

RESIDENTIAL REAL ESTATE AGENCIES

Ranked by 2008 local sales volume

Rank <i>(last year)</i>	Company Address Web site	Telephone Fax Toll-free number	Local sales volume: \$ Millions •2008 •2007 •% change (loss)	2008 gross commissions \$ Millions	Number of local sales closed in 2008	Local licensed personnel as of 3/1/2009: •Agents •Brokers •Assistants	Local territories served	Services offered	•Chief executive(s) •Title(s)	Number of offices: •Local •Companywide	Year established locally
1 (1)	Prudential California Realty 12544 High Bluff Drive, #420, San Diego 92130 www.prudentialcal.com	(858) 792-6085 (858) 792-1053 (888) 888-7356	\$5,238.0 \$7,224.6 (27)	\$177.9	8,862	1,255 na 448	All of San Diego County	Listings, sales, relocation services, mortgage, title, escrow, corporate resources, leasing, marketing	Jon Cook president, CEO	28 58	1985
2 (2)	Coldwell Banker Residential Brokerage 2651 Via de la Valle, Del Mar 92014 www.coldwellbanker.com	(858) 755-0500 (858) 793-8178	\$3,511.2 \$3,805.2 (8)	\$90.3	7,565	1,222 na na	San Diego and south Riverside counties	Residential and commercial sales, listings, property management, concierge, relocation	Rick Hoffman president	19 67	1969
3 (3)	Century 21 Award 2355 Northside Drive, #300, San Diego 92108 www.century21award.com	(619) 471-2000 (619) 471-2050 (800) 293-1657	\$1,147.9 \$1,437.8 (20)	\$29.6	3,412	749 59 na	All areas	Residential sales, leases, property management, commercial, relocation	David Romero president, CEO	8 9	1985
4 (4)	Willis Allen Real Estate 1131 Wall St., San Diego 92037 www.willisallen.com	(858) 459-4033 (858) 459-1425 (800) 459-4033	\$816.5 \$1,117.3 (27)	\$19.8	721	220 19 8	All of San Diego County	Listings, sales, rentals	I. F. Bud Clark executive vice president, managing broker Andrew E. Nelson president, CEO	8 8	1914
5 (5)	Realty Executives Carlsbad 5140 Avenida Encinas, Carlsbad 92008 www.realtyexecutivescarlsbad.com	(760) 438-8315 (760) 438-9494	\$254.5 \$429.7 (41)	na	583	na na na	North San Diego coastal	Full-service	Bill Clark president, CEO	11 680	1976
6 (7)	Barry Estates Inc. 6033 Paseo Delicias, Suite K, Rancho Santa Fe 92067 www.barryestates.com	(858) 756-4024 (858) 756-9553	\$240.0 \$300.4 (20)	\$4.9	52	7 1 4	Rancho Santa Fe, Del Mar, La Jolla, Encinitas, Solana Beach, Carlsbad	na	Daniel J. Barry president	1 1	1990
7 (8)	Prudential Dunn, Realtors 4538 Cass St., San Diego 92109 www.prudentialdunn.com	(858) 274-3866 (858) 581-6867 (800) 619-3866	\$153.9 \$187.5 (18)	\$3.7	259	87 15 3	All of San Diego County	Residential investment and commercial properties, appraisal, notary services, mortgage loan division	Patrick J. Park president, CEO	2 2	1974
8 (15)	Windermere Pacific Coast Properties 2468 Historic Decatur Road, #160, San Diego 92106 www.windermerepacificcoast.com	(619) 269-2266 (619) 797-1082	\$98.5 \$41.4 138	\$2.5	237	70 1 3	All of San Diego County	Full-service residential real estate brokerage	Brian Arrington president, owner	2 2	2006
9 (12)	Utopia Mortgage & Real Estate 4617 Ruffner St., San Diego 92111 www.utopia.bz	(858) 751-5700 (858) 514-3916 (800) 294-4656	\$58.0 \$66.8 (13)	\$1.7	187	151 50 3	All of San Diego County	Sales, mortgage, property management, leasing	Robert Schlesier na	1 1	na
10 (11)	Keller Williams - Middleton & Associates 848 Prospect St., Suite A, La Jolla 92037 www.middletonandassociates.com	(858) 456-7355 (858) 456-8598 (866) 923-7355	\$48.6 \$79.0 (39)	\$1.3	76	na na na	na	na	Peter Middleton owner	na na	1998

na Not available

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

Notes: It is not the intent of this list to endorse the participants nor to imply an agency's size or numerical rank indicates its quality.

Researched by Kevin Black and Andrew Schweizer