



At Realtor associations, CEO raises outpace revenue gains

The housing crash decimated income for many agents and brokers. But the heads of the nation's largest Realtor associations saw their paychecks keep rising through the downturn.

22 Largest Realtor Organizations by Revenue	2009 revenue	2010 revenue	Change	Top executive	CEO pay 2009	CEO pay 2010	Change	CEO pay as pct of revenue
National Association of Realtors	\$161,890,080	\$162,489,132	0.4%	Dale Stinton	\$1,452,050	\$1,938,726	33.5%	1.2%
California Association of Realtors	\$28,006,189	\$29,783,688	6.3%	Joel Singer	\$572,314	\$599,977	4.8%	2.0%
Alabama Association of Realtors	\$2,837,390	\$18,768,725	561.5%	Danny Cooper	\$241,494	\$236,924	-1.9%	1.3%
Florida Realtors	\$15,168,708	\$16,947,111	11.7%	John Fridlington	\$254,722	\$277,246	8.8%	1.6%
Texas Association of Realtors	\$10,815,300	\$12,308,491	13.8%	Benny McMahan ¹ / Travis Kessler	\$687,117	\$685,496	-0.2%	5.6%
Long Island Board of Realtors	\$10,139,247	\$11,079,807	9.3%	Joseph Mottola	\$320,935	\$337,785	5.3%	3.0%
Houston Association of Realtors	\$10,541,140	\$10,299,835	-2.3%	Robert Hale	\$891,840	\$900,367	1.0%	8.7%
Real Estate Board of New York	\$9,296,798	\$9,579,541	3.0%	Steven Spinola	\$661,380	\$675,889	2.2%	7.1%
Miami Association of Realtors ²	\$4,731,337	\$9,072,145	91.7%	Teresa Kinney	\$237,251	\$399,377	68.3%	4.4%
Illinois Association of Realtors	\$9,809,454	\$8,854,207	-9.7%	Gary Clayton	\$417,928	\$457,528	9.5%	5.2%
Arizona Association of Realtors	\$7,545,649	\$7,751,544	2.7%	Thomas Farley	\$254,600	\$322,104	26.5%	4.2%
Council of Residential Specialists	\$6,532,175	\$7,303,202	11.8%	Nina Cottrell	\$317,099	\$318,174	0.3%	4.4%
Real Estate Buyer's Agent Council	\$6,491,344	\$6,764,173	4.2%	Marc Gould	\$189,521	\$227,365	20.0%	3.4%
San Antonio Board of Realtors	\$6,325,082	\$6,567,741	3.8%	Travis Kessler/ Angela Shields ³	\$195,796	\$134,393	-31.4%	2.0%
Greater Boston Real Estate Board	\$6,139,808	\$6,185,253	0.7%	Gregory Vasil	\$223,468	\$221,636	-0.8%	3.6%
Wisconsin Realtors Association	\$5,767,310	\$5,967,697	3.5%	William Malkasian	\$292,192	\$306,254	4.8%	5.1%
Louisiana Realtors	\$2,045,752	\$5,905,152	188.7%	Malcolm Young	\$193,769	\$243,067	25.4%	4.1%
South Orange County Association of Realtors	\$3,486,524	\$5,892,103	69.0%	Linda Lang	\$349,671	\$362,259	3.6%	6.1%
New Jersey Association of Realtors	\$5,804,960	\$5,859,851	0.9%	Jarrod Grasso	\$260,007	\$267,724	3.0%	4.6%
Northern Virginia Association of Realtors	\$9,575,961	\$5,568,223	-41.9%	Christine Todd	\$428,762	\$452,765	5.6%	8.1%
North Carolina Association of Realtors	\$5,896,608	\$5,565,867	-5.6%	Timothy Kent ⁴ / Richard Zechini	\$389,037	\$315,453	-18.9%	5.7%
Maryland Association of Realtors ⁵	\$5,118,850	\$5,418,673	5.9%	Mary Antoun	\$288,265	\$306,664	6.4%	5.7%
Total	\$322,950,208	\$352,947,621	9.3%		\$8,441,916	\$9,365,056	10.9%	2.7%

¹ McMahan retired during the first quarter of 2010.

² For year ended June 30, 2011

³ Shields replaced Kessler during 2010

⁴ Kent left in January 2010

⁵ Year ending Oct. 31, 2010

Source: Tax returns filed by the associations

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