

THE STATE'S BUSINESS NEWS AUTHORITY.

Arkansas Business

VOL. 37, NO. 12 / MARCH 23-29, 2020 / \$1.50 / UPDATED DAILY: ArkansasBusiness.com

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ARKANSAS BUSINESS
PUBLISHING GROUP



UPSCALE REAL ESTATE IN ARKANSAS

- Most expensive homes of 2019 in Pulaski, Benton & Washington counties [P10-17]
- The state's top real estate agencies, agents and sales teams [P18-21]

Pulaski County's MOST EXPENSIVE HOME SALES of 2019

By Mark Friedman
MFriedman@ABPG.com

Sales of luxury homes in Pulaski County continued their strong trend in 2019.

Last year, 32 homes sold for \$1 million or more, up from 30 in 2018. In 2017, 33 million-dollar homes were sold, the highest number since *Arkansas Business* began tracking them in 2004.

In 2012, the low point in our survey, just 13 million-dollar homes were sold. So far this year, three such homes have sold, and another sale is pending, said Jon Underhill, who sells upscale homes through his agency, Jon Underhill Real Estate of Little Rock.

"It's a great time to be a buyer now, because you have more options and lower interest rates than in the past," Underhill said in an email.

Upscale homebuyers are searching for "location, followed by character," he said. "They want their house to have individuality. Third, they want a home that works for their family, and that normally includes a chef's kitchen with higher-end appliances and outdoor entertainment areas."

Barton Hankins said he and his wife wanted a luxury home that was one story because they wanted to avoid stairs. "We had a hard time finding a one-story in Little Rock," he said.

The chief operating officer at Crain Automotive Holdings of Sherwood said they eventually found a one-story home in Valley Falls Estates, paying \$1.52 million for it in June.

The house is being renovated with a new kitchen and bathrooms and has been rewired as a smart home. "That's important for convenience," he said.

Dora Jane Flesher, a community volunteer, bought a \$1.55 million home on Edgehill in June.

"I just fell in love with it the first time I walked in the door, because it had so much light," she said. "It has big windows all around and across the back of the house." Built in 1932, the four-bedroom, four-bath house also features the original staircase, she said.

Underhill said that a few years ago clients wanted high-end theater rooms, wine rooms, gyms and saunas, but those are no longer requested.

For this list, *Arkansas Business* used interviews, public real estate records and other documents to briefly describe the 10 most expensive Pulaski County homes sold in 2019 and their buyers. ■



Pulaski County Home Sales of \$1 Million or More in 2019

Ranked by price

Price	Buyer(s)	Seller(s)	Neighborhood*	Date Sold	SF	Year Built
\$3.80	Longfellow LLC, led by Warren Stephens	Gregory and Kristen Baber	Country Club	March 8	2,800	1950
\$3.00	Carol and William Witham	Arkansas Gift Foundation Inc., led by Corey Moline	Sologne Circle	Dec. 31	10,476	2005
\$2.40	GJR Venture LLC, led by Bobby Glen Wilkerson	Hoffmann Family Revocable Living Trust, led by Thomas and Susan Hoffmann	Glenn Johnson Ranch	Nov. 21	9,964	1996
\$2.05	LEAA Real Estate Holdings Revocable Living Trust, led by Clint McDonald	James and Meredith Hugg	Cliffwood	Dec. 18	6,124	2016
\$1.90	Noelle Nikpour	Roberts Living Trust, led by Chris and Beth Roberts	Edgehill	Feb. 15	4,850	1953
\$1.80	Richard and Patricia Elimon	Joe and Karen Carter	Barrett Road*	March 4	6,060	1970
\$1.80	Two Edgehill Residence Trust, led by Scott Landers	Dr. Michael Bauer III	Edgehill	May 28	4,744	1920
\$1.65	Graygirl Family Trust, led by William and Tammy Lee	Demiro Family Revocable Trust, led by Mike and Deborah Roberts	Sologne Circle	May 14	7,937	2008
\$1.60	Steve & Jaimie Moss Joint Revocable Trust	Noelle Nikpour	Edgehill	Feb. 15	4,620	1927
\$1.56	Trudean and Karl Brown	David C. Dill Living Trust	Valley Falls Estates	Oct. 21	7,527	2002
\$1.55	Dora Jane Flesher	Cynthia Ann Hubach	Edgehill	June 20	3,889	1932
\$1.52	Joseph and Olivia Ramsey	Polly Glotzbach	Edgehill	May 15	4,565	1964
\$1.52	Barton and Marion Hankins	No. 2 Spring Valley Lane LLC	Valley Falls Estates	June 3	5,933	2007
\$1.51	Emily and Anthony Johnson	Chad and Kelly Baker	Hickory Hills	May 31	7,390	1986
\$1.50	Coburn Living Trust, led by Roger and Julie Coburn	Harjot and Lydia Hunjan	Chenal Downs	Oct. 17	5,806	2016
\$1.47	Frank and Michelle Tetnowski	Sharilyn Gasaway	Chenal Downs	July 3	9,638	2010
\$1.42	Dustin and Bobbi McDaniel	Terri and David Snowden Jr.	Cascade Creek**	March 1	5,494	1999
\$1.37	Brad and Emily Canada	Riley Family Revocable Living Trust, led by Martha Riley and Pat Riley Jr.	Country Club Heights	Jan. 31	5,093	2019
\$1.30	Edwin Anthony	Goldtrap Properties LLC, led by Cathy Goldtrap	Country Club	April 4	5,124	2008
\$1.30	Samuel and Maeghan Overley	Casey and Rodney Rockwell	Heights area	Sept. 27	5,368	2017
\$1.30	Chad and Lindsay Wilkerson	Brenda & Harry Herget Family Living Trust	Chenal Valley	Oct. 30	7,086	2010
\$1.30	Bear Den Real Estate LLC, led by Marvin Childers	Bottin Family Real Estate LLC	Sologne Circle	Jun. 20	4,724	2013
\$1.27	Robert and Tanya Plunkett	Richard Tripodi and Jane McKinney	Deauville Place	Aug. 30	6,544	2008
\$1.25	Rodney A. Thomason Revocable Trust	Brian and Paige Bratcher	River Club	Feb. 22	5,286	2002
\$1.22	Jay and Kimberly Bhama	Havens Family Revocable Trust, led by Kenneth and Callie Havens	Valley Falls Estates	Feb. 21	5,552	2002
\$1.18	Drs. Prajwal Chevreddy and Silpa Maram	Waterview Estates Phase III LLC, led by Rick Ferguson	Orle	June 19	8,832	2007
\$1.13	Patricia and Patrick Wilson	Jeff Fuller Homes LLC	Heights area	Nov. 15	5,011	2019
\$1.12	Severin Pouly and Ana Clara Azevedo-Pouly	Randy Wright Builders LLC	Woodlands Edge	May 31	5,149	2019
\$1.10	LBEP LLC	Jeff Fuller Homes LLC	Grandview	July 19	4,938	2019
\$1.04	Carolyn W. Hughes Trust	Estate of Janet Bolton	St. John	May 16	3,735	2001
\$1.03	Gladys and Charles Hays Jr.	Adam Scott Melton Revocable Trust	Rockwater Village#	June 13	3,674	2016
\$1.03	Brian McGee	Kristen Lienhart and Chad Gossett	Bella Rosa Estates	June 12	5,673	2014

*In Little Rock unless otherwise noted; **West Pulaski County; #North Little Rock

Sources: Interviews and public real estate records



PHOTO BY JASON BURT

1) \$3.8 Million

Buyer: Longfellow LLC, led by Warren Stephens

Seller: Gregory and Kristen Baber

Neighborhood: Country Club of Little Rock

Date: March 8

Year Built: 1950

SF: 2,800

Longfellow LLC, led by Warren Stephens, bought the 2,800-SF house a year ago. In 1986, Stephens became the CEO of the independent financial services firm Stephens Inc. of Little Rock. Under his leadership, Stephens has expanded the company's small regional footprint into a national presence, establishing overseas operations in London and Frankfurt, Germany. The private family business, founded by his uncle Witt during the Depression and developed by his father, Jack, became Stephens' alone in 2006 after he bought out his cousins, Witt Stephens Jr. and Elizabeth Stephens Campbell. Forbes estimated Warren Stephens' net worth at \$2.4 billion as of last week. ■



PHOTO BY VINCE PALERMO

2) \$3 Million

Buyer: Carol and William Witham

Seller: Arkansas Gift Foundation Inc., led by Corey Moline

Neighborhood: Sologne Circle

Date: Dec. 31

Year Built: 2005

SF: 10,476

On New Year's Eve, Carol and William Witham bought this 10,476-SF home, which features eight bedrooms and 10 bathrooms. Built by renowned Little Rock homebuilder Jack Hartsell, the home combines formal areas with family living, including a 900-SF gourmet kitchen and informal dining family room, according to the real estate website Zillow. Carol Witham is the founder and CEO of Inspiration Day Treatment Inc. of Little Rock, which provides mental health services to the most seriously chronically mentally ill patients, those with diseases like schizophrenia and bipolar disorder. ■



PHOTO BY JASON BURT

3) \$2.4 Million

Buyer: GJR Venture LLC, led by Bobby Glen Wilkerson

Seller: Hoffmann Family Revocable Living Trust, led by Thomas and Susan Hoffmann

Neighborhood: Glenn Johnson Ranch

Date: Nov. 21

Year Built: 1996

SF: 9,964

GJR Venture LLC, led by Bobby Glen Wilkerson, bought this 9,964-SF house in November. The two-story house was built in 1996 and has a pool. Wilkerson is the owner and operator of Wilkerson Jewelers in downtown Stuttgart. A second-generation jeweler, Wilkerson grew up in the business, according to the company's website. In 1972, he bought a jewelry store and changed its name to Wilkerson Jewelers. "Wilkerson Jewelers prides itself on housing the most exceptional and diverse inventory in the state, with selections from all over the world," according to the company's website. ■



PHOTO BY JASON BURT

4) \$2.05 Million

Buyer: LEAA Real Estate Holdings Revocable Living Trust, led by Clinton McDonald

Seller: James and Meredith Hugg

Neighborhood: Cliffwood

Date: Dec. 18

Year Built: 2016

SF: 6,124

In December, LEAA Real Estate Holdings Revocable Living Trust, led by Clinton McDonald, bought this four-bedroom, five bathroom home. "This custom built home is in a beautiful setting overlooking Allsopp Park," according to Zillow. The home features "fine materials, gorgeous décor ... and beautiful natural light," Zillow said. The property also has several outdoor areas for entertaining and a pool. McDonald plays defensive tackle for the NFL's Arizona Cardinals. Born in Jacksonville, McDonald played college football at the University of Memphis and was drafted in the seventh round of the 2009 NFL Draft. His football career also includes playing for the Seattle Seahawks, Tampa Bay Buccaneers and Denver Broncos. ■



PHOTO BY JASON BURT

5) \$1.9 Million

Buyer: Noelle Nikpour
Seller: Roberts Living Trust, led by Chris and Beth Roberts
Neighborhood: Edgehill
Date: Feb. 15
Year Built: 1953
SF: 4,850

Noelle Nikpour bought this 4,850-SF home last year in the Edgehill neighborhood. The two-story home was built in 1953. Nikpour is a Republican strategist and pundit. In 2016, she ran in the Republican primary in Florida's 18th Congressional District, but finished last in a six-way race. In the late 1990s, she was a partner in a Republican fundraising company called Capitol Resource Management Group, which was rolled into Impact Management Group of Little Rock, where Nikpour was a partner until about 2004. In 2007, she was paid almost \$75,000 by the Rudy Giuliani Presidential Committee Inc., according to quarterly reports filed with the Federal Election Commission. ■



PHOTO BY JASON BURT

6) \$1.8 Million

Buyer: Dr. Richard and Patricia Elimon
Seller: Joe and Karen Carter
Neighborhood: Barrett Road, West Pulaski County
Date: March 4
Year Built: 1970
SF: 6,060

Patricia and Dr. Richard Elimon bought this four-bedroom, six-bath home last March. The property includes a 6,060-SF house and a barn. Dr. Elimon, an oral and maxillofacial surgeon, practices at Oral Surgery of Central Arkansas, which has offices in North Little Rock and Conway. "For the past 20 years, he has been associated with and given significant time to various dental mission trips and dental surgical services both locally and internationally," according to the company's website. In 2016, the couple paid \$1.28 million for the North Little Rock home of sports memorabilia fraudster John Rogers. In January, they sold that mansion for \$1.32 million to Joseph Folen IV. ■



PHOTO BY JASON BURT

7) \$1.8 Million

Buyer: Two Edgehill Residence Trust, led by Scott Landers
Seller: Dr. Michael Bauer III
Neighborhood: Edgehill
Date: May 28
Year Built: 1920
SF: 4,744

In May, Two Edgehill Residence Trust, led by Scott Landers, bought this 4,744-SF house that was built in 1920. Landers died at the age of 35 on Jan. 8. Landers was the managing partner of the Steve Landers automotive dealerships. Born and raised in Arkansas, Landers graduated from Pulaski Academy in 2002 and attended Arkansas Tech University. He worked with his father, Steve Landers, and brother, Steve Landers Jr., in the family auto business for many years before partnering with the Luther Automotive Group of Minneapolis in 2014. The Luther/Landers business has seven dealerships in Arkansas, Missouri and Oklahoma. ■



PHOTO BY JASON BURT

8) \$1.65 Million

Buyer: Graygirl Family Trust, led by William and Tammy Lee
Seller: Demiro Family Revocable Trust, led by Mike and Deborah Roberts
Neighborhood: Sologne Circle
Date: May 14
Year Built: 2008
SF: 7,937

Graygirl Family Trust, led by William and Tammy Lee, bought this six-bedroom, seven-bath home in May. The home features "soaring" ceilings with antique beams, wide plank hardwoods, five fireplaces and two laundry rooms, according to Zillow. The property also has a pond, a saltwater pool and covered veranda. "Entertainer's dream!" the real estate website said of the home. William "Roberts" Lee is the president of Meadors Adams & Lee, an independent insurance agency in Little Rock. The agency reported \$78 million in total premium in 2018, making it the fifth-largest firm in the state ranked by annual premium. Lee told Little Rock Soirée in 2016 that his two children were his "greatest joy in life. It's my job to teach them to be men, and it's the most important job I have." ■



PHOTO BY JASON BURT

9) \$1.6 Million

Buyer: Steve & Jaimie Moss Joint Revocable Trust

Seller: Noelle Nikpour

Neighborhood: Edgehill

Date: Feb. 15

Year Built: 1927

SF: 4,620

In February 2019, the Steve & Jaimie Moss Joint Revocable Trust bought this 4,620-SF home. Built in 1927, the house features "beautiful classic architecture with a picturesque setting," according to Zillow. The home also has hardwoods throughout most of it. Jaimie Moss is a partner at the Little Rock law firm of Wright Lindsey & Jennings. Her commercial litigation practice includes trust litigation, breach of contract litigation, banking and commercial lending and bankruptcy, according to the firm's website. In 2017, Mid-South Super Lawyers named Moss a "Rising Star" in business litigation. Moss is a member of the American, Arkansas and Pulaski County bar associations. ■



PHOTO BY JASON BURT

10) \$1.56 Million

Buyer: Trudeau and Karl Brown

Seller: David C. Dill Living Trust

Neighborhood: Valley Falls Estates

Date: Oct. 21

Year Built: 2002

SF: 7,527

Trudeau and Karl Brown bought this 7,527-SF home in October. Built in 2002, the house features five bedrooms and six bathrooms. Trudeau Brown said she and her husband had not been looking long before they found this house, "and we just fell in love with it." The Browns are owners of Superior Funeral Services of North Little Rock. Incorporated in 2005, Superior Funeral Home said on its website that each family it serves "will be treated with love, honesty and respect. Give your loved one a proper farewell from a caring funeral home." ■



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Top Residential Real Estate Agencies

Ranked by 2019 sales volume (in millions)

	Agency Address Phone, Fax	2019 Sales Volume Total Units	No. of Licensed Agents/Brokers \$2 million+ Producers	Branch Offices	Main Geographic Areas of Concentration	Primary Broker or Company Head Website
1	Crye-Leike Realtors 11600 Kanis Road, Little Rock 72211 (501) 954-9100, (501) 954-9200	\$1,123.05 6,224	531 160	Bella Vista, Benton, Bentonville, Bryant, Cabot, Conway, Fayetteville, Gentry, Hot Springs, Jonesboro, Marion, Maumelle, North Little Rock, Rogers, Springdale	Central, east and Northwest Arkansas	Harold E. Crye www.Crye-Leike.com
2	Keller Williams Market Pro Realty 3801 Johnson Mill Blvd., Fayetteville 72704 (479) 718-2800, (479) 442-2022	\$769.74 3,372	296 42	Bentonville, Fort Smith	Northwest Arkansas	Jody Hendrix KWNWA.YourKWOffice.com
3	Coldwell Banker Harris McHaney & Faucette 3593 N. College Ave., Fayetteville 72703 (479) 521-6106, (479) 521-0754	\$753.61 3,071	262 98	Fayetteville, Rogers, Siloam Springs, Bentonville	Northwest Arkansas, southwest Missouri, northeast Oklahoma	Pat Harris www.CBHMf.com
4	Lindsey & Associates 1200 E. Joyce Blvd., Fayetteville 72703 (479) 521-6611, (479) 521-3630	\$630.17 2,260	249 78	Rogers	Northwest Arkansas, Missouri, Oklahoma	John David Lindsey www.Lindsey.com
5	Coldwell Banker RPM Group 1501 N. University Ave., Suite 800, Little Rock 72207 (501) 664-1775, (501) 664-0110	\$516.48 2,554	250 79	Cabot, Conway, Hot Springs, Maumelle, North Little Rock, Saline County, West Little Rock	Central Arkansas	Robin Miller www.CBRPMGroup.com
6	Weichert Realtors-The Griffin Co. 5100 S. Thompson St., Springdale 72764 (479) 756-1003, (479) 756-0274	\$500.47 2,031	200 81	Bentonville, Fayetteville, Fort Smith	Northwest Arkansas, Arkansas River Valley, southwest Missouri, northeast Oklahoma	Gary G. Griffin www.WeichertGriffin.com
7	Re/Max Elite 11324 Arcade Drive, Suite 23, Little Rock 72212 (501) 291-3841, (501) 421-7192	\$351.12 1,970	131 63	Benton, Conway, North Little Rock	Central Arkansas	Keith Pike www.Selling-Arkansas.com
8	Keller Williams Realty 12814 Cantrell Road, Little Rock 72223 (501) 907-5959, (501) 907-5958	\$313.07 1,645	249 39	Conway	Central Arkansas	Celeste O'Neal www.KWLittleRock.com
9	The Janet Jones Co. 7915 Cantrell Road, Little Rock 72227 (501) 224-3201, (501) 224-0904	\$286.37 725	36 30		Little Rock, Maumelle, North Little Rock	Janet Jones www.JanetJones.com
10	iRealty Arkansas 11621 Rainwood Road, Suite 4, Little Rock 72212 (501) 224-3900, (501) 588-8857	\$269.02 1,352	179 41	Benton, Cabot, Sherwood, Hot Springs	Central Arkansas	Kristen Kennon www.iRealtyArkansas.com
11	Trademark Real Estate 4262 Central Ave., Suite D, Hot Springs 71913 (501) 318-3200, (501) 318-3201	\$241.50 1,159	58 41	Hot Springs Village	Bismarck, Hot Springs, Hot Springs Village, Malvern	Lorna Nobles www.TrademarkRealEstate.com
12	Re/Max Real Estate Results 3103 SE Moberly Lane, Bentonville 72712 (479) 271-9595, (479) 271-9271	\$238.88 1,118	63 31	Springdale	Northwest Arkansas, southwest Missouri	Kim Minor www.WeAreNWA.com
13	Coldwell Banker Village Communities 2704 S. Culberhouse St., Suite A, Jonesboro 72401 (870) 935-7800, (870) 935-4581	\$195.75 821	63 22	Jonesboro	Craighead County	Sue MacDonald-Taylor www.NEAHomeSearch.com
14	Baxley-Penfield-Moudy Realtors 3525 Hwy. 5 N., Bryant 72019 (501) 847-5000, (501) 847-0007	\$156.91 718	42 27		Bryant, Benton and Saline counties	Tom Baxley www.BPMRealtors.com
15	The Charlotte John Co. 5813 Kavanaugh Blvd., Little Rock 72207 (501) 664-5646, (501) 664-1021	\$145.65 554	42 28	Conway	Central Arkansas	Charlotte John www.CharlotteJohn.com
16	Limbird Real Estate Group 5247 W. Metro Park Crossing, Rogers 72758 (855) 755-7653	\$139.29 541	18 14		Benton and Washington counties	www.LimbirdTeam.com
17	Keller Williams Platinum Realty 7301 Phoenix Ave., Fort Smith 72903 (479) 434-3000	\$136.98 855	80 19		Fort Smith	Barbie Johnson Cassie Elwonger www.KWFortSmith.com
18	Re/Max Advantage Realtors 200 W. Mulberry Ave., Searcy 72143 (501) 268-1115, (501) 268-4412	\$132.14 951	43 25	Searcy	Searcy and White counties	Robert Joyner www.SearcyReMax.com
19	McKimmey Associates Realtors 5317 JFK Blvd., North Little Rock 72116 (501) 812-3500, (501) 687-3407	\$127.78 936	86 19	Cabot, Little Rock, Maumelle	Central and Northwest Arkansas	Byron McKimmey www.McKimmey.com
20	Re/Max of Hot Springs Village 1400 DeSoto Blvd., Hot Springs Village 71909 (888) 828-9478, (501) 922-4066	\$127.26 676	25 16		Fountain Lake, Hot Springs Village, Jessieville	Clara Nicolosi www.HotSpringsVillageHouses.com
21	PorchLight Realty 203 Dakota Drive, Suite A, Cabot 72023 (501) 286-6025	\$125.30 779	25 15		Austin, Cabot, Jacksonville, North Little Rock, Sherwood, Ward	Mandy Knaack www.PorchLightAR.com
22	Bassett Mix & Associates 3263 N. College Ave., Fayetteville 72703 (479) 521-5600, (479) 521-5698	\$116.51 285	34 15		Northwest Arkansas	David Mix www.BassettMix.com
23	ERA Team Real Estate 1600 Dave Ward Drive, Suite A-7, Conway 72034 (501) 327-6731, (501) 327-8373	\$112.16 611	56 14		Conway, Faulkner, Lonoke and Pulaski counties	Tracy Tidwell www.ERA.com
24	Bradford & Udouj Realtors 2605 Market Trace, Fort Smith 72908 (479) 646-5539, (479) 646-6391	\$111.59 404	29 13		Crawford and Sebastian counties; Le Flore and Sequoyah counties, Oklahoma	Rachel Cannava-Brown www.BradfordUdouj.com
25	Re/Max Associates 4102 N. Mall Ave., Suite 201, Fayetteville 72703 (479) 684-5757, (479) 684-5755	\$111.48 441	22 10		Northwest Arkansas	Janet Braden www.SellingNWA.com

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26	Berkshire Hathaway HomeServices Solutions Real Estate 2905 S. Walton Blvd., Suite 29, Bentonville 72712 (479) 271-2424, (479) 271-4848	\$108.41 415	33 13		Northwest Arkansas	Scott Waymire www.BHHS.com
27	Michele Phillips & Co. Realtors 8700 Hwy. 107, Suite A, Sherwood 72120 (501) 834-3433, (501) 835-3743	\$94.57 651	43 14	Cabot	Central Arkansas	Michele Phillips www.MichelePhillipsRealtor.com
28	Peglar Real Estate Group 1326 Hwy. 62 E, Mountain Home 72653 (870) 425-4300	\$93.03 608	21 9		North-central Arkansas	Joey Peglar www.PeglarRealEstate.com
29	Moore & Co. Realtors 103 W. Parkway, Suite 2A, Russellville 72801 (479) 968-3300, (479) 964-5217	\$92.10 733	35 14	Clarksville, Morrilton	Clarksville, Morrilton, Russellville and surrounding areas	Tony Moore www.TMooreRealtors.com
30	Aspire Realty Group 2821 Kavanaugh Blvd., Suite 2F, Little Rock 72205 (501) 379-8480	\$89.88 449	32 13		Central Arkansas	Austin Franks www.AspireRealtyLR.com
31	ERA Doty Real Estate 2529 S. Caraway Road, Jonesboro 72401 (870) 268-0155	\$86.76 563	71 15	Flippin	27 counties across northern Arkansas	J. Stephen Doty Telicia Perry Elizabeth Cupp www.ERADotyRealEstate.com
32	Jon Underhill Real Estate 2200 Hidden Valley Drive, Suite 100, Little Rock 72212 (501) 868-3444, (501) 868-3385	\$80.31 241	19 12		Central Arkansas	www.JonUnderhill.com
33	River Valley Realty 800 E. Main St., Russellville 72801 (479) 968-6260, (479) 968-4638	\$77.28 491	40 11		Arkansas River Valley	Chris R. Abington www.RiverValleyRealty.com
34	Re/Max Unlimited Inc. 1412 Hwy. 62-65 N., Harrison 72601 (870) 741-6000, (870) 741-9818	\$75.47 592	19 12		Boone, Carroll, Newton and Marion counties	Roger A. Turner www.ReMaxHAR.com
35	Image Realty 8 Southpointe Drive, Paragould 72450 (870) 236-2121, (870) 236-2136	\$69.65 544	16 10		Clay, Craighead, Greene and Mississippi and counties	Brooksie Felty Hartness www.MyImageRealty.com
36	Gilbert Realty Co. 1357 Hwy. 62 S.W., Mountain Home 72653 (800) 562-7893, (870) 424-3380	\$67.73 469	23 11		Twin Lakes area of north-central Arkansas	Joan Gilbert www.GilbertRealty.com
37	Century 21 United 215 N. Washington Ave., El Dorado 71730 (870) 863-4011, (870) 862-4667	\$66.49 579	50 15	Little Rock, Pine Bluff, White Hall; Shreveport and Monroe, Louisiana	Central and south Arkansas, north Louisiana	Jason Reed www.C21United.com
38	Hot Springs 1st Choice Realty 135-B Mall Drive, Hot Springs 71913 (501) 525-1600, (501) 525-4080	\$63.99 282	20 10	Hot Springs	Hot Springs	Jim Kellstrom www.HotSpringsFirstChoice.com
39	Re/Max Real Estate Connection 913 W. Main St., Suite D, Cabot 72023 (501) 843-3067, (501) 843-3512	\$58.57 584	14 6	Cabot	Austin, Ward, Jacksonville, Lonoke, Beebe	Karen LeMay Jody Huffmaster Andy Huffmaster www.CabotRealEstate.com
40	ESQ. Realty Group 204 Executive Court, Suite 100, Little Rock 72205 (501) 255-0509, (501) 255-0509	\$53.24 301	22 7	Hot Springs	Garland, Pulaski and Saline counties	Beau Durbin Brandon Moffitt www.ESQBrokers.com
41	Halsey Thrasher Harpole Real Estate Group ① 301 W. Washington Ave., Suite 200, Jonesboro 72401 (870) 972-9197	\$51.37 341	0 7		Craighead, Greene and Poinsett counties	James Drake www.HalseyThrasherHarpole.com
42	McKenzie Realty Group 400 W. Main St., Heber Springs 72543 (501) 362-7500, (501) 362-7502	\$49.13 234	17 7		Eden Isle, Greers Ferry Lake, Heber Springs and Little Red River	Mark McKenzie www.McKenzieRealty.com
43	Re/Max Real Estate Today 1813 Hwy. 77, Marion 72364 (870) 735-4663, (870) 735-4668	\$47.17 309	6 5	Marion	Crittenden County	Linda Williams www.ReMax.com
44	Hot Springs Realty 4832 Central Ave., Suite C, Hot Springs 71913 (501) 525-4178, (501) 525-1710	\$47.03 274	31 8		Garland and Hot Spring counties	www.HotSpringsRealty.com
45	Truman Ball & Associates Realtors 608 W. Commerce Drive, Suite 1, Bryant 72022 (501) 847-4900, (501) 847-4908	\$46.48 267	19 5		Saline and Pulaski counties	Jason James www.TrumanBall.com
46	Re/Max Properties 8201 Cantrell Road, Suite 225, Little Rock 72227 (501) 224-4111, (501) 224-4504	\$45.34 265	10 2		Cabot and Conway, Pulaski and Saline counties	Valentine Hansen Team www.ValHansen.com
47	Ward Jones Realtors 112 W. Tulsa St., Siloam Springs 72761 (479) 524-3123, (479) 524-5705	\$45.20 173	13 8		Northwest Arkansas, Northeast Oklahoma	Ward G. Jones www.WardJonesRealty.com
48	First National Realty 608 W. Commerce Drive, Suite 1, Bryant 72022 (501) 847-4900, (501) 847-4908	\$44.75 268	29 9		Statewide	Scott Cobb
49	The Property Group 1501 N. Pierce St., Suite 107, Little Rock 72207 (501) 663-0505, (501) 614-4678	\$44.74 226	20 10		Benton, Bryant, Little Rock, Maumelle, North Little Rock, Sherwood	Cara Hazlewood Robert Klein www.ThePropertyGroupAR.com
50	Desselle Real Estate 415 N. McKinley St., Suite 1019, Little Rock 72205 (501) 772-7100, (501) 325-5399	\$44.72 200	14 7	Little Rock	Little Rock, Maumelle, North Little Rock and Greers Ferry Lake area	Susan Desselle www.DesselleRealEstate.com

Sources: the agencies 1 Formerly Re/Max Real Estate Centre of Jonesboro, which was acquired on March 1 by Halsey Thrasher Harpole

Researched by Roxanne Jones

Top Sales Teams

Ranked by 2019 team sales volume

	Team Name Company	2019 Sales
1	Limbird Team Limbird Real Estate Group, Rogers	\$139.29
2	Joseph Hayes & Associates Keller Williams Market Pro Realty, Fayetteville	\$70.24
3	The Duley Group Keller Williams Market Pro Realty, Fayetteville	\$57.68
4	Annette Gore Team Re/Max Real Estate Results, Bentonville	\$50.05
5	Valentine Hansen Team Re/Max Properties, Little Rock	\$41.41
6	The Home Team Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$40.52
7	Nicki Rogers & Somer Adams Team Lindsey & Associates, Fayetteville	\$38.60
8	Margie Moldenhauer Group Re/Max Associates, Fayetteville	\$35.53
9	Koenigseder Realty Group Re/Max Real Estate Results, Bentonville	\$33.91
10	The Kerry Ellison Team Keller Williams Realty, Little Rock	\$28.56
11	The Holland Team Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$24.94
12	Jon Moore Team Halsey Thrasher Harpole Real Estate Group ¹ , Jonesboro	\$24.84
13	Miller Boyd Team Bradford & Udouj Realtors, Fort Smith	\$24.77
14	Tracy Tidwell Team ERA Team Real Estate, Conway	\$24.19
15	The Sumbles Team Keller Williams Realty, Little Rock	\$23.48
16	Jose Esparza & Associates Re/Max Real Estate Results, Bentonville	\$23.24
17	E.J. Johnson Group Keller Williams Market Pro Realty, Fayetteville	\$22.83
18	Nina Clare & Dave Team Re/Max Real Estate Results, Bentonville	\$21.90
19	Hammond Group Keller Williams Market Pro Realty, Fayetteville	\$21.58
20	The Hoffman Team River Rock Realty Co., Little Rock	\$20.64
21	Salmonsens Group Keller Williams Market Pro Realty, Fayetteville	\$20.56
22	Team Markowski Rich Realty, Batesville	\$18.29
23	Team District III LLC Weichert Realtors-The Griffin Co., Springdale	\$17.73
24	Ruby Poole Team Keller Williams Market Pro Realty, Fayetteville	\$17.67
25	Grinnell Group Keller Williams Platinum Realty, Fort Smith	\$17.56
26	Randy Campbell & Gregg Ricono Team Coldwell Banker James R. Ford & Associates, Russellville	\$17.49
27	Dare/Smith Team Crye-Leike Realtors, Little Rock	\$16.49
28	The Sutton Group Re/Max Elite, Little Rock	\$16.11
29	Fred Johnson & Janice Smith Team Lindsey & Associates, Fayetteville	\$15.30
30	The Hagan Group Keller Williams Market Pro Realty, Fayetteville	\$15.24
31	The Lolly Honea Team Keller Williams Realty, Little Rock	\$15.07
32	Kennon Team iRealty Arkansas, Little Rock	\$14.24
33	The Demarest Team Lindsey & Associates, Fayetteville	\$14.17
34	Scott & Sherry Smith Crye-Leike Realtors, Little Rock	\$14.05
35	Cannava-Brown Team Bradford & Udouj Realtors, Fort Smith	\$13.48

¹ Formerly Re/Max Real Estate Centre of Jonesboro, which was acquired on March 1 by Halsey Thrasher Harpole

Sources: The agents or their agencies

Researched by Roxanne Jones

Top Sales Agents

Ranked by 2019 individual sales volume (in millions)

	Agent Company	2019 Sales
1	Casey Jones The Janet Jones Co., Little Rock	\$59.15
2	Kendall Riggins Lindsey & Associates, Fayetteville	\$47.32
3	Jane Hollansworth Re/Max of Hot Springs Village	\$33.11
4	Debbie Teague The Janet Jones Co., Little Rock	\$30.29
5	Greg Taylor Weichert Realtors-The Griffin Co., Springdale	\$28.95
6	Nicky Dou Keller Williams Market Pro Realty, Fayetteville	\$27.41
7	John Carpenter Lindsey & Associates, Fayetteville	\$26.06
8	Brandy Harp Jon Underhill Real Estate, Little Rock	\$23.23
9	Heather Campbell Weichert Realtors-The Griffin Co., Bentonville	\$23.16
10	Martha Haguewood Lindsey & Associates, Fayetteville	\$22.71
11	Mark McKenzie McKenzie Realty Group, Heber Springs	\$22.33
12	Meza Harris Lindsey & Associates, Rogers	\$21.89
13	Lance Penfield Baxley-Penfield-Moudy Realtors, Bryant	\$21.21
14	Evelyn Dean Re/Max Elite, Conway	\$21.20
15	Tami Davis PorchLight Realty, Cabot	\$20.28
16	Michele Phillips Michele Phillips & Co. Realtors, Sherwood	\$20.00
17	Melanie Gabel Lindsey & Associates, Fayetteville	\$19.64
18	Randall Carney Re/Max Associates, Fayetteville	\$19.51
19	Lynn Pangburn Coldwell Banker RPM Group, Little Rock	\$19.41
20	Carroll Caldwell Coldwell Banker Village Communities, Jonesboro	\$19.27
21	Nedra Plumlee Crye-Leike Realtors, Hot Springs	\$19.12
22	Ray Heffin Lindsey & Associates, Fayetteville	\$18.98
23	Shelly McDonald Hot Springs 1st Choice Realty	\$18.66
24	Mandy Knaack PorchLight Realty, Cabot	\$18.53
25	Laura Davis Re/Max Elite, Conway	\$18.51
26	Brooksie Felty Hartness Image Realty, Paragould	\$18.44
27	Diana Dominguez Aspire Realty Group, Little Rock	\$18.33
28	Susan Reynolds The Janet Jones Co., Little Rock	\$17.72
29	Marcus Necessary Weichert Realtors-The Griffin Co., Bentonville	\$17.63
30	Conley Golden The Janet Jones Co., Little Rock	\$17.58
31	Tyler Royal Weichert Realtors-The Griffin Co., Springdale	\$17.53
32	Amanda Elrod Coldwell Banker RPM Group, Bryant	\$17.23
33	Morris Sean Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$17.18
34	Scott Waymire Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	\$16.97
35	Pete Cancilla Image Realty, Paragould	\$16.61
36	Jackson Williams Weichert Realtors-The Griffin Co., Springdale	\$16.52
37	Eileen Isola Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	\$16.45

	Agent Company	2019 Sales
38	Jennifer Adkins iRealty Arkansas, Little Rock	\$16.27
39	Roger A. Turner Re/Max Unlimited Inc., Harrison	\$16.25
40	John Schuber Keller Williams Market Pro Realty, Fayetteville	\$16.08
41	Katherine Melhorn The Janet Jones Co., Little Rock	\$15.70
42	Kay Bancroft Trademark Real Estate, Hot Springs	\$15.56
43	Richard Henley ERA Team Real Estate, Conway	\$15.28
44	Jon Underhill Jon Underhill Real Estate, Little Rock	\$15.19
45	Linda Williams Re/Max Real Estate Today, Marion	\$15.14
46	Yuliya Colvin Weichert Realtors-The Griffin Co., Springdale	\$15.12
47	Jody Huffmaster Re/Max Real Estate Connection, Cabot	\$15.06
48	Layne Penfield Baxley-Penfield-Moudy Realtors, Bryant	\$15.05
49	Susan Neaville Re/Max Advantage Realtors, Fort Smith	\$14.98
50	Jim Brandon Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	\$14.98
51	Shelli Stine Coldwell Banker RPM Group, Little Rock	\$14.88
52	Denise Hipkind iRealty Arkansas, Benton	\$14.84
53	Susie Burns Re/Max of Hot Springs Village	\$14.81
54	Blair Cook Coldwell Banker Village Communities, Jonesboro	\$14.79
55	Rebecca Smith The Janet Jones Co., Little Rock	\$14.53
56	Lain Rodgers Trademark Real Estate, Hot Springs	\$14.19
57	Laura Dryer Re/Max Elite, Conway	\$14.17
58	Marcy Chavez Weichert Realtors-The Griffin Co., Springdale	\$14.03
59	Sherry Hardie Coldwell Banker Harris McHaney & Faucette, Rogers	\$13.52
60	Kevin Kercheval Coldwell Banker Village Communities, Jonesboro	\$13.30
61	Sue Ann Strait River Valley Realty, Russellville	\$13.17
62	Topher Moore Lindsey & Associates, Rogers	\$13.16
63	Mindy Cox Coldwell Banker Harris McHaney & Faucette, Rogers	\$13.10
64	William Wetzel Moore & Co. Realtors, Russellville	\$13.09
65	Ryan Caughron Re/Max Unlimited Inc., Harrison	\$13.09
66	Hayley Wreyford Lunsford & Associates Realty Co., White Hall	\$12.79
67	Linda O'Brien Re/Max Real Estate Connection, Cabot	\$12.66
68	Steve Burges Gilbert Realty Co., Mountain Home	\$12.65
69	Emily Walter Re/Max Elite, Conway	\$12.54
70	Tammy Browning Trademark Real Estate, Hot Springs	\$12.43
71	Rita French PorchLight Realty, Cabot	\$12.32
72	Wes Wood Peglar Real Estate Group, Mountain Home	\$12.25
73	Cammi Hevener Ward Jones Realtors, Siloam Springs	\$12.23
74	Brandie Palmer Keller Williams Market Pro Realty, Bentonville	\$12.22

Top Sales Agents

Ranked by 2019 individual sales volume (in millions)

	Agent Company	2019 Sales
75	Elizabeth Parsley-Tucker Re/Max Elite, Conway	\$12.19
76	Coy Stewart Re/Max Elite, Conway	\$12.13
77	Becky Arguello Trademark Real Estate, Hot Springs	\$12.12
78	Carol Slattery Crye-Leike Realtors, North Little Rock	\$12.09
79	Sheryl Carman Coldwell Banker Harris McHaney & Faucette, Bentonville	\$12.02
80	Misty Barnes Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$11.96
81	Monica Iblison Keller Williams Platinum Realty, Fort Smith	\$11.71
82	Rob Winkel Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	\$11.56
83	Tish Pace Re/Max Advantage Realtors, Searcy	\$11.53
84	Valerie Moran Crye-Leike Realtors, Little Rock	\$11.51
85	Debbie Orton Crye-Leike Realtors, Benton	\$11.38
86	Ashley Cook Gateway Properties, Batesville	\$11.32
87	Tina Wagner Weichert Realtors-The Griffin Co., Bentonville	\$11.21
88	Michael Sims Bassett Mix & Associates, Fayetteville	\$11.18
89	Mary Currey Trademark Real Estate, Hot Springs	\$11.12
90	Darohnn Pender Re/Max Real Estate Results, Bentonville	\$11.05
91	Lori Quinn Coldwell Banker RPM Group, Conway	\$10.99
92	Christine Cook Lindsey & Associates, Fayetteville	\$10.94
93	Jennifer Huffaker Coldwell Banker Harris McHaney & Faucette, Bentonville	\$10.90
94	Charlotte Hitchens Re/Max of Hot Springs Village	\$10.88
95	Jerry Dou Keller Williams Market Pro Realty, Bentonville	\$10.83
96	Kraig Jimenez Lindsey & Associates, Fayetteville	\$10.81
97	Kelly Tedder PorchLight Realty, Cabot	\$10.69
98	Blake Smith Lindsey & Associates, Fayetteville	\$10.59
99	Pam McDowell ERA Team Real Estate, Conway	\$10.56
100	Lora Blair iRealty Arkansas, Cabot	\$10.55
101	Barry Graves Weichert Realtors-The Griffin Co., Springdale	\$10.51
102	Kelly Reed Coldwell Banker Harris McHaney & Faucette, Rogers	\$10.44
103	Tiffany Cox Coldwell Banker Harris McHaney & Faucette, Bentonville	\$10.43
104	Emily Barnes McCarty The Charlotte John Co., Little Rock	\$10.19
105	Rita Fong Re/Max Real Estate Today, Marion	\$10.14
106	Scott Sandlin Coldwell Banker RPM Group, Little Rock	\$10.10
107	Zachary Ritter Lindsey & Associates, Rogers	\$10.00
108	Amber Gibbons The Charlotte John Co., Little Rock	\$9.99
109	Libby Utley Re/Max Elite, North Little Rock	\$9.98
110	Eric Rytima Coldwell Banker RPM Group, Bryant	\$9.97

	Agent Company	2019 Sales
111	Donna Dailey The Janet Jones Co., Little Rock	\$9.97
112	Danny Roth United Country Roth Realty, Harrison	\$9.93
113	Brad Miles Crye-Leike Realtors, North Little Rock	\$9.87
114	Barbara Cherry The Janet Jones Co., Little Rock	\$9.86
115	Chuck Simmons Coldwell Banker Harris McHaney & Faucette, Rogers	\$9.86
116	Brenda Rhoads Crye-Leike Realtors, North Little Rock	\$9.82
117	Michelle Hagerman McKimmey Associates Realtors, North Little Rock	\$9.74
118	Velda Lueders Coldwell Banker RPM Group, Conway	\$9.70
119	Deb Castleman Moore & Co. Realtors, Clarksville	\$9.63
120	Maria Fairchild Lindsey & Associates, Rogers	\$9.62
121	Jim Harbour Re/Max of Hot Springs Village	\$9.59
122	Alicia Averitt-Haley McKimmey Associates Realtors, North Little Rock	\$9.57
123	Barbara Swesey iRealty Arkansas, Little Rock	\$9.53
124	Patrick Quinn Coldwell Banker Harris McHaney & Faucette, Rogers	\$9.50
125	Kim Walker Trademark Real Estate, Hot Springs	\$9.49
126	Staci Medlock Re/Max Elite, North Little Rock	\$9.44
127	Stacy Hamilton Desselle Real Estate, Little Rock	\$9.42
128	Mark Chilton Baxley-Penfield-Moudy Realtors, Bryant	\$9.42
129	Mya Adloo Coldwell Banker Harris McHaney & Faucette, Bentonville	\$9.40
130	Yanyan Xie Keller Williams Realty, Little Rock	\$9.32
131	Amber Canales Trademark Real Estate, Hot Springs	\$9.28
132	Rachel Mundy Trademark Real Estate, Hot Springs	\$9.24
133	Patricia Bollier Re/Max of Hot Springs Village	\$9.23
134	Carolyn Trusty Coldwell Banker RPM Group, Bryant	\$9.20
135	Beau Durbin ESQ. Realty Group, Hot Springs	\$9.13
136	Tracy Thomas Re/Max Elite, Conway	\$9.09
137	Lisa Elmore Weichert Realtors-The Griffin Co., Fort Smith	\$9.05
138	Matt Mulson Lindsey & Associates, Fayetteville	\$9.03
139	Tony Moore Moore & Co. Realtors, Russellville	\$8.89
140	George Dooley Trademark Real Estate, Hot Springs	\$8.84
141	Edward Loveless iRealty Arkansas, Little Rock	\$8.82
142	Luke Goodman Re/Max Elite, Conway	\$8.80
143	Whitney Morgan Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$8.78
144	Marva Caldwell Coldwell Banker RPM Group, Little Rock	\$8.77
145	Adam Steenzen Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$8.69
146	Becky Tanner Keller Williams Realty, Little Rock	\$8.67

	Agent Company	2019 Sales
147	Mike McNabb ERA Doty Real Estate, Jonesboro	\$8.65
148	Patsy Simmons Coldwell Banker Harris McHaney & Faucette, Rogers	\$8.64
149	Randy Odglen Lindsey & Associates, Fayetteville	\$8.61
150	Jenny Miller Keller Williams Market Pro Realty, Fayetteville	\$8.61
151	Kevin Marsh Re/Max Affiliates Realty, Little Rock	\$8.59
152	B.J. Conner Re/Max of Hot Springs Village	\$8.55
153	Carolyn Foster Re/Max Real Estate Today, Marion	\$8.54
154	Mandy Jackson The Charlotte John Co., Little Rock	\$8.54
155	Danielle Blair ESQ. Realty Group, Hot Springs	\$8.50
156	David Layman Weichert Realtors-The Griffin Co., Springdale	\$8.49
157	Lori Brittain Weichert Realtors-The Griffin Co., Bentonville	\$8.49
158	Susan Desselle Desselle Real Estate, Little Rock	\$8.48
159	Chris R. Abington River Valley Realty, Russellville	\$8.43
160	Jonna Shaw Coldwell Banker RPM Group, Conway	\$8.41
161	Stephanie Tharp Jon Underhill Real Estate, Little Rock	\$8.40
162	Jena Vansickle Re/Max Real Estate Today, Marion	\$8.39
163	Jill Marley Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	\$8.33
164	Jana Wrenay Elkins Lindsey & Associates, Fayetteville	\$8.30
165	Mary Ann Caster Gilbert Realty Co., Mountain Home	\$8.25
166	Kate Cox Weichert Realtors-The Griffin Co., Bentonville	\$8.21
167	April Findlay The Charlotte John Co., Little Rock	\$8.14
168	Terri Smith Keller Williams Platinum Realty, Fort Smith	\$8.14
169	Buffie Howard Truman Ball & Associates Realtors, Bryant	\$8.11
170	Brandi Mooneyhan Keller Williams Market Pro Realty, Bentonville	\$8.08
171	Joel Treat Weichert Realtors-The Griffin Co., Springdale	\$8.04
172	Laura McLean Keller Williams Platinum Realty, Fort Smith	\$8.02
173	Kim Robbins Coldwell Banker RPM Group, Little Rock	\$8.02
174	Lana Patrick Bassett Mix & Associates, Fayetteville	\$7.96
175	Kim Creighton Baxley-Penfield-Moudy Realtors, Bryant	\$7.87
176	Brooks McRae McKimmey Associates Realtors, North Little Rock	\$7.82
177	Tracy Gill Coldwell Banker RPM Group, Maumelle	\$7.81
178	Karol Bailes Crye-Leike Realtors, Hot Springs	\$7.81
179	Young Chun Michele Phillips & Co. Realtors, Sherwood	\$7.80
180	Lesa Poe PorchLight Realty, Cabot	\$7.79

Agents with identical sales figures are given the same rank. Due to rounding, some agents may appear to have identical sales but are ranked by actual sales.

Sources: The agents or their agencies

Researched by Roxanne Jones