

Final ranking

TOP 50
SALES OFFICES | 2013

RANK	COMPANY NAME	BUSINESS OWNER*	SUBURB/S SERVICED	STATE	NO. OF SALES PEOPLE	NO. OF SALES SUPPORT STAFF	NO. OF LISTINGS	NO. OF SALES	\$ VOLUME	CONVERSION RATE**	OFFICE EFFICIENCY#
1	Ray White Rockingham	Murray Brown	City of Rockingham suburbs	WA	15	3	519	508	\$215,269,201	98%	28
2	Ray White Glen Waverley	Damian Moore	Glen Waverley	VIC	14	8	488	505	\$302,584,130	103%	23
3	Creer Property	Richard Stanton	Newcastle & Lake Macquarie	NSW	8	2	576	455	\$197,651,200	79%	46
4	RPM Real Estate Group Pty Ltd	Peter Grant	Melbourne	VIC	29	7	1,400	1,090	\$218,000,000	78%	30
5	Starr Partners Parramatta	Adam Denina	Parramatta	NSW	4	2	274	264	\$115,733,221	96%	44
6	O'Brien Real Estate	Dean O'Brien	Berwick	VIC	9	2	351	335	\$120,155,840	95%	30
7	Doyle Spillane Real Estate	Grace Mendicino	Dee Why	NSW	9	4	239	259	\$186,536,375	108%	20
8	Peard Real Estate Hillarys	Byron Wallace	Perth Northern Coastal suburbs	WA	30	7	670	610	\$351,555,929	91%	16
9	Chambers Fleming Professionals Padstow	Todd Owsnett	Padstow	NSW	5	1	226	206	\$117,555,800	91%	34
10	Elders Real Estate Toongabbie	Matt Barham	Toongabbie	NSW	3	3	235	207	\$109,349,150	88%	35
11	Starr Partners (Real Estate) Merrylands	Phillip Starr	Merrylands	NSW	9	2.5	296	269	\$107,465,000	91%	23
12	Harcourts Townsville City and Beaches	Ella Reid	Townsville	QLD	6	3	342	263	\$119,475,826	77%	29
13	hockingstuart Balwyn	Toby Parker	Balwyn	VIC	11	2	137	191	\$184,585,738	139%	15
14	Harber Real Estate	Guido Burro	Perth - Northern Suburbs	WA	18	9	603	454	\$278,986,950	75%	17
15	Ray White Rockhampton	David George Bell	Rockhampton	QLD	7	2	407	310	\$98,862,296	76%	34
16	Ray White Bankstown	Frank Sotto	Bankstown	NSW	10	5	328	282	\$133,001,558	86%	19
17	Raine & Horne Double Bay	Ric Serrao	Double Bay	NSW	21	11	432	360	\$457,445,906	83%	11
18	RT Edgar Booroondara	Glen Coutinho	Hawthorn	VIC	12	5	400	300	\$320,000,000	75%	18
19	Shead Property	Hugh O'Neill	Chatswood	NSW	4	2	182	156	\$157,285,624	86%	26
20	Eview Real Estate Partners Frankston	Manos Findikakis	Mornington Peninsula	VIC	19	6	600	438	\$182,000,000	73%	18
21	Harcourts Real Estate Ballarat	Margot Cosgrave	Ballarat	VIC	9	1	450	326	\$108,626,950	72%	33
22	PRDnationwide Newcastle/Lake Macquarie	Mark A Kentwell	Newcastle and Lake Macquarie	NSW	13	6	471	349	\$184,251,700	74%	18
23	Bathurst Real Estate	Michael Whittaker	Bathurst	NSW	5	2	318	257	\$74,558,850	81%	37
24	Ray White Ferntree Gully	Matt Sims	Ferntree Gully	VIC	12	9	572	402	\$176,880,000	70%	19
25	Magain Real Estate	Mike Dobbins	Woodcroft	SA	5	2	267	231	\$78,800,000	87%	33
26	Cunninghams Property	John Cunningham	Balgowlah	NSW	10	8	289	249	\$237,035,416	86%	14
27	Collie & Tierney First National Real Estate	Tim Aldridge	Mildura	VIC	11	5	570	437	\$79,549,884	77%	27
28	First National Walsh & Sullivan	Philip Holloway	Baulkham Hills	NSW	5.5	2	189	174	\$99,054,900	92%	23
29	Newton Real Estate	David Newton	Sutherland Shire Area	NSW	7	1	198	174	\$116,734,930	88%	22
30	Raine & Horne Gladstone	Mark Patton	Gladstone	QLD	9	4	387	298	\$93,929,325	77%	23
31	Starr Partners Blacktown	Daniel Formosa	Blacktown	NSW	6	2	218	197	\$76,582,061	90%	25
32	CENTURY 21 Southwest	Nickolas Dilles	Fairfield	NSW	5	2	368	249	\$111,824,200	68%	36
33	Ray White Surfers Paradise	Andrew Bell	Surfers Paradise	QLD	58	13	950	678	\$379,702,344	71%	10
34	Raine & Horne Neutral Bay	David Buttel	Neutral Bay	NSW	7	0	142	136	\$116,169,800	96%	19
35	Ray White Cranbourne	Mark Guthrie	Cranbourne	VIC	13	6	477	343	\$132,387,608	72%	18
36	Raine & Horne Charmhaven	Andrew Sorensen	Blue Haven	NSW	3	2	177	164	\$51,562,950	93%	33
37	Harcourts Frankston	Tanja Neven Jones	Frankston	VIC	12	3	418	294	\$119,563,678	70%	20
38	Raine & Horne Bardwell Park	Theo Samos	Bardwell Park	NSW	4	2	119	125	\$84,799,750	105%	21
39	Henzells Agency Pty Ltd	Jason Jaeger	Caloundra	QLD	8	2	187	178	\$81,475,905	95%	18
40	Caporn Young Estate Agents	Richard Young	Fremantle	WA	8	5	180	163	\$142,052,200	91%	13
41	Strathfield Partners Real Estate	Robert Pignataro	Strathfield	NSW	6	2	188	156	\$109,707,800	83%	20
42	Raine & Horne Darwin	Ilyse Elphick	Darwin	NT	14	2.5	209	201	\$103,069,325	96%	12
43	Harcourts Alliance	Ben Bernacki	Joondalup	WA	18	2	407	283	\$150,527,218	70%	14
44	Ray White Lower North Shore	Peter Matthews	Neutral Bay	NSW	17	6	329	242	\$292,816,056	74%	11
45	The Property Exchange	Niki Peinke	Subiaco	WA	10	2	155	140	\$127,225,245	90%	12
46	Laing+Simmons Wentworthville	Alan Fowler	Wentworthville	NSW	3.5	1	164	140	\$58,539,850	85%	31
47	Clark First National	Peter Clark	Warragul	VIC	4	1	224	169.5	\$60,668,240	76%	34
48	Crawford Realty	Ryan Crawford	Hedland	WA	4	2	386	176	\$147,022,750	46%	29
49	LJ Hooker Kallangur	Greg Booker	Kallangur	QLD	8	2	483	258	\$95,610,414	53%	26
50	Raine & Horne Marrickville	Michael Smith	Marrickville	NSW	5	2	152	134	\$84,000,000	88%	19

* This was the name provided in the survey. Other people may also (partly) own the business, ** Number of sales divided by the number of listings, # No. of sales divided by total sales staff number, including support