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## UPSCALE REAL ESTATE IN ARKANSAS



Most expensive homes in Pulaski,  
Benton & Washington counties [P6-13]

The state's top real estate agencies,  
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# Pulaski County’s Most Expensive Homes

By Mark Friedman  
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Sales of luxury homes in Pulaski County shattered records in 2020, with 44 homes sold for \$1 million or more. Up from 34 in 2019, it was the biggest yearly crop since *Arkansas Business* began tracking million-dollar home sales in 2004. In 2012, the low point in our survey, just 13 million-dollar homes were sold. “The robust economy and the lower interest rates helped sales across all price points,” said Jon Underhill, who sells upscale homes through his own agency in Little Rock. In addition to low interest rates, new loan packages offering higher loan-to-value ratios are creating opportunities. The COVID-19 pandemic helped fuel the real estate industry, as employees

transferred from offices and began working from home starting in the middle of March 2020. The pandemic “has forced people to concentrate on their homes and examine how they want to live,” Underhill said. “In the past year, the way families use their home has also changed. The home office has become a must-have room.” Of the 44 homes sold for \$1 million or more in 2020, only three were sold before March 15. Buyers of luxury homes are looking for livability, with higher-end finishes and smart home technology, Underhill said. Outdoor entertainment areas should include an outdoor kitchen, covered spaces with a fireplace “and a fantastic pool and patio,” Underhill said. And, of course, location is always paramount. Generation X and millennials, people

born between 1965 and 1996, now represent the largest share of the seven-figure homebuyers in Pulaski County. “Those buyers are more discerning and have to compete more aggressively since fewer homes are on the market,” Underhill said. The strong housing market is expected to continue this year, because of the improving economy, low mortgage rates and aggressive measures to get people vaccinated. “Our biggest challenge will be the lack of good inventory,” Underhill said. “Currently we have less than 50% of the higher end homes for sale than we had last year.” 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 2020 and their buyers. ■



## Pulaski County Home Sales of \$1 Million or More in 2020

Ranked by price

Price	Buyer(s)	Seller(s)	Neighborhood*	SF	Date Sold	Year Built
\$3.35 mil.	AEEA Crestwood Trust, led by Lauren Landers	Lee and Molly Owens	Cliffewood	7,507	Sept. 15	2016
\$2.40 mil.	1822 Shadow Lane Trust, led by Beau Blair	Jackson Clay Hunter Revocable Living Trust	Shadowlawn	5,893	July 6	1928
\$2.00 mil.	John and Sandra Marshall	Lauren Elizabeth Landers Revocable Trust	Chenal Circle	7,911	Sept. 11	1992
\$2.00 mil.	Gerry Bess LLC, led by Craig and Elizabeth Campbell	Jonathan Ryan Newcomb and William W. Smith	Overlook Park	5,977	Oct. 30	1969
\$1.73 mil.	Michael and Janet Huckabee, trustees of the Angus B. Wiles Trust	Thomas and Linda Case, trustees of the Thomas Weldon Case & Linda Marie Case Living Revocable Trust	Somersett Estates**	8,613	Dec. 17	2001
\$1.68 mil.	Michael Hilburn and Carla Gamarra-Hilburn	Joey and Leslie Wiggins	Chenal Downs	6,662	May 14	2014
\$1.60 mil.	Stanley and Catherine Payne	Kimberly and Russ McDonough III	Country Club	5,995	June 9	2012
\$1.55 mil.	Larry E. Golden & Deborah S. Golden Revocable Trust	Sorrells Joint Revocable Trust, led by Kent and Melissa Sorrells	Sherrill Heights	4,948	April 2	1954
\$1.42 mil.	K.3.B. Property Management LLC, led by Kim Smith	Joseph and Dana Kleine	Hickory Hills	9,143	Oct. 16	1994
\$1.40 mil.	Anna Marie Privratsky and Bradley Fogel	Randy Wright Builders LLC	Woodlands Edge	6,815	May 22	2020
\$1.40 mil.	Dean and Allison Hudson	William and Marilyn Stanley	Germay Court	6,193	Dec. 1	2013
\$1.40 mil.	2 Edgehill LLC, led by Andrew and Jenny Faulkner	Two Edgehill Residence Trust, led by Lauren Landers	Edgehill	4,744 †	Sept. 10	1920
\$1.36 mil.	Benjamin and Ashley Davis	Randy Wright Builders LLC	Woodlands Edge	5,214	Aug. 14	2020
\$1.35 mil.	James and Laura Graham	Lee and Sara Jones	Near Ferndale**	4,997	Dec. 8	2007
\$1.35 mil.	18 Sunset Drive Trust	Steven W. Quattlebaum	Pinnacle Point#	3,302	Sept. 1	1955
\$1.34 mil.	David Brogdon Living Trust	Mark McMurry	Beau Vue Estates	6,645	June 25	2010
\$1.33 mil.	The Charles & Constance Smith Family Trust	John Day	Country Club	5,452	June 5	2006
\$1.32 mil.	Joseph Folen IV	Richard and Patricia Elimon	Park Hill##	12,449	Jan. 21	2010
\$1.30 mil.	Richard and Ellen Sandor	Duane and Angela Birkey	Overlook Park	6,385	Oct. 30	2009
\$1.30 mil.	Lance and Amy Burns	David and Linda Hargis	Pleasant Valley	5,736	July 15	1976
\$1.30 mil.	Melissa and John Mark Saviers	Mac and Pat Dodson	Country Club	4,470	May 1	1950
\$1.30 mil.	Steve and Sandra Landers	Carolyn Kirkpatrick	Hickory Creek	5,180	May 1	2002
\$1.30 mil.	Bear Den Real Estate LLC, led by Clinton McDonald	Bottin Family Real Estate LLC, led by Jim Bottin	Sologne Circle	4,724	June 20	2013
\$1.30 mil.	Allison and Gary Nash Jr.	Curt and Jean Hagedorn	Longfellow	3,792	Jan. 9	1984
\$1.28 mil.	Wiggins Family Real Estate Holdings LLC, led by Joey and Leslie Wiggins	Shane Johnson	Orle	6,169	May 29	2015
\$1.27 mil.	Stonegate Trust	JCJ Holdings LLC, led by Jon James	Shadowlawn	3,707	Oct. 27	1929
\$1.25 mil.	David Nagy	Gene Ludwig	Valley Falls Estates	7,382	April 8	2004
\$1.25 mil.	Susanne Clinton	David and Amy White	Heritage Place**	5,878	April 10	2017
\$1.25 mil.	HMH Trust, led by Shevawn and Harry Hastings IV	David and Janna Knight	Palisade Estates#	4,700	April 2	1949
\$1.22 mil.	Christopher Scott & Beth H. Roberts Joint Living Trust	Jeff Fuller Homes LLC	Cliffewood	4,500	March 27	2020
\$1.20 mil.	Oak Shadow Lane LLC	Lauren and Donald Blair Jr.	Shadowlawn	3,606	June 30	1928
\$1.18 mil.	Julie Hagood	Brandon and Brittany Huffman	Orle	5,533	Oct. 9	2011
\$1.18 mil.	Aisa Trust, led by Sadiq and Shirin Ali	Adele and Robert Berry	Two Rivers Harbor	4,994	July 17	2012
\$1.16 mil.	James and Jill Gibson	Russell and Sarah Brantley	Forest Heights	3,848	Oct. 1	1949
\$1.15 mil.	Anthony and Rosanne Pignio	Christopher and Julie Mehlin	Heights area	4,876	Sept. 8	2020
\$1.15 mil.	Jeff Fuller Homes LLC	Beverly Baird Coleman	Country Club Heights	4,551	Aug. 6	1965
\$1.14 mil.	LACA Real Estate Holdings LLC, led by Brent and Dorothy Moss	Jeff Fuller Homes LLC	Heights area	4,749	Sept. 2	2019
\$1.12 mil.	Pete and Nancy Price	Samuel and Cheryl Freeze	Germay Court	4,901	Oct. 2	2005
\$1.10 mil.	Jeffrey and Dona Boone	Jeff Fuller Homes LLC	Hallen Court	5,500	Dec. 15	2020
\$1.10 mil.	Matthew and Lacey Parker	Jeff Fuller Homes LLC	Country Club	4,245	Aug. 14	2020
\$1.09 mil.	Jason and Virginia Waters	Tejas and Mauli Patel	Pleasant Valley	6,520	Nov. 12	1972
\$1.05 mil.	Alejandra and Bobby Boyanton Jr.	Rebecca Lee Jones and Robert Lemberes	Woodlands Edge	5,233	Sept. 28	2019
\$1.05 mil.	Lincoln Family Revocable Trust, led by Stephen and Blanche Lincoln	Louis John Schaufele Jr. Family Trust	Canal Pointe	4,159	Feb. 26	1995
\$1.03 mil.	Arthur and Mary Cyrus	Connie Wilkerson	Waldenwood**	5,008	Aug. 14	2009

\*In Little Rock unless otherwise noted. \*\*West Pulaski County #Cammack Village ##North Little Rock †Subsequently razed

Sources: Interviews and public real estate records





PHOTO BY JASON BURT

## 1) \$3.35 Million

**Buyer:** AEEA Crestwood Trust, led by Lauren Landers

**Sellers:** Lee and Molly Owens

**Neighborhood:** Cliffewood

**Date Sold:** Sept. 15

**Year Built:** 2016

**SF:** 7,507

This \$3.35 million home was touted as having “the ultimate atmosphere for extraordinary family living and the most fabulous setting for entertaining,” according to the real estate website Zillow. The 7,507-SF house features a wine cellar and elevator. Lauren Landers is the widow of Scott Landers, who died at the age of 35 on Jan. 8, 2020. Scott Landers was the managing partner of the Steve Landers automotive dealerships. He worked with his father, Steve Landers, and brother, Steve Landers Jr., in the family auto business before partnering with the Luther Automotive Group of Minneapolis in 2014. ■



PHOTO BY JASON BURT

## 2) \$2.4 Million

**Buyer:** 1822 Shadow Lane Trust, led by Beau Blair

**Seller:** Jackson Clay Hunter Revocable Living Trust

**Neighborhood:** Shadowlawn

**Date Sold:** July 6

**Year Built:** 1928

**SF:** 5,977

Beau Blair was attracted to the Shadowlawn neighborhood. “We just absolutely loved that street,” said Blair, the COO and executive vice president of McLarty Diversified Holdings. Blair said he and his family lived on the street for years before buying the three-story brick, stone and stucco home with five bedrooms and six fireplaces. The backyard has two fireplaces, an outdoor living area and covered screen porches. Blair and MDH CEO Franklin McLarty recently went to market with a \$276 million special purpose acquisition company, MDH Acquisition Corp., which began trading on the New York Stock Exchange on Feb. 2. Blair has worked in corporate finance since 1994. ■



PHOTO BY JASON BURT

## 3) \$2 Million

**Buyers:** John and Sandra Marshall

**Seller:** Lauren Elizabeth Landers Revocable Trust

**Neighborhood:** Chenal Circle

**Date Sold:** Sept. 11

**Year Built:** 1992

**SF:** 7,911

John and Sandra Marshall bought this \$2 million home in Chenal, which sits on a lot of more than 1 acre. The house features a pool and verandas, according to Zillow. The house is on the 18th and ninth green on Chenal's Founders Course, Zillow said. “This French Country European style is a dream home,” Zillow said. Sandy Marshall is the daughter of Chuck and Anita Middleton, who founded Middleton Heat & Air of Bryant, one of Arkansas' largest heating, ventilation and air-conditioning companies. John Marshall is president of the consulting company Coastal Partners Inc. of Little Rock. His LinkedIn profile said he's a board adviser and energy sector consultant. Sandy Marshall is listed as the vice president of Coastal Partners. ■



PHOTO BY JASON BURT

## 3) \$2 Million

**Buyer:** Gerry Bess LLC, led by Craig and Elizabeth Campbell

**Sellers:** Jonathan Ryan Newcomb and William W. Smith

**Neighborhood:** Overlook Park

**Date Sold:** Oct. 30

**Year Built:** 1969

**SF:** 5,977

Gerry Bess LLC, led by Craig and Elizabeth Campbell, bought this \$2 million home in October. The home features four bedrooms and five bathrooms and a pool in the backyard. Elizabeth Campbell, the co-founder and co-chairman of the Stephens Group, a private equity firm based in Little Rock, is the daughter of W.R. “Witt” Stephens Sr., who founded the independent financial services firm, Stephens Inc. of Little Rock. She has spent more than 25 years working with the combined Stephens family businesses, according to the Stephens Group website. ■





5)

\$1.73 Million

**Buyers:** Michael and Janet Huckabee, trustees of the Angus B. Wiles Trust  
**Sellers:** Thomas and Linda Case, Trustees of the Thomas Weldon Case and Linda Marie Case Living Revocable Trust  
**Neighborhood:** Somerset Estates, west Pulaski County  
**Date Sold:** Dec. 17  
**Year Built:** 2001  
**SF:** 8,613

Mike and Janet Huckabee, trustees of the Angus B. Wiles Trust, purchased this \$1.73 million home in the Somerset Estates neighborhood of west Pulaski County. The home sits on 5 acres and has a carriage house along with a pool house. Mike Huckabee was the Republican governor of Arkansas from 1996 to 2007 and ran twice for president. A conservative commentator, Huckabee hosts a program on TBN. He recently sold his Santa Rosa Beach residence in Florida for \$9.4 million. He is expected to help his daughter, Sarah Huckabee Sanders, a former White House press secretary, in her campaign for Arkansas governor. ■



6)

\$1.68 Million

**Buyers:** Michael Hilburn and Carla Gamarra-Hilburn  
**Sellers:** Joey and Leslie Wiggins  
**Neighborhood:** Chenal Downs  
**Date Sold:** May 14  
**Year Built:** 2014  
**SF:** 6,662

Michael Hilburn and Dr. Carla Gamarra-Hilburn bought this completely renovated luxury home in Chenal Downs in May. One of the highlights is a heated beach-entry pool, Zillow said. The 6,662-SF home also has a wine cellar and two laundry rooms. The master bath-room also has heated marble floors, a soaker tub and luxury spa shower. Gamarra-Hilburn's primary specialty is internal medicine. She received her license to practice medicine in Arkansas in April 2020. Michael Hilburn is president of King City Forwarding USA of Floyds Knobs, Indiana, according to his LinkedIn profile. King City Forwarding is an international freight forwarder that specializes in the exportation of lumber, logs and veneer. ■



7)

\$1.6 Million

**Buyers:** Stanley and Catherine Payne  
**Sellers:** Kimberly and Russ McDonough III  
**Neighborhood:** Country Club  
**Date Sold:** June 9  
**Year Built:** 2012  
**SF:** 5,995

Stanley and Catherine Payne bought the three-story home near the Country Club of Little Rock in June. The main level has a "spacious family room" that opens to a gourmet kitchen, according to Zillow. It also features a wood-paneled office and game room. The house has five bedrooms, each with its own bathroom, and highlights a covered patio with a fireplace. Stan Payne is senior executive vice president at Stephens Insurance of Little Rock. He joined the firm in 2009, according to the company's website. Between 2012 and 2019 he was executive vice president and the director of property and casualty. Payne continues to lead a team that provides insurance brokerage and risk management services to Fortune 1,000 and large private companies, the website says. ■



8)

\$1.55 Million

**Buyer:** Larry E. Golden & Deborah S. Golden Revocable Trust  
**Seller:** Sorrells Joint Revocable Trust, led by Kent and Melissa Sorrells  
**Neighborhood:** Sherrill Heights  
**Date Sold:** April 2  
**Year Built:** 1954  
**SF:** 4,948

This midcentury modern residence was remodeled within the last five years "to complement the spectacular natural setting," according to Zillow. The Larry E. Golden & Deborah S. Golden Revocable Trust purchased the \$1.55 million home in April. The home in the Sherrill Heights neighborhood features floor-to-ceiling windows and a gourmet kitchen with a tile backsplash imported from Italy. Larry Golden owns the auto body repair shop Golden Collision Center of Little Rock. He has a degree in psychology from the University of Arkansas at Little Rock. He is a member of the UA-Little Rock board of visitors, which advises the school's chancellor and the president of the board of the University of Arkansas System. ■





9)

\$1.42 Million

**Buyer:** K.3.B. Property Management LLC, led by Kim Smith  
**Sellers:** Joseph and Dana Kleine  
**Neighborhood:** Hickory Hills  
**Date Sold:** Oct. 16  
**Year Built:** 1994  
**SF:** 9,143

Kim Smith said she looked for about a year before finding this \$1.42 million home. Built by renowned Little Rock homebuilder Jack Hartsell, the house has six bedrooms, six full bathrooms and three half bathrooms, Smith, the managing director of K.3.B. Property Management LLC, said via email. “We took out a wall between the kitchen and great room which has 40-foot cathedral ceilings that really opens the space up for entertaining,” said Smith, who is in the finance and private equity industry. The backyard with its pool, a pool house “and expansive flagstone decking provide a great area for entertaining,” Smith said. “The covered patio has a fireplace with a TV so it is a nice area to sit and relax.” ■



10)

\$1.4 Million

**Buyers:** Anna Marie Privratsky and Bradley Fogel  
**Seller:** Randy Wright Builders LLC  
**Neighborhood:** Woodlands Edge  
**Date Sold:** May 22  
**Year Built:** 2020  
**SF:** 6,815

Drs. Anna Marie Privratsky and Bradley Fogel bought this new home that was built in 2020 from Randy Wright Builders LLC of Little Rock. Privratsky is a trauma surgeon at the University of Arkansas for Medical Sciences Medical Center. She also is an assistant professor in the Division of Trauma, Critical Care & Acute Care Surgery, according to the UAMS Health website. She received her doctor of osteopathic medicine degree from the Texas College of Osteopathic Medicine in Fort Worth. She completed her general surgery internship and residency as well as her surgical critical care fellowship at UAMS, the website said. Fogel is a pathologist practicing at Arkansas Pathology Associates PA of Little Rock. ■



10)

\$1.4 Million

**Buyers:** Dean and Allison Hudson  
**Sellers:** William and Marilyn Stanley  
**Neighborhood:** Germay Court  
**Date Sold:** Dec. 1  
**Year Built:** 2013  
**SF:** 6,193

Allison and Dean Hudson had been house hunting for a couple of days when they found this four-bedroom, four-bathroom house on Germay Court. “I’m originally from Newport, but we were moving from Florida,” Allison Hudson said. The 6,193-SF house fit what they were searching for: “It was on a golf course in a golf course community,” she said. The house sits on hole No. 5 on Bear Den Course at the Chenal Country Club. The house features an open floor plan, and a “nice, outdoor backyard living space, which was another thing that was big on our list,” she said. The couple is retired. Dean Hudson was the chief accounting officer of the energy company Southern Co. of Atlanta. Allison Hudson was an attorney at the law firm Troutman Sanders LLP in Atlanta. ■



10)

\$1.4 Million

**Buyer:** 2 Edgehill LLC, led by Andrew and Jenny Faulkner  
**Seller:** Two Edgehill Residence Trust, led by Lauren Landers  
**Neighborhood:** Edgehill  
**Date Sold:** Sept. 10

2 Edgehill LLC, led by Andrew and Jenny Faulkner, bought the \$1.4 million home from Two Edgehill Residence Trust, led by Lauren Landers. The house has been razed and construction on the new house is underway. The new three-story home will be 10,000 SF with five bedrooms and a four-car garage, a trophy room, safe and exercise room, according to the city of Little Rock’s Planning & Development Department. Andrew Faulkner is the owner and CEO of Staley Technologies in Little Rock, which provides technology services to the hospitality, retail, manufacturing and health care industries. He earned his bachelor’s degree from the University of Arkansas at Fayetteville and law degree from the Bowen School of Law in Little Rock. ■



# Top Residential Real Estate Agencies

Ranked by 2020 sales volume

	Agency Address Phone, Website	2020 Sales Volume Total Units	No. of Licensed Agents/Brokers \$2 million+ 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	\$1.19 bil. 5,934	494 154	Bella Vista, Benton, Bentonville, Bryant, Cabot, Conway, Fayetteville, Gentry, Hot Springs, Jonesboro, Marion, Maumelle, North Little Rock, Rogers, Springdale	Central, east and northwest Arkansas	<b>Harold E. Crye</b>
2	<b>Keller Williams Market Pro Realty</b> 3801 Johnson Mill Blvd., Fayetteville 72704 (479) 718-2800, livenwa.com	\$946.28 mil. 3,555	338 95	Bentonville	Northwest Arkansas	<b>Jody Hendrix</b>
3	<b>Coldwell Banker Harris McHaney &amp; Faucette</b> 3593 N. College Ave., Fayetteville 72703 (479) 521-6106, cbhmf.com	\$800.74 mil. 2,991	312 96	Bentonville, Fayetteville, Rogers	Northwest Arkansas, southwest Missouri, northeast Oklahoma	<b>Pat Harris</b>
4	<b>Lindsey &amp; Associates</b> 1200 E. Joyce Blvd., Fayetteville 72703 (479) 521-6611, lindsey.com	\$676.49 mil. 2,160	245 78	Rogers	Northwest Arkansas, Missouri, Oklahoma	<b>John David Lindsey</b>
5	<b>Coldwell Banker RPM Group</b> 1501 N. University Ave., Suite 800, Little Rock 72207 (501) 664-1775, cbrpmgroup.com	\$577.08 mil. 2,781	261 84	Cabot, Conway, Hot Springs, Maumelle, North Little Rock, Saline County, West Little Rock	Central Arkansas	<b>Robin Miller</b>
6	<b>Weichert Realtors-The Griffin Co.</b> 5100 S. Thompson St., Springdale 72764 (479) 756-1003, weichertgriffin.com	\$533.97 mil. 2,099	225 76	Bentonville, Fayetteville, Fort Smith	Northwest Arkansas, Arkansas River Valley, southwest Missouri, northeast Oklahoma	<b>Gary G. Griffin</b>
7	<b>Re/Max Elite</b> 11324 Arcade Drive, Suite 23, Little Rock 72212 (501) 291-3841, selling-arkansas.com	\$495.05 mil. 2,515	173 66	Benton, Conway, North Little Rock	Central Arkansas	<b>Keith Pike</b>
8	<b>Keller Williams Realty</b> 12814 Cantrell Road, Little Rock 72223 (501) 907-5959, kwlittlerock.com	\$377.66 mil. 1,832	267 41	Conway, Mena	Central Arkansas	<b>Shirley Worthy</b>
9	<b>iRealty Arkansas</b> 11621 Rainwood Road, Suite 4, Little Rock 72212 (501) 224-3900, irealtyarkansas.com	\$363.48 mil. 1,771	179 57	Benton, Cabot, Sherwood, Hot Springs, Sheridan, Conway	Central Arkansas	<b>Kristen Kennon</b>
10	<b>Trademark Real Estate</b> 4262 Central Ave., Suite D, Hot Springs 71913 (501) 318-3200, trademarkrealestate.com	\$304.71 mil. 1,391	60 45	Hot Springs Village	Bismarck, Hot Springs, Hot Springs Village, Malvern	<b>Lorna Nobles</b>
11	<b>Collier &amp; Associates</b> 2558 E. Mission Blvd., Suite 102, Fayetteville 72703 (479) 274-0662, collierandassociate.com	\$298.79 mil. 1,226	122 44	Bentonville	Northwest Arkansas	<b>Stuart Collier</b>
12	<b>The Janet Jones Co.</b> 7915 Cantrell Road, Little Rock 72227 (501) 224-3201, janetjones.com	\$291.22 mil. 733	38 31		Little Rock, Maumelle, North Little Rock	<b>Janet Jones</b>
13	<b>Re/Max Real Estate Results</b> 3103 SE Moberly Lane, Bentonville 72712 (479) 271-9595, wearenwa.com	\$265.71 mil. 1,161	64 43	Centerton, Springdale	Northwest Arkansas, southwest Missouri	<b>Kim Minor</b>
14	<b>ERA Doty/TEAM Real Estate</b> 2529 S. Caraway Road, Jonesboro 72401 (870) 932-0731, eradotyrealestate.com	\$242.43 mil. 1,364	114 42	Conway, Flippin, Hot Springs, Paragould	44 counties across northern Arkansas	<b>J. Stephen Doty Kelli Small Telicia Perry Christine Durham Elizabeth Cupp</b>
15	<b>PorchLight Realty</b> 203 Dakota Drive, Suite A, Cabot 72023 (501) 286-6025, porchlightar.com	\$215.76 mil. 1,220	29 22	North Little Rock	Austin, Beebe, Cabot, Jacksonville, Little Rock, Maumelle, North Little Rock, Sherwood, Ward	<b>James Knaack Jr. Mandy Knaack</b>
16	<b>Keller Williams Platinum Realty</b> 7301 Phoenix Ave., Fort Smith 72903 (479) 434-3000, kwfortsmith.com	\$188.29 mil. 1,138	94 28		Fort Smith	<b>Cassie Elwonger Barbie Johnson</b>
17	<b>Baxley-Penfield-Moudy Realtors</b> 3525 Hwy. 5 N., Bryant 72019 (501) 847-5000, bpmrealtors.com	\$181.17 mil. 841	40 29		Benton, Bryant and Saline counties	<b>Tom Baxley</b>
18	<b>Limbird Real Estate Group</b> 5247 W. Metro Park Crossing, Rogers 72758 (855) 755-7653, limbirdteam.com	\$158.44 mil. 618	19 17		Benton and Washington counties	<b>Tara Limbird</b>
19	<b>Coldwell Banker Village Communities</b> 2704 S. Culberhouse St., Suite A, Jonesboro 72401 (870) 935-7800, neahomesearch.com	\$156.57 mil. 743	62 18	Jonesboro	Craighead County	<b>Sue MacDonald-Taylor</b>
20	<b>The Charlotte John Co.</b> 5813 Kavanaugh Blvd., Little Rock 72207 (501) 664-5646, charlottejohn.com	\$156.51 mil. 566	42 40	Conway	Central Arkansas	<b>Charlotte John</b>



# Top Residential Real Estate Agencies

Ranked by 2020 sales volume

	Agency Address Phone, Website	2020 Sales Volume Total Units	No. of Licensed Agents/Brokers \$2 million+ Producers	Branch Offices	Service Area	Primary Broker(s) or Company Head(s)
21	<b>Re/Max of Hot Springs Village</b> 1400 DeSoto Blvd., Hot Springs Village 71909 (888) 828-9478, hotspringsvillagehouses.com	\$155.18 mil. 778	22 16		Fountain Lake, Hot Springs Village, Jessieville and surrounding communities	<b>Clara Nicolosi</b>
22	<b>McKimmey Associates Realtors</b> 5317 JFK Blvd., North Little Rock 72116 (501) 812-3500, mckimmey.com	\$151.35 mil. 978	76 21	Cabot, Little Rock, Maumelle	Central and northwest Arkansas	<b>Byron McKimmey</b>
23	<b>Halsey Thrasher Harpole Real Estate Group</b> 301 W. Washington Ave., Suite 200, Jonesboro 72401 (870) 972-9191, halseythrasherharpole.com	\$145.26 mil. 792	60 23		Craighead, Greene, Mississippi, Lawrence and Poinsett counties	<b>Jerry L. Halsey Jr. Roddy Thrasher Gary Harpole Lisa Benton</b>
24	<b>Bassett Mix &amp; Associates</b> 3263 N. College Ave., Fayetteville 72703 (479) 521-5600, bassettmix.com	\$128.16 mil. 335	37 19		Northwest Arkansas	<b>David Mix Brandy Carr Mary Bassett</b>
25	<b>Peglar Real Estate Group</b> 1326 Hwy. 62 E, Mountain Home 72653 (870) 425-4300, peglarrealestate.com	\$125.06 mil. 692	20 12		North-central Arkansas	<b>Joey Peglar</b>
26	<b>River Valley Realty</b> 800 E. Main St., Russellville 72801 (479) 968-6260, rivervalleyrealty.com	\$124.12 mil. 712	44 20		Arkansas River Valley	<b>Chris R. Abington</b>
27	<b>Michele Phillips &amp; Co. Realtors</b> 8700 Hwy. 107, Suite A, Sherwood 72120 (501) 834-3433, michelephillipsrealtor.com	\$122.76 mil. 685	56 15	Cabot	Central Arkansas	<b>Michele Phillips</b>
28	<b>Berkshire Hathaway HomeServices Solutions Real Estate</b> 2905 S. Walton Blvd., Suite 29, Bentonville 72712 (479) 271-2424, bhhssolutionsre.com	\$120.00 mil. 450	35 14		Northwest Arkansas	<b>Scott Waymire</b>
29	<b>Re/Max Advantage Realtors</b> 200 W. Mulberry Ave., Searcy 72143 (501) 268-1115, searcyremax.com	\$119.78 mil. 835	37 19		Searcy and White counties	<b>Robert Joyner</b>
30	<b>Moore &amp; Co. Realtors</b> 103 W. Parkway, Suite 2A, Russellville 72801 (479) 968-3300, tmoorerealtors.com	\$118.73 mil. 770	41 15	Clarksville, Morrilton, Ozark, Conway	Clarksville, Morrilton, Russellville and surrounding areas	<b>Tony Moore</b>
31	<b>Jon Underhill Real Estate</b> 2200 Hidden Valley Drive, Suite 100, Little Rock 72212 (501) 868-3444, jonunderhill.com	\$115.60 mil. 311	17 9		Central Arkansas	<b>Jon Underhill Susan Meador Brandy Harp</b>
32	<b>Aspire Realty Group</b> 2821 Kavanaugh Blvd., Suite 2F, Little Rock 72205 (501) 379-8480, aspirerealtylr.com	\$109.82 mil. 500	30 11		Central Arkansas	<b>Austin Franks</b>
33	<b>Re/Max Associates</b> 4102 N. Mall Ave., Suite 201, Fayetteville 72703 (479) 684-5757, sellingnwa.com	\$106.61 mil. 421	22 14		Northwest Arkansas	<b>Janet Braden</b>
34	<b>Truman Ball Real Estate</b> 608 W. Commerce Drive, Suite 1, Bryant 72022 (501) 847-4900, trumanball.com	\$94.63 mil. 588	46 14		Central Arkansas	<b>Jason James</b>
35	<b>Dalrymple Real Estate</b> 1560 W. Beebe Capps Expressway, Suite A, Searcy 72143 (501) 268-2445, searcyhomes.com	\$94.63 mil. 432	26 11	Heber Springs	White and Cleburne counties	<b>Jose L. Colunga Stuart Dalrymple</b>
36	<b>Image Realty</b> 8 Southpointe Drive, Paragould 72450 (870) 236-2121, myimagerealty.com	\$93.19 mil. 616	23 10		Greene, Craighead, Mlssissippi, and Clay counties	<b>Brooksie Felty Hartness</b>
37	<b>Hot Springs 1st Choice Realty</b> 135-B Mall Drive, Hot Springs 71913 (501) 525-1600, hotspringsfirstchoice.com	\$93.09 mil. 363	20 17	Hot Springs	Hot Springs	<b>Jim Kellstrom</b>
38	<b>Re/Max Real Estate Connection</b> 913 W. Main St., Suite D, Cabot 72023 (501) 843-3067, cabotrealestate.com	\$90.49 mil. 659	14 7	Cabot	Austin, Ward, Jacksonville, Lonoke, Beebe	<b>Jody Huffmaster Karen LeMay Andy Huffmaster</b>
39	<b>Bradford &amp; Udouj Realtors</b> 2605 Market Trace, Fort Smith 72908 (479) 646-5539, bradfordudouj.com	\$88.97 mil. 445	30 15		Crawford and Sebastian counties; Le Flore and Sequoyah counties, Oklahoma	<b>Rachel Cannava-Brown</b>
40	<b>Gilbert Realty Co.</b> 1357 Hwy. 62 S.W., Mountain Home 72653 (800) 562-7893, gilbertrealty.com	\$88.47 mil. 582	30 14		Twin Lakes area of north-central Arkansas	<b>Joan Gilbert</b>

Sources: the agencies



# Top Sales Teams

Ranked by 2020 team sales volume

	Sales Team Agency	2020 Sales
1	<b>The Limbird Team</b> Limbird Real Estate Group, Rogers	\$158.44 mil.
2	<b>The Duley Group</b> Keller Williams Market Pro Realty, Fayetteville	\$92.14 mil.
3	<b>The Home Team</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$58.77 mil.
4	<b>The Rackley Team</b> Rackley Realty, Little Rock	\$58.32 mil.
5	<b>Valentine Hansen Team</b> Re/Max Properties, Little Rock	\$55.41 mil.
6	<b>The Annette Gore Team</b> Re/Max Real Estate Results, Bentonville	\$53.94 mil.
7	<b>Joseph Hayes &amp; Associates</b> Keller Williams Market Pro Realty, Fayetteville	\$48.19 mil.
8	<b>The Kerry Ellison Team</b> Keller Williams Realty, Little Rock	\$40.62 mil.
9	<b>Koenigseder Realty Group</b> Re/Max Real Estate Results, Bentonville	\$40.27 mil.
10	<b>Jose Esparza &amp; Associates</b> Re/Max Real Estate Results, Bentonville	\$40.16 mil.
11	<b>Moldenhauer Group</b> Re/Max Associates, Fayetteville	\$38.82 mil.
12	<b>Taylor Team</b> Keller Williams Market Pro Realty, Fayetteville	\$36.36 mil.
13	<b>Fred Johnson &amp; Janice Smith Team</b> Lindsey & Associates, Fayetteville	\$34.07 mil.
14	<b>Ruby Poole Team</b> Keller Williams Market Pro Realty, Fayetteville	\$29.40 mil.
15	<b>Salmonsens Group</b> Keller Williams Market Pro Realty, Fayetteville	\$28.64 mil.
16	<b>The Jan Holland Team</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$28.32 mil.
17	<b>Nina &amp; Dave Clare</b> Re/Max Real Estate Results, Bentonville	\$24.99 mil.
18	<b>The EJ Johnson Group</b> Keller Williams Market Pro Realty, Fayetteville	\$22.44 mil.
19	<b>Jennifer Adkins Team</b> iRealty Arkansas, Little Rock	\$22.18 mil.
20	<b>The NWA Metro Group</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$22.08 mil.
21	<b>The Sumbles Team</b> Keller Williams Realty, Little Rock	\$22.05 mil.
22	<b>The Kennon Team</b> iRealty Arkansas, Little Rock	\$21.94 mil.
23	<b>Hammond Group</b> Keller Williams Market Pro Realty, Fayetteville	\$21.93 mil.
24	<b>The Holly Driver Team</b> Aspire Realty Group, Little Rock	\$21.02 mil.
25	<b>Motus Group</b> Keller Williams Market Pro Realty, Fayetteville	\$20.85 mil.
26	<b>Nicki Rogers Real Estate Team</b> Lindsey & Associates, Fayetteville	\$20.66 mil.
27	<b>NWA Real Estate Hub</b> Keller Williams Market Pro Realty, Fayetteville	\$20.63 mil.
28	<b>Miller Boyd Team</b> Bradford & Udouj Realtors, Fort Smith	\$20.36 mil.
29	<b>District III Team</b> Weichert Realtors-The Griffin Co., Springdale	\$20.18 mil.
30	<b>Come Home NWA</b> Keller Williams Market Pro Realty, Fayetteville	\$19.59 mil.
31	<b>Grinnell Group</b> Keller Williams Platinum Realty, Fort Smith	\$19.28 mil.
32	<b>The Hoffman Team</b> River Rock Realty Co., Little Rock	\$18.81 mil.
33	<b>Ibison Realtors &amp; Co.</b> Keller Williams Platinum Realty, Fort Smith	\$17.69 mil.
34	<b>Team Cansellit</b> Image Realty, Paragould	\$17.23 mil.
35	<b>501 Partners</b> RE501 Realtor Partners, Little Rock	\$17.20 mil.

Sources: The sales teams or their agencies

Researched by Roxanne Jones

# Top Real Estate Agents

Ranked by 2020 individual sales volume

	Agent Agency	2020 Sales
1	<b>Casey Jones</b> The Janet Jones Co., Little Rock	\$53.56 mil.
2	<b>Kendall Riggins</b> Lindsey & Associates, Fayetteville	\$48.32 mil.
3	<b>Jane Hollansworth</b> Re/Max of Hot Springs Village	\$44.93 mil.
4	<b>Misty McMullen</b> McMullen Realty Group, Bentonville	\$42.57 mil.
5	<b>Meza Harris</b> Lindsey & Associates, Fayetteville	\$35.59 mil.
6	<b>Conley Golden</b> The Janet Jones Co., Little Rock	\$35.24 mil.
7	<b>Tami Davis</b> PorchLight Realty, Cabot	\$35.10 mil.
8	<b>Heather Campbell</b> Weichert Realtors-The Griffin Co., Springdale	\$32.97 mil.
9	<b>Brandy Harp</b> Jon Underhill Real Estate, Little Rock	\$32.60 mil.
10	<b>Mandy Knaack</b> PorchLight Realty, Cabot	\$32.12 mil.
11	<b>Mark McKenzie</b> McKenzie Realty Group, Heber Springs	\$30.38 mil.
12	<b>Joey Peglar</b> Peglar Real Estate Group, Mountain Home	\$30.15 mil.
13	<b>Tracy Tidwell</b> ERA Doty/TEAM Real Estate, Jonesboro	\$28.71 mil.
14	<b>Nedra Plumlee</b> Crye-Leike Realtors, Little Rock	\$28.08 mil.
15	<b>Debbie Teague</b> The Janet Jones Co., Little Rock	\$27.60 mil.
16	<b>Martha Haguewood</b> Lindsey & Associates, Fayetteville	\$27.28 mil.
17	<b>Diana Dominguez</b> Aspire Realty Group, Little Rock	\$26.84 mil.
18	<b>Lawson Maddox</b> Arkansas Land & Realty, Little Rock	\$26.78 mil.
19	<b>Denise Hipskind</b> iRealty Arkansas, Little Rock	\$26.31 mil.
20	<b>Jon Moore</b> Halsey Thrasher Harpole Real Estate Group, Jonesboro	\$26.01 mil.
21	<b>Somer Adams</b> Lindsey & Associates, Fayetteville	\$25.91 mil.
22	<b>Nate Lipsky</b> Halsey Thrasher Harpole Real Estate Group, Jonesboro	\$25.87 mil.
23	<b>Tammy Browning</b> Trademark Real Estate, Hot Springs	\$25.62 mil.
24	<b>Marcus Necessary</b> Weichert Realtors-The Griffin Co., Springdale	\$25.38 mil.
25	<b>Evelyn Dean</b> Re/Max Elite, Little Rock	\$25.08 mil.
26	<b>Michele Phillips</b> Michele Phillips & Co. Realtors, Sherwood	\$24.71 mil.
27	<b>Brooksie Felty Hartness</b> Image Realty, Paragould	\$24.39 mil.
28	<b>Laura Dryer</b> Re/Max Elite, Little Rock	\$24.39 mil.
29	<b>Jon Underhill</b> Jon Underhill Real Estate, Little Rock	\$24.29 mil.
30	<b>Jody Huffmaster</b> Re/Max Real Estate Connection, Cabot	\$23.63 mil.
31	<b>Ray Heflin</b> Lindsey & Associates, Fayetteville	\$23.10 mil.
32	<b>Michael Hodges</b> Keller Williams Market Pro Realty, Fayetteville	\$22.48 mil.
33	<b>Melanie Gabel</b> Lindsey & Associates, Fayetteville	\$21.97 mil.
34	<b>Shelly McDonald</b> Hot Springs 1st Choice Realty	\$21.83 mil.
35	<b>Velda Lueders</b> Coldwell Banker RPM Group, Little Rock	\$21.45 mil.
36	<b>Laura Davis</b> Re/Max Elite, Little Rock	\$21.43 mil.
37	<b>Lain Rodgers</b> Trademark Real Estate, Hot Springs	\$21.30 mil.
38	<b>John Carpenter</b> Lindsey & Associates, Fayetteville	\$21.28 mil.



# Top Real Estate Agents

Ranked by 2020 individual sales volume

	Agent Agency	2020 Sales
<b>39</b>	<b>Lance Penfield</b> Baxley-Penfield-Moudy Realtors, Bryant	<b>\$21.17 mil.</b>
<b>40</b>	<b>Sue Ann Ann Strait</b> River Valley Realty, Russellville	<b>\$20.86 mil.</b>
<b>41</b>	<b>Randall Carney</b> Re/Max Associates, Fayetteville	<b>\$20.79 mil.</b>
<b>42</b>	<b>Amanda Elrod</b> Coldwell Banker RPM Group, Little Rock	<b>\$20.54 mil.</b>
<b>43</b>	<b>Lynn Pangburn</b> Coldwell Banker RPM Group, Little Rock	<b>\$20.26 mil.</b>
<b>44</b>	<b>Jackson Williams</b> Weichert Realtors-The Griffin Co., Springdale	<b>\$19.27 mil.</b>
<b>45</b>	<b>Nicky Dou</b> Keller Williams Market Pro Realty, Fayetteville	<b>\$19.24 mil.</b>
<b>46</b>	<b>Jerry Dou</b> Keller Williams Market Pro Realty, Fayetteville	<b>\$19.07 mil.</b>
<b>47</b>	<b>Rebecca Smith</b> The Janet Jones Co., Little Rock	<b>\$18.98 mil.</b>
<b>48</b>	<b>Layne Penfield</b> Baxley-Penfield-Moudy Realtors, Bryant	<b>\$18.97 mil.</b>
<b>49</b>	<b>Patricia Bollier</b> Re/Max of Hot Springs Village	<b>\$18.74 mil.</b>
<b>50</b>	<b>Scott Waymire</b> Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	<b>\$18.60 mil.</b>
<b>51</b>	<b>Misty Barnes</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$17.51 mil.</b>
<b>52</b>	<b>Kevin Watson</b> Re/Max Elite, Little Rock	<b>\$17.19 mil.</b>
<b>53</b>	<b>Linda O'Brien</b> Re/Max Real Estate Connection, Cabot	<b>\$17.17 mil.</b>
<b>54</b>	<b>Lisa Holloway-Sugg</b> Crye-Leike Realtors, Little Rock	<b>\$17.04 mil.</b>
<b>55</b>	<b>Emily Walter</b> Re/Max Elite, Little Rock	<b>\$16.87 mil.</b>

	Agent Agency	2020 Sales
<b>56</b>	<b>Hayley Wreyford</b> Lunsford & Associates Realty Co., White Hall	<b>\$16.82 mil.</b>
<b>57</b>	<b>Steve Burges</b> Gilbert Realty Co., Mountain Home	<b>\$16.78 mil.</b>
<b>58</b>	<b>Marcy Chavez</b> Weichert Realtors-The Griffin Co., Springdale	<b>\$16.58 mil.</b>
<b>59</b>	<b>Kim Creighton</b> Baxley-Penfield-Moudy Realtors, Bryant	<b>\$16.56 mil.</b>
<b>60</b>	<b>Susie Burns</b> Re/Max of Hot Springs Village	<b>\$16.41 mil.</b>
<b>61</b>	<b>Kim Wilichowski</b> Keller Williams Market Pro Realty, Fayetteville	<b>\$16.39 mil.</b>
<b>62</b>	<b>Sean Morris</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$16.32 mil.</b>
<b>63</b>	<b>Yuliya Colvin</b> Weichert Realtors-The Griffin Co., Springdale	<b>\$16.14 mil.</b>
<b>64</b>	<b>Jim Brandon</b> Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	<b>\$16.14 mil.</b>
<b>65</b>	<b>Linda Williams</b> Re/Max Real Estate Today, Marion	<b>\$16.13 mil.</b>
<b>66</b>	<b>Sherry Hardie</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$15.85 mil.</b>
<b>67</b>	<b>Clay Porter</b> Lindsey & Associates, Fayetteville	<b>\$15.74 mil.</b>
<b>68</b>	<b>Beckie Seba</b> Weichert Realtors-The Griffin Co., Springdale	<b>\$15.74 mil.</b>
<b>69</b>	<b>Kelly Tedder</b> PorchLight Realty, Cabot	<b>\$15.67 mil.</b>
<b>70</b>	<b>Eden Mejia-Ashburn</b> Keller Williams Market Pro Realty, Fayetteville	<b>\$15.65 mil.</b>
<b>71</b>	<b>George Dooley</b> Trademark Real Estate, Hot Springs	<b>\$15.37 mil.</b>
<b>72</b>	<b>Kevin Kercheval</b> Coldwell Banker Village Communities, Jonesboro	<b>\$15.32 mil.</b>

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## The Top Five



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Debbie Teague ♦ Conley Golden



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# Top Real Estate Agents

Ranked by 2020 individual sales volume

	Agent Agency	2020 Sales
73	<b>Deb Seibert</b> Hot Springs Village Real Estate	\$15.03 mil.
74	<b>Nicole Chervenyak</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$14.92 mil.
75	<b>Stephanie Tharp</b> Jon Underhill Real Estate, Little Rock	\$14.82 mil.
76	<b>Katherine Melhorn</b> The Janet Jones Co., Little Rock	\$14.78 mil.
77	<b>Ryan Blackstone</b> Keller Williams Market Pro Realty, Fayetteville	\$14.75 mil.
78	<b>Susan Reynolds</b> The Janet Jones Co., Little Rock	\$14.73 mil.
79	<b>Karen Moulton</b> Capital Sotheby's International Realty <sup>1</sup> , Little Rock	\$14.69 mil.
80	<b>Sandy Loveless</b> Keller Williams Market Pro Realty, Fayetteville	\$14.64 mil.
81	<b>Chad Beebe</b> Weichert Realtors-The Griffin Co., Springdale	\$14.55 mil.
82	<b>Ashley Cook</b> Gateway Properties, Batesville	\$14.50 mil.
83	<b>Richard Henley</b> ERA Doty/TEAM Real Estate, Jonesboro	\$14.25 mil.
84	<b>Missy Brown</b> PorchLight Realty, Cabot	\$14.15 mil.
85	<b>Charles Keener</b> Re/Max Affiliates Realty, Little Rock	\$14.15 mil.
86	<b>Valerie Moran</b> Crye-Leike Realtors, Little Rock	\$14.11 mil.
87	<b>Danny Roth</b> United Country Roth Realty, Harrison	\$14.09 mil.
88	<b>Margaret Hughes</b> The Property Group, Little Rock	\$13.80 mil.
89	<b>Sheryl Carman</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$13.80 mil.
90	<b>Lisa Attwood</b> Lunsford & Associates Realty Co., White Hall	\$13.70 mil.
91	<b>Mike McNabb</b> ERA Doty/TEAM Real Estate, Jonesboro	\$13.48 mil.
92	<b>Stacy Hamilton</b> Capital Sotheby's International Realty <sup>1</sup> , Little Rock	\$13.21 mil.
93	<b>Kay Bancroft</b> Trademark Real Estate, Hot Springs	\$13.10 mil.
94	<b>Jennifer Huffaker</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$13.07 mil.
95	<b>Connie Vaden</b> Trademark Real Estate, Hot Springs	\$12.92 mil.
96	<b>Ashley Fox</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$12.92 mil.
97	<b>Crissy Roughley</b> McMullen Realty Group, Bentonville	\$12.81 mil.
98	<b>Misti Holland</b> Crye-Leike Realtors, Little Rock	\$12.80 mil.
99	<b>Tina Waggener</b> Weichert Realtors-The Griffin Co., Springdale	\$12.56 mil.
100	<b>Laura Westendorf</b> Re/Max Real Estate Connection, Cabot	\$12.52 mil.
101	<b>Cassie Wells</b> Keller Williams Realty, Little Rock	\$12.49 mil.
102	<b>Susan Neaville</b> Re/Max Advantage Realtors, Searcy	\$12.42 mil.
103	<b>Brenda Parker</b> Re/Max Real Estate Results, Bentonville	\$12.37 mil.
104	<b>Mya Adloo</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$12.35 mil.
105	<b>Jan Oliphant</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$12.34 mil.
106	<b>Lora Blair</b> iRealty Arkansas, Little Rock	\$12.23 mil.
107	<b>Beau Durbin</b> ESQ. Realty Group, Little Rock	\$12.00 mil.
108	<b>Rita French</b> PorchLight Realty, Cabot	\$11.97 mil.
109	<b>Janice Eaton</b> Keller Williams Market Pro Realty, Fayetteville	\$11.93 mil.
110	<b>Marshall Ghant</b> Coldwell Banker Village Communities, Jonesboro	\$11.83 mil.

	Agent Agency	2020 Sales
111	<b>Barbara Swesey</b> iRealty Arkansas, Little Rock	\$11.78 mil.
112	<b>Monica Ibison</b> Keller Williams Platinum Realty, Fort Smith	\$11.71 mil.
113	<b>Scott Sandlin</b> Coldwell Banker RPM Group, Little Rock	\$11.70 mil.
114	<b>Haley Ward</b> Truman Ball Real Estate, Bryant	\$11.70 mil.
115	<b>Jason McClure</b> Weichert Realtors-The Griffin Co., Springdale	\$11.68 mil.
116	<b>Tish Pace</b> Re/Max Advantage Realtors, Searcy	\$11.65 mil.
117	<b>Joshua Hagan</b> Keller Williams Market Pro Realty, Fayetteville	\$11.63 mil.
118	<b>Seth Weston</b> Halsey Thrasher Harpole Real Estate Group, Jonesboro	\$11.51 mil.
119	<b>Kim Walker</b> Trademark Real Estate, Hot Springs	\$11.50 mil.
120	<b>Libby Utley</b> Re/Max Elite, Little Rock	\$11.44 mil.
121	<b>Lisa Darling</b> Keller Williams Market Pro Realty, Fayetteville	\$11.42 mil.
122	<b>Luke Goodman</b> Re/Max Elite, Little Rock	\$11.27 mil.
123	<b>Adriana Franky</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$11.18 mil.
124	<b>Amber Canales</b> Trademark Real Estate, Hot Springs	\$11.14 mil.
125	<b>Beth Crockett</b> Coldwell Banker Village Communities, Jonesboro	\$11.12 mil.
126	<b>Robin Collins</b> Weichert Realtors-The Griffin Co., Springdale	\$11.05 mil.
127	<b>Walt Dickinson</b> Re/Max Affiliates Realty, Little Rock	\$11.04 mil.
128	<b>Samuel Smith</b> Truman Ball Real Estate, Bryant	\$11.03 mil.
129	<b>Dave Armstrong</b> Crye-Leike Realtors, Little Rock	\$11.01 mil.
130	<b>Charlotte Hitchens</b> Re/Max of Hot Springs Village	\$10.98 mil.
131	<b>Blair Cook</b> Coldwell Banker Village Communities, Jonesboro	\$10.97 mil.
132	<b>Kate Cox</b> Weichert Realtors-The Griffin Co., Springdale	\$10.96 mil.
133	<b>Mary Currey</b> Trademark Real Estate, Hot Springs	\$10.94 mil.
134	<b>Claire Brown</b> Keller Williams Realty, Little Rock	\$10.86 mil.
135	<b>April Findlay</b> The Charlotte John Co., Little Rock	\$10.82 mil.
136	<b>Mary Ann Caster</b> Gilbert Realty Co., Mountain Home	\$10.65 mil.
137	<b>Kerry Dare</b> PorchLight Realty, Cabot	\$10.50 mil.
137	<b>Carole Smith</b> PorchLight Realty, Cabot	\$10.50 mil.
139	<b>John Selva</b> Engel & Völkers Little Rock, Little Rock	\$10.49 mil.
140	<b>Tiffany Cox</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$10.49 mil.
141	<b>Wes Wood</b> Peglar Real Estate Group, Mountain Home	\$10.47 mil.
142	<b>Zachary Ritter</b> Lindsey & Associates, Fayetteville	\$10.45 mil.
143	<b>Topher Moore</b> Lindsey & Associates, Fayetteville	\$10.40 mil.
144	<b>Carroll Caldwell</b> Coldwell Banker Village Communities, Jonesboro	\$10.34 mil.
145	<b>Pam McDowell</b> ERA Doty/TEAM Real Estate, Jonesboro	\$10.34 mil.
146	<b>Cindy Switzer</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$10.28 mil.
147	<b>Becky Tanner</b> Keller Williams Realty, Little Rock	\$10.27 mil.
148	<b>Nikki Polychron</b> iRealty Arkansas, Little Rock	\$10.25 mil.



# Top Real Estate Agents

Ranked by 2020 individual sales volume

	Agent Agency	2020 Sales
<b>149</b>	<b>Regina Thompson</b> Re/Max Real Estate Connection, Cabot	<b>\$10.23 mil.</b>
<b>150</b>	<b>Allison Pickell</b> Coldwell Banker RPM Group, Little Rock	<b>\$10.18 mil.</b>
<b>151</b>	<b>Darohnn Pender</b> Re/Max Real Estate Results, Bentonville	<b>\$10.16 mil.</b>
<b>152</b>	<b>Buffie Howard</b> Truman Ball Real Estate, Bryant	<b>\$10.16 mil.</b>
<b>153</b>	<b>Blake Smith</b> Lindsey & Associates, Fayetteville	<b>\$10.15 mil.</b>
<b>154</b>	<b>Adam Steenken</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$10.14 mil.</b>
<b>155</b>	<b>Kevin Marsh</b> Re/Max Affiliates Realty, Little Rock	<b>\$10.13 mil.</b>
<b>156</b>	<b>Kendra Fortner</b> PorchLight Realty, Cabot	<b>\$10.11 mil.</b>
<b>157</b>	<b>Becky Finney</b> Keller Williams Realty, Little Rock	<b>\$10.11 mil.</b>
<b>158</b>	<b>Susan Desselle</b> Capital Sotheby's International Realty <sup>1</sup> , Little Rock	<b>\$10.07 mil.</b>
<b>159</b>	<b>Chuck Simmons</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$9.99 mil.</b>
<b>160</b>	<b>Matt Miller</b> Keller Williams Market Pro Realty, Fayetteville	<b>\$9.99 mil.</b>
<b>161</b>	<b>Alicia Averitt Haley</b> PorchLight Realty, Cabot	<b>\$9.98 mil.</b>
<b>162</b>	<b>Sandy Bates</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$9.97 mil.</b>
<b>163</b>	<b>Emily Young</b> The Charlotte John Co., Little Rock	<b>\$9.96 mil.</b>
<b>164</b>	<b>Randy Odglen</b> Lindsey & Associates, Fayetteville	<b>\$9.96 mil.</b>
<b>165</b>	<b>Brooks McRae</b> McKimmey Associates Realtors, North Little Rock	<b>\$9.91 mil.</b>
<b>166</b>	<b>Kelly Reed</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$9.90 mil.</b>
<b>167</b>	<b>Ashley Porterfield</b> Re/Max Elite, Little Rock	<b>\$9.89 mil.</b>
<b>168</b>	<b>Michele Woods</b> Truman Ball Real Estate, Bryant	<b>\$9.86 mil.</b>
<b>169</b>	<b>Mark Williams</b> Keller Williams Realty, Little Rock	<b>\$9.82 mil.</b>
<b>170</b>	<b>Brian Winstead</b> iRealty Arkansas, Little Rock	<b>\$9.78 mil.</b>
<b>171</b>	<b>Bob Bushmiaer</b> The Janet Jones Co., Little Rock	<b>\$9.77 mil.</b>
<b>172</b>	<b>Lesa Poe</b> PorchLight Realty, Cabot	<b>\$9.75 mil.</b>
<b>173</b>	<b>Donna Bermingham</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$9.67 mil.</b>
<b>174</b>	<b>Kodi Griffin</b> Coldwell Banker Village Communities, Jonesboro	<b>\$9.60 mil.</b>

	Agent Agency	2020 Sales
<b>175</b>	<b>Mike Argo</b> Re/Max Elite, Little Rock	<b>\$9.60 mil.</b>
<b>176</b>	<b>Craig Price</b> Keller Williams Platinum Realty, Fort Smith	<b>\$9.59 mil.</b>
<b>177</b>	<b>Jay Calhoun</b> Aspire Realty Group, Little Rock	<b>\$9.59 mil.</b>
<b>178</b>	<b>Amanda Gainey</b> McMullen Realty Group, Bentonville	<b>\$9.57 mil.</b>
<b>179</b>	<b>Rebecca Heath</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$9.54 mil.</b>
<b>180</b>	<b>Susan Prewitt</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$9.46 mil.</b>
<b>181</b>	<b>Helen Dansker</b> Crye-Leike Realtors, Little Rock	<b>\$9.46 mil.</b>
<b>182</b>	<b>Jenny Miller</b> Keller Williams Market Pro Realty, Fayetteville	<b>\$9.37 mil.</b>
<b>183</b>	<b>Tonya Perkins</b> PorchLight Realty, Cabot	<b>\$9.36 mil.</b>
<b>184</b>	<b>April Hamm</b> Keller Williams Market Pro Realty, Fayetteville	<b>\$9.34 mil.</b>
<b>185</b>	<b>Marva Caldwell</b> Coldwell Banker RPM Group, Little Rock	<b>\$9.32 mil.</b>
<b>186</b>	<b>Bethel Sanders</b> Trademark Real Estate, Hot Springs	<b>\$9.31 mil.</b>
<b>187</b>	<b>Denielle Frederick</b> River Valley Realty, Russellville	<b>\$9.30 mil.</b>
<b>188</b>	<b>Moe Holm</b> Crye-Leike Realtors, Little Rock	<b>\$9.30 mil.</b>
<b>189</b>	<b>Robert Richardson</b> Crye-Leike Realtors, Little Rock	<b>\$9.30 mil.</b>
<b>190</b>	<b>Josh Stroud</b> River Valley Realty, Russellville	<b>\$9.30 mil.</b>
<b>191</b>	<b>Debra Barnes</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$9.27 mil.</b>
<b>192</b>	<b>Donna Ibbotson</b> Crye-Leike Realtors, Little Rock	<b>\$9.27 mil.</b>
<b>193</b>	<b>Rita Fong</b> Re/Max Real Estate Today, Marion	<b>\$9.27 mil.</b>
<b>194</b>	<b>Staci Medlock</b> Re/Max Elite, Little Rock	<b>\$9.26 mil.</b>
<b>195</b>	<b>Whitney Morgan</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	<b>\$9.25 mil.</b>
<b>196</b>	<b>Matty Ross</b> The Charlotte John Co., Little Rock	<b>\$9.20 mil.</b>
<b>197</b>	<b>Tyler Dick</b> Crye-Leike Realtors, Little Rock	<b>\$9.17 mil.</b>
<b>198</b>	<b>Victoria Robertson</b> Re/Max Real Estate Connection, Cabot	<b>\$9.17 mil.</b>
<b>199</b>	<b>Telicia Perry</b> ERA Doty/TEAM Real Estate, Jonesboro	<b>\$9.16 mil.</b>
<b>200</b>	<b>Karen Thornton</b> Michele Phillips & Co. Realtors, Sherwood	<b>\$9.09 mil.</b>

<sup>1</sup> Formerly Desselle Real Estate 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

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