

THE LIST

Top 100 Residential Real Estate Agents

Ranked by 2018 total volume. Dollar figures are in millions. Total volume reflects only sold, non-listed sold and auction sold residential properties that were listed on the Matrix software platform used by the Northwest Arkansas Board of Realtors (NABOR). All other transactions were excluded. Agents may have changed real estate firms during the course of the year but are published here with the firm name provided by NABOR.

| RANK | AGENT | TOTAL VOLUME | | FIRM CITY |
|------|------------------------|--------------------|----------|--|
| | | 2018 | % CHANGE | |
| 1 | Kendall Riggins | \$42.19 \$36.14 | 16.7% | Lindsey & Associates Fayetteville |
| 2 | Linda Marquess | \$39.18 \$30.35 | 29.1% | Riverwood Homes Real Estate Fayetteville |
| 3 | Nicky Dou | \$33.06 \$32.24 | 2.5% | Keller Williams Market Pro Realty Bentonville |
| 4 | Meza Harris | \$28.53 \$29.41 | -3.0% | Lindsey & Associates Rogers |
| 5 | Toby Crawford | \$25.52 \$21.69 | 17.7% | Crawford Real Estate & Associates Springdale |
| 6 | Martha Haguewood | \$24.34 \$18.04 | 34.9% | Lindsey & Associates Fayetteville |
| 7 | Heather Campbell | \$24.22 \$24.91 | -2.8% | Weichert, Realtors-The Griffin Co. Bentonville |
| 8 | Melanie Gabel | \$24.21 \$22.89 | 5.8% | Lindsey & Associates Fayetteville |
| 9 | Lauren Boozman Northey | \$23.73 \$13.17 | 80.2% | Portfolio Luxury Real Estate Rogers |
| 10 | Michael Hodges* | \$20.31 NA | NA | RE/MAX Real Estate Results Bentonville |
| 11 | Doug Gibson | \$20.15 \$18.26 | 10.4% | Crye-Leike Realtors Rogers |
| 12 | Jan Holland | \$18.41 \$16.55 | 11.2% | Coldwell Banker Harris McHaney Faucette Bentonville |
| 13 | Marcus Necessary | \$18.10 \$21.73 | -16.7% | Weichert, Realtors-The Griffin Co. Bentonville |
| 14 | Melissa Sims | \$17.34 \$13.67 | 26.8% | First Star Realty Farmington |
| 15 | Maria Fairchild | \$16.54 \$5.42 | 205.2% | Lindsey & Associates Rogers |
| 16 | Jana-Wrenay Elkins | \$16.32 \$5.40 | 202.2% | Lindsey & Associates Fayetteville |
| 17 | Yuliya Colvin | \$16.14 \$9.31 | 73.4% | Weichert, Realtors-The Griffin Co. Springdale |
| 18 | Mary Bassett | \$15.70 \$5.75 | 173.0% | Bassett Mix & Associates Fayetteville |
| 19 | Matt Mulson | \$15.51 \$17.09 | -9.2% | Rausch Coleman Realty Group Fayetteville |
| 20 | Jackson Williams | \$15.46 \$11.44 | 35.1% | Weichert, Realtors-The Griffin Co. Springdale |
| 21 | Eileen Isola | \$15.28 \$21.98 | -30.5% | Berkshire Hathaway HomeServices Solutions Bentonville |
| 22 | Lance Martin | \$14.75 \$13.59 | 8.5% | Rausch Coleman Realty Group Fayetteville |
| 23 | David Mix | \$14.54 \$15.26 | -4.7% | Bassett Mix & Associates Fayetteville |
| 24 | Randall Carney | \$14.47 \$8.76 | 65.2% | RE/MAX Associates Fayetteville |
| 25 | Scott Waymire | \$14.42 \$13.59 | 6.1% | Berkshire Hathaway HomeServices Solutions Bentonville |
| 26 | Marion Aust | \$14.18 \$13.67 | 3.7% | Better Homes & Gardens Real Estate Journey Fayetteville |
| 27 | Cody Burnett | \$14.06 \$13.53 | 3.9% | Burnett Real Estate Team ConnectRealty.com Bentonville |
| 28 | Michael Sims | \$13.84 \$5.99 | 131.1% | Bassett Mix & Associates Fayetteville |
| 29 | John Carpenter | \$13.24 \$17.90 | -26.0% | Lindsey & Associates Fayetteville |
| 30 | Jim Brandon | \$13.23 \$7.35 | 80.0% | Berkshire Hathaway HomeServices Solutions Bentonville |
| 31 | Chase White | \$13.21 \$9.47 | 39.5% | Keller Williams Market Pro Realty Fayetteville |
| 32 | Misty McMullen | \$12.98 \$13.52 | -4.0% | McMullen Realty Group Bentonville |
| 33 | Chuck Simmons | \$12.68 \$13.06 | -2.9% | Coldwell Banker Harris McHaney Faucette Rogers |

| RANK | AGENT | TOTAL VOLUME | | FIRM CITY |
|------|-----------------------|--------------------|-----------|---|
| | | 2018 | % CHANGE | |
| 34 | Sheryl Carman | \$12.35 \$12.08 | 2.2% | Coldwell Banker Harris McHaney Faucette Bentonville |
| 35 | Crissy Roughley | \$11.53 \$5.25 | 119.6% | McMullen Realty Group Bentonville |
| 36 | Sherry Hardie | \$11.44 \$14.29 | -19.9% | Coldwell Banker Harris McHaney Faucette Rogers |
| 37 | Marcy Chavez | \$11.08 \$12.49 | -11.3% | Weichert, Realtors-The Griffin Co. Springdale |
| 38 | Brenda Parker | \$11.06 \$9.68 | 14.3% | RE/MAX Real Estate Results Bentonville |
| 39 | Joshua Hagan | \$11.03 \$4.59 | 140.3% | Keller Williams Market Pro Realty Bentonville |
| 40 | Mitzi Taylor | \$11.00 \$9.55 | 15.2% | NWA Real Estate Pea Ridge |
| 41 | Natalie Edwards | \$10.82 \$18.31 | -40.9% | Coldwell Banker Harris McHaney Faucette Bentonville |
| 42 | Dee Rodes | \$10.79 \$11.89 | -9.3% | Portfolio Luxury Real Estate Rogers |
| 43 | Helen Dansker | \$10.69 \$9.63 | 11.0% | Crye-Leike Realtors Bella Vista |
| 44 | Steven Atwell | \$10.58 \$14.88 | -28.9% | Buyer's First Realty Sulphur Springs |
| 45 | Dale Carlton Jr. | \$10.45 \$17.12 | -39.0% | Carlton Realty Fayetteville |
| 46 | Ray Heflin | \$10.40 \$4.90 | 112.2% | Lindsey & Associates Fayetteville |
| 47 | Sean Morris | \$10.36 \$19.84 | -47.8% | Coldwell Banker Harris McHaney Faucette Fayetteville |
| 48 | William Payne | \$10.30 \$0.03 | 34,233.3% | Flat Fee Realty Bentonville |
| 49 | Margie Ivy | \$10.24 \$7.83 | 30.8% | Coldwell Banker Harris McHaney Faucette Bentonville |
| 50 | Jean Lance | \$10.14 \$8.57 | 18.3% | Crye-Leike Realtors Bentonville |
| 51 | Christine Cook | \$10.04 \$9.49 | 5.8% | Lindsey & Associates Fayetteville |
| 52 | Lori Brittain | \$9.88 \$10.91 | -9.4% | Weichert, Realtors-The Griffin Co. Bentonville |
| 53 | Kelly Reed | \$9.86 \$7.67 | 28.6% | Coldwell Banker Harris McHaney Faucette Rogers |
| 54 | Topher Moore | \$9.77 \$6.25 | 56.3% | Lindsey & Associates Rogers |
| 55 | Cammi Hevener | \$9.57 \$8.36 | 14.5% | Ward Jones Realtors Siloam Springs |
| 56 | Adam Steenken | \$9.45 \$5.77 | 63.8% | Coldwell Banker Harris McHaney Faucette Fayetteville |
| 57 | Ryan Hill | \$9.41 \$9.83 | -4.3% | The Virtual Reality Group Fayetteville |
| 58 | Lenore Cottrell | \$9.33 \$9.09 | 2.6% | The Brandon Group Bentonville |
| 59 | Tiffany Cox | \$9.28 \$2.80 | 231.4% | Coldwell Banker Harris McHaney Faucette Bentonville |
| 60 | Emily Noetzel | \$9.21 \$7.24 | 27.2% | Neighborhood Realty Fayetteville |
| 61 | Tanner Pettigrew | \$9.14 \$3.13 | 192.0% | Rausch Coleman Realty Group Fayetteville |
| 62 | Colley Bailey | \$9.03 \$4.98 | 81.3% | Rausch Coleman Realty Group Fayetteville |
| 63 | Christopher Dinwiddie | \$9.00 \$3.52 | 155.7% | The Exclusive Real Estate Group Fayetteville |
| 64 | Crystal Holland | \$8.91 \$1.15 | 674.8% | Rausch Coleman Realty Group Fayetteville |
| 65 | Misty Barnes | \$8.74 \$11.48 | -23.9% | Coldwell Banker Harris McHaney Faucette Fayetteville |

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Top 100 Residential Real Estate Agents

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| RANK | AGENT | TOTAL VOLUME | | FIRM CITY |
|---------------|------------------------------|--------------------------------------|--------------|--|
| | | 2018 | % CHANGE | |
| 66 | Tania Mahoney-Vazquez | \$8.67 \$6.30 | 37.6% | Better Homes & Gardens Real Estate Journey Fayetteville |
| 67 | Jerry Dou | \$8.65 \$6.86 | 26.1% | Keller Williams Market Pro Realty Bentonville |
| 68 | Kelly Crenshaw | \$8.48 \$7.10 | 19.4% | Crye-Leike Realtors Fayetteville |
| 68 | Lauren Harper** | \$8.48 NA | NA | Lindsey & Associates Fayetteville |
| 70 | Delton Williams | \$8.35 \$6.70 | 24.6% | Crye-Leike Realtors Siloam Springs |
| 70 | Jennifer Huffaker | \$8.35 \$4.40 | 89.8% | Coldwell Banker Harris McHaney Faucette Bentonville |
| 72 | Sam Niccum | \$8.23 \$6.45 | 27.6% | Riverwood Homes Real Estate Fayetteville |
| 73 | Brandon Howard** | \$8.16 NA | NA | Keller Williams Market Pro Realty Bentonville |
| 74 | Patrick Quinn | \$8.15 \$5.25 | 55.2% | Coldwell Banker Harris McHaney Faucette Rogers |
| 75 | Tina Waggener | \$8.13 \$7.57 | 7.4% | Weichert, Realtors-The Griffin Co. Bentonville |
| 76 | David Wilson | \$8.05 \$6.79 | 18.6% | Keller Williams Market Pro Realty Fayetteville |
| 77 | Desiree Stock | \$7.70 \$3.08 | 150.0% | Crye-Leike Realtors Fayetteville |
| 77 | Peggy Lucero | \$7.70 \$9.05 | -14.9% | RE/MAX Associates Fayetteville |
| 79 | Erin Porter | \$7.65 \$5.45 | 40.4% | Better Homes & Gardens Real Estate Journey Fayetteville |
| 80 | Jody Hendrix | \$7.52 \$4.62 | 62.8% | Keller Williams Market Pro Realty Fayetteville |
| 81 | Melinda Cox | \$7.51 \$2.88 | 160.8% | Coldwell Banker Harris McHaney Faucette Rogers |
| 82 | Pam Conner | \$7.49 \$8.25 | -9.2% | Realty Connection Springdale |
| 83 | Tina Hodne | \$7.35 \$3.32 | 121.4% | Coldwell Banker Harris McHaney Faucette Fayetteville |
| 83 | Debra Barnes | \$7.35 \$6.55 | 12.2% | Coldwell Banker Harris McHaney Faucette Fayetteville |
| 85 | Jan Oliphant | \$7.29 \$1.20 | 507.5% | Coldwell Banker Harris McHaney Faucette Rogers |
| 86 | Katherine Voldeng | \$7.28 \$5.47 | 33.1% | Synergy Realty Group Bentonville |
| 87 | Matthew Angulo | \$7.27 \$5.71 | 27.3% | Better Homes & Gardens Real Estate Journey Fayetteville |
| 88 | Chad Beebe | \$7.25 \$1.39 | 421.6% | Weichert, Realtors-The Griffin Co. Fayetteville |
| 89 | Jason Smith | \$7.21 \$9.96 | -27.6% | Smith & Associates Real Estate Services Fayetteville |
| 90 | Kristi Caston | \$7.15 \$7.17 | -0.3% | Neighborhood Realty Fayetteville |
| 91 | Kate Cox | \$7.06 \$9.30 | -24.1% | Weichert, Realtors-The Griffin Co. Bentonville |
| 92 | Ruby Poole | \$7.04 \$10.01 | -29.7% | Keller Williams Market Pro Realty Bentonville |
| 93 | Robin Collins | \$6.96 \$7.88 | -11.7% | Weichert, Realtors-The Griffin Co. Bentonville |
| 93 | Todd Ring | \$6.96 \$5.03 | 38.4% | MadSky & Associates Fayetteville |
| 95 | Dana Proctor | \$6.95 \$5.14 | 35.2% | Coldwell Banker Harris McHaney Faucette Rogers |
| 96 | Keith Marrs | \$6.94 \$8.22 | -15.6% | Legend Realty Farmington |
| 97 | Michael Begneaud | \$6.92 \$2.86 | 142.0% | Keller Williams Market Pro Realty Bentonville |
| 98 | Gene Tabor | \$6.84 \$7.89 | -13.3% | Tabor Real Estate Bentonville |
| 99 | Sarah Barton | \$6.79 \$3.53 | 92.4% | Southern Tradition Real Estate LLC Springdale |
| 100 | Lisa Darling | \$6.77 \$4.38 | 54.6% | Keller Williams Market Pro Realty Fayetteville |
| Totals | | \$1,225.37 \$999.49 | 22.6% | |

Notes: NA – Not available. *Part of a team in 2017. **Inactive in 2017.

Source: Northwest Arkansas Board of Realtors

Research by Paul Gatling

THE LIST

Top-Producing Residential Teams

Ranked by 2018 total volume with a minimum of \$10 million. Dollar figures are in millions. Total volume reflects only sold, non-listed sold and auction sold residential properties that were listed on the Matrix software platform used by the Northwest Arkansas Board of Realtors (NABOR). All other transactions were excluded.

| RANK | TEAM NAME | TEAM MEMBERS | TOTAL VOLUME | | % CHANGE | FIRM | CITY |
|-----------|--|--------------|--------------|----------|----------|---|--------------|
| | | | 2018 | 2017 | | | |
| 1 | The Limbird Team | 24 | \$118.65 | \$111.59 | 6.3% | Limbird Real Estate Group | Rogers |
| 2 | Curtis Realty Group | 23 | \$60.12 | \$50.72 | 18.5% | HomeQuest Realty | Rogers |
| 3 | Joseph Hayes & Associates | 3 | \$44.28 | \$42.17 | 5.0% | Keller Williams Market Pro Realty | Bentonville |
| 4 | Annette Gore Team | 9 | \$41.27 | \$34.99 | 17.9% | RE/MAX Real Estate Results | Bentonville |
| 5 | The Duley Group | 24 | \$35.95 | \$32.40 | 11.0% | Keller Williams Market Pro Realty | Bentonville |
| 6 | Nicki Rogers/Somer Adams Team | 2 | \$33.69 | \$25.94 | 29.9% | Lindsey & Associates | Rogers |
| 7 | Motus Group | 10 | \$31.61 | \$28.90 | 9.4% | Keller Williams Market Pro Realty | Fayetteville |
| 8 | Taylor Team | 7 | \$31.53 | \$38.21 | -17.5% | Keller Williams Market Pro Realty | Fayetteville |
| 9 | Midtown Associates | 14 | \$29.98 | \$24.86 | 20.6% | Midtown Associates | Bentonville |
| 10 | McNaughton Team | 3 | \$28.92 | \$29.73 | -2.7% | McNaughton Real Estate | Fayetteville |
| 11 | Koenigseder Realty Group | 8 | \$28.33 | \$36.12 | -21.6% | RE/MAX Real Estate Results | Bentonville |
| 12 | The Home Team | 6 | \$28.28 | \$13.85 | 104.2% | Coldwell Banker Harris McHaney Faucette | Rogers |
| 13 | The Moldenhauer Group | 3 | \$25.35 | \$22.84 | 11.0% | RE/MAX Associates | Fayetteville |
| 14 | Jose Esparza & Associates | 6 | \$23.97 | \$16.36 | 46.5% | RE/MAX Real Estate Results | Bentonville |
| 15 | Hammond Group | 5 | \$22.23 | \$31.50 | -29.4% | Keller Williams Market Pro Realty | Bentonville |
| 16 | NWA Pro Team | 4 | \$21.30 | \$18.73 | 13.7% | RE/MAX Real Estate Results | Bentonville |
| 17 | Johnson Smith Team | 4 | \$21.27 | \$22.25 | -4.4% | Lindsey & Associates | Rogers |
| 18 | Mayer Team | 4 | \$20.77 | \$26.05 | -20.3% | Coldwell Banker Harris McHaney Faucette | Rogers |
| 19 | Tim Wang Team | 2 | \$19.57 | \$25.60 | -23.6% | Prestige Management Realty | Rogers |
| 20 | Memphis Snyder Team* | 7 | \$18.57 | NA | NA | Keller Williams Market Pro Realty | Bentonville |
| 21 | The EJ Johnson Group | 3 | \$17.33 | \$9.83 | 76.3% | Keller Williams Market Pro Realty | Bentonville |
| 22 | NWA Metro Group* | 4 | \$17.07 | NA | NA | Coldwell Banker Harris McHaney Faucette | Fayetteville |
| 23 | Arlene Urquizu & Associates | 2 | \$15.39 | \$14.70 | 4.7% | Coldwell Banker Harris McHaney Faucette | Fayetteville |
| 24 | Demarest Team | 2 | \$14.56 | \$13.40 | 8.7% | Lindsey & Associates | Fayetteville |
| 25 | Team Nina Clare and Dave | 2 | \$13.04 | \$15.38 | -15.2% | RE/MAX Real Estate Results | Bentonville |

THE LIST

Top-Producing Residential Teams

| RANK | TEAM NAME | TEAM MEMBERS | TOTAL VOLUME | | % CHANGE | FIRM | CITY |
|---------------|--------------------------------------|--------------|-----------------|-----------------|-------------|------------------------------------|--------------|
| | | | 2018 | 2017 | | | |
| 26 | District III | 5 | \$12.90 | \$22.19 | -41.9% | Weichert, Realtors-The Griffin Co. | Bentonville |
| 27 | Robison Realty Group | 13 | \$12.69 | \$26.23 | -51.6% | Keller Williams Market Pro Realty | Bentonville |
| 28 | Prowell Team | 3 | \$11.70 | \$9.68 | 20.9% | Lindsey & Associates | Rogers |
| 29 | Roe Team | 3 | \$11.28 | \$12.42 | -9.2% | Crye-Leike Realtors | Rogers |
| 30 | Dave Hodges Team | 6 | \$11.13 | \$12.33 | -9.7% | Keller Williams Market Pro Realty | Fayetteville |
| 31 | 12 Stones Realty Group | 6 | \$11.00 | \$12.75 | -13.7% | eXp Realty | Bentonville |
| 32 | Clayton Eason Realty | 3 | \$10.88 | \$14.95 | -27.2% | NWA Residential Real Estate | Bentonville |
| 33 | Jean Ann and Ron Gilbert Team | 2 | \$10.78 | \$12.41 | -13.1% | Crye-Leike Realtors | Bentonville |
| 34 | Greg and Becky Tuck | 2 | \$10.76 | \$5.41 | 98.9% | Weichert, Realtors-The Griffin Co. | Springdale |
| 35 | MG Realty Group | 7 | \$10.21 | \$12.00 | -14.9% | Keller Williams Market Pro Realty | Bentonville |
| Totals | | 231 | \$876.36 | \$826.49 | 6.0% | | |

Notes: *Became a team in 2018.

Source: Northwest Arkansas Board of Realtors

Research by Paul Gatling

THE LIST

Largest Real Estate Firms

Ranked by 2018 total residential volume with a minimum of \$25 million. Dollar figures are in millions. Total volume reflects only sold, non-listed sold and auction sold residential properties that were listed on the Matrix software platform used by the Northwest Arkansas Board of Realtors (NABOR). All other transactions were excluded. Agent counts were taken in December 2018 and were supplied to the Business Journal by NABOR.

| RANK | FIRM ADDRESS, CITY ZIP | PHONE FAX | WEBSITE EMAIL | TOTAL VOLUME | | AGENTS | BRANCH OFFICES GEOGRAPHIC AREA OF CONCENTRATION | YEAR FOUNDED OWNER OR PRINCIPAL BROKER |
|------|---|------------------------------|---|----------------------|----------|--------|---|---|
| | | | | 2018 | % CHANGE | | | |
| 1 | Keller Williams Market Pro Realty 3801 Johnson Mill Blvd., Suite C, Fayetteville 72704 | 479-802-0789 479-442-2022 | kwnwa.yourkwoffice.com larryrobison@kw.com | \$630.73 \$642.85 | -1.9% | 336 | Bentonville Northwest Arkansas | 2004 J. Pat Newland |
| 2 | Coldwell Banker Harris McHaney Faucette 3593 N. College Ave., Fayetteville 72703 | 479-521-6106 479-521-0754 | www.cbharrismchaneyfaucette.com pauline.park@coldwellbanker.com | \$614.21 \$561.56 | 9.4% | 279 | Rogers, Siloam Springs, Bentonville Northwest Arkansas, southwest Missouri, northeast Oklahoma | 1956 Pat Harris, George Faucette |
| 3 | Lindsey & Associates Inc. 1200 Joyce Blvd., Fayetteville 72703 | 479-521-6611 479-521-3630 | www.lindsey.com realty@lindsey.com | \$592.20 \$523.04 | 13.2% | 256 | Rogers Northwest Arkansas | 1973 Jim Lindsey |
| 4 | Weichert Realtors-The Griffin Co. 5100 S. Thompson St., Springdale 72764 | 479-756-1003 479-756-0274 | www.weichertgriffin.com barry@weichertgriffin.com | \$338.03 \$328.39 | 2.9% | 252 | Bentonville, Fayetteville, Fort Smith Northwest Arkansas, Fort Smith metro, eastern Oklahoma, southern Missouri | 1979 Gary Griffin |
| 5 | Crye-Leike Realtors 3003 W. Walnut St., Rogers 72756 | 479-636-6633 479-878-5933 | www.crye-leike.com hcrye@crye-leike.com | \$322.91 \$354.65 | -8.9% | 201 | Beaver Lake, Bella Vista, Bentonville, Springdale, Fayetteville, Siloam Springs Northwest Arkansas, northeast Oklahoma, southwest Missouri | 1977 Harold Crye |
| 6 | RE/MAX Real Estate Results 3103 S.E. Moberly Lane, Bentonville 72712 | 479-271-9595 479-271-9271 | www.nwrealestateresults.com kminor@remax.net | \$225.07 \$226.52 | -0.6% | 63 | None Benton County | 1997 Kim Minor |
| 7 | Limbird Real Estate Group 5247 W. Metro Park Crossing, Rogers 72758 | 479-254-4515 479-271-9271 | www.limbirdteam.com nick@limbirdteam.com | \$118.03 \$111.59 | 5.8% | 25 | None Northwest Arkansas | 2015 Tara and Nick Limbird |
| 8 | Rausch Coleman Realty Group LLC 4058 N. College, Suite 300, Fayetteville 72703 | 479-455-9090 479-455-2041 | www.rauschcolemanhomes.com susan.miller@rauschcoleman.com | \$108.47 \$76.06 | 42.6% | 22 | None Northwest Arkansas | 1955 John R. Rausch |
| 9 | Berkshire Hathaway HomeServices Solutions Real Estate 2905 S. Walton Blvd., Suite 29, Bentonville 72712 | 479-271-2424 479-271-4848 | www.realestatenwa.com property@prusolutionsre.com | \$101.23 \$90.31 | 12.1% | 37 | None Northwest Arkansas | 2005 Jim Brandon, Scott Waymire |
| 10 | Bassett Mix & Associates Inc. 3263 N. College Ave., Fayetteville 72703 | 479-521-5600 479-521-5698 | www.bassettmix.com conniejames@bassettmix.com | \$93.89 \$78.05 | 20.3% | 32 | None Northwest Arkansas | 1989 David Mi |
| 11 | RE/MAX Associates Inc. 4102 N. Mall Ave., Suite 201, Fayetteville 72703 | 479-684-5757 479-684-5755 | www.sellingnwa.com jbraden@sellingnwa.com | \$86.00 \$83.82 | 2.6% | 25 | None Northwest Arkansas | 1987 Margie Moldenhauer, Brett Hash |
| 12 | eXp Realty NWA Branch 1801 Forest Hills, Suite 127, Bella Vista 72715 | 479-236-4784 479-439-8484 | www.the479group.com kendra.murphy@exprealty.com | \$75.93 \$27.39 | 177.2% | 83 | None Northwest Arkansas | 2016 Kendra Murphy |
| 13 | Better Homes & Gardens Real Estate Journey* 425 S. College Ave., Fayetteville 72701 | 479-251-7800 NA | www.bhgre-journey.com saust@bhgre-journey.com | \$60.31 \$47.74 | 26.3% | 18 | None Northwest Arkansas | 2008 Marion Aust |
| 14 | Riverwood Homes Real Estate LLC 3420 N. Plainview Ave., Fayetteville 72703 | 479-316-7440 NA | www.riverwoodhomesnwa.com info@riverwoodhomesnwa.com | \$59.27 \$41.00 | 44.6% | 7 | None Northwest Arkansas | 2016 Mark Marquess |
| 15 | Neighborhood Realty (Buffington Homes of Arkansas) 2826 E. Joyce Blvd., Fayetteville 72703 | 479-435-6240 479-251-1158 | www.buffingtonhomesar.com elizabeth.trumbo@buffingtonhomesar.com | \$57.61 \$59.29 | -2.8% | 9 | None Northwest Arkansas | 2015 Elizabeth Trumbo |
| 16 | Portfolio Luxury Real Estate Redefined 5409 Pinnacle Point Drive, Rogers 72758 | 479-273-6697 479-273-6947 | www.portfolionwa.com info@portfolionwa.com | \$51.07 \$59.41 | -14.0% | 14 | None Northwest Arkansas | 2008 Kristen Boozman |
| 17 | Crawford Real Estate & Associates 520 S. Lincoln St., Lowell 72745 | 479-381-9898 479-361-8933 | www.crawfordred.com toby.crawford@gmail.com | \$50.81 \$40.44 | 25.6% | 15 | None Northwest Arkansas | 2011 Toby Crawford |
| 18 | Fathom Realty AR 1003 S.E. 14th St., Suite 20, Bentonville 72712 | 479-381-0550 NA | www.fathomrealty.com larry@larrybonham.net | \$48.52 \$33.32 | 45.6% | 67 | None Northwest Arkansas | 2016 James Dray |
| 19 | McNaughton Real Estate 3422 N. College Ave., No. 5, Fayetteville 72703 | 479-442-9099 479-442-0948 | www.mcnaughtonrealtors.com terri@mcnaughtonrealtors.com | \$46.60 \$38.77 | 20.2% | 10 | None Northwest Arkansas | 1976 Terri McNaughton |
| 20 | HomeQuest Realty* 5506 W. Walsh Lane, No. 204, Rogers 72758 | 479-250-3105 NA | www.searchnarkansashomes.com team@searchnwa.com | \$43.18 NA | NA | 29 | None Northwest Arkansas | 2018 Deana Smedlund |
| 21 | The Brandon Group 111 S.E. 22nd St., Suite 27, Bentonville 72712 | 479-787-3080 NA | www.tbgnwa.com info@tbgnwa.com | \$42.74 \$32.52 | 31.4% | 23 | None Northwest Arkansas | 2013 Sumer Brandon |
| 22 | NWA Residential Real Estate 1111 N. Walton Blvd., Bentonville 72712 | 479-841-4399 NA | www.nwaresidentialrealestate.net kenlazenbykal@gmail.com | \$41.03 \$31.88 | 28.7% | 20 | Pea Ridge Northwest Arkansas | 2013 Ken Lazenby |
| 23 | Legend Realty Inc. 196 E. Main St., Farmington 72730 | 479-267-5911 479-267-5912 | www.legendrealty.com legendrealty@pgtc.com | \$38.71 \$37.58 | 3.0% | 23 | None Northwest Arkansas | 1999 Keith Marrs |
| 24 | Collier & Associates 2558 E. Mission Blvd., No. 102, Fayetteville 72703 | 479-274-0662 NA | www.collierandassociate.com info@collierandassociate.com | \$38.15 \$23.00 | 65.9% | 40 | Bentonville Northwest Arkansas | 2013 Stuart Collier |
| 25 | Gibson Real Estate 4500 W. Walnut St., Rogers 72756 | 479-372-4705 NA | www.gibsonrealtors.com james@gibsonrealtors.com | \$38.01 \$32.38 | 17.4% | 29 | Farmington Northwest Arkansas | 2009 James Gibson |
| 26 | Ward Jones Realtors Inc. 112 W. Tulsa St., Siloam Springs 72761 | 479-524-3123 479-524-5705 | www.wardjonesrealty.com wardjones@cox-internet.com | \$36.95 \$37.10 | -0.4% | 14 | None Northwest Arkansas, northeast Oklahoma | 1992 Ward Jones |

THE LIST

Largest Real Estate Firms

| RANK | FIRM ADDRESS, CITY ZIP | PHONE FAX | WEBSITE EMAIL | TOTAL VOLUME | | AGENTS | BRANCH OFFICES GEOGRAPHIC AREA OF CONCENTRATION | YEAR FOUNDED OWNER OR PRINCIPAL BROKER |
|---------------|--|------------------------------|--|--|--------------|--------------|--|---|
| | | | | 2018 | % CHANGE | | | |
| 27 | McMullen Realty Group 1803 S.W. Regional Airport Blvd., Bentonville 72712 | 479-595-5552 NA | www.mcmullenrealtynwa.com through website | \$36.42 \$26.76 | 36.1% | 13 | None Northwest Arkansas | 2016 Misty McMullen |
| 28 | Midtown Associates 211 S. Main St., Bentonville 72712 | 479-268-5170 NA | www.mymidtownagents.com agents@midtown.today | \$29.98 \$25.28 | 18.6% | 15 | None Northwest Arkansas | 2016 Michelle Rouse Dearing |
| 29 | Smith & Associates Real Estate Services** 130 N. College Ave., Suite B, Fayetteville 72701 | 479-225-6995 NA | www.smithandassociatesnwa.com smithandassociatesnwa@gmail.com | \$29.31 \$6.60 | 344.1% | 37 | None Northwest Arkansas | 2017 Jason Smith |
| 30 | Equity Partners Realty 3291 S. Thompson St., G-102, Springdale 72764 | 479-750-9500 888-502-1555 | www.equitypartnersrealty.com through website | \$28.73 \$31.61 | -9.1% | 15 | None Northwest Arkansas | 2014 Ryan Russell |
| 31 | Rowe Real Estate 217 E. Dickson St., Suite 104, Fayetteville 72701 | 479-595-5446 NA | www.rowe realestate.net contact@rowe realestate.net | \$27.57 \$9.73 | 183.4% | 19 | None Northwest Arkansas | NA Elizabeth Rowe |
| Totals | | | | \$4,111.67 \$3,718.64 | 10.6% | 1,780 | | |

Notes: *Opened April 2018. **Opened August 2017.

Source: Northwest Arkansas Board of Realtors

Research by Paul Gatling