Residential real estate companies

THE LIST

Ranked by 2010 transactions

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Rank — Last year	Company Address Local chief executive	Website Phone	2010 real estate transactions[1] — 2010 sales volume	Number of local offices — Number of licensed sales staff	Geographic focus	Year established in area — Parent company (if applicable) — Headquarters
1 1	**William Lyon & Associates Inc., dba Lyon Real Estate** 3640 American River Drive, Suite 100, Sacramento 95864 Larry Knapp, chief executive officer	golyon.com 916-483-4450	7,448 $2.04 billion	17 908	Sacramento, Placer, El Dorado and Yolo counties	1946 Sacramento
2 2	**Coldwell Banker Residential Brokerage** 605 Coolidge Drive, Suite 100, Folsom 95630 Kris Vogt, president — Sacramento/Tahoe Region	californiamoves.com 916-988-4000	4,525 $1.22 billion	11 688	Sacramento, El Dorado and Placer counties	1980 NRT LLC San Ramon
3 3	**Keller Williams Realty, Roseville** 548 Gibson Drive, Suite 200, Roseville 95678 Wayne Hall, president	kwroseville.com 916-788-8800	3,345 $779.64 million	1 350	Placer and Sacramento counties	2000 Keller Williams Realty International Austin, Texas
4 4	**Security Pacific Real Estate** 11707 Fair Oaks Blvd., 3rd floor, Fair Oaks 95628 John Cantrell, president	securitypacificrealestate.com 916-965-3300	2,379 $496.37 million	1 80	Sacramento, Placer, El Dorado and Nevada counties	1989 Fair Oaks
5 5	**The Select Group, dba Century 21 Select Real Estate Inc., Century 21 Auburn Realty Inc., ERA Realty Center, Century 21 Jeffries Lydon and ERA Cornerstone** 7919 Pebble Beach Drive, Suite 100, Citrus Heights 95610 Daniel Jacuzzi, president	selectgroupre.com 916-536-4200	1,547 $341.1 million	11 251	Tahoe Basin; Sacramento Valley and Sierra foothills; Galt in the south; Highway 50 corridor from Sacramento to South Lake Tahoe; I-80 corridor from Sacramento to Kings Beach; highways 65 and 70 corridor from Roseville to Sheridan	1975 Yuba City
6 6	**Mason-McDuffie Real Estate Inc., dba Better Homes and Gardens Real Estate Mason-McDuffie** 855 Howe Ave., Suite 2, Sacramento 95825 Pat Shea, co-president	bhghome.com 916-480-3300	976 $254.92 million	5 192	Sacramento, Placer and El Dorado counties	2001 Pleasanton
7 9	**Coldwell Banker Sun Ridge Real Estate** 1500 Del Webb Blvd., Suite 101, Lincoln 95648 Nick Brooks, broker/owner	cbsunridge.com 916-543-5222	616 $186.71 million	2 94	Placer, Sacramento, El Dorado and Yolo counties	2004 Lincoln
8 10	**Cook Realty Inc.** 4305 Freeport Blvd., Sacramento 95822 Frederick "Trey" James Bonetti III, vice president	cookrealty.net 916-451-6702	409 $91.2 million	1 80	Greater Sacramento and the four-county region, especially Land Park, Curtis Park, Oak Park, east Sacramento, Rosemont, Pocket/Greenhaven, south Sacramento and Campus Commons	1975 Sacramento
9 11	**Dunnigan, Realtors** 4215 Freeport Blvd., Sacramento 95822 Geoff Zimmerman, co-owner	dunniganrealtors.com 916-454-5753	380 $134.68 million	2 46	Land Park, Sierra Oaks, East Sacramento, South Land Park, Carmichael, Pocket, Arden Park, Fair Oaks, Laguna, West Sacramento, Natomas, Elk Grove	1968 Sacramento
10 14	**Thompson + Brown Real Estate Inc.** 8008 Walerga Road, Suite 300, Antelope 95843 George Brown, owner	thompson-brown.com 916-771-4177	297 $60.7 million	1 31	Sacramento, Placer, El Dorado, Yuba and Sutter counties	1991 Antelope
11 16	**Avalar Real Estate and Mortgage Network** 400 Plaza Drive, Suite 150, Folsom 95630 Rory Hoelker, owner	avalar4homes.com 916-985-2255	223 $53.66 million	3 64	Folsom, Roseville and Rocklin	1987 Folsom
12 15	**Murf Inc., dba Altera Real Estate** 1100 Melody Lane, Suite 410, Roseville 95678 Richard Byerrum, owner	alterahomesca.com 916-786-0777	114 $22.37 million	1 6	Placer and Sacramento counties	1987 Roseville
12 17	**The Advantage Group New Home Marketing** 3434 Marconi Ave., Suite A, Sacramento 95821 Kevin Coates, president	taghomes.com 916-348-9000	114 $21.87 million	1 10	Sacramento, Placer, El Dorado, Butte and Yolo counties	1989 Sacramento
14 20	**Capital Valley Realty Group Inc.** 1020 Suncast Lane, Suite 105, El Dorado Hills 95762 Doug Hus, broker	capitalvalleyrealty.com 916-939-5350	93 $23.28 million	1 5	Amador, El Dorado, Placer and Sacramento counties	2005 El Dorado Hills
15 NL	**Premier Foothill Properties** 3006 Highway 49, Suite E, Cool 95614 Susan Cantrell, owner	premierfoothillproperties.com 530-885-8300	63 $16.6 million	1 4	El Dorado County	2009 Cool

CONSIDERING SELLING A HOUSE?

We asked the experts what homeowners should consider when selling:

- Hire a Realtor
- Price the home correctly and competitively
- Stage homes and depersonalize
- Disclose thoroughly
- Have a home inspection
- Provide a home warranty to the buyer
- Repair deferred maintenance items
- Have open houses

Footnotes

1. Closed real estate transactions in 2009 for Sacramento, El Dorado, Placer or Yolo counties only. If a company represented both the buyer and the seller, that was counted as two transactions. Transactions on residential lots, parcels and new homes are included. While several firms have offices in neighboring counties, statistical information and employee counts refer to the four-county area.

Not all companies responded to inquiries, including **Coldwell Banker Doug Arnold Real Estate Inc.**, which ranked No. 7 last year, **Prudential Norcal Realty**, which ranked No. 8, **Prudential Dunnigan Real Estate**, which ranked No. 13, **Better Homes Realty, Capital Real Estate Group**, which ranked No. 18, and **McMartin Realty**, which ranked No. 19. **Century 21 Haley & Associates Inc.**, which ranked No. 12 last year, merged with **Century 21 M&M and Associates**. M&M did not respond.

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