

# THE REAL DEAL

Data Book 2008

## MANHATTAN: BIGGEST RESIDENTIAL FIRMS

Big got bigger among Manhattan real estate firms in 2007, with Prudential Douglas Elliman pulling away from the pack, establishing dominance among the borough's top dozen firms with its dollar volume of Manhattan listings, number of listings and number of agents, according to data compiled between April 2006 and April 2007.

Elliman's ranks grew nearly 13% year-over-year, to 1,509 Manhattan agents. Archival firm the Corcoran

Group grew by more than 5%, to 925 agents, finishing in second place in terms of its workforce. The two companies also filled the top slots when it came to the most Manhattan listings and dollar value of listings.

Sotheby's, Brown Harris Stevens and Stribling sold the priciest properties on average. The median listing price of Manhattan properties handled by Sotheby's reached \$2.7 million, followed by Brown Harris Stevens at \$2.1 million

and Stribling at just under \$1.8 million.

While only two firms on the list saw their agent totals drop—Bellmarc and Coldwell Banker Hunt Kennedy—there was an overall slower rate of growth than in previous years, a result of the residential market cooling off. The 10 biggest firms collectively grew around 8% during the year surveyed, compared with 23% between April 2005 and April 2006.

### Number of Manhattan agents

| Rank | Rank    |         | Firm                         | Agents  |         | % Change |
|------|---------|---------|------------------------------|---------|---------|----------|
|      | May '07 | May '06 |                              | May '07 | May '06 |          |
| 1    | 1       | 1       | Prudential Douglas Elliman   | 1,509   | 1,337   | 12.9%    |
| 2    | 2       | 2       | Corcoran                     | 925     | 877     | 5.5%     |
| 3    | 3       | 3       | Citi Habitats                | 774     | 774     | 0.0%     |
| 4    | 4       | 4       | Halstead                     | 546     | 519     | 5.2%     |
| 5    | 5       | 5       | Brown Harris Stevens         | 319     | 274     | 16.4%    |
| 6    | n/a     | n/a     | Bond New York                | 247     | n/a     | n/a      |
| 7    | 6       | 6       | Bellmarc                     | 215     | 233     | -7.7%    |
| 8    | 7       | 7       | Coldwell Banker Hunt Kennedy | 204     | 230     | -11.3%   |
| 9    | 8       | 8       | Stribling                    | 199     | 191     | 4.2%     |
| 10   | n/a     | n/a     | Century 21 NY Metro          | 171     | n/a     | n/a      |
| 11   | 9       | 9       | Warburg                      | 161     | 159     | 1.3%     |
| 12   | 10      | 10      | Sotheby's                    | 145     | 144     | 0.7%     |