



Presenting the 2007 Real Estate Top 200 Professionals

Special Advertising Feature

It wasn't an easy year in real estate. But for the nation's top producers, 2006 was a lucrative one. On the whole, the real estate market dropped 20 percent. For those who made America's Top 200 list this year, revenue actually grew by more than 5 percent.

"Simply put, these guys are good," says Steve Murray, founder of the Denver-based REAL Trends, which compiled the list along with The Wall Street Journal and lore magazine. "Good people tend to do better when markets are tougher."

The reason? The sales professionals in the Top 200 have built strong customer bases and vast referral networks. They are used to success and expect a high level of income. The REAL Trends team ranked the industry's top producers in four categories: Top Team/Transaction Sides, Top Team/ Dollar Volume, Top Agent/Transaction Sides, and Top Agent/Dollar Volume. "There's no doubt," Mr. Murray says. "These are the best in the business."

Top 50 Agents by Volume

Rank	Name	Company	Location	Volume
1	I. Dolly Lenz	Prudential Douglas Elliman Real Estate, LLC	New York, NY	\$748,319,000
2	Ralph Oliva	Coldwell Banker Residential Brokerage/NRT	Chicago, IL	181,882,138
3*	Roger Erickson	Sotheby's International Realty, Inc./NRT	New York, NY	177,758,820
4	Paula Del Nunzio	Brown Harris Stevens	New York, NY	172,895,000
5	Kathy Iverson	Slifer Smith & Frampton Real Estate	Avon, CO	156,819,000
6	Robert Shallow	RE/MAX Paradise	Orange Beach, AL	150,964,800
7	Harald Grant	Sotheby's International Realty, Inc./NRT	Southampton, NY	145,106,100
8	Randy Solakian	Coldwell Banker Residential Brokerage/NRT	Montecito, CA	143,110,150
9	Nancy Itteilag	Long & Foster Real Estate, Inc.	Washington, DC	142,434,628
10	Laura Barry	Barry Estates Inc.	Rancho Santa Fe, CA	141,771,876

11	Tom Evans	Sotheby's International Realty, Inc./NRT	Jackson, WY	139,379,035
12	Patricia Choi	Choi International	Honolulu, HI	135,922,812
13	Efraim Tessler	Prudential Douglas Elliman Real Estate, LLC	New York, NY	134,793,800
14	Carrie Wells	Coldwell Banker The Aspen Brokers, Ltd.	Aspen, CO	125,033,000
15	Susan Breitenbach	The Corcoran Group/NRT	Bridgehampton, NY	123,776,000
16	Carol A. Sollak	Illustrated Properties	Wellington, FL	123,740,290
17	Linda Rubin	Prudential Douglas Elliman Real Estate, LLC	New York, NY	115,151,300
18	Meredyth Hull Smith	Sotheby's International Realty, Inc./NRT	New York, NY	112,488,000
19	Wendy Lister	Coldwell Banker Bain Associates	Bellevue, WA	112,309,367
20	Kathleen Sloane	Brown Harris Stevens	New York, NY	111,345,000
21	David Caracausa	Coldwell Banker Premier Properties	North Wales, PA	107,434,072
22	Tom Neel	Coldwell Banker Residential Brokerage/NRT	Burlingame, CA	106,173,100
23	Nina Hatvany	Coldwell Banker Residential Brokerage/NRT	San Francisco, CA	105,308,815
24	Leo Notar	Coldwell Banker Schneidmiller Realty	Coeur d' Alene, ID	99,181,750
25	Bill Ruane	RE/MAX All Cities Realty	Manhattan Beach, CA	97,858,017
26	Sarah Friend	Prudential Classic Realty	San Antonio, TX	97,723,557
27	Tom Locati	Russ Lyon Realty Company	Scottsdale, AZ	95,911,672
28	Hanna Shacham	Coldwell Banker Residential Brokerage/NRT	Menlo Park, CA	95,243,625
29	Rob Freedman	RE/MAX All Cities Realty	Manhattan Beach, CA	94,529,994
30	Timothy Davis	The Corcoran Group/NRT	Southampton, NY	94,490,000
31	Tom Poss	Long & Foster Real Estate, Inc.	Frederick, MD	93,566,345
32	James McCann	The Corcoran Group/NRT	Palm Beach, FL	93,489,480

33	Beate Moore	Sotheby's International Realty, Inc./NRT	Bridgehampton, NY	93,184,637
34	John Burger	Brown Harris Stevens	New York, NY	92,796,000
35	Royce Pinkwater	Sotheby's International Realty, Inc./NRT	New York, NY	91,176,610
36	Tamar Lurie	Coldwell Banker Residential Brokerage/NRT	Greenwich, CT	87,535,000
37	Karen Van Arsdale	Premier Properties of Southwest Florida, Inc., Realtors	Naples, FL	86,060,000
38	Jay Flagg	Prudential Douglas Elliman Real Estate, LLC	Southampton, NY	83,067,500
39	Cheryl Nielsen-Saaf	The Corcoran Group/NRT	Brooklyn, NY	82,375,500
40	Suzanne Perkins	Sotheby's International Realty, Inc./NRT	Santa Barbara, CA	82,375,000
41	Patricia Clark	Century 21 Clark Properties	Minden, NV	81,769,500
42	Katherine Gauthier	Prudential Douglas Elliman Real Estate, LLC	New York, NY	80,409,600
43	Andrew Saunders	Sotheby's International Realty, Inc./NRT	Bridgehampton, NY	78,040,000
44	Ronald Lense	Prudential Douglas Elliman Real Estate, LLC	New York, NY	77,775,400
45	Mark Johnson	Coldwell Banker Schneidmiller Realty	Coeur d' Alene, ID	77,699,441
46	Shelly S. Tretter	Sotheby's International Realty, Inc./NRT	Greenwich, CT	77,652,500
47	Catherine Jones Coburn	Slifer Smith & Frampton Real Estate	Avon, CO	77,642,750
48	Louise Beit	Sotheby's International Realty, Inc./NRT	New York, NY	77,135,000
49	Keri Nicholas	Coldwell Banker Residential Brokerage/NRT	Menlo Park, CA	77,074,658
50	Susan Burns	Coldwell Banker Previews International	Montecito, CA	77,034,000