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# Arkansas Business

UPDATED DAILY: [arkansasbusiness.com](http://arkansasbusiness.com)

VOL. 40, NO. 13 / MARCH 27-APRIL 2, 2023 / \$2

## UPSCALE REAL ESTATE In Arkansas



**MOST EXPENSIVE HOMES OF 2022 IN PULASKI,  
BENTON & WASHINGTON COUNTIES [P8-15]**

**THE STATE'S TOP REAL ESTATE AGENCIES,  
SALES TEAMS AND AGENTS [P16-20]**

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**20**  
The number of Pulaski County homes that sold in 2022 for at least \$1.5 million.

**\$5M**  
The price paid for the most expensive Pulaski County home sold last year.

**17**  
The number of million-dollar homes sold or put under contract already in 2023.

# Pulaski County’s Most Expensive Home Sales of 2022

BY MARK FRIEDMAN  
mfriedman@abpg.com

Sales of luxury homes in Pulaski County continued to break records in 2022. For the second consecutive year, *Arkansas Business* increased the floor price of the homes it follows, raising it from \$1.25 million to \$1.5 million. In 2022, 20 homes sold for \$1.5 million or more, up from 16 homes in 2021. The most expensive home sold in 2022 was for \$5 million. The home, in the Country Club Heights neighborhood, also is the most expensive home sold in Pulaski County since 2004, when *Arkansas Business* began keeping statistics on homes that sold for \$1 million or more. “In 2022 we saw an increase in home sales across all price points, including those houses over \$1.5 million,” Jon Underhill, who sells upscale homes through his own agency in Little Rock, said via email. “The market continues to be strong. So far in 2023, we

have seen 17 homes over \$1 million sell or go under contract.” He said that some homes can still sell for more than the listed price. “Real estate values are determined by supply and demand,” Underhill said. “Our inventory is still quite low.” In the middle of March, there were 36 homes listed for \$1 million or more for sale in Pulaski County. The rising interest rates don’t seem to be an issue for luxury homebuyers. “Buyers of the higher-end homes are not first-time buyers,” Underhill said. They are coming from homes that have substantial equity in them and are using that equity to buy their new homes, he said. “They are typically in high-income tax brackets and since interest is deductible, the higher interest rate does not affect them as much,” Underhill said. Casey Jones, who sells high-end and other homes for The Janet Jones Co. of Little Rock, said some

of the key features that people are asking for in an upscale home are location, followed by modern amenities. “They want the newest and latest in design or amenities,” Jones said. Upscale homebuyers also are focused on the kitchen, outdoor living spaces and the primary bedroom. Underhill said that there seems to be a resurgence in buyers seeking larger homes as people want to entertain more and use their homes for family gatherings. Seven homes on the list were larger than 7,000 SF. Underhill said that some buyers like an open floor plan, others are asking for more segregated floor plans. Buyers also aren’t as interested in high-end theater rooms as they were years ago. Instead, they are opting for a more multi-functional space. For this list, *Arkansas Business* used interviews, the real estate website Zillow, public real estate records and other documents to briefly describe the 10 most expensive Pulaski County homes sold in 2022, as well as their buyers. ■



## Pulaski County Home Sales of \$1.5 Million or More in 2022

Ranked by price, in millions

Price	Buyer(s)	Seller(s)	Neighborhood*	SF	Date Sold	Year Built
\$5.00	DFW Hawthorne 2800 LLC, led by Warren A. Stephens	Briland Enterprises LLC, led by Jonathan Dyke	Country Club Heights	7,266	Nov. 16	2006
\$3.18	R. Jonathan and Leigh R. Henderson	Byron W. House III & Shae M. House Living Trust	Pulaski County**	5,613	April 21	2011
\$2.95	Dacus/Gilmore Realty LLC, led by Lowell Steven and Sheila Jumper	HCB LLLP	River Ridge	7,716	March 21	2020
\$2.50	1023 Bond Investment Properties LLC, led by Scotty White	Blizzard Properties LLC	Sologne Circle	9,415	May 31	2011
\$2.00	Yogesh Asudani & Gitanjali Bajaj Trust	David Michael Mego & Patricia Louise (Pat) Mego Living Revocable Trust	Sologne Circle	8,767	Sept. 16	2004
\$1.98	Mark Christopher and Gabrielle Mangum	Timothy Scott and Jennifer Nina Trzebiatowski	The Heights	5,605	May 23	2010
\$1.96	Shay Zohar	William and Jessica Parker	Waterview Estates	6,134	April 11	2017
\$1.93	60 River Ridge Road Trust, led by Jason Bright and Tiffany Hatchett	Betty L. Richards Revocable Trust	River Ridge Manor	6,280	Sept. 20	1969
\$1.85	Eric and Casey Rockwell	Beck Road Properties LLC, led by Jon Jacoby	Pulaski County#	5,643	Jan. 13	2003
\$1.85	AA Properties LLC, led by Syed Samad	Westwood Real Estate Development Co., led by Steve Wortman	Valley Falls Estates	10,849	Aug. 15	2009
\$1.80	Thomas R. Wallace & Anne S. Wallace Living Revocable Trust	Patricia P. Smith Trust	Longfellow Circle	4,151	July 28	1956
\$1.75	PYM Trust, led by Monica Lo and Daniel Sherbet	Daniel C. and Debbie Jo Morrison	Sologne Circle	7,430	March 28	2005
\$1.75	Brittany N. and Chadwick A. Sanders	Lorene G. Jones Henderson	Waterview Estates	6,586	Sept. 16	2015
\$1.70	Frank Kumpuris and Anjuli Koshal	Jeff Fuller Homes LLC	The Heights	4,967	Nov. 8	2022
\$1.70	Scott Family Properties LLC	Nolan and Barbara Rushing	Rushing Acres	3,626	Sept. 11	2008
\$1.64	Joey M. and Leslie M. Wiggins	AR Reddy Investments LLC, led by Raghu Reddy	Orle Circle	7,031	Feb. 11	2021
\$1.61	Nolan and Barbara Rushing	Donna Kay Clark Trust	Riverview Manor	4,173	Nov. 29	1996
\$1.53	Suman Siddamreddy and Vasuki Dandu	Asif Masood and Madiha Shahid	Orle Circle	5,879	Jan. 20	2017
\$1.51	William Roehrenbeck and Elizabeth Carey Sullivan	CBM Appraisals Inc., led by Chris Maris	Valley Falls Estate	5,826	May 17	2020
\$1.50	Tiffany W. Lindsey Revocable Trust	Jeff Fuller Homes LLC	The Heights	4,707	July 18	2022

\*In Little Rock unless otherwise noted \*\*West of Ferndale #East of Pinnacle Mountain

Source: Public real estate records

Researched by Gwen Moritz



## 1) \$5 Million

**Buyer:** DFW Hawthorne 2800 LLC, led by Warren A. Stephens  
**Seller:** Briland Enterprises LLC, led by Jonathan Dyke  
**Neighborhood:** Country Club Heights  
**Date Sold:** Nov. 16  
**Year Built:** 2006  
**SF:** 7,266

This five-bedroom house sits on about 10 lots adjacent to the Country Club of Little Rock golf course. In 1986, Warren 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 and has established 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. Forbes estimated Warren Stephens’ net worth at \$3.2 billion as of last week.



## 2) \$3.18 Million

**Buyers:** R. Jonathan and Leigh R. Henderson  
**Sellers:** Byron W. House III and Shae M. House Living Trust  
**Neighborhood:** Pulaski County  
**Date Sold:** April 21  
**Year Built:** 2011  
**SF:** 5,613

This custom home west of Ferndale boasts of outstanding views, five bedrooms, a studio and office. It also features a pool and has a creek on the property. Dr. R. Jonathan Henderson is a nationally recognized urologist and joined Arkansas Urology in March 2022. His practice is primarily focused on robotic surgeries and the treatment of prostate cancer, according to Arkansas Urology’s website. He is the past president of Large Urology Group Practice Association, the only nonprofit urology trade association. Dr. Leigh Henderson’s specialty is physical medicine and rehabilitation.



e always keep in mind you’ve spent a lifetime building assets.”

– Mark S. Williamson, CPCU, CIC, President

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3
\$2.95 Million

**Buyer:** Dacus/Gilmore Realty LLC, led by Lowell Steven Jumper and Sheila Jumper  
**Seller:** HCB LLLP  
**Neighborhood:** River Ridge  
**Date Sold:** March 21  
**Year Built:** 2020  
**SF:** 7,716

This home features a gourmet kitchen and also comes with an office with a vaulted ceiling. It also has a view of the Arkansas River and landscaped grounds with a pool. Lowell Steven Jumper is the birth name of Ron Sherman, the former television weather anchor and founder and president of Ron Sherman Advertising of Little Rock. “RSA was the pioneer in home improvement TV lead generation,” according to the company’s website. “We were the first with ‘Look Live’ telethon spots and in-movie sponsorship. We began using our RSA concepts on daytime TV, and they are still the Benchmark for home improvement companies.”



4
\$2.5 Million

**Buyer:** 1023 Bond Investment Properties LLC, led by Scotty White  
**Seller:** Blizzard Properties LLC  
**Neighborhood:** Sologne Circle  
**Date Sold:** May 31  
**Year Built:** 2011  
**SF:** 9,415

Built by renowned Little Rock homebuilder Jack Hartsell, this house features a two-story foyer and is on the signature hole of Bear Den Course at the Chenal Country Club. Scotty White, whose 1023 Bond Investment Properties bought the property, is a partner at public accounting firm Forvis LLP of Springfield, Missouri. Forvis was created last year by the merger of BKD of Springfield and DHG of Charlotte, North Carolina. Ranked among the top 10 public accounting firms in the country, Forvis has 5,700 employees who serve clients across the U.S. and the world.



5
\$2 Million

**Buyer:** Yogesh Asudani & Gitanjali Bajaj Trust  
**Seller:** David Michael Mego & Patricia Louise (Pat) Mego Living Revocable Trust  
**Neighborhood:** Sologne Circle  
**Date Sold:** Sept. 16  
**Year Built:** 2004  
**SF:** 8,767

This five-bedroom, eight-bathroom home overlooks the 15th hole at Bear Den Golf Course at the Chenal Country Club. The residence features a safe room, media room and game room as well as an outdoor patio with a fireplace. Last year, Asudani joined BOND.AI of Little Rock as executive vice president, partnerships. BOND.AI uses artificial intelligence to help consumers enhance their financial health without moving from their home bank. With a background in electrical and computer engineering, Asudani began investing in early-stage startups, hedge funds, real estate, hotels, restaurants and other ventures, according to a BOND.AI news release.



6
\$1.98 Million

**Buyers:** Mark Christopher Mangum and Gabrielle Mangum  
**Sellers:** Timothy Scott and Jennifer Nina Trzebiatowski  
**Neighborhood:** The Heights  
**Date Sold:** May 23  
**Year Built:** 2010  
**SF:** 5,605

Chris and Gabrielle Mangum were attracted to this three-story house in the Heights because of its six bedrooms. “It’s spacious, which is nice because of the size of our family,” said Chris Mangum. Gabrielle Mangum’s mother lives with the couple and their three children, and in the next few years one or both of Chris’ parents might move in with them. “It has a nice outside living area in the backyard,” Chris Mangum said. He is the president and CEO of Servato Corp. of Little Rock, a technology company that manages backup power infrastructure for large broadband service providers. Gabrielle Mangum works in corporate finance for Entergy.





JASON BURT

## 7) \$1.96 Million

**Buyer:** Shay Zohar  
**Sellers:** William Parker and Jessica Parker  
**Neighborhood:** Waterview Estates  
**Date Sold:** April 11  
**Year Built:** 2017  
**SF:** 6,134

This five-bedroom, five-bathroom home has a pool and features views of Lake Maumelle. Shay Zohar is the executive vice president of operations at Westrock Coffee Co. of Little Rock. The coffee, tea and extracts company increased sales by 26% to \$867.9 million in 2022. Zohar's LinkedIn profile said he has more than 18 years of executive management experience in "turnaround and high-growth environments, driving business initiatives for major corporations with deep passion for strategy, innovation and desire for an energetic business environment."



JASON BURT

## 8) \$1.93 Million

**Buyer:** 60 River Ridge Road Trust, led by Jason Bright and Tiffany Hatchett  
**Seller:** Betty L. Richards Revocable Trust  
**Neighborhood:** River Ridge Manor  
**Date Sold:** Sept. 20  
**Year Built:** 1969  
**SF:** 6,280

This six-bedroom, seven-bathroom home features views of the Arkansas River and has floor-to-ceiling windows, a gourmet kitchen and a curved staircase. 60 River Ridge Road Trust, led by Drs. Jason Bright and Tiffany Hatchett, bought this \$1.93 million home in September. They are both optometrists and received their license to practice in Arkansas in 2004.



JASON BURT

## 9) \$1.85 Million

**Buyers:** Eric Rockwell and Casey Rockwell  
**Seller:** Beck Road Properties LLC, led by Jon Jacoby  
**Neighborhood:** Pulaski County, east of Pinnacle Mountain  
**Date Sold:** Jan. 13  
**Year Built:** 2003  
**SF:** 5,643

This estate sits on 12.7 acres and features a 6,559-SF house along with a home built in 1950 and a guest house. The properties, which total 15,000 SF, also include an English garden designed by P. Allen Smith, a horse barn and wine cellar. The garages hold 12 cars. The main house has a bedroom suite with a balcony. Casey Rockwell is an assistant professor at the University of Arkansas at Little Rock School of Business, where she teaches classes on subjects that include employment law. She also is an attorney and a former president of the Junior League of Little Rock.



PROVIDED

## 9) \$1.85 Million

**Buyer:** AA Properties LLC, led by Syed Samad  
**Seller:** Westwood Real Estate Development Co., led by Steve Wortman  
**Neighborhood:** Valley Falls Estates  
**Date Sold:** Aug. 15  
**Year Built:** 2009  
**SF:** 10,849

This four-bedroom, seven-bathroom home was the subject of a lawsuit in 2009 between estranged Little Rock business partners Steve Wortman and Rick Ferguson, a builder of upscale homes, over alleged major construction flaws in the mansion. The case settled in 2011 with Wortman and his wife receiving four upscale residential lots from Ferguson's LRG LLC. In August, AA Properties LLC, led by Dr. Syed Samad, bought the property. Samad's specialty is gastroenterology, and he practices in Pine Bluff. In 2018, Samad and his son Ahmed Samad sold Arkansas Surgery & Endoscopy Center LLC, a medical office-outpatient surgery center in Little Rock, for \$3.4 million.



-14%

The top 10 real estate agencies, doing business primarily in central and northwest Arkansas, sold 24,703 homes in 2022, down from 28,760 in 2021.

-0.7%

The total values of homes sold by the top 10 agencies in 2022 was \$7.34 billion, down less than 1% from 2021.

\$70M+

Casey Jones of The Janet Jones Co. and Lance Penfield of Baxley-Penfield-Moudy Realtors reported more than \$70 million in home sales.

# Largest Residential Real Estate Agencies

Ranked by 2022 sales volume

	Agency Address Phone, Website	2022 Sales Volume Total Units	No. of Licensed Agents/Brokers \$5 mil.+ Producers	Branch Offices	Service Area	Primary Broker(s) or Company Head(s)
1	<b>Crye-Leike Realtors</b> 11600 Kanis Road, Little Rock 72211 (501) 954-9100, crye-leike.com	\$1.22 bil. 4,686	485 75	Hot Springs, Maumelle, Conway, Little Rock, North Little Rock, Bryant, Benton, Cabot, Jonesboro, West Memphis, Bentonville, Gentry, Springdale, Fayetteville, Rogers, Lowell, Bella Vista, Marion	Central, east and northwest Arkansas	<b>Harold Edward Crye</b>
2	<b>Coldwell Banker Harris McHaney &amp; Faucette</b> 3593 N. College Ave., Fayetteville 72703 (479) 790-8608, cbhmf.com	\$914.18 mil. 2,540	298 55	Bentonville, Fayetteville, Rogers	Northwest Arkansas, southwest Missouri, northeast Oklahoma	<b>Pat Harris</b>
3	<b>Weichert Realtors-The Griffin Co.</b> 5100 S. Thompson St., Springdale 72764 (479) 756-1003, weichertgriffin.com	\$739.64 mil. 2,520	200 40	Bentonville, Fayetteville, Fort Smith, Branson, MO	Northwest Arkansas, Arkansas River Valley, southwest Missouri, northeast Oklahoma	<b>Brandon D. Long</b>
4	<b>Keller Williams Market Pro Realty</b> 1200 N. College Ave., Fayetteville 72703 (479) 718-2800, livenwa.com	\$708.77 mil. 1,793	274 35	Bentonville, Bentonville West, Eureka Springs, Siloam Springs, Rogers	Northwest Arkansas	<b>Jody Hendrix</b>
5	<b>Lindsey &amp; Associates Inc.</b> 1200 E. Joyce Blvd., Fayetteville 72703 (479) 521-6611, lindsey.com	\$705.17 mil. 1,606	227 32	Rogers, Bentonville	Northwest Arkansas, Missouri, Oklahoma	<b>Suzett Sparks John David Lindsey</b>
6	<b>Collier &amp; Associates</b> 2558 E. Mission Blvd., Suite 102, Fayetteville 72703 (479) 274-0662, collierandassociate.com	\$701.11 mil. 2,159	205 43	Bentonville, Farmington and Rogers	Northwest Arkansas	<b>Stuart Collier</b>
7	<b>Re/Max Elite</b> 11324 Arcade Drive, Suite 23, Little Rock 72212 (501) 291-3841, selling-arkansas.com	\$621.47 mil. 2,582	142 36	Benton, Conway, North Little Rock	Central Arkansas	<b>Keith Pike</b>
8	<b>Coldwell Banker RPM Group</b> 1501 N. University Ave., Suite 800, Little Rock 72207 (501) 664-1775, cbrpmgroup.com	\$619.09 mil. 2,335	266 37	Cabot, Conway, Hot Springs, Maumelle, North Little Rock, Saline County, west Little Rock	Central Arkansas	<b>Robin Miller</b>
9	<b>eXp Realty</b> 400 W. Capitol Ave., Suite 1743, Little Rock 72201 (866) 720-5650, exprealty.com	\$600.93 mil. 2,399	327 52	Rogers, Centerton, Bentonville	Northwest and central Arkansas	<b>Carmen Tedder</b>
10	<b>Keller Williams Realty</b> 12814 Cantrell Road, Little Rock 72223 (501) 907-5959, kwlittlerock.com	\$505.69 mil. 2,083	264 26	Conway, Mena, Hot Springs	Central Arkansas	<b>Kerry Ellison</b>
11	<b>iRealty Arkansas</b> 208 E. Kiehl Ave., Suite 6, Sherwood 72120 (501) 837-4391, irealtyarkansas.com	\$437.34 mil. 1,814	200 21	Benton, Cabot, Sherwood, Hot Springs, Sheridan, Conway, NLR	Central Arkansas	<b>Kristen Kennon Austin Franks Denise Hipkind Brandon Owens David Smith</b>
12	<b>The Janet Jones Co.</b> 7915 Cantrell Road, Little Rock 72227 (501) 224-3201, janetjones.com	\$311.61 mil. 598	39 15		Little Rock, Maumelle, North Little Rock	<b>Janet Jones</b>
13	<b>Limbird Real Estate Group</b> 5247 W. Metro Park Crossing, Rogers 72758 (855) 755-7653, limbirdteam.com	\$298.74 mil. 833	40 19	Fayetteville	Benton and Washington counties	<b>Tara Limbird</b>
14	<b>Keller Williams Platinum Realty</b> 3300 S. 70th St., Fort Smith 72903 (479) 434-3000, kwfortsmith.com	\$297.48 mil. 1,387	145 19		Fort Smith	<b>Barbie Johnson Stan Robison</b>
15	<b>PorchLight Realty</b> 203 Dakota Drive, Suite A, Cabot 72023 (501) 286-6025, porchlightar.com	\$271.50 mil. 1,207	36 17	North Little Rock	Austin, Beebe, Cabot, Jacksonville, Little Rock, Maumelle, North Little Rock, Sherwood, Ward	<b>James Knaack Jr. Mandy Knaack</b>
16	<b>Re/Max Real Estate Results</b> 3103 SE Moberly Lane, Bentonville 72712 (479) 271-9595, wearenwa.com	\$264.76 mil. 632	47 17		Northwest Arkansas	<b>Kim Minor</b>
17	<b>Trademark Real Estate</b> 4262 Central Ave., Suite D, Hot Springs 71913 (501) 318-3200, trademarkrealestate.com	\$261.77 mil. 942	50 20		Bismarck, Hot Springs, Hot Springs Village, Malvern	<b>Lorna Nobles</b>
18	<b>ERA Doty Real Estate/ERA Team Real Estate</b> 2209 A Grant Ave., Jonesboro 72401 (870) 932-0731, eradotyrealestate.com	\$254.57 mil. 1,186	128 17	Conway, Flippin, Hot Springs, Paragould	56 counties across northern Arkansas	<b>Chad Polk Kimberly Stem J. Stephen Doty Telicia Perry Kristen Grimes Kelli Small</b>
19	<b>Moore &amp; Co. Realtors</b> 103 W. Parkway, Suite 2A, Russellville 72801 (479) 968-3300, tmoorerealtors.com	\$250.00 mil. 1,051	46 7	Clarksville, Morrilton, Conway	Clarksville, Morrilton, Russellville, Conway and surrounding areas	<b>Tony Moore</b>
20	<b>Baxley-Penfield-Moudy Realtors</b> 3525 Hwy. 5 N., Bryant 72019 (501) 847-5000, bpmrealtors.com	\$249.47 mil. 831	41 19		Benton, Bryant, Saline County, Central Arkansas	<b>Tom Baxley</b>
21	<b>Halsey Thrasher Harpole Real Estate Group</b> 301 W. Washington Ave., Jonesboro 72401 (870) 972-9191, halseythrasherharpole.com	\$202.55 mil. 873	58 10		Craighead, Greene, Mississippi, Lawrence and Poinsett counties	<b>Jerry L. Halsey Jr. Roddy Thrasher Gary Harpole Tara Gatewood</b>

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22	<b>Re/Max Advantage Realtors</b> 200 W. Mulberry Ave., Searcy 72143 (501) 268-1115, searcyremax.com	\$170.84 mil. 857	38 14		Searcy and White counties	<b>Robert Joyner</b>
23	<b>The Charlotte John Co.</b> 5813 Kavanaugh Blvd., Little Rock 72207 (501) 664-5646, charlottejohn.com	\$170.48 mil. 504	43 15	Conway	Central Arkansas	<b>Charlotte John</b>
24	<b>Re/Max of Hot Springs Village</b> 1400 DeSoto Blvd., Hot Springs Village 71909 (888) 828-9478, hotspringsvillagehouses.com	\$161.04 mil. 628	29 11		Fountain Lake, Hot Springs Village, Jessieville and surrounding communities	<b>Clara Nicolosi</b>
25	<b>Edge Realty</b> 2239 Bill Foster Memorial Hwy., Cabot 72023 (501) 843-4663, edgerealtyar.com	\$144.92 mil. 716	48 12	Jacksonville	Central Arkansas	<b>Corbin Kidd Gregg Kidd</b>
26	<b>Michele Phillips &amp; Co. Realtors</b> 8700 Hwy. 107, Suite A, Sherwood 72120 (501) 834-3433, michelephillipsrealtor.com	\$143.57 mil. 648	65 15	Cabot, Searcy, Benton	Central Arkansas	<b>Michele Phillips</b>
27	<b>River Valley Realty</b> 800 E. Main St., Russellville 72801 (479) 968-6260, rivervalleyrealty.com	\$139.39 mil. 641	40 10		Arkansas River Valley	<b>Chris R. Abington</b>
28	<b>HomeQuest Realty</b> 5506 Walsh Lane, Suite 204, Rogers 72758 (479) 250-3105, hqnwa.com	\$138.22 mil. 463	49 9			<b>Brian Curtis Eric Eby</b>
29	<b>Coldwell Banker Village Communities</b> 2704 S. Culberhouse St., Suite A, Jonesboro 72401 (870) 935-7800, neahomesearch.com	\$135.98 mil. 581	70 8		Craighead County	<b>Kevin Kercheval</b>
30	<b>McKimmey Associates Realtors</b> 5317 JFK Blvd., North Little Rock 72116 (501) 812-3500, mckimmey.com	\$135.01 mil. 745	95 6	Cabot, Little Rock	Central and northwest Arkansas	<b>Byron McKimmey</b>
31	<b>Peglar Real Estate Group</b> 1326 Hwy. 62 E, Mountain Home 72653 (870) 425-4300, peglarrealestate.com	\$134.71 mil. 638	21 8		North-central Arkansas	<b>Joey Peglar</b>
32	<b>Re/Max Associates</b> 4102 N. Mall Ave., Suite 201, Fayetteville 72703 (479) 684-5757, www.sellingnwa.com	\$134.34 mil. 358	28 3		Northwest Arkansas	<b>Margie Moldenhauer</b>
33	<b>Jon Underhill Real Estate</b> 2200 Hidden Valley Drive, Suite 100, Little Rock 72212 (501) 868-3444, jonunderhill.com	\$132.81 mil. 250	21 6		Central Arkansas	<b>Jon Underhill Susan Meador Brandy Harp</b>
34	<b>McMullen Realty Group</b> 1800 S 52nd St, Rogers 72758 (479) 595-5552, mcmullenrealtygroup.com	\$124.42 mil. 408	31 4		Northwest Arkansas	<b>Misty McMullen Teresa Benningfield Kai Weiner Eduardo Sierra</b>
35	<b>Aspire Realty Group</b> 2821 Kavanaugh Blvd., Suite 2F, Little Rock 72205 (501) 379-8480, aspirerealtylr.com	\$118.60 mil. 436	9 1		Central Arkansas	<b>Jessi Watts</b>
36	<b>Bassett Mix &amp; Associates Inc.</b> 3263 N. College Ave., Fayetteville 72703 (479) 521-5600, bassettmix.com	\$115.80 mil. 244	44 8		Northwest Arkansas	<b>Mary Bassett David Mix Brandy Carr</b>
37	<b>Image Realty of NE Arkansas</b> 3501 Stonegate Drive, Suite D, Paragould 72450 (870) 236-2121, myimagerealty.com	\$113.04 mil. 637	34 4	Jonesboro	Greene, Craighead, Mississippi and Clay counties	<b>Brooksie Felty Hartness</b>
38	<b>Berkshire Hathaway HomeServices Solutions Real Estate</b> 2905 S. Walton Blvd., Suite 29, Bentonville 72712 (479) 271-2424, bhhsolutionsre.com	\$101.88 mil. 378	28 8		Northwest Arkansas	<b>Scott Waymire</b>
39	<b>Bradford &amp; Udouj Realtors</b> 2605 Market Trace, Fort Smith 72908 (479) 646-5539, bradfordudouj.com	\$96.40 mil. 414	30 6		Crawford and Sebastian counties; Le Flore and Sequoyah counties, Oklahoma	<b>Rachel Cannava-Brown</b>
40	<b>Hot Springs 1st Choice Realty</b> 135-B Mall Drive, Hot Springs 71913 (501) 525-1600, hotspringsfirstchoice.com	\$95.11 mil. 296	19 4		Hot Springs	<b>Jim Kellstrom</b>
41	<b>Sagely &amp; Edwards Realtors</b> 3101 Rogers Ave., Fort Smith 72903 (479) 782-8911, sagely.com	\$91.86 mil. 366	43 11		Fort Smith, River Valley	<b>Mont Sagely</b>
42	<b>Dalrymple Real Estate</b> 1560 W. Beebe Capps Expressway, Suite A, Searcy 72143 (501) 268-2445, searcyhomes.com	\$90.45 mil. 407	30 5	Heber Springs	White and Cleburne counties	<b>Jose L. Colunga</b>
43	<b>McKenzie Realty Group</b> 400 W. Main St., Heber Springs 72543 (501) 362-7500, mckenzierealty.com	\$90.06 mil. 265	16 5		Eden Isle, Greers Ferry Lake, Heber Springs, Little Red River, Cleburne County	<b>Mark McKenzie</b>
44	<b>Truman Ball Real Estate</b> 205 Progress Way, Suite 203, Bryant 72022 (501) 847-4900, trumanball.com	\$87.10 mil. 413	2		Central Arkansas	<b>Jason James</b>
45	<b>Re/Max Real Estate Connection</b> 913 W. Main St., Suite D, Cabot 72023 (501) 843-3067, cabotrealestate.com	\$86.51 mil. 391	15 6		Austin, Ward, Jacksonville, Lonoke, Beebe	<b>Jody Huffmaster Karen LeMay Andy Huffmaster</b>

Sources: the agencies. An expanded list of 73 agencies is available for purchase at [arkansasbusiness.com/lists](https://arkansasbusiness.com/lists)

Researched by Gwen Moritz

# Top Real Estate Agents

Ranked by 2022 individual sales volume

	Agent Agency	2022 Sales
1	<b>Casey Jones</b> The Janet Jones Co., Little Rock	\$78.24 mil.
2	<b>Lance Penfield</b> Baxley-Penfield-Moudy Realtors, Bryant	\$70.05 mil.
3	<b>Chase Rackley</b> Rackley Realty, Little Rock	\$66.39 mil.
4	<b>Becky Biggs</b> Coldwell Banker RPM Group, Maumelle	\$61.66 mil.
5	<b>Heather Campbell</b> Weichert Realtors-The Griffin Co., Bentonville	\$58.90 mil.
6	<b>Valentine Joseph Hansen</b> Re/Max Properties, Little Rock	\$58.51 mil.
7	<b>Delton Williams</b> Crye-Leike Realtors, Gentry	\$50.14 mil.
8	<b>Meza Harris</b> Lindsey & Associates Inc., Rogers	\$46.70 mil.
9	<b>Kendall Riggins</b> Lindsey & Associates Inc., Fayetteville	\$45.71 mil.
10	<b>Debbie Teague</b> The Janet Jones Co., Little Rock	\$44.40 mil.
11	<b>Misty McMullen</b> McMullen Realty Group, Rogers	\$43.34 mil.
12	<b>Mark McKenzie</b> McKenzie Realty Group, Heber Springs	\$42.01 mil.
13	<b>Brandy Harp</b> Jon Underhill Real Estate, Little Rock	\$42.01 mil.
14	<b>Greg Taylor</b> Weichert Realtors-The Griffin Co., Springdale	\$38.69 mil.
15	<b>Jon Underhill</b> Jon Underhill Real Estate, Little Rock	\$38.21 mil.
16	<b>Diana Dominguez</b> Aspire Realty Group, Little Rock	\$36.42 mil.
17	<b>Jon Moore</b> Halsey Thrasher Harpole Real Estate Group, Jonesboro	\$34.52 mil.
18	<b>Lisa Attwood</b> Lunsford & Associates Realty Co., White Hall	\$34.11 mil.
19	<b>Doug Gibson</b> Crye-Leike Realtors, Rogers	\$33.53 mil.
20	<b>Somer Adams</b> Lindsey & Associates Inc., Rogers	\$32.68 mil.
21	<b>Evelyn Dean</b> Re/Max Elite, Conway	\$32.57 mil.
22	<b>Tami Davis</b> PorchLight Realty, Cabot	\$32.34 mil.
23	<b>Melanie Gabel</b> Lindsey & Associates Inc., Fayetteville	\$32.21 mil.
24	<b>Chase White</b> Collier & Associates, Bentonville	\$31.65 mil.
25	<b>Michael Hodges</b> Keller Williams Market Pro Realty, Bentonville	\$30.32 mil.
26	<b>Joey Peglar</b> Peglar Real Estate Group, Mountain Home	\$30.31 mil.
27	<b>Terri Summers</b> Crye-Leike Realtors, Bryant	\$30.02 mil.
28	<b>Mandy Knaack</b> PorchLight Realty, Cabot	\$29.24 mil.
29	<b>Brandi Mallard</b> Collier & Associates, Rogers	\$28.50 mil.
30	<b>Sean T. Morris</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$28.16 mil.
31	<b>Shelli Stine</b> Epic Real Estate, Little Rock	\$28.00 mil.
32	<b>Conley Golden</b> The Janet Jones Co., Little Rock	\$27.17 mil.
33	<b>Laura Davis</b> Re/Max Elite, Conway	\$26.78 mil.
34	<b>John Carpenter</b> Lindsey & Associates Inc., Fayetteville	\$26.70 mil.
35	<b>Lawson Maddox</b> Arkansas Land & Realty, Little Rock	\$26.63 mil.
36	<b>Nate Lipsky</b> Halsey Thrasher Harpole Real Estate Group, Jonesboro	\$26.09 mil.
37	<b>Kevin Watson</b> Re/Max Elite, Conway	\$25.83 mil.
38	<b>Martha Haguewood</b> Lindsey & Associates Inc., Fayetteville	\$25.40 mil.
39	<b>Hayley Harper Wreyford</b> Lunsford & Associates Realty Co., White Hall	\$24.90 mil.

	Agent Agency	2022 Sales
40	<b>Leah Brown</b> ERA Doty Real Estate/ERA Team Real Estate, Conway	\$24.65 mil.
41	<b>Susie Burns</b> Re/Max of Hot Springs Village, Hot Springs Village	\$24.28 mil.
42	<b>Tammy K. Landry</b> Landry Greers Ferry Lake Realty, Fairfield Bay	\$24.02 mil.
43	<b>Amanda Elrod</b> Coldwell Banker RPM Group, Saline County	\$23.71 mil.
44	<b>Jody Huffmaster</b> Re/Max Real Estate Connection, Cabot	\$23.59 mil.
45	<b>Marcus Necessary</b> Weichert Realtors-The Griffin Co., Bentonville	\$23.50 mil.
46	<b>Caryn Creech</b> Rich Realty, Batesville	\$23.11 mil.
47	<b>Beth Crockett</b> Coldwell Banker Village Communities, Jonesboro	\$22.81 mil.
48	<b>Jane Hollansworth</b> Re/Max of Hot Springs Village, Hot Springs Village	\$22.49 mil.
49	<b>Shelly McDonald</b> Hot Springs 1st Choice Realty, Hot Springs	\$22.02 mil.
50	<b>Buffie Howard</b> Truman Ball Real Estate, Bryant	\$21.88 mil.
51	<b>Toni Knowles</b> Crye-Leike Realtors, Bryant	\$21.58 mil.
52	<b>Dauna Powell</b> Peglar Real Estate Group, Mountain Home	\$21.52 mil.
53	<b>Brooksie Felty Hartness</b> Image Realty of NE Arkansas, Paragould	\$21.38 mil.
54	<b>Jennifer Huffaker</b> Coldwell Banker Harris McHaney & Faucette, Bentonville	\$21.37 mil.
55	<b>John Coger</b> Collier & Associates, Fayetteville	\$21.01 mil.
56	<b>Eden Mejia-Ashburn</b> Collier & Associates, Rogers	\$20.65 mil.
57	<b>Sue Ann Strait</b> River Valley Realty, Russellville	\$19.82 mil.
58	<b>Linda O'Brien</b> Re/Max Real Estate Connection, Cabot	\$19.81 mil.
59	<b>Blake Smith</b> Lindsey & Associates Inc., Fayetteville	\$19.78 mil.
60	<b>Beau Durbin</b> ESQ. Realty Group, Hot Springs	\$19.70 mil.
61	<b>Jennifer Castro</b> Keller Williams Market Pro Realty, Bentonville	\$19.69 mil.
62	<b>TJ Mohler</b> Mohler NWA Homes, Fayetteville	\$19.67 mil.
63	<b>Scott Waymire</b> Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	\$19.13 mil.
64	<b>Brad Miles</b> Crye-Leike Realtors, North Little Rock	\$18.97 mil.
65	<b>Tina Waggener</b> Weichert Realtors-The Griffin Co., Bentonville	\$18.89 mil.
66	<b>Lain Rodgers</b> Trademark Real Estate, Hot Springs	\$18.54 mil.
67	<b>Nedra Plumlee</b> Crye-Leike Realtors, Hot Springs	\$18.41 mil.
68	<b>Jean Lance</b> Crye-Leike Realtors, Bentonville	\$18.36 mil.
69	<b>Nishanthi Abeyagunawardene</b> Coldwell Banker Harris McHaney & Faucette, Rogers	\$18.22 mil.
70	<b>Gary Harpole</b> Halsey Thrasher Harpole Real Estate Group, Jonesboro	\$18.20 mil.
71	<b>Beckie Seba</b> Weichert Realtors-The Griffin Co., Bentonville	\$18.19 mil.
72	<b>Rebecca Smith</b> The Janet Jones Co., Little Rock	\$18.00 mil.
73	<b>Alicia Averitt Haley</b> PorchLight Realty, North Little Rock	\$17.93 mil.
74	<b>Allison Pickell</b> Coldwell Banker RPM Group, Little Rock	\$17.87 mil.
75	<b>Jennifer Welsh</b> Crye-Leike Realtors, Gentry	\$17.78 mil.
76	<b>Michael Sims</b> Bassett Mix & Associates Inc., Fayetteville	\$17.34 mil.
77	<b>Matt Hershberger</b> Peglar Real Estate Group, Mountain Home	\$17.18 mil.
78	<b>Tiffany Cox</b> Coldwell Banker Harris McHaney & Faucette, Bentonville	\$17.15 mil.



# Top Real Estate Agents

Ranked by 2022 individual sales volume

	Agent Agency	2022 Sales
79	<b>Patricia Bollier</b> Re/Max of Hot Springs Village, Hot Springs Village	\$17.11 mil.
80	<b>David Mix</b> Bassett Mix & Associates Inc., Fayetteville	\$17.09 mil.
81	<b>Misti Holland</b> Crye-Leike Realtors, Benton	\$17.08 mil.
82	<b>Michele Phillips</b> Michele Phillips & Co. Realtors, Sherwood	\$16.77 mil.
83	<b>Margaret Hughes</b> The Property Group, Little Rock	\$16.76 mil.
84	<b>Marcy Chavez</b> Weichert Realtors-The Griffin Co., Springdale	\$16.73 mil.
85	<b>Wesley A. Wood</b> eXp Realty, Mountain Home	\$16.62 mil.
86	<b>Jill Marley</b> Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	\$16.62 mil.
87	<b>Frank Yang</b> Keller Williams Realty, Little Rock	\$16.46 mil.
88	<b>Layne Penfield</b> Baxley-Penfield-Moudy Realtors, Bryant	\$16.38 mil.
89	<b>Melissa Lax</b> Hot Springs Realty, Hot Springs	\$16.31 mil.
90	<b>Jerry Dou</b> Collier & Associates, Bentonville	\$16.19 mil.
91	<b>Darohnn Pender</b> Re/Max Real Estate Results, Bentonville	\$16.17 mil.
92	<b>Christine Cook</b> Collier & Associates, Fayetteville	\$16.17 mil.
93	<b>Jackson Williams</b> Weichert Realtors-The Griffin Co., Fayetteville	\$15.90 mil.
94	<b>Misty Barnes</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$15.89 mil.
95	<b>Dave Armstrong</b> Crye-Leike Realtors, Bella Vista	\$15.64 mil.
96	<b>Amber Nye</b> Coldwell Banker Harris McHaney & Faucette, Rogers	\$15.59 mil.
97	<b>Jay Calhoun</b> Signature Properties, Little Rock	\$15.55 mil.
98	<b>Chuck Simmons</b> Coldwell Banker Harris McHaney & Faucette, Rogers	\$15.43 mil.
99	<b>Tom Joseph</b> Weichert Realtors-The Griffin Co., Springdale	\$15.42 mil.
100	<b>Becky Finney</b> Keller Williams Realty, Little Rock	\$15.40 mil.
101	<b>Adam Steenken</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$15.36 mil.
102	<b>Scott Deaton</b> Deaton Group Realty, North Little Rock	\$15.06 mil.
103	<b>Susan Neaville</b> Re/Max Advantage Realtors, Searcy	\$14.83 mil.
104	<b>Michael Ford</b> Coldwell Banker Heritage Homes, West Memphis	\$14.79 mil.
105	<b>Nancy Bergeron</b> Keller Williams Realty, Hot Springs	\$14.68 mil.
106	<b>Joel Treat</b> Weichert Realtors-The Griffin Co., Springdale	\$14.65 mil.
107	<b>Dana Kellerman</b> Coldwell Banker RPM Group, Maumelle	\$14.63 mil.
108	<b>Nicki Rogers</b> Lindsey & Associates Inc., Rogers	\$14.62 mil.
109	<b>Deb Castleman</b> Moore & Co. Realtors, Clarksville	\$14.57 mil.
110	<b>Kim Walker</b> Trademark Real Estate, Hot Springs	\$14.57 mil.
111	<b>Valerie Moran</b> Crye-Leike Realtors, Little Rock	\$14.56 mil.
112	<b>Phillip Shephard</b> Collier & Associates, Fayetteville	\$14.40 mil.
113	<b>Matthew Dickhut</b> Collier & Associates, Fayetteville	\$14.36 mil.
114	<b>George Dooley</b> Trademark Real Estate, Hot Springs	\$14.32 mil.

	Agent Agency	2022 Sales
115	<b>Linda Williams</b> Re/Max Real Estate Today, Marion	\$14.27 mil.
116	<b>Staci Medlock</b> Re/Max Elite, North Little Rock	\$14.18 mil.
117	<b>Kelly Tedder</b> PorchLight Realty, Cabot	\$14.05 mil.
118	<b>Tonya Perkins</b> PorchLight Realty, Cabot	\$14.03 mil.
119	<b>Jena Vansickle</b> Re/Max Real Estate Today, Marion	\$13.86 mil.
120	<b>Amanda White</b> Re/Max Elite, Benton	\$13.83 mil.
121	<b>Sheryl Carman</b> Coldwell Banker Harris McHaney & Faucette, Bentonville	\$13.83 mil.
122	<b>Tim Walker</b> Peglar Real Estate Group, Mountain Home	\$13.71 mil.
123	<b>Sarah Taldo-Brothers</b> Weichert Realtors-The Griffin Co., Springdale	\$13.53 mil.
124	<b>Hollie Byers</b> Bradford & Udouj Realtors, Fort Smith	\$13.51 mil.
125	<b>Kim Robbins</b> Coldwell Banker RPM Group, Little Rock	\$13.38 mil.
126	<b>Matty Ross</b> The Charlotte John Co., Little Rock	\$13.35 mil.
127	<b>Peggy Lucero</b> Re/Max Associates, Fayetteville	\$13.32 mil.
128	<b>Ashley Cook</b> Gateway Properties, Batesville	\$13.21 mil.
129	<b>Susan Reynolds</b> The Janet Jones Co., Little Rock	\$13.15 mil.
130	<b>Archie VanGorder</b> Hot Springs 1st Choice Realty, Hot Springs	\$13.13 mil.
131	<b>Stephanie Hurst</b> Coldwell Banker RPM Group, West Little Rock	\$13.09 mil.
132	<b>Katherine Hudson</b> Keller Williams Market Pro Realty, Fayetteville	\$12.99 mil.
133	<b>Bobbie Miller</b> Bradford & Udouj Realtors, Fort Smith	\$12.91 mil.
134	<b>Chad O'Malley</b> Collier & Associates, Bentonville	\$12.68 mil.
135	<b>Lisa Darling</b> Keller Williams Market Pro Realty, Fayetteville	\$12.61 mil.
136	<b>Jana Wrenay Elkins</b> Lindsey & Associates Inc., Fayetteville	\$12.58 mil.
137	<b>Will Henley</b> ERA Doty Real Estate/ERA Team Real Estate, Conway	\$12.58 mil.
138	<b>Kenny Van Patten</b> Coldwell Banker RPM Group, Little Rock	\$12.43 mil.
139	<b>Trey Clifton</b> Arkansas Land & Realty, Little Rock	\$12.39 mil.
140	<b>Haley Ward</b> Truman Ball Real Estate, Bryant	\$12.34 mil.
141	<b>Libby Utley</b> Re/Max Elite, North Little Rock	\$12.34 mil.
142	<b>Jose L. Colunga</b> Dalrymple Real Estate, Searcy	\$12.29 mil.
143	<b>Ashley Cifreo</b> Michele Phillips & Co. Realtors, Sherwood	\$12.25 mil.
144	<b>Sherry Hardie</b> Coldwell Banker Harris McHaney & Faucette, Rogers	\$12.15 mil.
145	<b>Jim Harbour</b> Re/Max of Hot Springs Village, Hot Springs Village	\$12.08 mil.
146	<b>Ray Heflin</b> Lindsey & Associates Inc., Fayetteville	\$11.91 mil.
147	<b>Tammy Browning</b> Trademark Real Estate, Hot Springs	\$11.90 mil.
148	<b>Stewart Nance</b> Weichert Realtors-The Griffin Co., Springdale	\$11.88 mil.
149	<b>Tracy Gill</b> Coldwell Banker RPM Group, Maumelle	\$11.88 mil.
150	<b>Mindy Foster</b> Collier & Associates, Farmington	\$11.82 mil.

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