

New Orleans
CITYBUSINESS

Homebuyer's Guide 2013

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Putting it Together

Low interest rates,
prices help **shrink**
inventory to create
a buyer's market

INSIDE

- Area by area breakdown
- Industry sector lists



New Orleans City BUSINESS Homebuyer's Guide 2013

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Introduction

Realtors: Conditions ripe for strong sales



Christian Moises
News Editor

The pieces appear to have finally come together for what Realtors see as a banner year for residential real estate in the New Orleans area.

Many submarkets are reporting lower-than-average inventory, and that, combined with low interest rates and falling sales prices, has buyers shaking off recession-related fears.

The average selling price for homes fell last year, although just minimally, in four of the nine market segments CityBusiness tracks using New Orleans Metropolitan Association of Realtors statistics.

The number of homes sold was up in all but two areas — Plaquemines Parish and Algiers-English Turn — and total volume increased 12.4 percent.

Those statistics, perhaps more than any other, give Realtors reason to believe 2013 will be a boom year.

News Editor Christian Moises can be reached at 293-9294 or christian.moises@nopg.com.

MARKET AT A GLANCE

The average selling price of homes in the New Orleans area was up a mere 1 percent in 2012, but the number of homes sold and the total volume posted double-digit increases.

	2012	2011	Change
Homes sold	9,247	8,308	11.3 percent
Average selling price	\$203,151	\$201,117	1 percent
Volume	\$1.88 billion	\$1.67 billion	12.6 percent
Average days on market	94	96	(2.1 percent)

Source: Gulf South Real Estate Information Network Inc. (decrease)

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Cannizzaro Realty agent Effie Chaisson, left, works with home seller Shauna Reginelli at her home in Old Metairie.

East Jefferson

The number of homes being sold in East Jefferson is rising and keeping the area among the most desirable in the New Orleans metropolitan housing market. But diminishing inventory is a concern for some Realtors, who are scrambling to find options for prospective buyers.

“We have a good market, better than last year, because people have a renewed confidence in the local economy and interest rates are low,” said Lynda Nugent Smith, a Realtor with Keller Williams Realty. “But the big challenge is inventory is way low in East Jefferson. We had plenty of foreclosures and short sales, and those held the pricing down and inventory up for awhile. But now we have not seen those so much, so inventory has come down.”

Smith estimates the current inventory would take about six months to sell. She also said that of the 1,700-plus homes sold in East Jefferson in 2012, only 14 were new construction listings according to sales reported through the Multiple Listing Service.

“People want new construction, and we don’t have many on the market,” she said. “Banks have been stringent on speculative new construction financing, and that’s a reason prohibiting builders from adding new inventory to our market and replacing inventory of homes that are sold.

“We also need to see appraised prices of homes come up a bit where builders can feel more confident that they will get worth what they’re building.”

By
Tommy Santora
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According to MLS reports, the number of homes sold in East Jefferson has increased every year since 2010, with 1,719 homes sold last year, 1,516 in 2011 and 1,407 in 2010. But the median selling price has gone down over that time from \$220,000 in 2010 to \$212,000 last year.

The area between West Esplanade Avenue and Lake Pontchartrain near Causeway Boulevard has been selling at about \$150 per square foot, said Effie Chaisson, a Realtor since 2000 with Cannizzaro Realty. She recently sold three homes in the area, including 4500 Reich St., which went

for \$279,000 — and would have gone for around \$250,000 last year, she said.

“Bidding wars are more this year, and that shows the market activity,” Chaisson said.

Homes priced less than \$350,000 are selling quickly, she said, pointing to recent listings priced at \$279,000 and \$285,000 that sold within 10 days.

Other hot spots include the area near Interstate 10 and Causeway, homes with convenient access to the interstate and areas close to Lakeview, which has seen a resurgence over the past year.

Low interest rates, properties priced to move, lower property taxes in Jefferson Parish and more confidence in the economy are all factors helping the East Jefferson housing market, said Michael Espersen, a Realtor with Coldwell Banker TEC Realtors. However, with more homes being sold and less inventory, Realtors are more competitive than ever to find something for buyers and get under contract with sellers, he said.

“And we’re a competitive bunch as it is,” Espersen said. “We don’t need extra factors influencing that.”

EAST JEFFERSON

	2012	2011	Change
Homes sold	1,784	1,506	18.46 percent
Average selling price	\$211,142	\$219,888	(3.98 percent)
Volume	\$376.68 million	\$331.15 million	4 percent
Average days on market	91	89	2.2 percent

Source: New Orleans Metropolitan Association of Realtors (decrease)



Keller Williams Realtor Renee Ferrera maps out where the highest concentration of listings are from her office in Gretna.

West Jefferson

WEST JEFFERSON			
	2012	2011	Change
Homes sold	1,133	1,052	7.7 percent
Average selling price	\$115,878	\$119,692	(3.19 percent)
Volume	\$131.29 million	\$125.92 million	4.27 percent
Average days on market	95	96	(1.05 percent)

Source: New Orleans Metropolitan Association of Realtors (decrease)

Home sales are on the rise in West Jefferson, but that doesn't mean sellers like the numbers they're seeing.

"I think the only real challenge we're looking at right now is the sellers who think their house is worth more than it is on today's market," said Cindy Tuck, a Realtor with Keller Williams who focuses on the West Bank. "Very often a seller hears that the market is coming back, and they get a certain price fixed in their minds and then won't come down in that price."

These end up being the listings that stay on the market, she said, adding that even though the West Bank is seeing an early post-recession 2013 upturn in sales, it doesn't mean a return to pre-recession prices.

Houses priced in the \$200,000 to \$300,000 range represent the majority of current activity in West Jefferson. Homes at more than \$300,000, even up to

\$500,000, are playing a less significant role in the West Bank's real estate recovery, contributing marginally to an overall decline in inventory and a 5.5 percent increase in home closing rates, Latter & Blum President Richard Haase said.

**By
Garry Boulard**
Contributing Writer
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"The home sales close rates are up," Haase said. "They are just not doing as well as either the East Bank Jefferson or Orleans."

That was the case even before the recession, said Craig Mirambell Jr., broker and owner of Mirambell Realty.

Anything listed for more than \$300,000 is harder to move, he said, adding that properties priced between \$100,000 and \$200,000 move quickly.

"But there aren't that many out there, and there is no telling what condition they might be in," Mirambell said.

Sylvia Marie, a Westwego broker and the owner of Green Gate Realty, said lower-priced properties, such as foreclo-

tures and bank repossessions, are moving the fastest.

Such property prices may be unheard of today on the East Bank, but foreclosed and regular listings priced for less than \$100,000 and in the \$100,000 to \$150,000 range comprise a vibrant market in West Jefferson.

Such prices are particularly prevalent with the pre-World War II wood framed single-family houses and one-story brick 1960s to 1970s structures that dot the area between the West Bank Expressway and the Mississippi River.

Even though more than twice as many new single-family homes were built in West Jefferson the past five years than in East Jefferson, they are not playing a big role in area's real estate market.

"There still overall aren't that many of them," Mirambell said. "New construction in general on the West Bank is very slow. There just isn't a lot of available land, and even the newer subdivisions are pretty much filled up."•

Orleans

East Bank

ORLEANS EAST BANK

	2012	2011	Change
Homes sold	1,955	1,788	9.34 percent
Average selling price	\$276,559	\$258,959	6.8 percent
Volume	\$540.67 million	\$463.02 million	16.77 percent
Average days on market	88	95	(7.37 percent)

Source: New Orleans Metropolitan Association of Realtors (decrease)

The “walking-distance” market — long talked of but until recently little realized — has finally arrived in New Orleans.

“Any house for sale that is near a restaurant or shop is hot right now,” said Anne Comarda, a broker and team leader with Delery Comarda Realtors. “Buyers don’t really care what part of the city the house is located in — it can be around Magazine or Oak or even close to Tchoupitoulas, as long as it is near a thoroughfare where there are shops, restaurants and parks within easy walking distance.”

And the notion that only young homebuyers like to walk places is also being proven false.

“There are also plenty of people in their 50s who have done the carpool and yard thing and don’t want to do that anymore,” Comarda said.

For Realtors throughout the East Bank of Orleans Parish, interest in such amenities is contributing to the some of the most promising market dynamics since the pre-recession days of 2007.

“I’m working 14 hours a day,” said Carolyn Talbert, an agent and broker with Keller Williams Realty. “I’m seeing multiple offerings for listings, which is something that hasn’t happened in ages.”

And the boom, Talbert said, is at every price level, though the \$300,000 to \$400,000 range is most likely to result in a sale. The \$400,000 to \$500,000 market isn’t doing too badly either.

“I’ve had a couple looking for a house in the \$400,000 to \$500,000 range and they’ve been looking for months,” Comarda said. “The second anything comes on the market, we go and look at it.”

With a limited supply of new construction, the vast ma-



Ann Comarda, at a home in Lakewood South, says properties within walking distance of amenities are popular listings right now.

majority of today’s homes listed on the East Bank are either “as is” or renovated properties. Realtors say old houses upgraded with new wiring and plumbing, for example, are in particular demand. But if a house that is not renovated can be had for a lower price, its market time is also brief.

By
Garry Boulard
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Crunching numbers spanning December to February, Latter & Blum Inc. President Richard Haase said the boom has positively impacted a previously formidable supply level on the East Bank.

There’s a 6.3-month inventory during that three-month period compared with an eight-month supply during the same time last year.

“We think a normalized market is somewhere between

four and five months of available inventory,” Haase said.

Closed sales, those in which the house is never listed for sale, in the same comparative three-month spans have jumped some 7.5 percent.

The reason for all of this good news remains murky.

Some Realtors say it is nothing more than pent-up demand from a long-lasting recession, while others contend that the East Bank market has finally entered an era where demand is leading to higher prices, which in turn spurs even greater demand.

“When there’s a continual decline in prices, people are less likely to buy a home because they figure if they wait six months or so they’ll get it for less,” Haase said. “If there’s a confidence that prices aren’t falling but are flat or rising, then it makes sense to act now.”•



Betsy Wilson reviews a house in Algiers with Latter and Blum Realtor Scott Brannon.

Algiers-English Turn

ALGIERS-ENGLISH TURN

	2012	2011	Change
Homes sold	324	362	11.73 percent
Average selling price	\$137,115	\$135,389	1.28 percent
Volume	\$44.43 million	\$49 million	(9.33 percent)
Average days on market	107	113	(5.3 percent)

Source: New Orleans Metropolitan Association of Realtors (decrease)

The inventory of homes for sale in the Algiers-English Turn area is shrinking for the first time in years as first-time and move-up buyers take advantage of low prices and low interest rates.

Realtors focused on the area report that the top sellers are single-family homes priced between \$100,000 and \$200,000 with three bedrooms, two bathrooms and 1,500 to 2,000 square feet of living space.

“The West Bank is finally recovering, which has been a long time coming,” said Latter and Blum Realtor Scott Brannon. “From Algiers to Harvey to Marrero, we’re seeing declines in inventory of 15 to 20 percent over this time last year. Buyers are taking advantage of low interest rates and getting incredible deals for their money.”

The area has about 1,000 homes on the market, and of those, 200 are foreclosures, Brannon said. The average time a listing spends on the market is 90 to 120 days, while homes priced at \$100,000 to \$200,000 are averaging \$80 to \$85 a square foot.

In upscale areas where homes start at \$300,000 — such as English Turn, Plantation Estates and Barclay Estates —

the price per square foot is \$120 to \$150.

Brannon said buyers want homes to be move-in ready. Popular amenities include updated kitchens with granite countertops, well-appointed bathrooms, freshly painted walls and new flooring. Some buyers also want new stainless steel, energy efficient appliances.

**By
Kerry Duff**
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“No one wants to lift a finger today,” he said. “People renovated their homes after Katrina, and they don’t want to do it again. If a buyer likes a house that doesn’t have an updated kitchen, they go down the street to the one that does. If they decide to purchase an ‘average’ home, they want a big discount.”

Mary Vastola, a longtime Marrero resident and Realtor with Coldwell Banker TEC Realtors, said buyers are definitely seeking bargains, so many look at bank repossessions only to discover that most won’t qualify for Federal Housing Administration financing based on their condition. FHA financing is widely used on the West Bank, she said, but the house and buyer have to qualify for the loan.

Vastola said nine out of 10 buyers in this area also need seller assistance for the deal to go through.

“Sellers are making big concessions today to close deals,” she said. “Many homeowners are paying up to 6 percent for closing costs or to cover the first year of taxes, flood and homeowner’s insurance. The West Bank is mostly single-family, blue-collar-worker homes, and we have had to find ways to help people get into them. We have higher priced homes, too, but we have trouble selling them because our area does not have enough high paying jobs for people to afford them.”

She said English Turn, where the average home sells for \$500,000, has several years of inventory because there aren’t many buyers for that price range.

Keller Williams Realtor Courtney Kattengell said buyers shopping in high-end markets don’t typically ask for closing costs, but the price of flood insurance can kill a deal from the beginning.

“People really don’t want to live in flood zones, but they’re prevalent here,” Kattengell said. “A lot of Algiers and Gretna are in B flood zone, and that doesn’t require flood insurance by lenders.”



Bonnie Buras, seen at a home in Noble Manor in Belle Chasse, says impending changes to flood insurance maps have many potential homebuyers on edge.

Plaquemines Parish

Just as the residential market in Plaquemines Parish was seeing an upturn in housing prices and sales, along came talk of updated flood insurance maps.

"They make things more difficult for people who are trying to sell their houses because the maps mean that insurance costs pretty much throughout the parish are going to be high," said Lisa Heindel, a marketing specialist with Crescent City Living. The maps, a direct result of the Biggert-Waters Flood Insurance Reform and Modernization Act of 2012, are only a proposal at this point. But their impact on homes sales in the parish is significant because no one is certain what the final official versions will look like until their expected release this summer.

"This whole thing has really injected a note of fear — fear of the unknown," said Bonnie Buras, a longtime Plaquemines Parish residential market insider and agent with Coldwell Banker TEC. "People are just waiting to find out how much all of this is going to cost them, and whether or not they will be able to make their notes."

As currently drawn, the maps will hit parish homeowners

with higher annual flood insurance costs depending upon the elevation of their homes.

According to preliminary Federal Emergency Management Agency figures, premiums for a home 3 feet above the base elevation would cost roughly \$400 a year.

One-story homes at the even base flood elevation level would be hit with premiums in excess of \$1,400, while one-story homes at 4 feet below base flood elevations could be subject to premium costs of \$9,500.

Those extra costs, Realtors say, may prompt some homeowners to put their houses up for sale in a part of the area that already has at least a 10-month inventory.

Despite those fears, the current Plaquemines Parish market is showing signs of life.

Properties priced at less than \$200,000 are rare and sell quickly, with the average parish price coming in near \$250,000. Prices for the Belle Chasse area are higher with average sales at nearly \$280,000 and an average market listing at \$421,000. "That means that the higher-end homes are sitting out there not selling, which skew-

ers the averages," Heindel said.

During the past decade, the most active listing price range has been between \$200,000 and \$300,000.

Realtors are also seeing a market dominated by existing and renovated properties and a decided lack of new construction.

"And in our area when you talk about renovations, you're talking about people who have very often taken their properties down to the studs, with new wiring, new piping, everything brand new," said Renee Ferrera, an agent with Keller Williams Realty.

The new construction that's available is in areas such as Belle Chasse's Park of Plaquemines and Spring Wood Estates, and they are rebuilds by the property owner versus homes that destined to end up on the market anytime soon.

Even so, existing home prices are expected to remain steady throughout the rest of this year.

"This has always been a stable market," Buras said. "We did for a while have a longer market time, but we never really lost any value." •

PLAQUEMINES PARISH

	2012	2011	Change
Homes sold	75	77	(2.6 percent)
Average selling price	\$285,587	\$229,783	24.29 percent
Volume	\$21.42 million	\$17.69 million	21.09 percent
Average days on market	109	87	25.29 percent

Source: New Orleans Metropolitan Association of Realtors (decrease)

By
Garry Boulard
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Michael Esperson, a Realtor with Coldwell Banker TEC Realtors, echoes other agents throughout the New Orleans area in saying inventory has been low, even in the River Parishes.



River Parishes

RIVER PARISHES

	2012	2011	Change
Homes sold	689	613	12.4 percent
Average selling price	\$150,217	\$156,614	(4.09 percent)
Volume	\$103.5 million	\$96 million	7.81 percent
Average days on market	98	101	(2.97 percent)

Source: New Orleans Metropolitan Association of Realtors (decrease)

The housing market's general upswing, locally and nationally, is good news for a section of the New Orleans region that is still recovering from Hurricane Isaac in August 2012.

More than 7,000 homes in St. Charles, St. James and St. John parishes, with the majority in LaPlace, were flooded during the storm, and only about 40 percent of those households had flood policies, according to the Federal Emergency Management Agency and the Census Bureau. That left many residents scrambling to rebuild with federal disaster assistance loans and any other money they could obtain.

Even when residents get that money, there is a fear of increased flood insurance costs, said Frank Trapani, manager of the three Latter and Blum River Parishes offices. Some homeowners may see flood insurance premiums increase as much as several thousand dollars per year.

"We know the areas will bounce back. It will just take some time," Trapani said. "But we are aware of the increased costs of flood insurance for current residents and prospective homebuyers in those areas, and that is a concern on the housing market."

In 2012, there were 669 homes sold in the River Parishes compared with 613 in 2011 and 527 in 2010.

In the first two months of 2013, there have been 104 homes sold in the area compared with 98 during the same period last year.

Despite the challenges of rising flood insurance costs, Trapani said market activity has picked up throughout the River Parishes for the first part of 2013, citing neighborhoods such as Willowridge, Willowdale, Ashton Plantation and Lakeland, and anything priced right between \$225,000 and \$275,000.

"With the current housing market conditions with low interest rates, the opportunity is now to buy a home," Trapani said. "You're seeing some of these neighborhoods with good school zones, ready-to-move-in homes, and ... new construction with new homes on the markets ... interested buyers are flocking to these areas."

Curb appeal and pristine condition also help sellers, said Gardner Realtors agent Kembra Lee, who recently sold a non-flooded Victorian home listed at \$210,000 at 2219 W. Canterbury Place in the Belle Terre subdivision

of St. John Parish. The 1,900-foot-square home has three bedrooms, two-and-a-half bathrooms, an in-ground pool and granite countertops.

"This home was only on the market for a month, and everybody wanted to tour this home," Lee said.

Lee has also seen an increase in the market activity this year, as most of her homes are under contract or waiting to go to sale. Those in the \$250,000 price range and below are selling the quickest, she said.

Updated amenities are a big lure for prospective buyers, said Michael Espersen, a Realtor for more than 30 years and currently with Coldwell Banker TEC Realtors.

"They want the granite countertops, updated kitchens, renovated, nice bathrooms with separate showers, and they want homes that are newer, less than five years old," Espersen said. "and if they can find those kinds of homes within a good school system, they are jumping at them."

Espersen said the market has been active, with inventory in shorter supply compared with last year. The St. Rose and Destrehan areas have been doing well, he said, as homes are going for between \$225,000 and \$275,000 on average for 2,200 square feet of living area with two bedrooms and two bathrooms. •

**By
Tommy Santora**
Contributing Writer
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Mike O'Brien, left, shows off the kitchen of a home in Meraux's Cypress Gardens subdivision to potential buyer and his son, Scott O'Brien.

St. Bernard Parish

Homes are selling in St. Bernard Parish thanks to lower-than-normal interest rates, special programs for first-time buyers and a host of amenities that have returned since Hurricane Katrina — such as grocery and retail stores, restaurants and the recently opened Chalmette General Hospital.

Areas seeing the most homebuyer activity are Chalmette, Arabi, Violet and Meraux. The average selling price is between \$110,000 and \$180,000, while the price per square foot is running between \$67 and \$75 and the average time a listing spends on the market is 90 to 120 days.

Last year 330 homes sold in St. Bernard Parish, with 52 having sold so far this year.

"We're off to a good start this year," said Century 21 Realtor Josie Darder, who grew up in Chalmette. "We were very slow in October last year. But after the New Year, real estate started making a turnaround. People know it's a buyer's market and they're motivated to buy in this area because they feel safe again."

By
Kerry Duff
Contributing Writer
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The majority of Darder's clients are first-time and move-up buyers looking for a 2,000- to 2,200-square-foot home with three bedrooms and two bathrooms. They also want an open floor plan, a master bedroom on the second floor and energy efficient appliances.

"Most buyers want homes that are in move-in condition," she said. "They want everything to be new, so they don't have to lift a finger."

A big negative for homebuyers today, said Latter & Blum Realtor Judy Phillips, is the high cost of insurance.

"Homeowner's and flood insurance have gone up substantially over the last few years, so I suggest buyers pre-shop for both types to determine if they can even afford a mortgage," she said. "If homeowner insurance is too high, a buyer can go over the loan amount they qualify for and if flood insurance isn't assumable, it can break a deal all together."

Phillips also recommends homebuyers review property

disclosures and get an inspection before buying.

"You can own a home today for less than paying rent, which has gone up ridiculously," she said.

Gardner Realtors Agent Mike O'Brien, who has been selling property in St. Bernard Parish for 34 years, said he started selling more homes last year after New Orleans announced its Soft Second Mortgage program that provides down payment and closing costs subsidies to eligible first-time homebuyers.

In St. Bernard, many of his clients have taken advantage of the U.S. Department of Agriculture's Rural Development program, a federally guaranteed loan program with no down payment.

"These programs, combined with low interest rates, are boosting sales in St. Bernard Parish," he said. "But there aren't as many homes for sale this year as last year. I am also hearing agents say they do not have as many good listings, which means homes in good condition and priced properly. Sellers need to make necessary repairs and make their homes look as good as possible. They also need to price homes to sell."•

ST. BERNARD PARISH

	2012	2011	Change
Homes sold	372	303	22.77 percent
Average selling price	\$100,399	\$94,791	5.92 percent
Volume	\$32.83 million	\$28.72 million	14.31 percent
Average days on market	125	118	5.93 percent

Source: New Orleans Metropolitan Association of Realtors (decrease)



Barbara Brandt, a Realtor with Coldwell Banker TEC Realtors, says inventory throughout East St. Tammany Parish is low, especially for homes priced in the \$150,000 range.

East St. Tammany

Home sales in East St. Tammany are up 15 percent over this time last year despite a seven-month inventory of properties on the market. Realtors credit the increase to low interest rates and a desire by buyers to move up or downsize.

"We are busier than we've been in a long time," said Realtor Barbara Brandt of Coldwell Banker TEC Realtors. "This area has over 500 properties for sale right now, but what we don't have is enough homes priced around \$150,000. We have many, many people looking in this price range so we need inventory. If you're sitting on the fence to list, now is a good time."

Most of the homes selling in East St. Tammany are located in Slidell, Pearl River, Bush and Lacombe. The average selling price is \$150,000 to \$200,000 for three bedrooms, two bathrooms and 1,800 to 2,000 square feet of living area.

The average time listings are spending on the market is

112 days, and 177 homes had sold through mid-March, according to figures from the New Orleans Metropolitan Association of Realtors.

Century 21 Realtor Dale Dixon has lived in East St. Tammany 30 years and sold real estate for 11 years. He said some of the more popular subdivisions in Slidell include Cross Gates, where homes sell for between \$200,000 and \$300,000; and Turtle Creek and The Bluffs, where homes go from \$500,000 to \$1 million.

"I've sold homes for \$600,000 and \$200,000. And while that's a big span, they all sold because they were in impeccable condition," Dixon said. "Homebuyers today want everything freshly painted, clean and move-in ready. They also want good schools districts, an area that hasn't flooded and to pay a fair price for their home so they can resell if they have to."

Foreclosures made up 31 percent of the 177 home

sales between January and mid-March, said Wayne Turner of Turner Real Estate Group. The average sale price for those 54 foreclosures, which sat on the market for an average of 75 days, was \$81,532, which bought a three-bedroom, two-bath home with 1,600 square feet.

"First-time homebuyers are limited in funds, so a lot of them want to see foreclosures," Turner said. "However, when the house smells like cat urine and smoke and needs paint, carpet, landscaping and all the broken windows replaced, 90 percent of them they don't want it. They want a home that's move-in ready."

He also suggests buyers get familiar with flood zones and the cost of flood insurance. Mortgage companies require flood insurance in zones A and B but not in C, he said.

"Living on the water is pricey, but that's where some people want to live," he said. "Flood insurance on a 2,500-square-foot home on the water in Slidell in Zone A runs \$2,500-\$3,000 a year. On a \$500,000 home in Zone C it's about \$375 a year, if you decide to buy it."•

EAST ST. TAMMANY

	2012	2011	Change
Homes sold	1,081	986	9.64 percent
Average selling price	\$152,365	\$163,381	(6.74 percent)
Volume	\$164.71 million	\$161.09 million	2.25 percent
Average days on market	91	97	(6.19 percent)

Source: New Orleans Metropolitan Association of Realtors (decrease)



Keller Williams Realty agent Kim Higgins, center, prepares agents Nicole O'Callaghan, left, and Pam Alker for a listing in the Laurelwood subdivision in Mandeville.

West St. Tammany

An area with an already active housing market recently received another feather in its cap.

Mandeville is the best place to raise children in Louisiana, according to March survey in Bloomberg Businessweek. It factored public school performance, safety, share of households with children, diversity, commute time, family median income and the housing market.

"For a prominent national magazine to recognize Mandeville as an ideal place to live, work and call home, it is a great marketing tool for us Realtors," Kim Higgins with Keller Williams Realty.

Higgins said she had four recent listings in Mandeville go under contract in less than 30 days, and she received multiple offers on all of them.

Mandeville has long been an active staple of the West St. Tammany housing market, which has shown a steady increase in home sales over the past several years. In 2012, 1,852 homes were sold, up 22 percent from the 1,521 homes sold in 2011, and up 9 percent from 1,396 homes in 2010, according to numbers from the New Orleans Metropolitan Association of Realtors.

"Interest rates are low, the stock market and economy are doing well, the unemployment rate has fallen, and all these factors are driving a healthy and active real estate market," said Wayne Turner, president of Turner Real Estate Group.

By
Tommy Santora
Contributing Writer
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Sales throughout the area are up 15 percent with 271 home sales closed through February compared with 236 homes closed during the same period in 2012, according to a Multiple Listing Service study.

Foreclosures, meanwhile, are down with only 43 transactions involving such listings compared with 74 in the first two months of 2012.

There were 367 sales pending in the West St. Tammany market as of March 24, leaving 878 listings in inventory. A total of 815 contracts have closed in the past six months with a median sold price of \$200,230.

Turner said the \$100,000-\$200,000 price range contains the highest number of sold listings, while the \$200,000-\$300,000 price range had a relatively large inventory of properties for sale at 244 listings.

WEST ST. TAMMANY

	2012	2011	Change
Homes sold	1,879	1,621	15.92 percent
Average selling price	\$246,419	\$245,692	0.3 percent
Volume	\$463.02 million	\$398.27 million	16.26 percent
Average days on market	93	92	1.09 percent

Source: New Orleans Metropolitan Association of Realtors

While the number of homes sold is on the rise, inventory is falling, Higgins said, and the number of listings could become a concern among Realtors if more homes don't come on the market.

"West St. Tammany's housing inventory is currently very low," she said, adding that there have been 45 home sales in the past 30 days, while only 80 new homes were listed during the same time frame. "If market conditions do not change and if no new listings come on the market, it will take 6.4 months for the current inventory to sell at the current pace of the market. A balanced market's absorption rate is typically between 5-7 months."

Turner said some of the West St. Tammany neighborhoods doing well include Natchez Trace, Beau Chene, Meadowbrook, Crestwood, Tammany Hills, Tchefoncta Country Club, the Sanctuary, Folsom and Madisonville, which he said has become a hot area with an improving school district and lots of development along Highways 21 and 22.

"Madisonville is the new up and coming Mandeville," Higgins said. "We're selling new construction as fast as they can build it, and it is flying off the shelf." •

Top real estate producers

ranked by 2012 volume among agents with at least \$4 million in sales

Agent Company Address	Phone Fax Email	Sales volume 2012	Sales closed 2012	Geographic focus	Specialty	Professional awards/designations
Stevie Mack Latter & Blum Inc. Realtors 1151 N. Causeway Approach Mandeville 70471	(985) 626-5695 (985) 626-4112 steviemack@latterblum.com	\$39.9 million	64	North Shore, Old Covington, Old Mandeville, Madisonville, Folsom	waterfront, estate, equestrian, acreage, gated communities, historic properties, acreage	Latter & Blum "Top of the Latter"
Tommy Crane Tommy Crane Group Inc. 3702 Bienville St. New Orleans 70119	899-8666 281-4842 info@tommycrane.com	\$37.8 million	116	New Orleans and Metairie	residential	N/A
Jennifer Rice & Team: Jennifer Rice, Laura Miles, and Alice McNeely Latter & Blum Inc. Realtors 1151 N. Causeway Blvd. Mandeville 70471	(985) 626-5687/(985) 966-1321 (985) 626-5866 jenniferrice@latterblum.com	\$32.9 million	67	West St. Tammany Parish, Lewisburg, Old Mandeville, Covington, Folsom, New Orleans area, French Quarter	waterfront, equestrian, estate and historic properties, country land, commercial properties, townhouses and condos	Platinum Award, "Top of Latter" - Latter & Blum
Chris Smith Gardner Realtors 1820 St. Charles Ave. New Orleans 70130	231-2004 (cell); 891-6400 (office) 207-0524 realtorchris-smith@gmail.com	\$30.8 million	121	metro New Orleans	all aspects of residential real estate; single family homes, doubles/duplexes, investment properties, condos, town homes, and vacant land	New Orleans Metropolitan Association of Realtors Super Star Award for Greatest Number of Transactions & Production 2007-2011. Legend Award by Gardner, Realtors for the Greatest Number of Transactions over 5 year period. Gardner, Realtors - Platinum Award 2004-2011.
Team Tangie: Tangie Stephens, Jessica Jambon, Lynne Doubleday, Tammy Latour, Robert Stephens, Brittany Jouandot Keller Williams 4550100 4725 Veterans Memorial Blvd. Metairie 70006	338-7653 455-0322 teamtangie@kw.com	\$26.7 million	159	metro New Orleans, River Ridge, Old Metairie, North Shore	marketing specialist, luxury homes, residential, multi and condos	Keller Williams Platinum Award, ABR
Margaret Lewis Stewart Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 899-1703 (cell) 275-2445 mlstewart@latterblum.com	\$24.3 million	45	Uptown, Garden District, Old Metairie, Lakefront, French Quarter, Warehouse District	residential, condo, multi- family, new construction, investment property	NOMAR Top 10, Latter & Blum "Top of The Latter Club", L&B President's Club
Kim Higgins Keller Williams Realty Services 1522 W. Causeway Approach Mandeville 70471	(985) 727-7000 (985) 727-7001 kim@kimhiggins.com	\$23 million	104	St. Tammany Northshore	residential, sales/listings, new construction, resales	Platinum Award Winner - 6 Consecutive Years / ABR, CRS, ePRO
Karen Prieur Re/Max N.O. Properties 8001 Maple St. New Orleans 70118	866-7733 866-7800 ksprieur@aol.com	\$21.7 million	47	Old Metairie	luxury properties	No. 1 Re/Max agent in metro N.O. from 2002-2012, Re/Max Platinum Club
Glennnda Bach Latter & Blum Inc. Realtors 3001 Gen. De Gaulle Drive New Orleans 70114	362-1823 367-2496 gbach3@aol.com	\$20.3 million	33	West Bank, Warehouse District, Old Metairie	residential sales	ABR
Jeff and Pam Puckett Team Gardner Realtors 1300 Gause Blvd., Suite C2 Slidell 70458	(985) 707-4145 (Jeff); (985) 707-7267 (Pam); (985) 641-1201 (office) (985) 641-1276 puckettteam@cs.com	\$20.2 million	116	St. Tammany, Jefferson, Orleans	residential and commercial	President's Club, Platinum Awards
Brooke Arthurs Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 259-8311 (cell) 275-2398 barthurs@latterblum.com	\$19.5 million	30	Uptown, Garden District, Lakefront, Old Metairie, University Area, French Quarter, Warehouse District, English Turn	residential and luxury homes, condos, multi- family, investment property	CRS, Top 10 Agent Award NOMAR, Life Time Member "Top of The Latter Club"
John Rareshide Re/Max N.O. Properties 8001 Maple St. New Orleans 70118	343-1698 866-7800 johnrareshide@remax.net	\$19.1 million	22	Garden District, Uptown, Warehouse District, Old Metairie	luxury homes, condos and investment property	CRS, HHS - Re/Max Platinum Club, #6 Agent in LA
Britt Galloway Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	862-4122 208-2827 britt@brittgalloway.com	\$18.5 million	25	Uptown, Garden District, Lakefront, Warehouse District, French Quarter, Old Metairie	buyer and seller agent	NOMAR Multi-Year Platinum Award winner, Keller Williams Realty New Orleans Multi- Year Top Producing Agent
Carolyn Talbert Keller Williams Realty 4550100 4725 Veterans Memorial Blvd. Metairie 70006	330-0901 459-3535 carolyn@metairiehomes.com	\$17.9 million	88	metro New Orleans, North Shore, Old Metairie, Uptown	residential sales, luxury homes, new construction, relocation	Top 1 percent of Realtors in the nation, Keller Williams Quadruple Gold award, Associate Leadership Council, Keller Williams Board of Directors
Eric Hernandez Realty Executives SE LA 3525 Hessmer Ave., Suite 301 Metairie 70002	468-7979 N/A corporate@realtyexecutivesse-la.com	\$17.1 million	137	Metairie	residential and investment real estate	Platinum Award Winner
Francher Perrin Group - L. Bryan Francher and Leslie A. Perrin Gardner Realtors 1820 St. Charles Ave. New Orleans 70130	251-6400 (cell); 891-6400 (office) 207-0009 francherperrin@aol.com	\$16.9 million	40	metro New Orleans	historic New Orleans	Platinum, Chariman's and President's Circle Award Winners, Named in the Top Three of Gambit's Best of New Orleans Real Estate Agents, 3 years in a row
Lynn Morgan Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	473-8320 613-4651 lsm4900@aol.com	\$16.9 million	14	Uptown, Garden District, Metairie	N/A	N/A
Todd Tedesco Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	250-9053 862-0102 todd@toddedesco.com	\$16.8 million	42	metro New Orleans	buyer and seller agent	N/A

Top real estate producers

ranked by 2012 volume among agents with at least \$4 million in sales

Agent Company Address	Phone Fax Email	Sales volume 2012	Sales closed 2012	Geographic focus	Specialty	Professional awards/designations
Mat Berenson Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 232-1352 (cell) 275-2401 matberenson@yahoo.com	\$16.5 million	41	Uptown, Garden District, Lakefront, Old Metairie, Warehouse, French Quarter, Marigny, Bywater	residential and luxury homes, condos, multi-family	BRC, CRS, Life Member "Top of the Latter Club", "Top Ten" NOMAR Award Winner
Bonnie Schulz Gardner Realtors 4509 Veterans Memorial Blvd. Metairie 70006	737-4501 (cell); 887-7878 (office) 737-9784 bschulz@gardnerrealtors.com	\$16.1 million	38	East Jefferson Parish	resale, vacant land, new construction	Chairman's Platinum Award and Legends Award, NOMAR Super Star Team 3+ members award 10 years
The Roberts Team Avalar Realty Louisiana 1200 W. Causeway Approach, Suite 27 Mandeville 70471	(985) 674-7789 (985) 674-7655 rick.roberts33@me.com	\$15.9 million	74	North Shore, greater New Orleans	residential, commercial	2012 Louisiana Realtors President, ABR, GRI
Brigitte Fredy Latter & Blum Inc. 840 Elysian Fields Ave. New Orleans 70117	616-4044 529-1469 bfredy@latterblum.com	\$15.3 million	24	French Quarter, Marigny, Garden District, Warehouse District, Esplanade, Lakefront	residential, commercial	CRS
Letty Rosenfeld Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 236-6834 (cell) 275-2446 info@lettyr.com	\$14.7 million	34	Uptown, Lakefront, Old Metairie, Garden District, Warehouse District	residential and luxury homes, condos, multi-family, investment property	BRC, CRS, GRI Life Membr NOMAR VIP Club, Latter & Blum Presidents Club, Life Member "Top of The LATTER Club"
Eric Bouler Gardner Realtors 4509 Veterans Memorial Blvd. Metairie 70006	212-0072 (cell); 887-7878 (office) 889-7725 ericbouler@prodigy.net	\$14.1 million	54	Warehouse District, French Quarter, Uptown, Garden District, Old Jefferson, Harahan, River Ridge, Lakeview, Old Metairie, Metairie, Destrehan, Kenner	condos, residential homes, buyer's agent and seller's agent	NOMAR Super Star Award Winner- 11 years running
Katie Witry Gardner Realtors 1820 St. Charles Ave. New Orleans 70130	919-8585 (cell); 891-6400 (office) 891-0228 cwitry@gardnerrealtors	\$14 million	60	historic New Orleans neighborhoods, Old Metairie	historic homes, properties in need of restore, condos, specialty loans	Voted by Gambit readers as the #1 Realtor in the metro area in 2012 and 2011, named one of the 100 Top Real Estate Producers by CityBusiness 2007-2012
Judy Walker Keller Williams Realty 4550100 4725 Veterans Memorial Blvd. Metairie 70006	251-4142 455-0322 judywalker@gmail.com	\$13.3 million	58	North Kenner, greater New Orleans	luxury homes, residential, condos, multi	Keller Williams Double Gold Award
Dawn Morales Latter & Blum Inc./Realtors 13322 Highway 90 / P.O. Box 1299 Boutte 70039	(985) 785-4455 (985) 785-8855 dmorales@latterblum.com	\$12.8 million	51	St. Charles and Jefferson parishes	residential resale, new construction, relocation	ASP, CSP
Lynda Nugent Smith and Lesha Nugent-Freeland Team Keller Williams Realty 4550100 4725 Veterans Blvd. Metairie 70006	455-0100 455-0322 lfreeland@cox.net; lynda@kw.com	\$12.8 million	52	greater New Orleans and the River Region	residential, buyer/seller agent, relocation, luxury homes	Agent Leadership Council, Nomar Board of Directors, Keller Williams Board of Directors, MARPAC trustees, CRS, GRI
Sarah Martzolf Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	261-5654 862-0102 martzolf.sarah@gmail.com	\$12.7 million	37	Garden District, Uptown, Warehouse District, Old Metairie, Lakefront, Mid-City	residential, condos, and multi-family home sales, developer projects, design & spacial organization	Historic Homes specialist, Platinum Award winner
Louise Brady Latter & Blum Inc. Realtors 1151 N. Causeway Blvd. Mandeville 70448	(985) 626-5695 ext. 22122 (985) 612-3611 lbrady@latterblum.com	\$12.5 million	38	North Shore, Mandeville, Madisonville, Covington, Abita Springs	residential, golf community, developments, lease, commercial, vacant land	CRS, ABR, SRES
Charlotte Hailey Dorion Gardner Realtors 7934 Maple St. New Orleans 70118	237-8615 (cell); 861-7575 (office) 861-6417 charrealty@nocomail.com	\$12.5 million	25	Uptown, Garden District, Old Metairie, Lakeview, Lakefront, Lakewood south	servicing clients in the Uptown, Garden District, Old Metairie, Lakeview, Lakefront and Lakewood south areas	Platinum award, Gold award, President's Club
Samara Poche French Quarter Realty 1041 Esplanade Ave. New Orleans 70116	319-6226 940-5858 sam@fqr.com	\$12.3 million	37	greater New Orleans	sales, management, leasing	Top Producer
Ricky Lemann Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	460-6340 862-0102 rickylemann@gmail.com	\$12.3 million	26	Uptown, Garden District, Lakefront, Old Metairie	buyer and seller agent	NOMAR Platium Award Winner
Jodi Bruno Power Keller Williams Realty 4550100 4725 Veterans Blvd. Metairie 70006	261-5247 281-4622 jbpower1@cox.net	\$12 million	51	greater New Orleans, Old Metairie	residential, commercial, multi-family, condos, luxury homes	consistent top sales producer in Keller Williams, city of New Orleans and Gulf States region, Keller Williams Triple Gold Award
Randie Leggio Gardner Realtors 4509 Veterans Memorial Blvd. Metairie 70006	236-8540 (cell); 887-7878 (office) 889-7725 soldsbyrandie@aol.com	\$12 million	66	greater New Orleans	New Orleans, Jefferson, North Shore, River Parishes	NOMAR Super Star Award Winner, SRS, ABR, Short Sale Certified, REO Certified, E-Certified
Tammy Whitehead Latter & Blum 1151 N. Causeway Blvd. Mandeville 70471	(985) 626-5695 (985) 626-5866 tammywhitehead@gmail.com	\$11.8 million	53	West St. Tammany	residential	ABR
Sandra Green Gardner Realtors 132 Robert E. Lee Blvd. New Orleans 70124	259-8107 (cell); 288-4100 (office) 282-2212 sandrageenrealtor@gmail.com	\$11.7 million	44	greater New Orleans metro	residential real estate	NOMAR Platinum Award, 4th place NOMAR Super Star Assisted Transactions - 2009, 6th place NOMAR Super Star Assisted Transactions - 2010. Voted in the Top 3 Real Estate Agents in Gambit's Best of New Orleans 2012

Top real estate producers

ranked by 2012 volume among agents with at least \$4 million in sales

Agent Company Address	Phone Fax Email	Sales volume 2012	Sales closed 2012	Geographic focus	Specialty	Professional awards/designations
Bebe Babst - Babst/Saxton Team Gardner Realtors 800 N. Causeway Blvd., Suite 1A Mandeville 70448	(985) 373-9019 (cell); (985) 626-8589 (office) (985) 626-1623 bbabst@gardnerrealtors.com	\$11.4 million	37	Mandeville, Covington	luxury portfolio homes expert	NOMAR and GARDNER Platinum award winner, member of GARDNER President's Club
Margaret Maxwell Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	458-1220 862-0102 mm@margaretmaxwell.com	\$11.3 million	24	Uptown, French Quarter, Lakefront, Mid-City, Old Metairie	residential	N/A
Gayle Sisk Latter & Blum Realtors 1151 N. Causeway Blvd. Mandeville 70471	(985) 626-5695 N/A gsisk@latterblum.com	\$10.9 million	30	North Shore, Uptown, New Orleans	first-time homebuyers, executive homes, relocation, buyer's representative, listing specialist	N/A
Yvonne McCulla Latter & Blum Inc. 7039 Canal Blvd. New Orleans 70124	909-2222 286-8608 ymcculla@latterblum.com	\$10.8 million	32	Lake Vista, Lakeview, Lakefront	new construction, residential, multi-family	N/A
Isabel Sanders Gardner Realtors 1820 St. Charles Ave. New Orleans 70130	615-1401 (cell); 891-6400 (office) 754-7768 isabelwsanders@gmail.com	\$10.5 million	31	metro New Orleans, specializing in historic neighborhoods	buyer/seller agency - residential, investment, luxury, relocation	NOMAR Platinum, President's Club
Wendy Benedetto Latter & Blum Inc. Realtors 150 Ormond Center Court, Suite R Destrehan 70047	(985) 764-8744 (985) 764-8749 wbenedetto@latterblum.com	\$10.1 million	33	River Parishes	residential, relocation	N/A
Polly Eagan Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	862-4123 862-0102 pollyeagan@aol.com	\$10 million	30	metro area, Uptown, Metairie, Lakefront, Covington, Mandeville, Folsom, Bush	residential, investment properties and country estates	GRI, CRS
Ernesto Caldeira and David Abner Smith Dorian Bennett Sotheby's International Realty 2340 Dauphine St. New Orleans 70117	944-3605 948-3401 ernestocaldeira@aol.com; dasalpha@aol.com	\$9.9 million	19	French Quarter, Uptown, Lakefront, Old Metairie, Garden District, Natchez & Woodville, Miss.	luxury properties, residential, condo, multi- family, commercial, leasing	Platinum Award winner
Jo Ann Kennedy Latter & Blum Inc./Realtors 3001 Gen. De Gaulle Drive New Orleans 70114	362-1823 367-2496 jkennedy@latterblum.com	\$9.8 million	31	West Bank, Mandeville	residential	BRC, CRS
Megan McCarthy Nelson Gardner Realtors 525 Metairie Road Metairie 70005	957-4497 (cell); 889-7777 (office) 207-1608 mccarthyteam@yahoo.com	\$9.7 million	17	greater New Orleans metro	Old Metairie	N/A
Joan Farbaugh Re/Max Affiliates 671 Rosa Ave., Suite 100 Metairie 70005	834-3221 834-8623 joanfarbaugh@cox.net	\$9.7 million	27	metro New Orleans	buyer's and seller's agent	N/A
John Schaff Latter & Blum Inc. 2734 Prytania New Orleans 70130	895-4663 895-2524 jlschaff@latterblum.com	\$9.7 million	26	Garden District, Uptown, Warehouse District, Metairie	residential, condo, multi- family	CRS
John Weil Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 512-6339 (cell) 275-2463 jweil@latterblum.com	\$9.5 million	23	Uptown, Garden District, French Quarter, Lakeview, Metairie, Jefferson, West Bank	residential, condo & multi- family, investment property, leases, relocation specialist	GRI, CID, Latter & Blum "Top of The Latter Club", NOMAR VIP Life Member
Darlene Gurievsky Gardner Realtors 800 N. Causeway Blvd., Suite 1-A Mandeville 70448	(985) 789-2434; (985) 674-7653 (985) 626-1623 dgurievsky@gardnerrealtors.com	\$9.4 million	29	Mandeville, Madisonville, Covington	relocation specialist and luxury homes expert	member of President's Club, NOMAR and Gardner's Platinum award winner
Carol Upton-Sieverding Latter & Blum Inc. Realtors 1151 N. Causeway Approach Mandeville 70471	(985) 626-5695 (985) 262-4112 cuptonsieverding@gmail.com	\$9.3 million	41	St. Tammany, Washington and Tangipahoa parishes	residential, new construction, resale and vacant land	GRI, SRS,
Mike O' Brien Gardner Realtors 1300 Gause Blvd., Suite C2 Slidell 70458	512-3602 (cell); (985) 641-1201 (office) 279-3600 mikeobrien22@gmail.com	\$9.1 million	73	St. Bernard, Orleans, Jefferson, and St. Tammany parishes	residential/commercial	Platinum Club/President's Club
Ched Edler Latter & Blum Inc. 1101 W. Airline Highway LaPlace 70068	(985) 652-5556 (985) 359-9906 cjedler@latterblum.com	\$9.1 million	59	River Parishes	residential and vacant land	CRS, GRI
Debbie Vittoe Keller Williams Realty Professionals 2053 E. Gause Blvd., Suite 100 Slidell 70461	(985) 707-5170 (985) 605-1569 debravittoe@gmail.com	\$9 million	44	St. Tammany, Orleans and St. Bernard parishes	residential, commercial, relocation, waterfront property, multi-family	No. 1 agent Northshore Board of Realtors 2008, and Keller Williams Realty Professionals. 2006, 2007, 2009, sold volume more than any other agents in four states 2006 Keller Williams
Frank Barrett Re/Max Real Estate Partners Inc. 4141 Veterans Blvd., Suite 100 Metairie 70002	258-0375 288-4776 fob523@aol.com	\$9 million	29	Lakeview, Lakefront	marketing and sales	N/A

Top real estate producers

ranked by 2012 volume among agents with at least \$4 million in sales

Agent Company Address	Phone Fax Email	Sales volume 2012	Sales closed 2012	Geographic focus	Specialty	Professional awards/designations
Eileen Wallen Gardner Realtors 7934 Maple St. New Orleans 70118	250-5656 (cell); 861-7575 (office) 861-6417 eileenwallen@yahoo.com	\$8.8 million	19	metro New Orleans	fine properties, historic properties, condominiums, multi-family properties, investment properties	CRS, CRB, GRI, HHS, NOMAR's Max Derbes Award, Lifetime Platinum Super Sales Award, Gardner President's Club award
Lara Schultz Realty Executives SELA 3525 Hessmer Ave., Suite 301 Metairie 70002	468-7979 N/A corporate@realtyexecutivesela.com	\$8.7 million	103	metro New Orleans and Chalmette	residential and investment real estate	Super Star and Platinum Award Winner
Jane Hicks Gardner Realtors 3725 MacArthur Blvd. New Orleans 70114	439-1601 (cell); 366-4511 (office) 366-4519 jhicks@gardnerrealtors.com	\$8.7 million	57	metro New Orleans	residential real estate	Super Star/Individual Trans 2011, 2007/4th PI; 2004 GCC Individual/4th PI; Platinum 2011, 2009, 2008, 2007, 2005; Gold 2010, 2006
B.J. Murphey Gardner Realtors 1300 Gause Blvd., Suite C2 Slidell 70458	427-7822 (cell); (985) 641-1201 (office) (985) 641-1276 bjmurphey49@gmail.com	\$8.5 million	84	State of Louisiana	REO Properties	Platinum Club/President's Club
Nina Loup Gardner Realtors 4509 Veterans Memorial Blvd. Metairie 70006	650-7177 (cell); 887-7878 (office) 889-7725 nloup@gardnerrealtors.com	\$8.1 million	50	metropo New Orleans and North Shore	residential & commercial; luxury, foreclosures, corp relocation, buyer counseling	NOMAR Super Star Award Winner Transaction & GCC, Chariman's Circle Winner, NOMAR Realtor of the Year
Danny Lyons Latter & Blum Realtors 1151 N. Causeway Approach Mandeville 70471	(985) 626-5695 (985) 262-4112 danny@dannylyons.com	\$7.7 million	41	Mandeville, Covington, Madisonville, Abita Springs, Folsom, Slidell	internet marketing, marketing seller homes, corporate relocations, luxury homes, waterfront homes, new construction sales and purchase, land and lots	NOMAR Silver Award, Leadership Team Award, Stirling Properties Gold Award, New Orleans Ad Club Executive of the Year, ABR, CRS, GRI, ERA Relocation Specialist, Sirva, Cartus, and USAA Relocation Certified
Helen Katz Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 236-6825 (cell) 275-2423 hakatz@latterblum.com	\$7.7 million	16	Uptown, Garden District, Lakefront, Old Metairie, French Quarter	residential and luxury homes, condos, multi-family, investment property	CRS, BRC Latter & Blum Chairman's Club, Latter & Blum "Top of The Latter Club", NOMAR Life Member VIP Club
Tricia King Gardner Realtors 1820 St. Charles Ave. New Orleans 70130	722-7640 (cell); 891-6400 (office) 910-9679 pking@gardnerrealtors.com	\$7.6 million	24	Uptown, Garden District, Old Metairie, Lakeview, Warehouse District, French Quarter	specializing in luxury, historic and investment real estate	Certified Historic House Specialist, Platinum Producer, President's Club Gardner Realtors - Top 25 Realtors, awarded one of 100 Top Real Estate Producers by CityBusiness Magazine, Leading Realtor Garden District office
Gwen Dorris Latter & Blum Realtors 1151 N. Causeway Approach Mandeville 70471	(985) 626-5695 N/A gdorris@latterblum.com	\$7.5 million	43	Mandeville, Covington, North Shore, New Orleans	residential, new construction, bank owned, short sales	N/A
Jim Lark Latter & Blum Realtors 1151 N. Causeway Approach Mandeville 70471	(985) 626-5695 N/A jlark@latterblum.com	\$7.5 million	39	North Shore	seller agent, commercial sales/leases, new construction, golf communities, waterfront	CCIM, CRS
Haj Langford Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 261-0282 (cell) N/A hlangford@latterblum.com	\$7.5 million	29	Uptown, Garden District, CBD, French Quarter, Old Metairie, Lakeview, Warehouse District, Marigny, Mid-City	luxury residential homes, residential sales, investment property, multi-family, apartment complexes, relocation, historic properties, buyer's & seller's agent	Multiple NOMAR Platinum Award Winner, ERA Total Awards AGC Medal Winner, Relocation Specialist Award, Realty Alliance Sales Award, Cartus Relocation Specialist, Life Member NOMAR VIP Club, L & B "Top of the Latter Club"
Cheryl Fuselier Latter & Blum Inc. Realtors 1151 N. Causeway Approach Mandeville 70471	(985) 626-5695 (985) 626-4112 cfuselier@latterblum.com	\$7.5 million	39	North Shore, Mandeville, Covington, Madisonville, Abita Springs, Folsom, Slidell	residential sales and services, certified relocation specialist for GMAC, CIRVA, Cartus, USAA, Weichert	NOMAR Gold Award
Evelyn Randle Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 813-1225 (cell) 275-2443 erandle@latterblum.com	\$7.5 million	16	Uptown, Garden District, Warehouse, Old Metairie, French Quarter	residential, historic, condos, luxury property sales, investment property	Latter & Blum Presidents Club, NOMAR VIP Award Winner, Top of the Latter Club
Mike Humphrey Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	756-3133 297-2638 mike@realmike.com	\$7.4 million	33	New Orleans	historic residential, investment & commercial	PRC Historic House Specialist, KW Associate Leadership Council
Isabel Reynolds Re/Max N.O. Properties 8001 Maple St. New Orleans 70118	451-0903/895-0903 895-0906/866-7800 isareynolds@cox.net	\$7.4 million	12	Garden District, Uptown, Warehouse District, French Quarter	historic homes, condominiums, luxury homes	GRI, Historic House Specialist - Re/Max 100% Club
Micah Loewenthal Gardner Realtors 1820 St. Charles Ave. New Orleans 70130	(225) 205-8552 (cell); 891-6400 (office) 891-0228 micahsells@gmail.com	\$7.4 million	38	New Orleans/Baton Rouge	residential resale, condos, relocation	EPro, Green
Joey Walker Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	610-5637 273-4323 realtorjoey@gmail.com	\$7.3 million	25	Uptown, Garden District, downtown historic districts, Old Metairie, Lakefront	historic house specialist	Platinum Award
Mary Cullen Re/Max N.O. Properties 8001 Maple St. New Orleans 70118	896-9086 897-4940 marycullen@remax.net	\$7.3 million	25	Uptown, Lakeview, Old Metairie	luxury homes, new construction, multi-family, condos	Re/Max 100% Club

Top real estate producers

ranked by 2012 volume among agents with at least \$4 million in sales

Agent Company Address	Phone Fax Email	Sales volume 2012	Sales closed 2012	Geographic focus	Specialty	Professional awards/designations
Sandy Ward Re/Max Real Estate Partners 4141 Veterans Blvd. Metairie 70002	467-4502 467-3700 sandyward@remax.net	\$7.2 million	46	Jefferson, Orleans	residential, investment, commercial	Re/Max 100% Club, Hall of Fame
Michelle Sartor Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 723-8057 (cell) 275-2448 msartor@latterblum.com	\$7.1 million	27	Uptown, Garden District, French Quarter, Warehouse District, Lakeview, Mid-City	residential, condo and multi-family sales, leases, investments, relocation specialist	Lifetime VIP Club, Latter & Blum Presidents Club, "Top of The Latter Club", ABR
Williams-Mysing Team Meg Williams & Melissa Mysing Latter & Blum Inc. Realtors 1151 N. Causeway Blvd. Mandeville 70471	(985) 626-5695 N/A mwilliams@latterblum.com	\$7.1 million	17	North Shore	residential, commercial, country land, farms, equestrian	N/A
Bart Gillis Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	915-1961 613-4823 bartgillis@kw.com	\$7.1 million	45	New Orleans	historical districts	historic house specialist
Sheri Thompson Gardner Realtors 1820 St. Charles Ave. New Orleans 70130	256-9450 (cell); 891-6400 (office) 891-0228 sthompson@gardnerrealtors.com	\$7.1 million	24	French Quarter, Warehouse District, Garden District, Uptown	historic residential properties	N/A
Tonda Adolph Re/Max Real Estate Partners 1901 Manhattan Blvd., Suite C206 Harvey 70058	430-1170 328-3426 tjadolph@aol.com	\$7 million	48	Orleans, Jefferson, St. Tammany	residential, bond & grant programs	N/A
Rachael Casey Iturralde, Mary Ann Casey, Sarah Gilberti (team) Re/Max N.O. Properties 8001 Maple St. New Orleans 70118	866-7800 N/A sarah@sarahgilberti.com	\$7 million	22	Uptown, Lakeview, Old Metairie	luxury homes, condos and renovated property	Casey: CRS, GRI; Gilberti: HHS - Re/Max Platinum Club, Hall of Fame, Top 10 Team in LA
Lane Lacey Latter & Blum Inc. 840 Elysian Fields Ave. New Orleans 70117	948-3011 948-4044 llacey@latterblum.com	\$6.9 million	29	Bywater, Marigny, French Quarter, Mid-City, Warehouse District, Esplanade	residential, investment	N/A
Shelley Lawrence Latter & Blum Inc. 840 Elysian Fields Ave. New Orleans 70117	948-3011 948-4044 slawrence@latterblum.com	\$6.8 million	16	French Quarter, Uptown, Marigny, Warehouse District, Lakefront, Garden District	residential, commercial	N/A
Becky Weber Re/Max Real Estate Partners 4141 Veterans Blvd. Metairie 70002	457-2601 457-3700 beckyweber@cox.net	\$6.8 million	33	River Ridge, Metairie, Harahan, Old Metairie, Kenner, Old Jefferson, Lakeview, Lakefront, Mid-City, Uptown, Destrehan, Luling	residential, investment	Re/Max 100% Club, Nomar Gold Award, Platinum Award
David Stewart Jr. ABEK Real Estate 820 Oak Harbor Blvd. Slidell 70458	(985) 710-1728 (cell); (985) 646-2111 (office) (985) 646-2772 dstewart.realestate@gmail.com	\$6.6 million	41	New Orleans, Slidell, Mandeville	residential real estate	NOMAR Gold Award Recipient
Merritt Lane Latter and Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785; 450-1904 865-1574 twolane@bellsouth.net	\$6.5 million	16	Uptown, Lakefront, Old Metairie	residential, condo & multi- family, investment property, leases, relocation specialist	Life Member "Top of the Latter Club", "Top Ten" NOMAR Award Winner
Carol Jambon Latter & Blum Inc. Realtors 3621 Veterans Memorial Blvd. Metairie 70002	888-4585 455-7913 cjambon@latterblum.com	\$6.5 million	33	metro New Orleans	residential	Latter & Blum "Top of the Latter", NOMAR Award Winner
Tammy Randles Realty Executives SE LA 3525 Hessmer Ave., Suite 301 Metairie 70002	468-7979 N/A tammyrandles@realtyexecutives.com	\$6.5 million	90	metro New Orleans	residential and investment real estate	N/A
Lou Wise & Rhonda Wise-Maestri Team Gardner Realtors 7100 Read Blvd. New Orleans 70127	905-9000 (cell); 242-9500 (office) 244-2525 rleighw@cox.net	\$6.4 million	40	metro New Orleans	first-time homebuyers; listing and sales specialist, luxury homes, relocation, REO	President Circle, Diamond Award, NOMAR Platinum award; Top Team producers
Carolyn Leblanc Latter & Blum 3001 Gen. De Gaulle Drive New Orleans 70114	451-4360 367-2496 cbleblanc@latterblum.com	\$6.4 million	38	West Bank	residential	ABR, CRS, GRI
Kay Randels Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 451-8537 (cell) 275-2442 krandels@latterblum.com	\$6.3 million	37	Uptown, Garden District, Old Metairie, Lakefront, French Quarter, Warehouse District	residential, condo & multi- family, investment property	NOMAR VIP Award Winner
Tracie H. Myers Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785; 512-2872 275-2437 tmyers@latterblum.com	\$6.3 million	17	Uptown, Garden District, Old Metairie, Lakefront, French Quarter, Warehouse District	residential, condo & multi- family, investment property, leases, relocation specialist	NOMAR Life Member VIP Club, Cartus/ Sirva & USAA Relocation Certified
Anthony Grosch Gardner Realtors 3725 MacArthur Blvd. New Orleans 70114	339-5292 (cell); 366-4511 (office) 366-4519 anthonygrosch2@juno.com	\$6.2 million	74	metro New Orleans	residential real estate	Super Star Individual Trans. 8th PI; Platinum 2006; Gold 2011, 2010, 2008, 2005; Silver 2009, 2007

Top real estate producers

ranked by 2012 volume among agents with at least \$4 million in sales

Agent Company Address	Phone Fax Email	Sales volume 2012	Sales closed 2012	Geographic focus	Specialty	Professional awards/designations
Patti Gracianette Gardner Realtors 4509 Veterans Memorial Blvd. Metairie 70006	250-8572 (cell); 887-7878 (office) 889-7725 patti504@bellsouth.net	\$6.2 million	36	greater New Orleans	residential & commercial; luxury, foreclosures, corp relocation, buyer counseling	NOMAR Platinum Award Winner
Cindy Schupp Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 258-5196 (cell) 275-2450 cschupp@latterblum.com	\$6.1 million	29	Uptown, Garden District, French Quarter, Lakeview, Metairie, Jefferson	residential, condo, multi- family, luxury property, investment property, leases, relocation specialist	Life Member NOMAR VIP Club, L&B Chairman's Club, Latter & Blum "TOP of the Latter Club"
Amy Burke Keller Williams Realty 4550100 4725 Veterans Memorial Blvd. Metairie 70006	234-3001 455-0322 amyburke@kw.com	\$6.1 million	30	metro New Orleans	residential single family	N/A
Raisa Galper Gardner Realtors 4509 Veterans Memorial Blvd. Metairie 70006	610-7415 (cell); 887-7878 (office) 889-7725 raisahouse@hotmail.com	\$6.1 million	24	metro New Orleans	commercial, residential, corporate relocation	NOMAR Platinum Award Winner, CCIM
Jerome Winder Gardner Realtors 7100 Read Blvd. New Orleans 70127	259-7253 (cell); 242-9500 (office) 244-2525 jwinder@gardnerrealtors.com	\$6.1 million	66	metro New Orleans	REO property sale, first- time homebuyers, affordable housing, luxury home sales, relocation	NOMAR Gold Award Winner since 2000, Leading Edge Society, Top Producers, Marketing Specialist
Kelli Wright Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 613-7902 (cell) 275-2469 kwright@latterblum.com	\$6.1 million	26	Uptown, Broadmoor, Garden District, Warehouse District, Lakefront	residential, investment and luxury property	NOMAR Life Member VIP Club, ABR, Cartus/Sirva & USAA Relocation Certified
Corinne Fox Gardner Realtors 1820 St. Charles Ave. New Orleans 70130	239-1481 (cell); 891-6400 (office) 891-0228 corinnerobinfax@gmail.com	\$6 million	19	Uptown, Garden District, Warehouse District, Lakefront, Marigny	N/A	N/A
Debby Counce Latter & Blum Inc. 2734 Prytania St. New Orleans 70130	895-4663 895-2524 dvcounce@latterblum.com	\$6 million	12	Garden District, Uptown, Warehouse, CBD, greater New Orleans	residential, multi-family, condo	N/A
Michele Pietri Branigan Latter & Blum Inc. 3621 Veterans Blvd. Metairie 70002	888-4585 275-2233 mbranigan@latterblum.com	\$6 million	31	East Jefferson Parish, metro New Orleans	residential, leasing, new construction	Latter & Blum "Top of the Latter" 2007-2012, Top Real Estate Producer CityBusiness 2009-2012, NOMAR Award Winner
Jo Ann Broussard Latter & Blum Inc. 7039 Canal Blvd. New Orleans 70124	282-2611 286-8608 jbroussard@latterblum.com	\$6 million	29	Lakefront, historic districts, Mid- City, Lakeview, Gentilly, Uptown	residential	N/A
Diana Parsons Gardner Realtors 4509 Veterans Memorial Blvd. Metairie 70006	858-3953 (cell); 891-6400 (office) 891-0228 (office); 282-4765 (personal) dparsons5@cox.net	\$5.9 million	24	metro New Orleans	residential	Gertrude's Rising Star 2002, Gardner Care Award 2011 and Platinum Award, have been awarded a Silver, Gold and/or Bronze since 2001
Debbie Ferrante Latter & Blum Inc. Realtors 3621 Veterans Blvd. Metairie 70002	888-4585 455-7913 daferrante@latterblum.com	\$5.9 million	24	Metairie, Old Metairie, Jefferson, greater New Orleans	residential	CRS, Latter & Blum "Top of the Latter", NOMAR Award Winner
Harriet Reynolds Gardner Realtors 3725 MacArthur Blvd. New Orleans, LA 70114	319-7788 (cell); 366-4511 (office) 366-4519 hreynolds@gardnerrealtors.com	\$5.9 million	30	metro New Orleans	residential real estate	Silver 2011, 2010
Home Team - Earl and Marilyn Mendoza Gardner Realtors 800 N. Causeway Blvd., Suite 1A Mandeville 70448	(985) 624-8000 (cell); (985) 626-8589 (office) (985) 626-1623 mmendoza@gardnerrealtors.com	\$5.9 million	16	Mandeville, Madisonville and Covington	luxury home and relocation	Associate Brokers, CRS, ABR and Certified Luxury Home Marketing Specialist and Relocation Expert, Member of Gardner President's Club, NOMAR and Gardner Gold award winner.
Nancy Arnoult Gardner Realtors 4140 Williams Blvd. Kenner 70065	296-6311 (cell); 443-6464 (office) 443-9220 narnoult@aol.com	\$5.8 million	34	greater New Orleans, Slidell, Hammond, North Shore	residential	ABR, GRI, New Home Specialist, E- Certified
Rachael Kansas Re/Max N.O. Properties 8001 Maple St. New Orleans 70118	220-9941 866-7800 rachaelkansas@gmail.com	\$5.8 million	25	Uptown, Lakeview, Mid-City. Metairie	investment property, condos, renovated property	Re/Max 100% Club
Jane Leach King Gardner Realtors 7934 Maple St. New Orleans 70118	914-5123 (cell); 861-7575 (office) 861-6417 janeleachking@yahoo.com	\$5.8 million	11	Uptown, Garden District, Old Metairie, Lakeview	residential	Million Dollar Club, GRI, CRS, PRC Historic House Specialist, Broker Associate

Top real estate producers

ranked by 2012 volume among agents with at least \$4 million in sales

Agent Company Address	Phone Fax Email	Sales volume 2012	Sales closed 2012	Geographic focus	Specialty	Professional awards/designations
Hill Riddle Re/Max N.O. Properties 8001 Maple St. New Orleans 70118	881-6313 866-7800 hillriddlejr@hotmail.com	\$5.7 million	19	Garden District, Uptown	luxury homes, condos and investment property	Re/Max 100% Club
Susan Angelle Latter & Blum Inc. Realtors 1151 N. Causeway Blvd. Mandeville 70471	(985) 626-5695 N/A sangelle@latterblum.com	\$5.7 million	16	North Shore	luxury homes, waterfront, residential, new construction	CRS, ABR, ASP
Greg Jeanfreau Latter & Blum Inc. 7039 Canal Blvd. New Orleans 70124	282-2611 286-8608 gjeanfreau@latterblum.com	\$5.7 million	19	Lakefront, Lakeview, Gentilly, Metairie, Uptown	residential, commercial	N/A
Robert Santopadre Gardner Realtors 800 N. Causeway Blvd., Suite 1A Mandeville 70448	236-0284 (cell); (985) 626-8589 (office) (985) 626-1623 rsantopadre@gardnerrealtors.com	\$5.7 million	15	North Shore and South Shore	residential sales, relocation expert	member of President's Club, NOMAR and Gardner Platinum Award winner, member of MLS
Toni Thompson Latter & Blum Inc. 2734 Prytania St. New Orleans 70130	895-4663 895-2524 tthompson@latterblum.com	\$5.6 million	9	Garden District, Uptown, Warehouse District, Metairie	residential, condos, multi- family	N/A
Steve Ehlinger Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 650-6770 (cell) 275-2415 sehlinger@latterblum.com	\$5.6 million	13	Uptown, Garden District, French Quarter, Warehouse, Metairie, Lakefront	residential, condo, multi- family, investment sales, leasing, relocation	Life Member, NOMAR VIP Club
Bryan Pigeon Gardner Realtors 800 N. Causeway Blvd., Suite 1A Mandeville 70448	(985) 789-1816 (cell); (985) 626-8589 (office) (985) 626-1623 bpigeon@gardnerrealtors.com	\$5.6 million	9	North Shore	commercial/investment leasing consultant	NOMAR and Gardner Gold award winner, member of MLS and Leading Real Estate Companies of the World
Conrad Abadie Latter & Blum Inc. 7039 Canal Blvd. New Orleans 70124	282-2611 286-8608 cabadie@latterblum.com	\$5.5 million	14	Bayou St. John, historic districts, Lakefront, Metairie, Lakeview, Gentilly	residential	CRS, ABR, e-PRO
Lynnette Boudet Latter & Blum Inc. Realtors 1151 N. Causeway Blvd. Mandeville 70471	(985) 626-5695 N/A lboudet@latterblum.com	\$5.4 million	27	North Shore	residential	ABR, SRS, SRES
Harry Varnadore Gardner Realtors 1820 St. Charles Ave. New Orleans 70130	450-6916 (cell); 861-7575 (office) 524-8926 hvarnadore@gardnerrealtors.com	\$5.4 million	29	French Quarter, Marigny, Bywater, Uptown, Garden District	residential and condos	E-Certified
Jill Wren Re/Max N.O. Properties 8001 Maple St. New Orleans 70118	717-7727 866-7800 jillcwren@cox.net	\$5.3 million	22	greater New Orleans	residential sales, leasing	N/A
Jakki Henriquez Gardner Realtors 3725 MacArthur Blvd. New Orleans 70114	994-4174 (cell); 366-4511 (office) 366-4519 jakki143@gmail.com	\$5.3 million	55	metro New Orleans	residential real estate	Gold 2011, Silver 2010, 2009, 2008
Jeanne Schulz Gardner Realtors 800 N. Causeway Blvd., Suite 1A Mandeville 70448	(985) 778-6731 (cell); (985) 626-8589 (office) (985) 626-1623 jschulz@gardnerrealtors.com	\$5.3 million	17	North Shore	residential areas	NOMAR and Gardner Gold Award winner
Peter Ingrassia Latter & Blum Inc./Realtors 3246 Behrman Place New Orleans 70114	362-1823 367-2496 pingrassia@latterblum.com	\$5.3 million	33	West Bank, Algiers, Gretna, Lakefront	residential sales	BRC, ABR
Billy Patout French Quarter Realty 1041 Esplanade Ave. New Orleans 70116	914-5191 949-0707 billypatout@gmail.com	\$5.3 million	19	greater New Orleans and Jefferson Parish	residential and commercial sales	N/A
Sissy Sullivan Re/Max N.O. Properties 8001 Maple St. New Orleans 70118	858-8140 866-7800 sissysullivan@hotmail.com	\$5.3 million	12	Uptown, Garden District, French Quarter	historic homes, condos, renovated properties	Re/Max 100% Club, Cooperative Spirit Award
Philip Bergeron Re/Max N.O. Properties 8001 Maple St. New Orleans 70118	717-3092 866-7800 philipbergeron@remax.net	\$5.2 million	18	Uptown, Warehouse District, Garden District	new construction, renovated properties	Re/Max 100% Club
David Holloway Smith & Core Real Estate 82212 Highway 25 Folsom 70437	(985) 796-0300 (866) 689-7658 david@smithandcore.com	\$5.2 million	31	St. Tammany, Washington and Tangipahoa parishes	residential and vacant land	2013 president of the Northshore Area Board of Realtors
Joan Soboloff Avalar Realty Louisiana 1200 W. Causeway Approach, Suite 27 Mandeville 70471	(985) 674-7789 (985) 674-7655 soboloff@aol.com	\$5.2 million	29	St. Tammany Parish	residential	GRI, ABR, SRS
Neil Forester Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 875-7653 (cell) 275-2416 nforester@latterblum.com	\$5.2 million	19	Uptown, CBD, French Quarter, Garden District, Lakeview	residential, condo & multi- family, investment property, leases, relocation specialist	Life Member VIP Club

Top real estate producers

ranked by 2012 volume among agents with at least \$4 million in sales

Agent Company Address	Phone Fax Email	Sales volume 2012	Sales closed 2012	Geographic focus	Specialty	Professional awards/designations
Tonita Powell Re/Max Real Estate Partners 1740 N. Causeway Blvd. Mandeville 70448	(985) 542-0991 (985) 674-5600 tonitapowell@bellsouth.net	\$5.1 million	19	Tangipohoa, St. Tammany, Washington parishes	residential, commercial, investment	Re/Max 100% Club, Hall of Fame
Karen Guerra Gardner Realtors 800 N. Causeway Blvd., Suite 1A Mandeville 70448	(985) 259-0277 (cell); (985) 626-8589 (office) (985) 626-1623 kguerra@gardnerrealtors.com	\$5 million	29	North Shore and South Shore	residential, leading RE service specialist, relocation expert	NOMAR and Gardner Gold Award winner
Dawn Mentel-Koster Keller Williams Realty Metairie 4725 Veterans Memorial Blvd. Metairie 70006	450-0023 455-0322 dawnment@bellsouth.net	\$5 million	90	greater New Orleans, North Shore, the River Region	residential, condominiums	Agent Leadership Council, Keller Williams Board of Directors, Keller Williams Gold Award
Regina Allemand Gardner Realtors 13371 Highway 90, Suite B Boutte 70039	495-2452 (cell); (985) 785-0336 (office) (985) 785-0550 rallemand@gardnerrealtors.com	\$4.9 million	27	River Parishes area	general commercial, residential and commercial leases and residential homes	GRI 2013 President, Saints Board of Realtors, LA Realtors State Director, past Regional Vice President of Region 3 for Louisiana Realtors, 1998 & 2011 Realtor of the Year for SBR
Terez Harris Keller Williams Realty 4550100 4725 Veterans Memorial Blvd. Metairie 70006	975-1033 455-0322 tereharris@cox.com	\$4.9 million	33	Metairie, Kenner, Harahan, River Ridge, Destrehan, North Shore	buyers and sellers, investors	Accredited Buyers Representative Certified, Sellers Representative Certified, Graduate Realtor Institute, Associate Leadership Council, Keller Williams Board of Directors, Keller Williams Gold Award
Sandy Domico Gardner Realtors 3725 MacArthur Blvd. New Orleans 70114	669-7237 (cell); 366-4511 (office) 366-4519 sd@sandydomico.com	\$4.9 million	17	metro New Orleans	residential real estate	GRI; Super Star 2004 7th Pl; Platinum 2007, 2005, Gold 2010, 2009, 2008, 2006, Gold 2011
Marlene Zahn Latter & Blum Inc. Realtors 1151 N. Causeway Blvd. Mandeville 70471	(985) 626-5695 N/A mzahn@latterblum.com	\$4.9 million	24	North Shore	fine homes, residential, new construction	N/A
Patricia Peyton Keller Williams Realty 4550100 4725 Veterans Memorial Blvd. Metairie 70006	400-6911 455-0322 peytonplace822@hotmail.com	\$4.9 million	19	greater New Orleans, Old Metairie	residential, condominiums	Keller Williams Gold Award
Harriet Blumenthal Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785 (office); 606-5090 (cell) 275-2402 hsblumenthal@latterblum.com	\$4.9 million	14	Uptown, Garden District, Old Metairie, Lakefront, French Quarter, Warehouse District	residential, condo, multi-family, investment property	GRI
Kim K. Catalano, CRS, GRI, CSP Gardner Realtors 7934 Maple St. New Orleans 70118	462-0734 (cell); 861-7575 (office) 861-6417 kcatalano@gardnerrealtors.com	\$4.8 million	22	metro New Orleans	home sales, buyers, investors, relocation and referrals	Certified Residential Specialist, Greater Realtor Institute, Certified New Homes Specialist
Suzanne O. Ebbert, GRI Gardner Realtors 7934 Maple St. New Orleans 70118	250-0738 (cell); 861-7575 (office) 861-6414 suzyebbert@aol.com	\$4.8 million	11	Uptown, French Quarter, Lakeview, Metairie	N/A	President's Club, Leading Edge Society, Platinum, NOMAR award
Shawn Trapp Re/Max Real Estate Partners 1901 Manhattan Blvd., Suite C206 Harvey 70058	452-4617 210-8400 barbaradufrene@repartneers.net	\$4.8 million	37	Orleans, Jefferson, St. Tammany	residential, property management, commercial	N/A
Ann Farmer Re/Max Real Estate Partners 710 Brownswitch Road, Suite 3 Slidell 70458	(985) 646-1888 (985) 690-1501 annfarmer@remax.net	\$4.7 million	29	St. Tammany Parish	residential, new construction, development	Re/Max 100% Club, Re/Max Hall of Fame
Maureen Matthews Latter & Blum Inc. Realtors 7039 Canal Blvd. New Orleans 70124	610-6522 286-8608 mmatthews@latterblum.com	\$4.7 million	24	Lakeview, Lakefront, Metairie, Kenner, Old Jefferson, Gentilly	residential, commercial, investment	ABR, SRS, HHS
Linda Forest Gardner Realtors 525 Metairie Road Metairie 70005	421-8884 (cell); 889-7777 (office) 207-1608 lforest@cox.net	\$4.7 million	8	Old Metairie, Metairie, Uptown, Lakefront, Lakeview	N/A	consistent Multi-Million Dollar Platinum Producer
Robert Ripley French Quarter Realty 1041 Esplanade Ave. New Orleans 70116	949-5400 949-0707 robrip@cox.net	\$4.6 million	7	historic districts	luxury homes	N/A
Paula Bowler French Quarter Realty 1041 Esplanade Ave. New Orleans 70116	952-3131 949-0707 cpbowler@msn.com	\$4.6 million	5	metro area	residential sales	N/A
Cindy Saia Latter & Blum Inc. Realtors 1151 N. Causeway Blvd. Mandeville 70471	(985) 626-5695 N/A csaia@latterblum.com	\$4.6 million	22	North Shore	fine homes, waterfront, residential, new construction	N/A
Sabrina Pierre Gardner Realtors 800 N. Causeway Blvd., Suite 1-A Mandeville 70448	(985) 789-6660 (cell); (985) 626-8589 (office) (985) 626-1623 spierre@gardnerrealtors.com	\$4.5 million	21	North Shore	relocation, short sale and REO expert	NOMAR and Gardner Silver Award Winner
Wendy Hinyub Keller Williams Realty 4550100 4725 Veterans Memorial Blvd. Metairie 70006	559-4808 455-0322 wendyhinyub@kw.com	\$4.5 million	22	Kenner, Metairie, greater New Orleans	luxury homes, relocation specialist, new construction	Agent Leadership Council, Keller Williams Board of Directors, Keller Williams Gold Award

Top real estate producers

ranked by 2012 volume among agents with at least \$4 million in sales

Agent Company Address	Phone Fax Email	Sales volume 2012	Sales closed 2012	Geographic focus	Specialty	Professional awards/designations
Patty Faulder Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	905-7473 862-0102 pattifaulder@gmail.com	\$4.5 million	33	historic New Orleans	buying and selling	N/A
Eve Wolfe Re/Max Real Estate Partners 4141 Veterans Blvd., Suite 100 Metairie 70002	457-2612 457-3700 eve@evewolfe.com	\$4.4 million	20	metro New Orleans	residential/commercial	CRS, ABR, ePRO
Judith Oudt Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	723-1895 865-1574 jyoudt@comcast.net	\$4.4 million	4	Uptown, Garden District, Lakefront, Old Metairie	residential luxury property, condos, investment property	CRS, ABR
Billy Alpaugh Latter & Blum Inc. 200 Broadway, Suite 142 New Orleans 70118	866-2785; 616-4388 275-2396 balpaugh@latterblum.com	\$4.3 million	9	Uptown, Garden District, Old Metairie, French Quarter, Bywater, Lakefront	residential and luxury homes, condos, multi- family, investment property, relocation	NOMAR VIP Award Winner, Cartus Relocation Specialist
Sharon Kochera Re/Max Real Estate Partners Inc. 4141 Veterans Memorial Blvd., Suite 100 Metairie 70002	382-8000 469-0035 kocheras@prodigy.net	\$4.3 million	23	seven-parish New Orleans area	residential and commercial sales and leasing	CRS, GRI, Re/Max Hall of Fame, 100% Club
Mark Rodi Re/Max Affiliates 671 Rosa Ave., Suite 100 Metairie 70005	834-3221 834-8623 markrodi@msn.com	\$4.3 million	18	New Orleans metro	buyers/sellers	N/A
David Bordelon Latter & Blum Inc. 2734 Prytania St. New Orleans 70130	895-4663 895-2524 dbordelon@latterblum.com	\$4.3 million	11	Uptown, Garden District, Warehouse District, Metairie, Lakefront	residential, condo, multi- family	N/A
Maria Gonzalez Gardner Realtors 4140 Williams Blvd. Kenner 70065	427-3600 (cell); 443-6464 (office) 443-9220 maitoni@bellsouth.net	\$4.3 million	22	greater New Orleans area	residential	ABR, GRI, GREEN
Sharon Demarest Keller Williams Realty 4550100 4725 Veterans Memorial Blvd. Metairie 70006	250-6497 455-0322 demarests@bellsouth.net	\$4.3 million	19	greater New Orleans, North Shore, River Region	luxury homes, residential, condominiums, duplexes	Associate Leadership Council, Keller Williams board of directors
Scott Brannon Latter & Blum Inc./Realtors 3001 Gen. De Gaulle Drive New Orleans 70114	362-1823 367-2496 sbrannon@latterblum.com	\$4.2 million	34	West Bank, Algiers, Gretna, Harvey, Marrero	residential sales	N/A
Fran Meyers Latter & Blum Inc. Realtors 1101 W. Airline Highway LaPlace 70068	(985) 652-5556 (985) 359-9906 femeyers@latterblum.com	\$4.2 million	26	River Parishes	residential, relocation, new construction, vacant land	CRS, GRI
Jeannie Wildey Re/Max Real Estate Partners Inc. 1901 Manhattan Blvd., Suite C206 Harvey 70058	908-0555 348-8812 jeanniewildey@remax.net	\$4.2 million	30	metro New Orleans, West Bank, Plaquemines, St. Charles Parish	residential, working with both buyers and sellers	ABR, CRS, Re/Max 100% Club
Mary Ellen Buccola Re/Max Real Estate Partners 4141 Veterans Mem. Blvd. Metairie 70002	236-5380 885-5381 maryellenbuccola@yahoo.com	\$4.2 million	13	Jefferson, Orleans	residential, investment, commercial	Re/Max 100% Club, Hall of Fame
Angi Bell Keller Williams Realty 4550100 4725 Veterans Memorial Blvd. Metairie 70006	416-2687 455-0322 angi@angibell.com	\$4.2 million	25	greater New Orleans	buyer specialist, luxury homes	Keller Williams Gold Award, Productivity Coach of the Year Award
Tess Dennie Latter & Blum Inc. Realtors 1151 N. Causeway Approach Mandeville 70471	(985) 626-5687 N/A tdennie@latterblum.com	\$4.2 million	21	North Shore, St. Tammany, Tangipahoa, Washington	residential including resales, new homes, condos, acreage, residential and commercial leases, relocation	NOMAR Gold Award
Judy Phillips Latter & Blum Realtors 1400 Gause Blvd. Slidell 70458	669-4969 (985) 641-3080 jbphillips@latterblum.com	\$4.1 million	21	St. Tammany - North Shore, greater New Orleans area, St. Bernard	residential, vacant land, multi-family	ABR, CRS, GRI
Jean Begovich Latter & Blum Inc. Realtors 1151 N. Causeway Blvd. Mandeville 70471	(985) 626-5695 N/A jbegovich@latterblum.com	\$4.1 million	22	North Shore	residential, new construction	N/A
John David Latter & Blum Realtors 1400 Gause Blvd. Slidell 70458	(985) 640-1093 (985) 641-3080 jdsmith@latterblum.com	\$4.1 million	12	St. Tammany - North Shore	residential, vacant land, multi-family	N/A
Susan and Skye Price Gardner Realtors 1820 St. Charles Ave. New Orleans 70130	908-3317 (cell); 891-6400 (office) 834-5554 shpricesold@gmail.com	\$4.1 million	10	Old Metairie, Uptown, Garden District	residential sales, buyer brokerage, luxury homes and condominiums	Graduate Realtor Institute, Accredited Buyer's Representative, a Lifetime member of the Million Dollar Club and has been a member of the Leading Edge Society
Phillip Ketchum Gardner Realtors 42402 S. Morrison Blvd. Hammond 70403	(985) 634-0517 (cell); (985) 542-1893 (office) (985) 542-0643 pketchum@gardnerrealtors.com	\$4.1 million	42	North Shore and Southshore (River Parishes)	foreclosure homes	Bronze, Silver and Gold Sales Award Winner

Top real estate producers

ranked by 2012 volume among agents with at least \$4 million in sales

Agent Company Address	Phone Fax Email	Sales volume 2012	Sales 2012	Geographic focus	Specialty	Professional awards/designations
Glenda Rounds Re/Max Affiliates 671 Rosa Ave. Suite 100 Metairie 70005	834-3221 834-8623 easyliving@cox.net	\$4.1 million	42	metro New Orleans	buyers and sellers	N/A
Jessie Borrello Re/Max Real Estate Partners 4141 Veterans Mem. Blvd. Metairie 70002	451-2752 304-6669 jessiesoldit@cox.net	\$4.1 million	17	Orleans, Jefferson	residential, investment, commercial	Re/Max 100% Club, Hall of Fame
Gerri Pousson Latter & Blum Inc. Realtors 1151 N. Causeway Blvd. Mandeville 70471	(985) 626-5695 N/A gpousson@latterblum.com	\$4.1 million	17	North Shore, West St. Tammany	residential	ABR Designation
Paula Rednour Keller Williams Realty 4550100 4725 Veterans Memorial Blvd. Metairie 70006	455-0100 455-0322 paularednour@cox.net	\$4.1 million	31	greater New Orleans, River Ridge	residential, multi-family	Keller Williams Mentor/Leader
Judy Ruch Latter & Blum Inc. 2734 Prytania New Orleans 70130	895-4663 895-2524 joruch@latterblum.com	\$4 million	19	Garden District, Uptown, Warehouse District, Metairie	residential	CRS
Karen Lucy Gardner Realtors 4140 Williams Blvd. Kenner 70065	813-0614 (cell); 443-6464 (office) 443-9220 klucyrealtor@gmail.com	\$4 million	15	greater New Orleans	residential	ABR, New Home Specialist
Steve Richards Latter & Blum Inc. Realtors 712 Orleans Ave. New Orleans 70116	258-1800 948-4044 srichards@latterblum.com	\$4 million	13	French Quarter, Marigny, Bywater, Uptown, Warehouse District, Lakefront, Lakeview	historic properties	N/A

The information above is provided by the real estate companies. The list only includes producers whose sales volume for 2012 was \$4 million or higher. N/A = not available. Any additions or corrections should be sent on company letterhead to Research, New Orleans CityBusiness, 3445 N. Causeway Blvd., Suite 901, Metairie, 70002.

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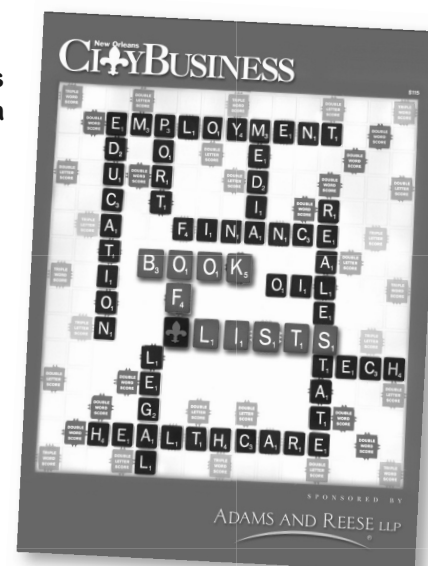
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Homebuilders

ranked by the number of local starts

Company Address	Phone Fax Email Website	Local starts in 2012	Average square feet per home (living area)	Average home price	Local full-time employees Contract laborers	Top local executive Title	Primary service areas	Headquarters Year founded
Reve Inc. 325 Belle Terre Blvd., Suite B LaPlace 70068	(985) 652-4663 (985) 652-8279 noel@revedreamhomes.com www.revedreamhomes.com	51	2,000	\$265,000	6 110	Randy Noel president	metro New Orleans	LaPlace 1985
W. L. Wyman Construction Co. Inc. 113 Jarrell Drive Belle Chasse 70037	393-8656 N/A WND wymanhomes.com	19	2,100	\$168,000	13 250	Wesley Wyman president	Orleans, Jefferson, Plaquemines, and St. Tammany parishes	Belle Chasse 1983
Conbeth Development 145 TerraBella Blvd. Covington 70433	(985) 898-2214 (985) 898-3690 susan@conbeth.com www.conbeth.com	18	2,500	\$350,000	4 75	Randy C. Meyer president/owner	St. Tammany Parish	Covington 1985
Habitat for Humanity St. Tammany West 1400 North Lane Mandeville 70471	(985) 893-3172 (985) 893-2822 jstromain@habitatstw.org www.habitatstw.org	15	1,200	\$112,000	28 2	Jeffery St. Romain president and CEO	West St. Tammany	Mandeville 1981
Guidry Custom Homes Inc. 618 Central Ave. Jefferson 70121	218-5455 218-5456 stephen@guidrycustomhomes.com www.guidrycustomhomes.com	14	2,650	\$336,000	4 100	Joseph Guidry president	greater New Orleans	Jefferson 1996
Savoie Construction 3735 Pontchartrain Drive Slidell 70458	(985) 643-9546 (985) 781-0215 savoieconstruction@hotmail.com www.savoieconstruction.com	9	3,200	\$610,000	1 20	Ross Savoie CEO / COO / owner	greater New Orleans	Slidell 1975
All Star Premier Homes 825 Little Farms Ave. Metairie 70003	287-3706 737-7976 roy@allstarpremierhomes.com www.allstarpremierhomes.com	6	3,200	\$360,000	2 0	Roy Brocato president	Orleans, Jefferson, St. Tammany, St. Charles parishes	Metairie 2009
David Champagne Construction 124 Kilgore Court Slidell 70461	(985) 643-5251 (985) 649-0594 champagneconst@charter.net davidchampagneconstruciton.com	5	3,173	\$396,000	2 42	David M. Champagne president	St. Tammany Parish, New Orleans, Pearl River County, Miss.	Slidell 1985
Guastella Homes 354 Fremaux Ave. Slidell 70458	649-4984 649-4942 WND N/A	4	2,800	\$330,000	4 0	Rosario Guastella III president	St. Tammany Parish	Slidell 1954
Mederos Construction 77488 Donnie Road Folsom 70437	(985) 796-9586 (985) 796-9586 WND N/A	3	1,900	\$160,000	1 12	Daryl Mederos CEO	St. Tammany Parish	Folsom 1996

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New Orleans-area mortgage companies

ranked by 2012 loan volume

Name Address	Telephone Fax	2012 loan volume Loans closed in 2012	Loan officers Full-time employees	Top local executive Title Email Website	Percent of volume: Residential Commercial Multifamily	Year established locally Headquarters
Whitney National Bank (Hancock Holding Co.) 404 E. Kirkland St. Covington 70433	(985) 838-6300 (985) 898-5467	\$1 billion 4,764	85 180	Walter Kelly senior vice president walter.kelly@whitneybank.com whitneybank.com	100 percent 0 percent 0 percent	1883 New Orleans
NOLA Lending Group 830 W. Causeway Approach Mandeville 70471	(985) 951-8479 (985) 951-7938	\$658 million 3,353	65 163	Ashton Noel Richard LaNasa Paul Spansel managing partner managing partner partner rl@nolalending.com, an@nolalending.com www.nolalending.com	100 percent 0 percent 0 percent	2002 Mandeville
Gulf Coast Bank & Trust Mortgage Division 101 W. Robert E. Lee Blvd., Suite 400 New Orleans 70124	599-5720 599-5725	\$346 million 1,942	21 59	Guy Williams president jeffrousseau@gulfbank.com www.gulfbank.com	100 percent 0 percent 0 percent	1990 New Orleans
Eustis Mortgage Corp. 1100 Poydras St., Suite 2525 New Orleans 70163	586-0075 561-7849	\$265 million 1,483	34 77	Robert Eustis CEO robert@eustismortgage.com www.eustismortgage.com	100 percent 0 percent 0 percent	1956 New Orleans
Fidelity Homestead Savings Bank 201 St. Charles Ave., 20th floor New Orleans 70170	529-5011 WND	\$212 million 1,337	21 187	Alton K. McRee president and CEO WND www.fidelityhomestead.com	75 percent 21 percent 3 percent	1908 New Orleans
Essential Mortgage Co. 1151 N. Causeway Blvd. Mandeville 70471	888-3858 888-8305	\$132 million 691	7 5	Marlene Rouen vice president mrouen@essentialmtg.com www.essentialmtg.com	100 percent 0 percent 0 percent	1998 Mandeville
America's Mortgage Resource 3317 N. I-10 Service Road, Suite 200 Metairie 70002	833-2111 831-6707	\$129 million 652	15 30	Drew Remson president dremson@amr-no.com www.amr-no.com	95 percent 5 percent 0 percent	1996 Metairie
Bank of New Orleans 1600 Veterans Blvd. Metairie 70005	834-1190 831-1916	\$110 million 392	4 70	Lawrence J. LeBon president, CEO and chairman info@bnoinfo.com www.bankofneworleans.net	72 percent 15 percent 13 percent	1909 Metairie
FBT Mortgage 909 Poydras St., Suite 100 New Orleans 70112	586-2625 584-5902	\$104 million 653	15 27	Valerie Galle' president vgalle@fbtonline.com www.fbtonline.com	100 percent 0 percent 0 percent	2001 New Orleans
Florida Parishes Bank 1300 W. Morris Ave. Hammond 70403	(985) 345-1880 (985) 269-7113	\$95 million 665	16 64	Ronnie Fugarino president and CEO WND www.bankfpb.com	70 percent 28 percent 2 percent	1922 Hammond
Bayou Mortgage 3053 Mercedes Blvd. New Orleans 70114	367-5776 361-3288	\$90 million 70	3 3	Rory Askin owner info@bayoumortgage.org www.bayoumortgage.org	80 percent 10 percent 10 percent	2004 New Orleans
Liberty Bank - Mortgage Division 6600 Plaza Drive New Orleans 70127	240-5100 240-5166	\$67 million 456	23 33	Patrick A. Guillion Jr. Jonathan A. Wilson president, real estate lending mortgage operations manager jawilson@libertybank.net www.libertybank.net	85 percent 10 percent 5 percent	1972 New Orleans
Metairie Bank & Trust Co. 3344 Metairie Road Metairie 70001	834-6330 832-2889	\$56 million 244	14 97	Reginald H. Smith Jr. president and CEO rsmith@metairiebank.com www.metairiebank.com	48 percent 46 percent 6 percent	1947 Metairie

New Orleans-area mortgage companies

ranked by 2012 loan volume

Name Address	Telephone Fax	2012 loan volume Loans closed in 2012	Loan officers Full-time employees	Top local executive Title Email Website	Percent of volume: Residential Commercial Multifamily	Year established locally Headquarters
Arbor Lending Group 5001 U.S. Highway 190, Suite B5 Covington 70433	(985) 867-8334 (985) 867-8279	\$55 million 335	6 6	Paul LeBlanc Kevin Morgan managing partners kmorgan@arborlending.net www.arborlending.net	100 percent 0 percent 0 percent	2004 Covington
Fifth District Savings Bank 4000 Gen. DeGaulle Drive New Orleans 70114	363-6505 363-6526	\$55 million 262	4 69	Michael E. Nolan president loan@fifthdistrict.com www.fifthdistrict.com	100 percent 0 percent 0 percent	1926 New Orleans
Eustis Commercial Mortgage Corp. 1010 Common St., Suite 2400 New Orleans 70112	620-0626 565-5233	\$51 million 7	2 3	John W. Sibal Thomas A. Kehoe Jr. president and CEO executive vice president and chief operating officer john@emcno.com www.eustiscommercialmortgage.com	0 percent 52 percent 48 percent	1956 New Orleans
Eureka Homestead 1922 Veterans Memorial Blvd. Metairie 70005	822-0650 822-0855	\$36 million 169	3 16	Alan Heintzen Rhea L. Gonczi president and CEO vice president lending chaskins@eurekahomestead.com www.eurekahomestead.com	100 percent 0 percent 0 percent	1884 Metairie
Sterling Financial Services 4520 York St. Metairie 70001	889-0737 889-0739	\$34 million 150	3 8	Michael M. Schenck michael@sterlingrates.com www.sterlingrates.com	100 percent 0 percent 0 percent	1999 Metairie
Miller Home Mortgage 2815 Division St., Suite 200 Metairie 70002	455-7002 455-3722	\$14 million 71	1 1	Ross L. Miller president ross@millerhomemortgage.com www.millerhomemortgage.com	99 percent 1 percent 10 percent	1998 Metairie

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New Orleans
CITYBUSINESS

Property and casualty insurance agencies

ranked by premiums written in the New Orleans area

Company Address	Phone Fax Email Website	Premiums written in the New Orleans area	Areas of specialty	Percent of volume: Commercial Personal Other	Year founded Headquarters	Top local executive Title
Liberty Mutual Insurance 3900 N. Causeway Blvd., Suite 660 Metairie 70002	837-7000 837-7958 pamela.leblanc@libertymutual.com www.libertymutual.com	\$550 million	personal automobile, homeowner and life insurance	0 percent 100 percent 0 percent	1912 Boston	Pamela LeBlanc sr. branch manager, personal market
Hub International Gulf South Ltd. 3510 N. Causeway Blvd., Suite 200 Metairie 70002	834-2424 834-2995 info@hubinternational.com gulfsouth.hubinternational.com	\$541 million	commercial insurance: energy/marine, construction and transportation, employee benefits, personal lines	44 percent 8 percent 48 percent	2006 Chicago	Steven Terry president
Arthur J. Gallagher Risk & Company Inc. 111 Veterans Blvd., Suite 1130 Metairie 70005	888-1100 888-1299 N/A www.ajg.com	\$407 million	marine, construction, public entity, hospitality	96 percent 4 percent 0 percent	1927 Chicago	Bumpy Triche area president
USI Insurance Services dba USI Southwest 3900 N. Causeway Blvd., Suite 1300 Metairie 70002	355-5000 210-4491 N/A www.usi.biz	\$195 million	marine and energy, large commercial property, expertise in employee benefits	54 percent 3 percent 43 percent	1974 Briar Cliff, N.Y.	Edward Daigle executive vice president, Louisiana Operations
Brown and Brown of Louisiana 1555 Poydras St. New Orleans 70112	586-1000 586-8000 mpennebaker@bbgno.com www.bbgno.com	\$180 million	engineers, nonprofit, hospitality, health care, auto dealerships, contractors, commercial property, steel fabrication/machine shops, oil services, wholesale/distribution, marine, employee benefits	75 percent 25 percent 0 percent	1939 Daytona Beach, Fla.	Mark Pennebaker executive vice president
Eustis Insurance Inc. 110 Veterans Memorial Blvd., Suite 200 Metairie 70005	586-0440 565-5219 info@eustis.com www.eustis.com	\$147 million	manufacturing, hospitality, education, nonprofit, heavy construction, financial services, high-valued homes, bonds	88 percent 12 percent 0 percent	1946 Metairie	Tommy McMahon president and CEO
Eagan Insurance Agency Inc. 2629 N. Causeway Blvd. Metairie 70002	836-9600 836-9621 lowet@eaganins.com www.eaganins.com	\$99 million	condominiums, professional offices, marine insurance, hospitality, retail/wholesale, public entity, financial institutions	60 percent 30 percent 10 percent	1954 Metairie	Marc F. Eagan president
Gillis, Ellis & Baker Inc. 1615 Poydras St., Suite 700 New Orleans 70112	581-3334 587-0766 abaker@gillis.com www.gillis.com	\$80 million	health care, complex property, professional/management liability, oilfield services, loss control/risk management, high-value homes.	80 percent 15 percent 5 percent	1933 New Orleans	R. Parke Ellis chairman
Hartwig Moss Insurance Agency 2626 Canal St. New Orleans 70119	525-9901 569-9900 robby@hmia.com www.hmia.com	\$55 million	auto dealerships, large commercial property owners, hospitals and health care, builder's risk, nursing homes, high net worth personal lines	75 percent 25 percent 0 percent	1871 New Orleans	Hartwig Moss III CEO
Stone Insurance Inc. 111 Veterans Memorial Blvd., Suite 1600 Metairie 70005	832-4161 835-6657 N/A www.stone-insurance.com	\$54 million	all commercial and personal property and casualty insurance including bonds, aircraft and marine	75 percent 20 percent 5 percent	1919 Metairie	Langdon Stone president
Insurance Underwriters Ltd. 2610 Edenborn Ave. Metairie 70002	883-2500 883-2535 info@iulins.com www.iulins.com	\$37 million	commercial and personal insurance programs including contractors insurance, bonds, property owners, service industries, retailers, wholesalers and distributors, marine, professional liability	55 percent 43 percent 2 percent	1916 Metairie	Jack T. Landry president
Morrison Insurance Agency Inc. 4444 York St., Suite 201 Metairie 70001	888-9393 888-9996 rmaddox@morrison-ins.com www.morrison-ins.com	\$37 million	commercial property and casualty, wholesalers, distributors, contractors, retail, service industry, manufacturing, hospitality industry	96 percent 3 percent 1 percent	1952 Metairie	Paul R. Maddox Jr. president
Aparicio, Walker & Seeling Inc. 4501 W. Napoleon Ave. Metairie 70001	883-4111 883-4100 buddy@awsinc.com www.awsinc.com	\$32 million	contractors and contractor bonds, professional risks, service industry, wholesalers and distributors, retailers, hotels, restaurants, public entities, maritime, benefits	65 percent 30 percent 5 percent	1987 Metairie	Buddy Seeling president
Daul Insurance Agency Inc. 94 Westbank Expressway Gretna 70053	362-0667 362-0699 N/A www.daulinsurance.com	\$32 million	commercial, property and casualty, marine and oilfield service, public entity, health care and employee benefits	99 percent 1 percent 0 percent	1960 Gretna	Gerald C. Daul president
Dan J. Burghardt Insurance Agency Inc. 3008 David Drive Metairie 70003	455-7283 454-3988 dbasse@danburghardt.com www.danburghardt.com	\$22 million	coverages: all lines including commercial general liability, commercial property, commercial vehicles, workers' compensation, professional liability, bonds, group and individual health, life, personal auto, home, RV, flood, dental, rental property, builder's risk, vacant property. Specializing in contractors, transportation, daycare centers, restaurants, bars, medical, and general retail.	25 percent 73 percent 2 percent	1983 Metairie	Dean M. Basse general manager
Harry Kelleher & Co. Inc. 5720 Salmen Ave. Harahan 70123	828-0400 828-0300 N/A N/A	\$17 million	main street commercial lines, distributors/manufacturing, high-valued homes	45 percent 55 percent 0 percent	1984 Metairie	Harry B. Kelleher III president
Southern Insurance Agency 725 Magazine St., Suite E New Orleans 70130	528-9242 528-9245 lfsouthern@aol.com www.southerninsuranceagencyllc.com	\$9 million	restaurants, fine dining, commercial properties, condo and all other commercial liability and property in all Gulf Coast states	95 percent 5 percent 0 percent	2001 New Orleans	Louis Faust member/manager
MB Insurance Agency 3344 Metairie Road Metairie 70001	832-2882 832-2883 jwilks@mbinsurance.com www.mbinsurance.com	\$3 million	homeowner, auto, flood, commercial auto, commercial property, commercial liability, life and health (group & individual)	20 percent 60 percent 20 percent	2006 N/A	Jason Wilks vice president

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Real estate title companies

ranked by the number of transactions closed in 2012

Name Address	Telephone Fax	Local transactions closed in 2012	Percent of transactions: commercial residential	Insurance underwriters	Closing attorneys Closing notaries	Full-time employees Local branches	Top local executive Title Year founded Email Website
Crescent Title 7820 Maple St. New Orleans 70118	866-5151 866-5858	4,439	15 85	Fidelity National, Stewart Title Guaranty, First American Title Insurance Co.	7 6	35 6	Robert J. Bergeron president and attorney at law 2003 bob@crescenttitle.com www.crescenttitle.com
Bayou Title Inc. 1820 Belle Chasse Highway, Suite 205 Gretna 70056	393-0315 393-0332	4,088	10 90	WFG National Title Insurance, Commonwealth Land Title Insurance Co., First American Title Insurance Co.	7 7	38 8	Brent J. Laliberte president 1999 brent@bayoutitle.com www.bayoutitle.com
Winters Title Agency 725 Fern St. New Orleans 70118	861-2240 861-4069	1,857	2 98	First American Title Insurance Co.	4 5	25 6	Michael E. Winters owner and attorney 1986 uptown@winterstitle.com www.winterstitle.com
Title Management Group Inc. 3421 N. Causeway Blvd., Suite 300 Metairie 70002	834-2977 834-2978	1,598	25 75	First American Title Insurance Co.	2 4	11 1	Joseph C. Coates president 2003 joe@titlemg.com www.titlemg.com
Mahony Title Services 1125 N. Causeway Blvd. Mandeville 70471	(985) 727-9900 (985) 727-4555	1,200	5 95	Fidelity National Title Insurance	2 7	20 3	Kevin Mahony Sharon Cappony Carla Bennett president chief operating office Slidell office manager 2002 kmahony@mahonytitle.com www.mahonytitle.com
Stewart Title of Louisiana 700 Camp St. New Orleans 70130	525-1491 525-3167	1,200	20 80	Stewart Title Guaranty Co.	7 0	28 8	James E. Smith president and owner 1987 mmunlin@stewartla.com www.stewart.com/new-orleans
Homestead Title Corp. 201 St. Charles Ave., Suite 4610 New Orleans 70170	581-6427 581-7087	728	15 85	First American Title Insurance Co.	2 1	8 1	Dominique Espinosa president 2007 info@homesteadtitlecorp.com www.homesteadtitlecorp.com
Stone Title 1600 W. Causeway Approach Mandeville 70471	(985) 624-8045 (985) 626-6991	655	10 90	Commonwealth Land Title, WFG	5 3	10 4	Michael T. Stone president 1980 michaelstone@stonetitle.net www.stonetitle.net
Founders Title Co. 3000 W. Esplanade Ave. N, Suite 200 Metairie 70002	838-6070 838-9097	300	30 70	Fidelity National Title Insurance Co., First American Title Co.	9 8	17 1	Stephen I. Dwyer owner 1994 ehammant@founderstitelco.com www.founderstitelco.com
Orleans Title Insurance Agency 201 St. Charles Ave., Suite 3201 New Orleans 70170	582-1199 582-1240	240	65 35	First American Title Insurance Co., Fidelity National Title Insurance Co.	4 2	0 1	Randy Opatowsky attorney 1972 ropatowsky@steeglaw.com www.steeglaw.com
Mollere, Flanagan and Landry 2341 Metairie Road Metairie 70001	837-4950 837-3221	220	60 40	Fidelity National Title Insurance Co.	2 1	7 1	Raymond B. Landry owner 1953 rbl@mollereflanagan.com www.mollereflanagan.com
Warren E. Mouledoux Jr. 833 Fourth St. Gretna 70053	367-4444 366-2973	196	40 60	First American Title Insurance Co.	2 1	3 2	Warren E. Mouledoux Jr. president 1978 wmouledoux@aol.com wmouledoux@wouledouxlaw.com
Capital Title Agency Inc. 131 Airline Drive, Suite 201 Metairie 70001	832-0401 832-8155	185	25 75	First American Title Insurance Co.	2 0	3 1	Kevin G. Heigle president 1985 kheigle@aol.com www.heiglelaw.com
Gulf Title Corp. 212 Veterans Blvd., Suite 100 Metairie 70005	837-9040 834-6452	164	40 60	First American Title Insurance Co. of Louisiana	1 1	3 1	Stephen J. Broussard president 1979 sbroussard@newmanmathis.com www.newmanmathis.com
Assured Title Agency Inc. 4425 Clearview Parkway, Suite C Metairie 70006	455-7974 455-7977	38	1 99	First American Title Insurance Co.	2 0	2 1	Anthony V. V. Ligi Jr. president 1978 assuredtitle1@aol.com

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Residential real estate companies

ranked by 2012 residential sales volume

Company Address	Phone Fax	Residential sales volume 2012 Units sold 2012	Active agents	Sales offices	Markets served	Top executive Title Website Email
Latter & Blum Inc. 430 Notre Dame St. New Orleans 70130	525-1311 569-9336	\$1.6 billion 7,476	1,024	22	metro New Orleans, greater Baton Rouge, Alexandria, Mississippi Gulf Coast	Robert W. Merrick chairman and CEO www.latter-blum.com bpenick@latterblum.com
Gardner Realtors 3332 N. Woodlawn Ave. Metairie 70006	887-7588 889-7783	\$910 million 4,760	780	25	metro New Orleans, greater Baton Rouge, Mississippi Gulf Coast	Glenn M. Gardner president of operations www.gardnerrealtors.com info@gardnerrealtors.com
Re/Max Real Estate Partners 4141 Veterans Blvd. Metairie 70002	888-9900 / (985) 626-1561 457-3700 / (985) 674-5600	\$246.25 million 1,487	95	4	Orleans, Jefferson and St. Tammany parishes, River Parishes	Tom Giroir broker and owner www.louisianalistings.com tomgiroir@remax.net
Keller Williams Realty 4550100 4725 Veterans Memorial Blvd. Metairie 70006	455-0100 455-0322	\$238.43 million 1,198	202	1	New Orleans, North Shore, Metairie, Kenner, Jefferson, River Ridge, Harahan, River Parishes	Lucy D'Angelo broker/operating principal www.kwmetairie.com lucy@kw.com
Coldwell Banker TEC Realtors 105 Beau Chene Blvd. Mandeville 70471	845-4511 845-8348	\$235.03 million 1,231	184	7	metro New Orleans	Christopher C. Inman president www.cbtec.com realestate@cbtec.com
Keller Williams Realty New Orleans 8601 Leake Ave. New Orleans 70118	862-0100 862-0102	\$230 million 715	110	1	metro New Orleans	Bill Cooper manager kellerwilliamsneworleans.com lindab@kw.com
Keller Williams Realty Services 1522 W. Causeway Approach Mandeville 70471	727-7000 727-7001	\$160.04 million 959	112	2	St. Tammany, Tangipahoa, North Shore	Michele Thomson CEO/team leader www.kwrealtyservices.com michelethomson@kw.com
Re/Max N.O. Properties 8001 Maple St. New Orleans 70118	866-7733 866-7800	\$143.85 million 537	44	1	Uptown, Lakeview, Garden District, French Quarter, Slidell, North Shore, Metairie	Mary Ann Casey broker and owner www.nola-homes.com remac@bellsouth.net
Realty Executives SELA 3525 Hessmer Ave., Suite 301 Metairie 70002	468-7979 883-5272	\$90.07 million 925	135	3	South Shore, North Shore, River Parishes, St. Bernard, West Bank	Tammy Randles president and broker www.realtyexecutivesneworleans.com corporate@realtyexecutivesela.com
Wilkinson & Jeansonne French Quarter Realty 1041 Esplanade Ave. New Orleans 70116	949-5400 949-0707	\$67.13 million 180	28	1	French Quarter	Richard Jeansonne broker and co-owner www.frenchquarterrealty.com admin@fqr.com
Real Estate Resource Group 90 Louis Prima Drive, Suite A Covington 70433	(985) 898-5888 (985) 898-5898	\$67 million 255	35	1	St. Tammany, Jefferson, Orleans, Washington and Tangipahoa parishes	Beverly Hobbs Shea broker and manager www.erg.com contactus@erg.com
Keller Williams Realty, CCWP 1601 Belle Chasse Highway, Suite 101 Gretna 70056	207-2007 207-2077	\$57.95 million 450	70	1	greater New Orleans	Renee Ferrera CEO www.kwcrescentcity.com mrenee@kw.com
Avalar Realty Louisiana 1200 W. Causeway Approach, Suite 27 Mandeville 70471	(985) 674-7789 (985) 674-7655	\$45.67 million 242	32	2	North Shore and greater New Orleans	Rick Roberts broker www.therobertsteam.com rick.roberts33@me.com
ABEK Real Estate 820 Oak Harbor Blvd. Slidell 70458	(985) 646-2111 (985) 646-2772	\$39.76 million 221	43	1	St. Tammany Parish, metro New Orleans, Mississippi	Beth Kobeszko broker and owner www.abek.com beth@abek.com

Residential real estate companies

ranked by 2012 residential sales volume

Company Address	Phone Fax	Residential sales volume 2012 Units sold 2012	Active agents	Sales offices	Markets served	Top executive Title Website Email
Dorian Bennett Sotheby's International Realty 2340 Dauphine St. New Orleans 70117	944-3605 948-3401	\$36.83 million 111	30	1	Metro New Orleans, French Quarter, North Shore, Natchez, Miss., Woodville, Miss.	Dorian M. Bennett president www.dbsir.com info@dbsir.com
New Orleans Property Shoppe 7933 Maple St. New Orleans 70118	865-0065 865-0006	\$24.01 million 79	8	1	greater New Orleans	Colleen Loria broker and owner nopropertyshoppe.com colleen@nopropertyshoppe.com
Turner Real Estate Group 111 N. Causeway Blvd. Suite 101 Mandeville 70448	(985) 262-1313 WND	\$23.66 million 126	8	1	all of St. Tammany Parish	Wayne Turner broker www.myllocalrealestate.com wayne@wayneturner.com
Burk Brokerage Real Estate 6260 Vicksburg St., Suite A New Orleans 70124	488-8600 488-8424	\$20.25 million 84	13	1	greater New Orleans and surrounding Parishes	GiGi Gaubert Burk broker and owner www.burkbrokerage.com gigi@burkbrokerage.com
Helene Team Realty 2010 First St. Slidell 70458	(985) 639-3991 (985) 639-3383	\$12.19 million 86	5	1	residential/commerical	Helene Nunez broker www.heleneteam.com helene@heleneteam.com
Mirambell Realty 500 Clearview Parkway Metairie 70001	889-9850 617-7469	\$10.63 million 52	8	1	New Orleans metro area, South Shore, North Shore, River Parishes	Craig Mirambell Jr. owner and broker www.mbellrealty.com craig@mbellrealty.com
Smith & Core Real Estate 82212 Highway 25 Folsom 70437	(985) 796-0300 (985) 796-5588	\$8.64 million 53	11	1	St. Tammany, Tangipahoa and Washington parishes	David Holloway Realtor, broker and co-owner www.smithandcore.com david@smithandcore.com
The Stevens Realty Group Inc. 4417 Lorino St., Suite 200 Metairie 70006	888-6788 888-6716	\$4 million 19	6	2	North Shore and South Shore	Robert Stevens president www.thestevensgroupinc.com rs@thestevensgroupinc.com
Behrens and Associates Real Estate 318 E. Boston St. Covington 70433	893-2488 893-2481	\$3.79 million 23	6	1	North Shore, South Shore, Baton Rouge	Ronda W. Behrens broker and owner www.behrens-associates.com behrens1@bellsouth.net
Dempsey Rogers Realtors 357 Stonehaven Drive Mandeville 70471	(985) 624-4420 (985) 624-4420	\$3.79 million 22	6	1	New Orleans, Metairie, Kenner, Mandeville, Covington, Madisonville, Abita Springs, all surrounding areas	Heather Dempsey broker www.dempseyrogers.com hpidard50@hotmail.com
Realties of St. Charles 14845 Highway 90 Paradis 70080	(985) 331-0331 (985) 331-1301	\$800,000 12	4	1	River Parishes, Jefferson, Orleans and Lafourche parishes	Kori Matherne broker and manager www.stcharlesrealities.com kmsm24@gmail.com
David S. Derbes Inc. 308 S. Tyler St., Suite 3 Covington 70433	(985) 892-8980 (985) 892-7332	\$88,900 15	6	1	St. Tammany Parish	David Derbes broker www.davidsderbes.com
Gulf States Real Estate Services 109 New Camellia Blvd., Suite 100 Covington 70433	(985) 792-4385 (985) 792-4392	\$37,529 9	5	1	North Shore & South Shore	Terrie Hughes director, residential division www.gsres.com mowens@gsres.com

The above information was provided by the real estate companies themselves. There are some companies who did not choose to be included in this list. Any additions or corrections should be sent on company letterhead to Research, New Orleans CityBusiness, 3445 N. Causeway Blvd., Suite 901, Metairie, 70002.

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