

CLOSERLOOK

# Residential real estate firms

Ranked by company sides on a transaction

TOP 10 FIRMS

BY 2008 GROSS SALES

1. Crye-Leike.....\$1.0B
2. Keller Williams.....\$940M
3. Bob Parks.....\$767M
4. CB Barnes.....\$615M
5. Re/Max Elite.....\$609M
6. Fridrich & Clark.....\$530M
7. Village.....\$401M
8. Zeitlin.....\$314M
9. Re/Max Choice.....\$260M
10. Worth.....\$245M

Source: Business Journal research

TOP 10 FIRMS

BY AVERAGE SALE PRICE

1. Worth.....\$527,105
2. French Christianson..\$484,553
3. Fridrich & Clark..\$436,794
4. Zeitlin.....\$384,486
5. Broker South.....\$358,000
6. Realty Executive..\$308,301
7. Main Street.....\$307,266
8. SilverPointe.....\$277,000
9. Village.....\$247,555
10. Wilson Group.....\$245,882

Source: Business Journal research

GREATER NASHVILLE AREA HOME SALES

Closings	
2000	24,811
2001	26,556
2002	28,484
2003	31,855
2004	36,469
2005	38,879
2006	40,056
2007	34,221
2008	24,246

Source: Greater Nashville Association of REALTORS

LIST COMPILED BY CAROL SMITH NASHVILLE BUSINESS JOURNAL RESEARCH DIRECTOR

List notes:

Source: Individual company representatives.

N/A=not available or not applicable. NR=not ranked.

\*Number of company sides on a transaction.

Prior rank	Name Address	Phone Web site	2008 company sides*	2008 gross sales   Average sales price	No. of Agents   Local offices	Top local official and title	Year founded	Cheatham	Davidson	Dickson	Robertson	Rutherford	Sumner	Williamson	Wilson
1	1 Crye-Leike Realtors 5111 Maryland Way, Brentwood 37027	373-2044 crye-leike.com	5,470	\$1,033,933,943 \$188,019	833 24	Harold E. Crye President and CEO	1993	♦	♦	♦	♦	♦	♦	♦	♦
2	2 Keller Williams Realty 5500 Maryland Way, Suite 110, Brentwood 37027	378-5123 kw.com	4,353	\$939,753,674 \$201,695	691 8	Bill Haggard Operating principal	2002	♦	♦	♦	♦	♦	♦	♦	♦
3	4 Bob Parks Realty 840 Broadmar, Suite 100, Murfreesboro 37129	866-4045 bobparks.com	3,355	\$766,940,014 \$228,000	515 9	Bob Parks Owner	1975	♦	♦	♦	♦	♦	♦	♦	♦
4	5 Coldwell Banker Barnes 5400 Maryland Way, Brentwood 37027	371-5411 coldwellbankerbarnes.com	3,156	\$615,259,194 \$195,303	350 8	David R. Barnes President and owner	1991	♦	♦	♦	♦	♦	♦	♦	♦
5	3 Re/Max Elite 109 Westpark Drive, Suite 100, Brentwood 37027	661-4400 tnprop.com	2,983	\$608,906,199 \$204,188	224 9	Robb Campbell Broker/Owner	1998	♦	♦	♦	♦	♦	♦	♦	♦
6	7 Village Real Estate Services 2236 21st Ave. S., Suite 200, Nashville 37212	383-5964 villagerealestate.com	1,620	\$401,039,514 \$247,555	198 6	Mark Deuschmann CEO and owner	1985	♦	♦	♦	♦	♦	♦	♦	♦
7	8 Fridrich & Clark Realty 3825 Bedford Ave., Suite 102, Nashville 37215	327-4900 fridrichandclarkrealty.com	1,214	\$530,267,959 \$436,794	161 3	Steve Fridrich, Whit Clark, Richard Courtney, Molly Edmondson Brokers	1966	♦	♦	♦	♦	♦	♦	♦	♦
8	6 The Realty Association 1305 Murfreesboro Pike, Nashville 37217	385-9010 realtyassociation.com	1,207	\$194,988,000 \$161,500	337 1	Jim Coffey President	1990	♦	♦	♦	♦	♦	♦	♦	♦
9	9 Re/Max Choice Properties 131 Indian Lake Blvd., Suite 200, Hendersonville 37075	822-2903 tnchoiceproperties.com	1,077.50	\$258,767,916 \$231,000	65 3	Michael J. Gaughan Owner/Broker	1985	♦	♦	♦	♦	♦	♦	♦	♦
10	11 Prudential Woodmont Realty 5107 Maryland Way, Brentwood 37027	661-7800 woodmontrealty.com	835	\$192,011,088 \$228,953	93 1	Marilyn Manka General manager and principal broker	1990	♦	♦	♦	♦	♦	♦	♦	♦
11	12 Zeitlin & Co. Realtors 4301 Hillsboro Road, Suite 100, Nashville 37215	383-0183 zeitlinrealtors.com	815	\$313,740,945 \$384,486	110 4	Shirley Zeitlin CEO	1979	♦	♦	♦	♦	♦	♦	♦	♦
12	15 Re/Max Carriage House 2500 N. Mt. Juliet Road, Mt. Juliet 37122	754-4766 mynashvillehome.com	689.50	\$121,646,127 \$181,695	55 2	Bobby Wood Jr. President	1987	♦	♦	♦	♦	♦	♦	♦	♦
13	14 Realty Executive Fine Homes 1900 Westgate Circle, Suite 100, Brentwood 37027	376-4500 realtyexecoutvies.net	550	\$168,565,670 \$308,301	110 1	David Coulton Broker/Owner	1996	♦	♦	♦	♦	♦	♦	♦	♦
14	18 Worth Properties 40 Burton Hills Blvd., Suite 100, Nashville 37215	250-7880 worthproperties.com	511	\$244,395,913 \$277,000	69 1	Janet T. Jones President and managing broker	2004	♦	♦	♦	♦	♦	♦	♦	♦
15	NR SilverPointe Properties 501 Corporate Centre Drive, Suite 260, Franklin 37067	771-7877 silverpointetn.com	482	\$133,671,000 \$277,000	95 2	Bill E. Henson Jr. President	2005	♦	♦	♦	♦	♦	♦	♦	♦
16	16 Coldwell Banker Lakeside Realtors 530 W. Main St., Hendersonville 37075	824-5920 coldwellbankerlakeside.com	484	\$78,521,155 \$188,152	65 1	Karlie K. Crunk Broker/Owner	1974	♦	♦	♦	♦	♦	♦	♦	♦
17	13 Prudential Rowland Real Estate 2630 Memorial Blvd., Murfreesboro 37129	893-1700 prudentialrowland.com	461	\$79,901,532 \$173,322	101 4	Mark Rowland President	1990	♦	♦	♦	♦	♦	♦	♦	♦
18	20 Weichert Realtors - The Andrews Group 2207 Crestmoor Road, Suite 101, Nashville 37215	383-3142 weichertandrews.com	324	\$73,000,000 \$225,000	40 1	Tom Andrews President	1993	♦	♦	♦	♦	♦	♦	♦	♦
19	21 French Christianson Patterson & Associates 4535 Harding Road, Suite 110, Nashville 37205	297-3744 homesinnashville.com	292.50	\$141,731,836 \$484,553	37 1	Rick French President owner	1985	♦	♦	♦	♦	♦	♦	♦	♦
20	19 Historic & Distinctive Homes 1107 Garland Ave., Nashville 37206	228-3723 historicth.com	285.50	\$41,047,321 \$154,504	21 1	Robert Huff Managing broker/ owner	2004	♦	♦	♦	♦	♦	♦	♦	♦
21	NR Real Living Sterling Properties 1305 Eighth Ave. S., Nashville 37203	627-1490 sterling.realliving.com	218	\$42,058,343 \$192,928	44 1	Charles Caudell Broker/owner	2003	♦	♦	♦	♦	♦	♦	♦	♦
22	NR BrokerSouth Real Estate 3813 Cleghorn Ave., Suite 101, Nashville 37215	297-8543 brokersouthrealty.com	182	\$48,500,000 \$358,000	28 1	Neal Clayton Owner/Broker	2003	♦	♦	♦	♦	♦	♦	♦	♦
23	24 The Wilson Group Real Estate Services 304 42nd Ave. N., Nashville 37209	385-1414 wilsongrouprealestate.com	164.50	\$40,447,868 \$245,882	17 1	Christie Wilson President and owner	1988	♦	♦	♦	♦	♦	♦	♦	♦
24	23 Main Street Real Estate 215 Centerview Drive, Suite 111, Brentwood 37027	661-9494 2mainst.com	126	\$38,714,220 \$307,266	18 1	Debbie Jaeger President	2002	♦	♦	♦	♦	♦	♦	♦	♦
25	25 Advantage Properties 854 Wren Road, Goodlettsville 37072	859-8500 therealadvantage.com	106	\$19,964,296 \$188,342	25 1	Jerry Gingarich Manager	1997	♦	♦	♦	♦	♦	♦	♦	♦

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