

Revealed

The numbers bear it out. 2011 was a better year. The economy, while far from strong, is improving, and Green Industry business owners — including LM's exclusive ranking of the 150 largest — are taking advantage of it.

BY DAN JACOBS EDITOR-IN-CHIEF

T O THE UNINITIATED, running a successful business appears akin to magic.

The successful entrepreneur, like the skilled prestidigitator,

provides a seamless presentation. All the pieces fit together smoothly and leave the audience awed by the beauty and skill of the final result.

Successful Green Industry business owners don't use slight of hand to gain an advantage, but like the magician, success requires careful planning, creativity, flexibility, intelligence, hard work and coordination. Business owners don't succeed by subverting the clients' attention, but they do make it look like their operations run without undue effort. The final landscape project, like the amazing illusion, leaves clients awed by its beauty. A few might wonder how it's done, but the vast majority simply enjoys the pleasure of the results.

If revenues are an indication of how good a performance a professional contractor puts

continued on page S6

NO 12

*Has the most
branch offices
with 463,
followed by
No. 10,
Weed Man,
with 350*

	Company	Headquarters
1	TruGreen Lawncare and Landcare	Memphis, TN
2	ValleyCrest Landscape Companies	Calabasas, CA
3	The Brickman Group	Gaithersburg, MD
4	The Davey Tree Expert Co.	Kent, OH
5	EMCOR Group Inc. NEW	Norwalk, CT
6	Scotts Lawn Service	Marysville, OH
7	Bartlett Tree Experts	Stamford, CT
8	Massey Services Inc.	Orlando, FL
9	U.S. Lawns	Orlando, FL
10	Weed Man	Mississauga, Ontario, Canada
11	Ambius *	Buffalo Grove, IL
12	Lawn Doctor Inc.	Holmdel, NJ
13	Yellowstone Landscape Group	Plano, TX
14	SavATree	Bedford Hills, NY
15	Ruppert Landscape	Laytonsville, MD
16	Ferrandino & Son NEW	Farmingdale, NY
17	OneSource Landscape & Golf Services, an ABM Co.	Tampa, FL
18	Five Star Landscape	Folsom, CA
19	Lipinski Outdoor Services	Marlton, NJ
20	Clintar Landscape Management	Markham, Ontario, Canada
21	Mainscape Inc.	Fishers, IN
22	Marina Landscape, Inc.	Anaheim, CA
23	Environmental Earthscapes Inc. NEW	Tucson, AZ
24	Acres Group	Wauconda, IL
25	NaturaLawn of America	Frederick, MD
26	Jensen Corporation	San Jose, CA
27	Denison Landscaping Inc.	Fort Washington, MD
28	Spring-Green Lawn Care	Plainfield, IL
29	Mariani Landscape	Lake Bluff, IL
	Fairco Inc. *	Scottsdale, AZ
31	Lucas Tree Expert Co.	Portland, ME
32	The Bruce Company of Wisconsin Inc.	Middleton, WI
33	The Greenerly Inc.	Hilton Head, SC
34	ISS Grounds Control	Phoenix, AZ
35	Cagwin & Dorward	Novato, CA
36	Greenscape Inc.	East Taunton, MA
37	Complete Landscaping Service	Bowie, MD
38	AAA Landscape	Phoenix, AZ
39	Christy Webber Landscapes	Chicago, IL
40	Terracare Associates	Littleton, CO
41	Chalet	Wilmette, IL
	Scott Byron & Co. Inc.	Lake Bluff, IL
43	Mission Landscape Companies	Tustin, CA
44	Landscape Concepts Management Inc.	Grayslake, IL
45	McFall and Berry Landscape Management	McLean, VA
46	Nutri-Lawn	Toronto, ON
47	RCI *	Slidell, LA
48	Cornerstone Solutions Group	Dade City, FL
49	Chapel Valley Landscape Company	Woodbine, MD
50	Sebert Landscaping	Bartlett, IL

LEGEND NR = Not reported; * 2010 data; **NEW** New to list
 ° Retail division accounts for remainder of revenue
 ° Utility division accounts for remainder of revenue

2011 Revenue (U.S. Dollars)	% Rev Change From 2010	FT/PT Employees	% Employee Change From 2010	2011 Avg Rev Per Employee	% Avg Rev Per Employee Change From 2010	Comm/ Res/ Gov Mix
\$1,100,741,000.00	-17.60	NR	NR	NR	NR	0/100/0
\$850,000,000.00	+18	10,000 total	+11.1	\$85,000	-8.4	100/0/0
\$844,300,000.00	+4.6	NR	NR	NR	NR	70/30/0
\$646,034,000.00	+9.2	7267/92	+8	\$87,788	+3.9	NR
\$336,246,000.00	NR	1446/536	NR	NR	NR	100/0/0
\$278,500,000.00	-4	1600/675	+33.8	\$122,417	-28	3/97/0
\$167,000,000.00	+5.7	1350/25	0	\$121,455	+5.7	16/80/4
\$136,346,547.00	+5.7	1246/0	+5.5	\$109,435	+1	10/90/0
\$117,200,000.00	+14.9	1700/0	+3	\$68,941	+11.5	100/0/0
\$110,000,000.00	+4.8	750/2500	0	\$33,846	+4.8	5/95/0
\$96,277,345.00	NR	NR	NR	NR	NR	99/1/0
\$89,000,000.00	+7.2	46/2	+9	NR	NR	1/99/0
\$78,500,000.00	+6.1	815/504	+11.8	\$59,514	-5	90/0/10
\$67,600,000.00	+22.7	547/9	+11.2	\$120,071	+8.9	20/80/0
\$65,338,681.00	0	600/0	0	\$108,898	0	100/0/0
\$62,000,000.00	NR	325/0	NR	\$190,769	NR	100/0/0
\$60,000,000.00	0	800/50	-15	\$70,588	+17.6	90/0/10
\$57,085,600.00	NR	309/167	NR	\$119,927	NR	100/0/0
\$57,000,000.00	+33.3	92/45	+23.4	\$416,058	+8	100/0/0
\$50,500,000.00	+9.3	175/400	0	\$87,826	+9.3	95/0/5
\$47,790,000.00	+19.8	475/175	+30	\$73,523	-7.9	99/1/0
\$46,000,000.00	+7	500/0	-17.2	\$92,000	+29.2	25/0/756
\$42,254,745.00	NR	700/0	NR	\$60,363	NR	100/0/0
\$38,200,000.00	-7.2	90/600	+9.5	\$55,362	-15.3	94/5/1
\$38,112,261.00	+1	275/75	+2	\$108,892	-1	10/90/0
\$37,000,000.00	-9.7	373/0	-4.4	\$99,195	-5.6	45/45/10
\$36,550,000.00	+1.5	160/235	-2.5	\$92,531	+4.1	70/0/9
\$36,132,000.00	+5.6	95/350	+48.3	\$81,195	-28.8	8/90/2
\$35,000,000.00	0	90/330	+16.7	\$83,333	-7.1	4/96/0
\$35,000,000.00	0	NR	NR	NR	NR	NR
\$33,300,000.00	+5.4	425/0	+6.3	\$78,352	-1	90/5/5
\$32,000,000.00	-.5	190/250	+6.5	\$72,727	NR	80/20/0
\$30,750,000.00	+22	390/65	+13.8	\$67,582	+7.3	70/20/5^A
\$30,000,000.00	NR	600/40	NR	\$46,875	NR	70/10/20
\$28,500,000.00	+3.8	375/0	-6.3	\$74,667	+8.7	95/0/5
\$27,500,000.00	+24	45/205	+11.1	\$110,000	+11.6	90/10/0
\$26,405,000.00	-19.1	150/200	-33.3	\$75,442	NR	94/3/3
\$26,380,533.00	+17.2	372/0	-12.9	\$70,915	+34.6	75/5/20
\$26,000,000.00	+27	250/0	-5.7	\$104,000	NR	60/10/30
\$25,500,000.00	+4.1	363/345	NR	NR	NR	56/0/44
\$24,600,000.00	+6.5	275/0	0	\$89,454	+6.5	5/95/0
\$24,600,000.00	+8.8	70/175	+5.6	\$100,408	+3.1	9/91/0
\$24,486,000.00	-2	485/0	+3.2	\$50,486	-5.1	100/0/0
\$24,300,000.00	+2.7	90/260	+2.9	\$69,428	-.03	95/5/0
\$24,000,000.00	+2.6	180/120	0	\$80,000	+2.6	100/0/0
\$23,920,000.00	NR	NR	NR	NR	NR	10/90/0
\$23,560,000.00	NR	120/300	NR	NR	NR	98/2/0
\$23,138,223.28	+25	360/2	+0.1	\$63,917	+24.4	50/50/0
\$22,500,000.00	NR	200/100	-11.8	\$75,000	NR	64/36/0
\$22,000,000.00	+4.8	55/300	+1.4	\$61,971	NR	80/15/5

listing continued on next page

continued from page S4

on, many of the companies on this year's LM150 managed to provide a bigger and better show than they did last year. Many did it with fewer people or by adding acts (acquisitions) to their repertoire.

Sure, there were several companies who saw a drop in their revenue (not the kind of disappearing act any business owner wants to see), but more than once that corresponded with a drop in employees, so the revenue per employee figures were largely unaffected.

NO 52

Increased revenue per employee by 216%

A look ahead

The economy did appear on the list of concerns that comprise contractors' obstacles to growth, but it did so with less frequency than last year. Labor, government regulation and low-ball competitors were more common complaints.

Sean Lynam, business development manager for Urban Farmer, said his company plans to "work with the economy rather than against it, find the best opportunities to pursue."

The total revenue of the LM150 actually dipped compared with last year. But that loss is primarily accounted for by TruGreen Lawncare and Landcare's \$200 million loss in revenue. In 2011, the 150 largest companies earned \$7,543,372,333, compared with \$7,762,431,033 in 2010. This year's total still was a bump over 2009's \$7,501,566,624.

Creativity still is key. Company owners are more flexible and more willing to break with the status quo to grow their business.

Gibbs Landscaping, for example, is willing to "accept lower hourly rates as long as the customer is willing to spend money on additional enhancements," says Jamie Bloomfield, operations manager for the Smyrna, GA-based company.

Denver, CO-based Swingle Lawn, Tree &

NO 100

Increased revenues by 35.4%

continued on page S8

Company	Headquarters
Shearon Environmental Design Inc.	Plymouth Meeting, PA
52 James River Grounds Management	Glen Allen, VA
53 D Schumacher Landscaping	West Bridgewater, MA
54 Bemus Landscape Inc.	San Clemente, CA
55 Gachina Landscape Management Inc.	Menlo Park, CA
56 Russell Landscape Group Inc.	Dacula, GA
57 Ryan Lawn & Tree	Overland Park, KS
58 Berghoff Design Group, BDG Maintenance Environmental Management Inc.	Scottsdale, AZ
DLC Resources Inc.	Plain City, OH
Moore Landscapes Inc. *	Phoenix, AZ
62 Teufel Landscape	Northbrook, IL
Reliable Property Services LLC	Portland, OR
64 Senske Lawn & Tree Care	St. Paul, MN
65 Girard Environmental Services Inc.	Kennewick, WA
66 Clean Scapes	Sanford, FL
67 Pierre Sprinkler & Landscaping NEW	Austin, TX
68 Metroplex Garden Design Landscaping	Monrovia, CA
69 Urban Farmer Inc.	Dallas, TX
70 Gibbs Landscape Company	Thornton, CO
71 Heads Up Landscape	Smyrna, GA
72 Lambert Landscape Co. *	Albuquerque, NM
73 David J. Frank Landscape Contracting Inc.	Dallas, TX
74 Villa Park Landscape NEW	Germantown, WI
The Highridge Corp. *	Orange, CA
76 Swingle Lawn, Tree & Landscape Care	Issaquah, WA
77 Landscape Specialists Inc. *	Denver, CO
78 Dobson's Woods & Water Inc. *	Lake Forest, CA
79 Naturescape	Ocoee, FL
80 Dennis' Seven Dees Landscaping Inc.	Muskego, IL
81 TBG Landscape NEW	Portland, OR
82 Maldonado Nursery & Landscaping Inc.	Austin, TX
Hazeltine Nurseries Inc. NEW	San Antonio, TX
Dora Landscaping Co. *	Venice, FL
85 Nissho of California Inc. *	Apopka, FL
86 Meadows Farms	Vista, CA
High Tech Landscapes Inc.	Chantilly, VA
88 Clarence Davids & Co.	Branchburg, NJ
89 Countryside Industries Inc.	Mateson, IL
90 McHale Landscape Design Inc.	Wauconda, IL
91 Benchmark Landscape	Upper Marlboro, MD
92 PROscape Inc.	Poway, CA
93 Stay Green Inc.	Orlando, FL
Precision Landscape Management*	Santa Clarita, CA
95 HighGrove Partners	Dallas, TX
96 Earthworks Inc. *	Austell, GA
97 ArtisTree Landscape Maintenance & Design	Lillian, TX
98 Greenscapes of SW Florida Inc.	Venice, FL
ProGrass *	Naples, FL
Angler Environmental	Wilsonville, OR
100	Richmond, VA

2011 Revenue (U.S. Dollars)	% Rev Change From 2010	FT/PT Employees	% Employee Change From 2010	2011 Avg Rev Per Employee	% Avg Rev Per Employee Change From 2010	Comm/ Res/ Gov Mix
\$22,000,000.00	-3.1	350/20	+23.3	\$59,459	-21.4	NR
\$21,419,445.06	-9.3	198/2	-52.3	\$107,097	+216	96/2/2
\$20,800,000.00	+4.3	32/123	-3.1	\$134,193	NR	55/45/0
\$20,719,000.00	+7.4	375/0	+10.3	\$55,250	-2.7	94/3/3
\$20,320,570.00	+18.5	289/2	+14.6	\$69,830	+3.4	89/4/7
\$20,170,377.65	+0.8	280/120	+1.3	\$50,425	-.05	95/1/4
\$20,070,000.00	+15.6	175/10	+13.5	\$108,486	+1.9	20/80/0
\$20,000,000.00	NR	150/2	NR	\$131,578	NR	30/70/0
\$20,000,000.00	-2	135/185	+3.2	\$62,500	-5	80/3/17
\$20,000,000.00	-1.8	320/0	-8.6	\$62,500	+7.4	100/0/0
\$20,000,000.00	0	250/250	NR	NR	NR	100/0/0
\$19,500,000.00	+11.4	190/70	0	\$75,000	+11.4	50/14/36
\$19,500,000.00	+50	45/275	+10.3	\$60,937	+35.9	90/0/10
\$19,400,000.00	+2.1	230/70	+11.1	\$64,666	-8.1	30/70/0
\$19,248,848.00	+10	240/120	0	\$53,469	+10	100/0/0
\$18,977,000.00	+4.1	342/0	+52	\$55,488	-31.5	100/0/0
\$18,600,000.00	NR	147/2	NR	\$124,832	NR	5/15/80
\$18,600,000.00	+12	29/0	0	\$641,379	+12	45/55/0
\$18,000,000.00	0	150/150	+15.4	\$60,000	-13.3	30/5/65
\$17,978,000.00	+12.7	275/0	0	\$65,374	+12.7	54/46/0
\$17,900,000.00	-2.3	235/10	-23.4	\$7,301	+26.4	70/5/25
\$17,850,000.00	0	165/5	0	NR	NR	5/95/0
\$17,800,000.00	-10.1	180/40	-20.9	\$80,909	+13.6	65/20/15
\$17,500,000.00	NR	375/25	NR	\$43,750	NR	100/0/0
\$17,500,000.00	NR	NR	NR	NR	NR	NR
\$17,447,981.00	+2.6	160/50	+5	\$87,239	+2.6	31/66/3
\$17,000,000.00	NR	300/0	NR	NR	NR	100/0/0
\$16,800,000.00	NR	NA	NR	NR	NR	NR
\$16,713,632.00	+7.1	172/10	+5.8	\$91,833	1.2	10/90/0
\$16,595,870.00	+0.2	185/71	-6.3	\$64,827	+6.9	50/37/13
\$16,200,000.00	NR	65/30	NR	\$170,526	NR	20/60/20
\$16,000,000.00	-23.8	200/100	-7.7	\$53,333	-17.5	70/5/25
\$16,000,000.00	NR	142/0	NR	\$112,676	NR	NR
\$16,000,000.00	NR	80/0	NR	NR	NR	90/10/0
\$15,700,000.00	NR	260/0	NR	NR	NR	20/80/0
\$15,500,000.00	+3.3	120/100	-2.2	\$70,454	+5.7	4/95/1
\$15,500,000.00	+3.3	25/250	0	\$56,363	+3.3	NR
\$15,315,000.00	-2	225/0	.10	\$68,066	+8.9	90/5/5
\$15,100,000.00	+4.1	45/190	+39	\$64,255	-25.1	62/1/37
\$15,000,000.00	+2.7	165/0	+17.9	\$90,909	-12.2	NR
\$14,857,000.00	+4.6	220/0	-3.5	\$67,531	+8.4	100/0/0
\$14,100,000.00	+3.3	265/65	+3.1	\$42,727	+0.1	90/2/8
\$14,000,000.00	+7.7	210/0	0	\$66,667	+7.7	50/1/30*
\$14,000,000.00	NR	NA	NR	NR	NR	NR
\$13,533,001.00	+13.3	182/31	+220	\$63,535	-48.5	98/2/0
\$13,500,000.00	NR	150/125	NR	NR	NR	100/0/0
\$13,250,000.00	+11.1	170/50	+2.3	\$60,227	+8.5	80/20/0
\$13,000,000.00	-8.5	232/0	+9.4	\$56,034	-16.3	100/0/0
\$13,000,000.00	NR	175/0	NR	NR	NR	70/30/0
\$12,865,221.00	+35.4	75/6	+5.2	\$158,829	+28.7	25/25/50

listing continued on next page

continued from page S6

Landscape, a family-owned operation celebrating 65 years in business, plans to utilize technology to improve efficiency. It's just like science fiction author Arthur C. Clarke wrote in 1961, "Any sufficiently advanced technology is indistinguishable from magic."

But no matter what tools companies use, one of the best arguments any of the companies on the list can make is simply that they've been around for a long time, many with the same employees.

"Fortunately, our core group of employees is considerably more productive, so labor costs have decreased, even as sales increase," says Dave Reed, vice president of Meadows Farms, Chantilly, VA. "We are resigned to a slightly smaller

2011 COMBINED
REVENUE OF LM150

\$7,543,372,333

2010 COMBINED
REVENUE OF LM150

\$7,762,431,033



= a decrease of 2.8%

sale, but we're trying to increase the number of people we reach and the number of sales."

On the following pages we highlight a few of the companies from the ranks of the LM150. While the economy has struggled, some companies have created new opportunities for themselves by diversifying their services. We explore the areas that brought three such companies success in 2011.

Many companies grew this year, some substantially. Senior Editor Beth Geraci talks with several business owners to explore how they did it.

Finally, Tony Pope, owner of Ecoscapes explains the concept of "addition by subtraction." The Huntersville, NC entrepreneur deliberately shrank his enterprise so that he could build it again. **LM**

	Company	Headquarters
101	Pacific Outdoor Living NEW	La Crescenta, CA
102	Dixie Landscape Co. Inc.	Miami, FL
103	Sposato Landscape Co. Inc.	Milton, DE
	Land-Tech Enterprises Inc. *	Warrington, PA
105	New Way Landscape & Tree Services	San Diego, CA
106	Hermes Landscaping Inc.	Lenexa, KS
	Resident Group Services Inc. (RGS)	Anaheim, CA
	Sun City Landscapes Inc. *	Las Vegas, NV
	Westco Grounds Maintenance Co. Inc. *	Houston, TX
110	Complete Landscaping Systems Inc. NEW	Wichita, KS
111	Mickman Brothers Inc. *	Ham Lake, MN
112	CoCal Landscape	Denver, CO
113	Cleary Bros. Landscape Inc.	Danville, CA
114	Yard-Nique NEW	Morrisville, NC
115	Basnight Land and Lawn	Chesapeake, VA
116	Rosehill Gardens Inc.	Kansas City, MO
	Realty Landscaping Corp.	Newtown, PA
118	Mill Brothers Landscape Group *	Fort Collins, CO
119	Perficut Companies Inc.	Des Moines, IA
120	Hoffman Landscapes Inc.	Wilton, CT
121	Designs By Sundown	Englewood, CO
	Parker Interior Plantscape Inc.	Scotch Plains, NJ
	Blondie's Treehouse Inc.	Mamaroneck, NY
	Luke Brothers Landscape Services	Holiday, FL
	Arteka Companies	Shakopee, MN
	Carson Landscape Industries *	Sacramento, CA
127	The Spencer Co.	Houston, TX
128	Houston Landscapes Unlimited	Sugar Land, TX
129	Kujawa Enterprises Inc.	Oakcreek, WI
130	Gardeners' Guild Inc.	Richmond, CA
131	Andre Landscape Service Inc. NEW	Azusa, CA
132	Becker Landscape Contractors Inc. *	Indianapolis, IN
133	Schultz Industries Inc.	Golden, CO
134	LMI Landscapes Inc. NEW	Carrollton, TX
135	American Landscape Systems Inc.	Lewisville, TX
136	John Mini Distinctive Landscapes	Congers, NY
137	Kinsella Landscape Inc.	Blue Island, IL
138	Webb Landscape Inc.	Ketchum, ID
139	Carol King Landscape Maintenance Inc.	Orlando, FL
140	Visionscapes Inc. NEW	Tucker, GA
141	Lawn Dawg Inc.	Nashua, NH
142	Native Land Design	Cedar Park, TX
143	Stockner's Nursery NEW	Rockville, VA
144	Creative Environments Design and Landscape Inc. NEW	Tempe, AZ
	Tree Tech Inc.	Foxboro, MA
	Grant & Power Landscaping	West Chicago, IL
147	Southview Design Inc. NEW	Inver Grove Heights, MN
148	Peabody Landscape Group *	Columbus, OH
149	The Pattie Group Inc. NEW	Novelty, OH
	Outside Unlimited Inc.	Hampstead, MD

2011 Revenue (U.S. Dollars)	% Rev Change From 2010	FT/PT Employees	% Employee Change From 2010	2011 Avg Rev Per Employee	% Avg Rev Per Employee Change From 2010	Comm/ Res/ Gov Mix
\$12,508,070.00	NR	112/0	NR	NR	NR	7/93/0
\$12,250,000.00	-7.6	185/0	-5.2	\$66,216	-2.6	80/20/0
\$12,200,000.00	+4.3	325/0	+58.5	\$37,538	-34.2	70/30/0
\$12,200,000.00	NR	245/135	NR	NR	NR	95/5/0
\$12,110,000.00	-.1	178/0	-1.2	\$68,033	+1	100/0/0
\$12,000,000.00	0	120/60	0	\$66,667	0	60/35/5
\$12,000,000.00	-4	185/0	0	\$64,864	-4	???
\$12,000,000.00	NR	NA	NR	NR	NR	NR
\$12,000,000.00	NR	150/10	NR	NR	NR	100/0/0
\$11,775,213.00	NR	55/99	NR	NR	NR	90/10/0
\$11,500,000.00	NR	80/10	NR	NR	NR	50/40/10
\$11,350,000.00	NR	180/238	NR	\$27,153	NR	74/0/26
\$11,300,000.00	+15.3	165/1	+16.9	\$68,072	+1.3	85/5/10
\$11,225,000.00	NR	115/65	NR	\$62,361	NR	95/5/0
\$11,145,000.00	+6.1	95/75	+1.8	\$65,558	+4.2	70/25/5
\$11,000,000.00	NR	160/30	NR	\$57,894	NR	30/60/10
\$11,000,000.00	0	65/85	+7.1	\$73,333	-6.7	49/49/2
\$10,818,658.00	NR	140/0	NR	NR	NR	80/20/0
\$10,500,000.00	-11	45/75	0	\$87,500	-11	85/15/0
\$10,100,000.00	+12	100/0	+16.3	\$101,000	-3.6	10/88/2
\$10,000,000.00	0	100/0	+11.1	\$100,000	+10	5/95/0
\$10,000,000.00	0	93/5	-6.7	\$102,040	+7.1	95/5/0
\$10,000,000.00	NR	95/35	NR	\$76,923	NR	70/30/0
\$10,000,000.00	0	230/45	0	\$36,364	0	80/0/20
\$10,000,000.00	NR	90/3	NR	\$107,526	NR	80/15/5
\$10,000,000.00	NR	125/0	NR	NR	NR	90/10/0
\$9,945,250.00	NR	180/5	NR	\$53,758	NR	100/0/0
\$9,900,000.00	-7.1	130/0	+14	\$76,153	-19.2	100/0/0
\$9,704,557.00	+25.6	75/50	0	\$77,636	+25.6	90/2/8
\$9,500,000.00	-8	135/0	-6.9	\$70,370	-1.2	80/15/5
\$9,355,000.00	NR	195/1	NR	\$47,729	NR	95/5/0
\$9,200,000.00	NR	45/110	NR	NR	NR	90/10/0
\$9,045,000.00	+1.7	88/66	+5.5	\$58,733	-3.6	100/0/0
\$9,000,000.00	NR	125/0	NR	\$72,000	NR	100/0/0
\$8,870,182.00	-4.2	100/0	+2	\$88,701	-6.1	50/0/50
\$8,700,000.00	0	58/37	0	\$91,579	0	95/5/0
\$8,600,000.00	-7.8	24/90	-6.6	\$75,438	-1.1	73/25/2
\$8,564,212.00	+4.5	130/15	+3.6	\$59,063	+9	2/97/1
\$8,557,000.00	+2	120/38	0	\$54,158	+2	67/10/23
\$8,450,000.00	NR	45/0	NR	\$187,777	NR	95/5/0
\$8,234,404.00	+20.7	73/12	+14.9	\$96,875	+5.1	6/94/0
\$8,192,215.00	-5.9	43/110	+8.5	\$57,288	-7.2	95/5/0
\$8,100,000.00	NR	100/15	NR	\$70,434	NR	70/30/0
\$8,000,000.00	NR	60/2	NR	\$129,032	NR	10/90/0
\$8,000,000.00	NR	85/5	NR	\$88,888	NR	50/20/15°
\$8,000,000.00	-10.1	20/80	-1	\$80,000	-9.2	???
\$7,893,691.00	NR	23/52	NR	\$92,866	NR	8/90/2
\$7,600,000.00	NR	45/75	NR	NR	NR	70/30/0
\$7,500,000.00	NR	55/23	NR	\$96,153	NR	15/85/0
\$7,500,000.00	NR	125/0	NR	NR	NR	85/10/5