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35  
35 YEARS  
OF AWARD-WINNING  
NEWS COVERAGE

## UPSCALE REAL ESTATE IN ARKANSAS

- Most expensive homes 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 2018

By Mark Friedman  
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**S**ales of luxury homes in Pulaski County cooled slightly in 2018. Last year, 29 homes sold for \$1 million or more, down from the 33 million-dollar homes purchased in 2017, which was the highest number since *Arkansas Business* began tracking them in 2004. Nevertheless, the 2018 figure of 29 is more than double the 13 million-dollar homes sold in 2012, the low point in our survey. So far this year, several homes have sold for a million dollar or more, Debbie Teague, who sells luxury homes for the Janet Jones Co. in Little Rock, said in an email to *Arkansas Business*. And the number of showings has increased, she said.

In Pulaski County, 39 homes are listed for \$1



Jon Underhill



Debbie Teague

million or more, Jon Underhill said in an email to *Arkansas Business*. Underhill sells upscale homes through his agency, Jon Underhill Real Estate of Little Rock. “In addition to these listed homes, I always know of some homes that sellers are interested in selling, but are not quite ready to put on the open market,” he said. How long a seven-figure home stays on the market depends on a number of factors, including location, age, features and amenities of the properties. “Most \$1 million-plus homes have unique features that reflect the aesthetic of the owner,” Underhill said. “Those features may not appeal to all buyers.” High-end buyers seek location and quality features in the homes they are going to buy. “They want a custom home with custom features,” he said. Teague said the buyers of upscale homes want

pools, privacy and some extra common household appliances, such as two dishwashers and two sets of washers and dryers. Homebuyers’ ideas of a dream home change every year, though. “Dedicated media rooms are not as popular as they once were,” Underhill said. “Today’s electronics have advanced to the point that large-screen, high-definition televisions offer better picture and sounds than whole room systems did a few years ago.” And family members might want to watch different programs, which makes theater rooms obsolete, he said. For those who wonder who bought these exclusive homes in Pulaski County, *Arkansas Business*, using interviews, public real estate records and other documents, has provided a brief description of the homes and the buyers of the 10 most expensive homes. ■



## Pulaski County Home Sales of \$1 Million or More in 2018

Ranked by price

Price	Buyer(s)	Seller(s)	Neighborhood*	Date Sold	SF	Year Built
\$3.99	7 Longfellow Circle Trust, led by Terri and David Snowden Jr.	Elorac Properties LLC, led by Marley Meyer Jones	Heights	Feb. 16	6,835	2009
\$2.60	Phil Pulley and Amber Fey	Brad and Emily Canada	Downtown	Jan. 22	5,299	2007
\$2.25	423 Property Holdings LLC, led by Warren Stephens	Blanche and Dolph Moore Jr.	Heights	May 29	2,791	1950
\$2.17	LB & RV Family Revocable Trust, led by Laura B. and Robert Vogel Jr.	Jameel Brown and Kristen Addis	Country Club of Little Rock	July 9	5,065	2015
\$2.10	Michael Bauer III	Diane Davenport Wilder and Barnett Porter Briggs Jr.	Edgehill	Oct. 2	4,039	1988
\$2.10	Steve and Marga Ratcliff	Tranum Qualified Personal Residence Trust, led by Billy Tranum	Country Club Heights	May 31	4,823	1998
\$2.08	Linda LaFrance Revocable Trust	Lois A. Gehl Revocable Trust	Edgehill	Sept. 17	3,799	1997
\$1.70	Megan and Robert Janes III	Linda LaFrance Revocable Trust	Country Club of Little Rock	Nov. 7	6,000	2007
\$1.57	HBH Revocable Trust, led by Dr. William Cobb	Kanti and Nila Sharolia	Hickory Hills	April 2	11,196	1996
\$1.55	Solid Rock Investments Ltd., led by Dennis and Kriswarna Cooper	Donald Marshall and Melba Marshall	Valley Falls Estates	Sept. 5	7,855	2003
\$1.45	Paul and Janice Schaller	DFT Trust, led by Donald and Mona Thompson	Valley Falls Estates	July 31	6,505	2010
\$1.45	Palmer K. Hussman Lifetime Trust	Jennifer Schueck	Robinwood	May 18	6,281	1984
\$1.30	David Bumpass and Mary Rude	Jeffrey and Cara Nolan	Prospect Terrace	Aug. 30	6,046	1934
\$1.17	Goldtrap Properties, led by Cathy Goldtrap	MHJ Trust, led by Merritt Dake	Country Club of Little Rock	Oct. 15	5,124	2008
\$1.17	Winston and Kristine Patterson	Terri and Harry Erwin III	Robinwood	June 1	8,308	1962
\$1.17	Manoj and Chetnaben Patel	K&K Living Trust, led by Kevin and Karen Hughes	Deauville Place	May 15	6,333	2007
\$1.16	ARKLF Ltd., led by Gregory Rose and Sean McGeehan	James and Amanda Moore Revocable Trust	West Pulaski County	March 1	2,584	1975
\$1.15	Town Creek LLC, led by Rick Ferguson	Doug and Rhiannon Duke	River Valley View Estates	Dec. 14	6,077	2009
\$1.15	Jamie and Kim Cardenas	Timothy Scott Proctor Revocable Trust	Germay Court	Nov. 1	4,370	2005
\$1.10	Wesley and Claire McGeorge	Scott and Meredith Beau	Forest Heights	Oct. 30	5,528	2001
\$1.06	Richard and Danielle Nall	R Properties Investments Inc., led by Keith Richardson	Hickory Creek	Oct. 31	5,342	2006
\$1.06	Thomas and Jennifer Burnett	Geoffrey and Stacy Tirman	West Pulaski County	April 6	5,377	2016
\$1.02	Thomas H. Fuqua III Trust	John Pierron	East Palisades	Oct. 30	5,381	1960
\$1.01	Siobahn and Paul Hruby	Randy Wright Builders LLC	Woodlands Edge	April 26	5,286	2018
\$1.01	Morshedi Family Revocable Trust, led by Richard and Anna Morshedi	Randy Wright Builders LLC	Woodlands Edge	April 10	4,719	2018
\$1.05	Prabhat and Sangeetha Hebbar	Samuel Carter	Chenal Valley	June 8	6,245	2002
\$1.00	Donna Kay Clark Trust	Gene Graves Revocable Trust	Riverview Manor	March 12	3,709	1996
\$1.00	403 Hickory Creek Ct LLC, led by Laurie Lamb	Robert and Brenda Bailey Joint Revocable Trust	Hickory Creek	April 13	4,735	2009

\*In Little Rock unless noted

Sources: Interviews and public real estate records

Top Sales Teams

Ranked by 2018 team sales volume		
	Team Name Company	2018 Sales
1	<b>Limbird Team</b> Limbird Real Estate Group, Rogers	\$132.99
2	<b>Eric Burch Team</b> Burch & Co. Real Estate Team, Jonesboro	\$51.64
3	<b>Joseph Hayes &amp; Associates</b> Keller Williams Market Pro Realty, Fayetteville	\$44.29
4	<b>Valentine Hansen Team</b> Re/Max Properties, Little Rock	\$41.81
5	<b>Annette Gore Team</b> Re/Max Real Estate Results, Bentonville	\$40.12
6	<b>Herg &amp; Duley Group</b> Keller Williams Market Pro Realty, Fayetteville	\$34.03
7	<b>Nicki Rogers &amp; Somer Adams Team</b> Lindsey & Associates, Fayetteville	\$33.70
8	<b>Taylor Team</b> Keller Williams Market Pro Realty, Fayetteville	\$33.06
9	<b>Motus Group</b> Keller Williams Market Pro Realty, Fayetteville	\$32.92
10	<b>Margie Moldenhauer Group</b> Re/Max Associates, Fayetteville	\$32.59
11	<b>Home Team</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$32.14
12	<b>Koenigseder Realty Group</b> Re/Max Real Estate Results, Bentonville	\$31.03
13	<b>Tracy Tidwell Team</b> ERA Team Real Estate, Conway	\$27.92
14	<b>Jose Esparza &amp; Associates</b> Re/Max Real Estate Results, Bentonville	\$25.19
15	<b>NWA Pro Team</b> Re/Max Real Estate Results, Bentonville	\$23.50
16	<b>Mayer Team</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$22.53
17	<b>The Kerry Ellison Team</b> Keller Williams Realty, Little Rock	\$22.35
18	<b>Fred Johnson &amp; Janice Smith Team</b> Lindsey & Associates, Fayetteville	\$21.27
19	<b>Jon Moore Team</b> Re/Max Real Estate Centre, Jonesboro	\$20.51
20	<b>Nina Clare &amp; Dave Team</b> Re/Max Real Estate Results, Bentonville	\$19.54
21	<b>The Sumbles Team</b> Keller Williams Realty, Little Rock	\$17.93
22	<b>Scott &amp; Sherry Smith</b> Crye-Leike Realtors, Little Rock	\$17.81
23	<b>E.J. Johnson Group</b> Keller Williams Market Pro Realty, Fayetteville	\$17.33
24	<b>The Ball Team</b> Truman Ball & Associates Realtors, Bryant	\$16.95
25	<b>Grinnell Group</b> Keller Williams Platinum Realty, Fort Smith	\$16.76
26	<b>Dare/Smith Team</b> Crye-Leike Realtors, Little Rock	\$16.12
27	<b>Team District III LLC</b> Weichert Realtors-The Griffin Co., Springdale	\$16.11
28	<b>Randy Campbell &amp; Gregg Ricono Team</b> Coldwell Banker James R. Ford & Associates, Russellville	\$15.60
29	<b>Arlene Urquizu &amp; Associates</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$15.60
30	<b>The Hoffman Team</b> River Rock Realty Company, Little Rock	\$15.54
31	<b>NWA Metro Group</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$14.59
32	<b>The Demarest Team</b> Lindsey & Associates, Fayetteville	\$14.57
33	<b>Hammond Group</b> Keller Williams Market Pro Realty, Fayetteville	\$14.20
34	<b>The Sutton Group</b> Re/Max Elite, Little Rock	\$13.47
35	<b>Hoggard Team</b> Re/Max Advantage Realtors, Searcy	\$12.87

Sources: the agents or their agencies

Researched  
by Roxanne  
Jones

Top Sales Agents

Ranked by 2018 individual sales volume (in millions)		
	Agent Company	2018 Sales
1	<b>Casey Jones</b> The Janet Jones Co., Little Rock	\$42.98
2	<b>Kendall Riggins</b> Lindsey & Associates, Fayetteville	\$42.20
3	<b>Delton Williams</b> Crye-Leike Realtors, Gentry	\$36.64
4	<b>Nicky Dou</b> Keller Williams Market Pro Realty, Fayetteville	\$33.06
5	<b>Jane Hollansworth</b> Re/Max of Hot Springs Village	\$32.31
6	<b>Brandy Harp</b> Jon Underhill Real Estate, Little Rock	\$29.84
7	<b>Meza Harris</b> Lindsey & Associates, Rogers	\$28.54
8	<b>Debbie Teague</b> The Janet Jones Co., Little Rock	\$28.33
9	<b>Greg Taylor</b> Weichert Realtors-The Griffin Co., Springdale	\$26.45
10	<b>Heather Campbell</b> Weichert Realtors-The Griffin Co., Bentonville	\$26.04
11	<b>Ryan George</b> Coldwell Banker Village Communities, Jonesboro	\$25.56
12	<b>Marshall Ghant</b> Coldwell Banker Village Communities, Jonesboro	\$25.11
13	<b>Martha Haguewood</b> Lindsey & Associates, Fayetteville	\$24.34
14	<b>Melanie Gabel</b> Lindsey & Associates, Fayetteville	\$24.21
15	<b>Jennifer Adkins</b> iRealty Arkansas, Little Rock	\$24.15
16	<b>Mike Hodges</b> Re/Max Real Estate Results, Bentonville	\$23.65
17	<b>Kevin Watson</b> Re/Max Elite, Conway	\$23.43
18	<b>Nedra Plumlee</b> Crye-Leike Realtors, Hot Springs	\$22.83
19	<b>Susan Reynolds</b> The Janet Jones Co., Little Rock	\$21.76
20	<b>Brooksie Felty Hartness</b> Image Realty, Paragould	\$21.26
21	<b>Shelly McDonald</b> Hot Springs 1st Choice Realty	\$21.21
22	<b>Denise Hipskind</b> iRealty Arkansas, Benton	\$21.04
23	<b>Jon Underhill</b> Jon Underhill Real Estate, Little Rock	\$20.50
24	<b>Marcus Necessary</b> Weichert Realtors-The Griffin Co., Bentonville	\$20.34
25	<b>Toni Knowles</b> Crye-Leike Realtors, Bryant	\$20.25
26	<b>Bobbie Miller</b> Bradford & Udouj Realtors, Fort Smith	\$18.84
27	<b>Conley Golden</b> The Janet Jones Co., Little Rock	\$18.71
28	<b>Mary Bassett</b> Bassett Mix & Associates, Fayetteville	\$18.62
29	<b>Jan Holland</b> Coldwell Banker Harris McHaney & Faucette, Bentonville	\$18.62
30	<b>Scott Sandlin</b> Coldwell Banker RPM Group, Little Rock	\$18.19
31	<b>Chase Rackley</b> iRealty Arkansas, Little Rock	\$18.12
32	<b>Barry Graves</b> Weichert Realtors-The Griffin Co., Springdale	\$17.82
33	<b>Michael Sims</b> Bassett Mix & Associates, Fayetteville	\$17.74
34	<b>Lynn Pangburn</b> Coldwell Banker RPM Group, Little Rock	\$17.62
35	<b>Mark McKenzie</b> McKenzie Realty Group, Heber Springs	\$17.42
36	<b>Sena Crafton</b> ERA Team Real Estate, Conway	\$17.26
37	<b>Jason James</b> Truman Ball & Associates Realtors, Bryant	\$16.95
38	<b>Holly Driver</b> Aspire Realty Group, Little Rock	\$16.62
39	<b>Maria Fairchild</b> Lindsey & Associates, Rogers	\$16.55
40	<b>Jody Huffmaster</b> Re/Max Real Estate Connection, Cabot	\$16.53
41	<b>Randall Carney</b> Re/Max Associates, Fayetteville	\$16.34
42	<b>Jana Wrenay Elkins</b> Lindsey & Associates, Fayetteville	\$16.32
43	<b>Diana Dominguez</b> Aspire Realty Group, Little Rock	\$16.28
44	<b>Yuliya Colvin</b> Weichert Realtors-The Griffin Co., Springdale	\$16.18
45	<b>Michele Phillips</b> Michele Phillips & Co. Realtors, Sherwood	\$16.02
46	<b>Marci Henryson</b> Arkansas Land & Realty, Little Rock	\$16.00
47	<b>Marcy Chavez</b> Weichert Realtors-The Griffin Co., Springdale	\$15.83
48	<b>Linda O'Brien</b> Re/Max Real Estate Connection, Cabot	\$15.78
49	<b>Lain Rodgers</b> Trademark Real Estate, Hot Springs	\$15.78
50	<b>David Mix</b> Bassett Mix & Associates, Fayetteville	\$15.65
51	<b>Rachel Cannava-Brown</b> Bradford & Udouj Realtors, Fort Smith	\$15.50
52	<b>Lance Penfield</b> Baxley-Penfield-Moudy Realtors, Bryant	\$15.40
53	<b>Eileen Isola</b> Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	\$15.35
54	<b>Scott Waymire</b> Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	\$14.92
55	<b>Elizabeth Parsley-Tucker</b> Re/Max Elite, Conway	\$14.84
56	<b>Lolly Honea</b> Keller Williams Realty, Little Rock	\$14.32
57	<b>Jim Brandon</b> Berkshire Hathaway HomeServices Solutions Real Estate, Bentonville	\$14.23
58	<b>Evelyn Dean</b> Re/Max Elite, Conway	\$14.21
59	<b>Pete Cancilla</b> Image Realty, Paragould	\$14.19
60	<b>Kay Bancroft</b> Trademark Real Estate, Hot Springs	\$14.03
61	<b>Becky Tanner</b> Keller Williams Realty, Little Rock	\$13.68
62	<b>Velda Lueders</b> Coldwell Banker RPM Group, Conway	\$13.43
63	<b>Laura Davis</b> Re/Max Elite, Conway	\$13.36
64	<b>John Carpenter</b> Lindsey & Associates, Fayetteville	\$13.24
65	<b>Chase White</b> Keller Williams Market Pro Realty, Fayetteville	\$13.21
66	<b>Ashley Boyd</b> Bradford & Udouj Realtors, Fort Smith	\$13.08
67	<b>Staci Medlock</b> Crye-Leike Realtors, North Little Rock	\$13.01
68	<b>Linda Williams</b> Re/Max Real Estate Today, Marion	\$12.98
69	<b>Sheryl Carman</b> Coldwell Banker Harris McHaney & Faucette, Bentonville	\$12.92
70	<b>Chuck Simmons</b> Coldwell Banker Harris McHaney & Faucette, Rogers	\$12.44
71	<b>Kevin Kercheval</b> Coldwell Banker Village Communities, Jonesboro	\$12.43
72	<b>Lori Quinn</b> Coldwell Banker RPM Group, Conway	\$12.43
73	<b>Laura Dryer</b> Re/Max Elite, Conway	\$12.30
74	<b>Amanda Elrod</b> Coldwell Banker RPM Group, Bryant	\$12.23



Top Sales Agents

Ranked by 2018 individual sales volume (in millions)

	Agent Company	2018 Sales
75	<b>Lori Brittain</b> Weichert Realtors-The Griffin Co., Bentonville	\$12.08
76	<b>Sherry Hardie</b> Coldwell Banker Harris McHaney & Faucette, Rogers	\$12.00
77	<b>Jean Lance</b> Crye-Leike Realtors, Bentonville	\$11.89
78	<b>Susan Desselle</b> Desselle Real Estate, Little Rock	\$11.79
79	<b>Valerie Moran</b> Crye-Leike Realtors, Little Rock	\$11.77
80	<b>George Dooley</b> Trademark Real Estate, Hot Springs	\$11.67
81	<b>Bethany Brasfield</b> Trademark Real Estate, Hot Springs	\$11.57
82	<b>Sue Ann Strait</b> River Valley Realty, Russellville	\$11.49
83	<b>Richard Henley</b> ERA Team Real Estate, Conway	\$11.48
84	<b>Misti Holland</b> Crye-Leike Realtors, Benton	\$11.41
85	<b>Danny Roth</b> United Country Roth Realty, Harrison	\$11.39
86	<b>Natalie Edwards</b> Coldwell Banker Harris McHaney & Faucette, Bentonville	\$11.34
87	<b>William Wetzel</b> Moore & Co. Realtors, Russellville	\$11.30
88	<b>Susie Burns</b> Re/Max of Hot Springs Village	\$11.29
89	<b>Pam McDowell</b> ERA Team Real Estate, Conway	\$11.26
90	<b>Steve Burges</b> Gilbert Realty Co., Mountain Home	\$11.24
91	<b>Ryan Caughron</b> Re/Max Unlimited Inc., Harrison	\$11.22
92	<b>Wes Wood</b> Peglar Real Estate Group, Mountin Home	\$11.18
93	<b>Becky Arguello</b> Trademark Real Estate, Hot Springs	\$11.18
94	<b>Layne Penfield</b> Baxley-Penfield-Moudy Realtors, Bryant	\$11.18
95	<b>Margie Ivy</b> Coldwell Banker Harris McHaney & Faucette, Bentonville	\$11.15
96	<b>Stacy Hamilton</b> Desselle Real Estate, Little Rock	\$11.12
97	<b>Joshua Hagan</b> Keller Williams Market Pro Realty, Fayetteville	\$11.03
98	<b>Cammi Hevener</b> Ward Jones Realtors, Siloam Springs	\$11.01
99	<b>Scott Deaton</b> Deaton Group Realty, North Little Rock	\$11.00
100	<b>Brenda Parker</b> Re/Max Real Estate Results, Bentonville	\$10.93
101	<b>Mark Chilton</b> Baxley-Penfield-Moudy Realtors, Bryant	\$10.91
102	<b>Mary Currey</b> Trademark Real Estate, Hot Springs	\$10.85
103	<b>Walt Dickinson</b> Re/Max Affiliates Realty, Little Rock	\$10.83
104	<b>Katherine Melhorn</b> The Janet Jones Co., Little Rock	\$10.83
105	<b>Helen Dansker</b> Crye-Leike Realtors, Bella Vista	\$10.79
106	<b>Rebecca Smith</b> The Janet Jones Co., Little Rock	\$10.56
107	<b>Coy Stewart</b> Re/Max Elite, Conway	\$10.49
108	<b>Ray Heflin</b> Lindsey & Associates, Fayetteville	\$10.41
109	<b>Nate Lipsky</b> Re/Max Real Estate Centre, Jonesboro	\$10.32
110	<b>Kelly Reed</b> Coldwell Banker Harris McHaney & Faucette, Rogers	\$10.31
111	<b>Kristen Kennon</b> iRealty Arkansas, Sherwood	\$10.29

	Agent Company	2018 Sales
112	<b>Kim Walker</b> Trademark Real Estate, Hot Springs	\$10.13
113	<b>Victoria Robertson</b> Re/Max Real Estate Connection, Cabot	\$10.12
114	<b>Christine Cook</b> Lindsey & Associates, Fayetteville	\$10.04
115	<b>Adam Steenken</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$9.91
116	<b>Carol Slattery</b> Crye-Leike Realtors, North Little Rock	\$9.90
117	<b>Donna Carlson</b> Jon Underhill Real Estate, Little Rock	\$9.89
118	<b>Misty Barnes</b> Coldwell Banker Harris McHaney & Faucette, Fayetteville	\$9.86
119	<b>Beau Durbin</b> ESQ. Realty Group, Hot Springs	\$9.85
120	<b>Whitney Elmore</b> Coldwell Banker RPM Group, Little Rock	\$9.82
121	<b>Lisa Holloway-Sugg</b> Crye-Leike Realtors, Maumelle	\$9.78
122	<b>Topher Moore</b> Lindsey & Associates, Rogers	\$9.78
123	<b>April Findlay</b> The Charlotte John Co., Little Rock	\$9.69
124	<b>Clark Marshall</b> Coldwell Banker RPM Group, Little Rock	\$9.69
125	<b>Ashley Cook</b> Gateway Properties, Batesville	\$9.67
126	<b>Chris R. Abington</b> River Valley Realty, Russellville	\$9.58
127	<b>Tiffany Cox</b> Coldwell Banker Harris McHaney & Faucette, Bentonville	\$9.54
128	<b>Bob Bushmiaer</b> The Janet Jones Co., Little Rock	\$9.50
129	<b>Charlotte Hitchens</b> Re/Max of Hot Springs Village	\$9.20
130	<b>Becky Tuck</b> Weichert Realtors-The Griffin Co., Springdale	\$9.13
131	<b>Memphis Snyder</b> Keller Williams Market Pro Realty, Fayetteville	\$9.05
132	<b>Brenda Rhoads</b> Crye-Leike Realtors, North Little Rock	\$8.82
133	<b>Emily Walter</b> Coldwell Banker RPM Group, Conway	\$8.78
134	<b>Kelly Crenshaw</b> Crye-Leike Realtors, Fayetteville	\$8.70
135	<b>Steve Collar</b> Re/Max Real Estate Centre, Jonesboro	\$8.70
136	<b>Christopher Erstine</b> Weichert Realtors-The Griffin Co., Springdale	\$8.70
137	<b>Deanna Crook</b> Coldwell Banker Harris McHaney & Faucette, Siloam Springs	\$8.70
138	<b>Tina Wagner</b> Weichert Realtors-The Griffin Co., Bentonville	\$8.67
139	<b>Kim Creighton</b> Baxley-Penfield-Moudy Realtors, Bryant	\$8.67
140	<b>Tyler Dick</b> Crye-Leike Realtors, Maumelle	\$8.66
141	<b>Jerry Dou</b> Keller Williams Market Pro Realty, Bentonville	\$8.66
142	<b>Alicia Averitt-Haley</b> McKimmey Associates Realtors, North Little Rock	\$8.62
143	<b>Margaret Bell Hughes</b> The Property Group, Little Rock	\$8.61
144	<b>Patricia Bollier</b> Re/Max of Hot Springs Village	\$8.59
145	<b>Blair Cook</b> Coldwell Banker Village Communities, Jonesboro	\$8.56
146	<b>Rebecca Finney</b> Keller Williams Realty, Little Rock	\$8.56
147	<b>Claire Brown</b> Keller Williams Realty, Little Rock	\$8.55

	Agent Company	2018 Sales
148	<b>Lauren Harper</b> Lindsey & Associates, Fayetteville	\$8.49
149	<b>Donna Ibbotson</b> Crye-Leike Realtors, Maumelle	\$8.46
150	<b>Peggy Lucero</b> Re/Max Associates, Fayetteville	\$8.44
151	<b>Tammy Browning</b> Trademark Real Estate, Hot Springs	\$8.42
152	<b>Barbara Swesey</b> iRealty Arkansas, Little Rock	\$8.41
153	<b>Wendy Landes</b> Trademark Real Estate, Hot Springs	\$8.36
154	<b>Jennifer Huffaker</b> Coldwell Banker Harris McHaney & Faucette, Bentonville	\$8.36
155	<b>Patrick Quinn</b> Coldwell Banker Harris McHaney & Faucette, Rogers	\$8.32
156	<b>Sarah Brothers</b> Weichert Realtors-The Griffin Co., Springdale	\$8.30
157	<b>Carolyn Trusty</b> Coldwell Banker RPM Group, Bryant	\$8.24
158	<b>Susan Neaville</b> Re/Max Advantage Realtors, Fort Smith	\$8.22
159	<b>Bethel Sanders</b> Trademark Real Estate, Hot Springs	\$8.19
160	<b>Brandon Howard</b> Keller Williams Market Pro Realty, Fayetteville	\$8.17
161	<b>Kelly Underwood</b> Warnock Real Estate LLC, Fort Smith	\$8.13
162	<b>Roger A. Turner</b> Re/Max Unlimited Inc., Harrison	\$8.10
163	<b>Terri Smith</b> Keller Williams Platinum Realty, Fort Smith	\$8.09
164	<b>Eric Rytima</b> Coldwell Banker RPM Group, Bryant	\$8.08
165	<b>David Wilson</b> Keller Williams Market Pro Realty, Fayetteville	\$8.05
166	<b>Rita Fong</b> Re/Max Real Estate Today, Marion	\$7.99
167	<b>Michael Phillips</b> ESQ. Realty Group, Little Rock	\$7.98
168	<b>Lora Blair</b> iRealty Arkansas, Cabot	\$7.97
169	<b>DeAnn Williams</b> Crye-Leike Realtors, Benton	\$7.97
170	<b>Jan Oliphant</b> Coldwell Banker Harris McHaney & Faucette, Rogers	\$7.93
171	<b>Desiree Stock</b> Crye-Leike Realtors, Fayetteville	\$7.91
172	<b>Amy Eden</b> Coldwell Banker RPM Group, Bryant	\$7.91
173	<b>Chad Beebe</b> Weichert Realtors-The Griffin Co., Fayetteville	\$7.88
174	<b>Tish Pace</b> Re/Max Advantage Realtors, Searcy	\$7.88
175	<b>Kevin Marsh</b> Re/Max Affiliates Realty, Little Rock	\$7.79
176	<b>Terri Summers</b> Crye-Leike Realtors, Bryant	\$7.78
177	<b>Karol Bailes</b> Crye-Leike Realtors, Hot Springs	\$7.77
178	<b>Danna Johnson</b> Crye-Leike Realtors, Jonesboro	\$7.77
179	<b>Shelly Snowden</b> First National Realty, Bryant	\$7.75
180	<b>Kristen McCready</b> Keller Williams Realty, Little Rock	\$7.73

Researched  
by Roxanne  
Jones

Sources: the agents and/or their agencies. 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.

# Arkansas Business Exec Q&A

To submit questions or interview suggestions, email [GMoritz@ABP6.com](mailto:GMoritz@ABP6.com)

**Richard Harp Homes** specializes in custom residential construction ranging from 3,000 SF to 15,000 SF with project values ranging from \$400,000 to \$2.5 million and renovations ranging from \$100,000 to \$1 million.

**What led you to become a homebuilder?** From a young age, I fell in love with building with Lincoln Logs and Lego sets. As a teenager, I built treehouses in my neighborhood, St. Charles, from scrap building materials that I was given as payment for cleaning up job sites for local builders. As a college graduate, I could not qualify to buy a home, given my financial position at the time. I started researching the costs associated with building a home, read the "Visual Handbook of Building & Remodeling," found a banker willing to help me and jumped into building my first home. I had lots of help.

**What are some of the hot trends in custom home construction?** Smart home technol-

ogy is the fastest-growing trend in custom home construction. Clients can control their TV, music, lighting, security, heating and air conditioning and even the operation of their pool from the convenience of their cellphone, tablet, computer or proprietary devices located in the home.

**What are some of the most interesting projects or features you've undertaken to build?**

We have built on a sandy lot in the floodway of the Arkansas River, where an architect and five engineers were involved to handle the designs of the home, which included an octagonal living room with a wood-beamed vaulted ceiling. We have built high-end custom homes, some with six-figure movie theater-level

## This Week: Richard Harp

President of Richard Harp Homes Inc. of Little Rock

accoutrements and hotel-worthy pools and vistas. A few projects were perched on mountainsides, offering breathtaking 180-degree views.

**What's the best advice you ever received?** That there is no replacement for experience. And that experience takes patience. When I started building, I was just a kid trying to build a house for myself and maybe earn some money if I could build and sell other homes at a profit. I was just learning as I went 25 years ago and am thankful for the lessons learned that didn't end my career as a builder.

**What is your most important mistake that helped shape your career?** Communication is key in any building project. Over-communication is a key to success in a custom-building process. Assuming that my client knew enough at each turn to make good decisions was a mistake I made a few times years ago. Now, we lead clients through a soul-searching, wish-listing process to understand better what they really feel they need and truly desire. By utilizing over-communication, we have found



### Bio: Richard Harp

**Background:** Harp, who grew up in Little Rock, served as a financial analyst at Tyson Foods from August 1993 to December 1995, then went to work as a senior analyst of business development at Alltel from December 1996 to June 2000. He started his homebuilding company in 1994 and is a member of the Arkansas Contractors Licensing Board.

**Education:** Harp earned a bachelor's degree in financial management in 1993 from the University of Arkansas at Fayetteville and a master's degree in business administration in 1998 from the University of Arkansas at Little Rock. ■

[PHOTO BY JASON BURT]

significant reductions in misconceptions and misunderstandings.

**Who are your mentors?** My grandfather encouraged me to follow my passion and desire to build homes in 1994. He loaned me \$10,000 as

capital for my business. My grandfather always served as a sounding board, voice of reason and source of wisdom in how to deal with clients and subcontractors. Most of all, my grandfather served as a gentle motivator as he always believed in me. ■



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