

RANK	LAST YEAR'S RANK	COMPANY NAME	BUSINESS OWNER/MANAGER	STATE	SUBURB/S SERVICED	SALESPEOPLE	SALES SUPPORT STAFF	NO. OF LISTINGS	NO. OF SALES	SALES \$ VOLUME	CONVERSION RATIO	STAFF EFFICIENCY
1	1	Robinson Property	Matthew Waddell	NSW	Merewether	11	6	610	598	\$375,553,174.00	98.03%	35.18
2	2	Strathfield Partners Real Estate	Robert Pignataro	NSW	Strathfield	12	2	465	459	\$566,132,244.00	98.71%	32.79
3	NEW	Fletchers Projects	Nancy Hu	VIC	Melbourne	7	1	201	335	\$219,807,128.00	166.67%	41.88
4	NEW	Ray White - Double Bay	Craig Pontey	NSW	Double Bay	7	4	412	378	\$798,926,693.00	91.75%	34.36
5	24	Combined Real Estate - Narellan/Camden	Christian Sharpe	NSW	Narellan/Camden	8	2	323	345	\$235,902,560.00	106.81%	34.5
6	10	PRDnationwide - Newcastle	Mark Kentwell	NSW	Newcastle	10	5	494	451	\$354,760,234.00	91.30%	30.07
7	NEW	BresicWhitney - Darlinghurst	William Phillips	NSW	Darlinghurst	10	10	459	436	\$598,318,111.00	94.99%	21.8
8	NEW	Barry Plant - Manningham	Spiro Drossos	VIC	Manningham	15	8	406	419	\$500,787,349.00	103.20%	18.22
9	NEW	O'Brien Real Estate - Cranbourne	Dean O'Brien	VIC	Cranbourne	12	4	465	445	\$222,644,830.00	95.70%	27.81
10	NEW	hockingstuart - Frankston	Adrian Foster	VIC	Frankston	9	6	307.5	351	\$170,747,481.00	114.15%	23.4
11	50	LJ Hooker - Nerang	Shane Colquhoun	QLD	Nerang	13	6	377	401	\$183,195,635.00	106.37%	21.11
12	NEW	Eview Group - Mornington Peninsula	Jarrod Carman	VIC	Mornington Peninsula	7	7	283	310	\$192,561,422.00	109.54%	22.14
13	20	Harcourts Coastal - Broadbeach	Dane Atherton	QLD	Broadbeach	35	3	612	585	\$382,704,317.00	95.59%	15.39
14	13	Eview Group - Frankston	Manos Findikakis	VIC	Frankston South	21	2	487	450	\$246,270,115.00	92.40%	19.57
15	NEW	Morrison Kleeman Estate Agents - Eltham	Cathy Loftus	VIC	Eltham	5	6	211	239	\$246,449,978.00	113.27%	21.73
16	NEW	Harris Real Estate	Phil Harris	SA	Rose Park	48	19	1665	1258	\$678,955,925.40	75.56%	18.78
17	8	Tracy Yap Realty	Danny Yap	NSW	Epping	8	4	285	264	\$346,987,407.00	92.63%	22
18	16	LJ Hooker - Kallangur/Murrumba Downs	Greg Booker	QLD	Kallangur/Murrumba Downs	7	2	415	363	\$147,234,550.00	87.47%	40.33
19	12	LJ Hooker - Sunnybank Hills	Peter Florentzos	QLD	Sunnybank Hills	27	8	806	645	\$461,987,303.00	80.02%	18.43
20	18	PRDnationwide - Hunter Valley	Luke Anderson	NSW	Maitland	8	7	662	484	\$230,772,049.00	73.11%	32.27
21	7	Ray White - Robina	Scott Burgess	QLD	Robina	14	3	288	321	\$172,791,072.00	111.46%	18.88
22	25	Cunninghams - Balgowlah	John Cunningham	NSW	Balgowlah	10	6	307	289	\$424,252,540.00	94.14%	18.06
23	NEW	Harcourts - Mandurah	Wayne Davey	WA	Mandurah	19	4	889	590	\$250,314,285.00	66.37%	25.65
24	NEW	LJ Hooker - Toronto	Paul Campbell	NSW	Toronto	7	3	263	268	\$140,979,157.00	101.90%	26.8
25	41	Starr Partners - Erskine Park	Scott Edwards	NSW	Erskine Park	4	0	230.5	222	\$130,843,220.00	96.31%	55.5
26	NEW	David Deane Real Estate	Mark Rumsey	QLD	Strathpine	6	2	333	304	\$116,435,361.00	91.29%	38
27	26	LJ Hooker - Greenwith/Golden Grove	Michael Fenn	SA	Greenwith	6	2	211	251	\$91,957,200.00	118.96%	31.38
28	NEW	RE/MAX Regency	Murray Carter	QLD	Robina	31	6	573	518	\$289,529,078.00	90.40%	14
30	32	LJ Hooker - Projects ACT	Andrew Ligdopoulos	ACT	Canberra City	14	2	769	489	\$204,297,170.00	63.59%	30.56
31	35	Nicholas Lynch Pty Ltd	Nicholas Lynch	VIC	Mornington Peninsula	8	5	279	257	\$246,661,560.00	92.11%	19.77
32	28	Place Estate Agents - Nundah	Steve Grimbas	QLD	Nundah	5	2	214.5	216	\$129,219,184.00	100.70%	30.86
33	34	Barry Plant - Rowville	Brenton Wilson	VIC	Rowville	12	2	313	281	\$222,823,794.00	89.78%	20.07
34	NEW	Ray White - Mount Barker	Gaye Story	SA	Mount Barker	8	3	272	293	\$73,651,266.00	107.72%	26.64
35	NEW	Barry Plant Real Estate - Glenroy	Angelo Nestor	VIC	Glenroy	12	2	399	333	\$150,002,505.00	83.46%	23.79
36	NEW	Schroeder & Wallis	Billy Schroeder	VIC	Wantirna South	4	0	158	155	\$99,140,787.00	98.10%	38.75
37	NEW	Ray White - Cranbourne	Mark Guthrie	VIC	Cranbourne	11	6	413	342	\$150,654,533.50	82.81%	20.12
38	NEW	BresicWhitney - Glebe	Shannan Whitney	NSW	Glebe	7	4	168	177	\$239,628,000.00	105.36%	16.09
39	NEW	David Murphy Real Estate	David Murphy	NSW	Mosman	1	1	63	65	\$122,975,500.00	103.17%	32.5
40	NEW	Harcourts Judd White	Dexter Prack	VIC	Glen Waverley	11	3	255	236	\$263,780,678.00	92.55%	16.86
41	44	Starr Partners - Blacktown	Daniel Formosa	NSW	Blacktown	4	2	168	167	\$109,185,720.48	99.40%	27.83
42	29	LJ Hooker - Lithgow	Jamie Giokaris	NSW	Lithgow	1	3	326	275	\$77,743,990.00	84.36%	68.75
43	NEW	Morrison Kleeman Estate Agents - Doreen	Peter Kleeman	VIC	Doreen	4	3	184	173	\$146,365,028.00	94.02%	24.71
44	48	Raine & Horne - Double Bay	Debbie Conrad	NSW	Eastern Suburbs/Sydney	25	18	507	380	\$774,007,004.00	74.95%	8.84
45	NEW	Ray White - Ascot	Dwight Ferguson	QLD	Ascot	24	11	522	391	\$365,533,422.00	74.90%	11.17
46	11	hockingstuart - Bentleigh	Nick Renna	VIC	Bentleigh	9	8	419	301	\$318,006,300.00	71.84%	17.71
47	31	Noel Jones - Blackburn	Troy Sheehan	VIC	Blackburn	12	5	366.5	292	\$255,588,377.00	79.67%	17.18
48	NEW	Laguna Real Estate	Olivier Miller	QLD	Noosaville	14	5	405	329	\$215,000,000.00	81.23%	17.32
49	15	Ray White - Bankstown	Frank Sotto	NSW	Bankstown	11	8	446	321	\$272,418,942.00	71.97%	16.89
50	NEW	Attree Real Estate	Kirsty Walsh	WA	Canning Vale	19	6	622	411	\$219,000,000.00	66.08%	16.44