

# RESIDENTIAL REAL ESTATE AGENCIES

Ranked by 2007 local sales volume

Rank <i>(last year)</i>	Company Address Web site	Telephone Fax Toll-free number	Local sales volume: \$ Millions •2007 •2006 •% change (loss)	2007 gross commissions \$ Millions	Number of local sales closed in 2007	Local licensed personnel as of 3/1/2008: •Agents •Brokers •Assistants	Local territories served	Services offered	•Chief executive(s) •Title(s)	Number of offices: •Local •Companywide	Year established locally
<b>1</b> <i>(1)</i>	<b>Prudential California Realty</b> 12544 High Bluff Drive, #420, San Diego 92130 www.prudentialcal.com	(858) 792-6085 (858) 792-1053 (888) 888-7356	\$7,224.6 \$7,928.2 (9)	\$183.0	9,070	1,483 na 452	San Diego County	Listings, sales, relocation services, mortgage, title, escrow, corporate resources, leasing, marketing	Steve Rodgers president, CEO	42 92	1985
<b>2</b> <i>(2)</i>	<b>Coldwell Banker Residential Brokerage<sup>(1)</sup></b> 2651 Via de la Valle, Del Mar 92014 www.coldwellbanker.com	(858) 755-0500 (858) 793-8178	\$3,805.2 \$4,348.5 (12)	\$68.2	5,790	1,373 na na	San Diego and south Riverside counties	Residential and commercial sales, listings, property management, concierge and relocation	Rick Hoffman president	24 92	1969
<b>3</b> <i>(NR)</i>	<b>Century 21 Award</b> 2355 Northside Drive, #300, San Diego 92108 www.century21award.com	(619) 471-2000 (619) 471-2050 (800) 720-2528	\$1,437.8 \$1,998.9 (28)	\$34.4	3,272	697 73 24	All San Diego County & Riverside County	Residential sales, leases, property management, commercial, relocation	David Romero COO	9 10	1985
<b>4</b> <i>(4)</i>	<b>Willis Allen Real Estate</b> 1131 Wall St., San Diego 92037 www.willisallen.com	(858) 459-4033 (858) 459-1425 (800) 459-4033	\$1,117.3 \$1,010.4 11	na	833	160 15 10	La Jolla, Rancho Santa Fe, Santa Luz, Point Loma, downtown, Del Mar, Fallbrook, Coronado	Listings, sales, rentals	Andrew Nelson president, CEO	8 8	1914
<b>5</b> <i>(7)</i>	<b>Realty Executives Carlsbad</b> 5850 Avenida Encinas, Suite B, Carlsbad 92008 www.realtyexecutivescarlsbad.com	(760) 438-0400 (760) 431-8549	\$429.7 \$459.0 (6)	na	751	201 41 0	North San Diego County coastal and inland	Full service	Bill Clark president, CEO	1 800	1976
<b>6</b> <i>(8)</i>	<b>Re/Max RB Ranch &amp; Beach</b> 16730 Bernardo Center Drive, San Diego 92128 www.rbhomes.com	(858) 485-1700 (858) 485-5486 (800) 736-2976	\$340.5 \$377.5 (10)	\$8.0	543	75 15 10	San Diego County	Listings, sales, relocation, escrow, mortgage, property management	Sandra Fish owner, broker	3 3	2003
<b>7</b> <i>(10)</i>	<b>Windermere Exclusive Properties</b> 1905 Calle Barcelona, #230, Carlsbad 92009 www.windermeresandiego.com	(760) 274-2280 (760) 632-2416	\$318.0 \$278.2 14	\$8.9	544	162 15 4	Orange and Riverside counties south to I-8	Resales, leasing, new home sales	Mark Loscher president, CEO	4 4	1998
<b>8</b> <i>(9)</i>	<b>Barry Estates Inc.</b> 6033 Paseo Delicias, Suite K, Rancho Santa Fe 92067 www.barryestates.com	(858) 756-4024 (858) 756-9553	\$300.4 \$302.7 (1)	\$2.3	71	7 1 2	Rancho Santa Fe, Del Mar, La Jolla, Encinitas, Solana Beach, Carlsbad and other communities nearby	na	Daniel J. Barry president	1 1	1990
<b>9</b> <i>(12)</i>	<b>Prudential Dunn, Realtors</b> 4538 Cass St., San Diego 92109 www.prudentialdunn.com	(858) 274-3866 (858) 581-6867 (800) 619-3866	\$187.5 \$180.7 4	\$4.3	370	91 23 na	San Diego County	Residential investment and commercial properties, appraisal, notary services, mortgage loan division	Patrick J. Park president, CEO	2 2	1974
<b>10</b> <i>(11)</i>	<b>Realty Executives Vista<sup>(2)</sup></b> 911 Hacienda Drive, Vista 92083 www.realtyexecutivesnorthcounty.com	(760) 758-2300 (760) 758-8851 (800) 497-1108	\$171.0 \$258.9 (34)	\$3.8	330	21 4 6	North County	Sales relocation, property management	Steve Jackson broker	1 1	1979
<b>11</b> <i>(3)</i>	<b>Re/Max Coastal Properties</b> 4444 Mission Blvd., San Diego 92109 www.remax-coastal.com	(858) 272-9696 (858) 272-9077	\$138.2 \$161.0 (14)	\$3.4	174	32 6 4	San Diego County	Listings, sales, relocation, leasing and property management	Gregory S. Flaherty owner	1 1	1994
<b>12</b> <i>(13)</i>	<b>Utopia Management</b> 4617 Ruffner St., San Diego 92111 www.utopiamanagement.com	(858) 598-1111 (858) 514-3900	\$66.8 \$135.6 (51)	\$1.7	197	158 10 2	All of San Diego County	Sales, mortgage, property management, leasing, maintenance	Robert Schlesier president	1 1	1994
<b>13</b> <i>(14)</i>	<b>Pacific Real Estate Network</b> 312 Pheasant Ridge Road, San Diego 92121 www.pren.us	(858) 436-2005 (858) 605-6777	\$47.4 \$83.1 (43)	\$1.1	105	155 30 na	San Diego County	Full service	Ron Temko CEO Fred Thrane president	1 1	2002
<b>14</b> <i>(15)</i>	<b>Brighton Realty</b> 310 S. Twin Oaks Valley Road, San Marcos 92078 www.brightonrealty.net	(760) 510-2080 (760) 510-3947	\$43.0 \$82.0 (48)	\$1.0	112	72 2 1	All	Sales, mortgage, leasing	Ryan Mahelona president	1 1	2003

**wnd** Would not disclose

**na** Not available

**NA** Not applicable

**(NR)** Not ranked

**Sources:** The agencies, CPA-attested letters and tax returns.

**Notes:** McMillin Realty and Mortgage Co. Inc., No. 4 on last year's list, and Innovative Realty, No. 16 on last year's list, did not return surveys. It is not the intent of this list to endorse the participants nor to imply a company's size or numerical rank indicates its quality.

<sup>(1)</sup> Coldwell Banker Residential Brokerage acquired On Source Realty GMAC, No. 6 on last year's list, in June 2007.

<sup>(2)</sup> Formerly Realty Executives CCJ Inc.