

THE REAL ESTATE TOP 200

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SATURDAY/SUNDAY, NOVEMBER 11 - 12, 2006

Special Advertising Feature

THE THE REAL ESTATE TOP TWO HUNDRED 200

As any of the agents whose names appear in the following lists can tell you, a key to success in real estate is understanding numbers within the context of other numbers.

In determining the value of a house on Maple Street, for instance, an agent is likely to take into account previous transactions on Maple Street. By considering the value of the house within the context of other houses, an agent can better understand exactly what he or she is dealing with.

The same can be said of this Top 200 list. To understand exactly whom we're dealing with — to understand just how elite the agents listed here are — it is important to consider context.

According to the Association of Real Estate License Law Officials (ARELLO) there are over 1.35 million real estate agents registered in the United States. While all of them, surely, are not full-time, practicing agents, the figure is nonetheless important to consider.

Listed here, in four groups of 50, are residential real estate's elite — agents who are easily in the top one percent of the top one percent of real estate professionals in America.

The Wall Street Journal, in conjunction with *REAL Trends*, is pleased to honor these dedicated men and women.

TOP 50 AGENTS BY DOLLAR VOLUME

RANK	NAME	COMPANY	LOCATION
1	Harald Grant	Sotheby's International Realty, Inc.	Southampton, NY
2	Mary Gullixson	Alain Pinel Realtors	Menlo Park, CA
3	Patricia Choi	Choi International	Honolulu, HI
4	Cristina Condon	Sotheby's International Realty, Inc.	Palm Beach, FL
5	Sean Stanfield	First Team Real Estate	Huntington Beach, CA
6	Robert Shallow	RE/MAX Paradise	Orange Beach, AL
7	Chris Cortazzo	Coldwell Banker/NRT	Los Angeles, CA
8	Randy Solakian	Coldwell Banker/NRT	Los Angeles, CA
9	Kathy Iverson	Slifer Smith & Frampton Real Estate	Avon, CO
10	Royce Cablayan	Coldwell Banker/NRT	Los Altos, CA
11	Tim Allen	Coldwell Banker/NRT	San Francisco, CA
12	Jade Mills	Coldwell Banker/NRT	Los Angeles, CA
13	Peggy Cortez	Alain Pinel Realtors	Blackhawk, CA
14	Timothy Davis	The Corcoran Group/NRT	Southampton, NY
15	Matt Garrison	Coldwell Banker/NRT	Chicago, IL
→ 16	Cliff Meredith	Lacale Meredith	Easton, MD
17	Robert Picciariello	Prelo Realty	Chicago, IL
18	Brigitte Senkler	Coldwell Banker/NRT	New England
19	Linda Feinstein	ERA Jensen & Feinstein Realtors, LLC	Hinsdale, IL
20	Tom Vucich	Slifer Smith & Frampton Real Estate	Avon, CO
21	John Beutler	Century 21 Beutler and Associates	Coeur d' Alene, ID
22	Barbara Callan	McGuire Real Estate	San Francisco, CA
23	Peter Hallock	The Corcoran Group/NRT	East Hampton, NY
24	Jerry LaMott	Prudential California Realty	Laguna Niguel, CA
25	Catherine M. Jones Coburn	Slifer Smith & Frampton Real Estate	Avon, CO
26	Malin Giddings	Coldwell Banker/NRT	San Francisco, CA
27	Frank Newbold	Sotheby's International Realty, Inc.	East Hampton, NY
28	Sandra Gibson	Coldwell Banker/NRT	Los Angeles, CA
29	Nancy Shahin Itteilag	Long & Foster Real Estate, Inc.	Washington, DC
30	Francine Ehrlich	Sotheby's International Realty, Inc.	Greenwich, CT
31	Tom Locati	Russ Lyon Realty Company	Scottsdale, AZ
32	Eloy Carmenate	IVR Realty Inc.	Miami Beach, FL
33	Bruce Blomgren	Dyson & Dyson Real Estate	Indian Wells, CA
34	Rondi Egenes	Windermere Real Estate/East, Inc.	Bellevue, WA
35	Jean Ruggiero	William Raveis Real Estate	Greenwich, CT
36	John Burger	Brown Harris Stevens	New York, NY
37	Diane Rinehart	Prudential Utah Real Estate	Park City, UT
38	Carol Sollak	Illustrated Properties	Palm Beach Gardens, F
39	Elaine Pruzon	Coldwell Banker/NRT	Short Hills, NJ
40	Ralph Oliva	Coldwell Banker/NRT	Chicago, IL
41	Cheryl Nielsen-Saaf	The Corcoran Group/NRT	Brooklyn, NY
42	Donna Scott	Coldwell Banker/NRT	Wellesley, MA
43	John Bates	Coldwell Banker/NRT	Naperville, IL
44	Edie Marks	The Kentwood Company	Greenwood Village, CO
45	Hugh Cornish	Coldwell Banker/NRT	San Francisco, CA
46	Art Whittlesey	Windermere Real Estate/East, Inc.	Bellevue, WA
47	Sandy R. Scott	Coldwell Banker BSSP	Van, WA
48	Elayne Jassey	Prudential Connecticut Realty	Stamford, CT
49	Barbara Boyle	Sotheby's International Realty, Inc.	East Islip, NY
50	Alex A. Curcio	Premier Estate Properties, Inc.	Boca Raton, FL

Methodology

How we found the best

Earlier this year, The Wall Street Journal and REAL *Trends* undertook a new and ambitious project: to identify the most successful residential real estate agents in the country and accurately rank them.

In June, the two publications sent out application forms on joint letterhead to more than 7,300 real estate entities, including national networks, state and local associations, national training and coaching organizations and individual brokers.

The Top 200 lists recognize teams and single agents for transactions and total sales volume. As a preliminary qualifier, the REAL *Trends* analysis set minimum requirements of \$30 million sales/75 transactions for individuals and \$50 million sales/125 transactions for teams.

Top 200 project coordinators received 1,969 completed applications and profiles. Then began the hard work of organizing and confirming all the information that was submitted.

The REAL *Trends* fact-checking team personally verified every entry on the list by contacting firm principals, office managers and local associations. The goal was not only to check the dollar volume and transaction figures, but also to ensure that entry requirements were properly met. It was especially important to verify that all figures were based entirely on residential sales, not a mix of residential and commercial or industrial.

"It took quite a bit of digging on our part; but I think we got it," said REAL *Trends* editor Steve Murray, who oversaw the fact-checking process. "I feel confident that we have on these lists exactly who belongs on them."
