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Susan Vaughan

Realtor
Terry Vaughan &
Associates Inc.

Years in real estate: 9

First job: Hospital Teenage Volunteer

College major: Public relations

Toughest decision: Quitting my previous career in hotel sales and marketing to become a full-time Realtor

Hobbies: Cooking and entertaining

Pet peeve: Procrastination

What buyers want: In my market of second homes and retirement, they are interested in a new lifestyle.

TOP 25 RESIDENTIAL REAL ESTATE INDIVIDUALS (Ranked by Number of Closed Transactions in 2010)

Source: Questionnaires.

Rank	Last Year's Rank	Name of Individual	Number of Closed Transactions in 2010	2010 Gross Dollar Volume of Residential Sales	Top Closed Residential Sale in 2010	Brokerage Company Phone Number Website	Company's 2010 Total Gross Sales	Designated Broker
1	1	Mike Seder	173	\$64,681,189	\$3,170,482	RE/MAX The Woodlands & Spring 281-367-7770 www.mikeseder.com	\$369,170,482	Vicki Fullerton
2	2	Caryn Beard	163	\$19,120,934	\$1,207,500	Beard Realty Group* 713-538-8155 www.carynbeard.com	DND	B. Horace Beard
3	4	Marcia Warner	124	\$13,359,133	\$639,900	Coldwell Banker United, Realtors 936-448-2100 www.coldwellbankerunited.com	DND	Steve Barnes
4	3	Ford Bazar	120	\$11,815,645	\$485,000	Ford Realty 936-756-3673 www.fordrealtyconroe.com	DND	Ford Bazar
5	5	Jackie Zehl	106	\$30,397,572	\$770,000	Coldwell Banker United, Realtors 713-349-9700 www.coldwellbankerunited.com	DND	Steve Barnes
6	6	Shad Bogany	95	\$12,813,161	\$376,000	ERA Bogany Properties 713-667-1000 www.erabogany.com	\$17,138,222	Shad Bogany
7	Not Ranked	Susan Schell	80	\$8,346,120	\$210,000	Coldwell Banker United, Realtors 281-852-4444 www.coldwellbankerunited.com	DND	Steve Barnes
8	Not Ranked	Mel Reyna	77	\$27,694,049	\$740,000	The Reyna Realty Group 713-868-9300 www.thereynagroup.com	\$57,815,804	James Hopkins
9	15	Susan Vaughan	75	\$10,824,172	\$795,000	Terry Vaughan & Associates Inc. 936-653-3860 www.terryvaughan.com	\$10,824,172	Susan Vaughan
10	Not Ranked	Erma Kendrick	75	\$7,884,220	\$201,250	Coldwell Banker United, Realtors 281-852-4444 www.coldwellbankerunited.com	DND	Steve Barnes
11	8	LaNelle McKay	71	\$8,663,082	\$225,000	Krisher-McKay Inc. Realtors 281-427-5444 www.krishermckay.com	\$31,970,138	Linda E. Krisher
12	16	Mark Dimas	69	\$14,760,397	\$1,200,000	The Professional Group Realty 281-861-6199 www.markdimas.com	\$14,760,397	Ronald Redd
13	23	Nadeen Rhoades-Stepp	64	\$13,586,015	\$600,000	RE/MAX Suburban Northwest 281-376-9900 www.nadeenstepp.com	\$103,618,415	DND
14	22	Richard Ray	63	\$26,788,218	\$2,385,000	Heritage Texas Properties† 281-493-3880 www.heritagetexas.com	N/A	Robin Mueck
15	Not Ranked	Sue Johnson	61	\$11,091,968	\$580,000	Sand'N Sea Properties 409-797-5500 www.sandnsea.com	\$79,637,920	M.B. Feinman