

T H E
REALTRENDS
F I V E H U N D R E D
2020

R A N K I N G T H E T O P

500

BROKERAGES IN THE U.S. BY:

Transaction Sides
Sales Volume
Affiliation
Top Movers
Core Services
The Billionaires' Club
Nation's Best

AGENT IMAGE

WEBSITES. MARKETING. BRANDING.



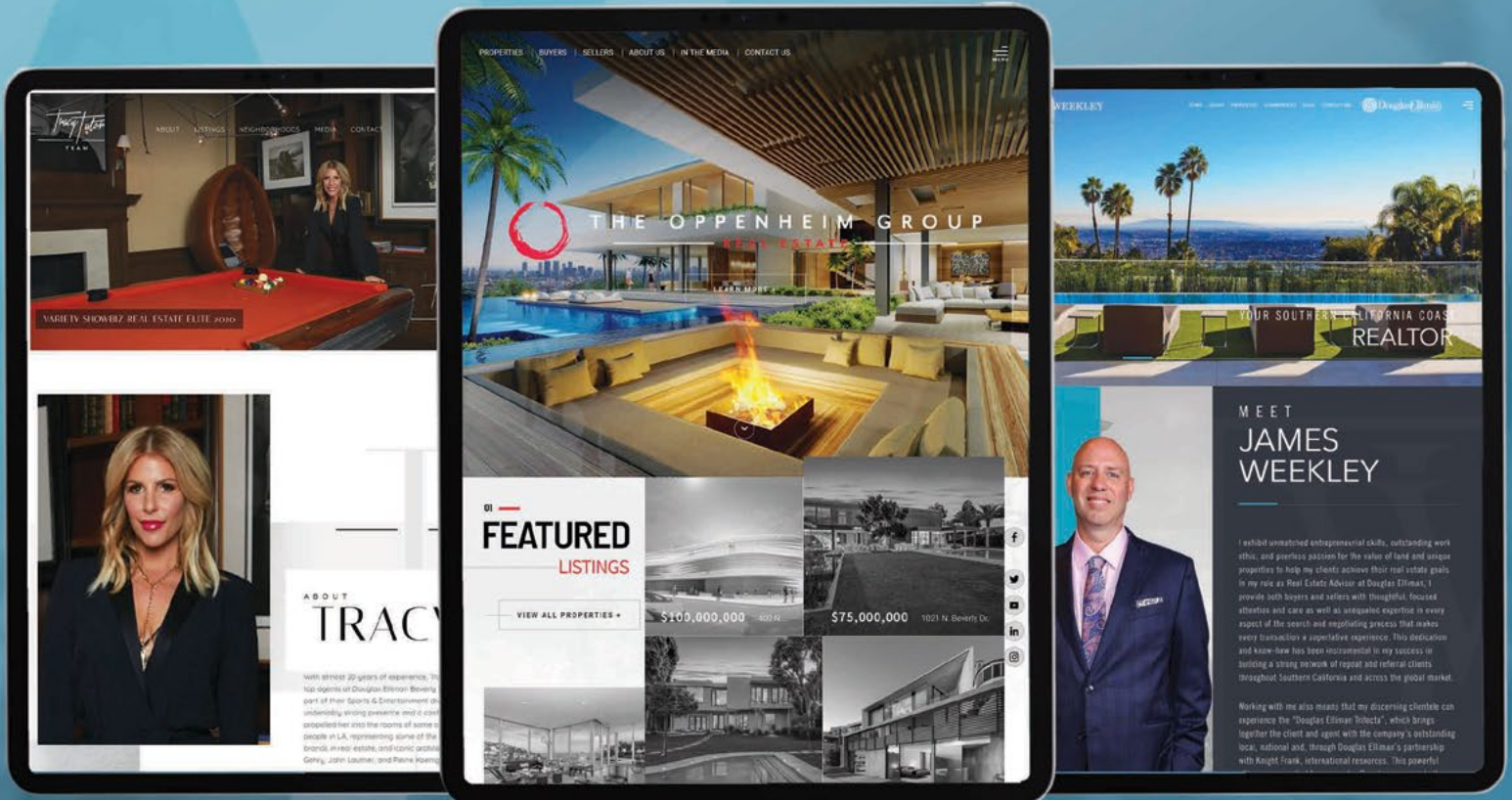
REALTRENDS
THE TRUSTED SOURCE

WEBSITE RANKINGS

WINNER
BEST WEBSITE
DESIGN

WINNER
BEST WEBSITE
OVERALL

WINNER
BEST AGENT
WEBSITE



DO YOU HAVE **YOUR AGENT IMAGE** WEBSITE YET?

1.800.979.5799

AGENTIMAGE.COM



LUXURYREAL ESTATE.COM™
WHO'S WHO IN LUXURY REAL ESTATE

Leading the industry since 1986, this hand-selected group of independent and franchised companies has listings in more than 60 countries and collectively sells more than \$240 billion of real estate every year; making it the most comprehensive luxury real estate community in the world.



"This is one of the most useful, dynamic and powerful international luxury real estate organizations. We have had an amazing experience since our integration into the LRE® family."

– Scott Cutter, 2Costa Rica Real Estate, Manuel Antonio, Costa Rica



"We have met an extraordinary number of people through LRE®. The members of this network share their ideas, support others through heartache and success. I know I can call any member when I need advice or support."

– Ann Chiasson, RE/MAX Sea to Sky Real Estate, Whistler, BC Canada

Industry leaders are invited to learn more: www.Membership.LuxuryRealEstate.com



Leading

REAL ESTATE COMPANIES
OF THE WORLD

QUALITY.
CONNECTIONS.
INDEPENDENCE.®

Stockholm, Sweden — Home of LeadingRE member Södermärklarna

Delivering the highest quality service to home buyers and sellers is what defines our invitation-only community—which is why so many of our member firms rank on the prestigious REAL Trends 500. Our members are market leaders with distinctive personalities, deep local knowledge and the agility to address market-specific trends. They come together as Leading Real Estate Companies of the World® to leverage their inherent strength with global connections, industry-leading resources and international business opportunities.

LeadingRE.com/OurCompanies

T H E

REALTRENDS

F I V E H U N D R E D

CONGRATULATIONS TO THE 2020 REAL TRENDS 500!

You are the elite-performing brokerages in the industry!

Over 1,700 firms qualified this year! The results—turned in by the firms on this year's REAL Trends 500—showed that the nation's leading realty firms outperformed the market, proving that size and leadership do matter.

The REAL Trends 500, now in its 33rd year, remains the undisputed leader in ranking the performance of residential real estate services firms. Due to the requirement of independent verification, the REAL Trends 500 is The Trusted Source for information about the performance of these firms.

REAL Trends is aware that there are significant numbers of brokerage firms that would qualify to be ranked in our survey but, for their own reasons, chose not to submit to the study. As such, any data that readers use to quantify market shares of a firm on this study or of national organizations should not be considered complete or authoritative.

Rankings are produced in several ways. We continue to rank firms first by closed transaction sides, then by sales volume. Firms ranked by sales volume may not appear in the rankings by transaction sides due to differences in the mean sales prices of homes across the country.

Recognizing that realty services firms do more than broker housing transactions, we continue to emphasize the addition of core services, such as mortgage, title insurance, escrow, property/casualty insurance and other types of products related to the real estate process.

Thank you to the leadership teams of the firms that took the time to submit their surveys. Special thanks to the leadership of the leading national real estate organizations who supported us in numerous ways by encouraging their affiliated member firms to share their results. Without this kind of support, this report would not be possible.

Our best wishes to our readers for continuing prosperity in 2020 and beyond.



A handwritten signature in black ink that reads "Stephen H. Murray".



A handwritten signature in black ink that reads "Andrew B. Smith".



#1

NOBODY IN THE
WORLD
SELLS MORE
REAL ESTATE THAN
RE/MAX[®]

As measured by residential transaction sides.



CONTENTS

REAL TRENDS 500

9

The 500 Largest Brokerages in the U.S
(Ranked by closed transaction sides)

TOP 500 BY VOLUME

37

The 500 Largest Brokerages in the U.S
(Ranked by closed sales volume)

AFFILIATED FIRMS

54

55 - Top Berkshire Hathaway HomeServices Affiliates
58 - Top Better Homes and Gardens Affiliates
59 - Top CENTURY 21 Affiliates
63 - Top Coldwell Banker Affiliates
67 - Top Engel & Völkers Affiliates
68 - Top ERA Affiliates
70 - Top EXIT Realty Affiliates
71 - Top HomeSmart Affiliates
72 - Top Keller Williams Affiliates
83 - Top Leading Real Estate Companies of the World Affiliates
87 - Top NextHome Affiliates
88 - Top Real Living Affiliates
89 - Top Realty Executives Affiliates
91 - Top RE/MAX Affiliates
105 - Top Sotheby's International Realty Affiliates
107 - Top United Real Estate Affiliates

THE LARGEST INDEPENDENTS

109

ANALYSIS OF THE REAL TRENDS 500

115

115 - Franchise/Independent Breakdown of the REAL Trends 500
116 - Diversification of the REAL Trends 500
117 - Top States Represented in the REAL Trends 500
117 - Cumulative Changes 2019 vs. 2018
120 - Top 50 Movers - Transactions
123 - Top 50 Movers - Transactions (Percent)
126 - Top 50 Movers - Volume
129 - Top 50 Movers - Volume (Percent)
132 - Top 50 Firms Ranked by Average Sales Price
135 - Top Five Year Movers - Transactions
138 - Top Five Year Movers - Transactions (Percent)
141 - Top Five Year Movers - Sales Volume
144 - Top Five Year Movers - Sales Volume (Percent)

THE BILLIONAIRES' CLUB

147

THE LARGEST REGIONAL BRANDS

162

NATION'S BEST

165

CORE SERVICES

195

T H E
REALTRENDS
F I V E H U N D R E D

CORPORATE MANAGEMENT ADVISORS



REACH THE SUMMIT FIRST

CMA DELIVERS PEAK PERFORMERS CRITICAL TO YOUR SUCCESS
IN A RAPIDLY CHANGING CORPORATE LANDSCAPE



WWW.CMAINC.COM 800.492.4080

BRAD HOLLINGSWORTH, EXT. 1906 STEPHEN KOWALCHUK, EXT. 1917

T H E

REALTRENDS

FIVE HUNDRED

500 LARGEST BROKERAGES IN THE U.S.

Ranked by Closed Transaction Sides for 2019

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
1	HomeServices of America, Inc Minneapolis	MN	329,680	346,629	-4.9%
2	Realogy Brokerage Group (formerly NRT LLC) Madison	NJ	325,652	337,235	-3.4%
3	eXp Realty Bellingham	WA	130,627	73,458	77.8%
4	Hanna Holdings / Allen Tate Pittsburgh	PA	100,589	83,043	21.1%
5	Compass New York	NY	84,732	34,644	144.6%
6	Redfin Seattle	WA	53,235	42,954	23.9%
7	HomeSmart Scottsdale	AZ	42,268	36,064	17.2%
8	Keller Williams Realty, GO Management Offices Arlington	TX	32,161	33,134	-2.9%
9	West USA Realty, Inc. Phoenix	AZ	26,485	19,070	38.9%
10	Crye-Leike Real Estate Services Memphis	TN	25,773	26,257	-1.8%
11	Douglas Elliman New York	NY	23,460	22,984	2.1%
12	William Raveis Real Estate, Mortgage and Insurance Shelton	CT	23,160	21,841	6.0%
13	RE/MAX Results Eden Prairie	MN	22,931	24,008	-4.5%
14	Real Estate One Southfield	MI	22,237	23,046	-3.5%
15	Keller Williams Realty Pinnacle Partners Group Duluth	GA	22,038	22,422	-1.7%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
16	@properties Chicago	IL	21,877	18,509	18.2%
17	Coldwell Banker Seacoast / Advantage Raleigh	NC	19,839	16,007	23.9%
18	CENTURY 21 Affiliated Madison	WI	19,291	20,254	-4.8%
19	Coldwell Banker Real Estate Group Shorewood	IL	18,858	20,451	-7.8%
20	Fathom Realty Cary	NC	17,866	13,022	37.2%
21	John L. Scott Real Estate Bellevue	WA	17,070	15,056	13.4%
22	RE/MAX Gold / One Fair Oaks	CA	16,694	15,256	9.4%



James O'Bryon, CEO
RE/MAX Gold
Fair Oaks, California

#22

LESSONS LEARNED: The biggest lesson was to make sure that we built the business with leadership comprised of true believers in what we were doing. Many times, people look at leadership positions in our industry and think that for whatever reason, it might be an improvement over being an agent. We recognized early on that it's not an improvement over being an agent. It's just a different channel. Finding leadership that wants to build, teach, and protect agents are vital to an organization.

AHA MOMENT: The biggest aha was when I recognized that chasing fads or misdirects within the industry ended up wasting a lot of time and energy. Instead, we should simply define what we were as an organization and stick with it. That's not the same as saying don't bend as the market changes or the regulatory climate changes, but rather, define what it is you are as a company and stick with it. I think there's been a tendency in our industry to take a look at something new and head in that direction. I think I used to do that, but we stopped doing that, probably 15 years ago, and it made a huge difference.

23	Berkshire Hathaway HomeServices The Preferred Realty Wexford	PA	16,596	15,766	5.3%
24	Baird & Warner Chicago	IL	16,555	17,829	-7.1%
25	Keller Williams Realty The Haggard Group Franklin	TN	15,394	15,558	-1.1%
26	Berkshire Hathaway HomeServices PenFed Realty Alexandria	VA	15,348	13,963	9.9%
27	RE/MAX Alliance / Equity Group Arvada	CO	14,874	16,097	-7.6%
28	My Home Group Scottsdale	AZ	14,773		

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
29	Berkshire Hathaway HomeServices Homesale Realty Lancaster	PA	14,523	14,139	2.7%
30	Latter & Blum Companies New Orleans	LA	14,316	15,553	-8.0%



Lacey Conway, CEO
Latter and Blum Companies
New Orleans, Louisiana

#30

CHALLENGE: The biggest challenge is that the industry's moving so fast. So, staying on top of all the money that's in this industry, the tech, the stories, the hype. It's challenging to figure out the business trends and disseminate those systems to a varied geographic footprint. For me, a challenge is keeping a connection to the agents, and knowing the pulse of the market. That gets a little more challenging when you're dealing with so many markets.

GROWTH: Since the mid-'80s, the company has gone through close to 30 acquisitions. So, a large part of our growth is attributed to that. Organic growth is very important. There are two times in the company's history that we've essentially doubled our size. The first being January 1995. We bought a company in Baton Rouge. At that time, Latter and Blum's sales volume was somewhere around \$580 million. With that acquisition, it jumped to \$940 million. Then, in October 2015, we purchased a company in Houston, Texas. That one has been an interesting one for us because, at the time, Latter and Blum's sales volume was \$2.1 billion. With that acquisition, we jumped to around \$3.3 billion. Technically, with that acquisition, we have more agents in Houston than we do in all of Louisiana.

31	Coldwell Banker Schmidt, Realtors Traverse City	MI	14,272	15,406	-7.4%
32	Keller Williams Realty - The Rawls Group Atlanta	GA	13,818	14,889	-7.2%
33	Watson Realty Corp. Jacksonville	FL	13,797	14,904	-7.4%
34	The Keyes Company/Illustrated Properties Miami	FL	13,761	14,293	-3.7%
35	HUNT Real Estate ERA Buffalo	NY	13,469	13,495	-0.2%
36	Equity Real Estate Sandy	UT	13,443	13,684	-1.8%
37	Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines Grand Rapids	MI	13,287	13,609	-2.4%
38	Keller Williams Keystone Partners Group Blue Bell	PA	13,128	12,385	6.0%
39	Keller Williams Memorial Houston	TX	13,009	13,407	-3.0%
40	Berkshire Hathaway HomeServices AZ, CA & NV Properties Henderson	NV	12,643	12,558	0.7%
41	JP and Associates REALTORS Frisco	TX	12,575	9,790	28.4%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
42	HER LLC Gahanna	OH	11,674	12,206	-4.4%
43	Keller Williams Realty - Tulsa Tulsa	OK	11,524	11,036	4.4%
44	F.C. Tucker Company, Inc. Indianapolis	IN	11,162	11,380	-1.9%
45	Silvercreek Realty Group Meridian	ID	10,800	10,364	4.2%
46	Keller Williams Realty - Heart of Atlanta Group Atlanta	GA	10,640	11,946	-10.9%
47	REALHOME Services and Solutions Inc. Atlanta	GA	10,607		
48	Virtual Properties Realty Duluth	GA	10,590	8,984	17.9%



Karen Burks, Co-Owner
Virtual Properties Realty
Duluth, Georgia

#48

LESSONS LEARNED: I'm almost 80 now, so I've had a lot of experiences. I am an anxious person, so preparation helped me handle challenges that came my way. One of my favorite quotes is from Zig Ziglar, "Success happens when opportunity and preparation meet." So, being prepared for success is the way I had to operate to succeed. I also believe in helping agents be prepared. I have checklists for going on a listing appointment. We offer tutorials. We have lots of resource links. We have a real estate school that seats almost 100 people. We train. We're trying to build up agents and help them prepare for success.

GROWTH: We grew it by putting the agents first. We always tried to provide what the agents wanted. We strive to have the best commission splits out there. Because we're an independent company, we don't have franchise fees, so we have some room there. Our most significant growth leap came in 2003 when we moved from an office suite to an office building. We built it from 100 to 200 agents.

49	Shorewest Realtors Brookfield	WI	10,535	11,194	-5.9%
50	Coldwell Banker BAIN Bellevue	WA	10,421	10,400	0.2%
51	Keller Williams Realty - Chadwick Group St. Petersburg	FL	9,708	9,847	-1.4%
52	LIV/Sierra/Summit Sotheby's International Realty Denver	CO	9,582	8,340	14.9%
53	Keller Williams Realty Partners Overland Park	KS	9,412	4,532	107.7%
54	Keller Williams - Ben Kinney Companies Bellingham	WA	9,196	9,078	1.3%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
55	Coldwell Banker Apex, Realtors Richardson	TX	9,021	7,675	17.5%



Lori Arnold, Broker-Owner
Coldwell Banker Apex Realtors
Richardson, Texas

#55

AHA MOMENT: My most significant AHA moment is that I never had the aspiration to grow a large company. It happened as we went along working. That taught me that if you do the right activities every day, then the results are always going to follow. Whether you're an agent trying to grow your business or a manager trying to grow a branch, the day-in, day-out things are essential. The entire culture of my company is a reflection of modeling what my mentor had done with me and coaching because my company is a serious coaching and growth company. Until recently, I didn't realize how much of an impact my mentor had on my success.

GROWTH: In 1990, we had five agents. Every year, we would open a new branch as a startup operation from scratch. It's hard and risky work, but it worked. We even opened a startup branch in 2007, and it's one of my most profitable offices today. In 2017, we started merging and acquiring some offices. We've made five acquisitions of some amazing brokerages, but we're also growing organically. Both must happen.

56	Sibcy Cline Realtors Cincinnati	OH	8,940	10,060	-11.1%
57	Keller Williams Realty Austin Austin	TX	8,935	9,080	-1.6%
58	Keller Williams Realty Sunset Corridor/Eugene Beaverton	OR	8,863	4,605	92.5%
59	Samson Properties Chantilly	VA	8,759	7,223	21.3%
60	First Team Real Estate Irvine	CA	8,648	7,307	18.4%
61	Benchmark Realty LLC Franklin	TN	8,607	7,808	10.2%
62	Key Realty Maumee	OH	8,569		
63	PalmerHouse Properties Atlanta	GA	8,502	7,555	12.5%
64	Atlanta Communities Real Estate Brokerage Marietta	GA	8,425	9,142	-7.8%
65	Tomlinson Real Estate Group Spokane	WA	8,369	10,400	-19.5%
66	Keller Williams Realty Jay Crow Group Raleigh	NC	8,341	8,226	1.4%
67	Keller Williams Realty Professionals Portland	OR	8,044	4,659	72.7%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
68	Realty Austin, LLC Austin	TX	8,025	7,041	14.0%
69	Better Homes and Gardens Real Estate Gary Greene Houston	TX	7,909	8,299	-4.7%
70	Coldwell Banker Weir Manuel Family of Companies Bingham Farms	MI	7,796	8,075	-3.5%
71	Realty Executives Associates Knoxville	TN	7,771	7,904	-1.7%
72	Carolina One Real Estate Services North Charleston	SC	7,737	7,700	0.5%
73	Tierra Antigua Realty LLC Tucson	AZ	7,683	7,342	4.6%
74	Keller Williams Realty Fayetteville, AR Fayetteville	AR	7,615		
75	Keller Williams Realty Lubbock	TX	7,530	7,611	-1.1%
76	Five Star Real Estate Grand Rapids	MI	7,529	6,837	10.1%
77	CENTURY 21 New Millennium Alexandria	VA	7,471	7,681	-2.7%
78	Keller Williams: The Virginia Realty Alliance Group Reston	VA	7,379	6,820	8.2%
79	Coldwell Banker Howard Perry and Walston Realty, Inc. Raleigh	NC	7,336	7,401	-0.9%
80	Keller Williams Realty Chattanooga	TN	7,330	7,681	-4.6%
81	Better Homes and Gardens Real Estate Metro Brokers Atlanta	GA	7,294	7,449	-2.1%
82	Coldwell Banker Select Tulsa	OK	7,261	7,797	-6.9%
83	Better Homes and Gardens Real Estate The Masiello Group Bedford	NH	7,155	7,394	-3.2%
84	Keller Williams Realty Emerald Coast Destin	FL	7,148	6,815	4.9%
85	Realty Executives Phoenix and Yuma Phoenix	AZ	7,146	7,137	0.1%
86	Keller Williams Realty - RM Realty Associates LLC Newark	DE	7,008	6,968	0.6%
87	Keller Williams Realty Alaska Group Anchorage	AK	6,985	7,283	-4.1%
88	CENTURY 21 Everest Real Estate Cottonwood Heights	UT	6,891	7,221	-4.6%
88	Parks Realty Brentwood	TN	6,891	7,080	-2.7%
90	Coldwell Banker Legacy Albuquerque	NM	6,858	6,776	1.2%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
91	Allison James Estates & Homes Carlsbad	CA	6,849	7,924	-13.6%
92	Premier Sotheby's International Realty Naples	FL	6,790	6,185	9.8%
93	Keller Williams Realty of Central Florida LLC Lakeland	FL	6,768	7,832	-13.6%
94	RE/MAX Advantage Plus Savage	MN	6,717	7,114	-5.6%
95	Carpenter Realtors Indianapolis	IN	6,609	7,249	-8.8%
96	Keller Williams Realty Integrity Northwest Elk River	MN	6,606	6,329	4.4%
97	Coldwell Banker Heritage Dayton	OH	6,528	6,538	-0.2%
98	Keller Williams Realty Indy Metro NE/Louisville East Indianapolis	IN	6,455	3,609	78.9%
99	Keller Williams Salt Lake City Salt Lake City	UT	6,339	5,949	6.6%
100	Keller Williams Realty Austin	TX	6,306	6,975	-9.6%
101	Keller Williams Realty Birmingham Birmingham	AL	6,209	6,936	-10.5%
102	Berkshire Hathaway HomeServices Professional Realty Mason	OH	6,148	5,796	6.1%
103	Better Homes and Gardens Real Estate Rand Realty Nanuet	NY	6,119	6,414	-4.6%
104	Keller Williams Federal Way Federal Way	WA	6,046	5,996	0.8%
105	Keller Williams E to P Group Naperville	IL	6,043	5,396	12.0%
106	RE/MAX Executive Charlotte	NC	6,037	5,306	13.8%
107	Coldwell Banker Prime Properties Cohoes	NY	5,936	6,199	-4.2%
108	Florida Homes Realty & Mortgage Jacksonville	FL	5,912	4,556	29.8%
109	Keller Williams Realty Knoxville-West Knoxville	TN	5,911	5,369	10.1%
110	Keller Williams Lafayette	LA	5,881	4,005	46.8%
111	Comey & Shepherd Cincinnati	OH	5,845	5,832	0.2%
111	Lyon Real Estate Sacramento	CA	5,845	6,398	-8.6%
113	Revelation Real Estate Chandler	AZ	5,833	5,762	1.2%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
114	CENTURY 21 Judge Fite Company Dallas	TX	5,822	6,331	-8.0%
115	Keller Williams Realty Denton	TX	5,773	5,622	2.7%
116	Bean Group Portsmouth	NH	5,737	6,892	-16.8%
117	Russ Lyon Sotheby's International Realty Scottsdale	AZ	5,722	6,150	-7.0%
118	Cutler Real Estate Canton	OH	5,718	5,977	-4.3%
119	RE/MAX Professionals Highlands Ranch	CO	5,661	5,388	5.1%
120	Keller Williams Realty - Ubaldini Group Palm Harbor	FL	5,651	5,936	-4.8%
121	Cummings & Co. Realtors Baltimore	MD	5,633	4,651	21.1%
122	Murney Associates, Realtors Springfield	MO	5,614	5,741	-2.2%
123	William Pitt / Julia B. Fee Sotheby's International Realty Stamford	CT	5,612	5,921	-5.2%
124	Keller Williams Realty Jupiter/PBG/Treasure Coast/PSL/Vero Beach Jupiter	FL	5,553	6,148	-9.7%
125	Select Group Yuba City	CA	5,551	6,250	-11.2%
126	Keller Williams Realty Boise Boise	ID	5,523	7,221	-23.5%
127	RE/MAX Concepts West Des Moines	IA	5,484	4,344	26.2%
128	Pacific Sotheby's International Realty San Diego	CA	5,471	5,158	6.1%
129	Keller Williams Realty Georgia Legacy Group Alpharetta	GA	5,455	5,645	-3.4%
130	Chinowth & Cohen Realtors Tulsa	OK	5,447	4,850	12.3%



Sheryl Chinowth, CEO Co-Founder
Chinowth & Cohen Realtors
Tulsa, Oklahoma

#130

GROWTH: Most companies that grow fast or grow well; it's their culture. And I do believe that's the reason we've grown the way we have. We have had a lot of like-hearted people that have hearts like us, hearts of service, who want to give back, that come on board. And we've had times where we've had to prove that our culture was so important to us that we've let top-producing agents go—agents who were destroying our culture. Every time we've done that, we more than replace that top agent very quickly.

LESSONS LEARNED: We learned a lot during the downturn of 2008. One thing is to cross-train staff. We have several of our team who can do many things and help each other out. We understand the importance of having part-time and hourly positions, so if we need to back down, we can do it easier. We also have an on-staff minister. That's one of the best things we did for our company. He is there to inspire and help us put things into perspective.

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
131	Michael Saunders & Company Sarasota	FL	5,402	5,744	-6.0%
132	Rose & Womble Realty Virginia Beach	VA	5,397	5,268	2.4%
133	Keller Williams North Florida Tallahassee	FL	5,386	5,369	0.3%
134	The Russell Realty Co Strongsville	OH	5,384	5,050	6.6%
135	Keller Williams Realty, Atlantic Partners Jacksonville Beach	FL	5,364		
136	CENTURY 21 Scheetz Carmel	IN	5,356	5,945	-9.9%
137	Keller Williams - Forward Management Beverly Hills	CA	5,320	5,097	4.4%
138	Professional Realty Services International Spokane	WA	5,249	4,163	26.1%
139	Keller Williams Realty - St. Louis Kirkwood St. Louis	MO	5,236	5,296	-1.1%
140	Keller Williams Realty The Woodlands	TX	5,231	5,625	-7.0%
141	Keller Williams Realty Ridgewood Ridgewood	NJ	5,189	4,832	7.4%
142	Berkshire Hathaway HomeServices Drysdale Properties Danville	CA	5,165	4,610	12.0%
143	Keller Williams Realty West Monmouth Morganville	NJ	5,161	4,709	9.6%
144	RE/MAX Integrity Eugene	OR	5,104	5,340	-4.4%
145	Big Block Realty San Diego	CA	5,031		
146	Solid Source Real Estate Roswell	GA	5,014	5,375	-6.7%
147	Berkshire Hathaway HomeServices Florida Properties Group Trinity	FL	5,007	4,858	3.1%
148	United Real Estate Dallas	TX	4,987		
149	Ruhl&Ruhl Realtors Davenport	IA	4,980	5,336	-6.7%
150	Keller Williams Realty Greater Rochester Rochester	NY	4,970	4,186	18.7%
151	Keller Williams Chervenik Realty Stow	OH	4,960	4,799	3.4%
152	Keller Williams Advisors/Advantage/Realty Associate Partners Cincinnati	OH	4,958	4,979	-0.4%
153	Rodeo Realty Beverly Hills	CA	4,945	5,235	-5.5%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
154	Keller Williams Realty Spokane Spokane	WA	4,940	3,985	24.0%
155	Keller Williams Big Rock Partners Orland Park	IL	4,932	4,502	9.6%
156	Pearson Smith Realty, L. L. C. Ashburn	VA	4,928		
157	Pinnacle Estate Properties, Inc. Malibu	CA	4,858	4,539	7.0%
158	The Danberry Co., Realtors Toledo	OH	4,851	4,384	10.7%
159	Greenridge Realty, Inc. Grand Rapids	MI	4,781	5,073	-5.8%
160	Berkshire Hathaway HomeServices Towne Realty Virginia Beach	VA	4,780	4,949	-3.4%
161	Keller Williams Portland Central Portland	OR	4,750	2,512	89.1%
162	NP Dodge Real Estate Sales, Inc. Omaha	NE	4,730	4,609	2.6%
163	Realty Executives Tucson Elite Tucson	AZ	4,693	4,373	7.3%
164	Berkshire Hathaway HomeServices Indiana Realty Indianapolis	IN	4,686	5,104	-8.2%
164	RE/MAX Alliance Group Sarasota	FL	4,686	3,798	23.4%
166	Keller Williams Capital Properties Washington	DC	4,682	4,750	-1.4%
167	Berkshire Hathaway HomeServices Verani Realty Londonderry	NH	4,636	4,473	3.6%
168	Keller Williams Realty Royal Oak Royal Oak	MI	4,592	4,407	4.2%
169	Premiere Plus Realty Naples	FL	4,514		
170	Wilkinson ERA Real Estate Charlotte	NC	4,510	5,473	-17.6%
171	PMZ Real Estate Modesto	CA	4,500	4,455	1.0%
172	RE/MAX Suburban Mount Prospect	IL	4,479	3,686	21.5%
173	RE/MAX Northwest Realtors Seattle	WA	4,477	4,831	-7.3%
174	Reliant Realty ERA Powered/ERA Home Run Real Estate Nashville	TN	4,472	4,575	-2.3%
175	RE/MAX Select Realty Cranberry	PA	4,467	4,415	1.2%
176	McColly Real Estate Schererville	IN	4,464	4,617	-3.3%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
177	Beverly-Hanks & Associates Asheville	NC	4,428	4,034	9.8%



Neal Hanks, President
Beverly-Hanks & Associates
Asheville, North Carolina

#177

LESSONED LEARNED: I was fortunate to have two influential mentors in this business. One is my father, who was the consummate people person, and his partner George Beverly. George was a commercial real estate professional, but also an outstanding financial operations businessperson. As those two guys mentored me, it became clear that there are indeed two sides to this business. One is the sales generation side, and then the other part of running an excellent real estate company is you have to be a good operator. That proved to be the case during the downturn that we all experienced in the late 2000s. I came to appreciate that you've got to be a good operator to run an excellent real estate company.

GROWTH: We've done a lot of organic growth through recruiting over the years, and we've also done a fair number of mergers and acquisitions. Most of our mergers and acquisitions were in surrounding markets as a way to enter a neighboring community. Our business is all about the people. So, if we can merge the right company with a good cultural fit and the right people in a new market, it makes a lot of sense from a strategic growth standpoint.

178	Keller Williams Realty Greater Springfield Springfield	MO	4,423	4,571	-3.2%
179	Your Castle Real Estate Denver	CO	4,410	4,752	-7.2%
180	Realty Connect USA Hauppauge	NY	4,407	4,221	4.4%
181	Keller Williams Realty WINWIN Charlotte Partners Charlotte	NC	4,398	3,779	16.4%
182	Berkshire Hathaway HomeServices Select Properties St. Louis	MO	4,376	4,588	-4.6%
183	Better Homes and Gardens Real Estate Kansas City Homes Overland Park	KS	4,355	4,637	-6.1%
184	Atlanta Fine Homes Sotheby's International Realty Atlanta	GA	4,354	4,198	3.7%
185	Keller Williams WinStar Realty Idaho Falls	ID	4,345	4,609	-5.7%
186	Keller Williams Realty - Meggers Management Group Visalia	CA	4,320	4,708	-8.2%
187	Keller Williams Realty - KW Professionals Plymouth	MI	4,317	4,517	-4.4%
188	LoKation® Real Estate Pompano Beach	FL	4,315	4,673	-7.7%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
189	CENTURY 21 MM Oakdale	CA	4,305	5,049	-14.7%
190	Keller Williams Realty Greater Portland Portland	ME	4,288	4,297	-0.2%
191	Bennion Deville Homes Rancho Mirage	CA	4,285	4,825	-11.2%
191	CENTURY 21 Redwood Realty Ashburn	VA	4,285	3,921	9.3%
193	CENTURY 21 Bradley Realty, Inc. Fort Wayne	IN	4,234	4,118	2.8%
194	John R. Wood Properties Naples	FL	4,231	4,183	1.1%
195	Keller Williams Realty Greater Hartford West Hartford	CT	4,222	3,992	5.8%
196	Mark Spain Real Estate Alpharetta	GA	4,200		
197	Berkshire Hathaway HomeServices C. Dan Joyner, REALTORS Greenville	SC	4,184	4,432	-5.6%
198	RE/MAX Realty Group Gaithersburg	MD	4,170	4,843	-13.9%
199	Patterson Schwartz Real Estate Hockessin	DE	4,149	4,361	-4.9%
200	Golden Gate Sotheby's International Realty Mill Valley	CA	4,139	2,681	54.4%
201	REALM Real Estate Professionals Houston	TX	4,138	4,710	-12.1%
202	Keller Williams Greater Des Moines/Ankeny/Ames/Siouxland West Des Moines	IA	4,116	4,468	-7.9%
203	The Group Fort Collins	CO	4,093	4,265	-4.0%
204	Berkshire Hathaway HomeServices Utah Properties Park City	UT	4,074	3,625	12.4%
205	Berkshire Hathaway HomeServices Starck Real Estate Palatine	IL	4,063	4,378	-7.2%
206	Meybohm Real Estate Augusta	GA	4,030	3,938	2.3%
207	Keller Williams Realty Fort Mill Fort Mill	SC	4,015	4,700	-14.6%
208	Keller Williams Consultants Realty Dublin	OH	3,993	4,211	-5.2%
209	Keller Williams Coastal and Lakes & Mountains Realty Portsmouth	NH	3,991	3,874	3.0%
210	Realty ONE Group Mountain Desert Lake Havasu City	AZ	3,984	3,230	23.3%
211	Keller Williams Raleigh Raleigh	NC	3,983	4,214	-5.5%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
212	Keller Williams Realty Greater Cleveland Cleveland	OH	3,954	3,795	4.2%
213	Keller Williams Realty Green Bay De Pere	WI	3,900	3,816	2.2%



Caleb Hayes, Owner
Keller Williams Realty Green Bay
De Pere, Wisconsin

#213

MOTIVATION: At a young age, my dad gave me a book called How I Made \$1 Million Recycling Old Houses. I read it when I was 12 years old, and I got hooked on real estate. I found my passion for real estate at a very young age. Shortly after reading that book, I consumed everything I could about real estate. That naturally led me to get my real estate license, invest, and then ultimately decide to own a brokerage company.

LESSONS LEARNED: Follow your passion. Do what you're passionate about. That passion will help carry you through the difficult days. Next, understand that people matter. The people that you're in business with matter. The people who you have in your offices matter. Like-minds can do amazing things. When you see changes in the industry, you must be able to adapt. As you see a pattern going in one direction, you either need to get on with it or go in the opposite direction. Brokers must have grit. They must be able to stick it out and work hard to make your offices successful. It's a constantly changing and evolving industry.

214	Keller Williams Realty Advantage Group Oviedo	FL	3,896	4,021	-3.1%
215	Keller Williams Realty Coastal Area Partners Savannah	GA	3,887	4,042	-3.8%
216	Gardner, Realtors Metairie	LA	3,865	4,130	-6.4%
217	Keller Williams Success Realty South Ogden	UT	3,856	4,119	-6.4%
218	Keller Williams Legacy Pikesville	MD	3,850	4,179	-7.9%
219	Keller Williams Realty Metropolitan Bedford	NH	3,809		
220	Keller Williams Kansas City - Northland Gladstone	MO	3,782	8,408	-55.0%
221	Coldwell Banker C&C Properties Redding	CA	3,769	3,246	16.1%
222	Kinlin Grover, Page Taft & Randall Realtors Charlestown	RI	3,760	3,534	6.4%
223	CENTURY 21 Award San Diego	CA	3,749	3,674	2.0%
224	Berkshire Hathaway HomeServices New Jersey Properties Somerset	NJ	3,722	3,673	1.3%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
225	Keller Williams Realty - The Hilgenberg Group Rancho Mirage	CA	3,712	4,071	-8.8%
225	Keller Williams Realty Platinum Oklahoma City	OK	3,712	4,419	-16.0%



Jennifer Arsenault,
Vice President/Managing Broker
Keller Williams Realty
Oklahoma City, Oklahoma

#225

GROWTH: I am hyper-focused on the executive leadership team, the people who are around me because they're who I work through. I spend a lot of time working with them, understanding who they are, what they're about, and what they want in life and then helping them to achieve that. Later, our growth plan evolved outward from there. We believe in having a personal relationship, connecting with every agent. We look at their goals, determine the gap, figure some numbers, put an action plan together and ask them, "What will you do by when and how will I know that you did that?" Then, we hold them accountable for it. I found that people craved that and need it in a safe environment.

LESSONS LEARNED: I think servant leadership takes a high level of humility and serving others. I get into the trenches and find out what agents know and what they need to know and support them. I never want to make them wrong. I always want to help them learn how to do it right. I often will say, "I'm your offensive tackle. I've got on your blind side, and so come to me, we're in this together." I treat it like a true partnership. It certainly helps that I've set my real estate business aside to help them build theirs.

227	RE/MAX Results Fort Wayne	IN	3,680	4,043	-9.0%
228	Keller Williams Ballantyne Area Charlotte	NC	3,669	5,894	-37.8%
229	McGraw Realtors Tulsa	OK	3,657	3,772	-3.0%
230	RE/MAX of Reading Wyomissing	PA	3,651	3,529	3.5%
231	RE/MAX Town & Country Canton	GA	3,614	3,512	2.9%
232	RE/MAX Allegiance Alexandria	VA	3,613	3,690	-2.1%
233	Keller Williams Southern Arizona Tucson	AZ	3,609	3,787	-4.7%
234	Daniel Gale Sotheby's International Realty Cold Spring Harbor	NY	3,607	3,554	1.5%
235	Keller Williams Realty Charlotte	NC	3,598	4,842	-25.7%
236	Coldwell Banker D'Ann Harper, Realtors San Antonio	TX	3,597	3,805	-5.5%
237	TTR Sotheby's International Realty Washington	DC	3,594	3,353	7.2%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
238	Keller Williams Realty Haigh Group Maple Grove	MN	3,576		
239	Schuler Bauer Real Estate ERA Powered New Albany	IN	3,554	3,646	-2.5%
240	RE/MAX DFW Associates Coppell	TX	3,504	3,902	-10.2%
241	Halstead Real Estate New York	NY	3,476		
242	RE/MAX Crossroads Properties Strongsville	OH	3,457	3,509	-1.5%
243	The Real Estate Group Springfield	IL	3,454		
244	Hasson Company Lake Oswego	OR	3,453	3,547	-2.7%
245	Kuper Sotheby's International Realty San Antonio	TX	3,450	3,282	5.1%
246	Keller Williams Realty Greater Northwest Houston	TX	3,433	2,701	27.1%
247	Hegg, Realtors Inc. Sioux Falls	SD	3,423	3,514	-2.6%
248	Keller Williams - Brian Smith Mgmt. Denver	CO	3,408	3,827	-10.9%
248	RE/MAX Boone Realty Columbia	MO	3,408	3,367	1.2%
250	Keller Williams Realty Fort Worth	TX	3,396	4,297	-21.0%
251	HomeSmart Evergreen Realty Irvine	CA	3,380	3,271	3.3%
252	RE/MAX Results St. Louis	MO	3,361	2,781	20.9%
253	Keller Williams Real Estate - Exton Exton	PA	3,344	3,346	-0.1%
253	Keller Williams Realty Indy Metro South West Greenwood	IN	3,344	3,474	-3.7%
255	Realty ONE Group Edge Woodstock	GA	3,343		
256	Coldwell Banker Caine Greenville	SC	3,326	2,886	15.2%
257	Keller Williams Woodbury	MN	3,307	3,250	1.8%
258	Keller Williams Realty Rafeh Corp. Palmdale	CA	3,302	3,170	4.2%
259	CENTURY 21 North East Salem	NH	3,293	3,409	-3.4%
260	Intracoastal Realty Corp Wilmington	NC	3,291	3,095	6.3%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
261	Keller Williams Philly Philadelphia	PA	3,285	2,871	14.4%
262	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty Edina	MN	3,238	2,471	31.0%
263	Keller Williams - Cunningham Group Santa Monica	CA	3,234	3,693	-12.4%
264	Berkshire Hathaway HomeServices Hudson Valley Properties Lagrangeville	NY	3,230	3,186	1.4%
265	Keller Williams Grand Rapids Grand Rapids	MI	3,224	2,936	9.8%
266	F.C. Tucker Emge Realtors Evansville	IN	3,223	3,298	-2.3%
267	Keller Williams Legacy San Antonio	TX	3,211	3,307	-2.9%
268	Coldwell Banker West Bonita	CA	3,204	2,808	14.1%
269	Coldwell Banker Vanguard Realty Orange Park	FL	3,199	4,180	-23.5%
270	Berkshire Hathaway HomeServices California Properties Cerritos	CA	3,188	3,286	-3.0%
270	Keller Williams Realty Brazos Valley College Station	TX	3,188	2,427	31.4%
270	Realty ONE Group Complete Rocklin	CA	3,188	2,875	10.9%
273	ERA Wilder Realty Columbia	SC	3,169	3,681	-13.9%
274	Keller Williams Metro Center Alexandria	VA	3,149	2,969	6.1%
275	Cressy & Everett, Inc. South Bend	IN	3,146	3,005	4.7%
276	ARC Realty Birmingham	AL	3,136	2,928	7.1%
277	Realty Masters & Associates Tustin	CA	3,131		
278	Jaqua Realtors Portage	MI	3,126		
279	ONE Sotheby's International Realty Coral Gables	FL	3,124	2,086	49.8%
280	Keller Williams Arizona Realty Scottsdale	AZ	3,120	2,385	30.8%
281	Better Homes and Gardens Real Estate Big Hill Centerville	OH	3,109	3,234	-3.9%
282	Keller Williams Realty Buffalo Williamsville	NY	3,108	2,862	8.6%
283	LAER Realty Partners Chelmsford	MA	3,065	3,078	-0.4%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
284	RE/MAX Alliance Collinsville	IL	3,062	2,665	14.9%
285	Keller Williams Realty Capital District Latham	NY	3,061	3,072	-0.4%
286	Realty Group, Inc. Minneapolis	MN	3,050	2,024	50.7%
287	RE/MAX Estate Properties Palos Verdes Estates	CA	3,049	3,402	-10.4%
288	Real Living Kee Realty Clinton Township	MI	3,029	2,681	13.0%
289	CENTURY 21 Sweyer & Associates Wilmington	NC	3,009	3,053	-1.4%
290	Keller Williams Realty Asheville, NC, Columbia & Columbia NE, SC Asheville	NC	3,007	4,292	-29.9%
291	Keller Williams Realty Spring Hill Spring Hill	FL	3,003	1,827	64.4%
292	Keller Williams Realty Puyallup South Sound Puyallup	WA	2,993	3,083	-2.9%
293	ERA First Advantage Realty, Inc. Newburgh	IN	2,988	2,878	3.8%
294	RE/MAX Properties, Inc. Colorado Springs	CO	2,982	3,567	-16.4%
295	RE/MAX Classic Farmington Hills	MI	2,960	3,587	-17.5%
296	Coldwell Banker Hearthside, Realtors Newtown	PA	2,952	2,647	11.5%
297	Keller Williams Realty Kennett Square	PA	2,940	2,357	24.7%
298	Keller Williams Realty - Lakeside Shelby Township	MI	2,928	2,778	5.4%
298	RE/MAX ONE Beaumont	TX	2,928	3,089	-5.2%
300	Keller Williams Real Estate Langhorne	PA	2,926	2,614	11.9%
301	Keller Williams Realty Sioux Falls, SD Sioux Falls	SD	2,925	3,091	-5.4%
302	RE/MAX Realty 100 Milwaukee	WI	2,923	3,068	-4.7%
303	Keller Williams Realty Centre Columbia	MD	2,919	3,159	-7.6%
304	Coldwell Banker Wallace & Wallace, Realtors Knoxville	TN	2,916	3,251	-10.3%
305	Mel Foster Co. Davenport	IA	2,911	3,028	-3.9%
306	RE/MAX Fine Properties Scottsdale	AZ	2,910	2,781	4.6%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
307	Keller Williams Integrity Ellicott City	MD	2,907	2,868	1.4%
308	Keller Williams - Temecula Valley Real Estate, Inc. Temecula	CA	2,893	3,138	-7.8%
309	Keller Williams Realty Kernersville	NC	2,892	2,653	9.0%
310	Keller Williams Realty Premier Partners Vancouver	WA	2,891	2,889	0.1%
311	Keller Williams Wichita East Wichita	KS	2,883	2,336	23.4%
312	Briggs Freeman Sotheby's International Realty Dallas	TX	2,874	3,627	-20.8%
313	RE/MAX Plus Rochester	NY	2,871	2,865	0.2%
314	RE/MAX Real Estate Group Colorado Springs	CO	2,866	2,732	4.9%
315	Keller Williams Realty Branson	MO	2,864	2,962	-3.3%
316	Cascade Sotheby's International Realty Bend	OR	2,863	2,963	-3.4%
317	Locations Honolulu	HI	2,860	2,988	-4.3%
318	Keller Williams - Agnew Real Estate LLC Tempe	AZ	2,857	3,402	-16.0%
319	HomeSmart Connect Arlington Heights	IL	2,856	1,802	58.5%
320	Keller Williams - Red Stick Partners, LLC Baton Rouge	LA	2,850	2,682	6.3%
321	RE/MAX Dynamic Properties Anchorage	AK	2,846	2,733	4.1%
322	Keller Williams Realty Huntsville - Classic Realty, LLC Huntsville	AL	2,845	2,927	-2.8%
323	Keller Williams Realty El Dorado Hills	CA	2,814	2,761	1.9%
324	RE/MAX Platinum Brighton	MI	2,812	2,847	-1.2%
325	Miramar International - Bakersfield Bakersfield	CA	2,807	2,935	-4.4%
326	Downing-Frye Realty, Inc. Naples	FL	2,805	2,966	-5.4%
327	Jameson Sotheby's International Realty Chicago	IL	2,792	2,905	-3.9%
328	Coldwell Banker Harris McHaney & Faucette Fayetteville	AR	2,750	2,797	-1.7%
329	The Signature Real Estate Companies Boca Raton	FL	2,742	2,780	-1.4%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
330	Keller Williams Citywide Westlake	OH	2,741	2,602	5.3%
331	Realty Executives Integrity Hartland	WI	2,740	2,844	-3.7%
332	Keller Williams Capital Partners Realty Worthington	OH	2,739	3,002	-8.8%
333	Windermere Homes & Estates San Diego	CA	2,735	2,632	3.9%
334	Better Homes and Gardens Real Estate The Good Life Group Omaha	NE	2,725	1,986	37.2%
334	Keller Williams Realty The Waxman Group Coral Springs	FL	2,725	3,069	-11.2%
336	RE/MAX Accord Danville	CA	2,714	2,736	-0.8%
337	ERA Real Solutions Realty/Rath Realtors Cincinnati	OH	2,707	2,094	29.3%
338	Coldwell Banker Premier Realty Las Vegas	NV	2,699	2,727	-1.0%
338	RE/MAX Precision Ankeny	IA	2,699	1,795	50.4%
340	Prominent Properties Sotheby's International Realty Tenafly	NJ	2,694	2,678	0.6%
341	Keller Williams Realty Wilmington	NC	2,684	1,920	39.8%
342	8z Real Estate Boulder	CO	2,670	2,350	13.6%
343	Keller Williams Realty Metairie Metairie	LA	2,662	3,382	-21.3%
344	Keller Williams - Lafayette Signature Partners Lafayette	IN	2,660	2,527	5.3%
345	Gibson Sotheby's International Realty Boston	MA	2,658	2,218	19.8%
346	ERA Brokers Consolidated St. George	UT	2,657	2,710	-2.0%
347	J.P. Weigand & Sons, Inc. Wichita	KS	2,656	3,444	-22.9%
347	Skogman Realty Cedar Rapids	IA	2,656	2,686	-1.1%
349	RE/MAX Southern Shores North Myrtle Beach	SC	2,643	2,388	10.7%
350	Smith & Associates Real Estate Tampa	FL	2,640	2,503	5.5%
351	ERA Sellers & Buyers Real Estate El Paso	TX	2,637	2,512	5.0%
352	ERA Grizzard Real Estate Leesburg	FL	2,635	2,646	-0.4%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
353	CENTURY 21 Legacy Greeneville	TN	2,622	2,435	7.7%
354	Keller Williams Realty Key Partners, LLC Prairie Village	KS	2,617	2,035	28.6%
355	Keller Williams Realty DTC LLC - Masters Realty LLC Centennial	CO	2,586	3,020	-14.4%
356	London Properties Ltd. Fresno	CA	2,583	2,832	-8.8%
357	Keller Williams Realty Elevate Cleveland	OH	2,572	2,730	-5.8%
358	Keller Williams Realty of Southwest Missouri Partners Joplin	MO	2,518	2,511	0.3%
359	CENTURY 21 Beggins Enterprises Apollo Beach	FL	2,515	2,844	-11.6%
359	Keller Williams Plano Realty Plano	TX	2,515	3,377	-25.5%
361	Keller Williams Classic Realty Coon Rapids	MN	2,512	2,679	-6.2%
362	Keller Williams Realty Milwaukee Whitefish Bay	WI	2,507	1,734	44.6%
363	Berkshire Hathaway HomeServices Montana Properties Bozeman	MT	2,505	2,590	-3.3%
364	Dickson Realty Reno	NV	2,496	2,600	-4.0%
364	Keller Williams Realty Rockwall - Lake Cities Rockwall	TX	2,496	2,908	-14.2%
366	McEneaney Associates, Inc. Alexandria	VA	2,490	2,731	-8.8%
367	RE/MAX Preferred Associates Toledo	OH	2,488	2,692	-7.6%
368	Chase International Real Estate Reno	NV	2,484	2,322	7.0%
368	Coach Real Estate Associates, Inc. Northport	NY	2,484	2,553	-2.7%
370	RE/MAX Associates Layton	UT	2,483	2,577	-3.6%
371	Keller Williams Premier Realty Peoria	IL	2,475	2,505	-1.2%
372	Old Colony, REALTORS Charleston	WV	2,471	2,238	10.4%
373	Stark Company Realtors Madison	WI	2,469	2,616	-5.6%
374	Keller Williams Realty Central 75 Richardson	TX	2,463	2,757	-10.7%
375	RE/MAX Fine Properties Sugar Land	TX	2,462	2,389	3.1%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
376	Brown Harris Stevens New York	NY	2,461	2,163	13.8%
376	RE/MAX First Clinton Township	MI	2,461	2,797	-12.0%
378	CENTURY 21 The Harrelson Group Myrtle Beach	SC	2,453	2,398	2.3%
379	Realty Executives of Kansas City Leawood	KS	2,446	2,786	-12.2%
380	RE/MAX Select Westfield	NJ	2,444	2,645	-7.6%
381	Keller Williams Partners Realty Colorado Springs	CO	2,443	1,701	43.6%
382	RE/MAX Right Choice Real Estate Trumbull	CT	2,439	2,283	6.8%
383	Keller Williams Moorestown Moorestown	NJ	2,435	2,006	21.4%
384	RE/MAX Real Estate Professionals Lansing	MI	2,428	2,436	-0.3%
384	RE/MAX Realty Group Rochester	NY	2,428	2,426	0.1%
386	CENTURY 21 Signature Realty Saginaw	MI	2,427	2,647	-8.3%
387	Keller Williams Philadelphia Philadelphia	PA	2,426	2,128	14.0%
388	Intero Real Estate Services - So Cal Rancho Cucamonga	CA	2,410	2,590	-6.9%
389	Sereno Group Los Gatos	CA	2,408	2,528	-4.7%
390	Keller Williams Realty Atlantic Shore Northfield	NJ	2,398	2,323	3.2%
391	RE/MAX Realty Team Cape Coral	FL	2,397	1,984	20.8%
392	RE/MAX Southern Homes Birmingham	AL	2,394	2,361	1.4%
393	Keller Williams Clarkston Clarkston	MI	2,391	2,012	18.8%
394	Berkshire Hathaway HomeServices Commonwealth Real Estate Natick	MA	2,388	2,199	8.6%
394	Keller Williams Realty West Saint Charles	MO	2,388	2,443	-2.3%
396	RE/MAX 10 Oak Lawn	IL	2,378	2,520	-5.6%
397	CENTURY 21 Signature Real Estate Ames	IA	2,375	2,277	4.3%
398	Keller Williams Realty (Level 5 Leadership) Management Pembroke Pines	FL	2,368	2,297	3.1%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
399	Coldwell Banker RPM Group Little Rock	AR	2,362	2,411	-2.0%
400	RE/MAX Premier Realty Ocala	FL	2,361	2,110	11.9%
401	Vanguard Properties San Francisco	CA	2,355	2,334	0.9%
402	Keller Williams Legacy Group Realty, LLC Canton	OH	2,352	1,813	29.7%
403	Keller Williams Realty - Diamond Partners Olathe	KS	2,348	2,073	13.3%
403	RE/MAX Victory Beavercreek	OH	2,348	2,237	5.0%
405	Keller Williams Realty The Marketplace Henderson	NV	2,347	2,643	-11.2%
406	Coldwell Banker Kennon, Parker, Duncan & Davis Columbus	GA	2,340	2,023	15.7%
407	RE/MAX Realtec Group Palm Harbor	FL	2,330	2,554	-8.8%
408	john greene Realtor Naperville	IL	2,321	2,296	1.1%
409	Keller Williams Realty Signature Rockford	IL	2,320	1,799	29.0%
410	Keller Williams Realty Modesto Modesto	CA	2,317	2,230	3.9%
411	Coldwell Banker Schneidmiller Realty Coeur d'Alene	ID	2,309	2,765	-16.5%
412	D'Aprile Properties Chicago	IL	2,308	1,783	29.4%
413	RE/MAX Anchor Realty Punta Gorda	FL	2,297	2,230	3.0%
414	EXIT Realty Estate Gallery Jacksonville	FL	2,285	2,156	6.0%
414	Keller Williams Integrity First Realty Gilbert	AZ	2,285	2,215	3.2%
416	Jack Conway & Company, Inc. Norwell	MA	2,280	2,232	2.2%
416	Keller Williams Roers Realty Fargo	ND	2,280	2,855	-20.1%
418	RE/MAX Preferred Marlton	NJ	2,279	2,611	-12.7%
419	Coldwell Banker Distinctive Properties Grand Junction	CO	2,277	2,312	-1.5%
420	Keller Williams Realty - North Wilmington Sewell	NJ	2,275	2,451	-7.2%
421	Keller Williams Realty River Cities Columbus	GA	2,274	1,637	38.9%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
422	CENTURY 21 American Homes East Meadow	NY	2,273	2,500	-9.1%
423	CENTURY 21 Curran & Oberski Dearborn	MI	2,272	2,373	-4.3%
424	iPro Realty Network St. George	UT	2,270	2,154	5.4%
425	John L. Scott Medford and Ashland Medford	OR	2,269	2,255	0.6%
426	Ultima Real Estate Dallas	TX	2,262	2,320	-2.5%
427	Keller Williams Realty, Lansing Lansing	MI	2,261	2,229	1.4%
428	RE/MAX Preferred Monona	WI	2,248	2,238	0.4%
429	Keller Williams Realty - Beverly Beverly	MA	2,240	2,404	-6.8%
430	RE/MAX Professionals Glendale	AZ	2,237	2,609	-14.3%
431	RE/MAX United Cary	NC	2,233	2,283	-2.2%
432	Keller Williams Advantage Novi	MI	2,224	2,268	-1.9%
433	Coldwell Banker Mid-America West Des Moines	IA	2,222	2,478	-10.3%
434	RE/MAX Premier Properties Arcadia	CA	2,218	2,670	-16.9%
435	HomeSmart Realty Group Salem	OR	2,216	1,969	12.5%
436	Keller Williams Realty - Hudson Valley Realty Group New City	NY	2,208	2,136	3.4%
437	Keller Williams Realty - Easton Market Center South Easton	MA	2,205	2,302	-4.2%
438	RE/MAX Gold Coast Ventura	CA	2,201	2,121	3.8%
439	Star One Realtors Fairfield	OH	2,200	2,404	-8.5%
440	RE/MAX Insight / On The Move / Advantage Hampton Falls	NH	2,196	2,557	-14.1%
441	Keller Williams Realty Chesapeake/Greenbrier Chesapeake	VA	2,191	2,071	5.8%
441	RE/MAX One Prince Frederick	MD	2,191	1,784	22.8%
443	RE/MAX Advantage Realty Ellicott City	MD	2,178	2,579	-15.5%
444	Coldwell Banker Premier Group St. Louis	MO	2,176	2,313	-5.9%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
444	RE/MAX Ability Plus Carmel	IN	2,176	2,948	-26.2%
446	Realty Executives Exceptional Realtors Fairfield	NJ	2,175	2,423	-10.2%
447	Keller Williams Preferred Properties Upper Marlboro	MD	2,172	2,178	-0.3%
448	Coldwell Banker Barnes Franklin	TN	2,171	2,350	-7.6%
449	Mike Thomas Associates Fort Wayne	IN	2,170	2,129	1.9%
450	Dale Sorensen Real Estate, Inc. Vero Beach	FL	2,167	1,720	26.0%
451	RE/MAX Preferred Group West Chester	OH	2,163	2,403	-10.0%
452	ERA King Real Estate Anniston	AL	2,151	2,109	2.0%
453	Keller Williams Realty Greenville - Upstate Greenville	SC	2,147	2,142	0.2%
454	Keller Williams Platinum Chesterfield	MI	2,141	2,246	-4.7%
455	RE/MAX 4000 Inc. Grand Junction	CO	2,134	2,261	-5.6%
456	Four Seasons Sotheby's International Realty South Burlington	VT	2,133	2,188	-2.5%
457	RE/MAX Realty Affiliates Gardnerville	NV	2,127	2,144	-0.8%
458	RE/MAX Elite Brentwood	TN	2,125	2,759	-23.0%
459	RE/MAX 440 Perkasie	PA	2,121	2,007	5.7%
460	Keller Williams Success Realty Barrington	IL	2,120	2,079	2.0%
461	HomeSmart Professionals Real Estate Network Warwick	RI	2,117	1,607	31.7%
462	Real Broker New York	NY	2,108		
463	Better Homes and Gardens Real Estate Reliance Partners Auburn	CA	2,104	2,370	-11.2%
464	Better Homes and Gardens Real Estate HomeCity San Antonio	TX	2,102	3,211	-34.5%
465	Realty of Maine Bangor	ME	2,096	1,733	20.9%
466	USREALTY.com, LLP Womelsdorf	PA	2,092		
467	DLP Realty Bethlehem	PA	2,089	1,225	70.5%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
468	Keller Williams Indianapolis Metro North Carmel	IN	2,086	2,183	-4.4%
469	Coldwell Banker Brown Realtors Edwardsville	IL	2,084	2,089	-0.2%
469	Keller Williams Realty, The Real Estate Center of Illinois, LLC Champaign	IL	2,084	2,342	-11.0%
471	Coldwell Banker SSK, Realtors Macon	GA	2,078	1,965	5.8%
472	Coco, Early & Associates Inc. Methuen	MA	2,077	2,237	-7.2%
473	Keller Williams Realty Central NC Burlington	NC	2,073	2,226	-6.9%
474	Keller Williams Realty Chesapeake/Western Branch Chesapeake	VA	2,072	2,007	3.2%
475	Keller Williams Realty Home Farmington Hills	MI	2,064	2,420	-14.7%
476	RE/MAX Professionals Springfield	IL	2,063	2,041	1.1%
477	Keller Williams Houston Southwest Sugar Land	TX	2,058		
478	RE/MAX Heritage Blue Springs	MO	2,051	1,378	48.8%
479	Charter One Realty Hilton Head Island	SC	2,045	2,020	1.2%
480	CENTURY 21 Arizona Foothills Phoenix	AZ	2,044	2,382	-14.2%
480	Keller Williams Realty - KW Pinnacle Worcester	MA	2,044	2,293	-10.9%
482	Keller Williams Realty Services Mandeville	LA	2,043	2,058	-0.7%
483	CENTURY 21 AllPoints Realty Southington	CT	2,041	1,979	3.1%
484	Helen Adams Realty Charlotte	NC	2,036		
485	RE/MAX 200 Realty Winter Park	FL	2,035	2,020	0.7%
485	RE/MAX Whatcom County, Inc. Bellingham	WA	2,035	2,044	-0.4%
487	RE/MAX The Woodlands & Spring The Woodlands	TX	2,033	2,126	-4.4%
488	RE/MAX of Grand Rapids Grand Rapids	MI	2,029	2,166	-6.3%
489	Keller Williams Realty Southern New Hampshire Nashua	NH	2,023	1,966	2.9%
490	RE/MAX Experts Germantown	TN	2,019	2,046	-1.3%

RANK	COMPANY	STATE	2019 SIDES	2018 SIDES	% CHANGE
491	RE/MAX Aerospace Realty Rockledge	FL	2,014	1,918	5.0%
492	Keller Williams Realty, Boston-Metro Boston	MA	2,012	1,893	6.3%
493	Coldwell Banker Elite Stafford	VA	2,008	2,265	-11.3%
494	Residential Properties Ltd. Providence	RI	1,999	1,881	6.3%
495	Dickerson & Nieman Realtors Rockford	IL	1,994	1,983	0.6%
495	RE/MAX Dallas Suburbs Plano	TX	1,994	1,794	11.1%
497	Keller Williams Realty Abilene Abilene	TX	1,993	1,586	25.7%
497	Keller Williams Western Upstate Anderson	SC	1,993	2,079	-4.1%
499	Coldwell Banker Legacy Real Estate Group Bowling Green	KY	1,992	2,091	-4.7%
499	RE/MAX Unlimited Real Estate Whitehall	PA	1,992	1,488	33.9%

T H E
REALTRENDS
F I V E H U N D R E D

CONGRATULATIONS!

SUCCESS IS A JOURNEY, NOT A DESTINATION.
FIND JOY IN THE JOURNEY.

Congratulations to the top brokerages in the United States for being ranked within the REAL Trends 500. We appreciate all you do for your communities and for fueling the American Dream of homeownership.



REALTRENDS
THE TRUSTED SOURCE

www.realtrends.com | 303-741-1000



Identify Talent. Analyze the Market. Advance Your Business.



Recruiting Watch Lists



Sales Activity



Competitive Intelligence

MarketView Broker provides easy access to sales trends and performance data for every agent, office and firm in your market, enabling you to identify and recruit top talent and measure your office's performance vs. competitors.

www.showingtime.com/marketstats/marketview-broker

T H E

REALTRENDS

FIVE HUNDRED

500 LARGEST BROKERAGES IN THE U.S.

Ranked by Closed Sales Volume for 2019

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
1	Realty Brokerage Group (formerly NRT LLC) (2)	\$170,082,408,000	\$176,431,375,000	-3.6%
2	HomeServices of America, Inc (1)	\$132,304,589,270	\$135,904,704,150	-2.6%
3	Compass (5)	\$91,271,740,000	\$45,544,757,789	100.4%
4	eXp Realty (3)	\$36,233,976,502	\$19,523,826,266	85.6%
5	Redfin (6)	\$30,532,000,000	\$25,812,000,000	18.3%
6	Douglas Elliman (11)	\$28,773,794,499	\$28,087,843,427	2.4%
7	Hanna Holdings / Allen Tate (4)	\$22,475,825,294	\$16,304,185,867	37.9%
8	HomeSmart (7)	\$13,447,121,512	\$12,058,264,216	11.5%
9	William Raveis Real Estate, Mortgage and Insurance (12)	\$12,178,620,897	\$11,339,349,800	7.4%
10	@properties (16)	\$10,752,946,760	\$9,058,734,792	18.7%
11	Keller Williams Realty, GO Management Offices (8)	\$9,454,884,792	\$9,497,205,965	-0.4%
12	John L. Scott Real Estate (21)	\$8,332,411,071	\$7,206,170,114	15.6%
13	LIV/Sierra/Summit Sotheby's International Realty (52)	\$8,073,835,748	\$6,892,450,679	17.1%
14	RE/MAX Gold / One (22)	\$7,932,256,517	\$7,094,026,504	11.8%
15	RE/MAX Alliance / Equity Group (27)	\$6,743,162,105	\$7,068,623,721	-4.6%
16	RE/MAX Results (13)	\$6,700,483,900	\$6,629,067,028	1.1%
17	Coldwell Banker BAIN (50)	\$6,285,751,716	\$6,121,336,079	2.7%
18	Pacific Sotheby's International Realty (128)	\$6,021,651,263	\$6,098,221,074	-1.3%
19	First Team Real Estate (60)	\$5,955,747,589	\$5,280,736,500	12.8%
20	Keller Williams Realty Pinnacle Partners Group (15)	\$5,917,545,651	\$5,663,663,533	4.5%
21	Crye-Leike Real Estate Services (10)	\$5,814,099,906	\$5,686,029,791	2.3%
22	Real Estate One (14)	\$5,606,837,190	\$5,535,299,409	1.3%
23	Baird & Warner (24)	\$5,598,328,488	\$6,003,691,634	-6.8%
24	Berkshire Hathaway HomeServices AZ, CA & NV Properties (40)	\$5,559,379,820	\$5,216,808,996	6.6%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
25	Golden Gate Sotheby's International Realty (200)	\$5,158,440,000	\$3,887,551,387	32.7%



Bill Bullock, President & CEO
Golden Gate Sotheby's International Realty
San Francisco, California

#25

AHA MOMENT: In 2007, we were invited to become a Sotheby's affiliate. Now that was a big moment for us, and had we not done that; I don't think that we would be the company that we are today. In 2009, after the 2008 economic meltdown, everybody, including real estate companies, was heading for the hills. Everybody was terrified, and I was sitting in my office and thought, "Bullock, if you're ever going to be anything but a single-county company, you've got to come out of this downturn better than you went in it." I went out and leased a 7,000 square foot building—the best commercial building in Marin County. We could not afford it. I hired a chief operating officer, which we also could not afford. I bet the whole company on the decision to come out of that downturn better than we had gone into it. Everyone thought I was crazy then. Now those people think I'm a genius. The market came back in 2010, and we've had almost ten years now of uninterrupted expansion in the economy and the residential real estate market.

LESSONS LEARNED: As a manager at every level in an organization, you have to surround yourself with people who are smarter than you are. But don't let them talk you out of your vision. You'll always have self-doubts. You've got to shut that chatterbox down and refill your thoughts with positive outcomes. Don't allow negativity to creep into your thinking. When you have a vision that is so strong that you know in your heart that it cannot fail, then you do everything you can to push that vision forward.

26	Brown Harris Stevens (376)	\$5,143,881,851	\$4,506,866,386	14.1%
27	Berkshire Hathaway HomeServices PenFed Realty (26)	\$5,030,702,807	\$4,482,420,855	12.2%
28	Premier Sotheby's International Realty (92)	\$5,025,610,542	\$4,390,824,156	14.5%
29	Rodeo Realty (153)	\$4,889,795,066	\$4,908,093,531	-0.4%
30	The Keyes Company/Illustrated Properties (34)	\$4,839,684,308	\$4,866,778,227	-0.6%
31	Coldwell Banker Seacoast / Advantage (17)	\$4,780,687,801	\$3,683,370,913	29.8%
32	Equity Real Estate (36)	\$4,748,583,232	\$4,490,940,971	5.7%
33	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty (262)	\$4,697,657,600	\$2,209,592,504	112.6%
34	Keller Williams Realty - The Rawls Group (32)	\$4,604,936,987	\$4,834,221,447	-4.7%
35	Keller Williams - Forward Management (137)	\$4,602,058,185	\$5,491,984,049	-16.2%
36	My Home Group (28)	\$4,484,890,855		
37	Fathom Realty (20)	\$4,351,123,745	\$3,074,342,380	41.5%
38	Keller Williams - Ben Kinney Companies (54)	\$4,346,539,426	\$4,229,831,527	2.8%
39	Keller Williams Realty The Haggard Group (25)	\$4,254,746,590	\$4,150,332,877	2.5%
40	Halstead Real Estate (241)	\$4,151,240,971		
41	West USA Realty, Inc. (9)	\$4,119,024,231	\$3,706,577,654	11.1%
42	CENTURY 21 Affiliated (18)	\$4,031,018,498	\$4,000,474,886	0.8%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
43	William Pitt / Julia B. Fee Sotheby's International Realty (123)	\$3,913,000,000	\$4,029,544,449	-2.9%
44	Samson Properties (59)	\$3,844,516,238	\$3,149,265,965	22.1%
45	Russ Lyon I Sotheby's International Realty (117)	\$3,775,765,955	\$3,779,141,778	-0.1%
46	Coldwell Banker Real Estate Group (19)	\$3,752,517,572	\$3,896,852,794	-3.7%
47	Keller Williams - Cunningham Group (263)	\$3,702,385,312	\$4,552,842,303	-18.7%
48	Latter & Blum Companies (30)	\$3,637,717,787	\$3,902,870,851	-6.8%
49	Sereno Group (389)	\$3,611,851,833	\$3,858,064,523	-6.4%
50	Keller Williams Memorial (39)	\$3,591,210,000	\$3,585,495,988	0.2%
51	Realty Austin, LLC (68)	\$3,418,667,249	\$2,842,129,874	20.3%
52	Silvercreek Realty Group (45)	\$3,400,000,000	\$3,100,000,000	9.7%
53	Watson Realty Corp. (33)	\$3,390,169,966	\$3,447,870,647	-1.7%
54	JP and Associates REALTORS (41)	\$3,389,031,527	\$2,652,000,000	27.8%
55	Keller Williams Realty Austin (57)	\$3,366,831,971	\$3,422,993,966	-1.6%
56	Berkshire Hathaway HomeServices The Preferred Realty (23)	\$3,357,475,142	\$2,921,218,000	14.9%



Tom Hosack, Co-President and CEO
Berkshire Hathaway HomeServices The Preferred Realty
Wexford, Pennsylvania

#56

GROWTH: I heard a quote from Jerry Jones who owns the Dallas Cowboys and, subsequently, from Warren Buffett: "Every great asset I own, I probably overpaid for at the time I bought it, but I bought quality stuff, and over time it works out." We were always trying to find companies that were cheaper or that we could buy cheap with our money and leverage. We changed how we looked at real estate deals and got much more aggressive with what we were willing to do, and I think that that has helped us. Now we are bringing quality people into the organization.

ADVICE: You need to have a long-term plan that details where you want to be, but don't get locked into the short-term. Always keep your short-term flexible, because you never know when those deals are going to fall in your lap. You can say, "In five years, I want to grow 60%." You might not meet your yearly goals. Growth sometimes comes in big chunks, so don't get too depressed and drop off your game. It's continuously about effort. Keep at it.

57	RE/MAX Estate Properties (287)	\$3,344,953,100	\$3,666,894,615	-8.8%
58	TTR Sotheby's International Realty (237)	\$3,341,549,535	\$3,143,482,607	6.3%
59	Berkshire Hathaway HomeServices Homesale Realty (29)	\$3,338,214,180	\$3,101,506,276	7.6%
60	Berkshire Hathaway HomeServices Drysdale Properties (142)	\$3,300,504,704	\$2,783,788,383	18.6%
61	Keller Williams Keystone Partners Group (38)	\$3,243,581,146	\$2,971,338,610	9.2%
62	Daniel Gale Sotheby's International Realty (234)	\$3,239,998,571	\$3,474,387,313	-6.7%
63	Keller Williams Realty Sunset Corridor/Eugene (58)	\$3,234,694,618	\$1,526,700,070	111.9%
64	Keller Williams: The Virginia Realty Alliance Group (78)	\$3,180,759,364	\$2,849,192,011	11.6%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
65	Coldwell Banker Schmidt, Realtors (31)	\$3,166,772,855	\$2,970,465,037	6.6%
66	Keller Williams Realty - Heart of Atlanta Group (46)	\$3,151,617,180	\$3,397,904,740	-7.2%
67	ONE Sotheby's International Realty (279)	\$3,146,570,066	\$2,119,308,686	48.5%
68	Vanguard Properties (401)	\$3,109,230,760	\$3,000,227,909	3.6%
69	CENTURY 21 New Millennium (77)	\$3,010,058,952	\$3,001,215,427	0.3%
70	F.C. Tucker Company, Inc. (44)	\$2,986,573,395	\$2,920,492,652	2.3%
71	Keller Williams Realty Professionals (67)	\$2,952,864,349	\$1,745,641,772	69.2%
72	Berkshire Hathaway HomeServices Utah Properties (204)	\$2,886,593,272	\$2,235,898,500	29.1%
73	Tomlinson Real Estate Group (65)	\$2,884,971,119	\$3,037,247,566	-5.0%
74	HUNT Real Estate ERA (35)	\$2,874,810,761	\$2,756,434,552	4.3%
75	Keller Williams Realty - Chadwick Group (51)	\$2,874,455,275	\$2,625,328,490	9.5%
76	CENTURY 21 Everest Real Estate (88)	\$2,830,347,720	\$2,954,665,560	-4.2%
77	Pinnacle Estate Properties, Inc. (157)	\$2,826,451,889	\$2,656,642,171	6.4%
78	RE/MAX Professionals (119)	\$2,808,058,263	\$2,587,496,195	8.5%
79	Parks Realty (88)	\$2,803,052,752	\$2,717,168,523	3.2%
80	Carolina One Real Estate Services (72)	\$2,795,403,339	\$2,692,341,946	3.8%
81	Atlanta Fine Homes Sotheby's International Realty (184)	\$2,747,154,335	\$2,588,883,120	6.1%
82	Lyon Real Estate (111)	\$2,731,793,781	\$2,868,323,498	-4.8%
83	Benchmark Realty LLC (61)	\$2,728,709,369	\$2,439,071,265	11.9%
84	Shorewest Realtors (49)	\$2,685,221,000	\$2,703,547,300	-0.7%
85	Michael Saunders & Company (131)	\$2,675,700,927	\$2,698,735,492	-0.9%
86	Realty Executives Phoenix and Yuma (85)	\$2,675,500,372	\$2,659,689,720	0.6%
87	John R. Wood Properties (194)	\$2,633,407,752	\$2,516,745,307	4.6%
88	Keller Williams Realty Ridgewood (141)	\$2,631,445,249	\$2,477,789,692	6.2%
89	Keller Williams Realty Jay Crow Group (66)	\$2,583,784,172	\$2,350,027,303	9.9%
90	HER LLC (42)	\$2,568,542,555	\$2,534,938,640	1.3%
91	Gibson Sotheby's International Realty (345)	\$2,558,614,112	\$2,236,720,978	14.4%
92	Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines (37)	\$2,538,171,208	\$2,490,657,537	1.9%
93	Better Homes and Gardens Real Estate Gary Greene (69)	\$2,524,874,402	\$2,520,965,519	0.2%
94	Atlanta Communities Real Estate Brokerage (64)	\$2,518,188,144	\$2,377,232,663	5.9%
95	Coldwell Banker Apex, Realtors (55)	\$2,506,133,285	\$2,034,535,871	23.2%
96	Big Block Realty (145)	\$2,473,406,600		
97	Coldwell Banker Howard Perry and Walston Realty, Inc. (79)	\$2,469,443,808	\$2,341,502,084	5.5%
98	Allison James Estates & Homes (91)	\$2,447,133,163	\$2,629,933,548	-7.0%
99	Keller Williams Realty Partners (53)	\$2,402,040,938	\$1,212,408,114	98.1%
100	PalmerHouse Properties (63)	\$2,391,465,252	\$2,143,946,945	11.5%
101	Keller Williams Salt Lake City (99)	\$2,352,945,447	\$2,146,020,678	9.6%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
102	Select Group (125)	\$2,339,195,131	\$2,446,907,436	-4.4%
103	Sibcy Cline Realtors (56)	\$2,329,891,160	\$2,365,169,452	-1.5%
104	Better Homes and Gardens Real Estate Rand Realty (103)	\$2,327,951,689	\$2,295,412,675	1.4%
105	Pearson Smith Realty, L. L. C. (156)	\$2,321,673,866		
106	Washington Fine Properties	\$2,300,977,702	\$2,550,868,865	-9.8%
107	Keller Williams Realty - Tulsa (43)	\$2,282,519,380	\$2,146,199,960	6.4%
108	Keller Williams Capital Properties (166)	\$2,272,597,087	\$2,275,503,250	-0.1%
109	Virtual Properties Realty (48)	\$2,258,419,028	\$1,894,734,699	19.2%
110	Kuper Sotheby's International Realty (245)	\$2,227,676,397	\$1,866,521,335	19.3%
111	Slifer Smith & Frampton Real Estate	\$2,226,933,815	\$1,512,046,968	47.3%
112	Keller Williams Realty Alaska Group (87)	\$2,221,150,026	\$2,197,002,905	1.1%
113	Bennion Deville Homes (191)	\$2,199,149,128	\$2,383,569,629	-7.7%
114	CENTURY 21 Award (223)	\$2,180,842,428	\$2,093,021,008	4.2%
115	RE/MAX Northwest Realtors (173)	\$2,178,128,136	\$2,288,779,733	-4.8%
116	RE/MAX Advantage Plus (94)	\$2,159,752,659	\$2,123,219,339	1.7%
117	Keller Williams Federal Way (104)	\$2,157,771,386	\$2,004,224,109	7.7%
118	RE/MAX Accord (336)	\$2,145,477,729	\$2,217,863,160	-3.3%
119	Zephyr Real Estate	\$2,124,460,447	\$2,409,530,143	-11.8%
120	Keller Williams Realty (100)	\$2,086,214,879	\$2,215,736,014	-5.8%
121	Professional Realty Services International (138)	\$2,063,835,959	\$1,525,646,330	35.3%
122	Keller Williams Realty Integrity Northwest (96)	\$2,059,895,738	\$1,948,360,241	5.7%
123	Prominent Properties Sotheby's International Realty (340)	\$2,055,132,447	\$2,058,355,623	-0.2%
124	Briggs Freeman Sotheby's International Realty (312)	\$2,050,000,000	\$2,769,948,138	-26.0%
125	Keller Williams Realty Boise (126)	\$2,043,244,033	\$2,853,857,235	-28.4%
126	Realty Connect USA (180)	\$2,018,056,790	\$1,841,614,093	9.6%
127	Keller Williams Realty (323)	\$2,013,756,595	\$1,941,774,640	3.7%
128	Hasson Company (244)	\$1,962,613,800	\$1,985,231,465	-1.1%
129	HomeSmart Evergreen Realty (251)	\$1,949,136,000	\$2,023,852,517	-3.7%
130	United Real Estate (148)	\$1,948,958,770		
131	CENTURY 21 MM (189)	\$1,924,047,083	\$2,113,097,562	-8.9%
132	CENTURY 21 Redwood Realty (191)	\$1,906,060,976	\$1,678,498,754	13.6%
133	Keller Williams Realty West Monmouth (143)	\$1,902,908,091	\$1,690,716,971	12.6%
134	Realty Executives Associates (71)	\$1,899,229,991	\$1,816,293,386	4.6%
135	Your Castle Real Estate (179)	\$1,894,031,034	\$1,928,291,979	-1.8%
136	Coldwell Banker Weir Manuel Family of Companies (70)	\$1,890,675,364	\$1,848,156,931	2.3%
137	Keller Williams Realty (140)	\$1,878,938,959	\$1,990,355,693	-5.6%
138	Keller Williams Realty Georgia Legacy Group (129)	\$1,874,934,058	\$1,893,672,368	-1.0%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
139	Keller Williams Realty Emerald Coast (84)	\$1,865,041,459	\$1,611,771,461	15.7%
140	RE/MAX Executive (106)	\$1,860,372,216	\$1,535,219,300	21.2%
141	Revelation Real Estate (113)	\$1,847,273,766	\$1,711,721,712	7.9%
142	The Group (203)	\$1,813,339,319	\$1,795,705,170	1.0%
143	Keller Williams Realty - Meggers Management Group (186)	\$1,809,794,313	\$1,859,387,478	-2.7%
144	Keller Williams E to P Group (105)	\$1,785,390,001	\$1,566,694,839	14.0%
145	Keller Williams Realty Fayetteville, AR (74)	\$1,782,726,324		
146	Bean Group (116)	\$1,775,807,044	\$1,947,031,342	-8.8%
147	Tierra Antigua Realty LLC (73)	\$1,767,122,501	\$1,562,959,071	13.1%
148	Keller Williams Realty	\$1,766,885,639	\$2,097,561,318	-15.8%
149	Berkshire Hathaway HomeServices New Jersey Properties (224)	\$1,745,071,134	\$1,665,197,605	4.8%
150	Coldwell Banker West (268)	\$1,724,928,176	\$1,482,021,049	16.4%
151	Better Homes and Gardens Real Estate Metro Brokers (81)	\$1,711,456,826	\$1,674,766,212	2.2%
152	Keller Williams Realty (80)	\$1,710,301,336	\$1,664,941,630	2.7%
153	Premiere Plus Realty (169)	\$1,709,967,051		
154	McEneaney Associates, Inc. (366)	\$1,701,875,503	\$1,830,000,000	-7.0%
155	Keller Williams Realty Jupiter/PBG/Treasure Coast/PSL/Vero Beach (124)	\$1,692,947,139	\$1,719,195,769	-1.5%
156	Windermere Homes & Estates (333)	\$1,687,970,333	\$1,581,498,005	6.7%
157	Keller Williams Portland Central (161)	\$1,687,201,449	\$1,049,819,169	60.7%
158	Coldwell Banker Legacy (90)	\$1,683,069,019	\$1,569,508,495	7.2%
159	Locations (317)	\$1,681,100,608	\$1,871,800,069	-10.2%
160	Better Homes and Gardens Real Estate The Masiello Group (83)	\$1,678,608,979	\$1,640,751,753	2.3%
161	Cummings & Co. Realtors (121)	\$1,661,268,444	\$1,353,205,405	22.8%
162	Jameson Sotheby's International Realty (327)	\$1,660,533,860	\$1,844,530,404	-10.0%
163	Keller Williams Metro Center (274)	\$1,659,395,180	\$1,544,352,710	7.4%
164	Rose & Womble Realty (132)	\$1,648,137,716	\$1,617,371,061	1.9%
165	RE/MAX Allegiance (232)	\$1,645,582,711	\$1,695,350,049	-2.9%
166	Keller Williams Realty (75)	\$1,644,356,166	\$1,640,759,281	0.2%
167	Realogics Sotheby's International Realty	\$1,630,470,043	\$1,482,969,956	9.9%
168	Keller Williams Realty of Central Florida LLC (93)	\$1,614,555,239	\$1,754,071,960	-8.0%
169	Kinlin Grover, Page Taft & Randall Realtors (222)	\$1,601,980,480	\$1,573,821,243	1.8%
170	PMZ Real Estate (171)	\$1,590,642,000	\$1,513,101,857	5.1%
171	Cascade Sotheby's International Realty (316)	\$1,589,958,047	\$1,536,651,725	3.5%
172	Vista Sotheby's International Realty	\$1,585,540,641	\$1,465,304,282	8.2%
173	Berkshire Hathaway HomeServices Towne Realty (160)	\$1,575,555,420	\$1,482,951,444	6.2%
174	Comey & Shepherd (111)	\$1,572,000,000	\$1,500,000,000	4.8%
175	RE/MAX Realty Group (198)	\$1,567,200,394	\$1,510,332,681	3.8%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
176	Engel & Völkers Gestalt Group	\$1,565,250,165	\$1,459,510,774	7.2%
177	Keller Williams Realty - RM Realty Associates LLC (86)	\$1,557,608,644	\$1,441,871,820	8.0%
178	RE/MAX Integrity (144)	\$1,539,581,070	\$1,554,169,973	-0.9%
179	Keller Williams Realty, Atlantic Partners (135)	\$1,533,762,162		
180	Keller Williams Realty - Ubaldini Group (120)	\$1,525,324,011	\$1,493,886,355	2.1%
181	Aspen Snowmass Sotheby's International Realty	\$1,503,872,042	\$1,502,239,734	0.1%
182	CENTURY 21 Scheetz (136)	\$1,500,816,700	\$1,540,648,760	-2.6%
183	CENTURY 21 Judge Fite Company (114)	\$1,499,997,229	\$1,586,341,134	-5.4%
184	Hawaii Life	\$1,493,672,724	\$1,738,987,029	-14.1%
185	Chase International Real Estate (368)	\$1,488,652,808	\$1,375,017,757	8.3%
186	Legacy Real Estate & Associates ERA Powered	\$1,482,203,752	\$1,758,730,869	-15.7%
187	Keller Williams Realty Rafeh Corp. (258)	\$1,479,905,587	\$1,434,589,079	3.2%
188	REALHOME Services and Solutions Inc. (47)	\$1,474,636,194		
189	Smith & Associates Real Estate (350)	\$1,471,991,639	\$1,267,729,714	16.1%
190	J. Rockcliff Realtors	\$1,466,041,859	\$1,951,413,893	-24.9%
191	RE/MAX Alliance Group (164)	\$1,461,551,461	\$1,119,682,510	30.5%
192	Berkshire Hathaway HomeServices Verani Realty (167)	\$1,460,584,241	\$1,374,222,761	6.3%
193	Keller Williams Realty - Silicon Valley	\$1,459,902,780	\$1,673,648,420	-12.8%
194	Keller Williams Realty Indy Metro NE/Louisville East (98)	\$1,457,868,975	\$793,757,739	83.7%
195	Berkshire Hathaway HomeServices California Properties (270)	\$1,456,618,229	\$1,523,913,332	-4.4%
196	Downing-Frye Realty, Inc. (326)	\$1,455,452,242	\$1,519,768,067	-4.2%
197	Keller Williams Realty (115)	\$1,449,711,294	\$1,357,519,639	6.8%
198	Elite Pacific Properties, LLC	\$1,444,810,193	\$1,394,326,130	3.6%
199	Keller Williams Realty Knoxville-West (109)	\$1,443,358,917	\$1,156,294,689	24.8%
200	Five Star Real Estate (76)	\$1,441,860,739	\$1,249,364,265	15.4%
201	Keller Williams Realty - The Hilgenberg Group (225)	\$1,439,652,063	\$1,447,021,655	-0.5%
202	Beverly-Hanks & Associates (177)	\$1,436,837,901	\$1,294,735,186	11.0%
203	Keller Williams - Brian Smith Mgmt. (248)	\$1,435,709,381	\$1,593,277,076	-9.9%
204	Coldwell Banker C&C Properties (221)	\$1,432,496,536	\$1,112,365,819	28.8%
205	Berkshire Hathaway HomeServices Commonwealth Real Estate (394)	\$1,412,379,555	\$1,543,527,394	-8.5%
206	RE/MAX Premier Properties (434)	\$1,400,753,742	\$1,709,202,980	-18.0%
207	Better Homes and Gardens Real Estate Kansas City Homes (183)	\$1,399,269,646	\$1,447,962,267	-3.4%
208	Keller Williams Realty, Boston-Metro (492)	\$1,395,278,673	\$1,321,871,948	5.6%
209	Coach Real Estate Associates, Inc. (368)	\$1,392,530,042	\$1,358,783,103	2.5%
210	Key Realty (62)	\$1,391,046,996		
211	Coldwell Banker Select (82)	\$1,383,073,497	\$1,389,612,327	-0.5%
212	Keller Williams Realty Spokane (154)	\$1,360,931,079	\$916,431,488	48.5%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
213	Solid Source Real Estate (146)	\$1,353,546,000	\$1,426,853,500	-5.1%
214	Better Homes and Gardens Real Estate Reliance Partners (463)	\$1,346,201,555	\$1,414,482,781	-4.8%
215	Keller Williams Coastal and Lakes & Mountains Realty (209)	\$1,337,051,237	\$1,180,145,223	13.3%
216	Wilkinson ERA Real Estate (170)	\$1,336,341,957	\$1,442,401,422	-7.4%
217	Keller Williams Realty Birmingham (101)	\$1,333,289,950	\$1,382,168,518	-3.5%
218	RE/MAX Suburban (172)	\$1,329,482,562	\$1,070,988,802	24.1%
219	Keller Williams Arizona Realty (280)	\$1,325,847,644	\$1,002,654,214	32.2%
220	Dickson Realty (364)	\$1,325,199,978	\$1,291,356,895	2.6%
221	Realty ONE Group Complete (270)	\$1,317,843,900	\$1,178,750,000	11.8%
222	Red Oak Realty	\$1,314,867,000	\$837,389,620	57.0%
223	Keller Williams - Agnew Real Estate LLC (318)	\$1,314,133,239	\$1,350,774,911	-2.7%
224	Intero Real Estate Services - East Bay	\$1,308,650,763	\$1,517,265,000	-13.7%
225	Keller Williams Realty Royal Oak (168)	\$1,294,729,477	\$1,152,758,650	12.3%
226	Keller Williams Realty WINWIN Charlotte Partners (181)	\$1,291,561,422	\$1,058,745,954	22.0%
227	Keller Williams Honolulu & Maui	\$1,279,111,610	\$1,458,028,048	-12.3%
228	Realty Masters & Associates (277)	\$1,277,534,832		
229	RE/MAX Gold Coast (438)	\$1,277,519,733	\$1,252,349,199	2.0%
230	8z Real Estate (342)	\$1,272,840,128	\$1,072,705,658	18.7%



Lane Hornung, Founder and CEO

8Z Real Estate
Boulder, Colorado

#230

AHA MOMENT: I designed 8Z and our model very consciously and methodically. The big AHA moment was the realization that one of the things I didn't plan for was just how much we built a team culture. It's a culture where agents rely on each other, support each other, cover for each other, and even coach each other. That was a big, pleasant surprise to me

LESSONS LEARNED: One lesson I've learned is that, frankly, 8Z is not all that good at recruiting. In particular, we're not all that good at recruiting experienced agents. I think we have a lot to offer. At the same time, I don't think we've told our story with experienced agents as well as we could have. We're good at taking brand new licensees and plugging them into our platform and turning them into a \$10 million-plus producer in a couple of years. Another thing, I'm a big believer in having mentors and mentorship and mentoring others. One of my mentors is the author Jim Collins who wrote *Good to Great* and *Built to Last*. I was fortunate to work with Jim as a grad student. And he's inspired me over the years to shoot for greatness, to attempt and strive to build a great organization, not just a good one.

231	RE/MAX Fine Properties (306)	\$1,266,385,202	\$1,132,171,674	11.9%
232	REALM Real Estate Professionals (201)	\$1,264,626,787	\$1,248,635,000	1.3%
233	Greenwood King Properties	\$1,250,785,122	\$1,467,567,984	-14.8%
234	Keller Williams Realty Greater Portland (190)	\$1,248,484,184	\$1,223,245,586	2.1%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
235	Keller Williams Premier Properties	\$1,240,079,617	\$1,022,333,463	21.3%
236	CENTURY 21 North East (259)	\$1,232,886,655	\$1,181,939,218	4.3%



Jim D'Amico, President and CEO
CENTURY 21 North East
Massachusetts

#236

GROWTH: We had a combination of mergers and acquisitions and recruiting. We had a system in place where our goal was to add agents by the hundreds. In 2014, we had about 400 agents. We targeted the territories we thought we could do business in—places where we could grow. Running parallel to mergers and acquisitions, we were also doing a lot of recruiting, meeting with top agents, and bringing them into the firm.

AHA MOMENT: My AHA moment was back in 2010 when I saw that we had grown the company throughout the late 1990s and early 2000s, but we were not built with a solid foundation. When we hit the recession, we weren't positioned to handle the changes that were going on in the market. In 2014, we implemented systems so we could manage a brokerage of larger-scale size. We implemented a new back-office system, changed the organizational structure, and centralized certain services like administration. We also regionalized our management team, so instead of having our managers focus on individual offices, we have them focused on territories. We also structured the way we wanted to grow and worked closely with the brand to effectuate that growth through that five-year plan.

237	Carpenter Realtors (95)	\$1,229,312,213	\$1,277,725,730	-3.8%
238	Keller Williams Realty - St. Louis Kirkwood (139)	\$1,224,104,715	\$1,189,162,428	2.9%
239	RE/MAX Select (380)	\$1,221,729,409	\$778,130,268	57.0%
240	Keller Williams Success Realty (217)	\$1,213,887,943	\$1,149,780,072	5.6%
241	RE/MAX DFW Associates (240)	\$1,210,544,538	\$1,344,022,532	-9.9%
242	Coldwell Banker Prime Properties (107)	\$1,209,280,512	\$1,220,386,651	-0.9%
243	Berkshire Hathaway HomeServices Florida Properties Group (147)	\$1,198,495,349	\$1,072,918,936	11.7%
244	RE/MAX of Boulder Inc.	\$1,194,786,325	\$1,186,737,599	0.7%
245	Reliant Realty ERA Powered/ERA Home Run Real Estate (174)	\$1,192,416,784	\$1,177,335,226	1.3%
246	Dilbeck Real Estate	\$1,189,026,266	\$1,468,860,309	-19.1%
247	Berkshire Hathaway HomeServices Professional Realty (102)	\$1,182,573,025	\$1,043,513,045	13.3%
248	LoKation® Real Estate (188)	\$1,182,000,000	\$1,006,500,000	17.4%
249	Patterson Schwartz Real Estate (199)	\$1,180,693,883	\$1,202,898,663	-1.8%
250	Deasy Penner Podley	\$1,178,082,477		
251	Intracoastal Realty Corp (260)	\$1,176,580,062	\$1,050,383,427	12.0%
252	Coldwell Banker Heritage (97)	\$1,176,464,328	\$1,082,695,155	8.7%
253	Florida Homes Realty & Mortgage (108)	\$1,169,913,799	\$950,695,754	23.1%
254	Keller Williams Realty DTC LLC - Masters Realty LLC (355)	\$1,169,025,928	\$1,276,641,564	-8.4%
255	Keller Williams North Florida (133)	\$1,163,412,804	\$1,096,499,295	6.1%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
256	Realty ONE Group Mountain Desert (210)	\$1,161,308,491	\$870,721,983	33.4%
257	RE/MAX Concepts (127)	\$1,158,552,622	\$955,679,920	21.2%
258	Keller Williams Realty Landmark	\$1,156,591,493	\$1,313,317,485	-11.9%
259	Chinowth & Cohen Realtors (130)	\$1,150,336,729	\$1,028,151,716	11.9%
260	Keller Williams Real Estate - Exton (253)	\$1,147,416,295	\$1,108,677,469	3.5%
261	Murney Associates, Realtors (122)	\$1,136,082,101	\$1,036,880,286	9.6%
262	Keller Williams (110)	\$1,135,602,692	\$688,874,900	64.8%
263	Keller Williams Realty Metropolitan (219)	\$1,128,670,387		
264	Cutler Real Estate (118)	\$1,128,575,689	\$1,090,099,852	3.5%
265	LAER Realty Partners (283)	\$1,117,184,193	\$990,000,000	12.8%
266	Leading Edge Real Estate	\$1,113,814,530	\$1,105,126,684	0.8%
267	Berkshire Hathaway HomeServices C. Dan Joyner, REALTORS (197)	\$1,113,786,878	\$1,066,012,426	4.5%
268	Keller Williams Realty Puyallup South Sound (292)	\$1,111,100,134	\$1,027,315,540	8.2%
269	Keller Williams Integrity (307)	\$1,100,991,980	\$1,084,663,599	1.5%
270	CENTURY 21 American Homes (422)	\$1,095,042,329	\$1,212,407,346	-9.7%
271	Realty Executives Tucson Elite (163)	\$1,091,274,674	\$946,568,578	15.3%
272	Keller Williams Realty - Easton Market Center (437)	\$1,087,534,449	\$1,020,096,618	6.6%
273	Keller Williams Realty Fort Mill (207)	\$1,087,318,422	\$1,122,354,587	-3.1%
274	Village Properties	\$1,083,062,160		
275	NP Dodge Real Estate Sales, Inc. (162)	\$1,079,000,000	\$1,004,000,000	7.5%
276	Keller Williams Realty Advantage Group (214)	\$1,077,961,316	\$1,064,502,736	1.3%
277	RE/MAX Properties, Inc. (294)	\$1,077,194,362	\$1,211,526,283	-11.1%
278	Keller Williams Ballantyne Area (228)	\$1,076,892,736	\$1,841,121,161	-41.5%
279	Keller Williams Consultants Realty (208)	\$1,074,682,388	\$1,069,615,751	0.5%
280	Charter One Realty (479)	\$1,071,243,319	\$923,583,039	16.0%
281	Berkshire Hathaway HomeServices Select Properties (182)	\$1,068,653,082	\$1,046,766,626	2.1%
282	Keller Williams Big Rock Partners (155)	\$1,066,347,474	\$949,937,724	12.3%
283	Keller Williams Realty (235)	\$1,064,651,650	\$1,308,384,028	-18.6%
284	Keller Williams Philly (261)	\$1,064,163,668	\$773,002,453	37.7%
285	HomeSmart Realty West	\$1,055,039,628	\$1,007,180,488	4.8%
286	Keller Williams Realty Mission Viejo	\$1,051,429,557	\$776,502,304	35.4%
287	Mark Spain Real Estate (196)	\$1,049,769,096		
288	Keller Williams Realty - Beverly (429)	\$1,044,869,233	\$1,098,323,606	-4.9%
289	Keller Williams Realty Haigh Group (238)	\$1,039,225,613		
290	Keller Williams Advisors/Advantage/Realty Associate Partners (152)	\$1,032,465,960	\$1,069,094,974	-3.4%
291	London Properties Ltd. (356)	\$1,031,253,833	\$910,484,838	13.3%
292	Keller Williams Realty Premier Partners (310)	\$1,030,592,479	\$985,613,850	4.6%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
293	Coldwell Banker Danforth	\$1,029,850,883	\$1,114,477,199	-7.6%
294	Greenridge Realty, Inc. (159)	\$1,026,771,456	\$1,005,255,233	2.1%
295	RLAH Real Estate	\$1,021,304,320	\$777,445,058	31.4%
296	Berkshire Hathaway HomeServices Indiana Realty (164)	\$1,018,701,449	\$1,030,489,392	-1.1%
297	Coldwell Banker D'Ann Harper, Realtors (236)	\$1,013,967,827	\$1,000,175,106	1.4%
298	Keller Williams WinStar Realty (185)	\$1,011,207,154	\$969,758,989	4.3%
299	McGraw Realtors (229)	\$1,009,403,797	\$1,009,411,841	0.0%
300	Keller Williams Realty Pacific Estates	\$1,009,227,572	\$1,303,209,367	-22.6%
301	Gardner, Realtors (216)	\$1,000,000,000	\$1,027,000,000	-2.6%
302	RE/MAX Champions	\$992,639,738	\$912,606,226	8.8%
303	Keller Williams Realty Centre (303)	\$991,237,097	\$1,022,015,695	-3.0%
304	Realty ONE Group Edge (255)	\$980,217,970		
305	RE/MAX of Santa Clarita	\$978,450,037	\$970,647,734	0.8%
306	McWilliamsBallard	\$977,439,150	\$801,101,390	22.0%
307	Jack Conway & Company, Inc. (416)	\$975,727,132	\$905,799,797	7.7%
308	Keller Williams - Temecula Valley Real Estate, Inc. (308)	\$975,623,414	\$1,086,650,891	-10.2%
309	RE/MAX Real Estate Group (314)	\$973,159,563	\$868,946,827	12.0%
310	Keller Williams Realty Platinum (225)	\$967,843,829	\$1,027,823,668	-5.8%
311	Meybohm Real Estate (206)	\$965,801,166	\$927,261,914	4.2%
312	PorchLight Real Estate Group	\$960,664,324	\$1,054,011,776	-8.9%
313	Keller Williams Legacy (218)	\$955,171,829	\$988,132,044	-3.3%
314	Keller Williams Realty Greater Hartford (195)	\$948,910,032	\$882,520,228	7.5%
315	Berkshire Hathaway HomeServices Starck Real Estate (205)	\$948,525,606	\$987,708,774	-4.0%
316	Keller Williams Realty Coastal Area Partners (215)	\$947,924,237	\$979,116,022	-3.2%
317	Keller Williams SoCal	\$944,802,313	\$1,048,186,821	-9.9%
318	Intero Real Estate Services - So Cal (388)	\$943,740,604	\$1,079,126,890	-12.5%
319	Keller Williams Realty The Waxman Group (334)	\$940,939,799	\$1,045,498,879	-10.0%
320	Coldwell Banker Vanguard Realty (269)	\$937,678,104	\$1,097,645,109	-14.6%
321	Keller Williams Realty La Jolla	\$935,731,884	\$921,085,650	1.6%
322	Madison & Company Properties, LLC	\$934,625,783	\$803,779,938	16.3%
323	Keller Williams Realty McLean	\$933,565,060	\$856,491,486	9.0%
324	Keller Williams Kansas City - Northland (220)	\$933,167,199	\$1,769,565,809	-47.3%
325	RE/MAX Select Realty (175)	\$932,003,629	\$841,683,465	10.7%
326	Coldwell Banker Premier Realty (338)	\$922,790,046	\$891,722,012	3.5%
327	Keller Williams Realty Encino-Sherman Oaks	\$922,105,736	\$709,807,104	29.9%
328	Scenic Sotheby's International Realty	\$919,727,767	\$714,261,453	28.8%
329	Keller Williams Realty - Roseville	\$919,111,372	\$994,855,248	-7.6%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
330	Helen Adams Realty (484)	\$917,851,313		
331	Residential Properties Ltd. (494)	\$917,785,512	\$858,982,295	6.8%
332	Keller Williams Realty Falls Church	\$917,684,353	\$593,282,809	54.7%
333	RE/MAX Masters Millennium	\$916,824,196	\$931,467,851	-1.6%
334	Coldwell Banker Hearthside, Realtors (296)	\$913,175,780	\$812,498,903	12.4%
335	Keller Williams (257)	\$911,628,381	\$874,090,446	4.3%
336	Coldwell Banker Caine (256)	\$909,719,090	\$753,984,220	20.7%
337	ARC Realty (276)	\$905,608,362	\$810,435,780	11.7%
338	Berkshire Hathaway HomeServices Montana Properties (363)	\$903,457,601	\$901,847,520	0.2%
339	Keller Williams Raleigh (211)	\$899,488,887	\$900,534,603	-0.1%
340	McGuire Real Estate	\$897,582,036	\$1,110,744,670	-19.2%
341	Keller Williams Realty Greater Northwest (246)	\$896,838,480	\$668,613,105	34.1%
342	Keller Williams Plano Realty (359)	\$896,176,977	\$2,043,183,259	-56.1%
343	Keller Williams Realty Asheville, NC, Columbia & Columbia NE, SC (290)	\$892,432,260	\$1,052,809,231	-15.2%
344	Ruhl&Ruhl Realtors (149)	\$887,835,315	\$890,487,624	-0.3%
345	Keller Williams Realty (297)	\$887,604,340	\$676,852,952	31.1%
346	RE/MAX Realty Affiliates (457)	\$884,904,995	\$863,397,922	2.5%
347	Keller Williams City Life Realty	\$883,521,462	\$1,144,929,640	-22.8%
348	John L. Scott Medford and Ashland (425)	\$875,762,113	\$817,675,722	7.1%
349	RE/MAX Town & Country (231)	\$873,126,977	\$843,248,060	3.5%
350	Berkshire Hathaway HomeServices Hudson Valley Properties (264)	\$872,676,686	\$798,534,503	9.3%
351	Coldwell Banker Schneidmiller Realty (411)	\$868,468,187	\$925,964,157	-6.2%
352	Coldwell Banker Brokers of the Valley	\$867,742,256	\$1,116,976,844	-22.3%
353	RE/MAX Associates (370)	\$866,659,969	\$826,161,465	4.9%
354	McColly Real Estate (176)	\$861,841,611	\$878,615,107	-1.9%
355	Keller Williams Southern Arizona (233)	\$858,247,285	\$827,996,119	3.7%
356	The Danberry Co., Realtors (158)	\$857,772,404	\$736,502,794	16.5%
357	Four Seasons Sotheby's International Realty (456)	\$855,695,231	\$826,684,533	3.5%
358	Hegg, Realtors Inc. (247)	\$855,044,751	\$796,339,549	7.4%
359	Keller Williams Realty Modesto (410)	\$853,096,621	\$786,709,146	8.4%
360	Keller Williams Greater Des Moines/Ankeny/Ames/Siouxland (202)	\$852,529,154	\$901,023,970	-5.4%
361	Keller Williams Legacy (267)	\$849,556,725	\$838,864,374	1.3%
362	Keller Williams Chervenik Realty (151)	\$846,659,095	\$768,771,176	10.1%
363	Keller Williams Realty (250)	\$843,857,988	\$985,008,181	-14.3%
364	Keller Williams Palo Alto	\$836,520,667		
365	RE/MAX Eastside Brokers Inc.	\$834,714,180	\$946,078,376	-11.8%
366	Keller Williams Realty Carmel Valley/Del Mar	\$834,311,554	\$1,683,532,135	-50.4%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
367	RE/MAX Dynamic Properties (321)	\$832,890,879	\$793,699,272	4.9%
368	Keller Williams Tri-Valley Realty	\$829,045,910	\$696,556,297	19.0%
369	Keller Williams Realty Greater Rochester (150)	\$825,781,805	\$658,071,354	25.5%
370	RE/MAX The Woodlands & Spring (487)	\$818,899,301	\$776,629,010	5.4%
371	Keller Williams Realty Milwaukee (362)	\$818,260,500	\$534,461,029	53.1%
372	ERA Brokers Consolidated (346)	\$816,877,778	\$783,526,348	4.3%
373	Keller Williams Grand Rapids (265)	\$815,107,575	\$717,637,447	13.6%
374	RE/MAX Fine Properties (375)	\$812,354,036	\$777,252,578	4.5%
375	Keller Williams Real Estate (300)	\$810,780,320	\$701,400,500	15.6%
376	Dale Sorensen Real Estate, Inc. (450)	\$809,912,572	\$683,295,751	18.5%
377	The Russell Realty Co (134)	\$802,854,442	\$710,404,366	13.0%
378	Miramar International - Bakersfield (325)	\$801,047,845	\$780,387,268	2.6%
379	Keller Williams Pasadena/Arcadia	\$799,264,296	\$1,162,131,657	-31.2%
380	Realty Group, Inc. (286)	\$794,994,854	\$502,048,547	58.4%
381	Keller Williams Realty (Level 5 Leadership) Management (398)	\$793,958,155	\$756,907,372	4.9%
382	Keller Williams Realty Greater Springfield (178)	\$787,964,303	\$774,477,875	1.7%
383	RE/MAX Advantage Realty (443)	\$783,478,005	\$863,126,209	-9.2%
384	Keller Williams Philadelphia (387)	\$781,664,596	\$666,910,785	17.2%
385	CENTURY 21 Bradley Realty, Inc. (193)	\$779,623,492	\$726,954,678	7.2%
386	Coldwell Banker Distinctive Properties (419)	\$779,563,910	\$737,331,553	5.7%



Todd Conklin, CEO
Coldwell Banker Distinctive Properties
Grand Junction, Colorado

#386

AHA MOMENT: My AHA moment was realizing that it was OK for me not to be motivated by money. I know that sounds weird, but for a long time, that's how I went about it. You can make a lot of money in real estate. Back in 2010 or 2011, I came across this idea that what gets me out of bed in the morning is the idea that I could help other people grow their companies and businesses, and it lit me on fire. From that point forward, everything that we did had to answer the question: Will this have an impact and change someone's life? I firmly believe that if I affected enough people's lives, our organization would be fine.

ADVICE: This is a no-brainer for me. Hire a coach. Find somebody who's done it before. Don't find somebody who's talked about it. If you want to grow to a \$1 billion business, find someone who's built a \$1 billion company. Your time is way too precious as a leader. There are so many people looking for you to lead, and when you mess up, you have an impact. Hire a coach who can help you navigate the vastness of mistakes that are out there.

387	Better Homes and Gardens Real Estate Advantage Realty	\$778,288,144	\$646,527,830	20.4%
388	RE/MAX United (431)	\$777,064,349	\$751,258,993	3.4%
389	Keller Williams Realty Central 75 (374)	\$776,892,844	\$856,746,152	-9.3%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
390	Keller Williams Realty Capital District (285)	\$773,525,285	\$740,068,953	4.5%
391	Keller Williams Capital Partners Realty (332)	\$773,048,767	\$789,453,264	-2.1%
392	CENTURY 21 Masters	\$768,902,204	\$913,706,547	-15.8%
393	Keller Williams Realty Carlsbad & Whittier	\$767,715,196	\$274,511,900	179.7%
394	RE/MAX Advanced	\$766,390,796	\$544,172,350	40.8%
395	CENTURY 21 Allstars	\$757,404,032	\$828,069,676	-8.5%
396	Dickens Mitchener	\$756,810,481	\$613,234,085	23.4%
397	Keller Williams Realty Greater Cleveland (212)	\$756,671,368	\$674,444,794	12.2%
398	RE/MAX Insight / On The Move / Advantage (440)	\$755,539,679	\$840,959,552	-10.2%
399	d'aprile properties (412)	\$755,181,904	\$683,514,030	10.5%
400	Keller Williams Realty Bellevue	\$753,775,874	\$905,148,816	-16.7%
401	Coco, Early & Associates Inc. (472)	\$750,453,638	\$757,623,850	-0.9%
402	David Lyng Real Estate	\$750,138,168	\$798,101,736	-6.0%
403	Coldwell Banker Coastal Alliance	\$748,479,787	\$711,801,037	5.2%
404	Keller Williams Realty Green Bay (213)	\$744,923,123	\$725,064,272	2.7%
405	CENTURY 21 Beggins Enterprises (359)	\$743,634,419	\$739,095,113	0.6%
406	Keller Williams Realty - KW Professionals (187)	\$743,372,974	\$739,640,895	0.5%
407	Coldwell Banker Island Properties	\$742,790,183	\$806,330,276	-7.9%
408	RE/MAX Results (252)	\$741,153,738	\$581,156,198	27.5%
409	RE/MAX Southern Homes (392)	\$738,246,881	\$677,650,816	8.9%
410	Keller Williams Corona	\$735,949,952	\$639,467,645	15.1%
411	Keller Williams Realty Boston NW	\$735,382,226	\$632,335,536	16.3%
412	PureWest Christie's International Real Estate	\$733,758,150	\$674,642,635	8.8%
413	Robert Paul Properties	\$733,133,366	\$630,815,000	16.2%
414	Schuler Bauer Real Estate ERA Powered (239)	\$731,772,626	\$695,189,724	5.3%
415	Keller Williams Realty Brazos Valley (270)	\$730,772,425	\$538,355,986	35.7%
416	Diane Turton, Realtors	\$728,763,828	\$765,058,197	-4.7%
417	Keller Williams Realty	\$725,665,527	\$741,095,919	-2.1%
418	Keller Williams Integrity First Realty (414)	\$722,607,575	\$694,221,436	4.1%
419	Coldwell Banker Harris McHaney & Faucette (328)	\$719,868,173	\$650,822,337	10.6%
420	Lamacchia Realty, Inc.	\$719,678,142	\$467,379,431	54.0%
421	North&Co.	\$719,411,918	\$536,793,971	34.0%
422	Keller Williams Partners Realty (381)	\$717,029,176	\$467,448,607	53.4%
423	Realty Executives Integrity (331)	\$716,555,534	\$718,234,587	-0.2%
424	Stark Company Realtors (373)	\$714,703,112	\$730,385,979	-2.1%
425	RE/MAX One (441)	\$714,160,120	\$545,741,624	30.9%
426	RE/MAX Whatcom County, Inc. (485)	\$713,800,912	\$675,596,834	5.7%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
427	Keller Williams Realty Greater Nassau	\$713,604,066	\$631,844,741	12.9%
428	Jaqua Realtors (278)	\$711,468,408		
429	Keller Williams Classic Realty (361)	\$707,449,843	\$706,054,108	0.2%
430	Keller Williams Realty Metairie (343)	\$706,299,400	\$853,022,711	-17.2%
431	RE/MAX Realty 100 (302)	\$705,701,836	\$717,989,702	-1.7%
432	Keller Williams Realty Sioux Falls, SD (301)	\$705,528,970	\$693,817,961	1.7%
433	Keller Williams Realty	\$703,830,680	\$526,368,257	33.7%
434	CENTURY 21 Real Estate Alliance	\$703,258,655	\$671,236,393	4.8%
435	RE/MAX Excalibur	\$702,505,518	\$766,625,665	-8.4%
436	RE/MAX Platinum (324)	\$702,238,514	\$659,558,562	6.5%
437	RE/MAX Top Producers	\$701,399,658	\$555,144,102	26.3%
438	RE/MAX Classic (295)	\$700,856,682	\$858,293,977	-18.3%
439	Keller Williams Realty - Hudson Valley Realty Group (436)	\$699,351,634	\$663,294,074	5.4%
440	Laffey Real Estate	\$698,984,281	\$632,363,975	10.5%
441	Keller Williams Realty Rockwall - Lake Cities (364)	\$695,100,791	\$764,721,321	-9.1%
442	Keller Williams Realty Huntsville - Classic Realty, LLC (322)	\$693,234,552	\$663,188,728	4.5%
443	Keller Williams Realty Portland Premiere	\$692,906,376	\$1,017,809,836	-31.9%
444	RE/MAX of Reading (230)	\$692,707,627	\$652,135,222	6.2%
445	Keller Williams Realty Key Partners, LLC (354)	\$691,087,635	\$537,602,257	28.5%
446	HomeSmart Realty Group (435)	\$690,974,542	\$607,174,959	13.8%
447	Berkshire Hathaway HomeServices California Realty	\$689,663,336	\$743,671,361	-7.3%
448	Berkshire Hathaway HomeServices Beach Properties of Florida	\$689,109,066	\$628,660,355	9.6%
449	iPro Realty Network (424)	\$688,470,164	\$565,830,467	21.7%
450	Keller Williams Realty The Marketplace (405)	\$683,795,356	\$722,301,763	-5.3%
451	Coldwell Banker Wallace & Wallace, Realtors (304)	\$683,220,360	\$691,146,201	-1.1%
452	Keller Williams Preferred Properties (447)	\$682,790,608	\$652,035,806	4.7%
453	Keller Williams Realty Morristown	\$681,444,405	\$762,466,932	-10.6%
454	HomeSmart Connect (319)	\$678,800,611	\$467,751,002	45.1%
455	RE/MAX Elite (458)	\$670,924,550	\$867,623,330	-22.7%
456	RE/MAX Precision (338)	\$670,902,672	\$410,723,786	63.3%
457	RE/MAX 1st Advantage	\$670,030,268	\$483,826,797	38.5%
458	Keller Williams Realty - KW Pinnacle (480)	\$668,640,887	\$718,331,158	-6.9%
459	john greene Realtor (408)	\$668,130,665	\$657,448,520	1.6%
460	Keller Williams Realty Southern New Hampshire (489)	\$667,925,408	\$598,765,629	11.6%
461	RE/MAX Gateway	\$667,719,725	\$726,597,127	-8.1%
462	ERA Wilder Realty (273)	\$667,165,155	\$726,735,890	-8.2%
463	RE/MAX Preferred (428)	\$666,620,256	\$603,739,325	10.4%

RANK	COMPANY (SIDES RANK)	2019 SALES VOLUME	2018 SALES VOLUME	% CHANGE
464	RE/MAX At Barnegat Bay	\$665,963,999	\$601,272,515	10.8%
465	RE/MAX Realtec Group (407)	\$665,896,081	\$677,948,223	-1.8%
466	Coldwell Banker Mason Morse Real Estate	\$665,136,106	\$686,906,358	-3.2%
467	Better Homes and Gardens Real Estate J.F. Finnegan Realtors	\$664,910,198	\$882,536,029	-24.7%
468	Red Rock Real Estate	\$663,964,115	\$497,420,000	33.5%
469	Keller Williams Silicon Beach	\$663,372,816	\$736,661,911	-9.9%
470	Better Homes and Gardens Real Estate The Good Life Group (334)	\$663,308,235	\$456,186,596	45.4%
471	RE/MAX Boone Realty (248)	\$662,853,921	\$661,343,554	0.2%
472	RE/MAX Executive Realty	\$662,341,660	\$552,988,187	19.8%
473	RE/MAX Metro	\$660,280,522	\$683,785,690	-3.4%
474	Keller Williams Realty Golden Ticket Real Estate	\$659,702,790	\$777,445,256	-15.1%
475	Coldwell Banker Elite (493)	\$659,424,025	\$635,522,328	3.8%
476	Keller Williams Realty (341)	\$658,452,161	\$466,577,997	41.1%
477	Berkshire Hathaway HomeServices Innovative Real Estate	\$657,887,321	\$551,610,322	19.3%
478	Keller Williams Realty Larchmont	\$650,520,588	\$895,238,521	-27.3%
479	Keller Williams Montclair, NJ	\$649,561,937	\$704,145,171	-7.8%
480	Keller Williams Realty Allen	\$648,835,750	\$597,920,923	8.5%
481	HomeSmart PV & Associates	\$648,263,132	\$445,986,035	45.4%
482	Keller Williams Realty Indy Metro South West (253)	\$647,990,212	\$641,986,347	0.9%
483	Keller Williams Preferred Realty	\$647,448,886	\$648,839,550	-0.2%
484	Keller Williams Crofton/Ft. Meade	\$642,950,118	\$625,734,884	2.8%
485	ERA Grizzard Real Estate (352)	\$641,852,538	\$579,117,002	10.8%
486	Keller Williams - Red Stick Partners, LLC (320)	\$641,508,957	\$562,710,903	14.0%
487	Keller Williams Cupertino	\$641,409,382		
488	The Signature Real Estate Companies (329)	\$641,132,358	\$551,995,000	16.1%
489	Keller Williams Realty Spring Hill (291)	\$639,836,497	\$265,293,955	141.2%
490	RE/MAX Results (227)	\$639,833,860	\$675,224,696	-5.2%
491	Keller Williams Realty - Lakeside (298)	\$637,367,135	\$551,795,544	15.5%
492	Callaway Henderson Sotheby's International Realty	\$634,772,432	\$624,106,255	1.7%
493	Keller Williams Realty Greater Seattle	\$631,688,394	\$886,675,824	-28.8%
494	CENTURY 21 Arizona Foothills (480)	\$630,282,762	\$676,106,325	-6.8%
495	Keller Williams Realty Showcase Properties	\$629,905,783	\$626,318,012	0.6%
496	Coldwell Banker Kappel Gateway Realty	\$629,642,356	\$675,966,146	-6.9%
497	Keller Williams Moorestown (383)	\$629,293,638	\$486,434,193	29.4%
498	Keller Williams Premier Realty	\$628,661,418	\$595,008,327	5.7%
499	RE/MAX Advantage	\$625,834,332	\$417,299,331	50.0%
500	Realty Concepts, Ltd.	\$625,655,000	\$578,754,000	8.1%

YOUR COMPLETE IBUYER SOLUTION.

End-to-end iBuyer platform for brokerages Powered by  zavvie



Collect all offers

Compare all options

Choose



“ zavvie gives brokers a seat at the table in the world of iBuyers. ”

- Mike DelPrete, Leading iBuyer Analyst

T H E

REALTRENDS

F I V E H U N D R E D

AFFILIATED FIRMS

As in previous editions, we have added rankings for firms that are affiliated with one of the recognized global brand names. Realty Executives, RE/MAX, Sotheby's International Realty, United Real Estate.



**BERKSHIRE
HATHAWAY**
HomeServices

**Better
Homes
and Gardens**
REAL ESTATE

CENTURY 21.



ENGEL & VÖLKERS



HOME SMART
EVERGREEN REALTY

kw
KELLERWILLIAMS

Leading
REAL ESTATE
COMPANIES
OF THE WORLD

[NextHome>



RE/MAX

Sotheby's
INTERNATIONAL REALTY

United
Real Estate



**BERKSHIRE
HATHAWAY**
HomeServices

MAKES UP

7.2%

OF THE

— T H E —
REALTRENDS
F I V E H U N D R E D



249,607

TRANSACTION
SIDES

TOP BERKSHIRE HATHAWAY HOMESERVICES AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	Berkshire Hathaway HomeServices The Preferred Realty Wexford, PA	52	16,596
2	Berkshire Hathaway HomeServices PenFed Realty Alexandria, VA	59	15,348
3	Berkshire Hathaway HomeServices Homesale Realty Lancaster, PA	29	14,523
4	Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines Grand Rapids, MI	47	13,287
5	Berkshire Hathaway HomeServices AZ, CA & NV Properties Henderson, NV	32	12,643
6	Berkshire Hathaway HomeServices Professional Realty Mason, OH	35	6,148
7	Berkshire Hathaway HomeServices Drysdale Properties Danville, CA	48	5,165
8	Berkshire Hathaway HomeServices Florida Properties Group Trinity, FL	20	5,007
9	Berkshire Hathaway HomeServices Towne Realty Virginia Beach, VA	7	4,780
10	Berkshire Hathaway HomeServices Indiana Realty Indianapolis, IN	15	4,686
11	Berkshire Hathaway HomeServices Verani Realty Londonderry, NH	15	4,636
12	Berkshire Hathaway HomeServices Select Properties St. Louis, MO	9	4,376
13	Berkshire Hathaway HomeServices C. Dan Joyner, REALTORS Greenville, SC	10	4,184
14	Berkshire Hathaway HomeServices Utah Properties Park City, UT	18	4,074
15	Berkshire Hathaway HomeServices Starck Real Estate Palatine, IL	18	4,063

RANK	COMPANY	OFFICES	2019 SIDES
16	Berkshire Hathaway HomeServices New Jersey Properties Somerset, NJ	20	3,722
17	Berkshire Hathaway HomeServices Hudson Valley Properties Lagrangeville, NY	12	3,230
18	Berkshire Hathaway HomeServices California Properties Cerritos, CA	22	3,188
19	Berkshire Hathaway HomeServices Montana Properties Bozeman, MT	14	2,505
20	Berkshire Hathaway HomeServices Commonwealth Real Estate Natick, MA	23	2,388
21	Berkshire Hathaway HomeServices Blake, REALTORS Albany, NY	11	1,901
22	Berkshire Hathaway HomeServices Premier Properties Houston, TX	10	1,750
23	Berkshire Hathaway HomeServices New Mexico Properties Albuquerque, NM	5	1,588
24	Berkshire Hathaway HomeServices Executive Realty Schererville, IN	2	1,525
25	Berkshire Hathaway HomeServices Innovative Real Estate Denver, CO	4	1,482
26	Berkshire Hathaway HomeServices Da-Ly Realty Grand Island, NE	5	1,361
27	Berkshire Hathaway HomeServices Select Realty Fredericksburg, VA	3	1,300
28	Berkshire Hathaway HomeServices CNY Realty Syracuse, NY	8	1,270
29	Berkshire Hathaway HomeServices Beach Properties of Florida Santa Rosa Beach, FL	9	1,250
30	Berkshire Hathaway HomeServices Enchanted Lands, REALTORS Roswell, NM	5	1,184
31	Berkshire Hathaway HomeServices Cooper & Co. Inc., REALTORS Mobile, AL	7	1,171
32	Berkshire Hathaway HomeServices Parks & Weisberg, Realtors Louisville, KY	11	1,134
33	Berkshire Hathaway HomeServices Texas Realty Austin, TX	6	1,132
34	Berkshire Hathaway HomeServices Realty Center Hixson, TN	5	1,081
35	Berkshire Hathaway HomeServices Elite Real Estate American Fork, UT	5	1,047
36	Berkshire Hathaway HomeServices Metro Realty Wauwatosa, WI	3	1,045

RANK	COMPANY	OFFICES	2019 SIDES
37	Berkshire Hathaway HomeServices Snyder Real Estate Bloomington, IL	2	1,010
38	Berkshire Hathaway HomeServices Northeast Real Estate Bangor, ME	8	991
39	Berkshire Hathaway HomeServices Results Realty Kissimmee, FL	3	964
40	Berkshire Hathaway HomeServices Central Washington Real Estate Yakima, WA	2	957
41	Berkshire Hathaway HomeServices Troth, REALTORS Lancaster, CA	1	948
42	Berkshire Hathaway HomeServices Rocky Mountain, REALTORS Boulder, CO	10	944
43	Berkshire Hathaway HomeServices Don Johnson, REALTORS San Antonio, TX	4	940
44	Berkshire Hathaway HomeServices Woodmont Realty Brentwood, TN	2	883
45	Berkshire Hathaway HomeServices Gallo Realty Lewes, DE	4	875
46	Berkshire Hathaway HomeServices California Realty Thousand Oaks, CA	4	867
47	Berkshire Hathaway HomeServices Perrie Mundy Realty Group Redlands, CA	6	841
48	Berkshire Hathaway HomeServices Hodnett Cooper Real Estate St. Simons Island, GA	4	820
49	Berkshire Hathaway HomeServices Taliesyn Realty Cordova, TN	1	814
50	Berkshire Hathaway HomeServices United Properties Baton Rouge, LA	4	800
51	Berkshire Hathaway HomeServices First, REALTORS Topeka, KS	1	791
52	Berkshire Hathaway HomeServices Elite Real Estate Sacramento, CA	1	779
53	Berkshire Hathaway HomeServices Floberg Real Estate Billings, MT	3	768
54	Berkshire Hathaway HomeServices HWWB, REALTORS Birmingham, MI	2	754
55	Berkshire Hathaway HomeServices Beazley, REALTORS Evans, GA	12	744
56	Berkshire Hathaway HomeServices Preferred, REALTORS New Orleans, LA	3	730
57	Berkshire Hathaway HomeServices Dawson Ford Garbee & Co. Lynchburg, VA	4	721

RANK	COMPANY	OFFICES	2019 SIDES
58	Berkshire Hathaway HomeServices N.E. Prime Properties Maynard, MA	12	718
59	Berkshire Hathaway HomeServices Hodrick Realty Williamsport, PA	4	717
60	Berkshire Hathaway HomeServices Preferred Real Estate Auburn, AL	1	700
61	Berkshire Hathaway HomeServices American Heritage Real Estate Elk Grove Village, IL	1	694
61	Berkshire Hathaway HomeServices Premier Properties Fargo, ND	1	694
63	Berkshire Hathaway HomeServices J Douglas Properties Chattanooga, TN	1	666
64	Berkshire Hathaway HomeServices Stein & Summers Real Estate St. Joseph, MO	2	654
65	Berkshire Hathaway HomeServices Prime Properties Greenville, NC	1	640
66	Berkshire Hathaway HomeServices Chaplin Williams Realty Fernandina Beach, FL	2	609
67	Berkshire Hathaway HomeServices Ally Real Estate Bossier City, LA	1	606
68	Berkshire Hathaway HomeServices Benchmark Realty Shawnee, OK	2	598
69	Berkshire Hathaway HomeServices Page Realty Medfield, MA	2	597
70	Berkshire Hathaway HomeServices Myrtle Beach Real Estate Myrtle Beach, SC	2	589
71	Berkshire Hathaway HomeServices Silverhawk Realty Caldwell, ID	6	586
72	Berkshire Hathaway HomeServices Laffey International Realty Williston Park, NY	6	576
73	Berkshire Hathaway HomeServices Hometown, REALTORS Jacksonville, NC	1	570
74	Berkshire Hathaway HomeServices Colorado Properties Vail, CO	8	565
75	Berkshire Hathaway HomeServices Zack Shore, REALTORS Manahawkin, NJ	5	548
76	Berkshire Hathaway HomeServices All American Homes Fayetteville, NC	2	539
77	Berkshire Hathaway HomeServices California Properties Torrance, CA	3	537

TOP

BETTER HOMES AND GARDENS REAL ESTATE AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	Better Homes and Gardens Real Estate Gary Greene Houston, TX	22	7,909
2	Better Homes and Gardens Real Estate Metro Brokers Atlanta, GA	26	7,294
3	Better Homes and Gardens Real Estate The Masiello Group Bedford, NH	34	7,155
4	Better Homes and Gardens Real Estate Rand Realty Nanuet, NY	26	6,119
5	Better Homes and Gardens Real Estate Kansas City Homes Overland Park, KS	8	4,355
6	Better Homes and Gardens Real Estate Big Hill Centerville, OH	12	3,109
7	Better Homes and Gardens Real Estate The Good Life Group Omaha, NE	4	2,725
8	Better Homes and Gardens Real Estate Reliance Partners Auburn, CA	11	2,104

RANK	COMPANY	OFFICES	2019 SIDES
9	Better Homes and Gardens Real Estate HomeCity San Antonio, TX	13	2,102
10	Better Homes and Gardens Real Estate BloomTree Realty Prescott, AZ	5	1,839
11	Better Homes and Gardens Real Estate Winans Dallas, TX	6	1,832
12	Better Homes and Gardens Real Estate Paracle / Go Realty Fort Mill, SC	5	1,622
13	Better Homes and Gardens Real Estate Main Street Properties Pensacola, FL	7	1,615
14	Better Homes and Gardens Real Estate Advantage Realty Honolulu, HI	7	1,142
15	Better Homes and Gardens Real Estate Executive Partners Augusta, GA	2	1,022
16	Better Homes and Gardens Real Estate Native American Group Virginia Beach, VA	4	899
17	Better Homes and Gardens Real Estate Lifestyles Realty Neptune Beach, FL	3	894
18	Better Homes and Gardens Real Estate 43° North Meridian, ID	1	880
19	Better Homes and Gardens Real Estate Florida 1st Fort Lauderdale, FL	4	879
20	Better Homes and Gardens Real Estate J.F. Finnegan Realtors San Mateo, CA	5	744
21	Better Homes and Gardens Real Estate Realty Partners Clackamas, OR	5	736
22	Better Homes and Gardens Real Estate Alliance Wichita, KS	2	672
23	Better Homes and Gardens Real Estate Wilkins & Associates Stroudsburg, PA	4	658
24	Better Homes and Gardens Real Estate All Seasons Chanhasen, MN	7	565
25	Better Homes and Gardens Real Estate Young & Company Spartanburg, SC	1	512

Daryl Rogers, President Matt Cord, President/ Owner

**Better Homes and Gardens Real Estate
Reliance Partners**
Auburn, California



AHA MOMENT: We feel like we have them every day right now because the business is changing so rapidly. Most recently, we've focused on the old days of recruiting—pounding the phones, trying to get as many appointments as we can, and then convincing agents one at a time to come over to our company. However, we don't know that that's the best way. We have decided that mergers and acquisitions with companies that match our cultural fit are an excellent way to go. That's been the AHA for us.

LESSON LEARNED: In terms of the mergers and acquisitions, you've got to put it out there that you are an interested party and offer an avenue to smaller brokerages or brokers who may want to get out of the business. Forge relationships with other brokers. Also, make the hard decisions early. We've had personnel issues where we knew it wasn't a great situation, and we wished we pulled the trigger sooner on making a change.

CENTURY 21[®]

MAKES UP

2.7%

OF THE

— T H E —
REALTRENDS
F I V E H U N D R E D



93,465

TRANSACTION
SIDES

TOP CENTURY 21 AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	CENTURY 21 Affiliated Madison, WI	137	19,291
2	CENTURY 21 New Millennium Alexandria, VA	20	7,471
3	CENTURY 21 Everest Real Estate Cottonwood Heights, UT	16	6,891
4	CENTURY 21 Judge Fite Company Dallas, TX	23	5,822
5	CENTURY 21 Scheetz Carmel, IN	9	5,356
6	CENTURY 21 MM Oakdale, CA	28	4,305
7	CENTURY 21 Redwood Realty Ashburn, VA	14	4,285
8	CENTURY 21 Bradley Realty, Inc. Fort Wayne, IN	4	4,234
9	CENTURY 21 Award San Diego, CA	16	3,749
10	CENTURY 21 North East Salem, NH	32	3,293
11	CENTURY 21 Sweyer & Associates Wilmington, NC	8	3,009
12	CENTURY 21 Select Real Estate, Inc. Yuba City, CA	21	2,874
13	CENTURY 21 Legacy Greeneville, TN	7	2,622
14	CENTURY 21 Beggins Enterprises Apollo Beach, FL	12	2,515
15	CENTURY 21 The Harrelson Group Myrtle Beach, SC	6	2,453

RANK	COMPANY	OFFICES	2019 SIDES
16	CENTURY 21 Signature Realty Saginaw, MI	9	2,427
17	CENTURY 21 Signature Real Estate Ames, IA	9	2,375
18	CENTURY 21 American Homes East Meadow, NY	12	2,273
19	CENTURY 21 Curran & Oberski Dearborn, MI	4	2,272
20	CENTURY 21 Arizona Foothills Phoenix, AZ	10	2,044
21	CENTURY 21 AllPoints Realty Southington, CT	8	2,041
22	CENTURY 21 HomeStar Solon, OH	1	1,952
23	CENTURY 21 Ace Realty Appleton, WI	1	1,928
24	CENTURY 21 Mike Bowman, Inc. Grapevine, TX	1	1,894
25	CENTURY 21 Blackwell & Co. Realty, Inc. Boiling Springs, SC	3	1,880
26	CENTURY 21 Beutler & Associates Coeur d'Alene, ID	2	1,863
27	CENTURY 21 Allstars Pico Rivera, CA	1	1,700
28	CENTURY 21 Jordan-Link Visalia, CA	4	1,668
29	CENTURY 21 Results Realty Services Cumming, GA	2	1,597
30	CENTURY 21 Town & Country Utica, MI	5	1,592
31	CENTURY 21 Northland Traverse City, MI	13	1,585
32	CENTURY 21 Alliance Mount Laurel, NJ	11	1,547
33	CENTURY 21 Action Plus Realty Freehold, NJ	8	1,544
33	CENTURY 21 Nachman Realty Newport News, VA	8	1,544
35	CENTURY 21 Elite Shreveport, LA	3	1,531
36	CENTURY 21 Maselle and Associates Jackson, MS	9	1,510

RANK	COMPANY	OFFICES	2019 SIDES
37	CENTURY 21 Masters Walnut, CA	10	1,491
38	CENTURY 21 Advantage Gold Southampton, PA	11	1,464
39	CENTURY 21 Advantage Realty London, KY	5	1,461
40	CENTURY 21 Tenace Realty Coral Springs, FL	3	1,372
41	CENTURY 21 Goodyear Green Edmond, OK	6	1,351
42	CENTURY 21 Americana Las Vegas, NV	4	1,256
43	CENTURY 21 Sunbelt Realty Cape Coral, FL	11	1,211
44	CENTURY 21 Action Realty Houma, LA	5	1,152
45	CENTURY 21 Frontier Realty McMurray, PA	5	1,070
46	CENTURY 21 North Homes Realty Lynnwood, WA	8	1,064
47	CENTURY 21 Lakeside Realty Youngstown, OH	4	1,035
48	CENTURY 21 Realty Masters Montebello, CA	3	1,023
49	CENTURY 21 The Real Estate Centre Pasadena, MD	6	995
50	CENTURY 21 Premier Real Estate Columbus, GA	1	982
51	CENTURY 21 Morrison Realty Bismarck, ND	2	971
52	CENTURY 21 Beal College Station, TX	1	950
53	CENTURY 21 Pro-Link Realty Sioux City, IA	2	947
54	CENTURY 21 United El Dorado, AR	7	941
55	CENTURY 21 Northwest Realty Kirkland, WA	6	932
56	CENTURY 21 Clinkenbeard Agency Fort Gibson, OK	7	931
57	CENTURY 21 Platinum Properties Clarksville, TN	2	929

RANK	COMPANY	OFFICES	2019 SIDES
58	CENTURY 21 Lois Lauer Realty Redlands, CA	2	913
59	CENTURY 21 First Group Sulphur Springs, TX	7	882
60	CENTURY 21 Carioti Orlando, FL	5	865
61	CENTURY 21 Select Group Blakeslee, PA	8	849
62	CENTURY 21 Wright Real Estate Tahlequah, OK	3	847
63	CENTURY 21 Hometown Realty Arroyo Grande, CA	11	843
64	CENTURY 21 J W Morton Real Estate, Inc. Inverness, FL	1	840
64	CENTURY 21 Rauh & Johns Sewell, NJ	1	840
66	CENTURY 21 Blue Marlin Pelican Destin, FL	8	837
67	CENTURY 21 NorthBay Alliance Santa Rosa, CA	9	831
68	CENTURY 21 Peak Woodland Hills, CA	5	817
69	CENTURY 21 Excellence Realty Reynoldsburg, OH	3	815
70	CENTURY 21 Atwood Mankato, MN	6	803
71	CENTURY 21 ALL-SERVICE Bedford, VA	5	797
72	CENTURY 21 Gold Wyomissing, PA	1	795
73	CENTURY 21 Real Estate Alliance San Francisco, CA	8	761
74	CENTURY 21 The Edge El Paso, TX	4	758
75	CENTURY 21 Action Group Yuma, AZ	4	747
76	CENTURY 21 Smith Hourigan Group Shavertown, PA	3	744
77	CENTURY 21 AAA North Sterling Heights, MI	4	735
78	CENTURY 21 Commander Realty, Inc. Panama City, FL	1	725

RANK	COMPANY	OFFICES	2019 SIDES
79	CENTURY 21 Realty Solutions Anchorage, AK	4	702
80	CENTURY 21 Tri-Cities Richland, WA	1	699
81	CENTURY 21 Bessette Realty, Inc. Lake Charles, LA	1	693
82	CENTURY 21 Champion Real Estate Jacksonville, NC	1	687
83	CENTURY 21 Connect Realty Roswell, GA	1	683
83	CENTURY 21 Service Realty Paducah, KY	2	683
85	CENTURY 21 Properties Plus Mount Pleasant, SC	3	679
86	CENTURY 21 Sbarra Johnson City, NY	3	666
87	CENTURY 21 Wright-Pace Real Estate Jonesboro, AR	2	664
88	CENTURY 21 Jack Associates South Burlington, VT	10	658
89	CENTURY 21 Realty Partners Magnolia, TX	5	653
90	CENTURY 21 Asa Cox Homes Painesville, OH	3	652
91	CENTURY 21 Price Right Lewiston, ID	2	643
92	CENTURY 21 Olympian Houston, TX	4	641
93	CENTURY 21 Desert Rock Hesperia, CA	2	639
93	CENTURY 21 Real Estate Champions Madeira Beach, FL	1	639
93	CENTURY 21 Selling Paradise Cape Coral, FL	2	639
96	CENTURY 21 King Rancho Cucamonga, CA	1	636
97	CENTURY 21 Randall Morris & Associates San Marcos, TX	4	633
98	CENTURY 21 New Heritage Hampshire, IL	4	628
99	CENTURY 21 Premiere Realty Sikeston, MO	3	612

RANK	COMPANY	OFFICES	2019 SIDES
100	CENTURY 21 Northwest Realty Glendale, AZ	2	608
101	CENTURY 21 Larry Miller Realty, Inc. Evans, GA	2	607
102	CENTURY 21 AA Realty Seaford, NY	2	603
103	CENTURY 21 Pride Realty New Lenox, IL	2	599
104	CENTURY 21 Gavish Real Estate Las Vegas, NV	3	596
105	CENTURY 21 American Heritage Realty Lower Burrell, PA	3	593
105	CENTURY 21 Triangle Group Raleigh, NC	4	593
107	CENTURY 21 Myers Realty Auburndale, FL	4	582
108	CENTURY 21 Hometown Brokers Billings, MT	2	579
108	CENTURY 21 Parker & Scroggins Realty Benton, AR	2	579
110	CENTURY 21 Real Estate Center Lynnwood, WA	2	577
111	CENTURY 21 Wildwood Properties, Inc. Twain Harte, CA	5	573
112	CENTURY 21 All-Pro Kansas City, MO	3	568
112	CENTURY 21 Breeden Realtors Columbus, IN	1	568
114	CENTURY 21 Smith Branch & Pope Tifton, GA	3	563
115	CENTURY 21 Keim Realtors Allentown, PA	3	562
116	CENTURY 21 High Desert Idaho Falls, ID	4	558
117	CENTURY 21 Premiere Properties Pepper Pike, OH	3	556
118	CENTURY 21 Coast to Coast Clearwater Beach, FL	3	550
119	CENTURY 21 Boling & Associates, Inc. Myrtle Beach, SC	1	546
120	CENTURY 21 Bill Nye Realty, Inc. Zephyrhills, FL	1	544

RANK	COMPANY	OFFICES	2019 SIDES
121	CENTURY 21 House of Realty, Inc. Marion, IL	5	539
122	CENTURY 21 Citrus Realty San Dimas, CA	1	529
123	CENTURY 21 Thomas Realty, Inc. North Myrtle Beach, SC	2	525
124	CENTURY 21 DePiero & Associates, Inc. Parma, OH	1	520
125	CENTURY 21 Southern Star Prattville, AL	1	517
126	CENTURY 21 S.G.R. Chicago, IL	2	515
127	CENTURY 21 Alliance Realty Group Wappingers Falls, NY	6	512



MAKES UP
13.9%
 OF THE

— T H E —
REALTRENDS
 FIVE HUNDRED



481,272
 TRANSACTION
 SIDES

TOP COLDWELL BANKER AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	Coldwell Banker Seacoast / Advantage Raleigh, NC	55	19,839
2	Coldwell Banker Real Estate Group Shorewood, IL	59	18,858
3	Coldwell Banker Schmidt, Realtors Traverse City, MI	74	14,272
4	Coldwell Banker BAIN Bellevue, WA	33	10,421
5	Coldwell Banker Apex, Realtors Richardson, TX	18	9,021
6	Coldwell Banker Weir Manuel Family of Companies Bingham Farms, MI	18	7,796
7	Coldwell Banker Howard Perry and Walston Realty, Inc. Raleigh, NC	14	7,336
8	Coldwell Banker Select Tulsa, OK	18	7,261
9	Coldwell Banker Legacy Albuquerque, NM	16	6,858
10	Coldwell Banker Heritage Dayton, OH	11	6,528
11	Coldwell Banker Prime Properties Cohoes, NY	23	5,936
12	Coldwell Banker Tomlinson Spokane, WA	14	5,757
13	Coldwell Banker C&C Properties Redding, CA	19	3,769
14	Coldwell Banker D'Ann Harper, Realtors San Antonio, TX	10	3,597
15	Coldwell Banker Caine Greenville, SC	3	3,326

RANK	COMPANY	OFFICES	2019 SIDES
16	Coldwell Banker West Bonita, CA	14	3,204
17	Coldwell Banker Vanguard Realty Orange Park, FL	7	3,199
18	Coldwell Banker Hearthside, Realtors Newtown, PA	9	2,952
19	Coldwell Banker Wallace & Wallace, Realtors Knoxville, TN	6	2,916
20	Coldwell Banker Harris McHaney & Faucette Fayetteville, AR	5	2,750
21	Coldwell Banker Premier Realty Las Vegas, NV	3	2,699
22	Coldwell Banker Select Real Estate Reno, NV	13	2,677
23	Coldwell Banker RPM Group Little Rock, AR	8	2,362
24	Coldwell Banker Kennon, Parker, Duncan & Davis Columbus, GA	2	2,340
25	Coldwell Banker Schneidmiller Realty Coeur d'Alene, ID	3	2,309
26	Coldwell Banker Distinctive Properties Grand Junction, CO	11	2,277
27	Coldwell Banker Mid-America West Des Moines, IA	6	2,222
28	Coldwell Banker Premier Group St. Louis, MO	4	2,176
29	Coldwell Banker Barnes Franklin, TN	8	2,171
30	Coldwell Banker Brown Realtors Edwardsville, IL	9	2,084
31	Coldwell Banker SSK, Realtors Macon, GA	5	2,078
32	Coldwell Banker Elite Stafford, VA	8	2,008
33	Coldwell Banker Legacy Real Estate Group Bowling Green, KY	3	1,992
34	Coldwell Banker Hedges Realty Cedar Rapids, IA	4	1,968
35	Coldwell Banker Danforth Federal Way, WA	3	1,910
36	Coldwell Banker Premier Real Estate Fresno, CA	15	1,799

RANK	COMPANY	OFFICES	2019 SIDES
37	Coldwell Banker Alfonso Realty Gulfport, MS	6	1,780
38	Coldwell Banker Gosslee Shreveport, LA	2	1,778
39	Coldwell Banker Professionals Lapeer, MI	11	1,753
40	Coldwell Banker Platinum Partners Savannah, GA	8	1,730
41	Coldwell Banker Associated Brokers Realty Canyon Lake, CA	3	1,714
42	Coldwell Banker Collins-Maury Collierville, TN	4	1,626
43	Coldwell Banker McMahan Crestwood, KY	10	1,606
44	Coldwell Banker Upchurch Realty Athens, GA	2	1,399
45	Coldwell Banker Preferred, Realtors Bakersfield, CA	2	1,376
46	Coldwell Banker Action Schofield, WI	2	1,366
47	Coldwell Banker Premier Properties Saint Augustine, FL	10	1,323
48	Coldwell Banker Kappel Gateway Realty Vacaville, CA	5	1,319
49	Coldwell Banker Home Source Victorville, CA	6	1,306
50	Coldwell Banker Hartung Tallahassee, FL	1	1,279
51	Coldwell Banker Mountain West Real Estate, Inc. Salem, OR	1	1,265
52	Coldwell Banker Plaza Real Estate Wichita, KS	2	1,248
53	Coldwell Banker Preferred, Realtors Plymouth, MI	2	1,242
54	Coldwell Banker Lifestyles New London, NH	10	1,240
55	Coldwell Banker Pacesetter Steel Realtors Corpus Christi, TX	4	1,238
56	Coldwell Banker Kinard Realty Dalton, GA	5	1,193
57	Coldwell Banker M.M. Parrish Realtors Gainesville, FL	2	1,163

RANK	COMPANY	OFFICES	2019 SIDES
58	Coldwell Banker Hickok & Boardman Burlington, VT	3	1,151
59	Coldwell Banker River Valley, Realtors Onalaska, WI	6	1,138
60	Coldwell Banker Select, REALTORS Erie, PA	4	1,092
61	Coldwell Banker The Property Exchange Cheyenne, WY	1	1,058
62	Coldwell Banker Coastal Alliance Long Beach, CA	4	1,051
63	Coldwell Banker Southern Homes Beaumont, TX	4	1,039
64	Coldwell Banker Conroy, Marable & Holleman Clarksville, TN	3	1,035
65	Coldwell Banker Brenizer, Realtors Eau Claire, WI	5	1,032
66	Coldwell Banker Shook Lafayette, IN	1	1,026
67	Coldwell Banker Group One Realty West Monroe, LA	2	1,021
68	Coldwell Banker Sudderth Nelson, Inc. Alamogordo, NM	3	1,012
69	Coldwell Banker Schmitt Real Estate Co. Marathon, FL	5	983
70	Coldwell Banker American Home Topeka, KS	2	975
71	Coldwell Banker Island Properties Wailea, HI	14	963
72	Coldwell Banker Brokers of the Valley Napa, CA	4	956
73	Coldwell Banker Townside Realtors Roanoke, VA	2	947
73	Coldwell Banker Trusted Advisors Lubbock, TX	1	947
75	Coldwell Banker East West Realty Duluth, MN	7	924
75	Coldwell Banker Village Green Realty Woodstock, NY	6	924
77	Coldwell Banker George Realty Alhambra, CA	3	922
77	Coldwell Banker Town & Country Properties Clarks Summit, PA	5	922

RANK	COMPANY	OFFICES	2019 SIDES
79	Coldwell Banker Bullard Realty Jonesboro, GA	6	921
80	Coldwell Banker Evergreen Olympic Realty, Inc. Olympia, WA	1	917
81	Coldwell Banker Faith Properties Utica, NY	3	893
82	Coldwell Banker Premier Winchester, VA	5	891
83	Coldwell Banker Ingle Safari Realty Lake Charles, LA	4	870
84	Coldwell Banker TEC Realtors Mandeville, LA	7	862
85	Coldwell Banker Town & Country Moreno Valley, CA	4	843
86	Coldwell Banker Boyd & Hassell, Inc., Realtors Hickory, NC	1	837
87	Coldwell Banker Professional, Realtors Virginia Beach, VA	7	832
88	Coldwell Banker Of The Valley Huntsville, AL	1	802
89	Coldwell Banker Pryor Realty, Inc. Chattanooga, TN	3	800
90	Coldwell Banker Heritage Real Estate Allentown, PA	4	795
91	Coldwell Banker Southern Real Estate Saltville, MS	1	792
92	Coldwell Banker Lenhart Properties Inc. Longview, TX	5	760
93	Coldwell Banker Haynes Real Estate, Inc. Monroe, MI	3	757
94	Coldwell Banker Sky Ridge Realty Blue Jay, CA	2	739
95	Coldwell Banker Ellison Realty Ocala, FL	2	732
96	Coldwell Banker First Equity Amarillo, TX	1	727
97	Coldwell Banker Homesale Realty Wauwatosa, WI	3	720
98	Coldwell Banker The Ron Brown Company Victoria, TX	6	714
99	Coldwell Banker Kivett-Teeters Associates Yucaipa, CA	4	690

RANK	COMPANY	OFFICES	2019 SIDES
100	Coldwell Banker Resort Realty Rehoboth Beach, DE	4	683
101	Coldwell Banker Best Realty Ridgecrest, CA	1	681
102	Coldwell Banker Troy Helman, Realtors Terre Haute, IN	1	680
103	Coldwell Banker Hallmark Realty Glendale, CA	3	675
104	Coldwell Banker Premier Real Estate Valdosta, GA	1	664
105	Coldwell Banker Village Communities Jonesboro, AR	1	661
106	Coldwell Banker Algerio/Q-Team Realty Elko, NV	2	647
106	Coldwell Banker Segerstrom Sonora, CA	4	647
108	Coldwell Banker Real Estate Professionals Iowa City, IA	1	644
109	Coldwell Banker High Country Realty Blue Ridge, GA	5	642
110	Coldwell Banker Innovations Hagerstown, MD	3	628
111	Coldwell Banker Alfred Saliba Realty Dothan, AL	1	622
112	Coldwell Banker Robbins & Free Realty Warner Robins, GA	2	618
113	Coldwell Banker Smith Homes, Realtors Gautier, MS	2	611
114	Coldwell Banker One Baton Rouge, LA	2	605
115	Coldwell Banker Reehl Properties, Inc. Fairhope, AL	2	602
116	Coldwell Banker Mountain Properties Winter Park, CO	9	600
117	Coldwell Banker Blackstone Realty Rancho Cucamonga, CA	3	591
118	Coldwell Banker Intercoastal Realty Rincon, GA	1	584
119	Coldwell Banker Mason Morse Real Estate Aspen, CO	7	582
120	Coldwell Banker Reilly & Sons Leavenworth, KS	1	574

RANK	COMPANY	OFFICES	2019 SIDES
121	Coldwell Banker King Asheville, NC	6	568
121	Coldwell Banker Upton-Massamont Realtors South Deerfield, MA	4	568
123	Coldwell Banker The Legacy Group Casper, WY	2	563
124	Coldwell Banker F.I. Grey & Son Residential, Inc. New Port Richey, FL	2	552
125	Coldwell Banker Seaside Realty Kitty Hawk, NC	3	550
126	Coldwell Banker Carroll Realty, Inc. Panama City, FL	3	543
127	Coldwell Banker A Hartwig Company Lancaster, CA	1	541
128	Coldwell Banker Riviera Realty, Inc. Brick, NJ	8	533
129	Coldwell Banker Black Hills Legacy Real Estate Rapid City, SD	1	527
130	Coldwell Banker First, Realtors Walla Walla, WA	1	523
131	Coldwell Banker Town & Country Real Estate Brighton, MI	5	513
132	Coldwell Banker Holtzman, Realtors Hinesville, GA	1	504
133	Coldwell Banker Pinnacle Properties Florence, AL	1	502
134	Coldwell Banker Graben Real Estate, Inc. Albertville, AL	2	501
135	Coldwell Banker Holman Premier Realty Klamath Falls, OR	1	500
135	Coldwell Banker McMillan and Associates Florence, SC	1	500



ENGEL & VÖLKERS

TOP
ENGEL & VÖLKERS AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	Engel & Völkers Gestalt Group Park City, UT	25	1,782
2	Engel & Völkers Buckhead Atlanta / Atlanta North Fulton Atlanta, GA	2	1,283
3	Engel & Völkers Minneapolis Minneapolis, MN	3	1,098
4	Engel & Völkers Austin / San Antonio Austin, TX	4	619
5	Engel & Völkers Atlanta Atlanta, GA	1	530



MAKES UP

1.3%

OF THE

— T H E —
REALTRENDS
 FIVE HUNDRED



44,949

TRANSACTION
 SIDES

TOP ERA REAL ESTATE AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	HUNT Real Estate ERA Buffalo, NY	48	13,469
2	Wilkinson ERA Real Estate Charlotte, NC	11	4,510
3	Reliant Realty ERA Powered/ERA Home Run Real Estate Nashville, TN	7	4,472
4	Schuler Bauer Real Estate ERA Powered New Albany, IN	5	3,554
5	ERA Wilder Realty Columbia, SC	10	3,169
6	ERA First Advantage Realty, Inc. Newburgh, IN	9	2,988
7	ERA Real Solutions Realty/Rath Realtors Cincinnati, OH	11	2,707
8	ERA Brokers Consolidated St. George, UT	9	2,657
9	ERA Sellers & Buyers Real Estate El Paso, TX	4	2,637
10	ERA Grizzard Real Estate Leesburg, FL	10	2,635
11	ERA King Real Estate Anniston, AL	7	2,151
12	ERA Colonial Real Estate Harker Heights, TX	4	1,829
13	American Real Estate ERA Powered Lufkin, TX	4	1,577
13	Knipe Realty ERA Powered Portland, OR	4	1,577
15	ERA Shields Real Estate Colorado Springs, CO	2	1,567
16	Legacy Real Estate & Associates ERA Powered Fremont, CA	5	1,533
17	ERA Strother Real Estate Fayetteville, NC	2	1,468
18	ERA American Real Estate Shalimar, FL	5	1,460
19	Napier Realtors ERA Midlothian, VA	4	1,318
20	ERA Reardon Realty Jackson, MI	7	1,227

RANK	COMPANY	OFFICES	2019 SIDES
21	Watson Realty ERA Bakersfield, CA	1	1,180
22	ERA Central Realty Group Monroe Township, NJ	5	1,157

Scott Lauri, Owner

ERA Central Levinson
Monroe Township, New Jersey



GROWTH: We've grown from both acquisitions and also organically. Acquisitions have made up about 60% of that growth, with most of it from merging two companies in 2015. Our organic growth is significant to us, and we feel we do that through the agent marketing support that we do—our coaching and training make that all happen.

AHA MOMENT: When I look back, I see three AHA moments that changed the path of the company. One was early in my career when I first took over operations of the company in 2002. About a year later, I was thinking, what am I doing here? The company isn't making any money. I'm also the top agent. Should I join someone else, or should I keep doing this? Well, in the next 12 months, I recruited about 18 agents into the company. My next AHA moment was in 2013 when I acquired my largest competitor. I looked for another office location and decided to acquire another firm rather than acquire a building. My third AHA moment was merging ERA Central Realty Group with ERA Levinson, realizing that together as one company, we could be a force in our market.

23	ERA Team VP Real Estate Chautauqua, NY	9	1,115
24	ERA Sunrise Realty Canton, GA	6	1,085
25	ERA Matt Fischer Realtor Yuma, AZ	1	1,077
26	ERA Great American Realty Wichita, KS	2	1,070
27	ERA Courtyard Real Estate Amarillo, TX	3	1,049
28	ERA Martin & Associates Chillicothe, OH	6	1,032

RANK	COMPANY	OFFICES	2019 SIDES
29	ERA American Realty Inverness, FL	3	954
30	ERA Geyer Noakes Realty Group Findlay, OH	3	893
31	ERA Newlin & Company San Angelo, TX	2	879
32	ERA Lambros Real Estate Missoula, MT	6	804
33	ERA Martin Associates Salisbury, MD	1	728
34	ERA Real Estate Links Carmel, IN	1	723
35	ERA OakCrest Realty, Inc. Winchester, VA	1	722
36	ERA Dawson-Bradford Co., Realtors Bangor, ME	2	705
37	ERA One Source Realty Clarks Summit, PA	7	702
38	ERA Woody Hogg & Assoc. Mechanicsville, VA	1	695
39	ERA All In One Realty Albany, GA	1	679
40	ERA Southeast Coastal Real Estate Savannah, GA	6	670
41	ERA Realty Center Cedar City, UT	2	641
42	ERA Real Estate Professionals Virginia Beach, VA	3	631
43	ERA Davis & Linn Jacksonville, FL	2	620
44	ERA Neubauer Real Estate, Inc. Panama City, FL	3	574
45	ERA Team Real Estate Conway, AR	1	563
46	ERA Ben Porter Real Estate Huntsville, AL	4	549
47	ERA Landmark Real Estate Bozeman, MT	5	528



TOP EXIT REALTY AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	EXIT Realty Estate Gallery Jacksonville, FL	7	2,285
2	EXIT King Realty Venice, FL	3	1,336
2	EXIT Realty Horizons Las Cruces, NM	1	1,336
4	EXIT Strategy Realty Chicago, IL	2	1,061
5	EXIT Realty of Lubbock Lubbock, TX	1	1,045
6	EXIT Realty Cherry Creek, DTC, Pikes Peak Englewood, CO	3	1,009
7	EXIT Realty Homeward Bound Vestal, NY	2	963
8	EXIT Rocky Top Realty Crossville, TN	7	933
9	EXIT Lakes Realty Premier Baxter, MN	2	920
10	EXIT Realty Bob Lamb & Associates Murfreesboro, TN	1	804
11	EXIT Real Estate Consultants Lexington, SC	1	779
12	EXIT Realty Consultants Turlock, CA	7	756
13	EXIT Realty Midwest Spirit Lake, IA	4	721
14	EXIT Realty Central Norfolk, VA	1	688
15	EXIT Results Realty Elkridge, MD	1	674

RANK	COMPANY	OFFICES	2019 SIDES
16	EXIT Preferred Realty Bel Air, MD	2	647
17	EXIT Real Estate Solutions Hendersonville, TN	1	637
18	EXIT Realty Garden Gate Team Portland, TN	3	609
19	EXIT Realty Crutcher Lawrenceburg, KY	3	602
20	EXIT Landmark Realty White Plains, MD	2	567
21	EXIT Realty Dubuque Dubuque, IA	2	554
21	EXIT Realty NFI Pensacola, FL	4	554
23	EXIT Real Estate Property Solutions New Smyrna Beach, FL	3	550



TOP HOMESMART AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	HomeSmart Scottsdale, AZ	36	42,268
2	HomeSmart Evergreen Realty Irvine, CA	12	3,380
3	HomeSmart Connect Arlington Heights, IL	6	2,856
4	HomeSmart Realty Group Salem, OR	4	2,216
5	HomeSmart Professionals Real Estate Network Warwick, RI	4	2,117
6	HomeSmart PV & Associates Modesto, CA	3	1,912
7	HomeSmart Realty West Carlsbad, CA	4	1,875
8	HomeSmart Advantage Group Tucson, AZ	2	1,594
9	HomeSmart Realty Group / Legacy Orland Park, IL	4	1,585
10	HomeSmart ICARE Realty Sacramento, CA	6	1,440
11	HomeSmart Lifestyles Queen Creek, AZ	2	1,060
12	HomeSmart First Advantage Realty Voorhees, NJ	3	975
13	HomeSmart Preferred Realty Pueblo, CO	2	843
14	HomeSmart Realty Advisors Philadelphia, PA	2	763
15	HomeSmart Success Maricopa, AZ	3	737

RANK	COMPANY	OFFICES	2019 SIDES
16	HomeSmart Real Estate Associates Seattle, WA	3	632
17	HomeSmart Professionals Lakeside, AZ	3	573
18	HomeSmart Real Estate Momentum Mentor, OH	1	560
19	HomeSmart Realty South New Orleans, LA	2	548



MAKES UP

21.5%

OF THE

THE
REALTRENDS
FIVE HUNDRED



744,641

TRANSACTION
SIDES

TOP KELLER WILLIAMS AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	Keller Williams Realty, GO Management Offices Arlington, TX	14	32,161
2	Keller Williams Realty Pinnacle Partners Group Duluth, GA	16	22,038
3	Keller Williams Realty The Haggard Group Franklin, TN	7	15,394
4	Keller Williams Realty - The Rawls Group Atlanta, GA	6	13,818
5	Keller Williams Keystone Partners Group Blue Bell, PA	10	13,128
6	Keller Williams Memorial Houston, TX	3	13,009
7	Keller Williams Realty - Tulsa Tulsa, OK	4	11,524
8	Keller Williams Realty - Heart of Atlanta Group Atlanta, GA	6	10,640
9	Keller Williams Realty - Chadwick Group St. Petersburg, FL	7	9,708
10	Keller Williams Realty Partners Overland Park, KS	2	9,412
11	Keller Williams - Ben Kinney Companies Bellingham, WA	7	9,196
12	Keller Williams Realty Austin Austin, TX	2	8,935
13	Keller Williams Realty Sunset Corridor/Eugene Beaverton, OR	5	8,863
14	Keller Williams Realty Jay Crow Group Raleigh, NC	6	8,341
15	Keller Williams Realty Professionals Portland, OR	5	8,044

RANK	COMPANY	OFFICES	2019 SIDES
16	Keller Williams Realty Fayetteville, AR Fayetteville, AR	3	7,615
17	Keller Williams Realty Lubbock, TX	4	7,530
18	Keller Williams: The Virginia Realty Alliance Group Reston, VA	6	7,379
19	Keller Williams Realty Chattanooga, TN	2	7,330
20	Keller Williams Realty Emerald Coast Destin, FL	3	7,148
21	Keller Williams Realty - RM Realty Associates LLC Newark, DE	5	7,008
22	Keller Williams Realty Alaska Group Anchorage, AK	3	6,985
23	Keller Williams Realty of Central Florida LLC Lakeland, FL	4	6,768
24	Keller Williams Realty Integrity Northwest Elk River, MN	4	6,606
25	Keller Williams Realty Indy Metro NE/Louisville East Indianapolis, IN	2	6,455
26	Keller Williams Salt Lake City Salt Lake City, UT	3	6,339
27	Keller Williams Realty Austin, TX	2	6,306
28	Keller Williams Realty Birmingham Birmingham, AL	5	6,209
29	Keller Williams Federal Way Federal Way, WA	3	6,046
30	Keller Williams E to P Group Naperville, IL	4	6,043
31	Keller Williams Realty Knoxville-West Knoxville, TN	3	5,911
32	Keller Williams Lafayette, LA	5	5,881
33	Keller Williams Realty Denton, TX	3	5,773
34	Keller Williams Realty - Ubaldini Group Palm Harbor, FL	3	5,651
35	Keller Williams Realty Jupiter/PBG/Treasure Coast/PSL/Vero Beach Jupiter, FL	5	5,553
36	Keller Williams Realty Boise Boise, ID	1	5,523

RANK	COMPANY	OFFICES	2019 SIDES
37	Keller Williams Realty Georgia Legacy Group Alpharetta, GA	3	5,455
38	Keller Williams North Florida Tallahassee, FL	4	5,386
39	Keller Williams Realty, Atlantic Partners Jacksonville Beach, FL	4	5,364
40	Keller Williams - Forward Management Beverly Hills, CA	8	5,320
41	Keller Williams Realty - St. Louis Kirkwood St. Louis, MO	2	5,236
42	Keller Williams Realty The Woodlands, TX	2	5,231
43	Keller Williams Realty Ridgewood Ridgewood, NJ	5	5,189
44	Keller Williams Realty West Monmouth Morganville, NJ	4	5,161
45	Keller Williams Realty Greater Rochester Rochester, NY	3	4,970
46	Keller Williams Chervenik Realty Stow, OH	1	4,960
47	Keller Williams Advisors/Advantage/Realty Associate Partners Cincinnati, OH	3	4,958
48	Keller Williams Realty Spokane Spokane, WA	2	4,940
49	Keller Williams Big Rock Partners Orland Park, IL	4	4,932
50	Keller Williams Portland Central Portland, OR	2	4,750
51	Keller Williams Capital Properties Washington, DC	8	4,682
52	Keller Williams Realty Royal Oak Royal Oak, MI	2	4,592
53	Keller Williams Realty Greater Springfield Springfield, MO	1	4,423
54	Keller Williams Realty WINWIN Charlotte Partners Charlotte, NC	2	4,398
55	Keller Williams WinStar Realty Idaho Falls, ID	1	4,345
56	Keller Williams Realty - Meggers Management Group Visalia, CA	5	4,320
57	Keller Williams Realty - KW Professionals Plymouth, MI	3	4,317

RANK	COMPANY	OFFICES	2019 SIDES
58	Keller Williams Realty Greater Portland Portland, ME	1	4,288
59	Keller Williams Realty Greater Hartford West Hartford, CT	1	4,222
60	Keller Williams Greater Des Moines/Ankeny/Ames/Siouxland West Des Moines, IA	3	4,116
61	Keller Williams Realty Fort Mill Fort Mill, SC	1	4,015
62	Keller Williams Consultants Realty Dublin, OH	3	3,993
63	Keller Williams Coastal and Lakes & Mountains Realty Portsmouth, NH	1	3,991
64	Keller Williams Raleigh Raleigh, NC	3	3,983
65	Keller Williams Realty Greater Cleveland Cleveland, OH	1	3,954
66	Keller Williams Realty Green Bay De Pere, WI	2	3,900
67	Keller Williams Realty Advantage Group Oviedo, FL	3	3,896
68	Keller Williams Realty Coastal Area Partners Savannah, GA	1	3,887
69	Keller Williams Success Realty South Ogden, UT	3	3,856
70	Keller Williams Legacy Pikesville, MD	3	3,850
71	Keller Williams Realty Metropolitan Bedford, NH	1	3,809
72	Keller Williams Kansas City - Northland Gladstone, MO	3	3,782
73	Keller Williams Realty - The Hilgenberg Group Rancho Mirage, CA	4	3,712
73	Keller Williams Realty Platinum Oklahoma City, OK	2	3,712
75	Keller Williams Ballantyne Area Charlotte, NC	1	3,669
76	Keller Williams Southern Arizona Tucson, AZ	2	3,609
77	Keller Williams Realty Charlotte, NC	2	3,598
78	Keller Williams Realty Haigh Group Maple Grove, MN	2	3,576

RANK	COMPANY	OFFICES	2019 SIDES
79	Keller Williams Realty Greater Northwest Houston, TX	1	3,433
80	Keller Williams - Brian Smith Mgmt. Denver, CO	3	3,408
81	Keller Williams Realty Fort Worth, TX	3	3,396
82	Keller Williams Real Estate - Exton Exton, PA	3	3,344
82	Keller Williams Realty Indy Metro South West Greenwood, IN	2	3,344
84	Keller Williams Woodbury, MN	2	3,307
85	Keller Williams Realty Rafeh Corp. Palmdale, CA	3	3,302
86	Keller Williams Philly Philadelphia, PA	1	3,285
87	Keller Williams - Cunningham Group Santa Monica, CA	5	3,234
88	Keller Williams Grand Rapids Grand Rapids, MI	1	3,224
89	Keller Williams Legacy San Antonio, TX	1	3,211
90	Keller Williams Realty Brazos Valley College Station, TX	3	3,188
91	Keller Williams Metro Center Alexandria, VA	3	3,149
92	Keller Williams Arizona Realty Scottsdale, AZ	2	3,120
93	Keller Williams Realty Buffalo Williamsville, NY	2	3,108
94	Keller Williams Realty Capital District Latham, NY	1	3,061
95	Keller Williams Realty Asheville, NC, Columbia & Columbia NE, SC Asheville, NC	2	3,007
96	Keller Williams Realty Spring Hill Spring Hill, FL	3	3,003
97	Keller Williams Realty Puyallup South Sound Puyallup, WA	1	2,993
98	Keller Williams Realty Kennett Square, PA	2	2,940
99	Keller Williams Realty - Lakeside Shelby Township, MI	1	2,928

RANK	COMPANY	OFFICES	2019 SIDES
100	Keller Williams Real Estate Langhorne, PA	2	2,926
101	Keller Williams Realty Sioux Falls, SD Sioux Falls, SD	1	2,925
102	Keller Williams Realty Centre Columbia, MD	2	2,919
103	Keller Williams Integrity Ellicott City, MD	1	2,907
104	Keller Williams - Temecula Valley Real Estate, Inc. Temecula, CA	4	2,893
105	Keller Williams Realty Kernersville, NC	1	2,892
106	Keller Williams Realty Premier Partners Vancouver, WA	1	2,891
107	Keller Williams Wichita East Wichita, KS	1	2,883
108	Keller Williams Realty Branson, MO	2	2,864
109	Keller Williams - Agnew Real Estate LLC Tempe, AZ	2	2,857
110	Keller Williams - Red Stick Partners, LLC Baton Rouge, LA	2	2,850
111	Keller Williams Realty Huntsville - Classic Realty, LLC Huntsville, AL	2	2,845
112	Keller Williams Realty El Dorado Hills, CA	3	2,814
113	Keller Williams Citywide Westlake, OH	1	2,741
114	Keller Williams Capital Partners Realty Worthington, OH	1	2,739
115	Keller Williams Realty The Waxman Group Coral Springs, FL	3	2,725
116	Keller Williams Realty Wilmington, NC	1	2,684
117	Keller Williams Realty Metairie Metairie, LA	2	2,662
118	Keller Williams - Lafayette Signature Partners Lafayette, IN	1	2,660
119	Keller Williams Realty Key Partners, LLC Prairie Village, KS	1	2,617
120	Keller Williams Realty DTC LLC - Masters Realty LLC Centennial, CO	1	2,586

RANK	COMPANY	OFFICES	2019 SIDES
121	Keller Williams Realty Elevate Cleveland, OH	1	2,572
122	Keller Williams Realty of Southwest Missouri Partners Joplin, MO	1	2,518
123	Keller Williams Plano Realty Plano, TX	1	2,515
124	Keller Williams Classic Realty Coon Rapids, MN	1	2,512
125	Keller Williams Realty Milwaukee Whitefish Bay, WI	2	2,507
126	Keller Williams Realty Rockwall - Lake Cities Rockwall, TX	2	2,496
127	Keller Williams Premier Realty Peoria, IL	1	2,475
128	Keller Williams Realty Central 75 Richardson, TX	2	2,463
129	Keller Williams Partners Realty Colorado Springs, CO	2	2,443
130	Keller Williams Moorestown Moorestown, NJ	2	2,435
131	Keller Williams Philadelphia Philadelphia, PA	1	2,426
132	Keller Williams Realty Atlantic Shore Northfield, NJ	2	2,398
133	Keller Williams Clarkston Clarkston, MI	2	2,391
134	Keller Williams Realty West Saint Charles, MO	2	2,388
135	Keller Williams Realty (Level 5 Leadership) Management Pembroke Pines, FL	3	2,368
136	Keller Williams Legacy Group Realty, LLC Canton, OH	1	2,352
137	Keller Williams Realty - Diamond Partners Olathe, KS	2	2,348
138	Keller Williams Realty The Marketplace Henderson, NV	2	2,347
139	Keller Williams Realty Signature Rockford, IL	1	2,320
140	Keller Williams Realty Modesto Modesto, CA	2	2,317
141	Keller Williams Integrity First Realty Gilbert, AZ	1	2,285

RANK	COMPANY	OFFICES	2019 SIDES
142	Keller Williams Roers Realty Fargo, ND	2	2,280
143	Keller Williams Realty - North Wilmington Sewell, NJ	1	2,275
144	Keller Williams Realty River Cities Columbus, GA	1	2,274
145	Keller Williams Realty, Lansing Lansing, MI	1	2,261
146	Keller Williams Realty - Beverly Beverly, MA	3	2,240
147	Keller Williams Advantage Novi, MI	1	2,224
148	Keller Williams Realty - Hudson Valley Realty Group New City, NY	2	2,208
149	Keller Williams Realty - Easton Market Center South Easton, MA	2	2,205
150	Keller Williams Realty Chesapeake/Greenbrier Chesapeake, VA	2	2,191
151	Keller Williams Preferred Properties Upper Marlboro, MD	2	2,172
152	Keller Williams Realty Greenville - Upstate Greenville, SC	1	2,147
153	Keller Williams Platinum Chesterfield, MI	1	2,141
154	Keller Williams Success Realty Barrington, IL	1	2,120
155	Keller Williams Indianapolis Metro North Carmel, IN	1	2,086
156	Keller Williams Realty, The Real Estate Center of Illinois, LLC Champaign, IL	1	2,084
157	Keller Williams Realty Central NC Burlington, NC	1	2,073
158	Keller Williams Realty Chesapeake/Western Branch Chesapeake, VA	2	2,072
159	Keller Williams Realty Home Farmington Hills, MI	2	2,064
160	Keller Williams Houston Southwest Sugar Land, TX	1	2,058
161	Keller Williams Realty - KW Pinnacle Worcester, MA	2	2,044
162	Keller Williams Realty Services Mandeville, LA	1	2,043

RANK	COMPANY	OFFICES	2019 SIDES
163	Keller Williams Realty Southern New Hampshire Nashua, NH	1	2,023
164	Keller Williams Realty, Boston-Metro Boston, MA	2	2,012
165	Keller Williams Realty Abilene Abilene, TX	1	1,993
165	Keller Williams Western Upstate Anderson, SC	1	1,993
167	Keller Williams Honolulu & Maui Honolulu, HI	2	1,976
168	Keller Williams Realty Professional Partners Glendale, AZ	2	1,974
169	Keller Williams Crofton/Ft. Meade Millersville, MD	1	1,970
170	Keller Williams Premier Realty Katy, TX	1	1,969
171	Keller Williams Realty Rio Grande Valley McAllen, TX	2	1,966
172	Keller Williams Realty Elite Winston-Salem, NC	1	1,963
172	Keller Williams Sarasota Lakewood Ranch Lakewood Ranch, FL	2	1,963
174	Keller Williams Realty - Roseville Roseville, CA	1	1,952
175	Keller Williams Realty Monroe Monroe, LA	2	1,947
176	Keller Williams Realty Johnson City, TN	1	1,930
177	Keller Williams Keystone Realty York, PA	1	1,928
178	Keller Williams Arizona Living Realty Lake Havasu City, AZ	1	1,921
179	Keller Williams Realty of Greensboro Greensboro, NC	1	1,903
180	Keller Williams Realty Mt. Pleasant, SC	1	1,890
181	Keller Williams Marquee Edwardsville, IL	1	1,881
182	Keller Williams Realty Bethel Park, PA	1	1,874
183	Keller Williams Realty Falls Church Falls Church, VA	3	1,854

RANK	COMPANY	OFFICES	2019 SIDES
184	Keller Williams Realty Atlanta Hall County Gainesville, GA	1	1,845
185	Keller Williams Realty New Bern New Bern, NC	1	1,831
186	Keller Williams on the Water Sarasota, FL	2	1,785
187	Keller Williams Realty Georgetown, TX	1	1,777
188	Keller Williams Realty Leading Edge Cumberland, RI	1	1,774
189	Keller Williams Realty Oklahoma City, OK	1	1,773
190	Keller Williams Realty Landmark Flushing, NY	4	1,771
191	Keller Williams Greater Columbus & Ohio Realty Columbus, OH	1	1,770
192	Keller Williams Realty Green Mountain Properties Colchester, VT	1	1,762
193	Keller Williams Clear Lake/Nasa Houston, TX	1	1,761
194	Keller Williams Greater Cleveland Northeast Mentor, OH	1	1,750
195	Keller Williams Premier Properties Summit, NJ	2	1,741
196	Keller Williams Tuscaloosa Tuscaloosa, AL	1	1,735
197	Keller Williams Realty Legacy Group Cedar Rapids, IA	1	1,724
198	Keller Williams Realty Consultants Jeffersonville, IN	1	1,718
199	Keller Williams Realty Allen Allen, TX	1	1,715
199	Keller Williams Realty Houston Northeast Kingwood, TX	1	1,715
201	Keller Williams Westland Realty Fresno, CA	1	1,687
202	Keller Williams Realty Fayetteville Profit Sharers Fayetteville, NC	1	1,680
203	Keller Williams Realty Jackson Flowood, MS	2	1,679
204	Keller Williams Capital Realty Evansville, IN	1	1,662

RANK	COMPANY	OFFICES	2019 SIDES
205	Keller Williams Milwaukee South New Berlin, WI	1	1,660
206	Keller Williams, Peace River Partners Realty Punta Gorda, FL	1	1,659
207	Keller Williams Realty Morristown Morristown, NJ	1	1,656
208	Keller Williams Realty First Choice Prairieville, LA	1	1,654
209	Keller Williams Realty, Pioneer Valley Longmeadow, MA	1	1,644
210	Keller Williams Premier Realty North Suburban Vadnais Heights, MN	1	1,642
211	Keller Williams Signature Katy, TX	1	1,640
212	Keller Williams Realty Sonoran Living Phoenix, AZ	2	1,635
213	Keller Williams Realty Community Partners Cumming, GA	1	1,627
214	Keller Williams Cornerstone Realty Ocala, FL	1	1,624
215	Keller Williams Realty Greenville, SC	1	1,597
216	Keller Williams Realty Anniston Anniston, AL	1	1,583
217	Keller Williams Realty Little Rock Little Rock, AR	1	1,574
218	Keller Williams Realty Los Gatos, CA	3	1,549
219	Keller Williams Preferred Realty Broomfield, CO	1	1,539
220	Keller Williams Corona Corona, CA	1	1,538
220	Keller Williams Realty Wichita, KS	1	1,538
222	Keller Williams Topeka Topeka, KS	1	1,521
223	Keller Williams Client's Choice Realty Colorado Springs, CO	1	1,519
224	Keller Williams Realty Brevard Melbourne, FL	1	1,518
225	KW Utah Realtors Keller Williams Midvale, UT	1	1,517

RANK	COMPANY	OFFICES	2019 SIDES
226	Keller Williams City Life Realty Hoboken, NJ	2	1,511
226	Keller Williams Paint Creek and Somerset Rochester, MI	1	1,511
228	Keller Williams Realty DFW Metro SW Weatherford, TX	1	1,508
229	Keller Williams Shore Properties Toms River, NJ	1	1,494
230	Keller Williams Realty Showcase Properties Braintree, MA	2	1,493
231	Keller Williams Realty Pacific Estates Long Beach, CA	1	1,491
232	Keller Williams Realty La Jolla La Jolla, CA	2	1,486
233	Keller Williams Realty Middle Georgia Warner Robins, GA	1	1,484
234	Keller Williams Realty Portland Premiere Portland, OR	1	1,475
235	Keller Williams Realty - Silicon Valley Campbell, CA	3	1,470
236	Keller Williams First Choice Realty Bowling Green, KY	1	1,452
237	Keller Williams Realty Nashville-Spring Hill Spring Hill, TN	1	1,450
238	Keller Williams Realty Spartanburg Spartanburg, SC	1	1,444
239	Keller Williams Realty Boca Raton Boynton Beach, FL	2	1,441
240	Keller Williams SoCal Rancho Cucamonga, CA	2	1,415
241	Keller Williams Hilton Head Hilton Head Island, SC	1	1,397
242	Keller Williams Realty Mission Viejo Mission Viejo, CA	3	1,390
243	Keller Williams Realty Las Vegas Las Vegas, NV	1	1,388
244	Keller Williams Realty Rivertown Grandville, MI	1	1,375
245	Keller Williams Realty Mulinix Norman, OK	1	1,369
246	Keller Williams Pearland Pearland, TX	1	1,367

RANK	COMPANY	OFFICES	2019 SIDES
247	Keller Williams 1st Realty and Associates Longmont, CO	2	1,363
248	Keller Williams Realty Chicago - Lincoln Park Chicago, IL	1	1,361
249	Keller Williams Realty Central RI Cranston, RI	1	1,358
250	Keller Williams Realty Greater Nassau Garden City, NY	2	1,341
251	Keller Williams Realty Bloomington Bloomington, IL	2	1,336
252	Keller Williams Realty Bartlesville, Grand Lake & Select Bartlesville, OK	1	1,328
253	Keller Williams Realty North Grand Rapids, MI	1	1,326
254	Keller Williams Realty Syracuse Fayetteville, NY	1	1,324
255	Keller Williams Main Line Realty Bryn Mawr, PA	1	1,302
256	Keller Williams Prestige Properties Stamford, CT	1	1,300
257	Keller Williams Classic Realty Orlando, FL	1	1,299
257	Keller Williams Realty McLean McLean, VA	1	1,299
259	Keller Williams Realty-Madison Madison, WI	2	1,284
260	Keller Williams American Premier Realty Bel Air, MD	1	1,283
261	Keller Williams Premier Realty Colorado Springs, CO	1	1,278
262	Keller Williams Montclair, NJ Montclair, NJ	1	1,268
262	Keller Williams Realty-Bothell Bothell, WA	1	1,268
264	Keller Williams Chicago-O'Hare Chicago, IL	2	1,267
265	Keller Williams Realty Greater Cleveland Southeast Solon, OH	1	1,260
266	Keller Williams Realty Valencia, CA	2	1,247
267	Keller Williams Realty Black Hills Rapid City, SD	1	1,243

RANK	COMPANY	OFFICES	2019 SIDES
268	Keller Williams Real Estate Doylestown, PA	1	1,234
269	Keller Williams Realty WINM Holdings LLC Hudson, WI	2	1,231
270	Keller Williams Realty Grand Junction Grand Junction, CO	1	1,225
271	Keller Williams Denver Central Denver, CO	1	1,224
271	Keller Williams Realty Group - Limerick Limerick, PA	1	1,224
273	Keller Williams Realty Services Boca Raton, FL	2	1,211
274	Keller Williams Performance Realty Pueblo, CO	1	1,204
275	Keller Williams Realty Sun Valley and Southern Idaho Twin Falls, ID	1	1,201
276	Keller Williams Real Estate Philadelphia, PA	1	1,191
276	Keller Williams Realty Boston NW Concord, MA	1	1,191
278	Keller Williams Realty Carlsbad & Whittier Whittier, CA	2	1,185
278	Keller Williams Southern Nevada Henderson, NV	1	1,185
280	Keller Williams Fort Wayne Fort Wayne, IN	1	1,181
281	Keller Williams Myrtle Beach South Myrtle Beach, SC	1	1,173
282	Keller Williams Burnsville - Southern Twin Cities Burnsville, MN	1	1,172
283	Keller Williams Realty Chico Area Chico, CA	1	1,167
284	Keller Williams Eagle Realty Miami, FL	2	1,166
285	Keller Williams Realty Central Sterling Heights, MI	1	1,164
286	Keller Williams Realty Houston Professionals Spring, TX	1	1,159
287	Keller Williams Realty Round Rock Round Rock, TX	1	1,157
288	Keller Williams QCA Progressive Partners Bettendorf, IA	1	1,154

RANK	COMPANY	OFFICES	2019 SIDES
289	Keller Williams Realty Bellevue Bellevue, WA	1	1,139
289	Keller Williams Realty Greenville Drive Greenville, SC	1	1,139
291	Keller Williams Lincoln Lincoln, NE	1	1,138
292	Keller Williams Foxboro / North Attleboro Plainville, MA	1	1,136
293	Keller Williams Executives Realty Highlands Ranch, CO	2	1,133
293	Keller Williams Realty Wellington Wellington, FL	1	1,133
295	Keller Williams Realty Middlesex Metuchen, NJ	1	1,130
296	Keller Williams Realty Merrimack Valley Westford, MA	1	1,119
297	Keller Williams Yuma Realty Yuma, AZ	1	1,114
298	Keller Williams Realty Palm Beach Central West Palm Beach, FL	1	1,113
299	Keller Williams Realty Sacramento Sacramento, CA	1	1,107
300	Keller Williams Realty Cary, NC	1	1,099
301	Keller Williams Realty North Central Leominster, MA	1	1,096
302	Keller Williams Realty Encino-Sherman Oaks Encino, CA	1	1,090
303	Keller Williams Realty Jersey Shore Ocean City, NJ	2	1,086
304	Keller Williams Seven Hills Realty Cincinnati, OH	1	1,082
305	Keller Williams Realty Golden Ticket Real Estate Yorba Linda, CA	3	1,070
306	Keller Williams Princeton Realty Princeton, NJ	1	1,065
307	Keller Williams Realty Carmel Valley/Del Mar San Diego, CA	1	1,061
307	Keller Williams Realty Ft. Myers/Islands/Naples Ft. Myers, FL	1	1,061
309	Keller Williams Great Smokies Waynesville, NC	1	1,059

RANK	COMPANY	OFFICES	2019 SIDES
309	Keller Williams Realty Greater Seattle Seattle, WA	1	1,059
311	Keller Williams Realty - Lee Beaver & Associates Manassas, VA	1	1,048
311	Keller Williams Realty Brighton Brighton, MI	1	1,048
313	Keller Williams Elite Realty Owensboro, KY	2	1,046
314	Keller Williams Realty El Cajon El Cajon, CA	1	1,045
315	Keller Williams Realty Success Andover, MA	1	1,044
316	Keller Williams Realty Birmingham-Metro North Gardendale, AL	1	1,030
317	Keller Williams Elite Realty Bonita Springs, FL	1	1,025
318	Keller Williams Realty Platinum - Garner/Clayton Garner, NC	1	1,024
319	Keller Williams McKinney McKinney, TX	1	1,020
320	Keller Williams Realty Southwest Colorado Durango, CO	2	1,017
321	Keller Williams Realty Cincinnati Metro Northeast Mason, OH	1	1,006
322	Keller Williams Realty Premier Properties Miami, FL	2	1,003
323	Keller Williams Tri- Cities, WA Kennewick, WA	1	1,000
324	Keller Williams Platinum Realty Wyomissing, PA	1	999
325	Keller Williams Realty Gulfport, MS	1	988
326	Keller Williams Realty Cleveland Cleveland, TN	1	984
327	Keller Williams Realty Olympia Olympia, WA	1	982
328	Keller Williams Realty Town Center Virginia Beach, VA	1	975
329	Keller Williams Realty Elk Grove Elk Grove, CA	1	955
330	Keller Williams Gateway Baltimore, MD	1	949

RANK	COMPANY	OFFICES	2019 SIDES
331	Keller Williams Realty Larchmont Los Angeles, CA	2	947
332	Keller Williams North Shore West Libertyville, IL	1	944
333	Keller Williams Realty Southwest Las Vegas, NV	1	942
334	Keller Williams Realty Group Scarsdale, NY	2	941
335	Keller Williams Experience Realty Murray, KY	1	920
336	Keller Williams of Central PA Enola, PA	1	917
336	Keller Williams Realty Mid Town Direct Realty Maplewood, NJ	1	917
338	Keller Williams Realty Cumberland County Vineland, NJ	1	915
339	Keller Williams Tri-Valley Realty Pleasanton, CA	1	913
340	Keller Williams Realty Atlanta - Metro East Conyers, GA	1	908
340	Keller Williams Realty Lynchburg Metro Forest, VA	1	908
342	Keller Williams Realty Folsom Folsom, CA	1	905
343	Keller Williams Realty Apple Valley, MN	2	903
344	Keller Williams Realty West Sound Gig Harbor, WA	1	893
345	Keller Williams Realty Southland Partners Raymore, MO	1	891
346	Keller Williams Crystal Coast Morehead City, NC	1	889
347	Keller Williams Points East Greenville, NC	1	886
348	Keller Williams Santa Rosa Wine Country Santa Rosa, CA	1	881
349	Keller Williams University Market Center Charlotte, NC	1	877
350	Keller Williams Legacy One Realty Chandler, AZ	1	863
351	Keller Williams Realty Cape Cod and the Islands Centerville, MA	2	862

RANK	COMPANY	OFFICES	2019 SIDES
352	Keller Williams Pasadena/Arcadia Pasadena, CA	2	861
353	Keller Williams Realty Coral Gables-Coconut Grove Coral Gables, FL	1	849
354	Keller Williams Home Town Realty Dayton, OH	1	838
355	Keller Williams Realty Sacramento Metro Sacramento, CA	1	835
356	Keller Williams Realty Legacy Group Richmond, KY	1	834
357	Keller Williams North County Celina, TX	1	824
358	Keller Williams Realty of Southeast Texas Beaumont, TX	1	820
359	Keller Williams Realty Gainesville Gainesville, FL	1	817
360	Keller Williams Realty Southern Tier & Finger Lakes Horseheads, NY	1	816
361	Keller Williams Realty Nashville - Mt. Juliet Mt. Juliet, TN	1	815
362	Keller Williams Realty San Diego Metro San Diego, CA	1	812
363	Keller Williams Realty of Newport Middletown, RI	1	810
364	Keller Williams Platinum Realty Fort Smith, AR	1	804
365	Keller Williams NY Realty White Plains, NY	1	802
366	Keller Williams Realty Central Delaware Dover, DE	1	795
367	Keller Williams Realty Harrisburg - East Harrisburg, PA	1	793
368	Keller Williams Realty United Chapel Hill, NC	1	787
369	Keller Williams Lancaster Lancaster, PA	1	782
370	Keller Williams Realty Greensboro North Greensboro, NC	1	777
371	Keller Williams Realty Partners, LLC Loveland, CO	2	769
372	Keller Williams Montana Realty Bozemon, MT	1	766

RANK	COMPANY	OFFICES	2019 SIDES
373	Keller Williams Community Partners Miamisburg, OH	1	755
374	Keller Williams Realty - Hendersonville Hendersonville, TN	1	741
375	Keller Williams Legacy Dearborn, MI	1	738
376	Keller Williams Realty CENLA Partners Alexandria, LA	1	728
377	Keller Williams Realty Southern Oregon Medford, OR	1	714
378	Keller Williams Legacy Realty Orlando, FL	1	708
379	Keller Williams Pinehurst Southern Pines, NC	1	707
380	Keller Williams Realty Northwest Montana Kalispell, MT	2	706
381	Keller Williams Preferred Columbia, SC	1	705
382	Keller Williams Realty Tri-County Properties Medina, OH	1	704
383	Keller Williams Realty Gold Coast Manhasset, NY	1	701
384	Keller Williams Cedar Park Leander Cedar Park, TX	1	698
385	Keller Williams Upstate NY Properties Oneonta, NY	1	695
386	Keller Williams Realty Charlottesville Charlottesville, VA	1	693
386	Keller Williams Realty Partners Yorktown Heights, NY	1	693
388	Keller Williams Coastal Properties I Long Beach, CA	1	686
389	Keller Williams Prosperity Wayne Wayne, NJ	1	676
390	Keller Williams Houma/Thibodaux Houma, LA	1	674
391	Keller Williams Realty South Pasadena/San Gabriel Valley Alhambra, CA	1	672
392	Keller Williams Concord Kannapolis Realty Kannapolis, NC	1	671
393	Keller Williams Realty South Bay Torrance, CA	1	669

RANK	COMPANY	OFFICES	2019 SIDES
394	Keller Williams Realty Elite Eden Prairie, MN	1	667
395	Keller Williams Capital Realty Helena, MT	1	664
396	Keller Williams Realty Biltmore Partners Phoenix, AZ	1	663
396	Keller Williams Realty Irvine Irvine, CA	1	663
398	Keller Williams Select Realtors Annapolis, MD	1	656
399	Keller Williams Realty Cambridge/Somerville Cambridge, MA	1	651
399	Keller Williams Umpqua Valley Roseburg, OR	1	651
401	Keller Williams Realty - South Watuppa Fall River, MA	1	630
402	Keller Williams Signature Realty Diamond Bar, CA	1	622
403	Keller Williams Advantage Realty State College, PA	1	620
404	Keller Williams Partners Realty Plantation, FL	1	617
405	Keller Williams Classic Group Sarasota, FL	1	614
406	Keller Williams Silicon Beach Marina Del Ray, CA	1	612
407	Keller Williams Realty Chino Hills Chino Hills, CA	1	607
408	Keller Williams Realty-New Orleans New Orleans, LA	1	602
409	Keller Williams Realty Western Montana Missoula, MT	1	598
410	Keller Williams Realty Burbank Burbank, CA	1	595
411	Keller Williams Realty Ridgefield Ridgefield, CT	1	585
412	Keller Williams Realty Lake Ridge Woodbridge, VA	1	584
413	Keller Williams Realty Metropolitan Baltimore, MD	1	581
413	Keller Williams Realty Roanoke Roanoke, VA	1	581

RANK	COMPANY	OFFICES	2019 SIDES
415	Keller Williams Realty Naples Naples, FL	1	562
416	Keller Williams Realty Yuba Sutter Yuba City, CA	1	561
417	Keller Williams Integrity Lawrence, KS	1	557
418	Keller Williams East County Brentwood, CA	1	553
419	Keller Williams Realty Silicon City San Jose, CA	1	552
420	Keller Williams Yakima Valley Yakima, WA	1	550
421	Keller Williams Realty of Manatee Bradenton, FL	1	544
422	Keller Williams Realty Central Valley Chester, NY	1	542
423	Keller Williams Realty Exclusive Properties Simi Valley, CA	1	541
424	Keller Williams Palo Alto Palo Alto, CA	1	533
425	Keller Williams Denver - North Jeffco Wheat Ridge, CO	1	530
426	Keller Williams Realty Newport Beach, CA	2	519
427	Keller Williams Cupertino Cupertino, CA	1	513
428	Keller Williams Realty Partners Park Ridge, IL	1	509
429	Keller Williams Martinsburg Martinsburg, WV	1	503
430	Keller Williams NYC New York, NY	2	502
431	Keller Williams Livingston Livingston, NJ	1	501

Leading
 REAL ESTATE
 COMPANIES
 OF THE WORLD

MAKES UP
20.9%
 OF THE

THE
REALTRENDS
 FIVE HUNDRED



724,601
 TRANSACTION
 SIDES

TOP LEADINGRE AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	HomeServices of America, Inc Minneapolis, MN	911	329,680
2	Hanna Holdings / Allen Tate Pittsburgh, PA	272	100,589
3	Crye-Leike Real Estate Services Memphis, TN	98	25,773
4	William Raveis Real Estate, Mortgage and Insurance Shelton, CT	137	23,160
5	Real Estate One Southfield, MI	46	22,237
6	@properties Chicago, IL	34	21,877
7	John L. Scott Real Estate Bellevue, WA	35	17,070
8	Baird & Warner Chicago, IL	28	16,555
9	Watson Realty Corp. Jacksonville, FL	49	13,797
10	The Keyes Company/Illustrated Properties Miami, FL	50	13,761
11	F.C. Tucker Company, Inc. Indianapolis, IN	17	11,162
12	Shorewest Realtors Brookfield, WI	25	10,535
13	Sibcy Cline Realtors Cincinnati, OH	21	8,940
14	First Team Real Estate Irvine, CA	38	8,648
15	Realty Austin, LLC Austin, TX	3	8,025

RANK	COMPANY	OFFICES	2019 SIDES
16	Carolina One Real Estate Services North Charleston, SC	14	7,737
17	Parks Realty Brentwood, TN	10	6,891
18	Carpenter Realtors Indianapolis, IN	33	6,609
19	Comey & Shepherd Cincinnati, OH	5	5,845
19	Lyon Real Estate Sacramento, CA	17	5,845
21	Bean Group Portsmouth, NH	33	5,737
22	Cutler Real Estate Canton, OH	24	5,718
23	Murney Associates, Realtors Springfield, MO	5	5,614
24	Chinowth & Cohen Realtors Tulsa, OK	12	5,447
25	Michael Saunders & Company Sarasota, FL	21	5,402
26	Rose & Womble Realty Virginia Beach, VA	14	5,397
27	The Russell Realty Co Strongsville, OH	11	5,384
28	Pinnacle Estate Properties, Inc. Malibu, CA	14	4,858
29	Greenridge Realty, Inc. Grand Rapids, MI	23	4,781
30	NP Dodge Real Estate Sales, Inc. Omaha, NE	9	4,730
31	PMZ Real Estate Modesto, CA	15	4,500
32	McColly Real Estate Schererville, IN	23	4,464
33	Beverly-Hanks & Associates Asheville, NC	8	4,428
34	Bennion Deville Homes Rancho Mirage, CA	21	4,285
35	John R. Wood Properties Naples, FL	17	4,231
36	Patterson Schwartz Real Estate Hockessin, DE	9	4,149

RANK	COMPANY	OFFICES	2019 SIDES
37	The Group Fort Collins, CO	5	4,093
38	Meybohm Real Estate Augusta, GA	5	4,030
39	Gardner, Realtors Metairie, LA	23	3,865
40	Kinlin Grover, Page Taft & Randall Realtors Charlestown, RI	30	3,760
41	Halstead Real Estate New York, NY	32	3,476
42	Hasson Company Lake Oswego, OR	9	3,453
43	Hegg, Realtors Inc. Sioux Falls, SD	1	3,423
44	Intracoastal Realty Corp Wilmington, NC	10	3,291
45	F.C. Tucker Emge Realtors Evansville, IN	7	3,223
46	Cressy & Everett, Inc. South Bend, IN	10	3,146
47	ARC Realty Birmingham, AL	10	3,136
48	Jaqua Realtors Portage, MI	8	3,126
49	Mel Foster Co. Davenport, IA	8	2,911
50	Locations Honolulu, HI	6	2,860
51	Windermere Homes & Estates San Diego, CA	13	2,735
52	J.P. Weigand & Sons, Inc. Wichita, KS	7	2,656
52	Skogman Realty Cedar Rapids, IA	5	2,656
54	Smith & Associates Real Estate Tampa, FL	6	2,640
55	London Properties Ltd. Fresno, CA	10	2,583
56	Dickson Realty Reno, NV	10	2,496
57	McEneaney Associates, Inc. Alexandria, VA	10	2,490

RANK	COMPANY	OFFICES	2019 SIDES
58	Chase International Real Estate Reno, NV	10	2,484
58	Coach Real Estate Associates, Inc. Northport, NY	19	2,484
60	Old Colony, REALTORS Charleston, WV	8	2,471
61	Stark Company Realtors Madison, WI	6	2,469
62	Brown Harris Stevens New York, NY	20	2,461
63	john greene Realtor Naperville, IL	3	2,321
64	Jack Conway & Company, Inc. Norwell, MA	30	2,280
65	John L. Scott Medford and Ashland Medford, OR	2	2,269
66	Mike Thomas Associates Fort Wayne, IN	4	2,170
67	Dale Sorensen Real Estate, Inc. Vero Beach, FL	8	2,167
68	Realty of Maine Bangor, ME	9	2,096
69	Coco, Early & Associates Inc. Methuen, MA	13	2,077
70	Residential Properties Ltd. Providence, RI	6	1,999
71	Washington Fine Properties Washington, DC	10	1,897
72	Slifer Smith & Frampton Real Estate Avon, CO	27	1,870
73	Blanchard & Calhoun Real Estate Co. Augusta, GA	4	1,835
74	Realty Concepts, Ltd. Fresno, CA	3	1,834
75	Lamacchia Realty, Inc. Waltham, MA	7	1,821
76	The Norton Agency Gainesville, GA	4	1,752
77	Bellator Real Estate & Development Spanish Fort, AL	6	1,690
78	PorchLight Real Estate Group Denver, CO	4	1,679

RANK	COMPANY	OFFICES	2019 SIDES
79	Hawaii Life Hanalei, HI	18	1,646
80	The Platinum Group, LLC Colorado Springs, CO	1	1,589
81	Adams, Cameron & Co. Daytona Beach, FL	9	1,557
82	Zephyr Real Estate San Francisco, CA	6	1,548
83	Intero Real Estate Services - East Bay Fremont, CA	5	1,527
84	Diane Turton, Realtors Point Pleasant Beach, NJ	16	1,526
85	Lewith & Freeman Kingston, PA	7	1,523
86	Keefe Real Estate, Inc. Lake Geneva, WI	8	1,513
87	Wardley Real Estate Las Vegas, NV	4	1,493
88	Greenwood King Properties Houston, TX	3	1,485
89	Dilbeck Real Estate La Canada, CA	11	1,466
90	Florida Executive Realty Tampa, FL	6	1,441
91	Classic Properties Clarks Summit, PA	4	1,432
92	PureWest Christie's International Real Estate Kalispell, MT	15	1,362
93	Jack White Real Estate Anchorage, AK	5	1,313
94	Amherst Madison Boise, ID	2	1,184
95	Dickens Mitchener Charlotte, NC	2	1,142
96	Deasy Penner Podley Pasadena, CA	6	1,134
97	AveryHess, Realtors Dunn Loring, VA	7	1,119
98	Portside Real Estate Group Falmouth, ME	4	1,105
99	Leonard Ryden Burr Real Estate Winston Salem, NC	1	1,029

RANK	COMPANY	OFFICES	2019 SIDES
100	Strano and Associates Belleville, IL	5	1,026
101	Bray Real Estate Grand Junction, CO	1	1,023
102	Hall & Hunter Realtors Birmingham, MI	1	995
103	Sears Real Estate Greeley, CO	1	994
104	The Hardie Group Real Estate Company Kokomo, IN	1	993
105	Diamond Realty and Associates, LLC Bossier City, LA	2	958
106	WK Real Estate Boulder, CO	2	938
107	Cottingham Chalk Charlotte, NC	1	899
108	Laffey Real Estate Greenvale, NY	13	894
109	Lake Norman Realty Cornelius, NC	6	859
110	Robert Paul Properties Osterville, MA	7	841
111	Village Properties Santa Barbara, CA	3	758
112	Arizona Best Real Estate Scottsdale, AZ	5	720
113	Lila Delman Real Estate Narragansett, RI	6	675
114	Marx-Bensdorf Realtors Memphis, TN	1	664
115	Janet McAfee Inc. St. Louis, MO	1	579
116	McGuire Real Estate San Francisco, CA	5	577
117	Bailey Properties Inc. Aptos, CA	3	519
118	Jones Group Realtors Amherst, MA	3	507



TOP NEXTHOME AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	NextHome Experience Worthington, OH	3	1,023
2	NextHome Experience Bangor, ME	2	712
3	NextHome Realty Center Cypress, TX	3	694
4	NextHome Specialists Columbia, SC	5	567



TOP REAL LIVING AFFILIATES

John Meesseman, CEO and Chief Agent Happiness Officer

Real Living Kee Realty
Clinton Township, Michigan



RETENTION: My title is the chief agent happiness officer. I don't list and sell real estate. My job is to make agents' lives happier. I want to give them better tools, resources, support staff, fantastic teammates, a great title company, home service offerings, and more. In essence, everything revolves around putting them in a better position to sell the amount of real estate they want to sell and make them happier. For us, it's all about the internal customer, which is our real estate agent. Our vision is to be the largest real estate company in the state of Michigan, the largest home service provider. And, I think depending on what numbers you look at, I think we're No. 12 or No. 13 right now. We struggle with that vision because the last thing we want to do is sacrifice the service to our agents and lose our vision of having the agent be the center of our organization.

CULTURE: Our core values are family, integrity, kindness, advocacy, teamwork, and fun. You build a culture of agents who enjoy each other; they work well together. It's always exciting when agents at different offices hang out together. But, when you attract that talent and you deliver what you say you're going to deliver, you do what you say you're going to do, success breeds success. It's easier. Those agents that you hire help you find more great agents. They help you attract them. And then, that process repeats itself. It's like in Jim Collins' book, Good to Great. He describes the process of getting a flywheel turning. Once you get that flywheel turning, attracting the right agents, performing for them, and then helping you find more, your growth can start to be exponential.

RANK	COMPANY	OFFICES	2019 SIDES
1	Real Living Kee Realty Clinton Township, MI	8	3,029
2	RLAH Real Estate Chevy Chase, MD	5	1,881
3	Real Living Realty Professionals Wilbraham, MA	10	1,503
4	Real Living Brokers Realty Group Warren, OH	2	1,128
5	Real Living Messina & Associates Duluth, MN	2	1,091
6	Sine & Monaghan, REALTORS Real Living Grosse Pointe Farms, MI	4	1,004
7	Real Living The Real Estate Group Camas, WA	5	953
8	Real Living Casa Fina Realty Tampa, FL	1	667
9	Real Living Speckman Realty, Inc. Bourbonnais, IL	2	625

REALTY EXECUTIVES

Eden Sunshine, CEO

Realty Executives Phoenix and Yuma
Phoenix, Arizona

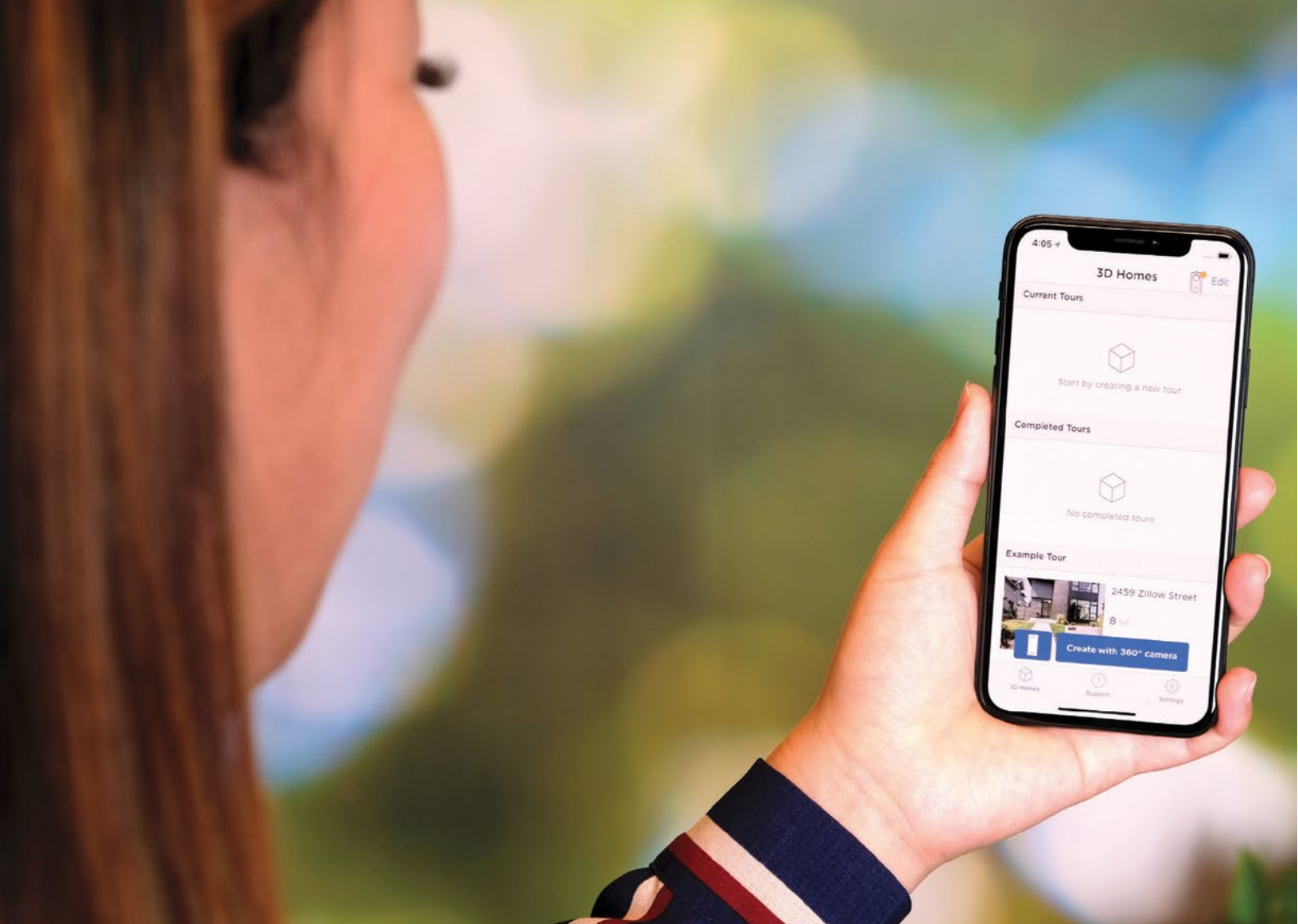


LESSONS LEARNED: Systems are everything. The key to the success of any business is dependent on the quality of its systems. The systems range from how you answer the phones and recruiting to how you hire your team, market, and more. If you want to improve the business, the focal point of the improvement is developing your systems. In addition is the importance of the culture of your organization. And there's a lot of confusion about what culture means. Culture is explicitly not a list of core values that are on a wall, but the living out of the core values among the people in the organization. It's things that differentiate and how you live out those things.

GROWTH: Due to organic growth, intentional recruiting strategies, and mergers and acquisitions, 2018 was a big year for us. We were able to do that primarily because we looked at our efforts as a collaboration of people focused on recruiting, rather than just a few key executives. It became almost a game for the entire organization where everybody understood their role in relation to the recruiting and retention efforts here.

TOP REALTY EXECUTIVES AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	Realty Executives Associates Knoxville, TN	11	7,771
2	Realty Executives Phoenix and Yuma Phoenix, AZ	35	7,146
3	Realty Executives Tucson Elite Tucson, AZ	12	4,693
4	Realty Executives Integrity Hartland, WI	6	2,740
5	Realty Executives of Kansas City Leawood, KS	5	2,446
6	Realty Executives Exceptional Realtors Fairfield, NJ	13	2,175
7	Realty Executives of Cape County Cape Girardeau, MO	4	1,500
8	Realty Executives of St. Louis St. Louis, MO	2	1,448
9	Realty Executives Premier Valparaiso, IN	1	1,389
10	Realty Executives Home Towne Port Huron, MI	5	900
11	Realty Executives Santa Clarita Valencia, CA	4	880
12	Realty Executives Boston West Framingham, MA	5	832
13	Realty Executives Premiere Wheaton, IL	1	500



3D tours let buyers see the possibilities.

You don't need expensive equipment to make magic. Our free mobile app allows you to capture virtual tours for your listings with your iPhone.

Download the free Zillow 3D Home app at [Zillow.com/marketing/3d-home](https://www.zillow.com/marketing/3d-home)

RE/MAX[®]

MAKES UP

7.6%

OF THE

THE
REALTRENDS
FIVE HUNDRED



263,564

TRANSACTION
SIDES

TOP RE/MAX AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	RE/MAX Results Eden Prairie, MN	41	22,931
2	RE/MAX Gold / One Fair Oaks, CA	83	16,694
3	RE/MAX Alliance / Equity Group Arvada, CO	37	14,874
4	RE/MAX Advantage Plus Savage, MN	20	6,717
5	RE/MAX Executive Charlotte, NC	12	6,037
6	RE/MAX Professionals Highlands Ranch, CO	9	5,661
7	RE/MAX Concepts West Des Moines, IA	16	5,484
8	RE/MAX Integrity Eugene, OR	7	5,104
9	RE/MAX Alliance Group Sarasota, FL	11	4,686
10	RE/MAX Suburban Mount Prospect, IL	14	4,479
11	RE/MAX Northwest Realtors Seattle, WA	10	4,477
12	RE/MAX Select Realty Cranberry, PA	6	4,467
13	RE/MAX Realty Group Gaithersburg, MD	8	4,170
14	RE/MAX Results Fort Wayne, IN	8	3,680
15	RE/MAX of Reading Wyomissing, PA	1	3,651

RANK	COMPANY	OFFICES	2019 SIDES
16	RE/MAX Town & Country Canton, GA	14	3,614
17	RE/MAX Allegiance Alexandria, VA	15	3,613
18	RE/MAX DFW Associates Coppell, TX	7	3,504
19	RE/MAX Crossroads Properties Strongsville, OH	8	3,457
20	RE/MAX Boone Realty Columbia, MO	2	3,408
21	RE/MAX Results St. Louis, MO	7	3,361
22	RE/MAX Alliance Collinsville, IL	7	3,062
23	RE/MAX Estate Properties Palos Verdes Estates, CA	16	3,049
24	RE/MAX Properties, Inc. Colorado Springs, CO	5	2,982
25	RE/MAX Classic Farmington Hills, MI	7	2,960
26	RE/MAX ONE Beaumont, TX	4	2,928
27	RE/MAX Realty 100 Milwaukee, WI	4	2,923
28	RE/MAX Fine Properties Scottsdale, AZ	5	2,910
29	RE/MAX Plus Rochester, NY	2	2,871
30	RE/MAX Real Estate Group Colorado Springs, CO	2	2,866
31	RE/MAX Dynamic Properties Anchorage, AK	4	2,846
32	RE/MAX Platinum Brighton, MI	5	2,812
33	RE/MAX Accord Danville, CA	11	2,714
34	RE/MAX Precision Ankeny, IA	4	2,699
35	RE/MAX Southern Shores North Myrtle Beach, SC	4	2,643
36	RE/MAX Preferred Associates Toledo, OH	4	2,488

RANK	COMPANY	OFFICES	2019 SIDES
37	RE/MAX Associates Layton, UT	7	2,483
38	RE/MAX Fine Properties Sugar Land, TX	1	2,462
39	RE/MAX First Clinton Township, MI	6	2,461
40	RE/MAX Select Westfield, NJ	10	2,444

Robert Lyszczarz, President

RE/MAX Select

Westfield, New Jersey



GROWTH: All of our initial growth was organic, with our existing agents driving the growth by increasing their sales volume and helping us to grow the business by word of mouth. Then, we made a few key hires that enabled us to take our growth initiatives to a new level. Over the past two years, we've added five additional offices to our network, with three of them being organic and two of them acquisitions of existing RE/MAX offices. In addition to these offices, we've added a new commercial division RE/MAX Select Group and an office in Florida along with a couple of partnerships.

AHA MOMENT: As a coach and a leader, I'm never afraid to step up and ask for advice and suggestions from leadership and top agents. The agents know that my team and I are always accessible. We get out and do the things that help drive their business, whether it would be door knocking, cold calling, or running masterminds. We try new things and more work out than fail, but it's that creative energy that helps us distinguish our company in the marketplace. The best ideas come from brainstorming and not being afraid to try something and fail. But we always try to keep our fundamentals in check and keep the agents grounded.

41	RE/MAX Right Choice Real Estate Trumbull, CT	8	2,439
42	RE/MAX Real Estate Professionals Lansing, MI	6	2,428
42	RE/MAX Realty Group Rochester, NY	3	2,428

RANK	COMPANY	OFFICES	2019 SIDES
44	RE/MAX Realty Team Cape Coral, FL	3	2,397
45	RE/MAX Southern Homes Birmingham, AL	2	2,394
46	RE/MAX 10 Oak Lawn, IL	5	2,378
47	RE/MAX Premier Realty Ocala, FL	9	2,361
48	RE/MAX Victory Beavercreek, OH	8	2,348
49	RE/MAX Realtec Group Palm Harbor, FL	3	2,330
50	RE/MAX Anchor Realty Punta Gorda, FL	5	2,297
51	RE/MAX Preferred Marlton, NJ	5	2,279
52	RE/MAX Preferred Monona, WI	13	2,248
53	RE/MAX Professionals Glendale, AZ	4	2,237
54	RE/MAX United Cary, NC	4	2,233
55	RE/MAX Premier Properties Arcadia, CA	7	2,218
56	RE/MAX Gold Coast Ventura, CA	10	2,201
57	RE/MAX Insight / On The Move / Advantage Hampton Falls, NH	14	2,196
58	RE/MAX One Prince Frederick, MD	6	2,191
59	RE/MAX Advantage Realty Ellicott City, MD	5	2,178
60	RE/MAX Ability Plus Carmel, IN	6	2,176
61	RE/MAX Preferred Group West Chester, OH	10	2,163
62	RE/MAX 4000 Inc. Grand Junction, CO	1	2,134
63	RE/MAX Realty Affiliates Gardnerville, NV	3	2,127
64	RE/MAX Elite Brentwood, TN	5	2,125

RANK	COMPANY	OFFICES	2019 SIDES
65	RE/MAX 440 Perkasie, PA	11	2,121
66	RE/MAX Professionals Springfield, IL	1	2,063
67	RE/MAX Heritage Blue Springs, MO	2	2,051
68	RE/MAX 200 Realty Winter Park, FL	3	2,035
68	RE/MAX Whatcom County, Inc. Bellingham, WA	4	2,035
70	RE/MAX The Woodlands & Spring The Woodlands, TX	3	2,033
71	RE/MAX of Grand Rapids Grand Rapids, MI	3	2,029
72	RE/MAX Experts Germantown, TN	3	2,019
73	RE/MAX Aerospace Realty Rockledge, FL	7	2,014
74	RE/MAX Dallas Suburbs Plano, TX	2	1,994
75	RE/MAX Unlimited Real Estate Whitehall, PA	2	1,992
76	RE/MAX 1st Advantage Colonia, NJ	3	1,978
77	RE/MAX At Barnegat Bay Forked River, NJ	4	1,964
78	RE/MAX Commonwealth Richmond, VA	4	1,937
79	RE/MAX Traders Unlimited Peoria, IL	4	1,927
80	RE/MAX Masters Millennium Greenwood Village, CO	1	1,886
81	RE/MAX Gateway Chantilly, VA	4	1,883
82	RE/MAX Properties East Louisville, KY	1	1,855
83	RE/MAX Connection Marlton, NJ	5	1,842
84	RE/MAX of Boulder Inc. Boulder, CO	3	1,836
85	RE/MAX Advantage Nashville, TN	1	1,834

RANK	COMPANY	OFFICES	2019 SIDES
86	RE/MAX Champions Upland, CA	5	1,833
87	RE/MAX Affiliates Florence, KY	4	1,830
88	RE/MAX Palm Realty Port Charlotte, FL	3	1,826
89	RE/MAX Excalibur Scottsdale, AZ	4	1,825
90	RE/MAX Newport Elite Racine, WI	3	1,822
91	RE/MAX Executive Realty Franklin, MA	9	1,751
92	RE/MAX Metro St. Petersburg, FL	4	1,750
93	RE/MAX Lake of the Ozarks Osage Beach, MO	1	1,743
94	RE/MAX Edge Realty Canton, OH	4	1,726
95	RE/MAX Eastside Brokers Inc. Bellevue, WA	2	1,724
96	RE/MAX Signature Houston, TX	5	1,709
97	RE/MAX Preferred North Providence, RI	4	1,685
98	RE/MAX of Santa Clarita Santa Clarita, CA	4	1,666
99	RE/MAX Leading Edge Dearborn Heights, MI	3	1,626
100	RE/MAX Elite Melbourne, FL	5	1,611
101	RE/MAX First Realty East Brunswick, NJ	2	1,601
102	RE/MAX Universal New Caney, TX	4	1,597
103	RE/MAX Elite Little Rock, AR	4	1,596
104	RE/MAX Realty Associates Champaign, IL	3	1,591
105	RE/MAX of Pueblo Inc. Pueblo, CO	2	1,588
106	RE/MAX Choice Properties Hendersonville, TN	5	1,575

RANK	COMPANY	OFFICES	2019 SIDES
107	RE/MAX Unlimited Madison, AL	2	1,570
108	RE/MAX Integrity Spring, TX	2	1,564
109	RE/MAX Centerstone Plainfield, IN	5	1,545
110	RE/MAX Trinity Fort Worth, TX	3	1,520
111	RE/MAX Direct Wellington, FL	3	1,519
112	RE/MAX Leading Edge Gambrills, MD	3	1,513
113	RE/MAX Center Duluth, GA	3	1,510
114	RE/MAX Signature Daytona Beach Shores, FL	5	1,503
115	RE/MAX Around Atlanta Realty Atlanta, GA	4	1,500
116	RE/MAX Top Producers Diamond Bar, CA	4	1,499
117	RE/MAX Beyond 2000 Middleburg Heights, OH	3	1,496
118	RE/MAX Real Estate Allentown, PA	2	1,472
119	RE/MAX Select Albuquerque, NM	5	1,455
120	RE/MAX Legends Spring, TX	1	1,444
121	RE/MAX Professionals Lawton, OK	1	1,437
122	RE/MAX Results Owasso, OK	3	1,435
122	RE/MAX Space Center-Clear Lake Houston, TX	4	1,435
124	RE/MAX Executive Modesto, CA	4	1,431
125	RE/MAX All Pro Bloomington, IL	3	1,413
126	RE/MAX Alliance Dayton, OH	5	1,405
127	RE/MAX Creative Realty Lexington, KY	3	1,378

RANK	COMPANY	OFFICES	2019 SIDES
128	RE/MAX Preferred O'Fallon, IL	2	1,369
129	RE/MAX Sails Baltimore, MD	1	1,343
130	RE/MAX Marketing Specialists Spring Hill, FL	4	1,341
131	RE/MAX Results Frederick, MD	2	1,331
132	RE/MAX Innovations Kansas City, MO	1	1,321
133	RE/MAX 100 Mishawaka, IN	2	1,320
134	RE/MAX Associates Pueblo, CO	1	1,313
135	RE/MAX Traditions Chagrin Falls, OH	6	1,309
136	RE/MAX 1st Advantage Mechanicsburg, PA	1	1,306
136	RE/MAX Concepts Lincoln, NE	2	1,306
138	RE/MAX Checkmate Inc. Realtors Johnson City, TN	1	1,305
139	RE/MAX Achievers Hagerstown, MD	2	1,300
140	RE/MAX Rising Bloomington, IL	1	1,295
141	RE/MAX Synergy Orland Park, IL	3	1,273
142	RE/MAX Ultimate Professionals Shorewood, IL	3	1,262
143	RE/MAX Pinnacle Lancaster, PA	5	1,261
143	RE/MAX Top Realty Houston, TX	3	1,261
145	RE/MAX Advance Realty South Miami, FL	2	1,247
146	RE/MAX Specialists Jacksonville, FL	3	1,243
147	RE/MAX All-Pro Lancaster, CA	2	1,240
148	RE/MAX Associates Newark, DE	4	1,238

RANK	COMPANY	OFFICES	2019 SIDES
149	RE/MAX Mi Casa Chicago, IL	2	1,230
150	RE/MAX First Jeffersonville, IN	2	1,228
151	RE/MAX Bayshore Traverse City, MI	5	1,221
152	RE/MAX Executive Group Inc. Elizabethtown, KY	5	1,219
153	RE/MAX of Orange Beach Orange Beach, AL	2	1,215
154	RE/MAX Realty One Inverness, FL	4	1,213
155	RE/MAX Best Choice Farmington, MO	4	1,208
156	RE/MAX Realty Services Bethesda, MD	5	1,196
157	RE/MAX Showcase Gurnee, IL	3	1,188
158	RE/MAX Advantage Colorado Springs, CO	1	1,187
159	RE/MAX North - San Antonio V San Antonio, TX	2	1,177
160	RE/MAX Suburban Sterling Heights, MI	1	1,176
161	RE/MAX Essential Wilmington, NC	2	1,174
162	RE/MAX Centre Realty State College, PA	1	1,169
163	RE/MAX Professionals Reno, NV	3	1,150
164	RE/MAX Peninsula Newport News, VA	3	1,149
165	RE/MAX of Paradise Paradise, CA	2	1,148
166	RE/MAX First Choice Onalaska, WI	3	1,147
167	RE/MAX Real Estate Partners Hattiesburg, MS	1	1,143
168	RE/MAX Elite Realty Group Jacksonville, NC	1	1,135
168	RE/MAX Trend Cape Coral, FL	2	1,135

RANK	COMPANY	OFFICES	2019 SIDES
170	RE/MAX Eastern Inc. Philadelphia, PA	2	1,133
170	RE/MAX Tru Buford, GA	1	1,133
172	RE/MAX Realty Unlimited Brandon, FL	3	1,117
173	RE/MAX Executive Millersville, MD	3	1,116
174	RE/MAX Lakeshore Holland, MI	4	1,113
175	RE/MAX Advantage Realty Trinity, FL	2	1,109
176	RE/MAX Realty Specialists Charlottesville, VA	5	1,108
177	RE/MAX Associates Northeast Kingwood, TX	1	1,107
178	RE/MAX Central Manalapan, NJ	1	1,102
179	RE/MAX Gold St. Louis, MO	7	1,098
180	RE/MAX Champions Trinity, FL	2	1,096
181	RE/MAX Properties Ltd. Newtown, PA	1	1,095
182	RE/MAX of Naperville Naperville, IL	2	1,094
183	RE/MAX Real Estate Groups Muncie, IN	1	1,082
184	RE/MAX Haven Realty Cleveland, OH	5	1,081
185	RE/MAX Action First Clearwater, FL	3	1,079
186	RE/MAX Big Bear Big Bear Lake, CA	4	1,074
186	RE/MAX Solutions Merritt Island, FL	3	1,074
186	RE/MAX Tyler Tyler, TX	4	1,074
189	RE/MAX of Cherry Creek Inc. Denver, CO	1	1,065
190	RE/MAX Real Estate Ltd. Brick, NJ	3	1,063

RANK	COMPANY	OFFICES	2019 SIDES
191	RE/MAX Patriots York, PA	2	1,062
192	RE/MAX Lubbock Lubbock, TX	1	1,053
193	RE/MAX Real Estate Services Shreveport, LA	2	1,048
194	RE/MAX Accent Richmond Hill, GA	3	1,046
195	RE/MAX Advantage Central Birmingham, AL	3	1,045
196	RE/MAX Realty One Kokomo, IN	1	1,042
197	RE/MAX One Pickerington, OH	1	1,039
198	RE/MAX Professionals Gainesville, FL	2	1,037
198	RE/MAX Realty Group Fort Myers, FL	3	1,037
200	RE/MAX Team 2000 Dearborn, MI	1	1,033
201	RE/MAX Abilene Abilene, TX	2	1,030
201	RE/MAX Alliance Virginia Beach, VA	3	1,030
203	RE/MAX Executives Fairfax, VA	5	1,018
204	RE/MAX Associates Louisville, KY	1	1,017
204	RE/MAX Real Estate Results Bentonville, AR	2	1,017
206	RE/MAX Associates of Arlington Arlington, TX	2	1,013
206	RE/MAX Real Estate Ten Inc. Morristown, TN	4	1,013
208	RE/MAX Realty Plus Sebring, FL	1	1,009
209	RE/MAX Country Real Estate Pocatello, ID	1	994
209	RE/MAX Integrity Issaquah, WA	4	994
211	RE/MAX Legends Group Indianapolis, IN	1	992

RANK	COMPANY	OFFICES	2019 SIDES
212	RE/MAX Masters Realty Covina, CA	4	986
212	RE/MAX of Stuart Stuart, FL	3	986
212	RE/MAX Real Estate Center Foxboro, MA	4	986
215	RE/MAX Unlimited Kennesaw, GA	1	984
216	RE/MAX Prestige Properties Kingman, AZ	1	977
217	RE/MAX Acclaimed Properties Bloomington, IN	1	976
217	RE/MAX Northwest, Realtors Spring, TX	2	976
219	RE/MAX Horizons Inc. Dover, DE	1	971
220	RE/MAX Associates San Antonio, TX	1	969
220	RE/MAX Experience Wilton Manors, FL	2	969
222	RE/MAX Advanced Realty Indianapolis, IN	4	966
223	RE/MAX Centre Realtors Jamison, PA	1	963
223	RE/MAX Unlimited Ponte Vedra Beach, FL	3	963
225	RE/MAX Land & Homes Victoria, TX	5	962
226	RE/MAX Advantage Plus Boca Raton, FL	7	961
227	RE/MAX Choice Bloomington, IL	2	958
227	RE/MAX Realty Centre Olney, MD	2	958
229	RE/MAX Preferred Properties, Inc. Knoxville, TN	6	955
230	RE/MAX Town Center Germantown, MD	3	947
231	RE/MAX Legends Buford, GA	3	942
232	RE/MAX Crown Realty Vero Beach, FL	3	941

RANK	COMPANY	OFFICES	2019 SIDES
233	RE/MAX Connection Gahanna, OH	2	940
234	RE/MAX One Realty Raleigh, NC	1	935
235	RE/MAX Bakken Realty Williston, ND	3	930
236	RE/MAX Perrett Associates Battle Creek, MI	2	926
237	RE/MAX Momentum Brighton, CO	4	925
238	RE/MAX Affiliates Westerville, OH	2	922
238	RE/MAX Masterpiece Realty Port St. Lucie, FL	1	922
240	RE/MAX Real Estate Associates Terre Haute, IN	1	918
241	RE/MAX Elite Mission, TX	3	916
242	RE/MAX Southland Realty II Garner, NC	1	914
243	RE/MAX House of Brokers Springfield, MO	1	908
244	RE/MAX Advantage Redlands, CA	4	907
244	RE/MAX Real Pros Corona, CA	3	907
246	RE/MAX Main Line Paoli, PA	4	903
247	RE/MAX Paradise Orange Beach, AL	1	902
248	RE/MAX Excel Schofield, WI	1	899
249	RE/MAX Affiliates Eau Claire, WI	3	898
250	RE/MAX Action Lisle, IL	1	897
250	RE/MAX Revolution Evansville, IN	2	897
252	RE/MAX Real Estate Professionals Columbus, IN	1	892
253	RE/MAX Premier Properties Louisville, KY	1	890

RANK	COMPANY	OFFICES	2019 SIDES
253	RE/MAX River Cities Bettendorf, IA	1	890
255	RE/MAX 8 Blacksburg, VA	4	889
256	RE/MAX Professionals East Greenwich, RI	1	884
257	RE/MAX College Park Realty Los Alamitos, CA	6	882
257	RE/MAX Town & Country Allen, TX	1	882
259	RE/MAX Grand Katy, TX	2	881
260	RE/MAX Advantage Searcy, AR	1	879
260	RE/MAX Realty Consultants Greensboro, NC	2	879
262	RE/MAX Achievers Lewis Center, OH	2	878
262	RE/MAX Home Group Waterloo, IA	3	878
264	RE/MAX Premier Choice Worthington, OH	4	877
265	RE/MAX Elite Everett, WA	5	868
266	RE/MAX Vision Chesterfield, MO	1	866
267	RE/MAX 5 Star Realty Pasadena, TX	1	865
268	RE/MAX Quality Service Inc. Hanover, PA	1	864
269	RE/MAX Professionals Florence, SC	1	863
270	RE/MAX River Cities New Braunfels, TX	3	858
270	RE/MAX Tri County Hamilton Square, NJ	1	858
272	RE/MAX Property Source / Hub City / Professional Advantage Rockford, IL	5	851
272	RE/MAX Real Estate Center Ames, IA	3	851
274	RE/MAX First Baton Rouge, LA	1	848

RANK	COMPANY	OFFICES	2019 SIDES
275	RE/MAX Classic Realty Las Cruces, NM	1	842
276	RE/MAX One Realty Mt Laurel, NJ	3	840
277	RE/MAX Elite, REALTORS Lee's Summit, MO	1	839
278	RE/MAX Properties Chattanooga, TN	1	833
279	RE/MAX True Advantage Evans, GA	1	828
280	RE/MAX Elite Group Sturgis, MI	2	826
281	RE/MAX First Fort Lauderdale, FL	3	824
281	RE/MAX Professionals Select Naperville, IL	1	824
283	RE/MAX Realty Professionals Greenville, SC	3	822
284	RE/MAX Defined Rochester, MI	4	820
285	RE/MAX 1st Realty Marquette, MI	1	819
286	RE/MAX State Line Leawood, KS	1	816
287	RE/MAX Real Estate Group Erie, PA	3	814
288	RE/MAX Premier Fairfax, VA	4	809
289	RE/MAX Property Pros Eagle River, WI	4	801
290	RE/MAX Dynamic - The Duncan Duo Team Tampa, FL	1	800
291	RE/MAX United Greenville, MI	3	795
292	RE/MAX All Stars Daleville, VA	1	793
292	RE/MAX Elite Realty Lexington, KY	4	793
292	RE/MAX Innovative Properties Nashua, NH	6	793
295	RE/MAX Freedom Oak Hills, CA	3	791

RANK	COMPANY	OFFICES	2019 SIDES
296	RE/MAX Northwest Inc. Westminster, CO	1	788
297	RE/MAX Shoreline Portland, ME	3	787
298	RE/MAX Action Realty Maple Glen, PA	1	784
299	RE/MAX Plaza Mchenry, IL	5	783
300	RE/MAX Results Kansas City, MO	1	781
301	RE/MAX Legacy Realty Fargo, ND	1	775
301	RE/MAX Revealty Columbus, OH	3	775
303	RE/MAX Preferred Properties Kernersville, NC	2	771
304	RE/MAX City Chicago, IL	1	768
305	RE/MAX Central Roselle, IL	1	765
306	RE/MAX Benchmark Realty Group New Windsor, NY	3	763
307	RE/MAX Sauk Valley Sterling, IL	1	761
308	RE/MAX Mid-Michigan Jackson, MI	2	760
309	RE/MAX Real Estate Connections Manassas, VA	6	758
310	RE/MAX Realty Associates Camp Hill, PA	1	757
311	RE/MAX Vintage Houston, TX	1	755
312	RE/MAX Solutions Chandler, AZ	1	754
313	RE/MAX Lakeside Milwaukee, WI	2	751
314	RE/MAX Professional Associates Sturbridge, MA	5	750
315	RE/MAX Parkside Real Estate Paso Robles, CA	1	748
315	RE/MAX Properties Western Springs, IL	1	748

RANK	COMPANY	OFFICES	2019 SIDES
317	RE/MAX Lakes Area Realty Nisswa, MN	5	747
318	RE/MAX Time Rancho Cucamonga, CA	1	745
319	RE/MAX Infinity Pace, FL	1	740
319	RE/MAX Results Rapid City, SD	1	740
321	RE/MAX Realty Suburban Shawnee Mission, KS	1	738
322	RE/MAX Bell Park Realty Killingly, CT	2	736
323	RE/MAX Platinum Decatur, AL	2	731
324	RE/MAX Professional Realty Group Owensboro, KY	2	727
325	RE/MAX Legacy Realty Oxford, MS	2	726
325	RE/MAX The Group Casper, WY	1	726
327	RE/MAX Four Corners McKinney, TX	1	723
328	RE/MAX Mountain Properties Murphy, NC	1	718
328	RE/MAX Select One Huntington Beach, CA	5	718
330	RE/MAX Parkcreek Coconut Creek, FL	1	717
330	RE/MAX Select Flint, MI	1	717
332	RE/MAX Purpose Driven Lexington, SC	1	715
333	RE/MAX Results Bay City, MI	1	713
334	RE/MAX Partners Berwyn, IL	1	712
335	RE/MAX New Image Saginaw, MI	1	710
336	RE/MAX Desert Showcase Peoria, AZ	3	706
337	RE/MAX Metro Atlanta Cityside Atlanta, GA	2	705

RANK	COMPANY	OFFICES	2019 SIDES
338	RE/MAX Metropolitan Shelby Township, MI	1	699
339	RE/MAX Advantage Lewisville, TX	3	698
340	RE/MAX Cornerstone Yorba Linda, CA	3	697
341	RE/MAX Complete Goldsboro, NC	2	695
341	RE/MAX Preferred, Realtors San Antonio, TX	3	695
341	RE/MAX Professional Baton Rouge, LA	1	695
344	RE/MAX Central Realty Asheboro, NC	1	694
345	RE/MAX Capital Realty Lutz, FL	2	693
346	RE/MAX First Realty St. George, UT	1	692
346	RE/MAX Synergy Forest Lake, MN	6	692
348	RE/MAX Synergy Bedford, NH	1	687
349	RE/MAX Trinity Brecksville, OH	2	685
350	RE/MAX of Gulf Shores Gulf Shores, AL	2	683
351	RE/MAX West Muskegon, MI	2	681
352	RE/MAX Advantage Rapid City, SD	1	680
353	RE/MAX Real Estate Leaders Middletown, NJ	2	676
354	RE/MAX Access Philadelphia, PA	1	675
355	RE/MAX Island Realty Hilton Head Island, SC	3	674
356	RE/MAX Destiny Elk Grove, IL	1	673
356	RE/MAX of Greensboro Greensboro, NC	2	673
356	RE/MAX Pinnacle Group Realtors Arlington, TX	1	673

RANK	COMPANY	OFFICES	2019 SIDES
356	RE/MAX Platinum Realty Sarasota, FL	6	673
360	RE/MAX Results Concord Township, OH	1	672
360	RE/MAX Town & Country Redding, CA	1	672
362	RE/MAX Savannah Savannah, GA	2	669
363	RE/MAX Affiliates Philadelphia, PA	3	668
363	RE/MAX of Hot Springs Village Hot Springs Village, AR	1	668
363	RE/MAX Real Estate Partners Metairie, LA	2	668
366	RE/MAX Realty Agency Chambersburg, PA	2	667
367	RE/MAX House Values Mount Arlington, NJ	3	665
367	RE/MAX United Real Estate Upper Marlboro, MD	1	665
369	RE/MAX Advantage Realty Dubuque, IA	1	662
369	RE/MAX Moves Simpsonville, SC	3	662
369	RE/MAX Spectrum Pembroke, MA	6	662
372	RE/MAX Partners Andover, MA	5	660
373	RE/MAX Real Estate Executives Bowling Green, KY	2	656
374	RE/MAX Signature Properties Mascoutah, IL	2	654
374	RE/MAX Town & Country West Chester, PA	1	654
376	RE/MAX Components Timonium, MD	4	653
376	RE/MAX Sunset Realty Bayonet Point, FL	2	653
378	RE/MAX Achievers Collegeville, PA	2	651
379	RE/MAX Harbor Realty Punta Gorda, FL	1	650

RANK	COMPANY	OFFICES	2019 SIDES
380	RE/MAX Alliance Mandeville, LA	1	648
381	RE/MAX Key Properties Bend, OR	4	647
382	RE/MAX Horizon Elgin, IL	1	644
382	RE/MAX Partners Mobile, AL	1	644
382	RE/MAX Town Center Columbus, OH	2	644
385	RE/MAX Platinum Properties Margate City, NJ	5	641
386	RE/MAX Encore Clarkston, MI	2	640
387	RE/MAX Pioneers Cypress, TX	1	639
388	RE/MAX Universal Realty Diamond Bar, CA	1	638
389	RE/MAX Realty One York, ME	5	637
389	RE/MAX Southwest Sugar Land, TX	1	637
391	RE/MAX Advisors Coral Springs, FL	2	633
392	RE/MAX Full Spectrum Healdsburg, CA	3	632
393	RE/MAX Realty Group Greenfield, IN	2	630
394	RE/MAX Competitive Edge Bernardsville, NJ	2	627
394	RE/MAX Realty Professionals Mobile, AL	1	627
396	RE/MAX Results Hendersonville, NC	5	625
397	RE/MAX Hometown Choice Lakeville, NY	4	624
398	RE/MAX At the Shore Ocean City, NJ	4	623
398	RE/MAX Revolution Gladstone, MO	1	623
400	RE/MAX Fine Homes Brentwood, TN	2	622

RANK	COMPANY	OFFICES	2019 SIDES
401	RE/MAX Services Boca Raton, FL	2	619
402	RE/MAX Diamond, Realtors Kendall Park, NJ	2	618
403	RE/MAX Assured Maitland, FL	1	617
404	RE/MAX Advantage Realty Antioch, IL	1	615
405	RE/MAX New Beginnings Realty Toms River, NJ	2	614
406	RE/MAX Roots Berryville, VA	2	613
407	RE/MAX Advantage Henderson, NV	2	610
408	RE/MAX Five Star Realty Laughlin, NV	4	609
409	RE/MAX Alliance Huntsville, AL	1	607
409	RE/MAX Premier Realty Irvine, CA	4	607
411	RE/MAX Valley Real Estate Youngstown, OH	2	606
412	RE/MAX 2000 Philadelphia, PA	1	604
412	RE/MAX Elite Brooklyn, NY	4	604
414	RE/MAX Elite Realty Franklin, NC	1	602
415	RE/MAX Central Las Vegas, NV	1	601
415	RE/MAX Northern Edge Realty Berlin, NH	4	601
417	RE/MAX Results Realty Group Altoona, PA	2	600
418	RE/MAX N.O. Properties New Orleans, LA	1	599
419	RE/MAX Cinco Ranch Katy, TX	1	598
419	RE/MAX Preferred Realtors Newtown Square, PA	2	598
419	RE/MAX Premier Wichita, KS	1	598

RANK	COMPANY	OFFICES	2019 SIDES
422	RE/MAX Properties of The Summit Frisco, CO	2	597
423	RE/MAX ACR Elite Group Tampa, FL	2	596
423	RE/MAX Pure Marietta, GA	1	596
425	RE/MAX 1st Service Orland Park, IL	1	593
425	RE/MAX Destination Vernon, CT	3	593
427	RE/MAX Distinguished Homes & Properties Tuckahoe, NY	1	592
427	RE/MAX Landmark Terrell, TX	3	592
427	RE/MAX of Spokane Spokane Valley, WA	1	592
430	RE/MAX Capitol Properties Cheyenne, WY	1	590
431	RE/MAX Metro Plus Columbus, OH	1	589
432	RE/MAX Dream Properties Northville, MI	3	588
433	RE/MAX Above & Beyond Milton, DE	1	587
433	RE/MAX Executives Eagle, ID	2	587
433	RE/MAX First Choice Baltimore, MD	2	587
436	RE/MAX Professionals Bolingbrook, IL	1	586
437	RE/MAX Platinum North Brunswick, NJ	2	584
438	RE/MAX Consultants Palm Desert, CA	4	582
439	RE/MAX Alliance Group Gilbert, AZ	1	581
440	RE/MAX Edge Davison, MI	2	577
441	RE/MAX Excels Geneva, IL	1	576
442	RE/MAX Golden Empire Bakersfield, CA	1	575

RANK	COMPANY	OFFICES	2019 SIDES
443	RE/MAX Premier Realty Prairie Village, KS	1	574
444	RE/MAX of Albany Albany, GA	1	573
445	RE/MAX Westside, Realtors Houston, TX	1	572
446	RE/MAX Riverside Topsham, ME	2	571
447	RE/MAX Realty Source Jackson, TN	1	569
448	RE/MAX Alliance Branford, CT	2	568
448	RE/MAX Ocean Properties Juno Beach, FL	4	568
448	RE/MAX Preferred Baltimore, MD	1	568
451	RE/MAX New Trend Farmington Hills, MI	1	567
451	RE/MAX Real Estate Associates Houston, TX	2	567
453	RE/MAX Distinctive Real Estate McLean, VA	3	566
453	RE/MAX Unlimited Harrison, AR	2	566
455	RE/MAX Capital City Cedar Park, TX	2	565
456	RE/MAX Vantage Fairhaven, MA	2	564
457	RE/MAX 1st Choice Palm Beach Gardens, FL	2	563
457	RE/MAX Quality Realty Sandusky, OH	2	563
459	RE/MAX Premier Chicago, IL	2	562
460	RE/MAX Community Williamstown, NJ	1	559
461	RE/MAX Destiny Cambridge, MA	2	558
461	RE/MAX Realty Professionals Bloomington, IN	1	558
463	RE/MAX 100 Inc. Lakewood, CO	1	557

RANK	COMPANY	OFFICES	2019 SIDES
464	RE/MAX Leaders Centennial, CO	1	556
465	RE/MAX 1st Choice Cranston, RI	1	555
466	RE/MAX Advanced Temple City, CA	2	554
466	RE/MAX Professionals Cottage Grove, MN	4	554
466	RE/MAX Real Estate Group Martinsburg, WV	3	554
469	RE/MAX Visalia Visalia, CA	2	553
470	RE/MAX Elite Services North Bethesda, MD	1	552
471	RE/MAX of Midland Midland, MI	1	551
472	RE/MAX Hometown Moorestown, NJ	1	549
472	RE/MAX Professional Realty Exton, PA	1	549
474	RE/MAX Central Coventry, RI	1	548
475	RE/MAX Central Group Toledo, OH	1	547
476	RE/MAX Grande Grand Blanc, MI	1	545
477	RE/MAX Revolution Wall, NJ	1	542
477	RE/MAX River's Edge Barrington, RI	3	542
479	RE/MAX Preferred Fort Lauderdale, FL	2	538
479	RE/MAX Signature Realty Lillington, NC	2	538
481	RE/MAX Consultant Group New Albany, OH	3	537
481	RE/MAX Top Performers Lake Bluff, IL	1	537
483	RE/MAX Reliance Souderton, PA	1	536
484	RE/MAX Realty Associates Munster, IN	1	535

RANK	COMPANY	OFFICES	2019 SIDES
484	RE/MAX Tri-State Muscle Shoals, AL	1	535
486	RE/MAX Results Lagrange Lagrange, GA	1	534
487	RE/MAX On Point Arlington, TN	1	533
487	RE/MAX Point Realty Wilmington, DE	1	533
489	RE/MAX Prime Properties Winter Garden, FL	1	530
489	RE/MAX Territory Yuma, AZ	3	530
491	RE/MAX Premiere Group Tuscaloosa, AL	1	529
492	RE/MAX Heritage Fond Du Lac, WI	4	528
493	RE/MAX Preferred Oklahoma City, OK	1	527
494	RE/MAX Tri-Star Montgomery, AL	1	526
495	RE/MAX Premier Group Longview, WA	1	525
496	RE/MAX Edge Weldon Spring, MO	2	524
496	RE/MAX Preferred Texarkana, TX	1	524
496	RE/MAX Properties Prattville, AL	2	524
499	RE/MAX of Gettysburg Gettysburg, PA	1	523
500	RE/MAX Real Estate Solutions Anderson, IN	2	522
500	RE/MAX Stars Mount Vernon, OH	1	522
502	RE/MAX 5 Star Realty Hollywood, FL	2	521
502	RE/MAX Central Cadillac, MI	2	521
502	RE/MAX Prestige Realty Royal Palm Beach, FL	6	521
502	RE/MAX Real Estate Services Laredo, TX	2	521

RANK	COMPANY	OFFICES	2019 SIDES
502	RE/MAX Team Realtors Johnstown, PA	1	521
507	RE/MAX Heritage Properties Flanders, NJ	2	518
507	RE/MAX Terrasol Huntington Beach, CA	4	518
509	RE/MAX Reinvented Evans, GA	1	516
510	RE/MAX Heritage Murrysville, PA	1	515
510	RE/MAX North Professionals Colchester, VT	4	515
512	RE/MAX United Associates Cincinnati, OH	2	513
513	RE/MAX Professionals Inc. Sioux Falls, SD	1	512
514	RE/MAX Trends Realty Uniontown, OH	2	508
515	RE/MAX Advantage Portage, MI	1	507
515	RE/MAX Flagship Providence, RI	2	507
515	RE/MAX Results South Jordan, UT	1	507
518	RE/MAX Lakefront Realty Inc. Moneta, VA	1	505
519	RE/MAX Dynamic Agents Mankato, MN	2	504
519	RE/MAX Premier Warren, NJ	1	504
521	RE/MAX Acadiana Lafayette, LA	1	502
522	RE/MAX Town Centre Orlando, FL	2	501
523	RE/MAX Elite Huntingdon Valley, PA	1	500
523	RE/MAX Excellence Realty Silver Spring, MD	1	500

Sotheby's

INTERNATIONAL REALTY

MAKES UP

2.5%

OF THE

THE
REALTRENDS
FIVE HUNDRED



85,624

TRANSACTION
SIDES

TOP SOTHEBY'S AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	LIV/Sierra/Summit Sotheby's International Realty Denver, CO	36	9,582
2	Premier Sotheby's International Realty Naples, FL	40	6,790

Budge Huskey, CEO

Premier Sotheby's International Realty
Naples, Florida



LESSONED LEARNED: Most of the lessons are painful, yet, they're great learning experiences. The first one may sound overly simplistic, but I believe it's the most important—people, not stuff. Over decades in this business, I realized that so much of the energy and resources invested in strategy and programs and tools are merely an attempt to compensate for not having the right people in the first place. If you have the right people and leadership at all levels of the organization, it's amazing how good things happen organically without being forced or micromanaged. I realized that excessive accountability is a statement of lack of confidence or trust in the people around you.

CULTURE: Culture is your greatest competitive advantage. The real value of any company or brand, for that matter, is the consistency of the consumer experience and levels of service. I've found that it's only possible by creating a culture of high expectations and having very clear and very high standards. The day I can't run an organization of quality where people are proud to be associated is the day I decide to retire from real estate.

RANK	COMPANY	OFFICES	2019 SIDES
3	Russ Lyon Sotheby's International Realty Scottsdale, AZ	13	5,722
4	William Pitt / Julia B. Fee Sotheby's International Realty Stamford, CT	28	5,612
5	Pacific Sotheby's International Realty San Diego, CA	35	5,471
6	Atlanta Fine Homes Sotheby's International Realty Atlanta, GA	4	4,354
7	Golden Gate Sotheby's International Realty Mill Valley, CA	27	4,139
8	Daniel Gale Sotheby's International Realty Cold Spring Harbor, NY	26	3,607
9	TTR Sotheby's International Realty Washington, DC	10	3,594
10	Kuper Sotheby's International Realty San Antonio, TX	11	3,450
11	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty Edina, MN	26	3,238
12	ONE Sotheby's International Realty Coral Gables, FL	19	3,124
13	Briggs Freeman Sotheby's International Realty Dallas, TX	8	2,874
14	Cascade Sotheby's International Realty Bend, OR	14	2,863
15	Jameson Sotheby's International Realty Chicago, IL	6	2,792
16	Prominent Properties Sotheby's International Realty Tenafly, NJ	15	2,694
17	Gibson Sotheby's International Realty Boston, MA	22	2,658
18	Four Seasons Sotheby's International Realty South Burlington, VT	18	2,133
19	Realogics Sotheby's International Realty Seattle, WA	10	1,634
20	Signature Sotheby's International Realty Birmingham, MI	4	1,276
21	Retter & Company Sotheby's International Realty Kennewick, WA	1	1,195
22	Zeitlin Sotheby's International Realty Nashville, TN	3	1,122
23	Scenic Sotheby's International Realty Santa Rosa Beach, FL	3	1,113
24	Vista Sotheby's International Realty Manhattan Beach, CA	8	1,047
25	Group One Sotheby's International Realty Boise, ID	2	986
26	Callaway Henderson Sotheby's International Realty Princeton, NJ	4	975
27	Heritage House Sotheby's International Realty Holmdel, NJ	5	967
28	Atlantic Sotheby's International Realty Virginia Beach, VA	3	844
28	Mott & Chace Sotheby's International Realty Charlestown, RI	6	844
30	Steamboat Sotheby's International Realty Steamboat Springs, CO	3	834
31	Legacy Properties Sotheby's International Realty Portland, ME	5	828
32	Aspen Snowmass Sotheby's International Realty Aspen, CO	12	823
33	Bluegrass Sotheby's International Realty Lexington, KY	1	805
34	Monument Sotheby's International Realty Baltimore, MD	6	800
35	Dielmann Sotheby's International Realty St. Louis, MO	1	796
36	Tomlinson Sotheby's International Realty Coeur d'Alene, ID	2	749
37	Barrett Sotheby's International Realty Concord, MA	7	724
38	Ocean Atlantic Sotheby's International Realty Rehoboth Beach, DE	3	670
39	Encore Sotheby's International Realty Carmel, IN	5	633
40	Hodge & Kittrell Sotheby's International Realty Raleigh, NC	2	624
41	Amanda Howard Sotheby's International Realty Huntsville, AL	1	605
42	Marketplace Sotheby's International Realty Woodinville, WA	3	603
43	Venture Sotheby's International Realty Pleasanton, CA	4	589
44	Nick Sadek Sotheby's International Realty Roseville, CA	2	570
45	Lenihan Sotheby's International Realty Louisville, KY	1	532
46	The Steele Group Sotheby's International Realty Richmond, VA	3	521



TOP

UNITED REAL ESTATE AFFILIATES

RANK	COMPANY	OFFICES	2019 SIDES
1	United Real Estate Dallas, TX	6	4,987
2	United Real Estate Kansas City & Johnson County Kansas City, MO	2	1,263
3	United Real Estate Columbia & Florence Columbia, SC	2	1,190
4	United Real Estate Indianapolis Indianapolis, IN	1	1,189
5	United Real Estate Louisville Louisville, KY	1	1,167
6	United Real Estate Richmond Richmond, VA	4	1,046
7	United Real Estate Solutions & Experts Knoxville, TN	2	945
8	United Real Estate Lexington KY Lexington, KY	1	889
9	United Real Estate North Jersey Fair Lawn, NJ	4	873
10	United Real Estate Premier Fredericksburg, VA	1	618
11	United Real Estate Strive 212 Wyomissing, PA	1	562



**THE MARKET
IS CHANGING!**

IT'S TIME TO
TALK ABOUT
**YOUR
FIRM'S
VALUE!**



REALTRENDS
THE TRUSTED SOURCE

REAL Trends has been the trusted leader in valuation services for over 32 years. Our team has performed over 3,500 valuations for brokerage firms of all sizes across the country.

3,500+
VALUATIONS

760+
MERGERS &
ACQUISITIONS

THE TRUSTED REAL TRENDS VALUATION PROCESS

- Three-year comprehensive financial analysis
- Detailed findings report
- Benchmark reporting
- Four hours of one-on-one consulting

LET'S TALK!

For more information, please call Scott Wright at 303-741-1000
or via email at swright@realtrends.com
www.realtrends.com | 303-741-1000

INDEPENDENT BROKERAGES

MAKE UP
18.3%
OF THE

THE
REALTRENDS
FIVE HUNDRED



634,424
TRANSACTION
SIDES

TOP INDEPENDENTS

RANK	COMPANY	OFFICES	2019 SIDES
1	eXp Realty Bellingham, WA	50	130,627
2	Hanna Holdings / Allen Tate Pittsburgh, PA	272	100,589
3	Compass New York, NY	300	84,732
4	Redfin Seattle, WA	57	53,235
5	West USA Realty, Inc. Phoenix, AZ	21	26,485
6	Crye-Leike Real Estate Services Memphis, TN	98	25,773
7	Douglas Elliman New York, NY	125	23,460
8	William Raveis Real Estate, Mortgage and Insurance Shelton, CT	137	23,160
9	Real Estate One Southfield, MI	46	22,237
10	@properties Chicago, IL	34	21,877
11	Fathom Realty Cary, NC	110	17,866
12	John L. Scott Real Estate Bellevue, WA	35	17,070
13	Baird & Warner Chicago, IL	28	16,555
14	My Home Group Scottsdale, AZ	39	14,773
15	Latter & Blum Companies New Orleans, LA	31	14,316

RANK	COMPANY	OFFICES	2019 SIDES
16	Watson Realty Corp. Jacksonville, FL	49	13,797
17	The Keyes Company/Illustrated Properties Miami, FL	50	13,761
18	Equity Real Estate Sandy, UT	53	13,443
19	JP and Associates REALTORS Frisco, TX	25	12,575
20	HER LLC Gahanna, OH	82	11,674
21	F.C. Tucker Company, Inc. Indianapolis, IN	17	11,162
22	Silvercreek Realty Group Meridian, ID	10	10,800
23	REALHOME Services and Solutions Inc. Atlanta, GA	19	10,607
24	Virtual Properties Realty Duluth, GA	17	10,590
25	Shorewest Realtors Brookfield, WI	25	10,535
26	Sibcy Cline Realtors Cincinnati, OH	21	8,940
27	Samson Properties Chantilly, VA	21	8,759
28	First Team Real Estate Irvine, CA	38	8,648
29	Benchmark Realty LLC Franklin, TN	7	8,607
30	Key Realty Maumee, OH	15	8,569
31	PalmerHouse Properties Atlanta, GA	21	8,502
32	Atlanta Communities Real Estate Brokerage Marietta, GA	6	8,425
33	Realty Austin, LLC Austin, TX	3	8,025
34	Carolina One Real Estate Services North Charleston, SC	14	7,737
35	Tierra Antigua Realty LLC Tucson, AZ	7	7,683
36	Five Star Real Estate Grand Rapids, MI	12	7,529

RANK	COMPANY	OFFICES	2019 SIDES
37	Parks Realty Brentwood, TN	10	6,891
38	Allison James Estates & Homes Carlsbad, CA	14	6,849
39	Carpenter Realtors Indianapolis, IN	33	6,609
40	Florida Homes Realty & Mortgage Jacksonville, FL	15	5,912
41	Comey & Shepherd Cincinnati, OH	5	5,845
41	Lyon Real Estate Sacramento, CA	17	5,845
43	Revelation Real Estate Chandler, AZ	1	5,833
44	Bean Group Portsmouth, NH	33	5,737
45	Cutler Real Estate Canton, OH	24	5,718
46	Cummings & Co. Realtors Baltimore, MD	10	5,633
47	Murney Associates, Realtors Springfield, MO	5	5,614
48	Chinowth & Cohen Realtors Tulsa, OK	12	5,447
49	Michael Saunders & Company Sarasota, FL	21	5,402
50	Rose & Womble Realty Virginia Beach, VA	14	5,397
51	The Russell Realty Co Strongsville, OH	11	5,384
52	Professional Realty Services International Spokane, WA	63	5,249
53	Big Block Realty San Diego, CA	5	5,031
54	Solid Source Real Estate Roswell, GA	6	5,014
55	Ruhl&Ruhl Realtors Davenport, IA	11	4,980
56	Rodeo Realty Beverly Hills, CA	12	4,945
57	Pearson Smith Realty, L. L. C. Ashburn, VA	5	4,928

RANK	COMPANY	OFFICES	2019 SIDES
58	Pinnacle Estate Properties, Inc. Malibu, CA	14	4,858
59	The Danberry Co., Realtors Toledo, OH	7	4,851
60	Greenridge Realty, Inc. Grand Rapids, MI	23	4,781
61	NP Dodge Real Estate Sales, Inc. Omaha, NE	9	4,730
62	Premiere Plus Realty Naples, FL	15	4,514
63	PMZ Real Estate Modesto, CA	15	4,500
64	McColly Real Estate Scherverville, IN	23	4,464
65	Beverly-Hanks & Associates Asheville, NC	8	4,428
66	Your Castle Real Estate Denver, CO	8	4,410
67	Realty Connect USA Hauppauge, NY	16	4,407
68	LoKation® Real Estate Pompano Beach, FL	8	4,315
69	Bennion Deville Homes Rancho Mirage, CA	21	4,285
70	John R. Wood Properties Naples, FL	17	4,231
71	Mark Spain Real Estate Alpharetta, GA	8	4,200
72	Patterson Schwartz Real Estate Hockessin, DE	9	4,149
73	REALM Real Estate Professionals Houston, TX	5	4,138
74	The Group Fort Collins, CO	5	4,093
75	Meybohm Real Estate Augusta, GA	5	4,030
76	Gardner, Realtors Metairie, LA	23	3,865
77	Kinlin Grover, Page Taft & Randall Realtors Charlestown, RI	30	3,760
78	McGraw Realtors Tulsa, OK	5	3,657

RANK	COMPANY	OFFICES	2019 SIDES
79	Halstead Real Estate New York, NY	32	3,476
80	The Real Estate Group Springfield, IL	2	3,454
81	Hasson Company Lake Oswego, OR	9	3,453
82	Hegg, Realtors Inc. Sioux Falls, SD	7	3,423
83	Intracoastal Realty Corp Wilmington, NC	10	3,291
84	F.C. Tucker Emge Realtors Evansville, IN	7	3,223
85	Cressy & Everett, Inc. South Bend, IN	10	3,146
86	ARC Realty Birmingham, AL	10	3,136
87	Realty Masters & Associates Tustin, CA	14	3,131
88	Jaqua Realtors Portage, MI	8	3,126
89	LAER Realty Partners Chelmsford, MA	35	3,065
90	Realty Group, Inc. Minneapolis, MN	5	3,050
91	Mel Foster Co. Davenport, IA	8	2,911
92	Locations Honolulu, HI	6	2,860
93	Miramar International - Bakersfield Bakersfield, CA	8	2,807
94	Downing-Frye Realty, Inc. Naples, FL	4	2,805
95	The Signature Real Estate Companies Boca Raton, FL	19	2,742
96	Windermere Homes & Estates San Diego, CA	13	2,735
97	8z Real Estate Boulder, CO	14	2,670
98	J.P. Weigand & Sons, Inc. Wichita, KS	7	2,656
98	Skogman Realty Cedar Rapids, IA	5	2,656

RANK	COMPANY	OFFICES	2019 SIDES
100	Smith & Associates Real Estate Tampa, FL	6	2,640
101	London Properties Ltd. Fresno, CA	10	2,583
102	Dickson Realty Reno, NV	10	2,496
103	McEneaney Associates, Inc. Alexandria, VA	10	2,490
104	Chase International Real Estate Reno, NV	10	2,484
104	Coach Real Estate Associates, Inc. Northport, NY	19	2,484
106	Old Colony, REALTORS Charleston, WV	8	2,471
107	Stark Company Realtors Madison, WI	6	2,469
108	Brown Harris Stevens New York, NY	20	2,461
109	Intero Real Estate Services - So Cal Rancho Cucamonga, CA	8	2,410
110	Sereno Group Los Gatos, CA	7	2,408
111	Vanguard Properties San Francisco, CA	16	2,355
112	john greene Realtor Naperville, IL	3	2,321
113	d'aprile properties Chicago, IL	14	2,308
114	Jack Conway & Company, Inc. Norwell, MA	30	2,280
115	iPro Realty Network St. George, UT	6	2,270
116	John L. Scott Medford and Ashland Medford, OR	2	2,269
117	Ultima Real Estate Dallas, TX	2	2,262
118	Star One Realtors Fairfield, OH	9	2,200
119	Mike Thomas Associates Fort Wayne, IN	4	2,170
120	Dale Sorensen Real Estate, Inc. Vero Beach, FL	8	2,167

RANK	COMPANY	OFFICES	2019 SIDES
121	Real Broker New York, NY	1	2,108
122	Realty of Maine Bangor, ME	9	2,096
123	USREALTY.com, LLP Womelsdorf, PA	1	2,092
124	DLP Realty Bethlehem, PA	2	2,089
125	Coco, Early & Associates Inc. Methuen, MA	13	2,077
126	Charter One Realty Hilton Head Island, SC	11	2,045
127	Helen Adams Realty Charlotte, NC	4	2,036
128	Residential Properties Ltd. Providence, RI	6	1,999
129	Dickerson & Nieman Realtors Rockford, IL	5	1,994
130	Washington Fine Properties Washington, DC	10	1,897
131	Elite Pacific Properties, LLC Honolulu, HI	12	1,894
132	Slifer Smith & Frampton Real Estate Avon, CO	27	1,870
133	Blanchard & Calhoun Real Estate Co. Augusta, GA	4	1,835
134	Realty Concepts, Ltd. Fresno, CA	3	1,834
135	Madison & Company Properties, LLC Greenwood Village, CO	6	1,828
136	Red Rock Real Estate Saint George, UT	1	1,824
137	Lamacchia Realty, Inc. Waltham, MA	7	1,821
138	The Norton Agency Gainesville, GA	4	1,752
139	Signature Realty Associates Valrico, FL	1	1,746
140	North Eastern Group Realty Fort Wayne, IN	4	1,697
141	Bellator Real Estate & Development Spanish Fort, AL	6	1,690

RANK	COMPANY	OFFICES	2019 SIDES
142	PorchLight Real Estate Group Denver, CO	4	1,679
143	North&Co. Phoenix, AZ	3	1,652
144	Hawaii Life Hanalei, HI	18	1,646
145	The Platinum Group, LLC Colorado Springs, CO	1	1,589
146	Elfant Wissahickon REALTORS Philadelphia, PA	5	1,588
147	Leading Edge Real Estate Winchester, MA	11	1,565
148	Adams, Cameron & Co. Daytona Beach, FL	9	1,557
149	Zephyr Real Estate San Francisco, CA	6	1,548
150	Intero Real Estate Services - East Bay Fremont, CA	5	1,527
151	Diane Turton, Realtors Point Pleasant Beach, NJ	16	1,526
152	Lewith & Freeman Kingston, PA	7	1,523
153	Keefe Real Estate, Inc. Lake Geneva, WI	8	1,513
154	Wardley Real Estate Las Vegas, NV	4	1,493
155	Greenwood King Properties Houston, TX	3	1,485
156	Bellabay Realty LLC Caledonia, MI	7	1,472
157	Platinum Living Realty Scottsdale, AZ	5	1,466

Jay and Michelle Macklin, Co-Founders

Platinum Living Realty
Scottsdale, Arizona



CULTURE: Our culture is something that we're focused on—bringing in the right people who fit our culture. We believe in camaraderie and sharing and caring about others. We've also instituted a Wow program within the company. We want agents to know that even if we don't see them daily, we are paying attention and care about them and what's going on in their lives.

So, we reach out to those who have had something significant happen in their lives to show them we care. Our goal is to have everybody feel that they are part of this culture, whether they're here daily or not. When they walk in the office, they feel welcome. They think that this is a happy place to be. From my own experience as an independent agent for years, I always felt that regardless of where you're at, agents should be welcomed with open arms when they walk in the door.

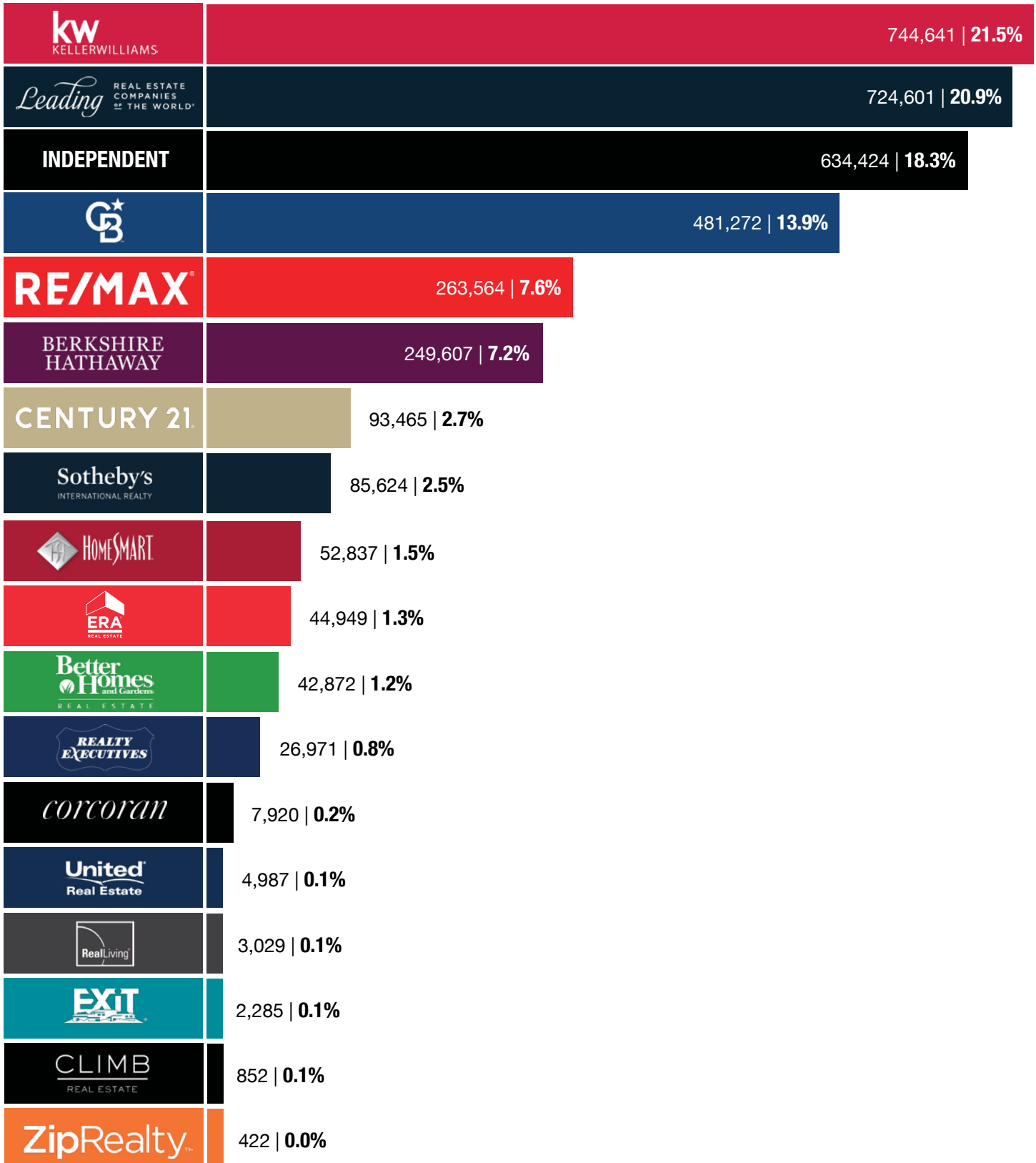
GROWTH: We did acquire a few offices, but most of our growth was organic. We decided that the growth of any good broker is to have productive agents. At one point, Michelle and I both made the conscious decision that I was not going to sell anymore. My sole job is to recruit, develop, coach, and train agents based on systems and technology. Our focus has always been to acquire agents that we felt needed what we offered.

157	Dilbeck Real Estate La Canada, CA	11	1,466
159	Florida Executive Realty Tampa, FL	6	1,441
160	Classic Properties Clarks Summit, PA	4	1,432
161	M. J. Peterson Real Estate, Inc. Amherst, NY	7	1,421
162	Red Oak Realty Oakland, CA	5	1,394
163	Counselor Realty Inc. Arden Hills, MN	7	1,368
164	1st Class Real Estate Virginia Beach, VA	11	1,366
165	PureWest Christie's International Real Estate Kalispell, MT	15	1,362
166	GK Properties Henderson, NV	2	1,343
167	Jack White Real Estate Anchorage, AK	5	1,313
168	McWilliamsBallard Alexandria, VA	3	1,309
169	Kris Lindahl Real Estate Blaine, MN	1	1,304

RANK	COMPANY	OFFICES	2019 SIDES	RANK	COMPANY	OFFICES	2019 SIDES
170	J. Rockcliff Realtors Danville, CA	5	1,281	191	Springer Realty Group Exton, PA	5	904
170	Mark Dimas Properties Cypress, TX	1	1,281	192	Cottingham Chalk Charlotte, NC	1	899
172	Capstone Realty Huntsville, AL	1	1,240	193	Laffey Real Estate Greenvale, NY	13	894
173	Amherst Madison Boise, ID	2	1,184	194	Lake Norman Realty Cornelius, NC	6	859
174	C3 Real Estate Solutions Fort Collins, CO	4	1,168	195	Lohmiller Real Estate Lawrenceburg, IN	4	858
175	Dickens Mitchener Charlotte, NC	2	1,142	196	Robert Paul Properties Osterville, MA	7	841
176	Deasy Penner Podley Pasadena, CA	6	1,134	197	David Lyng Real Estate Santa Cruz, CA	8	820
177	AveryHess, Realtors Dunn Loring, VA	7	1,119	198	Fred Real Estate Group Bend, OR	1	769
178	Portside Real Estate Group Falmouth, ME	4	1,105	199	Village Properties Santa Barbara, CA	3	758
179	Matt Curtis Real Estate, Inc. Madison, AL	2	1,085	200	Arizona Best Real Estate Scottsdale, AZ	5	720
180	Oakridge Real Estate Cedar Falls, IA	1	1,056	201	Lila Delman Real Estate Narragansett, RI	6	675
181	Leonard Ryden Burr Real Estate Winston Salem, NC	1	1,029	202	Live Urban Real Estate, Inc. Denver, CO	2	667
182	Canvas Real Estate Fort Lauderdale, FL	6	1,028	203	The Keri Shull Team Arlington, VA	1	665
183	Strano and Associates Belleville, IL	5	1,026	204	Marx-Bensdorf Realtors Memphis, TN	1	664
184	Bray Real Estate Grand Junction, CO	1	1,023	205	Janet McAfee Inc. St. Louis, MO	1	579
185	Hall & Hunter Realtors Birmingham, MI	1	995	206	McGuire Real Estate San Francisco, CA	5	577
186	Sears Real Estate Greeley, CO	1	994	207	Beyond Realty, Inc. Fargo, ND	1	565
187	The Hardie Group Real Estate Company Kokomo, IN	1	993	208	Next Step Realty Timonium, MD	4	543
188	Diamond Realty and Associates, LLC Bossier City, LA	2	958	209	Alexander Chandler Realty Fort Worth, TX	1	525
189	WK Real Estate Boulder, CO	2	938	210	Bailey Properties Inc. Aptos, CA	3	519
190	Key Realty Rockford, IL	5	915	211	Jones Group Realtors Amherst, MA	3	507
				212	Wentworth Real Estate Group Fenton, MI	1	501

ANALYSIS OF THE 2020 REAL TRENDS 500

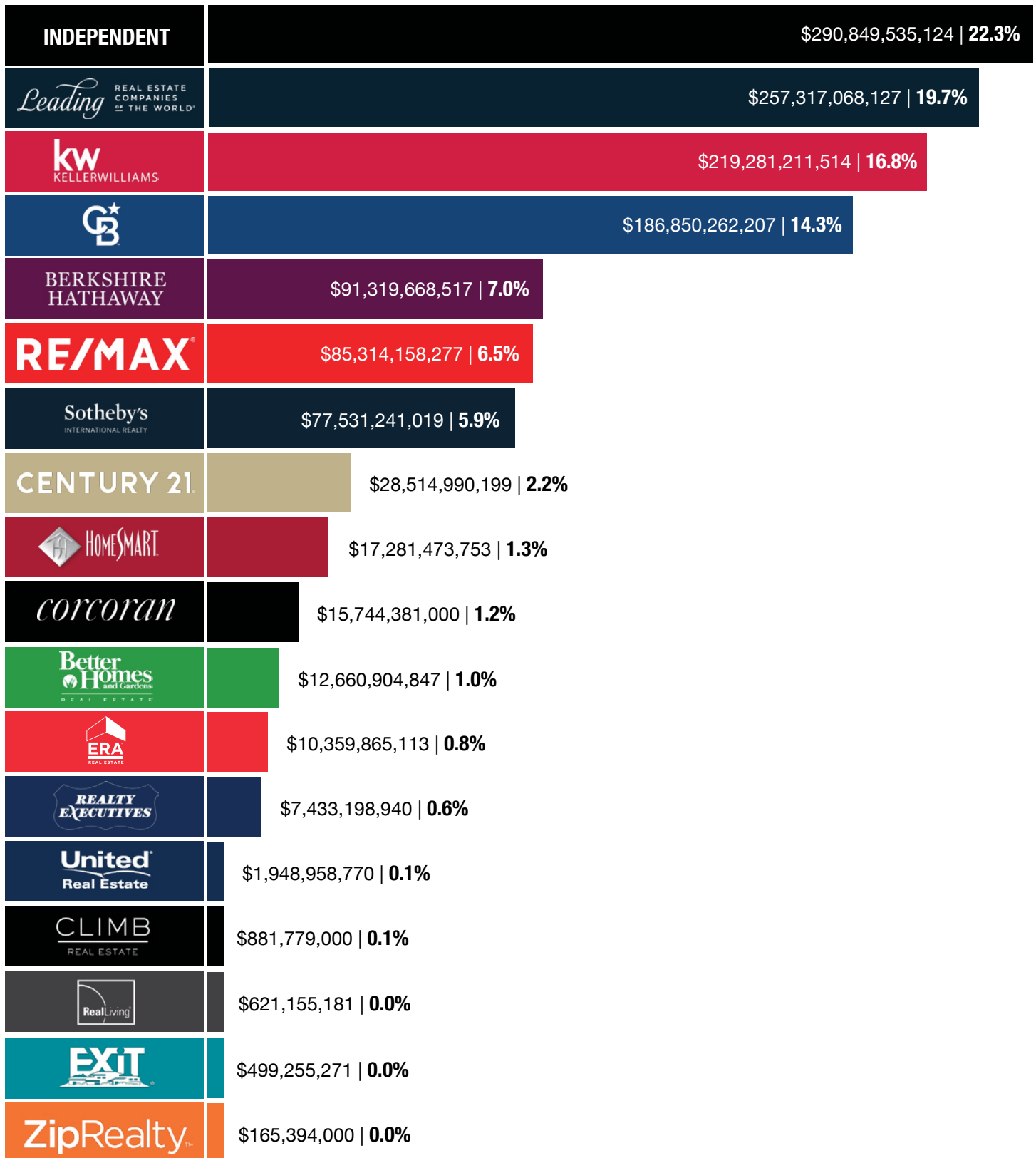
Franchise/Independent Breakdown of the REAL Trends 500 by Sides



*HomeServices and Realogy Brokerage Group have been broken into their component brands or networks

ANALYSIS OF THE 2020 REAL TRENDS 500

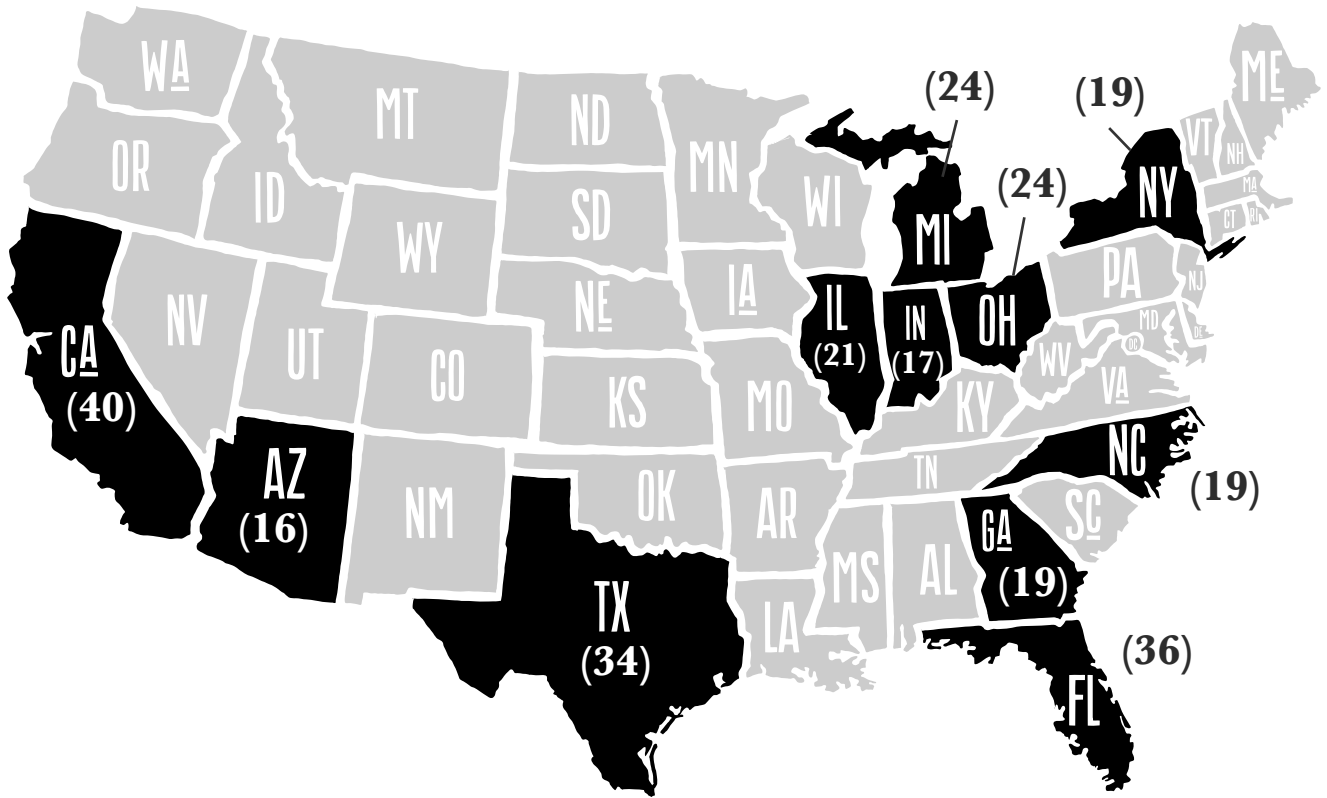
Franchise/Independent Breakdown of the REAL Trends 500 by Volume



*HomeServices and Realty Brokerage Group have been broken into their component brands or networks

ANALYSIS OF THE 2020 REAL TRENDS 500

Top states represented in the REAL Trends 500



Cumulative Changes 2019 vs. 2018 for the REAL Trends 500

Changes in Sides by Top 500



Changes in Volume by Top 500



Changes in Average Home Price



ANALYSIS OF THE 2020 REAL TRENDS 500

Diversification of the REAL Trends 500

TYPE OF BUSINESS	% OF TOP 500	# OF FIRMS INVOLVED
Mortgage Banker/Brokerage	11%	54
Commercial Brokerage	18%	92
Title Insurance Policies	16%	80
Limited Function Referral Office	14%	68
Home Warranty Policies	10%	48
Property Management	18%	89
Real Estate Licensing School	11%	54
New Homes Division	7%	36
Homeowners Insurance Policies	10%	51
Residential Construction	2%	11



REAL *TRENDING*

WITH STEVE MURRAY

A weekly real estate industry and trends
podcast hosted by REAL Trends; created for
Residential Brokerage Leaders

Like those on

— T H E —
REALTRENDS
F I V E H U N D R E D

now available on



Spotify



Listen to the most recent episode now at www.realtrends.com/podcasts

TOP MOVERS TRANSACTIONS

Ranking of the 50 firms in the REAL Trends 500 by sides that had the largest increase in closed sides from 2018 to 2019.

RANK	COMPANY	2019 SIDES	2018 SIDES	SIDES INCREASE OVER 2018
1	eXp Realty Bellingham, WA	130,627	73,458	57,169
2	Compass New York, NY	84,732	34,644	50,088
3	Hanna Holdings / Allen Tate Pittsburgh, PA	100,589	83,043	17,546
4	Redfin Seattle, WA	53,235	42,954	10,281
5	West USA Realty, Inc. Phoenix, AZ	26,485	19,070	7,415
6	HomeSmart Scottsdale, AZ	42,268	36,064	6,204
7	Keller Williams Realty Partners Overland Park, KS	9,412	4,532	4,880
8	Fathom Realty Cary, NC	17,866	13,022	4,844
9	Keller Williams Realty Sunset Corridor/Eugene Beaverton, OR	8,863	4,605	4,258
10	Coldwell Banker Seacoast / Advantage Raleigh, NC	19,839	16,007	3,832
11	Keller Williams Realty Professionals Portland, OR	8,044	4,659	3,385
12	@properties Chicago, IL	21,877	18,509	3,368
13	Keller Williams Realty Indy Metro NE/Louisville East Indianapolis, IN	6,455	3,609	2,846
14	JP and Associates REALTORS Frisco, TX	12,575	9,790	2,785
15	Keller Williams Portland Central Portland, OR	4,750	2,512	2,238

RANK	COMPANY	2019 SIDES	2018 SIDES	SIDES INCREASE OVER 2018
16	John L. Scott Real Estate Bellevue, WA	17,070	15,056	2,014
17	Keller Williams Lafayette, LA	5,881	4,005	1,876
18	Virtual Properties Realty Duluth, GA	10,590	8,984	1,606
19	Samson Properties Chantilly, VA	8,759	7,223	1,536
20	Golden Gate Sotheby's International Realty Mill Valley, CA	4,139	2,681	1,458
21	RE/MAX Gold / One Fair Oaks, CA	16,694	15,256	1,438
22	Berkshire Hathaway HomeServices PenFed Realty Alexandria, VA	15,348	13,963	1,385
23	Florida Homes Realty & Mortgage Jacksonville, FL	5,912	4,556	1,356
24	Coldwell Banker Apex, Realtors Richardson, TX	9,021	7,675	1,346
25	First Team Real Estate Irvine, CA	8,648	7,307	1,341
26	William Raveis Real Estate, Mortgage and Insurance Shelton, CT	23,160	21,841	1,319
27	LIV/Sierra/Summit Sotheby's International Realty Denver, CO	9,582	8,340	1,242
28	Keller Williams Realty Spring Hill Spring Hill, FL	3,003	1,827	1,176
29	RE/MAX Concepts West Des Moines, IA	5,484	4,344	1,140
30	Professional Realty Services International Spokane, WA	5,249	4,163	1,086
31	HomeSmart Connect Arlington Heights, IL	2,856	1,802	1,054
32	ONE Sotheby's International Realty Coral Gables, FL	3,124	2,086	1,038
33	Realty Group, Inc. Minneapolis, MN	3,050	2,024	1,026
34	Realty Austin, LLC Austin, TX	8,025	7,041	984
35	Cummings & Co. Realtors Baltimore, MD	5,633	4,651	982
36	Keller Williams Realty Spokane Spokane, WA	4,940	3,985	955

RANK	COMPANY	2019 SIDES	2018 SIDES	SIDES INCREASE OVER 2018
37	PalmerHouse Properties Atlanta, GA	8,502	7,555	947
38	RE/MAX Precision Ankeny, IA	2,699	1,795	904
39	RE/MAX Alliance Group Sarasota, FL	4,686	3,798	888
40	DLP Realty Bethlehem, PA	2,089	1,225	864
41	Berkshire Hathaway HomeServices The Preferred Realty Wexford, PA	16,596	15,766	830
42	Benchmark Realty LLC Franklin, TN	8,607	7,808	799
43	RE/MAX Suburban Mount Prospect, IL	4,479	3,686	793
44	Keller Williams Realty Greater Rochester Rochester, NY	4,970	4,186	784
45	Keller Williams Realty Milwaukee Whitefish Bay, WI	2,507	1,734	773
46	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty Edina, MN	3,238	2,471	767
47	Keller Williams Realty Wilmington, NC	2,684	1,920	764
48	Keller Williams Realty Brazos Valley College Station, TX	3,188	2,427	761
49	Realty ONE Group Mountain Desert Lake Havasu City, AZ	3,984	3,230	754
50	Keller Williams Keystone Partners Group Blue Bell, PA	13,128	12,385	743

TOP MOVERS

TRANSACTION %

Ranking of the 50 firms in the REAL Trends 500 by sides that had the largest percent increase in closed sides from 2018 to 2019.

RANK	COMPANY	2019 SIDES	2018 SIDES	% SIDES INCREASE OVER 2018
1	Compass New York, NY	84,732	34,644	144.6%
2	Keller Williams Realty Partners Overland Park, KS	9,412	4,532	107.7%
3	Keller Williams Realty Sunset Corridor/Eugene Beaverton, OR	8,863	4,605	92.5%
4	Keller Williams Portland Central Portland, OR	4,750	2,512	89.1%
5	Keller Williams Realty Indy Metro NE/Louisville East Indianapolis, IN	6,455	3,609	78.9%
6	eXp Realty Bellingham, WA	130,627	73,458	77.8%
7	Keller Williams Realty Professionals Portland, OR	8,044	4,659	72.7%
8	DLP Realty Bethlehem, PA	2,089	1,225	70.5%
9	Keller Williams Realty Spring Hill Spring Hill, FL	3,003	1,827	64.4%
10	HomeSmart Connect Arlington Heights, IL	2,856	1,802	58.5%
11	Golden Gate Sotheby's International Realty Mill Valley, CA	4,139	2,681	54.4%
12	Realty Group, Inc. Minneapolis, MN	3,050	2,024	50.7%
13	RE/MAX Precision Ankeny, IA	2,699	1,795	50.4%
14	ONE Sotheby's International Realty Coral Gables, FL	3,124	2,086	49.8%
15	RE/MAX Heritage Blue Springs, MO	2,051	1,378	48.8%

RANK	COMPANY	2019 SIDES	2018 SIDES	% SIDES INCREASE OVER 2018
16	Keller Williams Lafayette, LA	5,881	4,005	46.8%
17	Keller Williams Realty Milwaukee Whitefish Bay, WI	2,507	1,734	44.6%
18	Keller Williams Partners Realty Colorado Springs, CO	2,443	1,701	43.6%
19	Keller Williams Realty Wilmington, NC	2,684	1,920	39.8%
20	Keller Williams Realty River Cities Columbus, GA	2,274	1,637	38.9%
21	West USA Realty, Inc. Phoenix, AZ	26,485	19,070	38.9%
22	Better Homes and Gardens Real Estate The Good Life Group Omaha, NE	2,725	1,986	37.2%
23	Fathom Realty Cary, NC	17,866	13,022	37.2%
24	RE/MAX Unlimited Real Estate Whitehall, PA	1,992	1,488	33.9%
25	HomeSmart Professionals Real Estate Network Warwick, RI	2,117	1,607	31.7%
26	Keller Williams Realty Brazos Valley College Station, TX	3,188	2,427	31.4%
27	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty Edina, MN	3,238	2,471	31.0%
28	Keller Williams Arizona Realty Scottsdale, AZ	3,120	2,385	30.8%
29	Florida Homes Realty & Mortgage Jacksonville, FL	5,912	4,556	29.8%
30	Keller Williams Legacy Group Realty, LLC Canton, OH	2,352	1,813	29.7%
31	d'aprile properties Chicago, IL	2,308	1,783	29.4%
32	ERA Real Solutions Realty/Rath Realtors Cincinnati, OH	2,707	2,094	29.3%
33	Keller Williams Realty Signature Rockford, IL	2,320	1,799	29.0%
34	Keller Williams Realty Key Partners, LLC Prairie Village, KS	2,617	2,035	28.6%
35	JP and Associates REALTORS Frisco, TX	12,575	9,790	28.4%
36	Keller Williams Realty Greater Northwest Houston, TX	3,433	2,701	27.1%

RANK	COMPANY	2019 SIDES	2018 SIDES	% SIDES INCREASE OVER 2018
37	RE/MAX Concepts West Des Moines, IA	5,484	4,344	26.2%
38	Professional Realty Services International Spokane, WA	5,249	4,163	26.1%
39	Dale Sorensen Real Estate, Inc. Vero Beach, FL	2,167	1,720	26.0%
40	Keller Williams Realty Abilene Abilene, TX	1,993	1,586	25.7%
41	Keller Williams Realty Kennett Square, PA	2,940	2,357	24.7%
42	Keller Williams Realty Spokane Spokane, WA	4,940	3,985	24.0%
43	Coldwell Banker Seacoast / Advantage Raleigh, NC	19,839	16,007	23.9%
44	Redfin Seattle, WA	53,235	42,954	23.9%
45	Keller Williams Wichita East Wichita, KS	2,883	2,336	23.4%
46	RE/MAX Alliance Group Sarasota, FL	4,686	3,798	23.4%
47	Realty ONE Group Mountain Desert Lake Havasu City, AZ	3,984	3,230	23.3%
48	RE/MAX One Prince Frederick, MD	2,191	1,784	22.8%
49	RE/MAX Suburban Mount Prospect, IL	4,479	3,686	21.5%
50	Keller Williams Moorestown Moorestown, NJ	2,435	2,006	21.4%

TOP MOVERS

VOLUME

Ranking of the 50 firms in the REAL Trends 500 by sides that had the largest increase in closed sales volume from 2018 to 2019.

RANK	COMPANY	2019 VOLUME	2018 VOLUME	INCREASE OVER 2018
1	Compass New York, NY	\$91,271,740,000	\$45,544,757,789	\$45,726,982,211
2	eXp Realty Bellingham, WA	\$36,233,976,502	\$19,523,826,266	\$16,710,150,236
3	Hanna Holdings / Allen Tate Pittsburgh, PA	\$22,475,825,294	\$16,304,185,867	\$6,171,639,427
4	Redfin Seattle, WA	\$30,532,000,000	\$25,812,000,000	\$4,720,000,000
5	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty Edina, MN	\$4,697,657,600	\$2,209,592,504	\$2,488,065,096
6	Keller Williams Realty Sunset Corridor/Eugene Beaverton, OR	\$3,234,694,618	\$1,526,700,070	\$1,707,994,548
7	@properties Chicago, IL	\$10,752,946,760	\$9,058,734,792	\$1,694,211,968
8	HomeSmart Scottsdale, AZ	\$13,447,121,512	\$12,058,264,216	\$1,388,857,296
9	Fathom Realty Cary, NC	\$4,351,123,745	\$3,074,342,380	\$1,276,781,365
10	Golden Gate Sotheby's International Realty Mill Valley, CA	\$5,158,440,000	\$3,887,551,387	\$1,270,888,613
11	Keller Williams Realty Professionals Portland, OR	\$2,952,864,349	\$1,745,641,772	\$1,207,222,577
12	Keller Williams Realty Partners Overland Park, KS	\$2,402,040,938	\$1,212,408,114	\$1,189,632,824
13	LIV/Sierra/Summit Sotheby's International Realty Denver, CO	\$8,073,835,748	\$6,892,450,679	\$1,181,385,069
14	John L. Scott Real Estate Bellevue, WA	\$8,332,411,071	\$7,206,170,114	\$1,126,240,957
15	Coldwell Banker Seacoast / Advantage Raleigh, NC	\$4,780,687,801	\$3,683,370,913	\$1,097,316,888

RANK	COMPANY	2019 VOLUME	2018 VOLUME	INCREASE OVER 2018
16	ONE Sotheby's International Realty Coral Gables, FL	\$3,146,570,066	\$2,119,308,686	\$1,027,261,380
17	William Raveis Real Estate, Mortgage and Insurance Shelton, CT	\$12,178,620,897	\$11,339,349,800	\$839,271,097
18	RE/MAX Gold / One Fair Oaks, CA	\$7,932,256,517	\$7,094,026,504	\$838,230,013
19	JP and Associates REALTORS Frisco, TX	\$3,389,031,527	\$2,652,000,000	\$737,031,527
20	Samson Properties Chantilly, VA	\$3,844,516,238	\$3,149,265,965	\$695,250,273
21	Douglas Elliman New York, NY	\$28,773,794,499	\$28,087,843,427	\$685,951,072
22	First Team Real Estate Irvine, CA	\$5,955,747,589	\$5,280,736,500	\$675,011,089
23	Keller Williams Realty Indy Metro NE/Louisville East Indianapolis, IN	\$1,457,868,975	\$793,757,739	\$664,111,236
24	Berkshire Hathaway HomeServices Utah Properties Park City, UT	\$2,886,593,272	\$2,235,898,500	\$650,694,772
25	Keller Williams Portland Central Portland, OR	\$1,687,201,449	\$1,049,819,169	\$637,382,280
26	Brown Harris Stevens New York, NY	\$5,143,881,851	\$4,506,866,386	\$637,015,465
27	Premier Sotheby's International Realty Naples, FL	\$5,025,610,542	\$4,390,824,156	\$634,786,386
28	Realty Austin, LLC Austin, TX	\$3,418,667,249	\$2,842,129,874	\$576,537,375
29	Berkshire Hathaway HomeServices PenFed Realty Alexandria, VA	\$5,030,702,807	\$4,482,420,855	\$548,281,952
30	Professional Realty Services International Spokane, WA	\$2,063,835,959	\$1,525,646,330	\$538,189,629
31	Berkshire Hathaway HomeServices Drysdale Properties Danville, CA	\$3,300,504,704	\$2,783,788,383	\$516,716,321
32	Coldwell Banker Apex, Realtors Richardson, TX	\$2,506,133,285	\$2,034,535,871	\$471,597,414
33	Keller Williams Lafayette, LA	\$1,135,602,692	\$688,874,900	\$446,727,792
34	Keller Williams Realty Spokane Spokane, WA	\$1,360,931,079	\$916,431,488	\$444,499,591
35	RE/MAX Select Westfield, NJ	\$1,221,729,409	\$778,130,268	\$443,599,141
36	Berkshire Hathaway HomeServices The Preferred Realty Wexford, PA	\$3,357,475,142	\$2,921,218,000	\$436,257,142

RANK	COMPANY	2019 VOLUME	2018 VOLUME	INCREASE OVER 2018
37	West USA Realty, Inc. Phoenix, AZ	\$4,119,024,231	\$3,706,577,654	\$412,446,577
38	Keller Williams Realty Spring Hill Spring Hill, FL	\$639,836,497	\$265,293,955	\$374,542,542
39	Virtual Properties Realty Duluth, GA	\$2,258,419,028	\$1,894,734,699	\$363,684,329
40	Kuper Sotheby's International Realty San Antonio, TX	\$2,227,676,397	\$1,866,521,335	\$361,155,062
41	Berkshire Hathaway HomeServices AZ, CA & NV Properties Henderson, NV	\$5,559,379,820	\$5,216,808,996	\$342,570,824
42	RE/MAX Alliance Group Sarasota, FL	\$1,461,551,461	\$1,119,682,510	\$341,868,951
43	Keller Williams: The Virginia Realty Alliance Group Reston, VA	\$3,180,759,364	\$2,849,192,011	\$331,567,353
44	RE/MAX Executive Charlotte, NC	\$1,860,372,216	\$1,535,219,300	\$325,152,916
45	Keller Williams Arizona Realty Scottsdale, AZ	\$1,325,847,644	\$1,002,654,214	\$323,193,430
46	Gibson Sotheby's International Realty Boston, MA	\$2,558,614,112	\$2,236,720,978	\$321,893,134
47	Coldwell Banker C&C Properties Redding, CA	\$1,432,496,536	\$1,112,365,819	\$320,130,717
48	Cummings & Co. Realtors Baltimore, MD	\$1,661,268,444	\$1,353,205,405	\$308,063,039
49	Silvercreek Realty Group Meridian, ID	\$3,400,000,000	\$3,100,000,000	\$300,000,000
50	Realty Group, Inc. Minneapolis, MN	\$794,994,854	\$502,048,547	\$292,946,307

TOP MOVERS

VOLUME %

Ranking of the 50 firms in the REAL Trends 500 by sides that had the largest percent increase in closed sales volume from 2018 to 2019.

RANK	COMPANY	2019 VOLUME	2018 VOLUME	VOLUME INCREASE OVER 2018
1	Keller Williams Realty Spring Hill Spring Hill, FL	\$639,836,497	\$265,293,955	141.2%
2	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty Edina, MN	\$4,697,657,600	\$2,209,592,504	112.6%
3	Keller Williams Realty Sunset Corridor/Eugene Beaverton, OR	\$3,234,694,618	\$1,526,700,070	111.9%
4	Compass New York, NY	\$91,271,740,000	\$45,544,757,789	100.4%
5	Keller Williams Realty Partners Overland Park, KS	\$2,402,040,938	\$1,212,408,114	98.1%
6	eXp Realty Bellingham, WA	\$36,233,976,502	\$19,523,826,266	85.6%
7	Keller Williams Realty Indy Metro NE/Louisville East Indianapolis, IN	\$1,457,868,975	\$793,757,739	83.7%
8	Keller Williams Realty Professionals Portland, OR	\$2,952,864,349	\$1,745,641,772	69.2%
9	Keller Williams Lafayette, LA	\$1,135,602,692	\$688,874,900	64.8%
10	RE/MAX Precision Ankeny, IA	\$670,902,672	\$410,723,786	63.3%
11	Keller Williams Portland Central Portland, OR	\$1,687,201,449	\$1,049,819,169	60.7%
12	Realty Group, Inc. Minneapolis, MN	\$794,994,854	\$502,048,547	58.4%
13	RE/MAX Select Westfield, NJ	\$1,221,729,409	\$778,130,268	57.0%
14	Keller Williams Partners Realty Colorado Springs, CO	\$717,029,176	\$467,448,607	53.4%
15	Keller Williams Realty Milwaukee Whitefish Bay, WI	\$818,260,500	\$534,461,029	53.1%

RANK	COMPANY	2019 VOLUME	2018 VOLUME	VOLUME INCREASE OVER 2018
16	RE/MAX Realty Team Cape Coral, FL	\$573,314,407	\$378,496,287	51.5%
17	Keller Williams Realty Spokane Spokane, WA	\$1,360,931,079	\$916,431,488	48.5%
18	ONE Sotheby's International Realty Coral Gables, FL	\$3,146,570,066	\$2,119,308,686	48.5%
19	RE/MAX Heritage Blue Springs, MO	\$377,985,126	\$259,270,149	45.8%
20	Better Homes and Gardens Real Estate The Good Life Group Omaha, NE	\$663,308,235	\$456,186,596	45.4%
21	HomeSmart Connect Arlington Heights, IL	\$678,800,611	\$467,751,002	45.1%
22	Fathom Realty Cary, NC	\$4,351,123,745	\$3,074,342,380	41.5%
23	Keller Williams Realty Wilmington, NC	\$658,452,161	\$466,577,997	41.1%
24	Keller Williams Realty Signature Rockford, IL	\$327,638,475	\$235,086,968	39.4%
25	Keller Williams Legacy Group Realty, LLC Canton, OH	\$382,267,740	\$276,762,204	38.1%
26	ERA Real Solutions Realty/Rath Realtors Cincinnati, OH	\$577,627,251	\$418,584,103	38.0%
27	Hanna Holdings / Allen Tate Pittsburgh, PA	\$22,475,825,294	\$16,304,185,867	37.9%
28	Keller Williams Philly Philadelphia, PA	\$1,064,163,668	\$773,002,453	37.7%
29	Keller Williams Realty River Cities Columbus, GA	\$412,498,285	\$303,500,173	35.9%
30	Keller Williams Realty Brazos Valley College Station, TX	\$730,772,425	\$538,355,986	35.7%
31	Professional Realty Services International Spokane, WA	\$2,063,835,959	\$1,525,646,330	35.3%
32	RE/MAX Unlimited Real Estate Whitehall, PA	\$409,793,620	\$305,233,544	34.3%
33	Keller Williams Realty Greater Northwest Houston, TX	\$896,838,480	\$668,613,105	34.1%
34	Realty ONE Group Mountain Desert Lake Havasu City, AZ	\$1,161,308,491	\$870,721,983	33.4%
35	Golden Gate Sotheby's International Realty Mill Valley, CA	\$5,158,440,000	\$3,887,551,387	32.7%
36	Keller Williams Arizona Realty Scottsdale, AZ	\$1,325,847,644	\$1,002,654,214	32.2%

RANK	COMPANY	2019 VOLUME	2018 VOLUME	VOLUME INCREASE OVER 2018
37	Keller Williams Realty Abilene Abilene, TX	\$375,366,996	\$284,593,825	31.9%
38	Keller Williams Realty Kennett Square, PA	\$887,604,340	\$676,852,952	31.1%
39	RE/MAX One Prince Frederick, MD	\$714,160,120	\$545,741,624	30.9%
40	RE/MAX Alliance Group Sarasota, FL	\$1,461,551,461	\$1,119,682,510	30.5%
41	Coldwell Banker Seacoast / Advantage Raleigh, NC	\$4,780,687,801	\$3,683,370,913	29.8%
42	Keller Williams Moorestown Moorestown, NJ	\$629,293,638	\$486,434,193	29.4%
43	Berkshire Hathaway HomeServices Utah Properties Park City, UT	\$2,886,593,272	\$2,235,898,500	29.1%
44	Coldwell Banker C&C Properties Redding, CA	\$1,432,496,536	\$1,112,365,819	28.8%
45	Keller Williams Realty Key Partners, LLC Prairie Village, KS	\$691,087,635	\$537,602,257	28.5%
46	HomeSmart Professionals Real Estate Network Warwick, RI	\$515,441,088	\$403,198,543	27.8%
47	JP and Associates REALTORS Frisco, TX	\$3,389,031,527	\$2,652,000,000	27.8%
48	RE/MAX Alliance Collinsville, IL	\$573,429,481	\$449,457,912	27.6%
49	RE/MAX Results St. Louis, MO	\$741,153,738	\$581,156,198	27.5%
50	Keller Williams Wichita East Wichita, KS	\$446,064,924	\$353,001,750	26.4%

TOP 50 FIRMS

AVERAGE PRICE

Ranking of the 50 firms in the REAL Trends 500 by sides with the highest average sales price.

RANK	COMPANY	2019 SIDES	2019 VOLUME	AVERAGE SALES PRICE
1	Brown Harris Stevens New York, NY	2,461	\$5,143,881,851	\$2,090,159
2	Sereno Group Los Gatos, CA	2,408	\$3,611,851,833	\$1,499,938
3	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty Edina, MN	3,238	\$4,697,657,600	\$1,450,790
4	Vanguard Properties San Francisco, CA	2,355	\$3,109,230,760	\$1,320,268
5	Golden Gate Sotheby's International Realty Mill Valley, CA	4,139	\$5,158,440,000	\$1,246,301
6	Douglas Elliman New York, NY	23,460	\$28,773,794,499	\$1,226,504
7	Halstead Real Estate New York, NY	3,476	\$4,151,240,971	\$1,194,258
8	Keller Williams - Cunningham Group Santa Monica, CA	3,234	\$3,702,385,312	\$1,144,832
9	Pacific Sotheby's International Realty San Diego, CA	5,471	\$6,021,651,263	\$1,100,649
10	RE/MAX Estate Properties Palos Verdes Estates, CA	3,049	\$3,344,953,100	\$1,097,066
11	Compass New York, NY	84,732	\$91,271,740,000	\$1,077,181
12	ONE Sotheby's International Realty Coral Gables, FL	3,124	\$3,146,570,066	\$1,007,225
13	Rodeo Realty Beverly Hills, CA	4,945	\$4,889,795,066	\$988,836
14	Gibson Sotheby's International Realty Boston, MA	2,658	\$2,558,614,112	\$962,609
15	TTR Sotheby's International Realty Washington, DC	3,594	\$3,341,549,535	\$929,758

RANK	COMPANY	2019 SIDES	2019 VOLUME	AVERAGE SALES PRICE
16	Daniel Gale Sotheby's International Realty Cold Spring Harbor, NY	3,607	\$3,239,998,571	\$898,253
17	Keller Williams - Forward Management Beverly Hills, CA	5,320	\$4,602,058,185	\$865,049
18	LIV/Sierra/Summit Sotheby's International Realty Denver, CO	9,582	\$8,073,835,748	\$842,604
19	RE/MAX Accord Danville, CA	2,714	\$2,145,477,729	\$790,522
20	Prominent Properties Sotheby's International Realty Tenafly, NJ	2,694	\$2,055,132,447	\$762,855
21	Premier Sotheby's International Realty Naples, FL	6,790	\$5,025,610,542	\$740,149
22	Keller Williams Realty El Dorado Hills, CA	2,814	\$2,013,756,595	\$715,621
23	Briggs Freeman Sotheby's International Realty Dallas, TX	2,874	\$2,050,000,000	\$713,292
24	Berkshire Hathaway HomeServices Utah Properties Park City, UT	4,074	\$2,886,593,272	\$708,540
25	William Pitt / Julia B. Fee Sotheby's International Realty Stamford, CT	5,612	\$3,913,000,000	\$697,256
26	Keller Williams Realty, Boston-Metro Boston, MA	2,012	\$1,395,278,673	\$693,478
27	First Team Real Estate Irvine, CA	8,648	\$5,955,747,589	\$688,685
28	McEneaney Associates, Inc. Alexandria, VA	2,490	\$1,701,875,503	\$683,484
29	Russ Lyon I Sotheby's International Realty Scottsdale, AZ	5,722	\$3,775,765,955	\$659,868
30	Kuper Sotheby's International Realty San Antonio, TX	3,450	\$2,227,676,397	\$645,703
31	Better Homes and Gardens Real Estate Reliance Partners Auburn, CA	2,104	\$1,346,201,555	\$639,830
32	Berkshire Hathaway HomeServices Drysdale Properties Danville, CA	5,165	\$3,300,504,704	\$639,013
33	RE/MAX Premier Properties Arcadia, CA	2,218	\$1,400,753,742	\$631,539
34	Atlanta Fine Homes Sotheby's International Realty Atlanta, GA	4,354	\$2,747,154,335	\$630,950
35	John R. Wood Properties Naples, FL	4,231	\$2,633,407,752	\$622,408
36	Windermere Homes & Estates San Diego, CA	2,735	\$1,687,970,333	\$617,174
37	Coldwell Banker BAIN Bellevue, WA	10,421	\$6,285,751,716	\$603,181

RANK	COMPANY	2019 SIDES	2019 VOLUME	AVERAGE SALES PRICE
38	Chase International Real Estate Reno, NV	2,484	\$1,488,652,808	\$599,297
39	Jameson Sotheby's International Realty Chicago, IL	2,792	\$1,660,533,860	\$594,747
40	Berkshire Hathaway HomeServices Commonwealth Real Estate Natick, MA	2,388	\$1,412,379,555	\$591,449
41	Locations Honolulu, HI	2,860	\$1,681,100,608	\$587,797
42	Pinnacle Estate Properties, Inc. Malibu, CA	4,858	\$2,826,451,889	\$581,814
43	CENTURY 21 Award San Diego, CA	3,749	\$2,180,842,428	\$581,713
44	RE/MAX Gold Coast Ventura, CA	2,201	\$1,277,519,733	\$580,427
45	HomeSmart Evergreen Realty Irvine, CA	3,380	\$1,949,136,000	\$576,667
46	Redfin Seattle, WA	53,235	\$30,532,000,000	\$573,532
47	Hasson Company Lake Oswego, OR	3,453	\$1,962,613,800	\$568,379
48	Coach Real Estate Associates, Inc. Northport, NY	2,484	\$1,392,530,042	\$560,600
49	Smith & Associates Real Estate Tampa, FL	2,640	\$1,471,991,639	\$557,573
50	Cascade Sotheby's International Realty Bend, OR	2,863	\$1,589,958,047	\$555,347

TOP 5 YEAR MOVERS

TRANSACTIONS

Ranking of the 50 firms in the REAL Trends 500 by sides that had the largest increase in closed transaction sides between 2015 – 2019.

RANK	COMPANY	2019 SIDES	2015 SIDES	SIDES INCREASE 2015-2019
1	HomeServices of America, Inc Minneapolis, MN	329,680	230,813	98,867
2	Hanna Holdings / Allen Tate Pittsburgh, PA	100,589	61,677	38,912
3	HomeSmart Scottsdale, AZ	42,268	21,985	20,283
4	Keller Williams Memorial Houston, TX	13,009	2,353	10,656
5	JP and Associates REALTORS Frisco, TX	12,575	1,983	10,592
6	West USA Realty, Inc. Phoenix, AZ	26,485	16,565	9,920
7	Berkshire Hathaway HomeServices The Preferred Realty Wexford, PA	16,596	8,081	8,515
8	Coldwell Banker Seacoast / Advantage Raleigh, NC	19,839	12,005	7,834
9	Keller Williams Realty Pinnacle Partners Group Duluth, GA	22,038	15,177	6,861
10	@properties Chicago, IL	21,877	15,632	6,245
11	CENTURY 21 Affiliated Madison, WI	19,291	13,058	6,233
12	Keller Williams Realty Birmingham Birmingham, AL	6,209	527	5,682
13	Keller Williams Realty Jay Crow Group Raleigh, NC	8,341	2,767	5,574
14	Keller Williams Realty Sunset Corridor/Eugene Beaverton, OR	8,863	3,393	5,470
15	Keller Williams Realty - Tulsa Tulsa, OK	11,524	6,096	5,428

RANK	COMPANY	2019 SIDES	2015 SIDES	SIDES INCREASE 2015-2019
16	Keller Williams Realty The Haggard Group Franklin, TN	15,394	9,971	5,423
17	RE/MAX Gold / One Fair Oaks, CA	16,694	11,325	5,369
18	Keller Williams Keystone Partners Group Blue Bell, PA	13,128	7,811	5,317
19	Keller Williams Realty Partners Overland Park, KS	9,412	4,171	5,241
20	Keller Williams Realty Professionals Portland, OR	8,044	3,194	4,850
21	Silvercreek Realty Group Meridian, ID	10,800	6,450	4,350
22	Keller Williams Realty Indy Metro NE/Louisville East Indianapolis, IN	6,455	2,116	4,339
23	Keller Williams Realty Emerald Coast Destin, FL	7,148	2,841	4,307
24	Douglas Elliman New York, NY	23,460	19,344	4,116
25	Cummings & Co. Realtors Baltimore, MD	5,633	1,594	4,039
26	Coldwell Banker Apex, Realtors Richardson, TX	9,021	5,059	3,962
27	Keller Williams Federal Way Federal Way, WA	6,046	2,097	3,949
28	Keller Williams E to P Group Naperville, IL	6,043	2,263	3,780
29	Keller Williams Realty, GO Management Offices Arlington, TX	32,161	28,492	3,669
30	William Raveis Real Estate, Mortgage and Insurance Shelton, CT	23,160	19,653	3,507
31	HUNT Real Estate ERA Buffalo, NY	13,469	10,113	3,356
32	Keller Williams Realty Ridgewood Ridgewood, NJ	5,189	1,868	3,321
33	Keller Williams Realty - St. Louis Kirkwood St. Louis, MO	5,236	1,949	3,287
34	Keller Williams Big Rock Partners Orland Park, IL	4,932	1,656	3,276
35	Keller Williams Raleigh Raleigh, NC	3,983	800	3,183
36	Keller Williams Realty Platinum Oklahoma City, OK	3,712	558	3,154

RANK	COMPANY	2019 SIDES	2015 SIDES	SIDES INCREASE 2015-2019
37	The Keyes Company/Illustrated Properties Miami, FL	13,761	10,699	3,062
38	Benchmark Realty LLC Franklin, TN	8,607	5,569	3,038
39	Berkshire Hathaway HomeServices PenFed Realty Alexandria, VA	15,348	12,311	3,037
40	Five Star Real Estate Grand Rapids, MI	7,529	4,501	3,028
41	Coldwell Banker Weir Manuel Family of Companies Bingham Farms, MI	7,796	4,847	2,949
42	Keller Williams Realty Denton, TX	5,773	2,830	2,943
43	Golden Gate Sotheby's International Realty Mill Valley, CA	4,139	1,201	2,938
44	LIV/Sierra/Summit Sotheby's International Realty Denver, CO	9,582	6,651	2,931
45	Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines Grand Rapids, MI	13,287	10,381	2,906
46	Keller Williams Realty West Monmouth Morganville, NJ	5,161	2,256	2,905
47	Keller Williams Realty Charlotte, NC	3,598	745	2,853
48	Keller Williams Realty Spokane Spokane, WA	4,940	2,148	2,792
49	Revelation Real Estate Chandler, AZ	5,833	3,093	2,740
50	Latter & Blum Companies New Orleans, LA	14,316	11,579	2,737

TOP 5 YEAR MOVERS

TRANSACTION %

Ranking of the 50 firms in the REAL Trends 500 by sides that had the largest percent increase in closed transaction sides between 2015 – 2019.

RANK	COMPANY	2019 SIDES	2015 SIDES	% SIDES INCREASE 2015-2019
1	Keller Williams Realty Birmingham Birmingham, AL	6,209	527	1078%
2	Keller Williams Realty Platinum Oklahoma City, OK	3,712	558	565%
3	JP and Associates REALTORS Frisco, TX	12,575	1,983	534%
4	Keller Williams Memorial Houston, TX	13,009	2,353	453%
5	Keller Williams Raleigh Raleigh, NC	3,983	800	398%
6	Keller Williams Realty Charlotte, NC	3,598	745	383%
7	Keller Williams Legacy Group Realty, LLC Canton, OH	2,352	502	369%
8	Keller Williams Realty Wilmington, NC	2,684	590	355%
9	Keller Williams Realty Atlantic Shore Northfield, NJ	2,398	558	330%
10	RE/MAX One Prince Frederick, MD	2,191	552	297%
11	Keller Williams Realty Greater Northwest Houston, TX	3,433	923	272%
12	RE/MAX Heritage Blue Springs, MO	2,051	580	254%
13	Cummings & Co. Realtors Baltimore, MD	5,633	1,594	253%
14	Golden Gate Sotheby's International Realty Mill Valley, CA	4,139	1,201	245%
15	Keller Williams Realty Milwaukee Whitefish Bay, WI	2,507	810	210%

RANK	COMPANY	2019 SIDES	2015 SIDES	% SIDES INCREASE 2015-2019
16	Keller Williams Realty Indy Metro NE/Louisville East Indianapolis, IN	6,455	2,116	205%
17	Keller Williams Realty Buffalo Williamsville, NY	3,108	1,026	203%
18	Keller Williams Legacy Pikesville, MD	3,850	1,271	203%
19	Keller Williams Realty Jay Crow Group Raleigh, NC	8,341	2,767	201%
20	Keller Williams Realty Green Bay De Pere, WI	3,900	1,307	198%
21	Keller Williams Big Rock Partners Orland Park, IL	4,932	1,656	198%
22	iPro Realty Network St. George, UT	2,270	765	197%
23	RE/MAX Select Westfield, NJ	2,444	827	196%
24	Keller Williams Federal Way Federal Way, WA	6,046	2,097	188%
25	Keller Williams Realty Ridgewood Ridgewood, NJ	5,189	1,868	178%
26	Better Homes and Gardens Real Estate Reliance Partners Auburn, CA	2,104	769	174%
27	Coldwell Banker Distinctive Properties Grand Junction, CO	2,277	845	169%
28	Keller Williams Realty - St. Louis Kirkwood St. Louis, MO	5,236	1,949	169%
29	Keller Williams E to P Group Naperville, IL	6,043	2,263	167%
30	Keller Williams Partners Realty Colorado Springs, CO	2,443	926	164%
31	Keller Williams Realty Sunset Corridor/Eugene Beaverton, OR	8,863	3,393	161%
32	Keller Williams Realty River Cities Columbus, GA	2,274	872	161%
33	Keller Williams Realty Professionals Portland, OR	8,044	3,194	152%
34	Keller Williams Realty Emerald Coast Destin, FL	7,148	2,841	152%
35	RE/MAX Insight / On The Move / Advantage Hampton Falls, NH	2,196	913	141%
36	Keller Williams Realty Signature Rockford, IL	2,320	980	137%

RANK	COMPANY	2019 SIDES	2015 SIDES	% SIDES INCREASE 2015-2019
37	Keller Williams Realty Royal Oak Royal Oak, MI	4,592	1,964	134%
38	Keller Williams Realty Spokane Spokane, WA	4,940	2,148	130%
39	Keller Williams Realty West Monmouth Morganville, NJ	5,161	2,256	129%
40	Coldwell Banker C&C Properties Redding, CA	3,769	1,649	129%
41	Keller Williams Portland Central Portland, OR	4,750	2,082	128%
42	Keller Williams Realty Partners Overland Park, KS	9,412	4,171	126%
43	RE/MAX Aerospace Realty Rockledge, FL	2,014	899	124%
44	Keller Williams Realty Greater Rochester Rochester, NY	4,970	2,263	120%
45	ARC Realty Birmingham, AL	3,136	1,434	119%
46	Keller Williams Roers Realty Fargo, ND	2,280	1,071	113%
47	ERA Brokers Consolidated St. George, UT	2,657	1,267	110%
48	RE/MAX Northwest Realtors Seattle, WA	4,477	2,160	107%
49	RE/MAX Real Estate Group Colorado Springs, CO	2,866	1,383	107%
50	Berkshire Hathaway HomeServices The Preferred Realty Wexford, PA	16,596	8,081	105%

TOP 5 YEAR MOVERS

SALES VOLUME

Ranking of the 50 firms in the REAL Trends 500 by sides that had the largest increase in closed sales volume between 2015 – 2019.

RANK	COMPANY	2019 VOLUME	2015 VOLUME	VOLUME INCREASE 2015-2019
1	HomeServices of America, Inc Minneapolis, MN	\$132,304,589,270	\$79,484,167,217	\$52,820,422,053
2	Hanna Holdings / Allen Tate Pittsburgh, PA	\$22,475,825,294	\$12,013,270,082	\$10,462,555,212
3	HomeSmart Scottsdale, AZ	\$13,447,121,512	\$5,907,701,339	\$7,539,420,173
4	Douglas Elliman New York, NY	\$28,773,794,499	\$22,236,853,537	\$6,536,940,962
5	RE/MAX Gold / One Fair Oaks, CA	\$7,932,256,517	\$3,996,187,326	\$3,936,069,191
6	LIV/Sierra/Summit Sotheby's International Realty Denver, CO	\$8,073,835,748	\$4,370,522,444	\$3,703,313,304
7	Realogy Brokerage Group (formerly NRT LLC) Madison, NJ	\$170,082,408,000	\$166,633,355,000	\$3,449,053,000
8	@properties Chicago, IL	\$10,752,946,760	\$7,349,190,055	\$3,403,756,705
9	Golden Gate Sotheby's International Realty Mill Valley, CA	\$5,158,440,000	\$1,937,219,731	\$3,221,220,269
10	William Raveis Real Estate, Mortgage and Insurance Shelton, CT	\$12,178,620,897	\$9,019,725,930	\$3,158,894,967
11	Pacific Sotheby's International Realty San Diego, CA	\$6,021,651,263	\$2,911,294,863	\$3,110,356,400
12	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty Edina, MN	\$4,697,657,600	\$1,611,314,835	\$3,086,342,765
13	JP and Associates REALTORS Frisco, TX	\$3,389,031,527	\$507,674,596	\$2,881,356,931
14	Keller Williams Memorial Houston, TX	\$3,591,210,000	\$771,124,516	\$2,820,085,484
15	Keller Williams Realty Pinnacle Partners Group Duluth, GA	\$5,917,545,651	\$3,217,009,830	\$2,700,535,821

RANK	COMPANY	2019 VOLUME	2015 VOLUME	VOLUME INCREASE 2015-2019
16	Keller Williams Realty, GO Management Offices Arlington, TX	\$9,454,884,792	\$6,897,240,596	\$2,557,644,196
17	Berkshire Hathaway HomeServices AZ, CA & NV Properties Henderson, NV	\$5,559,379,820	\$3,171,448,719	\$2,387,931,101
18	John L. Scott Real Estate Bellevue, WA	\$8,332,411,071	\$6,035,689,655	\$2,296,721,416
19	Keller Williams Realty Sunset Corridor/Eugene Beaverton, OR	\$3,234,694,618	\$948,291,541	\$2,286,403,077
20	Coldwell Banker Seacoast / Advantage Raleigh, NC	\$4,780,687,801	\$2,521,079,841	\$2,259,607,960
21	Berkshire Hathaway HomeServices The Preferred Realty Wexford, PA	\$3,357,475,142	\$1,266,548,001	\$2,090,927,141
22	The Keyes Company/Illustrated Properties Miami, FL	\$4,839,684,308	\$2,842,522,584	\$1,997,161,724
23	Keller Williams Realty Jay Crow Group Raleigh, NC	\$2,583,784,172	\$638,339,447	\$1,945,444,725
24	West USA Realty, Inc. Phoenix, AZ	\$4,119,024,231	\$2,175,972,018	\$1,943,052,213
25	Silvercreek Realty Group Meridian, ID	\$3,400,000,000	\$1,456,960,956	\$1,943,039,044
26	Keller Williams Realty The Haggard Group Franklin, TN	\$4,254,746,590	\$2,331,327,268	\$1,923,419,322
27	CENTURY 21 Affiliated Madison, WI	\$4,031,018,498	\$2,138,920,584	\$1,892,097,914
28	Keller Williams Realty Professionals Portland, OR	\$2,952,864,349	\$1,174,370,634	\$1,778,493,715
29	Keller Williams - Ben Kinney Companies Bellingham, WA	\$4,346,539,426	\$2,572,972,399	\$1,773,567,027
30	CENTURY 21 Everest Real Estate Cottonwood Heights, UT	\$2,830,347,720	\$1,166,816,180	\$1,663,531,540
31	Berkshire Hathaway HomeServices PenFed Realty Alexandria, VA	\$5,030,702,807	\$3,373,926,915	\$1,656,775,892
32	Keller Williams Realty Ridgewood Ridgewood, NJ	\$2,631,445,249	\$1,043,489,775	\$1,587,955,474
33	Keller Williams Federal Way Federal Way, WA	\$2,157,771,386	\$599,623,195	\$1,558,148,191
34	Gibson Sotheby's International Realty Boston, MA	\$2,558,614,112	\$1,070,441,424	\$1,488,172,688
35	Keller Williams Realty Partners Overland Park, KS	\$2,402,040,938	\$942,266,075	\$1,459,774,863
36	Keller Williams Keystone Partners Group Blue Bell, PA	\$3,243,581,146	\$1,794,519,400	\$1,449,061,746

RANK	COMPANY	2019 VOLUME	2015 VOLUME	VOLUME INCREASE 2015-2019
37	Realty Austin, LLC Austin, TX	\$3,418,667,249	\$1,994,000,000	\$1,424,667,249
38	Coldwell Banker Apex, Realtors Richardson, TX	\$2,506,133,285	\$1,117,072,406	\$1,389,060,879
39	RE/MAX Results Eden Prairie, MN	\$6,700,483,900	\$5,324,589,618	\$1,375,894,282
40	Berkshire Hathaway HomeServices Drysdale Properties Danville, CA	\$3,300,504,704	\$1,932,857,958	\$1,367,646,746
41	TTR Sotheby's International Realty Washington, DC	\$3,341,549,535	\$2,027,393,219	\$1,314,156,316
42	ONE Sotheby's International Realty Coral Gables, FL	\$3,146,570,066	\$1,837,799,104	\$1,308,770,962
43	HUNT Real Estate ERA Buffalo, NY	\$2,874,810,761	\$1,603,543,328	\$1,271,267,433
44	Cummings & Co. Realtors Baltimore, MD	\$1,661,268,444	\$392,518,024	\$1,268,750,420
45	Keller Williams Realty - Chadwick Group St. Petersburg, FL	\$2,874,455,275	\$1,609,064,236	\$1,265,391,039
46	Keller Williams Realty - Tulsa Tulsa, OK	\$2,282,519,380	\$1,019,925,985	\$1,262,593,395
47	Keller Williams Realty Birmingham Birmingham, AL	\$1,333,289,950	\$95,976,051	\$1,237,313,899
48	Keller Williams Realty Emerald Coast Destin, FL	\$1,865,041,459	\$657,659,782	\$1,207,381,677
49	RE/MAX Northwest Realtors Seattle, WA	\$2,178,128,136	\$988,466,263	\$1,189,661,873
50	Benchmark Realty LLC Franklin, TN	\$2,728,709,369	\$1,552,002,364	\$1,176,707,005

TOP 5 YEAR MOVERS

SALES VOLUME %

Ranking of the 50 firms in the REAL Trends 500 by sides that had the largest percentage increase in closed sales volume between 2015 – 2019.

RANK	COMPANY	2019 VOLUME	2015 VOLUME	VOLUME % INCREASE 2015-2019
1	Keller Williams Realty Birmingham Birmingham, AL	\$1,333,289,950	\$95,976,051	1289%
2	Keller Williams Realty Platinum Oklahoma City, OK	\$967,843,829	\$109,574,135	783%
3	Keller Williams Realty Charlotte, NC	\$1,064,651,650	\$131,537,699	709%
4	JP and Associates REALTORS Frisco, TX	\$3,389,031,527	\$507,674,596	568%
5	Keller Williams Realty Atlantic Shore Northfield, NJ	\$523,995,338	\$88,975,173	489%
6	RE/MAX One Prince Frederick, MD	\$714,160,120	\$126,131,899	466%
7	Keller Williams Legacy Group Realty, LLC Canton, OH	\$382,267,740	\$71,948,763	431%
8	Keller Williams Realty Wilmington, NC	\$658,452,161	\$129,862,885	407%
9	Keller Williams Raleigh Raleigh, NC	\$899,488,887	\$190,844,170	371%
10	Keller Williams Memorial Houston, TX	\$3,591,210,000	\$771,124,516	366%
11	Keller Williams Realty Greater Northwest Houston, TX	\$896,838,480	\$198,279,116	352%
12	RE/MAX Select Westfield, NJ	\$1,221,729,409	\$271,286,704	350%
13	Better Homes and Gardens Real Estate Reliance Partners Auburn, CA	\$1,346,201,555	\$300,816,631	348%
14	RE/MAX Heritage Blue Springs, MO	\$377,985,126	\$85,770,567	341%
15	Cummings & Co. Realtors Baltimore, MD	\$1,661,268,444	\$392,518,024	323%

RANK	COMPANY	2019 VOLUME	2015 VOLUME	VOLUME % INCREASE 2015-2019
16	Keller Williams Legacy Pikesville, MD	\$955,171,829	\$228,039,132	319%
17	Keller Williams Realty Jay Crow Group Raleigh, NC	\$2,583,784,172	\$638,339,447	305%
18	Keller Williams Realty Spring Hill Spring Hill, FL	\$639,836,497	\$167,598,905	282%
19	Coldwell Banker C&C Properties Redding, CA	\$1,432,496,536	\$384,180,053	273%
20	Keller Williams Realty Royal Oak Royal Oak, MI	\$1,294,729,477	\$351,424,349	268%
21	Keller Williams Realty Buffalo Williamsville, NY	\$495,037,605	\$134,682,951	268%
22	Keller Williams Realty Green Bay De Pere, WI	\$744,923,123	\$202,911,955	267%
23	iPro Realty Network St. George, UT	\$688,470,164	\$187,836,843	267%
24	Keller Williams Federal Way Federal Way, WA	\$2,157,771,386	\$599,623,195	260%
25	Keller Williams Partners Realty Colorado Springs, CO	\$717,029,176	\$204,184,501	251%
26	Keller Williams Realty Spokane Spokane, WA	\$1,360,931,079	\$394,736,717	245%
27	Keller Williams Realty Indy Metro NE/Louisville East Indianapolis, IN	\$1,457,868,975	\$425,098,076	243%
28	Keller Williams Realty Sunset Corridor/Eugene Beaverton, OR	\$3,234,694,618	\$948,291,541	241%
29	Keller Williams Realty Rafeh Corp. Palmdale, CA	\$1,479,905,587	\$443,198,536	234%
30	Keller Williams Realty Milwaukee Whitefish Bay, WI	\$818,260,500	\$246,409,233	232%
31	Keller Williams Realty Signature Rockford, IL	\$327,638,475	\$111,761,891	193%
32	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty Edina, MN	\$4,697,657,600	\$1,611,314,835	192%
33	RE/MAX Real Estate Group Colorado Springs, CO	\$973,159,563	\$334,634,661	191%
34	Keller Williams Big Rock Partners Orland Park, IL	\$1,066,347,474	\$368,245,505	190%
35	Coldwell Banker Distinctive Properties Grand Junction, CO	\$779,563,910	\$272,327,731	186%
36	Keller Williams Realty Emerald Coast Destin, FL	\$1,865,041,459	\$657,659,782	184%

RANK	COMPANY	2019 VOLUME	2015 VOLUME	VOLUME % INCREASE 2015-2019
37	ERA Brokers Consolidated St. George, UT	\$816,877,778	\$292,275,113	179%
38	ARC Realty Birmingham, AL	\$905,608,362	\$329,260,458	175%
39	Keller Williams Realty - St. Louis Kirkwood St. Louis, MO	\$1,224,104,715	\$450,073,328	172%
40	RE/MAX Aerospace Realty Rockledge, FL	\$467,670,957	\$172,127,700	172%
41	Keller Williams Realty Kernersville, NC	\$528,826,564	\$196,818,589	169%
42	Keller Williams E to P Group Naperville, IL	\$1,785,390,001	\$665,273,479	168%
43	Golden Gate Sotheby's International Realty Mill Valley, CA	\$5,158,440,000	\$1,937,219,731	166%
44	Berkshire Hathaway HomeServices The Preferred Realty Wexford, PA	\$3,357,475,142	\$1,266,548,001	165%
45	RE/MAX Premier Realty Ocala, FL	\$509,890,128	\$192,666,462	165%
46	Keller Williams Realty Greater Rochester Rochester, NY	\$825,781,805	\$316,624,443	161%
47	Keller Williams Realty River Cities Columbus, GA	\$412,498,285	\$160,054,584	158%
48	Keller Williams Realty Partners Overland Park, KS	\$2,402,040,938	\$942,266,075	155%
49	Keller Williams Realty West Monmouth Morganville, NJ	\$1,902,908,091	\$748,853,812	154%
50	Keller Williams Realty Ridgewood Ridgewood, NJ	\$2,631,445,249	\$1,043,489,775	152%

THE BILLIONAIRES' CLUB

The firm's name, president or CEO, headquarters and sales volume of the 301 firms that closed at least one billion dollars worth of residential real estate in 2019 are listed below.

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
1	Realty Brokerage Group (formerly NRT LLC) Madison, NJ	M. Ryan Gorman	\$170,082,408,000
2	HomeServices of America, Inc Minneapolis, MN	Ron Peltier	\$132,304,589,270
3	Compass New York, NY	Robert Reffkin	\$91,271,740,000
4	eXp Realty Bellingham, WA	Jason Gesing	\$36,233,976,502
5	Redfin Seattle, WA	Glenn Kelman	\$30,532,000,000
6	Douglas Elliman New York, NY	Scott Durkin	\$28,773,794,499
7	Hanna Holdings / Allen Tate Pittsburgh, PA	Howard Hanna III	\$22,475,825,294
8	HomeSmart Scottsdale, AZ	Matt Widdows	\$13,447,121,512



Ashley Bowers, President
HomeSmart International
Scottsdale, Arizona

#8

LEADERSHIP ADVICE: If you treat people fairly, on their commission schedule and overall; if you make fair decisions when there's some conflict, your agents will respect and appreciate you. More importantly, they will stay with you. We have agents who have been with us for 30 to 35 years.

GREATEST CURRENT CHALLENGE: Competing with the many new business models is challenging. In the old days, we learned to compete with the new models as they came into being, whether it was RE/MAX or someone else. Now, it's all technology-based models, and there is money being thrown around. Staying competitive and relevant is a challenge.

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
9	William Raveis Real Estate, Mortgage and Insurance Shelton, CT	William Raveis, Jr.	\$12,178,620,897
10	@properties Chicago, IL	Thaddeus Wong	\$10,752,946,760
11	Keller Williams Realty, GO Management Offices Arlington, TX	Smokey Garrett	\$9,454,884,792
12	John L. Scott Real Estate Bellevue, WA	J. Lennox Scott	\$8,332,411,071
13	LIV/Sierra/Summit Sotheby's International Realty Denver, CO	R. Scott Webber	\$8,073,835,748
14	RE/MAX Gold / One Fair Oaks, CA	James O'Bryon	\$7,932,256,517
15	RE/MAX Alliance / Equity Group Arvada, CO	Chad A. Ochsner	\$6,743,162,105
16	RE/MAX Results Eden Prairie, MN	John Collopy	\$6,700,483,900
17	Coldwell Banker BAIN Bellevue, WA	William J. Riss	\$6,285,751,716
18	Pacific Sotheby's International Realty San Diego, CA	Steve Games	\$6,021,651,263
19	First Team Real Estate Irvine, CA	Cameron Merage	\$5,955,747,589
20	Keller Williams Realty Pinnacle Partners Group Duluth, GA	Bryan Fair	\$5,917,545,651
21	Crye-Leike Real Estate Services Memphis, TN	Harold E. Crye	\$5,814,099,906
22	Real Estate One Southfield, MI	Dan Elsea	\$5,606,837,190
23	Baird & Warner Chicago, IL	Stephen Baird	\$5,598,328,488
24	Berkshire Hathaway HomeServices AZ, CA & NV Properties Henderson, NV	Mark Stark	\$5,559,379,820
25	Golden Gate Sotheby's International Realty Mill Valley, CA	Bill Bullock	\$5,158,440,000
26	Brown Harris Stevens New York, NY	Bess Freedman	\$5,143,881,851
27	Berkshire Hathaway HomeServices PenFed Realty Alexandria, VA	Shashi Vohra	\$5,030,702,807
28	Premier Sotheby's International Realty Naples, FL	Budge Huskey	\$5,025,610,542
29	Rodeo Realty Beverly Hills, CA	Syd Leibovitch	\$4,889,795,066

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
30	The Keyes Company/Illustrated Properties Miami, FL	Michael Pappas	\$4,839,684,308
31	Coldwell Banker Seacoast / Advantage Raleigh, NC	Tim Milam	\$4,780,687,801
32	Equity Real Estate Sandy, UT	Erik Cooley	\$4,748,583,232
33	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty Edina, MN	Jeffrey Hornig	\$4,697,657,600
34	Keller Williams Realty - The Rawls Group Atlanta, GA	Jean Rawls	\$4,604,936,987
35	Keller Williams - Forward Management Beverly Hills, CA	Paul Morris	\$4,602,058,185
36	My Home Group Scottsdale, AZ	Mark Hutchins	\$4,484,890,855
37	Fathom Realty Cary, NC	Joshua Harley	\$4,351,123,745
38	Keller Williams - Ben Kinney Companies Bellingham, WA	Ben Kinney	\$4,346,539,426
39	Keller Williams Realty The Haggard Group Franklin, TN	Bill Haggard	\$4,254,746,590
40	Halstead Real Estate New York, NY	Diane M. Ramirez	\$4,151,240,971
41	West USA Realty, Inc. Phoenix, AZ	Clay Fouts	\$4,119,024,231
42	CENTURY 21 Affiliated Madison, WI	Daniel Kruse	\$4,031,018,498
43	William Pitt / Julia B. Fee Sotheby's International Realty Stamford, CT	Paul Breunich	\$3,913,000,000
44	Samson Properties Chantilly, VA	Danny Samson	\$3,844,516,238
45	Russ Lyon I Sotheby's International Realty Scottsdale, AZ	James Lyon	\$3,775,765,955
46	Coldwell Banker Real Estate Group Shorewood, IL	Edward Prodehl	\$3,752,517,572
47	Keller Williams - Cunningham Group Santa Monica, CA	Rick Cunningham	\$3,702,385,312
48	Latter & Blum Companies New Orleans, LA	Robert W. Merrick	\$3,637,717,787
49	Sereno Group Los Gatos, CA	Chris Trapani	\$3,611,851,833
50	Keller Williams Memorial Houston, TX	Craig Owen	\$3,591,210,000

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
51	Realty Austin, LLC Austin, TX	Jonathan Boatwright	\$3,418,667,249
52	Silvercreek Realty Group Meridian, ID	Krista Deacon	\$3,400,000,000
53	Watson Realty Corp. Jacksonville, FL	William A. Watson, Jr.	\$3,390,169,966
54	JP and Associates REALTORS Frisco, TX	JP Piccinini	\$3,389,031,527
55	Keller Williams Realty Austin Austin, TX	Mary Tennant	\$3,366,831,971
56	Berkshire Hathaway HomeServices The Preferred Realty Wexford, PA	Tom Hosack	\$3,357,475,142
57	RE/MAX Estate Properties Palos Verdes Estates, CA	James Sanders	\$3,344,953,100
58	TTR Sotheby's International Realty Washington, DC	Mark Lowham	\$3,341,549,535
59	Berkshire Hathaway HomeServices Homesale Realty Lancaster, PA	Paul H. Slaugh, Jr.	\$3,338,214,180
60	Berkshire Hathaway HomeServices Drysdale Properties Danville, CA	Gretchen Pearson	\$3,300,504,704
61	Keller Williams Keystone Partners Group Blue Bell, PA	Michael Campo	\$3,243,581,146
62	Daniel Gale Sotheby's International Realty Cold Spring Harbor, NY	Patricia Petersen	\$3,239,998,571
63	Keller Williams Realty Sunset Corridor/Eugene Beaverton, OR	Chris Suarez	\$3,234,694,618
64	Keller Williams: The Virginia Realty Alliance Group Reston, VA	Tipper Williams	\$3,180,759,364
65	Coldwell Banker Schmidt, Realtors Traverse City, MI	Ken A. Schmidt	\$3,166,772,855
66	Keller Williams Realty - Heart of Atlanta Group Atlanta, GA	Rick Hale	\$3,151,617,180
67	ONE Sotheby's International Realty Coral Gables, FL	Mayi de la Vega	\$3,146,570,066
68	Vanguard Properties San Francisco, CA	James Nunemacher	\$3,109,230,760
69	CENTURY 21 New Millennium Alexandria, VA	Todd Hetherington	\$3,010,058,952
70	F.C. Tucker Company, Inc. Indianapolis, IN	H. James Litten	\$2,986,573,395
71	Keller Williams Realty Professionals Portland, OR	Chris Suarez	\$2,952,864,349

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
72	Berkshire Hathaway HomeServices Utah Properties Park City, UT	Stephen C. Roney	\$2,886,593,272
73	Tomlinson Real Estate Group Spokane, WA	Robert Tomlinson	\$2,884,971,119
74	HUNT Real Estate ERA Buffalo, NY	Peter Hunt	\$2,874,810,761
75	Keller Williams Realty - Chadwick Group St. Petersburg, FL	Kevin Chadwick	\$2,874,455,275
76	CENTURY 21 Everest Real Estate Cottonwood Heights, UT	George Morris	\$2,830,347,720
77	Pinnacle Estate Properties, Inc. Malibu, CA	Dana Potter	\$2,826,451,889
78	RE/MAX Professionals Highlands Ranch, CO	Alan J. Smith	\$2,808,058,263
79	Parks Realty Brentwood, TN	Bob Parks	\$2,803,052,752
80	Carolina One Real Estate Services North Charleston, SC	Patty Scarafile	\$2,795,403,339
81	Atlanta Fine Homes Sotheby's International Realty Atlanta, GA	Jenny Pruitt	\$2,747,154,335
82	Lyon Real Estate Sacramento, CA	Pat Shea	\$2,731,793,781
83	Benchmark Realty LLC Franklin, TN	Phillip Cantrell	\$2,728,709,369
84	Shorewest Realtors Brookfield, WI	Joe Horning	\$2,685,221,000
85	Michael Saunders & Company Sarasota, FL	Michael Saunders	\$2,675,700,927
86	Realty Executives Phoenix and Yuma Phoenix, AZ	Joel Moyes	\$2,675,500,372
87	John R. Wood Properties Naples, FL	Phil Wood	\$2,633,407,752
88	Keller Williams Realty Ridgewood Ridgewood, NJ	Aloysius Donohue	\$2,631,445,249
89	Keller Williams Realty Jay Crow Group Raleigh, NC	Jay Crow	\$2,583,784,172
90	HER LLC Gahanna, OH	Shawn Adams	\$2,568,542,555
91	Gibson Sotheby's International Realty Boston, MA	Larry Rideout	\$2,558,614,112
92	Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines Grand Rapids, MI	Steve J. Fase	\$2,538,171,208

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
93	Better Homes and Gardens Real Estate Gary Greene Houston, TX	Mark Woodroof	\$2,524,874,402
94	Atlanta Communities Real Estate Brokerage Marietta, GA	Judson Adamson	\$2,518,188,144
95	Coldwell Banker Apex, Realtors Richardson, TX	Lori A. Arnold	\$2,506,133,285
96	Big Block Realty San Diego, CA	Sam Khorramian	\$2,473,406,600
97	Coldwell Banker Howard Perry and Walston Realty, Inc. Raleigh, NC	Donald Walston	\$2,469,443,808
98	Allison James Estates & Homes Carlsbad, CA	Matthew R. Crumbaugh	\$2,447,133,163
99	Keller Williams Realty Partners Overland Park, KS	Steve Johns	\$2,402,040,938
100	PalmerHouse Properties Atlanta, GA	Kevin L. Palmer	\$2,391,465,252
101	Keller Williams Salt Lake City Salt Lake City, UT	Boyd Brown	\$2,352,945,447
102	Select Group Yuba City, CA	Daniel Jacuzzi	\$2,339,195,131
103	Sibcy Cline Realtors Cincinnati, OH	Robert N. Sibcy	\$2,329,891,160
104	Better Homes and Gardens Real Estate Rand Realty Nanuet, NY	Matthew Rand	\$2,327,951,689
105	Pearson Smith Realty, L. L. C. Ashburn, VA	Chuck Smith	\$2,321,673,866
106	Washington Fine Properties Washington, DC	Thomas B. Anderson	\$2,300,977,702
107	Keller Williams Realty - Tulsa Tulsa, OK	Sherry Lewis	\$2,282,519,380
108	Keller Williams Capital Properties Washington, DC	Bo Menkiti	\$2,272,597,087
109	Virtual Properties Realty Duluth, GA	Steve Wagner	\$2,258,419,028
110	Kuper Sotheby's International Realty San Antonio, TX	J Kuper	\$2,227,676,397
111	Slifer Smith & Frampton Real Estate Avon, CO	John Pfeiffer	\$2,226,933,815
112	Keller Williams Realty Alaska Group Anchorage, AK	Matt Dimmick	\$2,221,150,026
113	Bennion Deville Homes Rancho Mirage, CA	Bob Deville	\$2,199,149,128

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
114	CENTURY 21 Award San Diego, CA	David Romero	\$2,180,842,428
115	RE/MAX Northwest Realtors Seattle, WA	Matt van Winkle	\$2,178,128,136
116	RE/MAX Advantage Plus Savage, MN	Eric P. Malmberg	\$2,159,752,659
117	Keller Williams Federal Way Federal Way, WA	Dennis Ranch	\$2,157,771,386
118	RE/MAX Accord Danville, CA	Jerry Stadtler	\$2,145,477,729
119	Zephyr Real Estate San Francisco, CA	Randall Kostick	\$2,124,460,447
120	Keller Williams Realty Austin, TX	Wendi Harrelson	\$2,086,214,879
121	Professional Realty Services International Spokane, WA	JW Webb	\$2,063,835,959
122	Keller Williams Realty Integrity Northwest Elk River, MN	John Butler	\$2,059,895,738
123	Prominent Properties Sotheby's International Realty Tenafly, NJ	Charles Oppler	\$2,055,132,447
124	Briggs Freeman Sotheby's International Realty Dallas, TX	Robert Briggs	\$2,050,000,000
125	Keller Williams Realty Boise Boise, ID	Erica L. Hill	\$2,043,244,033
126	Realty Connect USA Hauppauge, NY	John Fitzgerald	\$2,018,056,790
127	Keller Williams Realty El Dorado Hills, CA	Beverly Steiner	\$2,013,756,595
128	Hasson Company Lake Oswego, OR	Michael Hasson	\$1,962,613,800
129	HomeSmart Evergreen Realty Irvine, CA	Randy Rector	\$1,949,136,000
130	United Real Estate Dallas, TX	Dan Duffy	\$1,948,958,770
131	CENTURY 21 MM Oakdale, CA	John Melo	\$1,924,047,083
132	CENTURY 21 Redwood Realty Ashburn, VA	Edward Berenbaum	\$1,906,060,976
133	Keller Williams Realty West Monmouth Morganville, NJ	Adele DeMoro	\$1,902,908,091
134	Realty Executives Associates Knoxville, TN	Greg Cates	\$1,899,229,991

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
135	Your Castle Real Estate Denver, CO	Lon Welsh	\$1,894,031,034
136	Coldwell Banker Weir Manuel Family of Companies Bingham Farms, MI	John North	\$1,890,675,364
137	Keller Williams Realty The Woodlands, TX	Bruce Kink	\$1,878,938,959
138	Keller Williams Realty Georgia Legacy Group Alpharetta, GA	Andy Peters	\$1,874,934,058
139	Keller Williams Realty Emerald Coast Destin, FL	Robert Tufts	\$1,865,041,459
140	RE/MAX Executive Charlotte, NC	Hadi Atri	\$1,860,372,216
141	Revelation Real Estate Chandler, AZ	Chuck Fazio	\$1,847,273,766
142	The Group Fort Collins, CO	Brandon Wells	\$1,813,339,319
143	Keller Williams Realty - Meggers Management Group Visalia, CA	Albert Meggers	\$1,809,794,313
144	Keller Williams E to P Group Naperville, IL	Pete Economos	\$1,785,390,001
145	Keller Williams Realty Fayetteville, AR Fayetteville, AR	Marc King	\$1,782,726,324
146	Bean Group Portsmouth, NH	Michael Bean	\$1,775,807,044
147	Tierra Antigua Realty LLC Tucson, AZ	Matt Clifton	\$1,767,122,501
148	Keller Williams Realty Los Gatos, CA	Mark Von Kaenel	\$1,766,885,639
149	Berkshire Hathaway HomeServices New Jersey Properties Somerset, NJ	William O. Keleher, Jr.	\$1,745,071,134
150	Coldwell Banker West Bonita, CA	Peter Mendiola	\$1,724,928,176
151	Better Homes and Gardens Real Estate Metro Brokers Atlanta, GA	Kevin Levent	\$1,711,456,826
152	Keller Williams Realty Chattanooga, TN	Jennie Brockman	\$1,710,301,336
153	Premiere Plus Realty Naples, FL	Eric Gallus	\$1,709,967,051
154	McEneaney Associates, Inc. Alexandria, VA	Maureen McEneaney Dunn	\$1,701,875,503
155	Keller Williams Realty Jupiter/PBG/Treasure Coast/PSL/Vero Beach Jupiter, FL	Charles F. Possess	\$1,692,947,139

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
156	Windermere Homes & Estates San Diego, CA	Rich Johnson	\$1,687,970,333
157	Keller Williams Portland Central Portland, OR	Cody Gibson	\$1,687,201,449
158	Coldwell Banker Legacy Albuquerque, NM	Joe Gilmore	\$1,683,069,019
159	Locations Honolulu, HI	Jason Lazzerini	\$1,681,100,608
160	Better Homes and Gardens Real Estate The Masiello Group Bedford, NH	Christopher Masiello	\$1,678,608,979
161	Cummings & Co. Realtors Baltimore, MD	Dave Cummings	\$1,661,268,444
162	Jameson Sotheby's International Realty Chicago, IL	Chris Feurer	\$1,660,533,860
163	Keller Williams Metro Center Alexandria, VA	Shane S. McCullar	\$1,659,395,180
164	Rose & Womble Realty Virginia Beach, VA	Arthur J. Zachary	\$1,648,137,716
165	RE/MAX Allegiance Alexandria, VA	Charlie Bengel, Jr.	\$1,645,582,711
166	Keller Williams Realty Lubbock, TX	Tim Minnix	\$1,644,356,166
167	Realogics Sotheby's International Realty Seattle, WA	Dean Jones	\$1,630,470,043
168	Keller Williams Realty of Central Florida LLC Lakeland, FL	Chris McLaughlin	\$1,614,555,239
169	Kinlin Grover, Page Taft & Randall Realtors Charlestown, RI	Michael Schlott	\$1,601,980,480
170	PMZ Real Estate Modesto, CA	Paula Zagaris Leffler	\$1,590,642,000
171	Cascade Sotheby's International Realty Bend, OR	Debra Tebbs	\$1,589,958,047
172	Vista Sotheby's International Realty Manhattan Beach, CA	Darin DeRenzis	\$1,585,540,641
173	Berkshire Hathaway HomeServices Towne Realty Virginia Beach, VA	Barbara M. Wolcott	\$1,575,555,420
174	Comey & Shepherd Cincinnati, OH	Scott Nelson	\$1,572,000,000
175	RE/MAX Realty Group Gaithersburg, MD	Kenneth R. Crowley	\$1,567,200,394
176	Engel & Völkers Gestalt Group Park City, UT	Paul Benson	\$1,565,250,165

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
177	Keller Williams Realty - RM Realty Associates LLC Newark, DE	Michael McGavisk	\$1,557,608,644
178	RE/MAX Integrity Eugene, OR	Kevin J. Simrin	\$1,539,581,070
179	Keller Williams Realty, Atlantic Partners Jacksonville Beach, FL	Margaret Sherrill	\$1,533,762,162
180	Keller Williams Realty - Ubaldini Group Palm Harbor, FL	Nikki Ubaldini	\$1,525,324,011
181	Aspen Snowmass Sotheby's International Realty Aspen, CO	Craig Morris	\$1,503,872,042
182	CENTURY 21 Scheetz Carmel, IN	Mick Scheetz	\$1,500,816,700
183	CENTURY 21 Judge Fite Company Dallas, TX	Jim Fite	\$1,499,997,229
184	Hawaii Life Hanalei, HI	Matt Beall	\$1,493,672,724
185	Chase International Real Estate Reno, NV	Shari Chase	\$1,488,652,808
186	Legacy Real Estate & Associates ERA Powered Fremont, CA	Bill Aboumrad	\$1,482,203,752
187	Keller Williams Realty Rafeh Corp. Palmdale, CA	Sam Rafeh	\$1,479,905,587
188	REALHOME Services and Solutions Inc. Atlanta, GA	Mason A. Legendre	\$1,474,636,194
189	Smith & Associates Real Estate Tampa, FL	Robert Glaser	\$1,471,991,639
190	J. Rockcliff Realtors Danville, CA	Jeff Sposito	\$1,466,041,859
191	RE/MAX Alliance Group Sarasota, FL	Peter Crowley	\$1,461,551,461
192	Berkshire Hathaway HomeServices Verani Realty Londonderry, NH	Giovanni Verani	\$1,460,584,241
193	Keller Williams Realty - Silicon Valley Campbell, CA	Michael Sibia	\$1,459,902,780
194	Keller Williams Realty Indy Metro NE/Louisville East Indianapolis, IN	Kim Alexander	\$1,457,868,975
195	Berkshire Hathaway HomeServices California Properties Cerritos, CA	Dennis Rosas	\$1,456,618,229
196	Downing-Frye Realty, Inc. Naples, FL	David Frye	\$1,455,452,242
197	Keller Williams Realty Denton, TX	Myra Oliver	\$1,449,711,294

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
198	Elite Pacific Properties, LLC Honolulu, HI	Anton Steenman	\$1,444,810,193
199	Keller Williams Realty Knoxville-West Knoxville, TN	Sharon Laing	\$1,443,358,917
200	Five Star Real Estate Grand Rapids, MI	Gregory Carlson	\$1,441,860,739
201	Keller Williams Realty - The Hilgenberg Group Rancho Mirage, CA	Michael Hilgenberg	\$1,439,652,063
202	Beverly-Hanks & Associates Asheville, NC	W. Neal Hanks, Jr.	\$1,436,837,901
203	Keller Williams - Brian Smith Mgmt. Denver, CO	Brian Smith	\$1,435,709,381
204	Coldwell Banker C&C Properties Redding, CA	Steve Craft	\$1,432,496,536
205	Berkshire Hathaway HomeServices Commonwealth Real Estate Natick, MA	George Patsio	\$1,412,379,555
206	RE/MAX Premier Properties Arcadia, CA	Kuan Sung	\$1,400,753,742
207	Better Homes and Gardens Real Estate Kansas City Homes Overland Park, KS	David Cooper	\$1,399,269,646
208	Keller Williams Realty, Boston-Metro Boston, MA	David McCarthy	\$1,395,278,673
209	Coach Real Estate Associates, Inc. Northport, NY	Lawrence P. Finn, Jr.	\$1,392,530,042
210	Key Realty Maumee, OH	Dennis Degnan	\$1,391,046,996
211	Coldwell Banker Select Tulsa, OK	Sam Rader	\$1,383,073,497
212	Keller Williams Realty Spokane Spokane, WA	Bruce Hardie	\$1,360,931,079
213	Solid Source Real Estate Roswell, GA	Michele Velcheck	\$1,353,546,000
214	Better Homes and Gardens Real Estate Reliance Partners Auburn, CA	Daryl Rogers	\$1,346,201,555
215	Keller Williams Coastal and Lakes & Mountains Realty Portsmouth, NH	Nathan Dickey	\$1,337,051,237
216	Wilkinson ERA Real Estate Charlotte, NC	Eb Moore	\$1,336,341,957
217	Keller Williams Realty Birmingham Birmingham, AL	Kathy Wheeler	\$1,333,289,950
218	RE/MAX Suburban Mount Prospect, IL	Chad M. Gilbert	\$1,329,482,562

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
219	Keller Williams Arizona Realty Scottsdale, AZ	Kristan Cole	\$1,325,847,644
220	Dickson Realty Reno, NV	Nancy Fennell	\$1,325,199,978
221	Realty ONE Group Complete Rocklin, CA	Greg McClure	\$1,317,843,900
222	Red Oak Realty Oakland, CA	Vanessa Bergmark	\$1,314,867,000
223	Keller Williams - Agnew Real Estate LLC Tempe, AZ	Scott Agnew	\$1,314,133,239
224	Intero Real Estate Services - East Bay Fremont, CA	Rishi Bakshi	\$1,308,650,763
225	Keller Williams Realty Royal Oak Royal Oak, MI	Natalie Reed	\$1,294,729,477
226	Keller Williams Realty WINWIN Charlotte Partners Charlotte, NC	Ed Arrington	\$1,291,561,422
227	Keller Williams Honolulu & Maui Honolulu, HI	Colette Ching	\$1,279,111,610
228	Realty Masters & Associates Tustin, CA	Max McDermott	\$1,277,534,832
229	RE/MAX Gold Coast Ventura, CA	Michael G. Sipes	\$1,277,519,733
230	8z Real Estate Boulder, CO	Lane Hornung	\$1,272,840,128
231	RE/MAX Fine Properties Scottsdale, AZ	Delbert M. Rounds	\$1,266,385,202
232	REALM Real Estate Professionals Houston, TX	Anita Reed	\$1,264,626,787
233	Greenwood King Properties Houston, TX	Julie E. Greenwood	\$1,250,785,122
234	Keller Williams Realty Greater Portland Portland, ME	Cathy Manchester	\$1,248,484,184
235	Keller Williams Premier Properties Summit, NJ	Cara Moxley	\$1,240,079,617
236	CENTURY 21 North East Salem, NH	James D'Amico, III	\$1,232,886,655
237	Carpenter Realtors Indianapolis, IN	John Asbury	\$1,229,312,213
238	Keller Williams Realty - St. Louis Kirkwood St. Louis, MO	David Brosseau	\$1,224,104,715
239	RE/MAX Select Westfield, NJ	Sigrid A. Amil	\$1,221,729,409

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
240	Keller Williams Success Realty South Ogden, UT	Matt Green	\$1,213,887,943
241	RE/MAX DFW Associates Coppell, TX	Mark Wolfe	\$1,210,544,538
242	Coldwell Banker Prime Properties Cohoes, NY	R.J. Long	\$1,209,280,512
243	Berkshire Hathaway HomeServices Florida Properties Group Trinity, FL	D. Dewey Mitchell	\$1,198,495,349
244	RE/MAX of Boulder Inc. Boulder, CO	Tom Kalinski	\$1,194,786,325
245	Reliant Realty ERA Powered/ERA Home Run Real Estate Nashville, TN	Casey Brown	\$1,192,416,784
246	Dilbeck Real Estate La Canada, CA	Mark Dilbeck	\$1,189,026,266
247	Berkshire Hathaway HomeServices Professional Realty Mason, OH	David Mussari	\$1,182,573,025
248	LoKation® Real Estate Pompano Beach, FL	Nathan Klutznick	\$1,182,000,000
249	Patterson Schwartz Real Estate Hockessin, DE	Joseph Pluscht Jr.	\$1,180,693,883
250	Deasy Penner Podley Pasadena, CA	Mike Deasy	\$1,178,082,477
251	Intracoastal Realty Corp Wilmington, NC	James E. Wallace, Jr.	\$1,176,580,062
252	Coldwell Banker Heritage Dayton, OH	Ron Sweeney	\$1,176,464,328
253	Florida Homes Realty & Mortgage Jacksonville, FL	James Angelo	\$1,169,913,799
254	Keller Williams Realty DTC LLC - Masters Realty LLC Centennial, CO	Pam Kiker	\$1,169,025,928
255	Keller Williams North Florida Tallahassee, FL	Rebekah Rivers	\$1,163,412,804
256	Realty ONE Group Mountain Desert Lake Havasu City, AZ	Daniel Collins	\$1,161,308,491
257	RE/MAX Concepts West Des Moines, IA	Matthew Mauro	\$1,158,552,622
258	Keller Williams Realty Landmark Flushing, NY	Louis Cardenas	\$1,156,591,493
259	Chinowth & Cohen Realtors Tulsa, OK	Sheryl Chinowth	\$1,150,336,729
260	Keller Williams Real Estate - Exton Exton, PA	Cindy Dickerman	\$1,147,416,295

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
261	Murney Associates, Realtors Springfield, MO	Twila Hillme	\$1,136,082,101
262	Keller Williams Lafayette, LA	JD Pierce	\$1,135,602,692
263	Keller Williams Realty Metropolitan Bedford, NH	Bill Weidacher	\$1,128,670,387
264	Cutler Real Estate Canton, OH	Andy Camp	\$1,128,575,689
265	LAER Realty Partners Chelmsford, MA	Stacey Alcorn	\$1,117,184,193
266	Leading Edge Real Estate Winchester, MA	Paul Mydelski	\$1,113,814,530
267	Berkshire Hathaway HomeServices C. Dan Joyner, REALTORS Greenville, SC	Danny Joyner	\$1,113,786,878
268	Keller Williams Realty Puyallup South Sound Puyallup, WA	Colleen Dutmers	\$1,111,100,134
269	Keller Williams Integrity Ellicott City, MD	Rachel Resch	\$1,100,991,980
270	CENTURY 21 American Homes East Meadow, NY	Michael Litzner	\$1,095,042,329
271	Realty Executives Tucson Elite Tucson, AZ	John Dwyer	\$1,091,274,674
272	Keller Williams Realty - Easton Market Center South Easton, MA	Iris Papagno	\$1,087,534,449
273	Keller Williams Realty Fort Mill Fort Mill, SC	Janeece Swainey	\$1,087,318,422
274	Village Properties Santa Barbara, CA	Renee Grubb	\$1,083,062,160
275	NP Dodge Real Estate Sales, Inc. Omaha, NE	Nate Dodge	\$1,079,000,000
276	Keller Williams Realty Advantage Group Oviedo, FL	Lori Tyrrell	\$1,077,961,316
277	RE/MAX Properties, Inc. Colorado Springs, CO	Tony Clement	\$1,077,194,362
278	Keller Williams Ballantyne Area Charlotte, NC	Brenda Benson	\$1,076,892,736
279	Keller Williams Consultants Realty Dublin, OH	Sue Parrish	\$1,074,682,388
280	Charter One Realty Hilton Head Island, SC	Tom Reed	\$1,071,243,319
281	Berkshire Hathaway HomeServices Select Properties St. Louis, MO	Maryann Vitale Alles	\$1,068,653,082

RANK	COMPANY	PRINCIPAL	2019 SALES VOLUME
282	Keller Williams Big Rock Partners Orland Park, IL	Ron Wexler	\$1,066,347,474
283	Keller Williams Realty Charlotte, NC	Kent Temple	\$1,064,651,650
284	Keller Williams Philly Philadelphia, PA	Noah Ostroff	\$1,064,163,668
285	HomeSmart Realty West Carlsbad, CA	Roger Lee	\$1,055,039,628
286	Keller Williams Realty Mission Viejo Mission Viejo, CA	Rino Caturano	\$1,051,429,557
287	Mark Spain Real Estate Alpharetta, GA	Mark Spain	\$1,049,769,096
288	Keller Williams Realty - Beverly Beverly, MA	Jason Parisella	\$1,044,869,233
289	Keller Williams Realty Haigh Group Maple Grove, MN	Todd Haigh	\$1,039,225,613
290	Keller Williams Advisors/Advantage/Realty Associate Partners Cincinnati, OH	Sarah Close	\$1,032,465,960
291	London Properties Ltd. Fresno, CA	Daniel Conner	\$1,031,253,833
292	Keller Williams Realty Premier Partners Vancouver, WA	Patti Siebold	\$1,030,592,479
293	Coldwell Banker Danforth Federal Way, WA	Phyllis K. Danforth	\$1,029,850,883
294	Greenridge Realty, Inc. Grand Rapids, MI	Tom Paarlberg	\$1,026,771,456
295	RLAH Real Estate Chevy Chase, MD	Jason Sherman	\$1,021,304,320
296	Berkshire Hathaway HomeServices Indiana Realty Indianapolis, IN	Kevin Kirkpatrick	\$1,018,701,449
297	Coldwell Banker D'Ann Harper, Realtors San Antonio, TX	Leesa Harper Rispoli	\$1,013,967,827
298	Keller Williams WinStar Realty Idaho Falls, ID	Jim Windmiller	\$1,011,207,154
299	McGraw Realtors Tulsa, OK	William McCollough	\$1,009,403,797
300	Keller Williams Realty Pacific Estates Long Beach, CA	David Culen	\$1,009,227,572
301	Gardner, Realtors Metairie, LA	Glenn M. Gardner	\$1,000,000,000

— THE LARGEST REGIONAL BRANDS —

For many years now, leading brokerage firms have been opening offices that they do not own but rather are offices where they have licensed, partnered, franchised or through means other than outright ownership grown their retail networks. We refer to these firms as “Regional Brands” due to the numerous ways they build their networks. This report ranks brokerages which are also local or regional franchisors/licensors. Owned business includes all business in which the principal has at least a 50 percent interest. Rankings are based on combined sales volume of owned and franchised business. Please note that the total numbers for the affiliated business for these firms are not verified by outside sources.

RANK	COMPANY	HEADQUARTERS		
1	HomeServices of America	Minneapolis, MN		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 911	Offices: 121	Offices:	1,032
	Agents: 43,174	Agents: 2,653	Agents:	45,827
	Sales Volume: \$132,304,589,270	Sales Volume: \$6,410,997,933	Sales Volume:	\$138,715,587,203
2	Windermere Real Estate	Seattle, WA		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: -	Offices: 319	Offices:	319
	Agents: -	Agents: 6,488	Agents:	6,488
	Sales Volume: -	Sales Volume: \$36,718,000,000	Sales Volume:	\$36,718,000,000
3	Hanna Holdings/Allen Tate	Pittsburgh, PA		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 272	Offices: 52	Offices:	324
	Agents: 8,665	Agents: 580	Agents:	9,245
	Sales Volume: \$22,475,825,294	Sales Volume: \$1,175,941,741	Sales Volume:	\$23,651,767,035
4	John L. Scott Real Estate	Bellevue, WA		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 35	Offices: 67	Offices:	102
	Agents: 1,510	Agents: 1,329	Agents:	2,839
	Sales Volume: \$8,332,411,071	Sales Volume: \$5,806,251,063	Sales Volume:	\$14,138,662,134

RANK	COMPANY	HEADQUARTERS		
5	Crye-Leike Real Estate Services	Memphis, TN		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 98	Offices: 26	Offices:	124
	Agents: 2,967	Agents: 382	Agents:	3,349
	Sales Volume: \$5,814,099,906	Sales Volume: \$725,720,572	Sales Volume:	\$6,539,820,478
6	Real Estate One	Southfield, MI		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 46	Offices: 25	Offices:	71
	Agents: 1,996	Agents: 217	Agents:	2,213
	Sales Volume: \$5,606,837,190	Sales Volume: \$266,866,813	Sales Volume:	\$5,873,704,003
7	West USA Realty, Inc.	Phoenix, AZ		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 21	Offices: 2	Offices:	23
	Agents: 2,758	Agents: 138	Agents:	2,896
	Sales Volume: \$4,119,024,231	Sales Volume: \$152,489,745	Sales Volume:	\$4,271,513,976
8	F.C. Tucker Company, Inc.	Indianapolis, IN		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 17	Offices: 33	Offices:	50
	Agents: 658	Agents: 455	Agents:	1,113
	Sales Volume: \$2,986,573,395	Sales Volume: \$1,232,646,258	Sales Volume:	\$4,219,219,653
9	Latter & Blum Companies	New Orleans, LA		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 31	Offices: 5	Offices:	36
	Agents: 3,063	Agents: 60	Agents:	3,123
	Sales Volume: \$3,637,717,787	Sales Volume: \$105,899,669	Sales Volume:	\$3,743,617,456
10	Shorewest Realtors	Brookfield, WI		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 25	Offices: 3	Offices:	28
	Agents: 920	Agents: 72	Agents:	992
	Sales Volume: \$2,685,221,000	Sales Volume: \$179,480,000	Sales Volume:	\$2,864,701,000
11	Comey & Shepherd	Cincinnati, OH		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 5	Offices: 6	Offices:	11
	Agents: 290	Agents: 225	Agents:	515
	Sales Volume: \$1,572,000,000	Sales Volume: \$850,000,000	Sales Volume:	\$2,422,000,000

RANK	COMPANY	HEADQUARTERS		
12	Better Homes and Gardens Real Estate The Masiello Group	Bedford, NH		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 34	Offices: 1	Offices:	35
	Agents: 673	Agents: 16	Agents:	389
	Sales Volume: \$1,678,608,979	Sales Volume: \$25,917,012	Sales Volume:	\$1,704,525,991
13	Realty Executives of Kansas City	Leawood, KS		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 5	Offices: 23	Offices:	28
	Agents: 182	Agents: 432	Agents:	605
	Sales Volume: \$562,957,554	Sales Volume: \$1,076,162,075	Sales Volume:	\$1,639,119,629
14	Stark Company Realtors	Madison, WI		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 6	Offices: 1	Offices:	7
	Agents: 192	Agents: 16	Agents:	208
	Sales Volume: \$714,703,112	Sales Volume: \$236,710,892	Sales Volume:	\$951,414,004
15	Counselor Realty Inc.	Arden Hills, MN		
	<i>Owned Business</i>	<i>Affiliated Business</i>	<i>Total Business</i>	
	Offices: 7	Offices: 7	Offices:	14
	Agents: 147	Agents: 113	Agents:	260
	Sales Volume: \$390,070,592	Sales Volume: \$159,474,399	Sales Volume:	\$549,544,991



NATION'S BEST

REALTRENDS

2020

Listed below are those firms which did not make the REAL Trends 500 yet closed 500 transaction sides or more in 2019.

COMPANY	OFFICES	2019 SIDES
RE/MAX 1st Advantage Colonia, NJ	3	1,978
Keller Williams Honolulu & Maui Honolulu, HI	2	1,976
Keller Williams Realty Professional Partners Glendale, AZ	2	1,974
Keller Williams Crofton/Ft. Meade Millersville, MD	1	1,970
Keller Williams Premier Realty Katy, TX	1	1,969
Coldwell Banker Hedges Realty Cedar Rapids, IA	4	1,968
Keller Williams Realty Rio Grande Valley McAllen, TX	2	1,966
RE/MAX At Barnegat Bay Forked River, NJ	4	1,964
Keller Williams Realty Elite Winston-Salem, NC	1	1,963
Keller Williams Sarasota Lakewood Ranch Lakewood Ranch, FL	2	1,963
CENTURY 21 HomeStar Solon, OH	1	1,952
Keller Williams Realty - Roseville Roseville, CA	1	1,952
Keller Williams Realty Monroe Monroe, LA	2	1,947
RE/MAX Commonwealth Richmond, VA	4	1,937
Keller Williams Realty Johnson City, TN	1	1,930
CENTURY 21 Ace Realty Appleton, WI	1	1,928
Keller Williams Keystone Realty York, PA	1	1,928
RE/MAX Traders Unlimited Peoria, IL	4	1,927
Keller Williams Arizona Living Realty Lake Havasu City, AZ	1	1,921
HomeSmart PV & Associates Modesto, CA	3	1,912
Coldwell Banker Danforth Federal Way, WA	3	1,910

COMPANY	OFFICES	2019 SIDES
Keller Williams Realty of Greensboro Greensboro, NC	1	1,903
Berkshire Hathaway HomeServices Blake, REALTORS Albany, NY	11	1,901
Washington Fine Properties Washington, DC	10	1,897
CENTURY 21 Mike Bowman, Inc. Grapevine, TX	1	1,894
Elite Pacific Properties, LLC Honolulu, HI	12	1,894
Keller Williams Realty Mt. Pleasant, SC	1	1,890
RE/MAX Masters Millennium Greenwood Village, CO	1	1,886
RE/MAX Gateway Chantilly, VA	4	1,883
Keller Williams Marquee Edwardsville, IL	1	1,881
RLAH Real Estate Chevy Chase, MD	5	1,881
CENTURY 21 Blackwell & Co. Realty, Inc. Boiling Springs, SC	3	1,880
HomeSmart Realty West Carlsbad, CA	4	1,875
Keller Williams Realty Bethel Park, PA	1	1,874
Slifer Smith & Frampton Real Estate Avon, CO	27	1,870
RE/MAX Properties East Louisville, KY	1	1,855
Keller Williams Realty Falls Church Falls Church, VA	3	1,854
Keller Williams Realty Atlanta Hall County Gainesville, GA	1	1,845
RE/MAX Connection Marlton, NJ	5	1,842
Better Homes and Gardens Real Estate BloomTree Realty Prescott, AZ	5	1,839
RE/MAX of Boulder Inc. Boulder, CO	3	1,836
Blanchard & Calhoun Real Estate Co. Augusta, GA	4	1,835

COMPANY	OFFICES	2019 SIDES
RE/MAX Advantage Nashville, TN	1	1,834
Realty Concepts, Ltd. Fresno, CA	3	1,834
RE/MAX Champions Upland, CA	5	1,833
Better Homes and Gardens Real Estate Winans Dallas, TX	6	1,832
Keller Williams Realty New Bern New Bern, NC	1	1,831
RE/MAX Affiliates Florence, KY	4	1,830
ERA Colonial Real Estate Harker Heights, TX	4	1,829
Madison & Company Properties, LLC Greenwood Village, CO	6	1,828
RE/MAX Palm Realty Port Charlotte, FL	3	1,826
RE/MAX Excalibur Scottsdale, AZ	4	1,825
Red Rock Real Estate Saint George, UT	1	1,824
RE/MAX Newport Elite Racine, WI	3	1,822
Lamacchia Realty, Inc. Waltham, MA	7	1,821
Coldwell Banker Premier Real Estate Fresno, CA	15	1,799
Keller Williams on the Water Sarasota, FL	2	1,785
Engel & Völkers Gestalt Group Park City, UT	25	1,782
Coldwell Banker Alfonso Realty Gulfport, MS	6	1,780
Coldwell Banker Gosslee Shreveport, LA	2	1,778
Keller Williams Realty Georgetown, TX	1	1,777
Keller Williams Realty Leading Edge Cumberland, RI	1	1,774
Keller Williams Realty Oklahoma City, OK	1	1,773

COMPANY	OFFICES	2019 SIDES
Keller Williams Realty Landmark Flushing, NY	4	1,771
Keller Williams Greater Columbus & Ohio Realty Columbus, OH	1	1,770
Keller Williams Realty Green Mountain Properties Colchester, VT	1	1,762
Keller Williams Clear Lake/Nasa Houston, TX	1	1,761
Coldwell Banker Professionals Lapeer, MI	11	1,753
The Norton Agency Gainesville, GA	4	1,752
RE/MAX Executive Realty Franklin, MA	9	1,751
Berkshire Hathaway HomeServices Premier Properties Houston, TX	10	1,750
Keller Williams Greater Cleveland Northeast Mentor, OH	1	1,750
RE/MAX Metro St. Petersburg, FL	4	1,750
Signature Realty Associates Valrico, FL	1	1,746
RE/MAX Lake of the Ozarks Osage Beach, MO	1	1,743
Keller Williams Premier Properties Summit, NJ	2	1,741
Keller Williams Tuscaloosa Tuscaloosa, AL	1	1,735
Coldwell Banker Platinum Partners Savannah, GA	8	1,730
RE/MAX Edge Realty Canton, OH	4	1,726
Keller Williams Realty Legacy Group Cedar Rapids, IA	1	1,724
RE/MAX Eastside Brokers Inc. Bellevue, WA	2	1,724
Keller Williams Realty Consultants Jeffersonville, IN	1	1,718
Keller Williams Realty Allen Allen, TX	1	1,715
Keller Williams Realty Houston Northeast Kingwood, TX	1	1,715

COMPANY	OFFICES	2019 SIDES
Coldwell Banker Associated Brokers Realty Canyon Lake, CA	3	1,714
RE/MAX Signature Houston, TX	5	1,709
CENTURY 21 Allstars Pico Rivera, CA	1	1,700
North Eastern Group Realty Fort Wayne, IN	4	1,697
Bellator Real Estate & Development Spanish Fort, AL	6	1,690
Keller Williams Westland Realty Fresno, CA	1	1,687
RE/MAX Preferred North Providence, RI	4	1,685
Keller Williams Realty Fayetteville Profit Sharers Fayetteville, NC	1	1,680
Keller Williams Realty Jackson Flowood, MS	2	1,679
PorchLight Real Estate Group Denver, CO	4	1,679
CENTURY 21 Jordan-Link Visalia, CA	4	1,668
RE/MAX of Santa Clarita Santa Clarita, CA	4	1,666
Keller Williams Capital Realty Evansville, IN	1	1,662
Keller Williams Milwaukee South New Berlin, WI	1	1,660
Keller Williams, Peace River Partners Realty Punta Gorda, FL	1	1,659
Keller Williams Realty Morristown Morristown, NJ	1	1,656
Keller Williams Realty First Choice Prairieville, LA	1	1,654
North&Co. Phoenix, AZ	3	1,652
Hawaii Life Hanalei, HI	18	1,646
Keller Williams Realty, Pioneer Valley Longmeadow, MA	1	1,644
Keller Williams Premier Realty North Suburban Vadnais Heights, MN	1	1,642

COMPANY	OFFICES	2019 SIDES
Keller Williams Signature Katy, TX	1	1,640
Keller Williams Realty Sonoran Living Phoenix, AZ	2	1,635
Realogics Sotheby's International Realty Seattle, WA	10	1,634
Keller Williams Realty Community Partners Cumming, GA	1	1,627
Coldwell Banker Collins-Maury Collierville, TN	4	1,626
RE/MAX Leading Edge Dearborn Heights, MI	3	1,626
Keller Williams Cornerstone Realty Ocala, FL	1	1,624
Better Homes and Gardens Real Estate Paracle / Go Realty Fort Mill, SC	5	1,622
Better Homes and Gardens Real Estate Main Street Properties Pensacola, FL	7	1,615
RE/MAX Elite Melbourne, FL	5	1,611
Coldwell Banker McMahan Crestwood, KY	10	1,606
RE/MAX First Realty East Brunswick, NJ	2	1,601
CENTURY 21 Results Realty Services Cumming, GA	2	1,597
Keller Williams Realty Greenville, SC	1	1,597
RE/MAX Universal New Caney, TX	4	1,597
RE/MAX Elite Little Rock, AR	4	1,596
HomeSmart Advantage Group Tucson, AZ	2	1,594
CENTURY 21 Town & Country Utica, MI	5	1,592
RE/MAX Realty Associates Champaign, IL	3	1,591
The Platinum Group, LLC Colorado Springs, CO	1	1,589
Berkshire Hathaway HomeServices New Mexico Properties Albuquerque, NM	5	1,588

COMPANY	OFFICES	2019 SIDES
Elfant Wissahickon REALTORS Philadelphia, PA	5	1,588
RE/MAX of Pueblo Inc. Pueblo, CO	2	1,588
CENTURY 21 Northland Traverse City, MI	13	1,585
HomeSmart Realty Group / Legacy Orland Park, IL	4	1,585
Keller Williams Realty Anniston Anniston, AL	1	1,583
American Real Estate ERA Powered Lufkin, TX	4	1,577
Knipe Realty ERA Powered Portland, OR	4	1,577
RE/MAX Choice Properties Hendersonville, TN	5	1,575
Keller Williams Realty Little Rock Little Rock, AR	1	1,574
RE/MAX Unlimited Madison, AL	2	1,570
ERA Shields Real Estate Colorado Springs, CO	2	1,567
Leading Edge Real Estate Winchester, MA	11	1,565
RE/MAX Integrity Spring, TX	2	1,564
Adams, Cameron & Co. Daytona Beach, FL	9	1,557
Keller Williams Realty Los Gatos, CA	3	1,549
Zephyr Real Estate San Francisco, CA	6	1,548
CENTURY 21 Alliance Mount Laurel, NJ	11	1,547
RE/MAX Centerstone Plainfield, IN	5	1,545
CENTURY 21 Action Plus Realty Freehold, NJ	8	1,544
CENTURY 21 Nachman Realty Newport News, VA	8	1,544
Keller Williams Preferred Realty Broomfield, CO	1	1,539

COMPANY	OFFICES	2019 SIDES
Keller Williams Corona Corona, CA	1	1,538
Keller Williams Realty Wichita, KS	1	1,538
Legacy Real Estate & Associates ERA Powered Fremont, CA	5	1,533
CENTURY 21 Elite Shreveport, LA	3	1,531
Intero Real Estate Services - East Bay Fremont, CA	5	1,527
Diane Turton, Realtors Point Pleasant Beach, NJ	16	1,526
Berkshire Hathaway HomeServices Executive Realty Scherverville, IN	2	1,525
Lewith & Freeman Kingston, PA	7	1,523
Keller Williams Topeka Topeka, KS	1	1,521
RE/MAX Trinity Fort Worth, TX	3	1,520
Keller Williams Client's Choice Realty Colorado Springs, CO	1	1,519
RE/MAX Direct Wellington, FL	3	1,519
Keller Williams Realty Brevard Melbourne, FL	1	1,518
KW Utah Realtors Keller Williams Midvale, UT	1	1,517
Keefe Real Estate, Inc. Lake Geneva, WI	8	1,513
RE/MAX Leading Edge Gambrills, MD	3	1,513
Keller Williams City Life Realty Hoboken, NJ	2	1,511
Keller Williams Paint Creek and Somerset Rochester, MI	1	1,511
CENTURY 21 Maselle and Associates Jackson, MS	9	1,510
RE/MAX Center Duluth, GA	3	1,510
Keller Williams Realty DFW Metro SW Weatherford, TX	1	1,508

COMPANY	OFFICES	2019 SIDES
RE/MAX Signature Daytona Beach Shores, FL	5	1,503
Real Living Realty Professionals Wilbraham, MA	10	1,503
RE/MAX Around Atlanta Realty Atlanta, GA	4	1,500
Realty Executives of Cape County Cape Girardeau, MO	4	1,500
RE/MAX Top Producers Diamond Bar, CA	4	1,499
RE/MAX Beyond 2000 Middleburg Heights, OH	3	1,496
Keller Williams Shore Properties Toms River, NJ	1	1,494
Keller Williams Realty Showcase Properties Braintree, MA	2	1,493
Wardley Real Estate Las Vegas, NV	4	1,493
CENTURY 21 Masters Walnut, CA	10	1,491
Keller Williams Realty Pacific Estates Long Beach, CA	1	1,491
Keller Williams Realty La Jolla La Jolla, CA	2	1,486
Greenwood King Properties Houston, TX	3	1,485
Keller Williams Realty Middle Georgia Warner Robins, GA	1	1,484
Berkshire Hathaway HomeServices Innovative Real Estate Denver, CO	4	1,482
Keller Williams Realty Portland Premiere Portland, OR	1	1,475
Bellabay Realty LLC Caledonia, MI	7	1,472
RE/MAX Real Estate Allentown, PA	2	1,472
Keller Williams Realty - Silicon Valley Campbell, CA	3	1,470
ERA Strother Real Estate Fayetteville, NC	2	1,468
Dilbeck Real Estate La Canada, CA	11	1,466

COMPANY	OFFICES	2019 SIDES
Platinum Living Realty Scottsdale, AZ	5	1,466
CENTURY 21 Advantage Gold Southampton, PA	11	1,464
CENTURY 21 Advantage Realty London, KY	5	1,461
ERA American Real Estate Shalimar, FL	5	1,460
RE/MAX Select Albuquerque, NM	5	1,455
Keller Williams First Choice Realty Bowling Green, KY	1	1,452
Keller Williams Realty Nashville-Spring Hill Spring Hill, TN	1	1,450
Realty Executives of St. Louis St. Louis, MO	2	1,448
Keller Williams Realty Spartanburg Spartanburg, SC	1	1,444
RE/MAX Legends Spring, TX	1	1,444
Florida Executive Realty Tampa, FL	6	1,441
Keller Williams Realty Boca Raton Boynton Beach, FL	2	1,441
HomeSmart ICARE Realty Sacramento, CA	6	1,440
RE/MAX Professionals Lawton, OK	1	1,437
RE/MAX Results Owasso, OK	3	1,435
RE/MAX Space Center-Clear Lake Houston, TX	4	1,435
Classic Properties Clarks Summit, PA	4	1,432
RE/MAX Executive Modesto, CA	4	1,431
M. J. Peterson Real Estate, Inc. Amherst, NY	7	1,421
Keller Williams SoCal Rancho Cucamonga, CA	2	1,415
RE/MAX All Pro Bloomington, IL	3	1,413

COMPANY	OFFICES	2019 SIDES
Hardy Real Estate Holdings Birmingham, MI	5	1,408
RE/MAX Alliance Dayton, OH	5	1,405
Coldwell Banker Upchurch Realty Athens, GA	2	1,399
Keller Williams Hilton Head Hilton Head Island, SC	1	1,397
Red Oak Realty Oakland, CA	5	1,394
Keller Williams Realty Mission Viejo Mission Viejo, CA	3	1,390
Realty Executives Premier Valparaiso, IN	1	1,389
Keller Williams Realty Las Vegas Las Vegas, NV	1	1,388
RE/MAX Creative Realty Lexington, KY	3	1,378
Coldwell Banker Preferred, Realtors Bakersfield, CA	2	1,376
Keller Williams Realty Rivertown Grandville, MI	1	1,375
CENTURY 21 Tenace Realty Coral Springs, FL	3	1,372
Keller Williams Realty Mulinix Norman, OK	1	1,369
RE/MAX Preferred O'Fallon, IL	2	1,369
Counselor Realty Inc. Arden Hills, MN	7	1,368
Keller Williams Pearland Pearland, TX	1	1,367
1st Class Real Estate Virginia Beach, VA	11	1,366
Coldwell Banker Action Schofield, WI	2	1,366
Keller Williams 1st Realty and Associates Longmont, CO	2	1,363
PureWest Christie's International Real Estate Kalispell, MT	15	1,362
Berkshire Hathaway HomeServices Da-Ly Realty Grand Island, NE	5	1,361

COMPANY	OFFICES	2019 SIDES
Keller Williams Realty Chicago - Lincoln Park Chicago, IL	1	1,361
Keller Williams Realty Central RI Cranston, RI	1	1,358
CENTURY 21 Goodyear Green Edmond, OK	6	1,351
GK Properties Henderson, NV	2	1,343
RE/MAX Sails Baltimore, MD	1	1,343
Keller Williams Realty Greater Nassau Garden City, NY	2	1,341
RE/MAX Marketing Specialists Spring Hill, FL	4	1,341
EXIT King Realty Venice, FL	3	1,336
EXIT Realty Horizons Las Cruces, NM	1	1,336
Keller Williams Realty Bloomington Bloomington, IL	2	1,336
RE/MAX Results Frederick, MD	2	1,331
Keller Williams Realty Bartlesville, Grand Lake & Select Bartlesville, OK	1	1,328
Keller Williams Realty North Grand Rapids, MI	1	1,326
Keller Williams Realty Syracuse Fayetteville, NY	1	1,324
Coldwell Banker Premier Properties Saint Augustine, FL	10	1,323
RE/MAX Innovations Kansas City, MO	1	1,321
RE/MAX 100 Mishawaka, IN	2	1,320
Coldwell Banker Kappel Gateway Realty Vacaville, CA	5	1,319
Napier Realtors ERA Midlothian, VA	4	1,318
Jack White Real Estate Anchorage, AK	5	1,313
RE/MAX Associates Pueblo, CO	1	1,313

COMPANY	OFFICES	2019 SIDES
McWilliamsBallard Alexandria, VA	3	1,309
RE/MAX Traditions Chagrin Falls, OH	6	1,309
Coldwell Banker Home Source Victorville, CA	6	1,306
RE/MAX 1st Advantage Mechanicsburg, PA	1	1,306
RE/MAX Concepts Lincoln, NE	2	1,306
RE/MAX Checkmate Inc. Realtors Johnson City, TN	1	1,305
Kris Lindahl Real Estate Blaine, MN	1	1,304
Keller Williams Main Line Realty Bryn Mawr, PA	1	1,302
Berkshire Hathaway HomeServices Select Realty Fredericksburg, VA	3	1,300
Keller Williams Prestige Properties Stamford, CT	1	1,300
RE/MAX Achievers Hagerstown, MD	2	1,300
Keller Williams Classic Realty Orlando, FL	1	1,299
Keller Williams Realty McLean McLean, VA	1	1,299
RE/MAX Rising Bloomington, IL	1	1,295
Keller Williams Realty-Madison Madison, WI	2	1,284
Engel & Völkers Buckhead Atlanta / Atlanta North Fulton Atlanta, GA	2	1,283
Keller Williams American Premier Realty Bel Air, MD	1	1,283
J. Rockcliff Realtors Danville, CA	5	1,281
Mark Dimas Properties Cypress, TX	1	1,281
Coldwell Banker Hartung Tallahassee, FL	1	1,279
Keller Williams Premier Realty Colorado Springs, CO	1	1,278

COMPANY	OFFICES	2019 SIDES
RE/MAX Synergy Orland Park, IL	3	1,273
Berkshire Hathaway HomeServices CNY Realty Syracuse, NY	8	1,270
Keller Williams Montclair, NJ Montclair, NJ	1	1,268
Keller Williams Realty-Bothell Bothell, WA	1	1,268
Keller Williams Chicago-O'Hare Chicago, IL	2	1,267
Coldwell Banker Mountain West Real Estate, Inc. Salem, OR	1	1,265
United Real Estate Kansas City & Johnson County Kansas City, MO	2	1,263
RE/MAX Ultimate Professionals Shorewood, IL	3	1,262
RE/MAX Pinnacle Lancaster, PA	5	1,261
RE/MAX Top Realty Houston, TX	3	1,261
Keller Williams Realty Greater Cleveland Southeast Solon, OH	1	1,260
CENTURY 21 Americana Las Vegas, NV	4	1,256
Berkshire Hathaway HomeServices Beach Properties of Florida Santa Rosa Beach, FL	9	1,250
Coldwell Banker Plaza Real Estate Wichita, KS	2	1,248
Keller Williams Realty Valencia, CA	2	1,247
RE/MAX Advance Realty South Miami, FL	2	1,247
Keller Williams Realty Black Hills Rapid City, SD	1	1,243
RE/MAX Specialists Jacksonville, FL	3	1,243
Coldwell Banker Preferred, Realtors Plymouth, MI	2	1,242
Capstone Realty Huntsville, AL	1	1,240
Coldwell Banker Lifestyles New London, NH	10	1,240

COMPANY	OFFICES	2019 SIDES
RE/MAX All-Pro Lancaster, CA	2	1,240
Coldwell Banker Pacesetter Steel Realtors Corpus Christi, TX	4	1,238
RE/MAX Associates Newark, DE	4	1,238
Keller Williams Real Estate Doylestown, PA	1	1,234
Keller Williams Realty WINM Holdings LLC Hudson, WI	2	1,231
RE/MAX Mi Casa Chicago, IL	2	1,230
RE/MAX First Jeffersonville, IN	2	1,228
ERA Reardon Realty Jackson, MI	7	1,227
Keller Williams Realty Grand Junction Grand Junction, CO	1	1,225
Keller Williams Denver Central Denver, CO	1	1,224
Keller Williams Realty Group - Limerick Limerick, PA	1	1,224
RE/MAX Bayshore Traverse City, MI	5	1,221
RE/MAX Executive Group Inc. Elizabethtown, KY	5	1,219
RE/MAX of Orange Beach Orange Beach, AL	2	1,215
RE/MAX Realty One Inverness, FL	4	1,213
CENTURY 21 Sunbelt Realty Cape Coral, FL	11	1,211
Keller Williams Realty Services Boca Raton, FL	2	1,211
RE/MAX Best Choice Farmington, MO	4	1,208
Keller Williams Performance Realty Pueblo, CO	1	1,204
Keller Williams Realty Sun Valley and Southern Idaho Twin Falls, ID	1	1,201
RE/MAX Realty Services Bethesda, MD	5	1,196

COMPANY	OFFICES	2019 SIDES
Retter & Company Sotheby's International Realty Kennewick, WA	1	1,195
Coldwell Banker Kinard Realty Dalton, GA	5	1,193
Keller Williams Real Estate Philadelphia, PA	1	1,191
Keller Williams Realty Boston NW Concord, MA	1	1,191
United Real Estate Columbia & Florence Columbia, SC	2	1,190
United Real Estate Indianapolis Indianapolis, IN	1	1,189
RE/MAX Showcase Gurnee, IL	3	1,188
RE/MAX Advantage Colorado Springs, CO	1	1,187
Keller Williams Realty Carlsbad & Whittier Whittier, CA	2	1,185
Keller Williams Southern Nevada Henderson, NV	1	1,185
Amherst Madison Boise, ID	2	1,184
Berkshire Hathaway HomeServices Enchanted Lands, REALTORS Roswell, NM	5	1,184
Keller Williams Fort Wayne Fort Wayne, IN	1	1,181
Watson Realty ERA Bakersfield, CA	1	1,180
RE/MAX North - San Antonio V San Antonio, TX	2	1,177
RE/MAX Suburban Sterling Heights, MI	1	1,176
RE/MAX Essential Wilmington, NC	2	1,174
Keller Williams Myrtle Beach South Myrtle Beach, SC	1	1,173
Keller Williams Burnsville - Southern Twin Cities Burnsville, MN	1	1,172
Berkshire Hathaway HomeServices Cooper & Co. Inc., REALTORS Mobile, AL	7	1,171
RE/MAX Centre Realty State College, PA	1	1,169

COMPANY	OFFICES	2019 SIDES
C3 Real Estate Solutions Fort Collins, CO	4	1,168
Keller Williams Realty Chico Area Chico, CA	1	1,167
United Real Estate Louisville Louisville, KY	1	1,167
Keller Williams Eagle Realty Miami, FL	2	1,166
Keller Williams Realty Central Sterling Heights, MI	1	1,164
Coldwell Banker M.M. Parrish Realtors Gainesville, FL	2	1,163
Keller Williams Realty Houston Professionals Spring, TX	1	1,159
ERA Central Realty Group Monroe Township, NJ	5	1,157
Keller Williams Realty Round Rock Round Rock, TX	1	1,157
Keller Williams QCA Progressive Partners Bettendorf, IA	1	1,154
CENTURY 21 Action Realty Houma, LA	5	1,152
Coldwell Banker Hickok & Boardman Burlington, VT	3	1,151
RE/MAX Professionals Reno, NV	3	1,150
RE/MAX Peninsula Newport News, VA	3	1,149
RE/MAX of Paradise Paradise, CA	2	1,148
RE/MAX First Choice Onalaska, WI	3	1,147
RE/MAX Real Estate Partners Hattiesburg, MS	1	1,143
Better Homes and Gardens Real Estate Advantage Realty Honolulu, HI	7	1,142
Dickens Mitchener Charlotte, NC	2	1,142
Keller Williams Realty Bellevue Bellevue, WA	1	1,139
Keller Williams Realty Greenville Drive Greenville, SC	1	1,139

COMPANY	OFFICES	2019 SIDES
Coldwell Banker River Valley, Realtors Onalaska, WI	6	1,138
Keller Williams Lincoln Lincoln, NE	1	1,138
Keller Williams Foxboro / North Attleboro Plainville, MA	1	1,136
RE/MAX Elite Realty Group Jacksonville, NC	1	1,135
RE/MAX Trend Cape Coral, FL	2	1,135
Berkshire Hathaway HomeServices Parks & Weisberg, Realtors Louisville, KY	11	1,134
Deasy Penner Podley Pasadena, CA	6	1,134
Keller Williams Executives Realty Highlands Ranch, CO	2	1,133
Keller Williams Realty Wellington Wellington, FL	1	1,133
RE/MAX Eastern Inc. Philadelphia, PA	2	1,133
RE/MAX Tru Buford, GA	1	1,133
Berkshire Hathaway HomeServices Texas Realty Austin, TX	6	1,132
Keller Williams Realty Middlesex Metuchen, NJ	1	1,130
Real Living Brokers Realty Group Warren, OH	2	1,128
Zeitlin Sotheby's International Realty Nashville, TN	3	1,122
AveryHess, Realtors Dunn Loring, VA	7	1,119
Keller Williams Realty Merrimack Valley Westford, MA	1	1,119
RE/MAX Realty Unlimited Brandon, FL	3	1,117
RE/MAX Executive Millersville, MD	3	1,116
ERA Team VP Real Estate Chautauqua, NY	9	1,115
Keller Williams Yuma Realty Yuma, AZ	1	1,114

COMPANY	OFFICES	2019 SIDES
Keller Williams Realty Palm Beach Central West Palm Beach, FL	1	1,113
RE/MAX Lakeshore Holland, MI	4	1,113
Scenic Sotheby's International Realty Santa Rosa Beach, FL	3	1,113
RE/MAX Advantage Realty Trinity, FL	2	1,109
RE/MAX Realty Specialists Charlottesville, VA	5	1,108
Keller Williams Realty Sacramento Sacramento, CA	1	1,107
RE/MAX Associates Northeast Kingwood, TX	1	1,107
Portside Real Estate Group Falmouth, ME	4	1,105
RE/MAX Central Manalapan, NJ	1	1,102
Keller Williams Realty Cary, NC	1	1,099
Engel & Völkers Minneapolis Minneapolis, MN	3	1,098
RE/MAX Gold St. Louis, MO	7	1,098
Keller Williams Realty North Central Leominster, MA	1	1,096
RE/MAX Champions Trinity, FL	2	1,096
RE/MAX Properties Ltd. Newtown, PA	1	1,095
RE/MAX of Naperville Naperville, IL	2	1,094
Coldwell Banker Select, REALTORS Erie, PA	4	1,092
Real Living Messina & Associates Duluth, MN	2	1,091
Keller Williams Realty Encino-Sherman Oaks Encino, CA	1	1,090
Keller Williams Realty Jersey Shore Ocean City, NJ	2	1,086
ERA Sunrise Realty Canton, GA	6	1,085

COMPANY	OFFICES	2019 SIDES
Matt Curtis Real Estate, Inc. Madison, AL	2	1,085
Keller Williams Seven Hills Realty Cincinnati, OH	1	1,082
RE/MAX Real Estate Groups Muncie, IN	1	1,082
Berkshire Hathaway HomeServices Realty Center Hixson, TN	5	1,081
RE/MAX Haven Realty Cleveland, OH	5	1,081
RE/MAX Action First Clearwater, FL	3	1,079
ERA Matt Fischer Realtor Yuma, AZ	1	1,077
RE/MAX Big Bear Big Bear Lake, CA	4	1,074
RE/MAX Solutions Merritt Island, FL	3	1,074
RE/MAX Tyler Tyler, TX	4	1,074
CENTURY 21 Frontier Realty McMurray, PA	5	1,070
ERA Great American Realty Wichita, KS	2	1,070
Keller Williams Realty Golden Ticket Real Estate Yorba Linda, CA	3	1,070
Keller Williams Princeton Realty Princeton, NJ	1	1,065
RE/MAX of Cherry Creek Inc. Denver, CO	1	1,065
CENTURY 21 North Homes Realty Lynnwood, WA	8	1,064
RE/MAX Real Estate Ltd. Brick, NJ	3	1,063
RE/MAX Patriots York, PA	2	1,062
EXIT Strategy Realty Chicago, IL	2	1,061
Keller Williams Realty Carmel Valley/Del Mar San Diego, CA	1	1,061
Keller Williams Realty Ft. Myers/Islands/Naples Ft. Myers, FL	1	1,061

COMPANY	OFFICES	2019 SIDES
HomeSmart Lifestyles Queen Creek, AZ	2	1,060
Keller Williams Great Smokies Waynesville, NC	1	1,059
Keller Williams Realty Greater Seattle Seattle, WA	1	1,059
Coldwell Banker The Property Exchange Cheyenne, WY	1	1,058
Oakridge Real Estate Cedar Falls, IA	1	1,056
RE/MAX Lubbock Lubbock, TX	1	1,053
Coldwell Banker Coastal Alliance Long Beach, CA	4	1,051
ERA Courtyard Real Estate Amarillo, TX	3	1,049
Keller Williams Realty - Lee Beaver & Associates Manassas, VA	1	1,048
Keller Williams Realty Brighton Brighton, MI	1	1,048
RE/MAX Real Estate Services Shreveport, LA	2	1,048
Berkshire Hathaway HomeServices Elite Real Estate American Fork, UT	5	1,047
Vista Sotheby's International Realty Manhattan Beach, CA	8	1,047
Keller Williams Elite Realty Owensboro, KY	2	1,046
RE/MAX Accent Richmond Hill, GA	3	1,046
United Real Estate Richmond Richmond, VA	4	1,046
Berkshire Hathaway HomeServices Metro Realty Wauwatosa, WI	3	1,045
EXIT Realty of Lubbock Lubbock, TX	1	1,045
Keller Williams Realty El Cajon El Cajon, CA	1	1,045
RE/MAX Advantage Central Birmingham, AL	3	1,045
Keller Williams Realty Success Andover, MA	1	1,044

COMPANY	OFFICES	2019 SIDES
RE/MAX Realty One Kokomo, IN	1	1,042
Coldwell Banker Southern Homes Beaumont, TX	4	1,039
RE/MAX One Pickerington, OH	1	1,039
RE/MAX Professionals Gainesville, FL	2	1,037
RE/MAX Realty Group Fort Myers, FL	3	1,037
CENTURY 21 Lakeside Realty Youngstown, OH	4	1,035
Coldwell Banker Conroy, Marable & Holleman Clarksville, TN	3	1,035
RE/MAX Team 2000 Dearborn, MI	1	1,033
Coldwell Banker Brenizer, Realtors Eau Claire, WI	5	1,032
ERA Martin & Associates Chillicothe, OH	6	1,032
Keller Williams Realty Birmingham-Metro North Gardendale, AL	1	1,030
RE/MAX Abilene Abilene, TX	2	1,030
RE/MAX Alliance Virginia Beach, VA	3	1,030
Leonard Ryden Burr Real Estate Winston Salem, NC	1	1,029
Canvas Real Estate Fort Lauderdale, FL	6	1,028
Coldwell Banker Shook Lafayette, IN	1	1,026
Strano and Associates Belleville, IL	5	1,026
Keller Williams Elite Realty Bonita Springs, FL	1	1,025
Keller Williams Realty Platinum - Garner/Clayton Garner, NC	1	1,024
Bray Real Estate Grand Junction, CO	1	1,023
CENTURY 21 Realty Masters Montebello, CA	3	1,023

COMPANY	OFFICES	2019 SIDES
NextHome Experience Worthington, OH	3	1,023
Better Homes and Gardens Real Estate Executive Partners Augusta, GA	2	1,022
Coldwell Banker Group One Realty West Monroe, LA	2	1,021
Keller Williams McKinney McKinney, TX	1	1,020
RE/MAX Executives Fairfax, VA	5	1,018
Keller Williams Realty Southwest Colorado Durango, CO	2	1,017
RE/MAX Associates Louisville, KY	1	1,017
RE/MAX Real Estate Results Bentonville, AR	2	1,017
RE/MAX Associates of Arlington Arlington, TX	2	1,013
RE/MAX Real Estate Ten Inc. Morristown, TN	4	1,013
Coldwell Banker Sudderth Nelson, Inc. Alamogordo, NM	3	1,012
Berkshire Hathaway HomeServices Snyder Real Estate Bloomington, IL	2	1,010
EXIT Realty Cherry Creek, DTC, Pikes Peak Englewood, CO	3	1,009
RE/MAX Realty Plus Sebring, FL	1	1,009
Keller Williams Realty Cincinnati Metro Northeast Mason, OH	1	1,006
Sine & Monaghan, REALTORS Real Living Grosse Pointe Farms, MI	4	1,004
Keller Williams Realty Premier Properties Miami, FL	2	1,003
Keller Williams Tri- Cities, WA Kennewick, WA	1	1,000
Keller Williams Platinum Realty Wyomissing, PA	1	999
CENTURY 21 The Real Estate Centre Pasadena, MD	6	995
Hall & Hunter Realtors Birmingham, MI	1	995

COMPANY	OFFICES	2019 SIDES
RE/MAX Country Real Estate Pocatello, ID	1	994
RE/MAX Integrity Issaquah, WA	4	994
Sears Real Estate Greeley, CO	1	994
The Hardie Group Real Estate Company Kokomo, IN	1	993
RE/MAX Legends Group Indianapolis, IN	1	992
Berkshire Hathaway HomeServices Northeast Real Estate Bangor, ME	8	991
Keller Williams Realty Gulfport, MS	1	988
Group One Sotheby's International Realty Boise, ID	2	986
RE/MAX Masters Realty Covina, CA	4	986
RE/MAX of Stuart Stuart, FL	3	986
RE/MAX Real Estate Center Foxboro, MA	4	986
Keller Williams Realty Cleveland Cleveland, TN	1	984
RE/MAX Unlimited Kennesaw, GA	1	984
Coldwell Banker Schmitt Real Estate Co. Marathon, FL	5	983
CENTURY 21 Premier Real Estate Columbus, GA	1	982
Keller Williams Realty Olympia Olympia, WA	1	982
RE/MAX Prestige Properties Kingman, AZ	1	977
RE/MAX Acclaimed Properties Bloomington, IN	1	976
RE/MAX Northwest, Realtors Spring, TX	2	976
Callaway Henderson Sotheby's International Realty Princeton, NJ	4	975
Coldwell Banker American Home Topeka, KS	2	975

COMPANY	OFFICES	2019 SIDES
HomeSmart First Advantage Realty Voorhees, NJ	3	975
Keller Williams Realty Town Center Virginia Beach, VA	1	975
CENTURY 21 Morrison Realty Bismarck, ND	2	971
RE/MAX Horizons Inc. Dover, DE	1	971
RE/MAX Associates San Antonio, TX	1	969
RE/MAX Experience Wilton Manors, FL	2	969
Heritage House Sotheby's International Realty Holmdel, NJ	5	967
RE/MAX Advanced Realty Indianapolis, IN	4	966
Berkshire Hathaway HomeServices Results Realty Kissimmee, FL	3	964
Coldwell Banker Island Properties Wailea, HI	14	963
EXIT Realty Homeward Bound Vestal, NY	2	963
RE/MAX Centre Realtors Jamison, PA	1	963
RE/MAX Unlimited Ponte Vedra Beach, FL	3	963
RE/MAX Land & Homes Victoria, TX	5	962
RE/MAX Advantage Plus Boca Raton, FL	7	961
Diamond Realty and Associates, LLC Bossier City, LA	2	958
RE/MAX Choice Bloomington, IL	2	958
RE/MAX Realty Centre Olney, MD	2	958
Berkshire Hathaway HomeServices Central Washington Real Estate Yakima, WA	2	957
Coldwell Banker Brokers of the Valley Napa, CA	4	956
Keller Williams Realty Elk Grove Elk Grove, CA	1	955

COMPANY	OFFICES	2019 SIDES
RE/MAX Preferred Properties, Inc. Knoxville, TN	6	955
ERA American Realty Inverness, FL	3	954
Real Living The Real Estate Group Camas, WA	5	953
CENTURY 21 Beal College Station, TX	1	950
Keller Williams Gateway Baltimore, MD	1	949
Berkshire Hathaway HomeServices Troth, REALTORS Lancaster, CA	1	948
CENTURY 21 Pro-Link Realty Sioux City, IA	2	947
Coldwell Banker Townside Realtors Roanoke, VA	2	947
Coldwell Banker Trusted Advisors Lubbock, TX	1	947
Keller Williams Realty Larchmont Los Angeles, CA	2	947
RE/MAX Town Center Germantown, MD	3	947
United Real Estate Solutions & Experts Knoxville, TN	2	945
Berkshire Hathaway HomeServices Rocky Mountain, REALTORS Boulder, CO	10	944
Keller Williams North Shore West Libertyville, IL	1	944
Keller Williams Realty Southwest Las Vegas, NV	1	942
RE/MAX Legends Buford, GA	3	942
CENTURY 21 United El Dorado, AR	7	941
Keller Williams Realty Group Scarsdale, NY	2	941
RE/MAX Crown Realty Vero Beach, FL	3	941
Berkshire Hathaway HomeServices Don Johnson, REALTORS San Antonio, TX	4	940
RE/MAX Connection Gahanna, OH	2	940

COMPANY	OFFICES	2019 SIDES
WK Real Estate Boulder, CO	2	938
RE/MAX One Realty Raleigh, NC	1	935
EXIT Rocky Top Realty Crossville, TN	7	933
CENTURY 21 Northwest Realty Kirkland, WA	6	932
CENTURY 21 Clinkenbeard Agency Fort Gibson, OK	7	931
RE/MAX Bakken Realty Williston, ND	3	930
CENTURY 21 Platinum Properties Clarksville, TN	2	929
RE/MAX Perrett Associates Battle Creek, MI	2	926
RE/MAX Momentum Brighton, CO	4	925
Coldwell Banker East West Realty Duluth, MN	7	924
Coldwell Banker Village Green Realty Woodstock, NY	6	924
Coldwell Banker George Realty Alhambra, CA	3	922
Coldwell Banker Town & Country Properties Clarks Summit, PA	5	922
RE/MAX Affiliates Westerville, OH	2	922
RE/MAX Masterpiece Realty Port St. Lucie, FL	1	922
Coldwell Banker Bullard Realty Jonesboro, GA	6	921
EXIT Lakes Realty Premier Baxter, MN	2	920
Keller Williams Experience Realty Murray, KY	1	920
RE/MAX Real Estate Associates Terre Haute, IN	1	918
Coldwell Banker Evergreen Olympic Realty, Inc. Olympia, WA	1	917
Keller Williams of Central PA Enola, PA	1	917

COMPANY	OFFICES	2019 SIDES
Keller Williams Realty Mid Town Direct Realty Maplewood, NJ	1	917
RE/MAX Elite Mission, TX	3	916
Keller Williams Realty Cumberland County Vineland, NJ	1	915
Key Realty Rockford, IL	5	915
RE/MAX Southland Realty II Garner, NC	1	914
CENTURY 21 Lois Lauer Realty Redlands, CA	2	913
Keller Williams Tri-Valley Realty Pleasanton, CA	1	913
Keller Williams Realty Atlanta - Metro East Conyers, GA	1	908
Keller Williams Realty Lynchburg Metro Forest, VA	1	908
RE/MAX House of Brokers Springfield, MO	1	908
RE/MAX Advantage Redlands, CA	4	907
RE/MAX Real Pros Corona, CA	3	907
Keller Williams Realty Folsom Folsom, CA	1	905
Springer Realty Group Exton, PA	5	904
Keller Williams Realty Apple Valley, MN	2	903
RE/MAX Main Line Paoli, PA	4	903
RE/MAX Paradise Orange Beach, AL	1	902
Realty Executives Home Towne Port Huron, MI	1	900
Better Homes and Gardens Real Estate Native American Group Virginia Beach, VA	4	899
Cottingham Chalk Charlotte, NC	1	899
RE/MAX Excel Schofield, WI	1	899

COMPANY	OFFICES	2019 SIDES
RE/MAX Affiliates Eau Claire, WI	3	898
RE/MAX Action Lisle, IL	1	897
RE/MAX Revolution Evansville, IN	2	897
Better Homes and Gardens Real Estate Lifestyles Realty Neptune Beach, FL	3	894
Laffey Real Estate Greenville, NY	13	894
Coldwell Banker Faith Properties Utica, NY	3	893
ERA Geyer Noakes Realty Group Findlay, OH	3	893
Keller Williams Realty West Sound Gig Harbor, WA	1	893
RE/MAX Real Estate Professionals Columbus, IN	1	892
Coldwell Banker Premier Winchester, VA	5	891
Keller Williams Realty Southland Partners Raymore, MO	1	891
RE/MAX Premier Properties Louisville, KY	1	890
RE/MAX River Cities Bettendorf, IA	1	890
Keller Williams Crystal Coast Morehead City, NC	1	889
RE/MAX 8 Blacksburg, VA	4	889
United Real Estate Lexington KY Lexington, KY	1	889
Keller Williams Points East Greenville, NC	1	886
RE/MAX Professionals East Greenwich, RI	1	884
Berkshire Hathaway HomeServices Woodmont Realty Brentwood, TN	2	883
CENTURY 21 First Group Sulphur Springs, TX	7	882
RE/MAX College Park Realty Los Alamitos, CA	6	882

COMPANY	OFFICES	2019 SIDES
RE/MAX Town & Country Allen, TX	1	882
Keller Williams Santa Rosa Wine Country Santa Rosa, CA	1	881
RE/MAX Grand Katy, TX	2	881
Better Homes and Gardens Real Estate 43° North Meridian, ID	1	880
Realty Executives Santa Clarita Valencia, CA	4	880
Better Homes and Gardens Real Estate Florida 1st Fort Lauderdale, FL	4	879
ERA Newlin & Company San Angelo, TX	2	879
RE/MAX Advantage Searcy, AR	1	879
RE/MAX Realty Consultants Greensboro, NC	2	879
RE/MAX Achievers Lewis Center, OH	2	878
RE/MAX Home Group Waterloo, IA	3	878
Keller Williams University Market Center Charlotte, NC	1	877
RE/MAX Premier Choice Worthington, OH	4	877
Berkshire Hathaway HomeServices Gallo Realty Lewes, DE	4	875
United Real Estate North Jersey Fair Lawn, NJ	4	873
Coldwell Banker Ingle Safari Realty Lake Charles, LA	4	870
RE/MAX Elite Everett, WA	5	868
Berkshire Hathaway HomeServices California Realty Thousand Oaks, CA	4	867
RE/MAX Vision Chesterfield, MO	1	866
CENTURY 21 Carioti Orlando, FL	5	865
RE/MAX 5 Star Realty Pasadena, TX	1	865

COMPANY	OFFICES	2019 SIDES
RE/MAX Quality Service Inc. Hanover, PA	1	864
Keller Williams Legacy One Realty Chandler, AZ	1	863
RE/MAX Professionals Florence, SC	1	863
Coldwell Banker TEC Realtors Mandeville, LA	7	862
Keller Williams Realty Cape Cod and the Islands Centerville, MA	2	862
Keller Williams Pasadena/Arcadia Pasadena, CA	2	861
Lake Norman Realty Cornelius, NC	6	859
Lohmiller Real Estate Lawrenceburg, IN	4	858
RE/MAX River Cities New Braunfels, TX	3	858
RE/MAX Tri County Hamilton Square, NJ	1	858
RE/MAX Property Source / Hub City / Professional Advantage Rockford, IL	5	851
RE/MAX Real Estate Center Ames, IA	3	851
CENTURY 21 Select Group Blakeslee, PA	8	849
Keller Williams Realty Coral Gables-Coconut Grove Coral Gables, FL	1	849
RE/MAX First Baton Rouge, LA	1	848
CENTURY 21 Wright Real Estate Tahlequah, OK	3	847
Atlantic Sotheby's International Realty Virginia Beach, VA	3	844
Mott & Chace Sotheby's International Realty Charlestown, RI	6	844
CENTURY 21 Hometown Realty Arroyo Grande, CA	11	843
Coldwell Banker Town & Country Moreno Valley, CA	4	843
HomeSmart Preferred Realty Pueblo, CO	2	843

COMPANY	OFFICES	2019 SIDES
RE/MAX Classic Realty Las Cruces, NM	1	842
Berkshire Hathaway HomeServices Perrie Mundy Realty Group Redlands, CA	6	841
Robert Paul Properties Osterville, MA	7	841
CENTURY 21 J W Morton Real Estate, Inc. Inverness, FL	1	840
CENTURY 21 Rauh & Johns Sewell, NJ	1	840
RE/MAX One Realty Mt Laurel, NJ	3	840
RE/MAX Elite, REALTORS Lee's Summit, MO	1	839
Keller Williams Home Town Realty Dayton, OH	1	838
CENTURY 21 Blue Marlin Pelican Destin, FL	8	837
Coldwell Banker Boyd & Hassell, Inc., Realtors Hickory, NC	1	837
Keller Williams Realty Sacramento Metro Sacramento, CA	1	835
Keller Williams Realty Legacy Group Richmond, KY	1	834
Steamboat Sotheby's International Realty Steamboat Springs, CO	3	834
RE/MAX Properties Chattanooga, TN	1	833
Coldwell Banker Professional, Realtors Virginia Beach, VA	7	832
Realty Executives Boston West Framingham, MA	5	832
CENTURY 21 NorthBay Alliance Santa Rosa, CA	9	831
Legacy Properties Sotheby's International Realty Portland, ME	5	828
RE/MAX True Advantage Evans, GA	1	828
RE/MAX Elite Group Sturgis, MI	2	826
Keller Williams North County Celina, TX	1	824

COMPANY	OFFICES	2019 SIDES
RE/MAX First Fort Lauderdale, FL	3	824
RE/MAX Professionals Select Naperville, IL	1	824
Aspen Snowmass Sotheby's International Realty Aspen, CO	12	823
RE/MAX Realty Professionals Greenville, SC	3	822
Berkshire Hathaway HomeServices Hodnett Cooper Real Estate St. Simons Island, GA	4	820
David Lyng Real Estate Santa Cruz, CA	8	820
Keller Williams Realty of Southeast Texas Beaumont, TX	1	820
RE/MAX Defined Rochester, MI	4	820
RE/MAX 1st Realty Marquette, MI	1	819
CENTURY 21 Peak Woodland Hills, CA	5	817
Keller Williams Realty Gainesville Gainesville, FL	1	817
Keller Williams Realty Southern Tier & Finger Lakes Horseheads, NY	1	816
RE/MAX State Line Leawood, KS	1	816
CENTURY 21 Excellence Realty Reynoldsburg, OH	3	815
Keller Williams Realty Nashville - Mt. Juliet Mt. Juliet, TN	1	815
Berkshire Hathaway HomeServices Taliesyn Realty Cordova, TN	1	814
RE/MAX Real Estate Group Erie, PA	3	814
Keller Williams Realty San Diego Metro San Diego, CA	1	812
Keller Williams Realty of Newport Middletown, RI	1	810
RE/MAX Premier Fairfax, VA	4	809
Bluegrass Sotheby's International Realty Lexington, KY	1	805

COMPANY	OFFICES	2019 SIDES
ERA Lambros Real Estate Missoula, MT	6	804
EXIT Realty Bob Lamb & Associates Murfreesboro, TN	1	804
Keller Williams Platinum Realty Fort Smith, AR	1	804
CENTURY 21 Atwood Mankato, MN	6	803
Coldwell Banker Of The Valley Huntsville, AL	1	802
Keller Williams NY Realty White Plains, NY	1	802
RE/MAX Property Pros Eagle River, WI	4	801
Berkshire Hathaway HomeServices United Properties Baton Rouge, LA	4	800
Coldwell Banker Pryor Realty, Inc. Chattanooga, TN	3	800
Monument Sotheby's International Realty Baltimore, MD	6	800
RE/MAX Dynamic - The Duncan Duo Team Tampa, FL	1	800
CENTURY 21 ALL-SERVICE Bedford, VA	5	797
Dielmann Sotheby's International Realty St. Louis, MO	1	796
CENTURY 21 Gold Wyomissing, PA	1	795
Coldwell Banker Heritage Real Estate Allentown, PA	4	795
Keller Williams Realty Central Delaware Dover, DE	1	795
RE/MAX United Greenville, MI	3	795
Keller Williams Realty Harrisburg - East Harrisburg, PA	1	793
RE/MAX All Stars Daleville, VA	1	793
RE/MAX Elite Realty Lexington, KY	4	793
RE/MAX Innovative Properties Nashua, NH	6	793

COMPANY	OFFICES	2019 SIDES
Coldwell Banker Southern Real Estate Saltillo, MS	1	792
Berkshire Hathaway HomeServices First, REALTORS Topeka, KS	1	791
RE/MAX Freedom Oak Hills, CA	3	791
RE/MAX Northwest Inc. Westminster, CO	1	788
Keller Williams Realty United Chapel Hill, NC	1	787
RE/MAX Shoreline Portland, ME	3	787
RE/MAX Action Realty Maple Glen, PA	1	784
RE/MAX Plaza Mchenry, IL	5	783
Keller Williams Lancaster Lancaster, PA	1	782
RE/MAX Results Kansas City, MO	1	781
Berkshire Hathaway HomeServices Elite Real Estate Sacramento, CA	1	779
EXIT Real Estate Consultants Lexington, SC	1	779
Keller Williams Realty Greensboro North Greensboro, NC	1	777
RE/MAX Legacy Realty Fargo, ND	1	775
RE/MAX Revealty Columbus, OH	3	775
RE/MAX Preferred Properties Kernersville, NC	2	771
Fred Real Estate Group Bend, OR	1	769
Keller Williams Realty Partners, LLC Loveland, CO	2	769
Berkshire Hathaway HomeServices Floberg Real Estate Billings, MT	3	768
RE/MAX City Chicago, IL	1	768
Keller Williams Montana Realty Bozemon, MT	1	766

COMPANY	OFFICES	2019 SIDES
RE/MAX Central Roselle, IL	1	765
HomeSmart Realty Advisors Philadelphia, PA	2	763
RE/MAX Benchmark Realty Group New Windsor, NY	3	763
CENTURY 21 Real Estate Alliance San Francisco, CA	8	761
RE/MAX Sauk Valley Sterling, IL	1	761
Coldwell Banker Lenhart Properties Inc. Longview, TX	5	760
RE/MAX Mid-Michigan Jackson, MI	2	760
CENTURY 21 The Edge El Paso, TX	4	758
RE/MAX Real Estate Connections Manassas, VA	6	758
Village Properties Santa Barbara, CA	3	758
Coldwell Banker Haynes Real Estate, Inc. Monroe, MI	3	757
RE/MAX Realty Associates Camp Hill, PA	1	757
EXIT Realty Consultants Turlock, CA	7	756
Keller Williams Community Partners Miamisburg, OH	1	755
RE/MAX Vintage Houston, TX	1	755
Berkshire Hathaway HomeServices HWWB, REALTORS Birmingham, MI	2	754
RE/MAX Solutions Chandler, AZ	1	754
RE/MAX Lakeside Milwaukee, WI	2	751
RE/MAX Professional Associates Sturbridge, MA	5	750
RE/MAX Parkside Real Estate Paso Robles, CA	1	748
RE/MAX Properties Western Springs, IL	1	748

COMPANY	OFFICES	2019 SIDES
CENTURY 21 Action Group Yuma, AZ	4	747
RE/MAX Lakes Area Realty Nisswa, MN	5	747
RE/MAX Time Rancho Cucamonga, CA	1	745
Berkshire Hathaway HomeServices Beazley, REALTORS Evans, GA	12	744
Better Homes and Gardens Real Estate J.F. Finnegan Realtors San Mateo, CA	5	744
CENTURY 21 Smith Hourigan Group Shavertown, PA	3	744
Keller Williams Realty - Hendersonville Hendersonville, TN	1	741
RE/MAX Infinity Pace, FL	1	740
RE/MAX Results Rapid City, SD	1	740
Coldwell Banker Sky Ridge Realty Blue Jay, CA	2	739
Keller Williams Legacy Dearborn, MI	1	738
RE/MAX Realty Suburban Shawnee Mission, KS	1	738
HomeSmart Success Maricopa, AZ	3	737
Better Homes and Gardens Real Estate Realty Partners Clackamas, OR	5	736
RE/MAX Bell Park Realty Killingly, CT	2	736
CENTURY 21 AAA North Sterling Heights, MI	4	735
Coldwell Banker Ellison Realty Ocala, FL	2	732
RE/MAX Platinum Decatur, AL	2	731
Berkshire Hathaway HomeServices Preferred, REALTORS New Orleans, LA	3	730
ERA Martin Associates Salisbury, MD	1	728
Keller Williams Realty CENLA Partners Alexandria, LA	1	728

COMPANY	OFFICES	2019 SIDES
Coldwell Banker First Equity Amarillo, TX	1	727
RE/MAX Professional Realty Group Owensboro, KY	2	727
RE/MAX Legacy Realty Oxford, MS	2	726
RE/MAX The Group Casper, WY	1	726
CENTURY 21 Commander Realty, Inc. Panama City, FL	1	725
Barrett Sotheby's International Realty Concord, MA	7	724
ERA Real Estate Links Carmel, IN	1	723
RE/MAX Four Corners McKinney, TX	1	723
ERA OakCrest Realty, Inc. Winchester, VA	1	722
Berkshire Hathaway HomeServices Dawson Ford Garbee & Co. Lynchburg, VA	4	721
EXIT Realty Midwest Spirit Lake, IA	4	721
Arizona Best Real Estate Scottsdale, AZ	5	720
Coldwell Banker Homesale Realty Wauwatosa, WI	3	720
Berkshire Hathaway HomeServices N.E. Prime Properties Maynard, MA	12	718
RE/MAX Mountain Properties Murphy, NC	1	718
RE/MAX Select One Huntington Beach, CA	5	718
Berkshire Hathaway HomeServices Hodrick Realty Williamsport, PA	4	717
RE/MAX Parkcreek Coconut Creek, FL	1	717
RE/MAX Select Flint, MI	1	717
RE/MAX Purpose Driven Lexington, SC	1	715
Coldwell Banker The Ron Brown Company Victoria, TX	6	714

COMPANY	OFFICES	2019 SIDES
Keller Williams Realty Southern Oregon Medford, OR	1	714
RE/MAX Results Bay City, MI	1	713
NextHome Experience Bangor, ME	2	712
RE/MAX Partners Berwyn, IL	1	712
RE/MAX New Image Saginaw, MI	1	710
Keller Williams Legacy Realty Orlando, FL	1	708
Keller Williams Pinehurst Southern Pines, NC	1	707
Keller Williams Realty Northwest Montana Kalispell, MT	2	706
RE/MAX Desert Showcase Peoria, AZ	3	706
ERA Dawson-Bradford Co., Realtors Bangor, ME	2	705
Keller Williams Preferred Columbia, SC	1	705
RE/MAX Metro Atlanta Cityside Atlanta, GA	2	705
Keller Williams Realty Tri-County Properties Medina, OH	1	704
CENTURY 21 Realty Solutions Anchorage, AK	4	702
ERA One Source Realty Clarks Summit, PA	7	702
Keller Williams Realty Gold Coast Manhasset, NY	1	701
Berkshire Hathaway HomeServices Preferred Real Estate Auburn, AL	1	700
CENTURY 21 Tri-Cities Richland, WA	1	699
RE/MAX Metropolitan Shelby Township, MI	1	699
Keller Williams Cedar Park Leander Cedar Park, TX	1	698
RE/MAX Advantage Lewisville, TX	3	698

COMPANY	OFFICES	2019 SIDES
RE/MAX Cornerstone Yorba Linda, CA	3	697
ERA Woody Hogg & Assoc. Mechanicsville, VA	1	695
Keller Williams Upstate NY Properties Oneonta, NY	1	695
RE/MAX Complete Goldsboro, NC	2	695
RE/MAX Preferred, Realtors San Antonio, TX	3	695
RE/MAX Professional Baton Rouge, LA	1	695
Berkshire Hathaway HomeServices American Heritage Real Estate Elk Grove Village, IL	1	694
Berkshire Hathaway HomeServices Premier Properties Fargo, ND	1	694
NextHome Realty Center Cypress, TX	3	694
RE/MAX Central Realty Asheboro, NC	1	694
CENTURY 21 Bessette Realty, Inc. Lake Charles, LA	1	693
Keller Williams Realty Charlottesville Charlottesville, VA	1	693
Keller Williams Realty Partners Yorktown Heights, NY	1	693
RE/MAX Capital Realty Lutz, FL	2	693
RE/MAX First Realty St. George, UT	1	692
RE/MAX Synergy Forest Lake, MN	6	692
Coldwell Banker Kivett-Teeters Associates Yucaipa, CA	4	690
EXIT Realty Central Norfolk, VA	1	688
CENTURY 21 Champion Real Estate Jacksonville, NC	1	687
RE/MAX Synergy Bedford, NH	1	687
Keller Williams Coastal Properties I Long Beach, CA	1	686

COMPANY	OFFICES	2019 SIDES
RE/MAX Trinity Brecksville, OH	2	685
CENTURY 21 Connect Realty Roswell, GA	1	683
CENTURY 21 Service Realty Paducah, KY	2	683
Coldwell Banker Resort Realty Rehoboth Beach, DE	4	683
RE/MAX of Gulf Shores Gulf Shores, AL	2	683
Coldwell Banker Best Realty Ridgecrest, CA	1	681
RE/MAX West Muskegon, MI	2	681
Coldwell Banker Troy Helman, Realtors Terre Haute, IN	1	680
RE/MAX Advantage Rapid City, SD	1	680
CENTURY 21 Properties Plus Mount Pleasant, SC	3	679
ERA All In One Realty Albany, GA	1	679
Keller Williams Prosperity Wayne Wayne, NJ	1	676
RE/MAX Real Estate Leaders Middletown, NJ	2	676
Coldwell Banker Hallmark Realty Glendale, CA	3	675
Lila Delman Real Estate Narragansett, RI	6	675
RE/MAX Access Philadelphia, PA	1	675
EXIT Results Realty Elkridge, MD	1	674
Keller Williams Houma/Thibodaux Houma, LA	1	674
RE/MAX Island Realty Hilton Head Island, SC	3	674
RE/MAX Destiny Elk Grove, IL	1	673
RE/MAX of Greensboro Greensboro, NC	2	673

COMPANY	OFFICES	2019 SIDES
RE/MAX Pinnacle Group Realtors Arlington, TX	1	673
RE/MAX Platinum Realty Sarasota, FL	6	673
Better Homes and Gardens Real Estate Alliance Wichita, KS	2	672
Keller Williams Realty South Pasadena/San Gabriel Valley Alhambra, CA	1	672
RE/MAX Results Concord Township, OH	1	672
RE/MAX Town & Country Redding, CA	1	672
Keller Williams Concord Kannapolis Realty Kannapolis, NC	1	671
ERA Southeast Coastal Real Estate Savannah, GA	6	670
Ocean Atlantic Sotheby's International Realty Rehoboth Beach, DE	3	670
Keller Williams Realty South Bay Torrance, CA	1	669
RE/MAX Savannah Savannah, GA	2	669
RE/MAX Affiliates Philadelphia, PA	3	668
RE/MAX of Hot Springs Village Hot Springs Village, AR	1	668
RE/MAX Real Estate Partners Metairie, LA	2	668
Keller Williams Realty Elite Eden Prairie, MN	1	667
Live Urban Real Estate, Inc. Denver, CO	2	667
RE/MAX Realty Agency Chambersburg, PA	2	667
Real Living Casa Fina Realty Tampa, FL	1	667
Berkshire Hathaway HomeServices J Douglas Properties Chattanooga, TN	1	666
CENTURY 21 Sbarra Johnson City, NY	3	666
RE/MAX House Values Mount Arlington, NJ	3	665

COMPANY	OFFICES	2019 SIDES
RE/MAX United Real Estate Upper Marlboro, MD	1	665
The Keri Shull Team Arlington, VA	1	665
CENTURY 21 Wright-Pace Real Estate Jonesboro, AR	2	664
Coldwell Banker Premier Real Estate Valdosta, GA	1	664
Keller Williams Capital Realty Helena, MT	1	664
Marx-Bensdorf Realtors Memphis, TN	1	664
Keller Williams Realty Biltmore Partners Phoenix, AZ	1	663
Keller Williams Realty Irvine Irvine, CA	1	663
RE/MAX Advantage Realty Dubuque, IA	1	662
RE/MAX Moves Simpsonville, SC	3	662
RE/MAX Spectrum Pembroke, MA	6	662
Coldwell Banker Village Communities Jonesboro, AR	1	661
RE/MAX Partners Andover, MA	5	660
Better Homes and Gardens Real Estate Wilkins & Associates Stroudsburg, PA	4	658
CENTURY 21 Jack Associates South Burlington, VT	10	658
Keller Williams Select Realtors Annapolis, MD	1	656
RE/MAX Real Estate Executives Bowling Green, KY	2	656
Berkshire Hathaway HomeServices Stein & Summers Real Estate St. Joseph, MO	2	654
RE/MAX Signature Properties Mascoutah, IL	2	654
RE/MAX Town & Country West Chester, PA	1	654
CENTURY 21 Realty Partners Magnolia, TX	5	653

COMPANY	OFFICES	2019 SIDES
RE/MAX Components Timonium, MD	4	653
RE/MAX Sunset Realty Bayonet Point, FL	2	653
CENTURY 21 Asa Cox Homes Painesville, OH	3	652
Keller Williams Realty Cambridge/Somerville Cambridge, MA	1	651
Keller Williams Umpqua Valley Roseburg, OR	1	651
RE/MAX Achievers Collegeville, PA	2	651
RE/MAX Harbor Realty Punta Gorda, FL	1	650
RE/MAX Alliance Mandeville, LA	1	648
Coldwell Banker Algerio/Q-Team Realty Elko, NV	2	647
Coldwell Banker Segerstrom Sonora, CA	4	647
EXIT Preferred Realty Bel Air, MD	2	647
RE/MAX Key Properties Bend, OR	4	647
Coldwell Banker Real Estate Professionals Iowa City, IA	1	644
RE/MAX Horizon Elgin, IL	1	644
RE/MAX Partners Mobile, AL	1	644
RE/MAX Town Center Columbus, OH	2	644
CENTURY 21 Price Right Lewiston, ID	2	643
Coldwell Banker High Country Realty Blue Ridge, GA	5	642
CENTURY 21 Olympian Houston, TX	4	641
ERA Realty Center Cedar City, UT	2	641
RE/MAX Platinum Properties Margate City, NJ	5	641

COMPANY	OFFICES	2019 SIDES
Berkshire Hathaway HomeServices Prime Properties Greenville, NC	1	640
RE/MAX Encore Clarkston, MI	2	640
CENTURY 21 Desert Rock Hesperia, CA	2	639
CENTURY 21 Real Estate Champions Madeira Beach, FL	1	639
CENTURY 21 Selling Paradise Cape Coral, FL	2	639
RE/MAX Pioneers Cypress, TX	1	639
RE/MAX Universal Realty Diamond Bar, CA	1	638
EXIT Real Estate Solutions Hendersonville, TN	1	637
RE/MAX Realty One York, ME	5	637
RE/MAX Southwest Sugar Land, TX	1	637
CENTURY 21 King Rancho Cucamonga, CA	1	636
CENTURY 21 Randall Morris & Associates San Marcos, TX	4	633
Encore Sotheby's International Realty Carmel, IN	5	633
RE/MAX Advisors Coral Springs, FL	2	633
HomeSmart Real Estate Associates Seattle, WA	3	632
RE/MAX Full Spectrum Healdsburg, CA	3	632
ERA Real Estate Professionals Virginia Beach, VA	3	631
Keller Williams Realty - South Watuppa Fall River, MA	1	630
RE/MAX Realty Group Greenfield, IN	2	630
CENTURY 21 New Heritage Hampshire, IL	4	628
Coldwell Banker Innovations Hagerstown, MD	3	628

COMPANY	OFFICES	2019 SIDES
RE/MAX Competitive Edge Bernardsville, NJ	2	627
RE/MAX Realty Professionals Mobile, AL	1	627
RE/MAX Results Hendersonville, NC	5	625
Real Living Speckman Realty, Inc. Bourbonnais, IL	2	625
Hodge & Kittrell Sotheby's International Realty Raleigh, NC	2	624
RE/MAX Hometown Choice Lakeville, NY	4	624
RE/MAX At the Shore Ocean City, NJ	4	623
RE/MAX Revolution Gladstone, MO	1	623
Coldwell Banker Alfred Saliba Realty Dothan, AL	1	622
Keller Williams Signature Realty Diamond Bar, CA	1	622
RE/MAX Fine Homes Brentwood, TN	2	622
ERA Davis & Linn Jacksonville, FL	2	620
Keller Williams Advantage Realty State College, PA	1	620
Engel & Völkers Austin / San Antonio Austin, TX	4	619
RE/MAX Services Boca Raton, FL	2	619
Coldwell Banker Robbins & Free Realty Warner Robins, GA	2	618
RE/MAX Diamond, Realtors Kendall Park, NJ	2	618
United Real Estate Premier Fredericksburg, VA	1	618
Keller Williams Partners Realty Plantation, FL	1	617
RE/MAX Assured Maitland, FL	1	617
RE/MAX Advantage Realty Antioch, IL	1	615

COMPANY	OFFICES	2019 SIDES
Keller Williams Classic Group Sarasota, FL	1	614
RE/MAX New Beginnings Realty Toms River, NJ	2	614
RE/MAX Roots Berryville, VA	2	613
CENTURY 21 Premiere Realty Sikeston, MO	3	612
Keller Williams Silicon Beach Marina Del Ray, CA	1	612
Coldwell Banker Smith Homes, Realtors Gautier, MS	2	611
RE/MAX Advantage Henderson, NV	2	610
Berkshire Hathaway HomeServices Chaplin Williams Realty Fernandina Beach, FL	2	609
EXIT Realty Garden Gate Team Portland, TN	3	609
RE/MAX Five Star Realty Laughlin, NV	4	609
CENTURY 21 Northwest Realty Glendale, AZ	2	608
CENTURY 21 Larry Miller Realty, Inc. Evans, GA	2	607
Keller Williams Realty Chino Hills Chino Hills, CA	1	607
RE/MAX Alliance Huntsville, AL	1	607
RE/MAX Premier Realty Irvine, CA	4	607
Berkshire Hathaway HomeServices Ally Real Estate Bossier City, LA	1	606
RE/MAX Valley Real Estate Youngstown, OH	2	606
Amanda Howard Sotheby's International Realty Huntsville, AL	1	605
Coldwell Banker One Baton Rouge, LA	2	605
RE/MAX 2000 Philadelphia, PA	1	604
RE/MAX Elite Brooklyn, NY	4	604

COMPANY	OFFICES	2019 SIDES
CENTURY 21 AA Realty Seaford, NY	2	603
Marketplace Sotheby's International Realty Woodinville, WA	3	603
Coldwell Banker Reehl Properties, Inc. Fairhope, AL	2	602
EXIT Realty Crutcher Lawrenceburg, KY	3	602
Keller Williams Realty-New Orleans New Orleans, LA	1	602
RE/MAX Elite Realty Franklin, NC	1	602
RE/MAX Central Las Vegas, NV	1	601
RE/MAX Northern Edge Realty Berlin, NH	4	601
Coldwell Banker Mountain Properties Winter Park, CO	9	600
RE/MAX Results Realty Group Altoona, PA	2	600
CENTURY 21 Pride Realty New Lenox, IL	2	599
RE/MAX N.O. Properties New Orleans, LA	1	599
Berkshire Hathaway HomeServices Benchmark Realty Shawnee, OK	2	598
Keller Williams Realty Western Montana Missoula, MT	1	598
RE/MAX Cinco Ranch Katy, TX	1	598
RE/MAX Preferred Realtors Newtown Square, PA	2	598
RE/MAX Premier Wichita, KS	1	598
Berkshire Hathaway HomeServices Page Realty Medfield, MA	2	597
RE/MAX Properties of The Summit Frisco, CO	2	597
CENTURY 21 Gavish Real Estate Las Vegas, NV	3	596
RE/MAX ACR Elite Group Tampa, FL	2	596

COMPANY	OFFICES	2019 SIDES
RE/MAX Pure Marietta, GA	1	596
Keller Williams Realty Burbank Burbank, CA	1	595
CENTURY 21 American Heritage Realty Lower Burrell, PA	3	593
CENTURY 21 Triangle Group Raleigh, NC	4	593
RE/MAX 1st Service Orland Park, IL	1	593
RE/MAX Destination Vernon, CT	3	593
RE/MAX Distinguished Homes & Properties Tuckahoe, NY	1	592
RE/MAX Landmark Terrell, TX	3	592
RE/MAX of Spokane Spokane Valley, WA	1	592
Coldwell Banker Blackstone Realty Rancho Cucamonga, CA	3	591
RE/MAX Capitol Properties Cheyenne, WY	1	590
Berkshire Hathaway HomeServices Myrtle Beach Real Estate Myrtle Beach, SC	2	589
RE/MAX Metro Plus Columbus, OH	1	589
Venture Sotheby's International Realty Pleasanton, CA	4	589
RE/MAX Dream Properties Northville, MI	3	588
RE/MAX Above & Beyond Milton, DE	1	587
RE/MAX Executives Eagle, ID	2	587
RE/MAX First Choice Baltimore, MD	2	587
Berkshire Hathaway HomeServices Silverhawk Realty Caldwell, ID	6	586
RE/MAX Professionals Bolingbrook, IL	1	586
Keller Williams Realty Ridgefield Ridgefield, CT	1	585

COMPANY	OFFICES	2019 SIDES
Coldwell Banker Intercoastal Realty Rincon, GA	1	584
Keller Williams Realty Lake Ridge Woodbridge, VA	1	584
RE/MAX Platinum North Brunswick, NJ	2	584
CENTURY 21 Myers Realty Auburndale, FL	4	582
Coldwell Banker Mason Morse Real Estate Aspen, CO	7	582
RE/MAX Consultants Palm Desert, CA	4	582
Keller Williams Realty Metropolitan Baltimore, MD	1	581
Keller Williams Realty Roanoke Roanoke, VA	1	581
RE/MAX Alliance Group Gilbert, AZ	1	581
CENTURY 21 Hometown Brokers Billings, MT	2	579
CENTURY 21 Parker & Scroggins Realty Benton, AR	2	579
Janet McAfee Inc. St. Louis, MO	1	579
CENTURY 21 Real Estate Center Lynnwood, WA	2	577
McGuire Real Estate San Francisco, CA	5	577
RE/MAX Edge Davison, MI	2	577
Berkshire Hathaway HomeServices Laffey International Realty Williston Park, NY	6	576
RE/MAX Excels Geneva, IL	1	576
RE/MAX Golden Empire Bakersfield, CA	1	575
Coldwell Banker Reilly & Sons Leavenworth, KS	1	574
ERA Neubauer Real Estate, Inc. Panama City, FL	3	574
RE/MAX Premier Realty Prairie Village, KS	1	574

COMPANY	OFFICES	2019 SIDES
CENTURY 21 Wildwood Properties, Inc. Twain Harte, CA	5	573
HomeSmart Professionals Lakeside, AZ	3	573
RE/MAX of Albany Albany, GA	1	573
RE/MAX Westside, Realtors Houston, TX	1	572
RE/MAX Riverside Topsham, ME	2	571
Berkshire Hathaway HomeServices Hometown, REALTORS Jacksonville, NC	1	570
Nick Sadek Sotheby's International Realty Roseville, CA	2	570
RE/MAX Realty Source Jackson, TN	1	569
CENTURY 21 All-Pro Kansas City, MO	3	568
CENTURY 21 Breeden Realtors Columbus, IN	1	568
Coldwell Banker King Asheville, NC	6	568
Coldwell Banker Upton-Massamont Realtors South Deerfield, MA	4	568
RE/MAX Alliance Branford, CT	2	568
RE/MAX Ocean Properties Juno Beach, FL	4	568
RE/MAX Preferred Baltimore, MD	1	568
EXIT Landmark Realty White Plains, MD	2	567
NextHome Specialists Columbia, SC	5	567
RE/MAX New Trend Farmington Hills, MI	1	567
RE/MAX Real Estate Associates Houston, TX	2	567
RE/MAX Distinctive Real Estate McLean, VA	3	566
RE/MAX Unlimited Harrison, AR	2	566

COMPANY	OFFICES	2019 SIDES
Berkshire Hathaway HomeServices Colorado Properties Vail, CO	8	565
Better Homes and Gardens Real Estate All Seasons Chanhausen, MN	7	565
Beyond Realty, Inc. Fargo, ND	1	565
RE/MAX Capital City Cedar Park, TX	2	565
RE/MAX Vantage Fairhaven, MA	2	564
CENTURY 21 Smith Branch & Pope Tifton, GA	3	563
Coldwell Banker The Legacy Group Casper, WY	2	563
ERA Team Real Estate Conway, AR	1	563
RE/MAX 1st Choice Palm Beach Gardens, FL	2	563
RE/MAX Quality Realty Sandusky, OH	2	563
CENTURY 21 Keim Realtors Allentown, PA	3	562
Keller Williams Realty Naples Naples, FL	1	562
RE/MAX Premier Chicago, IL	2	562
United Real Estate Strive 212 Wyomissing, PA	1	562
Keller Williams Realty Yuba Sutter Yuba City, CA	1	561
HomeSmart Real Estate Momentum Mentor, OH	1	560
RE/MAX Community Williamstown, NJ	1	559
CENTURY 21 High Desert Idaho Falls, ID	4	558
RE/MAX Destiny Cambridge, MA	2	558
RE/MAX Realty Professionals Bloomington, IN	1	558
Keller Williams Integrity Lawrence, KS	1	557

COMPANY	OFFICES	2019 SIDES
RE/MAX 100 Inc. Lakewood, CO	1	557
CENTURY 21 Premiere Properties Pepper Pike, OH	3	556
RE/MAX Leaders Centennial, CO	1	556
RE/MAX 1st Choice Cranston, RI	1	555
EXIT Realty Dubuque Dubuque, IA	2	554
EXIT Realty NFI Pensacola, FL	4	554
RE/MAX Advanced Temple City, CA	2	554
RE/MAX Professionals Cottage Grove, MN	4	554
RE/MAX Real Estate Group Martinsburg, WV	3	554
Keller Williams East County Brentwood, CA	1	553
RE/MAX Visalia Visalia, CA	2	553
Coldwell Banker F.I. Grey & Son Residential, Inc. New Port Richey, FL	2	552
Keller Williams Realty Silicon City San Jose, CA	1	552
RE/MAX Elite Services North Bethesda, MD	1	552
RE/MAX of Midland Midland, MI	1	551
CENTURY 21 Coast to Coast Clearwater Beach, FL	3	550
Coldwell Banker Seaside Realty Kitty Hawk, NC	3	550
EXIT Real Estate Property Solutions New Smyrna Beach, FL	3	550
Keller Williams Yakima Valley Yakima, WA	1	550
ERA Ben Porter Real Estate Huntsville, AL	4	549
RE/MAX Hometown Moorestown, NJ	1	549

COMPANY	OFFICES	2019 SIDES
RE/MAX Professional Realty Exton, PA	1	549
Berkshire Hathaway HomeServices Zack Shore, REALTORS Manahawkin, NJ	5	548
HomeSmart Realty South New Orleans, LA	2	548
RE/MAX Central Coventry, RI	1	548
RE/MAX Central Group Toledo, OH	1	547
CENTURY 21 Boling & Associates, Inc. Myrtle Beach, SC	1	546
RE/MAX Grande Grand Blanc, MI	1	545
CENTURY 21 Bill Nye Realty, Inc. Zephyrhills, FL	1	544
Keller Williams Realty of Manatee Bradenton, FL	1	544
Coldwell Banker Carroll Realty, Inc. Panama City, FL	3	543
Next Step Realty Timonium, MD	4	543
Keller Williams Realty Central Valley Chester, NY	1	542
RE/MAX Revolution Wall, NJ	1	542
RE/MAX River's Edge Barrington, RI	3	542
Coldwell Banker A Hartwig Company Lancaster, CA	1	541
Keller Williams Realty Exclusive Properties Simi Valley, CA	1	541
Berkshire Hathaway HomeServices All American Homes Fayetteville, NC	2	539
CENTURY 21 House of Realty, Inc. Marion, IL	5	539
RE/MAX Preferred Fort Lauderdale, FL	2	538
RE/MAX Signature Realty Lillington, NC	2	538
Berkshire Hathaway HomeServices California Properties Torrance, CA	3	537

COMPANY	OFFICES	2019 SIDES
RE/MAX Consultant Group New Albany, OH	3	537
RE/MAX Top Performers Lake Bluff, IL	1	537
RE/MAX Reliance Souderton, PA	1	536
RE/MAX Realty Associates Munster, IN	1	535
RE/MAX Tri-State Muscle Shoals, AL	1	535
RE/MAX Results Lagrange Lagrange, GA	1	534
Coldwell Banker Riviera Realty, Inc. Brick, NJ	8	533
Keller Williams Palo Alto Palo Alto, CA	1	533
RE/MAX On Point Arlington, TN	1	533
RE/MAX Point Realty Wilmington, DE	1	533
Lenihan Sotheby's International Realty Louisville, KY	1	532
Engel & Völkers Atlanta Atlanta, GA	1	530
Keller Williams Denver - North Jeffco Wheat Ridge, CO	1	530
RE/MAX Prime Properties Winter Garden, FL	1	530
RE/MAX Territory Yuma, AZ	3	530
CENTURY 21 Citrus Realty San Dimas, CA	1	529
RE/MAX Premiere Group Tuscaloosa, AL	1	529
ERA Landmark Real Estate Bozeman, MT	5	528
RE/MAX Heritage Fond Du Lac, WI	4	528
Coldwell Banker Black Hills Legacy Real Estate Rapid City, SD	1	527
RE/MAX Preferred Oklahoma City, OK	1	527

COMPANY	OFFICES	2019 SIDES
RE/MAX Tri-Star Montgomery, AL	1	526
Alexander Chandler Realty Fort Worth, TX	1	525
CENTURY 21 Thomas Realty, Inc. North Myrtle Beach, SC	2	525
RE/MAX Premier Group Longview, WA	1	525
RE/MAX Edge Weldon Spring, MO	2	524
RE/MAX Preferred Texarkana, TX	1	524
RE/MAX Properties Prattville, AL	2	524
Coldwell Banker First, Realtors Walla Walla, WA	1	523
RE/MAX of Gettysburg Gettysburg, PA	1	523
RE/MAX Real Estate Solutions Anderson, IN	2	522
RE/MAX Stars Mount Vernon, OH	1	522
RE/MAX 5 Star Realty Hollywood, FL	2	521
RE/MAX Central Cadillac, MI	2	521
RE/MAX Prestige Realty Royal Palm Beach, FL	6	521
RE/MAX Real Estate Services Laredo, TX	2	521
RE/MAX Team Realtors Johnstown, PA	1	521
The Steele Group Sotheby's International Realty Richmond, VA	3	521
CENTURY 21 DePiero & Associates, Inc. Parma, OH	1	520
Bailey Properties Inc. Aptos, CA	3	519
Keller Williams Realty Newport Beach, CA	2	519
RE/MAX Heritage Properties Flanders, NJ	2	518

COMPANY	OFFICES	2019 SIDES
RE/MAX Terrasol Huntington Beach, CA	4	518
CENTURY 21 Southern Star Prattville, AL	1	517
RE/MAX Reinvented Evans, GA	1	516
CENTURY 21 S.G.R. Chicago, IL	2	515
RE/MAX Heritage Murrysville, PA	1	515
RE/MAX North Professionals Colchester, VT	4	515
Coldwell Banker Town & Country Real Estate Brighton, MI	5	513
Keller Williams Cupertino Cupertino, CA	1	513
RE/MAX United Associates Cincinnati, OH	2	513
Better Homes and Gardens Real Estate Young & Company Spartanburg, SC	1	512
CENTURY 21 Alliance Realty Group Wappingers Falls, NY	6	512
RE/MAX Professionals Inc. Sioux Falls, SD	1	512
Keller Williams Realty Partners Park Ridge, IL	1	509
RE/MAX Trends Realty Uniontown, OH	2	508
Jones Group Realtors Amherst, MA	3	507
RE/MAX Advantage Portage, MI	1	507
RE/MAX Flagship Providence, RI	2	507
RE/MAX Results South Jordan, UT	1	507
RE/MAX Lakefront Realty Inc. Moneta, VA	1	505
Coldwell Banker Holtzman, Realtors Hinesville, GA	1	504
RE/MAX Dynamic Agents Mankato, MN	2	504

COMPANY	OFFICES	2019 SIDES
RE/MAX Premier Warren, NJ	1	504
Keller Williams Martinsburg Martinsburg, WV	1	503
Coldwell Banker Pinnacle Properties Florence, AL	1	502
Keller Williams NYC New York, NY	2	502
RE/MAX Acadiana Lafayette, LA	1	502
Coldwell Banker Graben Real Estate, Inc. Albertville, AL	2	501
Keller Williams Livingston Livingston, NJ	1	501
RE/MAX Town Centre Orlando, FL	2	501
Wentworth Real Estate Group Fenton, MI	1	501
Coldwell Banker Holman Premier Realty Klamath Falls, OR	1	500
Coldwell Banker McMillan and Associates Florence, SC	1	500
RE/MAX Elite Huntingdon Valley, PA	1	500
RE/MAX Excellence Realty Silver Spring, MD	1	500
Realty Executives Premiere Wheaton, IL	1	500

TOP CORE SERVICES PROVIDERS

As leading firms have diversified, so too, have we decided to follow this development by tracking the sales of mortgage, title insurance, home warranty policies and homeowners insurance policies, the products that are sold most frequently by leading residential real estate firms. We have produced rankings of the sales of primary services by units sold only.

Ranking of the 50 firms in the REAL Trends 500 by total core services transactions.

Please note that these figures have not been verified.

RANK	COMPANY	MORTGAGE TRANS.	TITLE TRANS.	HOME WARRANTY TRANS.	PROPERTY CASUALTY TRANS.	ESCROW TRANS.	TOTAL CORE SERVICES TRANS.
1	HomeServices of America, Inc Minneapolis, MN	35,222	119,862	44,606	17,277	31,870	248,837
2	Realogy Brokerage Group (formerly NRT LLC) Madison, NJ	20,598	172,799	39,647	1,724	-	234,768
3	Hanna Holdings / Allen Tate Pittsburgh, PA	10,949	18,668	17,598	19,998	-	67,213
4	First Team Real Estate Irvine, CA	-	11,677	-	-	6,413	18,090
5	Crye-Leike Real Estate Services Memphis, TN	2,175	10,871	2,720	1,184	-	16,950
6	Coldwell Banker Seacoast / Advantage Raleigh, NC	-	7,661	3,937	-	-	11,598
7	Shorewest Realtors Brookfield, WI	1,189	6,500	3,148	114	-	10,951
8	Real Estate One Southfield, MI	1,994	8,742	-	-	-	10,736
9	Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines Grand Rapids, MI	-	10,720	-	-	-	10,720
10	HUNT Real Estate ERA Buffalo, NY	2,555	7,294	-	368	-	10,217
11	Berkshire Hathaway HomeServices Homesale Realty Lancaster, PA	840	5,616	1,306	2,356	-	10,118
12	Berkshire Hathaway HomeServices The Preferred Realty Wexford, PA	1,459	2,155	4,525	811	-	8,950
13	Watson Realty Corp. Jacksonville, FL	482	3,199	-	4,452	-	8,133
14	NP Dodge Real Estate Sales, Inc. Omaha, NE	-	6,280	636	1,200	-	8,116
15	Pinnacle Estate Properties, Inc. Malibu, CA	-	6,181	-	-	1,802	7,983

RANK	COMPANY	MORTGAGE TRANS.	TITLE TRANS.	HOME WARRANTY TRANS.	PROPERTY CASUALTY TRANS.	ESCROW TRANS.	TOTAL CORE SERVICES TRANS.
16	Sibcy Cline Realtors Cincinnati, OH	686	2,002	3,912	769	-	7,369
17	Baird & Warner Chicago, IL	2,482	4,681	-	-	-	7,163
18	Samson Properties Chantilly, VA	-	6,644	-	-	-	6,644
19	The Keys Company/Illustrated Properties Miami, FL	939	2,806	-	2,632	-	6,377
20	F.C. Tucker Company, Inc. Indianapolis, IN	559	5,530	-	-	-	6,089
21	Coldwell Banker Heritage Dayton, OH	436	1,993	1,488	345	1,152	5,414
22	Coldwell Banker Howard Perry and Walston Realty, Inc. Raleigh, NC	640	3,568	1,034	156	-	5,398
23	Carolina One Real Estate Services North Charleston, SC	890	1,570	1,487	1,209	-	5,156
24	William Raveis Real Estate, Mortgage and Insurance Shelton, CT	2,569	443	-	1,878	-	4,890
25	@properties Chicago, IL	-	4,845	-	-	-	4,845
26	Michael Saunders & Company Sarasota, FL	332	1,342	132	824	1,965	4,595
27	McColly Real Estate Schererville, IN	-	3,542	632	-	-	4,174
28	Five Star Real Estate Grand Rapids, MI	-	3,901	-	-	-	3,901
29	Rose & Womble Realty Virginia Beach, VA	625	1,744	439	-	934	3,742
30	Cutler Real Estate Canton, OH	113	2,788	718	55	-	3,674
31	Better Homes and Gardens Real Estate Rand Realty Nanuet, NY	836	2,143	-	632	-	3,611
32	RE/MAX DFW Associates Coppell, TX	275	-	3,100	-	-	3,375
33	The Group Fort Collins, CO	875	2,319	-	-	-	3,194
34	Real Living Kee Realty Clinton Township, MI	-	2,399	694	-	-	3,093
35	Berkshire Hathaway HomeServices Florida Properties Group Trinity, FL	169	1,767	504	456	-	2,896

RANK	COMPANY	MORTGAGE TRANS.	TITLE TRANS.	HOME WARRANTY TRANS.	PROPERTY CASUALTY TRANS.	ESCROW TRANS.	TOTAL CORE SERVICES TRANS.
36	CENTURY 21 New Millennium Alexandria, VA	764	2,121	-	-	-	2,885
37	Berkshire Hathaway HomeServices Towne Realty Virginia Beach, VA	760	2,031	-	-	-	2,791
38	Lyon Real Estate Sacramento, CA	319	-	2,327	135	-	2,781
39	Better Homes and Gardens Real Estate The Masiello Group Bedford, NH	455	1,521	379	385	-	2,740
40	Ruhl&Ruhl Realtors Davenport, IA	960	-	1,285	256	-	2,501
41	Carpenter Realtors Indianapolis, IN	-	-	2,481	-	-	2,481
42	Chinowth & Cohen Realtors Tulsa, OK	-	2,038	-	-	-	2,038
43	ERA Wilder Realty Columbia, SC	292	719	860	-	-	1,871
44	RE/MAX of Reading Wyomissing, PA	111	1,655	-	-	-	1,766
45	Stark Company Realtors Madison, WI	64	925	721	-	-	1,710
46	8z Real Estate Boulder, CO	489	1,165	-	-	-	1,654
47	Realty Executives Tucson Elite Tucson, AZ	-	1,641	-	-	-	1,641
48	Realty Masters & Associates Tustin, CA	-	-	-	-	1,600	1,600
49	RE/MAX Select Realty Cranberry, PA	-	1,557	-	-	-	1,557
50	Keller Williams Capital Properties Washington, DC	-	1,420	-	-	-	1,420

CORE SERVICES

MORTGAGE CLOSINGS

Top Firms Ranked by Mortgage Closings

REAL Trends 500 firms which close 500 units or more

COMPANY	# CLOSED MORTGAGE UNITS
HomeServices of America, Inc	35,222
Realogy Brokerage Group (formerly NRT LLC)	20,598
Hanna Holdings / Allen Tate	10,949
William Raveis Real Estate, Mortgage and Insurance	2,569
HUNT Real Estate ERA	2,555
Baird & Warner	2,482
Crye-Leike Real Estate Services	2,175
Real Estate One	1,994
Berkshire Hathaway HomeServices The Preferred Realty	1,459
Shorewest Realtors	1,189
Ruhl&Ruhl Realtors	960
The Keyes Company/Illustrated Properties	939
Carolina One Real Estate Services	890

COMPANY	# CLOSED MORTGAGE UNITS
The Group	875
Berkshire Hathaway HomeServices Homesale Realty	840
Better Homes and Gardens Real Estate Rand Realty	836
Parks Realty	816
CENTURY 21 New Millennium	764
Berkshire Hathaway HomeServices Towne Realty	760
Sibcy Cline Realtors	686
Coldwell Banker Howard Perry and Walston Realty, Inc.	640
Rose & Womble Realty	625
Select Group	572
F.C. Tucker Company, Inc.	559

CORE SERVICES

HOME WARRANTY

Top Firms Ranked by Home Warranty Policies

REAL Trends 500 firms which close 500 units or more

COMPANY	# HOME WARRANTY POLICIES SOLD
HomeServices of America, Inc	44,606
Realty Brokerage Group (formerly NRT LLC)	39,647
Hanna Holdings / Allen Tate	17,598
Berkshire Hathaway HomeServices The Preferred Realty	4,525
Coldwell Banker Seacoast / Advantage	3,937
Sibcy Cline Realtors	3,912
Shorewest Realtors	3,148
RE/MAX DFW Associates	3,100
Crye-Leike Real Estate Services	2,720
Carpenter Realtors	2,481
Lyon Real Estate	2,327
Coldwell Banker Heritage	1,488
Carolina One Real Estate Services	1,487

COMPANY	# HOME WARRANTY POLICIES SOLD
Berkshire Hathaway HomeServices Homesale Realty	1,306
Ruhl&Ruhl Realtors	1,285
Coldwell Banker Howard Perry and Walston Realty, Inc.	1,034
ERA Wilder Realty	860
RE/MAX Preferred Associates	845
Stark Company Realtors	721
Cutler Real Estate	718
F.C. Tucker Emge Realtors	695
Real Living Kee Realty	694
NP Dodge Real Estate Sales, Inc.	636
McColly Real Estate	632
Coldwell Banker Harris McHaney & Faucette	544
Berkshire Hathaway HomeServices Florida Properties Group	504

CORE SERVICES

HOMEOWNERS INSURANCE POLICIES

Top Firms Ranked by Homeowners Insurance Policies

REAL Trends 500 firms which close 500 units or more

COMPANY	# CLOSED HOMEOWNERS INSURANCE POLICIES
Hanna Holdings / Allen Tate	19,998
HomeServices of America, Inc	17,277
Watson Realty Corp.	4,452
The Keyes Company/Illustrated Properties	2,632
Berkshire Hathaway HomeServices Homesale Realty	2,356
William Raveis Real Estate, Mortgage and Insurance	1,878
Realogy Brokerage Group (formerly NRT LLC)	1,724
Carolina One Real Estate Services	1,209
NP Dodge Real Estate Sales, Inc.	1,200
Crye-Leike Real Estate Services	1,184
Michael Saunders & Company	824
Berkshire Hathaway HomeServices The Preferred Realty	811
Sibcy Cline Realtors	769
Better Homes and Gardens Real Estate Rand Realty	632
Latter & Blum Companies	500

CORE SERVICES

TITLE CLOSINGS

Top Firms Ranked by Title Closings

REAL Trends 500 firms which close 500 units or more

COMPANY	# CLOSED TITLE UNITS	COMPANY	# CLOSED TITLE UNITS
Realty Brokerage Group (formerly NRT LLC)	172,799	@properties	4,845
HomeServices of America, Inc	119,862	Baird & Warner	4,681
Hanna Holdings / Allen Tate	18,668	Five Star Real Estate	3,901
First Team Real Estate	11,677	Coldwell Banker Howard Perry and Walston Realty, Inc.	3,568
Crye-Leike Real Estate Services	10,871	McColly Real Estate	3,542
Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines	10,720	Watson Realty Corp.	3,199
Real Estate One	8,742	The Keyes Company/Illustrated Properties	2,806
Coldwell Banker Seacoast / Advantage	7,661	Cutler Real Estate	2,788
HUNT Real Estate ERA	7,294	Real Living Kee Realty	2,399
Samson Properties	6,644	The Group	2,319
Shorewest Realtors	6,500	Berkshire Hathaway HomeServices The Preferred Realty	2,155
NP Dodge Real Estate Sales, Inc.	6,280	Better Homes and Gardens Real Estate Rand Realty	2,143
Pinnacle Estate Properties, Inc.	6,181	CENTURY 21 New Millennium	2,121
Berkshire Hathaway HomeServices Homesale Realty	5,616	Chinowth & Cohen Realtors	2,038
F.C. Tucker Company, Inc.	5,530	Berkshire Hathaway HomeServices Towne Realty	2,031
		Sibcy Cline Realtors	2,002

COMPANY	# CLOSED TITLE UNITS
Coldwell Banker Heritage	1,993
Berkshire Hathaway HomeServices Florida Properties Group	1,767
Rose & Womble Realty	1,744
RE/MAX of Reading	1,655
Realty Executives Tucson Elite	1,641
Carolina One Real Estate Services	1,570
RE/MAX Select Realty	1,557
Better Homes and Gardens Real Estate The Masiello Group	1,521
Keller Williams Capital Properties	1,420
Michael Saunders & Company	1,342
The Russell Realty Co	1,342
8z Real Estate	1,165
CENTURY 21 Judge Fite Company	1,149
Stark Company Realtors	925
Berkshire Hathaway HomeServices Verani Realty	901
The Signature Real Estate Companies	860
PalmerHouse Properties	814
Chase International Real Estate	789
RE/MAX Executive	779
Douglas Elliman	761
Berkshire Hathaway HomeServices New Jersey Properties	739
ERA Wilder Realty	719
The Danberry Co., Realtors	683

WANT MORE SELLER LEADS?

These top brokerages will generate thousands of seller leads every month using their **OWN** buyer database.



TURN YOUR BUYER DATA INTO LEADS, LISTINGS AND PROFITS™

GetBuyside.com



BE BETTER®

Better Homes and Gardens® Real Estate congratulates its affiliated brokers across the U.S. who have been honored on this distinguished list.

BHGRE.CAREER.COM