

The Best Residential Realtors *in Dallas*

If you're buying or selling a house, don't try to do it yourself. Leave it to a professional—and you can find one on this list. BY TIM ROGERS

BECAUSE YOU ARE A GOOD AMERICAN, YOU'LL entertain the notion of doing it yourself. You will. You've read Thoreau and Emerson. Or at least you half-remember a college class in which Thoreau and Emerson were taught. You value self-reliance and fancy yourself a practitioner of same. Plus there's the matter of the 6 percent commission. And even if you're buying and the juice isn't *technically* coming out of your pocket—friend, you know the score. Do it yourself and the price of that little charmer on Walden just dropped 3 points.

So you will, as I once did, think about buying (or selling) a house without the aid of a Realtor. By way of disabusing you of that impulse, let me tell you a story. It's the story of how my wife and I wound up living in our dream house. For most people who've bought a house, it will sound like a fairy tale. But you have my word. Every bit of it is true.

About three years ago, with our firstborn's chew toys and Evenflo Exersaucer taking up nearly the entire living

space of our tiny, rented M Streets duplex, my wife and I began the search for a house. We did this without a Realtor. Basically, our house-hunting methodology went like this: we'd load the little chit into his car seat and head off in the direction of "that cute place I saw for sale over on that street with the trees" or some other equally aimless course. We would see a house that was for sale. If its "for sale" sign had affixed to it one of those plastic cylinders containing listing sheets, the listing sheets would all be gone. Armed with our vast knowledge of the current Dallas real estate market, we would engage in a productive dialogue about the property.

Her: "I really like the stonework and the big bay window."

Me: "Are you kidding? No way can we afford that. You know how much they're probably asking?"

Her: "Stop yelling."

Me: "I'm not yelling!"

Whereupon the little chit would reach his car-ride threshold and start wailing. We would return home with a list of addresses and agents' numbers that neither of us had the stomach to call.

After six months of this, we enlisted the help of a Realtor. Susan's name came to me from a friend whom she'd helped find a house. It was then that the magic started.

BEST RESIDENTIAL REALTORS IN DALLAS

DALLAS

Jim Barger	Premier Group Realtors
Robert De Leon	Ultima Real Estate
Gale Dunn	Re/Max HiNet All Cities
Mark Linvill	Ebby Halliday, Realtors
Roger Pickett	Century 21 Judge Fite Co.
Robert Walton	Uptown Realtors
Choi Ytem	Prudential Texas Properties

EAST DALLAS

Margie Artieschoufsky	Coldwell Banker Residential Brokerage
Laura Beazley	Keller Williams
David Bush	Coldwell Banker Residential Brokerage
Scott Carlson	Scott Carlson Real Estate, Inc.
Dick Clements	Ebby Halliday, Realtors
Judy Garrett	Coldwell Banker Residential Brokerage
Jo Haptonstall	Haptonstall Realty
Mary Beth Harrison	Keller Williams
Peggy Hill	Abio & Associates
Glenda Jackson	Ellen Terry, Realtors
Ken Lampton	Re/Max Associates of Dallas
Mike & Stacy Miller	Keller Williams
Jan Stell	Ebby Halliday, Realtors
Derrell Tyner	Southwest Properties
John Whiteside	Coldwell Banker Residential Brokerage

FAR NORTH DALLAS

Dennis Baum	Keller Williams
Carole Beasley	Ebby Halliday, Realtors
Tammy Dunigan	Re/Max Preston Point
Barbara Holland	Re/Max North Dallas
Judy Lundquist	Century 21 Judge Fite Co.
Sharon Nordman	Virginia Cook Realtors

Cindy O'Gorman	Ebby Halliday, Realtors
Jo Pressly	Virginia Cook Realtors
John Quesenberry	Re/Max Preston Road North
Mayo Redpath	Virginia Cook Realtors
Malcolm Smith	Re/Max Premier Properties
Donna Trayler	Ebby Halliday, Realtors

GARLAND/RICHARDSON

Melissa Clayborn	Home Search Realtors
Pam Crum	Ebby Halliday, Realtors
Patsy Glaze	Home Search Realtors
Karen Griffith	Re/Max HiNet All Cities
Marlene Halbrook	Coldwell Banker Apex
Donna Nichols	Re/Max HiNet All Cities
Deborah Lace	Coldwell Banker Apex
Dennis Plank	Century 21 Judge Fite Co.
Mary Lou Shiner	Mary Lou Shiner Realtors

IRVING/LAS COLINAS

Peggy Allemand	Coldwell Banker Residential Brokerage
Freddie Gomez	Truzzie Howard Real Estate
Heather Gresham	Realty Executives of Plano
Marche Ann Mann	Ebby Halliday, Realtors
Verna Wilson	Ebby Halliday, Realtors

LEWISVILLE/FLOWER MOUND

Michelle Atkins	Ebby Halliday, Realtors
Julia Lawrence	Century 21 Judge Fite Co.

MESQUITE

Alicia Trevino	Coldwell Banker Apex
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Susan brought structure to our search and held our hands as we waded through the paperwork bog of getting pre-approved for a loan. She knew the neighborhoods where we wanted to live, and she knew which streets in those neighborhoods we could afford.

On our first legitimate day of house hunting with a Realtor, we left the little chit at home (with adult supervision), and Susan drove. Armed with the latest MLS info, she had listing sheets and prices on a dozen houses that she'd made appointments to see and between which she'd already planned the most efficient route. At each stop, she acted as an arbitrator between the wife and me, pointing out that while one house did feature "cute awnings," it also had cracks in several walls that could indicate the foundation needed work.

Then we came to the last house on the day's docket. Its MLS listing described it as
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Top 10 Sellers

We arrived at our list of top Realtors by compiling votes from ballots mailed to real estate professionals in Dallas. A slightly different story emerged when we took a look at the sales numbers.

REALTOR	FIRM	UNITS	TOTAL	AVERAGE
1 Joye Kuhn	Re/Max DFW Associates	295	\$69,917,282	\$237,008
2 James Tan	Re/Max Town & Country	376	\$63,348,468	\$168,480
3 David Baxter	DFW Real Estate Group	216	\$56,773,768	\$262,842
4 Eleanor Sheets	Coldwell Banker Residential	77	\$56,536,825	\$734,244
5 Beverly Godbey	Re/Max Associates Mid Cities	314	\$51,000,685	\$162,423
6 Cindy O'Gorman	Ebby Halliday, Realtors	165	\$49,172,837	\$298,017
7 Ellen Terry	Ellen Terry, Realtors	32	\$48,863,561	\$1,526,986
8 Frances Waldman	Coldwell Banker Residential	135	\$46,862,724	\$347,131
9 Shirley Davis	Re/Max Preston Road North	163	\$45,964,745	\$281,992
10 JoAnn Anderson	Coldwell Banker Residential	323	\$42,831,562	\$132,605

Source: North Texas Real Estate Information Systems, 2001 data. Totals do not include non-reported sales.