	Michael Rogers	1947
15.	(14)	RE/MAX Center 1140 Old Peachtree Road, Suite D, Duluth, Ga. 30097 (770) 932-1234 · www.greateratlantagahomesales.com	\$396,011,712	2,471	93 NA	franchises	7 NA	Patrick Finnick, Faye Finnick	1994
16.	(16)	RE/MAX Metro Atlanta Inc. 1944 Clairmont Road, Decatur, Ga. 30033 (404) 321-3123 · www.remax-georgia.com	\$298,810,909	1,474	94 NA	franchises	3 NA	Donna Armstrong	1979
17.	(NR)	ERA Sunrise Realty 157 Reinhardt College Parkway, Suite 100, Canton, Ga. 30114 (770) 720-1515 · www.erasunriserealty.com	\$275,287,013	2,045	137 11	independent	NA 7	David Moody david.moody@era.com	1991
18.	(NR)	Virtual Properties Realty Inc. 6650 Sugarloaf Parkway, Suite 700, Duluth, Ga. 30097 (770) 495-5050 · www.virtualpropertiesrealty.com	\$266,305,961	2,002	962 972	independent	3 3	Steve Wagner stevetwagner@yahoo.com	1999
19.	(NR)	Maximum One Realty 5041 Dallas Highway, Suite 700, Powder Springs, Ga. 30127 (770) 919-8825 · www.maximumonerealty.com	\$256,910,554	1,979	471 539	independent	9 9	Dave Kubat	2007
20.	(23)	PalmerHouse Properties LLC 2911 Piedmont Road N.E., Suite B, Atlanta, Ga. 30305 (404) 876-4901 · www.palmerhouseproperties.com	\$181,357,947	1,074	783 792	independent	7 7	Kevin L. Palmer kpalmer@phpatlanta.com	2006
21.	(18)	Century 21 Results Realty Services^ 2209 Sharon Road, Cumming, Ga. 30041 (770) 889-6090 · www.youneedresults.com	\$177,277,817	703	80 86	franchises	1 NA	Terry Swanson tswanson@youneedresults.com	1998
22.	(17)	Coldwell Banker Bullard Realty Co. 238 Stockbridge Road, Jonesboro, Ga. 30236 (770) 477-6400 · www.cbbullard.com	\$167,000,000	1,414	170 182	franchises	6 6	Steve C. Bullard	1956
23.	(20)	RE/MAX Town & Country 3760 Sixes Road, Suite 108, Canton, Ga. 30114 (770) 345-8211 · www.atlantahomebroker.com	\$146,745,122	929	53 NA	franchises	4 NA	Molly McGrory, Kristy Petrillo	1979
24.	(21)	Drake Realty 3535 Roswell Road, Suite 41, Marietta, Ga. 30062 (770) 565-2044 · www.drakerealty.net	\$139,330,578	846	701 710	independent	7 8	Glenn F. Drake, Bernardine W. Drake	1991
25.	(22)	RE/MAX Unlimited 5205 Stilesboro Road N.W., Suite 110, Kennesaw, Ga. 30152 (770) 419-1986 · www.remax-georgia.com	\$138,122,540	1,053	36 NA	franchises	1 NA	Pam Rogers, Gerry Rogers	1996

* 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

NR - Not ranked or not relevant

SOURCES: Atlanta Business Chronicle research and the offices

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