



STATE OF THE DOMAIN

April 2001 Interim Report

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State of the Domain is a quarterly publication of SnapNames, with addendums published for the first and second months following the last quarterly report. SnapNames is a provider of back-ordering and buyer aggregation infrastructures for use by registrars and resellers in the secondary domain name market. At the moment, this report is limited to covering the .com, .net and .org TLDs. SnapNames compiles data in the public domain in order to present information on registrar market share as well as trends in new domain name sales versus expirations. SnapNames does not warrant the accuracy of information in this document.

All Registrars -- Market Share by Total Active Registrations

The table below shows registrars ranked by market share of current registrations on April 30, 2001 as compared to March 31, 2001. "Gains" refers to new additions, which may include new customers as well as renewals of existing registrations. "Losses" refers to deletions, which consists mostly of expired domains or domains transferred to another registrar.

Registrars by Market Share of Current Registrations

.com, .net, .org

	Ranking		Market Share		Registrations		Change	
	Mar	Apr	Mar	Apr	Mar	Apr	Percent	Count
<i>networksolutions.com</i>	1	1	49.80%	49.23%	14,464,721	14,510,730	-0.57%	46,009
<i>register.com</i>	2	2	12.22%	11.94%	3,549,347	3,520,085	-0.28%	-29,262
<i>opensrs.net</i>	3	3	8.34%	8.43%	2,422,191	2,483,251	0.09%	61,060
<i>bulkregister.com</i>	4	4	6.72%	6.53%	1,951,142	1,925,455	-0.19%	-25,687
<i>InternetNamesWW.com</i>	5	5	3.68%	3.78%	1,069,105	1,114,166	0.10%	45,061
<i>corenic.net</i>	6	6	3.33%	3.21%	968,481	945,940	-0.12%	-22,541
<i>registrars.com</i>	7	7	2.35%	2.43%	682,802	716,114	0.08%	33,312
<i>dotster.com</i>	8	8	1.57%	1.56%	457,291	458,949	-0.01%	1,658
<i>enom.com</i>	9	9	1.47%	1.52%	428,244	448,408	0.05%	20,164
<i>schlund.de</i>	11	10	0.96%	1.02%	279,832	302,010	0.06%	22,178
<i>namesecure.com</i>	10	11	0.83%	0.84%	242,096	246,251	0.01%	4,155
<i>easyspace.com</i>	12	12	0.81%	0.81%	234,348	239,562	0.00%	5,214
<i>gandi.net</i>	14	13	0.79%	0.81%	229,967	238,950	0.02%	8,983
<i>domainbank.net</i>	13	14	0.72%	0.74%	209,349	217,964	0.02%	8,615
<i>domaindiscover.com</i>	16	15	0.55%	0.63%	159,687	186,577	0.08%	26,890
<i>dotregistrar.com</i>	17	16	0.55%	0.62%	160,312	183,577	0.07%	23,265
<i>domainpeople.com</i>	15	17	0.48%	0.46%	139,186	135,341	-0.02%	-3,845
<i>joker.com</i>	53	18	0.32%	0.46%	93,031	134,486	0.14%	41,455
<i>itsyourdomain.com</i>	20	19	0.38%	0.41%	109,452	119,890	0.03%	10,438
<i>names4ever.com</i>	18	20	0.36%	0.36%	104,425	104,788	0.00%	363
<i>discount-domain.com</i>	19	21	0.31%	0.32%	91,329	95,584	0.01%	4,255
<i>godaddy.com</i>	47	22	0.17%	0.30%	48,291	87,975	0.13%	39,684
<i>yesnic.com</i>	24	23	0.27%	0.29%	79,834	86,639	0.02%	6,805
<i>OnlineNIC.com</i>	22	24	0.27%	0.28%	78,460	82,731	0.01%	4,271
<i>nameit.net</i>	23	25	0.27%	0.28%	77,558	82,512	0.01%	4,954
<i>doregi.com</i>	21	26	0.25%	0.24%	72,492	71,484	-0.01%	-1,008
<i>ibi.net</i>	27	27	0.19%	0.20%	54,506	59,559	0.01%	5,053
<i>stargateinc.com</i>	34	28	0.14%	0.17%	39,386	49,606	0.03%	10,220
<i>awregistry.net</i>	25	29	0.17%	0.16%	48,962	46,837	-0.01%	-2,125
<i>dotearth.com</i>	26	30	0.16%	0.16%	46,063	47,416	0.00%	1,353
<i>paycenter.com.cn</i>	29	31	0.14%	0.15%	40,412	43,475	0.01%	3,063
<i>signaturedomains.com</i>	28	32	0.14%	0.14%	39,981	40,494	0.00%	513
<i>gkg.net</i>	30	33	0.12%	0.14%	36,142	42,381	0.02%	6,239
<i>namesdirect.com</i>	31	34	0.13%	0.14%	36,556	40,772	0.01%	4,216
<i>alldomains.com</i>	37	35	0.08%	0.10%	24,042	28,047	0.02%	4,005
<i>speednic.net</i>	33	36	0.08%	0.09%	24,206	27,288	0.01%	3,082
<i>activeisp.com</i>	35	37	0.08%	0.09%	23,062	25,514	0.01%	2,452
<i>domaininfo.com</i>	32	38	0.08%	0.08%	23,766	24,510	0.00%	744
<i>enterprice.net</i>	40	39	0.06%	0.08%	18,438	22,564	0.02%	4,126
<i>psi-domains.com</i>	36	40	0.07%	0.07%	20,262	22,005	0.00%	1,743

<i>name7.com</i>	42	41	0.06%	0.07%	16,193	20,286	0.01%	4,093
<i>directnic.com</i>	78	42	0.00%	0.06%	58	18,723	0.06%	18,665
<i>nordnet.net</i>	38	43	0.05%	0.05%	13,986	15,165	0.00%	1,179
<i>oleane.net</i>	39	44	0.05%	0.05%	13,908	14,624	0.00%	716
<i>naame.com</i>	43	45	0.04%	0.05%	11,752	13,821	0.01%	2,069
<i>is.domainregistry.com</i>	41	46	0.04%	0.04%	11,464	12,086	0.00%	622
<i>catalog.com</i>	42	47	0.04%	0.04%	10,691	11,839	0.00%	1,148
<i>iaregistry.com</i>	56	48	0.02%	0.04%	6,772	10,823	0.02%	4,051
<i>1stdomain.net</i>	44	49	0.03%	0.03%	7,782	8,344	0.00%	562
<i>totalnic.net</i>	46	50	0.02%	0.03%	6,897	7,868	0.01%	971
<i>e-names.org</i>	49	51	0.02%	0.03%	6,379	8,079	0.01%	1,700
<i>tmagnic.net</i>	55	52	0.03%	0.03%	8,386	10,294	0.00%	1,908
<i>domainsite.com</i>	45	53	0.02%	0.02%	6,055	7,011	0.00%	956
<i>domini.it</i>	50	54	0.02%	0.02%	5,444	6,206	0.00%	762
<i>interdomain.net</i>	54	55	0.01%	0.02%	4,284	5,706	0.01%	1,422
<i>totalregistrations.com</i>	57	56	0.01%	0.02%	3,881	5,200	0.01%	1,319
<i>namebay.com</i>	58	57	0.01%	0.02%	3,549	4,491	0.01%	942
<i>worldnet.net</i>	64	58	0.01%	0.02%	3,885	4,422	0.01%	537
<i>compuserve.com</i>	48	59	0.01%	0.01%	3,144	3,195	0.00%	51
<i>enetregistry.com</i>	51	60	0.01%	0.01%	2,621	2,589	0.00%	-32
<i>secura-gmbh.de</i>	52	61	0.01%	0.01%	3,235	3,499	0.00%	264
<i>omnis.com</i>	59	62	0.01%	0.01%	2,655	3,074	0.00%	419
<i>eastcom.com</i>	60	63	0.01%	0.01%	1,573	1,758	0.00%	185
<i>interaccess.com</i>	61	64	0.00%	0.01%	1,346	1,515	0.01%	169
<i>nominate.net</i>	63	65	0.01%	0.01%	2,424	3,045	0.00%	621
<i>nameengine.com</i>	66	66	0.00%	0.01%	1,066	1,744	0.01%	678
<i>mrdomreg.com</i>	75	67	0.00%	0.01%	1,244	1,638	0.01%	394
<i>nominalia.com</i>	62	68	0.00%	0.00%	1,124	1,129	0.00%	5
<i>domainzoo.com</i>	65	69	0.00%	0.00%	731	880	0.00%	149
<i>shop4domain.com</i>	67	70	0.00%	0.00%	422	496	0.00%	74
<i>pasia.com</i>	68	71	0.00%	0.00%	548	609	0.00%	61
<i>namesystem.com</i>	69	72	0.00%	0.00%	107	114	0.00%	7
<i>webex.net</i>	70	73	0.00%	0.00%	518	682	0.00%	164
<i>domaindiscount24.net</i>	71	74	0.00%	0.00%	472	811	0.00%	339
<i>planetdomain.com</i>	72	75	0.00%	0.00%	410	616	0.00%	206
<i>idregister.com</i>	73	76	0.00%	0.00%	12	12	0.00%	0
<i>vi.net</i>	74	77	0.00%	0.00%	14	35	0.00%	21
<i>talk.com</i>	76	78	0.00%	0.00%	3	4	0.00%	1
<i>netnames.com</i>	77	79	0.00%	0.00%	293	1,354	0.00%	1,061
<i>trustnames.net</i>	79	80	0.00%	0.00%	37	86	0.00%	49
<i>123registration.com</i>	80	81	0.00%	0.00%	27	193	0.00%	166

Fastest Gainers in Net Registrations for April 2001

This table shows which registrars are gaining or losing market share the fastest, based on net registrations (names sold, transferred in or renewed, minus expirations and transfers to other registrars) between March 31, 2001 and April 30, 2001. Compared to the Q1, 2001 State of the Domain report, April saw two new surprise fast-gainers: Joker.com (a West German registrar) and GoDaddy.com (the new low-price leader in domain registrations, at \$8.99 per name). TUCOWS/OpenSRS¹ continued to gain more absolute market share than any other registrar - nearly 15% of April's new net registrations went to this Toronto-based registrar. While in Q1 we saw only two registrars slip in market share (Network Solutions and DomainPeople), five more registrars joined their ranks in April, including Top Ten players Register.com and BulkRegister.com.

Registrar Fastest Gainers

Comparing March 31, 2001 to April 30, 2001 zone files

	<u>Actual Change in Registrations</u>	<u>% of April's Net New Names Registered</u>
opensrs.net	61,060	14.90%
networksolutions.com	46,009	11.23%
InternetNamesWW.com	45,061	10.99%
joker.com	41,455	10.11%
godaddy.com	39,684	9.68%
registrars.com	33,312	8.13%
domaindiscover.com	26,890	6.56%
dotregistrar.com	23,265	5.68%
easyspace.com	22,178	5.41%
enom.com	20,164	4.92%
itsyourdomain.com	10,438	2.55%
stargateinc.com	10,220	2.49%
gandi.net	8,983	2.19%
rs.domainbank.net	8,615	2.10%
yesnic.com	6,805	1.66%
gkg.net	6,239	1.52%
schlund.de	5,214	1.27%
ibi.net	5,053	1.23%
nameit.net	4,954	1.21%
OnlineNIC.com	4,271	1.04%
discount-domain.com	4,255	1.04%
namesdirect.com	4,216	1.03%
namesecure.com	4,155	1.01%
enterprice.net	4,126	1.01%
name7.com	4,093	1.00%
iaregistry.com	4,051	0.99%
alldomains.com	4,005	0.98%
speednic.net	3,082	0.75%
paycenter.com.cn	3,063	0.75%
activeisp.com	2,452	0.60%

¹ Correction to the Q1, 2001 report: It was stated that TUCOWS in part gained market share as a result of aggressive pricing on transfers from other registrars. TUCOWS later pointed out to us that this campaign had actually ended well before the period of time being measured, and therefore did not weigh significantly in their continued forward progress.

naame.com	2,069	0.50%
tmagnic.net	1,908	0.47%
psi-domains.com	1,743	0.43%
e-names.org	1,700	0.41%
dotster.com	1,658	0.40%
interdomain.net	1,422	0.35%
dotearth.com	1,353	0.33%
totalregistrations.com	1,319	0.32%
nordnet.net	1,179	0.29%
catalog.com	1,148	0.28%
totalnic.net	971	0.24%
domainsite.com	956	0.23%
namebay.com	942	0.23%
domini.it	762	0.19%
domaininfo.com	744	0.18%
oleane.net	716	0.17%
nameengine.com	678	0.17%
is.domainregistry.com	622	0.15%
nominate.net	621	0.15%
1stdomain.net	562	0.14%
worldnet.net	537	0.13%
signaturedomains.com	513	0.13%
omnis.com	419	0.10%
mrdomreg.com	394	0.10%
names4ever.com	363	0.09%
domaindiscount24.net	339	0.08%
secura-gmbh.de	264	0.06%
planetdomain.com	206	0.05%
eastcom.com	185	0.05%
interaccess.com	169	0.04%
webex.net	164	0.04%
domainzoo.com	149	0.04%
shop4domain.com	74	0.02%
pasia.com	61	0.01%
compuserve.com	51	0.01%
vi.net	21	0.01%
namesystem.com	7	0.00%
nominalia.com	5	0.00%
talk.com	1	0.00%
idregister.com	-	0.00%
enetregistry.com	(32)	-0.01%
doregi.com	(1,008)	-0.25%
awregistry.net	(2,125)	-0.52%
domainpeople.com	(3,845)	-0.94%
corenic.net	(22,541)	-5.50%
bulkregister.com	(25,687)	-6.27%
register.com	(29,262)	-7.14%
Total Net New Names in April, 2001	409,863	100.00%

Methodologies and Statistical Accuracy

SnapNames' domain name industry data is generated using domain names listed in the .com, .net, and .org zone files. Only *active* domain names appear in the zone file, although a domain name does not have to be attached to a web site to be considered active. It is possible that a registrar could have domain names that are on hold, or domain names that do not have name servers listed, thus causing our report-generating process not to "credit" the Registrar with such domain names. Overall industry reports are run monthly from zone files produced on the first day of each month. Because some domain names may be transferred, expire, or expire and be re-registered by another registrar while the report is being produced, it is possible for those names not to be included in the report.

Daily reports are the result of the difference between two zone files monitored 24 hours apart. A domain name appears on or disappears from a zone file if:

- It was just registered and is being placed into the zone file.
- Its status is being changed from Registrar or Registry "hold" to "Active".
- It is being placed on hold in the normal process of expiration.
- It is being placed on hold because of a dispute.
- Its name servers being permanently dissociated from the domain.
- Name server changes are made during the cycle when the zone file is generated.

Oftentimes, registrars will report larger numbers of current registrations and larger percentages of market share than the numbers shown in this report. This is because many registrars were resellers for Network Solutions or some other ICANN-accredited registrar prior to themselves becoming ICANN-accredited. In order to avoid double-counting, in the compilations you'll find in this report each registration is to the actual registrar of record in the zone file, regardless of the reseller that technically sold the name and manages the customer.

The above information is accurate to the best of SnapNames' knowledge and within reasonable margins of error. SnapNames is not liable for any reliance on this information. Persons with corrections or other comments are encouraged to bring them to SnapNames' attention. Please forward comments to stateofthedomain@snapnames.com

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Prior to joining SnapNames, Len was Project Manager of AWRRegistry, the 11th operational ICANN accredited domain name Registrar. While serving in this position he managed all aspects of the Registrar's operations, including development, marketing, and sales, and positioned AWRRegistry as the eleventh ICANN Registrar to go operational in September of 1999. He also worked closely within the ICANN process, attending and participating as a voting member of the Registrars Constituency that influenced the operational environment under which accredited Registrars operate today. Prior to this he owned and operated his own consulting firm, Innovative Systems Design. As a consultant he assisted in the startup and operation of many Internet Service Providers and provided consulting services in the areas of: software and computer hardware development, network design and implementation, and consulting in voice and data communications. He has an extensive communications background stemming from his 17-year career at AT&T/Mountain Bell/USWest.



Cameron Powell

Vice President of Business Development and General Counsel

Cameron Powell, Vice President of Business Development and General Counsel. Prior to joining SnapNames, Cameron worked at Internet and software start-ups in Austin, Texas, including eLaw.com. Cameron has a background in best practices consulting and public speaking, having worked at the Corporate Executive Board in Washington, D.C. Prior to working at the CEB, Cameron practiced law as an intellectual property lawyer and litigator at Foley & Lardner, the nation's tenth-largest law firm; as a trial lawyer in the Attorney General's Honor Program at the U.S. Department of Justice; and as a judicial clerk to a chief federal judge. Cameron has also taught advanced intellectual property at the George Washington University Law Center, and he founded and ran The Caedmon Agency, a literary agency. Cameron holds a B.S. in Business Administration, summa cum laude, from the University of Colorado at Boulder, and a J.D. from Harvard Law School.

