

**POWER BROKER  
TOTALS FOR 2018**



3,881,412  
**TOTAL TRANSACTIONS**



515,640  
**AGENTS**



\$1,424,776,652,825  
**TOTAL SALES VOLUME**



8,887  
**OFFICES**

*Based on the Top 1,000 respondents  
to RISMedia's 2019 Power Broker Survey*

# PRESSING PAUSE, FINDING BALANCE

BY MARIA PATTERSON

**M**ANY COULDN'T BELIEVE what they were hearing. Home prices were growing at the fastest pace since 2015, far outpacing wage growth, and the word "bubble" was once again making its way into media vernacular. Could the housing market really be headed for another crash less than 10 years later?

But that was 2018.

Now, with the first quarter of 2019 behind us, the outlook is quite a bit different. Sales have flattened, prices have calmed and a sense of order seems to have been restored. And, for the 49 percent of Power Brokers who describe their market as "balanced," that's not a bad thing.

Despite headwinds like affordability and low inventory, this year's Top 1,000 Power Brokers still reported a collective sales volume of \$1,424,776,652,825 for 2018, more than \$100 billion above 2017, and representing more than 100,000 transactions over 2017, as well.

"I think 2019 will be a year of pause," says Pat Riley, CEO of Allen Tate Companies. "For us, builders are still way behind demand, appreciation rates are sliding back to normalcy, days on market are increasing, boomers are squatting, and first-time homebuyers are having a tough time getting out of their leases financially. What this all adds up to is an adjusting market, which means cautious optimism and a re-

turn from a seller's market to a balanced market."

Riley's comments reflect the feelings of the majority of this year's Power Brokers, 59 percent of whom describe their confidence level as "cautiously optimistic." While 43 percent of respondents reported their confidence level as "high" in 2018, this year, just 30 percent report such enthusiastic sentiments.

And while a shortage of inventory still ranks as the No. 1 challenge to business for Power Brokers, the percentage has dropped significantly from 71 percent of respondents last year to 49 percent of respondents this year. What's taking inventory's place among top broker challenges? The economy.

Ranked as a concern by just 1 percent of respondents last year, in this year's survey, 25 percent of respondents reported economic uncertainty as the second-greatest challenge to business. While most feel that the economy and job growth are faring well, it is tainted by a degree of instability brought about by an uncertain political environment that continues to toy with consumer confidence and the stock market.

"This is the year of uncertainty," says Janelle Wohlfeil, manager of Real Living Kee Realty. "The inventory crisis seems to be ending, but what will the Fed do? I would not be surprised if market volume was down 15 percent or up 10 percent."

"Governmental and economic un-

## POWER BROKERS: INSIGHTS & FORECASTS



Gino Blefari



Simon Chen



David MacIntyre

certainty is a distraction to the general public," agrees Ed Forman, president of Watson Realty Corp. "There is a huge business impact when people are uncertain and distracted from their financial goals."

But despite this uncertainty and the challenges presented by inventory and affordability issues, Power Brokers do expect home sales to tick up in the year ahead as home prices level off and inventory gradually improves.

This is being reported even from Power Brokers in hot markets like Denver. "We are expecting a decrease in the rate of home appreciation and an increase in inventory, resulting in a more balanced market," says Donald Sarno, CEO of Keller Williams Preferred Realty Denver North.

Power Brokers also agree that the fallout from national news will need to be balanced more than ever with the wisdom of local expertise.

"Real estate remains local," says Robin Miller, president of Coldwell Banker RPM Group. "It is important that real estate professionals do a better job of educating buyers and sellers in their local market, especially those of us located in balanced markets. The national real estate news seems to carry the weight, which can impede a balanced market."

What keeps Power Brokers at the top of their game, however, is their imperviousness to market conditions, political unrest and the media. As Mavera Mir, broker/owner of Realty ONE Group United, says, "Real estate happens in any kind of market. It's up to the REALTOR® to be dictated by the market, or to dictate the market." **RE**

**GINO BLEFARI**, CEO of **HOMESERVICES OF AMERICA**, is encouraged by a greater sense of balance permeating the U.S. housing landscape. "I believe there will be greater balance in U.S. housing in 2019 with home prices leveling off and home sales ticking up," says Blefari. "I believe housing demand will remain firm across the U.S. as the employment picture is about as strong as it's ever been, and wages are finally moving forward. Housing inventory remains a key issue. I believe help may be on the way. With wages growing and U.S. homeowners sitting on roughly \$14.5 trillion in real estate equity—an all-time high—the time may be right for more people to list their homes and make their next real estate move. More homes coming to market this spring would help ease the supply challenge and ease upward pressure on home prices."

To achieve ongoing success in this balanced environment, Blefari advises brokers, managers and coaches to focus on "strategic planning, accountability, being consumer-centric and being completely dedicated to the success of each of your agents, in a way that provides the greatest value to the consumers and clients we serve."

**SIMON CHEN**, president and CEO of **ERA REAL ESTATE**, has his sights set on a continued correction in market prices, supported by continued low interest rates. "A 'healthier' inventory and days on market will reward those brokers and agents with sound business practices," says Chen. "I believe that many of the business practices that have flourished since the economic recovery will be heavily challenged as the market stabilizes."

According to Chen, "as the market shifts from a seller's market to a buyer's market, this creates tremendous opportunities for well-qualified buyers. The same can be said for brokerages and brands, who will find a greater inventory of companies to acquire. As part of Realty, ERA is well capitalized to help our brokers search for and subsidize merger and acquisition activity. We have seen our M&A pipeline increase 2,000 percent year-over-year."

For **DAVID MACINTYRE**, COO and broker/owner of **ARIZONA BEST REAL ESTATE**, the most important factor in real estate success has and always will be relationships. "I believe my role as a broker/owner is to help the individual real estate agent earn the money they need to provide a balanced quality of life," he says. "A life where the most important part is family, friends and relationships. Our culture of cooperation and friendship with our owners, managers, staff and agents makes this easier."

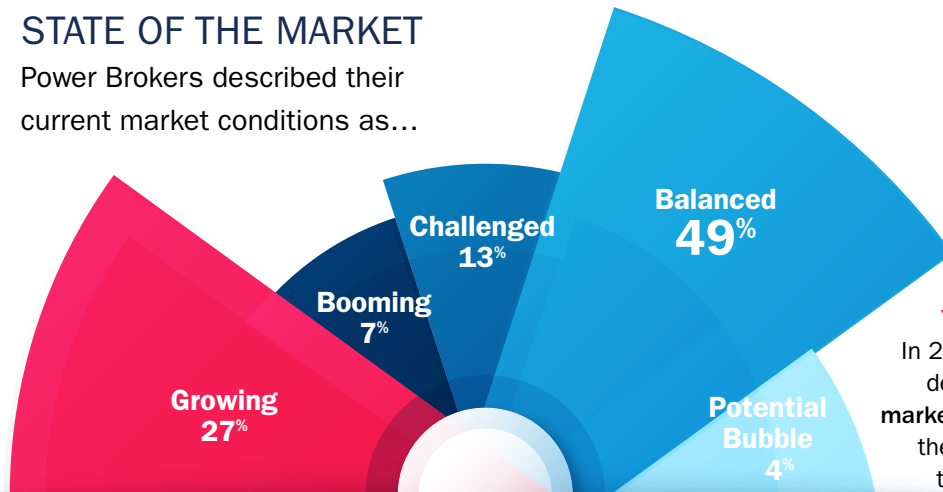
Looking ahead, changes from federal, state and city governments will trigger challenges. "Government actions change the mood of consumers—positive news, negative news, interest rates up, interest rates down...it all changes consumer decisions," explains MacIntyre. "We cannot control government. So, we stay ready to react quickly to any changes in policy, procedures, rules and laws."

*(continued on page 58)*

# THE 2019 POWER BROKER PERSPECTIVE

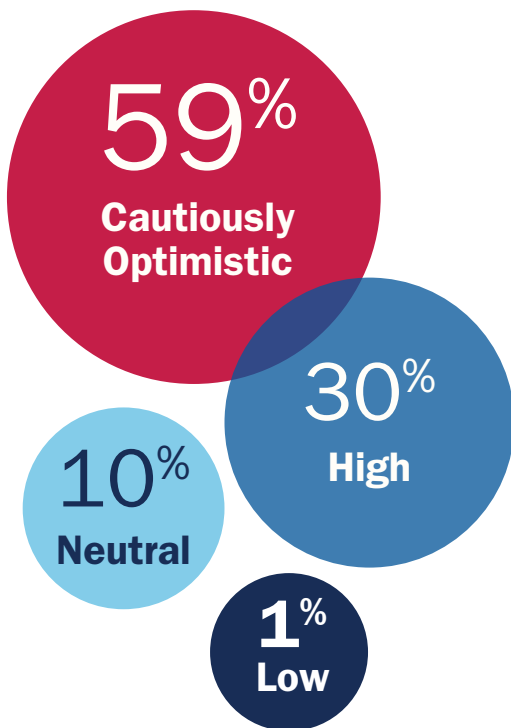
## STATE OF THE MARKET

Power Brokers described their current market conditions as...



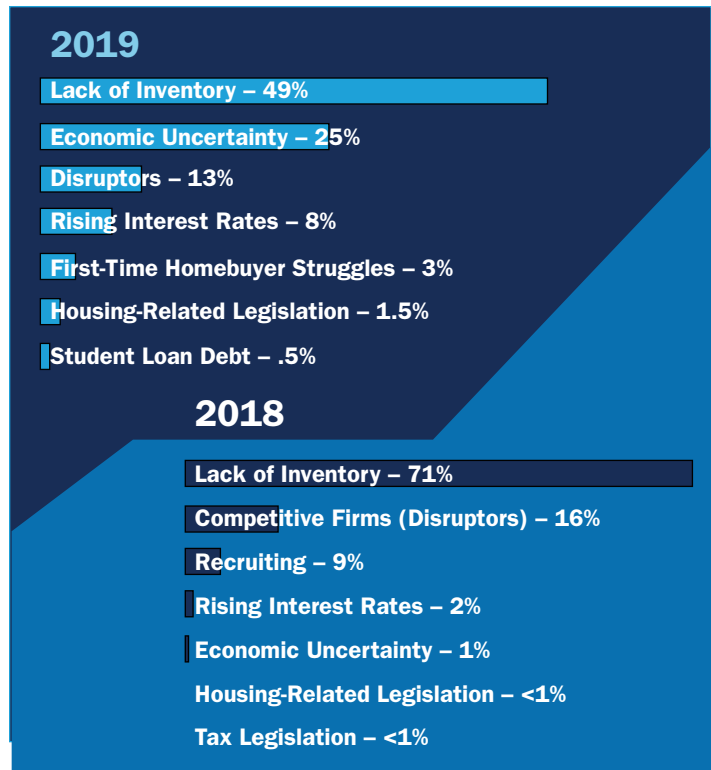
**YEAR-OVER-YEAR INSIGHTS:** In 2018, the majority of respondents—38%—described their markets as “Growing,” and double the amount—14%—described their markets as “Booming.”

## POWER BROKER CONFIDENCE LEVEL



**YEAR-OVER-YEAR INSIGHTS:** Power Brokers are hedging their bets a bit more this year. In 2018, 52% said they were “Cautiously Optimistic” and 43% reported their confidence level as “High.”

## THE GREATEST CHALLENGE TO BUSINESS

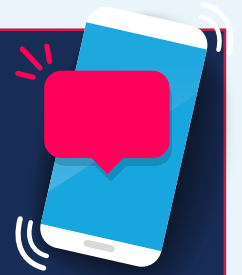


**YEAR-OVER-YEAR INSIGHTS:** While the inventory shortage still tops the list as the main challenge to business, there is a significant drop in the number of respondents compared to 2018. Of rising concern this year? An uncertain economic outlook.

## SOCIAL STAYS PUT

**78%** have a dedicated social media person on staff  
**88%** report that social media is not a profit center

YEAR-OVER-YEAR INSIGHTS: This year's social media findings are virtually identical to 2018.



## SPENDING WISELY

Power Brokers report spending the most resources on:



- #1 Recruiting
- #2 Training
- #3 Technology
- #4 Online Marketing
- #5 Opening New Offices

YEAR-OVER-YEAR INSIGHTS: Recruiting and training once again grab the No. 1 and No. 2 spots when it comes to investment of broker resources, proving that people still come first in the relationship-based real estate business.

## THE GREATEST OPPORTUNITY FOR BUSINESS

First-Time Homebuyers/Millennials – 37%

Move-Up Buyers – 23%

Relocating Buyers – 10%

Luxury Market – 10%

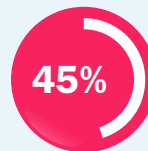
New Construction – 9%

Investment Buyers – 5%

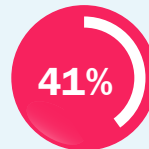
Other – 5%

All-Cash Buyers – 1%

## OFFICE CONTRACTION



intend to open/  
acquire new offices  
**DOWN FROM  
51% IN 2018**



intend to create/  
increase virtual and/  
or mixed-use space  
**DOWN FROM  
53% IN 2018**

YEAR-OVER-YEAR INSIGHTS: Opportunities this year closely mirror last year's responses, with a slight drop in prospects for new-construction business, garnering 9% of respondents this year, down from 12% last year.

Based on the Top 1,000 respondents to RISMedia's 2019 Power Broker Survey



Charlie Young

Having looked at the impact of technology for years, the coming wave of AI-enabled real estate technology will be instrumental when it comes to developing products that solve agents' pain points, says **CHARLIE YOUNG**, president and CEO of **COLDWELL BANKER**.

"With developments in AI and data analytics, technology will assist real estate agents so that they can focus on serving clients. Technology will also streamline the home-buying process for consumers. The agents who really integrate these products into their business will see the biggest impact. The key point is that the technology will empower agents, not replace them."

According to Young, the inventory shortage is the biggest challenge facing today's consumer. "In this tight market, it's necessary for consumers to work with the best agents who have access to the best technology."

**"We are in interesting times in our industry with heavily funded entrants and business models looking to change the landscape of buying and selling homes. I believe many of the ventures are ill-conceived and will fail, but only time will answer what real estate will look like in five years."**

- LINDA SCHAEFER

Executive, Select Group Real Estate



Mike Miedler

According to **CENTURY 21 REAL ESTATE** President **MIKE MIEDLER**, preparing agents for success in today's market "begins and ends with a brokerage community dedicated to a culture that provides the support, training and tech that agents need to grow their business and close more deals, but also one that makes them feel valued as entrepreneurs who make a difference in people's lives."

When it comes to sales success, Miedler advises a focus on the fundamentals of behavior, attitude and technique. "Stick to a plan, be mentally strong, always sharpen your skills and deliver the extraordinary," he says.

Miedler will lead the charge in continuing to reinvent the CENTURY 21® brand. "Looking ahead, ours is to break away from the 'sea of sameness' and become the first true real estate brand for consumers and industry professionals."



Anthony Hitt

According to **ANTHONY HITT**, president and CEO of **ENGEL & VÖLKERS AMERICAS**, 2019 is all about refinement. "It's about strengthening our data and technologies in order to pro-

vide the best value for our clients. It's about equipping our advisors with truly targeted marketing approaches and assets so that they're able to take their businesses to the next level, and it's about growing in our existing markets and in new markets in the right way, upholding the integrity and strength of our global brand."

Hitt believes that the key to success in today's market means arming agents with the tools, technologies and resources they need. "This means access to premium marketing materials and expertise to drive maximum exposure for each listing; cutting-edge technologies such as new, hyper-local and advisor-focused websites; and our proprietary Extensive Domestic & Global Exposure (EDGE™) platform."



Todd Hetherington



Diane M. Ramirez



Ken Baris



Michael Saunders

With 26 branch offices in three Florida counties, **MICHAEL SAUNDERS & COMPANY** relies on 43 years of experience and has deep local roots and a passion for helping buyers and sellers from every walk of life.

One of the biggest challenges for consumers, according to **TODD HETHERINGTON**, CEO of **CENTURY 21 NEW MILLENNIUM/NM MANAGEMENT, INC.**, is the crowded market. “One of the biggest challenges facing today’s real estate consumers is sifting through all the different offerings and models that exist throughout our marketplace. They’re looking for not just the ‘cheapest’ offering, but rather, the offering that will best meet their needs and represent them in their best interest.

“Our growth plan involves a two-pronged approach: growing organically by consistently demonstrating our value proposition to top agents and top teams throughout our existing marketplace; and simultaneously merging in like-minded, like-cultured companies and top teams to complement our existing geographic footprint.”

Fresh off a rebrand, **HALSTEAD**’s offices are singing. According to CEO and Chairman **DIANE M. RAMIREZ**, adapting the brand cemented its leadership in the market, and brought a competitive differentiator to the forefront: its culture.

“Trust and care are two elements essential today, and always will be,” says **MICHAEL SAUNDERS**, founder and CEO of the company. Saunders notes that it’s easy to see why people are moving to Florida in record numbers.

“Florida is one of the lowest tax states; and equally appealing, Florida does not burden its residents with a state income tax,” she says. “In addition, the Sarasota area and its reputation as Florida’s cultural capital, with stunning beaches and recreational opportunities, is another major draw. All these factors combined are having an extremely positive effect on our market.”

“What I’m most proud of, and I believe is very enviable in the community, is our culture.”

- **DIANE M. RAMIREZ**  
CEO and Chairman, Halstead

“Our rebrand was huge for us. To compete in the market today, we’re looking at who we are and making certain that we’re the best we can be for our agents, and, in turn, for their customers. What I’m most proud of, and I believe is very enviable in the community, is our culture. There are so many disruptors and distractions in our marketplace—to a degree, it’s consumed our industry. We always have to look at what’s around us, but we’re determined to focus on who we are. We’re doubling down on our strengths. Our strategy is focusing on what differentiates us.”

With a trio of offices in Northern New Jersey, **JORDAN BARIS, INC., REALTORS®** is prepping its team for success with an abundance of regularly scheduled training. “We offer Lunchtime Learning Tuesdays and Tech Talk Thursdays,” says **KEN BARIS**, president of the firm. “Friday Morning Power Hour is a weekly meeting with guest speakers on timely topics. This, along with our online academy, Institute, powered by Leading Real Estate Companies of the World®, helps us continually evolve and stay at the forefront.”

The key to the firm’s ongoing success is a willingness to adapt to ever-changing markets while staying true to its culture. “We have weekly WIG (Wildly Important Goal) calls with our entire support team, where each person offers something that will enhance the experience for our team and clients,” Baris says.



Michael Mahon

**“The real estate industry follows cycles and reacts according to the law of supply and demand. The real estate firm of today needs to be nimble and adapt to change rapidly.”**

- ALEXANDER KARAVASILIS  
President, RE/MAX Advantage Realty



Scott MacDonald

SoCal-based **FIRST TEAM REAL ESTATE** has grown to 30 offices and more than 2,000 agents. President **MICHAEL MAHON** says its competitive advantage rests solely with First Team’s associates and staff. “While being recognized as the No. 1 independent closed volume brokerage across Southern California is an amazing achievement, it is the focus and dedication of the associates and staff of First Team that truly differentiates our organization in the market,” he says.

A challenge ahead, however, is the looming political landscape. “As election season warms up, we’re concerned that all the negative media involving both political parties will weigh on consumer confidence, initiating a slowdown in the housing cycle, as opposed to the many positives that are occurring in economic growth and job opportunities,” Mahon says.

As owner and president of Chantilly, Va.-based **RE/MAX GATEWAY**, **SCOTT MACDONALD** leads approximately 175 agents throughout Virginia, Maryland and Washington, D.C.

“The market today is so dynamic. There are new ‘players,’ rates are up or down weekly, houses sell quickly or sit on the market with no activity, prices are rising in some areas while remaining flat in others,” he says. “An agent today needs to know how to communicate their value by knowing how to speak to these issues, as well as others that are of concern to the consumer. This communication must be continuous and through multiple channels: video, emails, newsletters, phone calls and one-to-one meetings. The consumer today is inundated with information, but the knowledgeable agent can set themselves apart.”



Tipper Williams

**TIPPER WILLIAMS** serves the Northern Virginia market as operating principal of **KELLER WILLIAMS VIRGINIA REALTY ALLIANCE GROUP**. She believes training and consulting agents on how to leverage technology creates success for all. “Our industry has always evolved, and the most successful agents have always been the ones that evolved within the industry by re-training their mindset and making changes or adjustments as needed,” she says. “This market is no different, other than the exceptional agents have to find what technology is best for their business and the consumer’s experience.”

Williams adds that the firm’s most important competitive advantage is the technology it offers to associates. “Plug-and-play platforms that are designed specifically for our real estate model enhance our associates’ ability to run their business and allow them to focus on the individual needs of their client.”



Adam Contos

With more than 120,000 affiliates in mind, **RE/MAX, LLC** is heavily investing in marketing, tech and training this year. According to CEO **ADAM CONTOS**, “Our surveys show that agents want the company focus to be on three main things: technology, training and marketing. We’re playing offense in all three areas, freeing agents up to do what they do best: working with clients, cultivating relationships and building their business. In technology, we’re rolling out an ecosystem of new, data-driven RE/MAX products this summer. In training, we’ve invested heavily in our exclusive Momentum professional development programs, which help brokers and agents systemize their operations. Our 2019 national marketing campaign, which has shifted more toward digital and social, includes a new tool that enables agents to create personally branded videos in less than a minute.”



Dan Forsman

“The upside is that we continue to see robust trends for people and companies moving to our area,” explains Forsman. “Our corporate relocation team is very active with major group moves. There is also pent-up demand for first-time buyers. As this segment improves their finances and begins to grow families, we expect more to buy houses. Another segment of pent-up demand is downsizers. We have many baby boomers who want to move to smaller and more efficient living. Overall, we expect to see 1 - 2 percent unit growth and 5 - 7 percent volume growth in our market for 2019.”

For the housing market overall, 2019 has been characterized by easing home prices. “Our message to our sales professionals is to make sure that when we bring properties onto the market, that they’re priced to sell,” says **REI MESA**, CEO/president of **BERKSHIRE HATHAWAY HOMESERVICES FLORIDA REALTY**. “Here in Florida, we’re starting to see listing inventories grow, which is a good opportunity, because the buyer demand is there. We’re focused on making sure our sales professionals are armed to list properties at a price that’s going to sell, and not based on speculation.

“Our biggest opportunity in 2019 will be identifying and executing on acquisitions and roll-ins,” he adds. “I believe there will continue to be consolidation in the marketplace, and we’ll be there to bring those brokerages and companies into our network.”

The San Francisco Bay Area seems to create its own reality and market conditions, believes **CHRIS TRAPANI**, founder and CEO of **SERENO GROUP**, serving San Mateo, Santa Clara and Santa Cruz Counties.

“In Silicon Valley, home prices have increased incredibly over the past eight years. While we remain at relatively inventory-deprived levels, we have sensed a slowing sales pace since mid- to late 2018,” he says. “As we move into the first quarter of 2019 (at press time), we are experiencing increased multiple offers, but the market is more price, location and condition sensitive. We expect an inventory surge over the next few months that will provide supply relief, but where that drives the market is uncertain. We do feel positively that we may have a more healthy and balanced market in 2019.”

While still dealing with historically low inventory, affordable housing challenges for first-time buyers and a short supply of skilled labor, for **DAN FORSMAN**, president and CEO of **BERKSHIRE HATHAWAY HOMESERVICES GEORGIA PROPERTIES**, 2019 is full of opportunity.

When **RE/MAX GOLD** joined forces with Keith Myers and RE/MAX Olson in 2018, it opened up a Southern California opportunity to complement its Northern California dominance.

“Together, the brokerages will pursue a course of elegant and aggressive growth for 2019, including an open door for mergers of other independent brokerages—both RE/MAX and not,” says **JAMES O’BRYON**, CEO of the firm. “First and foremost, we will care for our existing agent populations, as they are the foundation for all intelligent growth.”

O’Byron adds that in a changing market, the best agents and their clients gravitate back to the highest-quality brokerage environment. “Dabbling and experimentation take a back seat to quality and proof of concept.”



Rei Mesa



Chris Trapani



James O’Byron





Glenn "Chip" Gardner



Charlie Oppler



Cheryl Eiding-Taylor



Dan Kruse

According to **DAN KRUSE**, president and CEO of **CENTURY 21 AFFILIATED**, while inventory constraints remain, there's a bigger challenge looming in the months ahead. "While the markets we're doing business in are facing inventory constraints, the bigger-picture concern is the affordability piece. As median sales prices continue to rise, we're going to hit the tipping point in terms of affordability. And, if we see rate increases in 2019, we'll ultimately get to the point of buyer demand lessening because of the concern surrounding affordability.

"From the agent perspective, it's all about getting back to training and educating agents through internal programs and coaching programs to help them build their skillsets in order to drive more activity and take on more listings. Not only do we owe this to our agents, but it's also part of our business model."

As vice president of operations and special initiatives for Metairie, La.-based **GARDNER, REALTORS®**, **GLENN "CHIP" GARDNER** provides a path for more than 850 agents to personal mastery and life purpose.

"Through a best-in-class network of local support services, REALTORS® can be more on-purpose in their business, which results in increased productivity and creating the life they love," he says. "We focus on supporting the REALTOR® as much as possible, saving the REALTOR® time so he/she can focus on the part of the business that matters most: building meaningful relationships with clients.

"You can't determine your future, but you can determine your habits, which direct your future," adds Gardner. "We teach REALTORS® habits that directly result in increased income per hour and both REALTOR® and client satisfaction."

**CHARLIE OPPLER**, COO of **PROMINENT PROPERTIES SOTHEBY'S INTL. REALTY**, serving Northern New Jersey's Bergen, Essex and Hudson Counties, says stable interest rates are a positive for the year ahead, but discord on the political landscape among both parties needs to change.

"I'm hopeful that first-time buyers are going to be coming back into the market because rents have been rising so much," he says. "People are looking at whether they should spend \$4,500 a month for a two-bedroom, or does it make more sense to go buy a \$600,000 property. With the stabilizing interest rates, I believe that will happen more.

"We are going to open at least two offices and possibly a third in 2019," Oppler adds. "Two will be on the Jersey waterfront."

**CHERYL EIDINGER-TAYLOR**, president and CEO of **ERA KEY REALTY SERVICES**, leads a team of 335 agents in 15 offices, and sees big opportunity in the year ahead. "I see a continuation of the strategy we've embraced for a while, which is making sure our agents are the best educated and best equipped to go out and work with the consumer," she says. "The consumer is very savvy with a lot of knowledge at their fingertips, and wants guidance and an expert."

To that end, Eiding-Taylor provides agents with new tools and continuing education. "We have a program called FIRE (foundations in real estate) that runs one day a week for five weeks, and it's a full day of covering what you don't learn in licensing school," she explains.



Lacey M. Conway



Mark Woodroof



Peter F. Hunt



Helen Hanna Casey

Specializing in the city of New Orleans and Louisiana Gulf Shore homes, **LATTER & BLUM, INC.**, employs more than 3,000 agents in 36 offices. **LACEY M. CONWAY**, president and principal broker, sees several things impacting the market in 2019. "On a broad scale, affordable and sustainable flood insurance deeply impacts our markets," she says. "Cutting our overhead while keeping culture intact is critical to our success."

She also preaches the importance of bringing in the right tools to help her agents.

"Recent technology upgrades company-wide help equip our agents with the ability to effortlessly access and deliver relevant market information," Conway says.

**MARK WOODROOF**, partner with **BETTER HOMES AND GARDENS REAL ESTATE GARY GREENE**, which has 21 offices across the greater Houston area, sees 2019 as one of the best opportunities for buyers in many years, with three key factors driving the Houston real estate market: jobs, credit and location.

"Add to the mix Houston's economy adding 70,000-plus new jobs this year and the comeback of oil and gas exports, and it makes the greater Houston area poised for a great outcome," he says. "Our agents are our competitive advantage. Our agents deliver on our values, behaviors and attitudes. They understand we do business to make a positive difference in the lives of the people we touch, one home at a time."

**HUNT REAL ESTATE**, which covers Western, Central and Upstate New York, began 2019 with the mantra to start referring to agents as "real estate professionals" and adopted a new theme surrounding reliability,

responsiveness and building self-esteem. With 1,600 real estate professionals, Chairman and CEO **PETER F. HUNT** has several objectives for the year ahead, including "to recruit and select new and developing (two years or less in the industry) real estate professionals; to recruit and select productive agents now with competing firms; to grow through acquisition where opportunities exist within our current six-region footprint and also into new markets/regions; and to be a generator of high-quality leads for our real estate professionals."

"Preparation is the key to success," says **HELEN HANNA CASEY**, CEO of **HOWARD HANNA REAL ESTATE SERVICES**. "Our goal is to make sure that our agents have differentiators to overcome objections and fulfill client needs, as well as the knowledge to make the best use of those resources."

Casey has been working in real estate since 1975, and says that differentiators are her company's biggest competitive edge, from one-stop mortgage shopping to a money-back guarantee. Her focus on leadership also comes into play. "Real estate is a people business, and our leadership is key. They work with the agents to set goals, establish plans and bring them to fruition. Together, we can do great things."



Dean A. deTonnancourt

**DEAN A. DETONNANCOURT** is the president and CEO of **HOMESMART PROFESSIONALS REAL ESTATE** of Rhode Island and **HOMESMART REAL ESTATE NETWORK** of Maine. He began his career over 30 years ago at the age of 21, and currently has almost 200 associates and three offices in Rhode Island, and recently launched in Maine. When it comes to prepping his team for success, deTonnancourt says: "Our mission is to provide to our associates the tools, technology, education, broker support and collaborative culture they need, so that they may succeed personally and professionally." deTonnancourt notes that success for his team is not measured by sales statistics, but by the satisfaction of clients and customers.



Christina Pappas

For **CHRISTINA PAPPAS**, district sales manager at **THE KEYES COMPANY**, her goals for her business include at least 5 percent growth in associate count. “We have rolled out a strong social media effort targeting producing associates,” says Pappas. “Also, our branch managers are contacting firms that have a strong selling owner and 5 - 20 associates for fold-in opportunities for their offices. Lastly, we have targeted text, call and postcard campaigns for new licensees.”



Dan Elsea

With over 75 offices serving Michigan, **REAL ESTATE ONE FAMILY OF COMPANIES** wants its agents to be bold as a means of success. “A market that is flat or down 3 - 4 percent does not create a lot of urgency for big change, so most will make small adjustments,” says President of Brokerage Services **DAN ELSEA**. “Underlying the market settling down is the consumer shift to using all forms of technology; acquiring new clients from online sources will soon become one-third or more of the top agent’s lead gen. So, jumping on social media to ensure you have a deeper relationship with your clients is the best way of growing your business...and the least expensive.”



J. Lennox Scott

The third-generation leader of **JOHN L. SCOTT REAL ESTATE**, **J. LENNOX SCOTT** was painting for-sale and open house signs at age 10. The current chairman and CEO, Scott says the most critical element to his company’s ongoing success is a positive mindset. “We anticipate trends and focus on the opportunities, turning every situation or challenge into an opportunity to succeed.” Scott believes that negativity keeps you focused on the situation, but when you see the situation as an opportunity, you’ll achieve a favorable result. The John L. Scott Success Plan is a three-pronged approach to prepare agents for success in the market today: positive mindset, skill mastery and personal engagement activities.



Jim D’Amico

With 40 locations in four states (Massachusetts, New Hampshire, Maine and Rhode Island) and more than 700 agents, **JIM D’AMICO**, president and CEO of **CENTURY 21 NORTH EAST**, utilizes a “teamwork” approach where agents, staff and management work together to achieve goals in an atmosphere of hard work, solid training and good fun. He sees the biggest opportunity in the months ahead coming from mergers and acquisitions. “Our market is tightening, which will open opportunities for us throughout New England to team up with solid companies and grow our agent and location base, as well as multiply our agents’ lead opportunities throughout our advanced lead generation systems,” he says.

What will most impact the market in the months ahead? For **LP FINN**, operating officer of **COACH REALTORS®** in Long Island, N.Y., it’s the Tax Cuts and Jobs Act of 2017. It’s Finn’s belief that in 2019, the legislation will begin to have an increasingly negative impact on real estate sales in his market.

“Long Island is home to some of the highest property taxes in the nation; it’s common to see property taxes in excess of \$30,000,” Finn says. “With the new limits on SALT deductions, move-up buyers and some upper-tier buyers may rethink taking on homes with higher tax burdens, forcing a decline in sales prices and transaction sides.”

**“Our market is going through some much-needed normalization, which I think will provide us with a more sustainable growth market for years to come.”**

- **MICHAEL KILLMERT**  
Broker/Owner,

CENTURY 21 North Homes Realty Inc.



LP Finn



Felicia Hengle



Mike Huff



Craig McClelland



Mike Schlott



Pat Shea

The biggest challenge and opportunity is to keep agents relentlessly engaged and growing their relationships, according to **PAT**

**SHEA**, president and COO of **LYON REAL ESTATE**. “We all need to do the work. Fully leveraging automated, state-of-the-art marketing tools and resources will demonstrate our professional acumen and keep us front of mind,” says Shea. “Persistent follow-up via calls, personal visits, handwritten notes, etc., shows people that we truly care and are worthy of their trust and confidence.”

According to **FELICIA HENGLE**, president of Ohio’s **COLDWELL BANKER SCHMIDT FAMILY OF COMPANIES**, her most important competitive advantages are the firm’s proprietary CBx and Zap® technology platforms. By using predictive analytics and artificial intelligence, Hengle notes that her company is able to price out homes with incredible accuracy and target the most likely buyers for those homes. “CBx is a game changer when it comes to winning and selling listings,” she says. “And the Zap CRM platform gives agents and their clients an interactive way to search for properties and maintain their relationship at the same time.”

When it comes to devising a growth plan for the year ahead, for **MIKE HUFF**, broker/owner of **BERKSHIRE HATHAWAY HOMESERVICES ANDERSON PROPERTIES**, it’s all about trying to re-read the markets. “With all of the dynamic energy in new brokerages, changing markets, economic issues and politics keeping people nervous,” Huff says just holding one’s own this year may be crucial. Huff also believes that teaching your agents—training them to be proactive and self-sufficient—will be more important than ever in 2019. “We can give them all the tools in the world, but they have to know how to use them,” he adds.

To better prepare his agents for success in today’s market, **CRAIG MCCLELLAND**, chief operating officer of **BETTER HOMES AND GARDENS REAL ESTATE METRO BROKERS**, says he needs to provide them with better local data. According to McClelland, in order to win in 2019, real estate professionals are going to have to differentiate themselves in the marketplace through the use of tools and other resources. “We have a thriving economy and job market, which both drive a flourishing real estate market,” he says. And although his market—Atlanta—is set to be healthy over the next few years, he says his agents need to be on top of any price corrections and changes in interest rates.

The economic climate is always the most important factor when it comes to market influence, says **MIKE SCHLOTT**, president of New England’s **RANDALL FAMILY OF COMPANIES**. He notes that his company has been very fortunate to experience strong economic growth in Eastern Massachusetts, and that momentum can be felt in Rhode Island and Connecticut, as well. “If we experience any headwinds, it will likely come as a result of declines in the stock market,” Schlott says. “Given our high density of second-home markets, any significant losses in the stock market can cause potential buyers to retreat to the sidelines until they feel that their portfolio is secure.”



Dottie Herman



Joan Docktor



Tom Tognoli



Steven Goldschmidt

**“Florida is benefiting from the tax law changes, specifically SALT, which is accelerating the move from the Northeast. The drop in interest rates is providing a window for first-time homebuyers to jump into this market.”**

- MIKE PAPPAS


CEO, The Keyes Company/Illustrated Properties

The key to creating a competitive advantage and the biggest opportunity in today's industry? Standing out, according to **DOTTIE HERMAN**, chief executive officer of **DOUGLAS ELLIMAN REAL ESTATE**. “There are a million real estate companies and a million different models. You should stand out in the crowd,” says Herman. “You can't be everything to all. Come up with your own competitive advantage and differentiate yourself. Drive your message. Our competitive advantage is that we have the most marketshare and the highest percentage of top agents.”

The biggest challenge facing today's consumers? It's inventory, according to **JOAN DOCKTOR**, president of **BERKSHIRE HATHAWAY HOMESERVICES FOX & ROACH, REALTORS®**. “I've been keeping track of inventory since 2005, and when I looked at the 2018 numbers for our marketplace, it was half of what it was then. It's really frustrating for buyers,” says Docktor. “When they finally find a home, there's likely to be multiple offers. They will have to pay top dollar or risk losing the home of their dreams. It is also frustrating for sellers, especially older baby boomers who are having trouble downsizing because they can't find a home to purchase.”

**TOM TOGNOLI**, founder, president and CEO of **INTERO REAL ESTATE SERVICES**, started his real estate career in 1988. Today, he points to the trending challenge of discount brokers creating unsustainable business models. In order to adapt to meet this challenge, Tognoli is doubling down on his value proposition. “We have over 30 tools and marketing components our agents can use to build a great business, but most have not historically used them,” he says. To help, Intero now utilizes these tools for their agents, and has turned over 80 percent of their management staff with innovative leaders who will embrace the future.

**STEVEN GOLDSCHMIDT**, director of sales at **WARBURG REALTY** in New York, has been in real estate for more than 30 years, and believes the biggest challenge facing the industry today is information overload. “Listing information on thousands of properties is now available online 24/7 on countless local and national websites,” says Goldschmidt. “Some information is accurate. A lot of information is not.” To combat this, Goldschmidt's team focuses on education for both agents and clients. “This provides a high level of expertise to guide consumers to the right decision—to sell, to buy, at what price and on what terms.”



*\*RISMedia's 31<sup>st</sup> Annual Power Broker Report is based on the top 1,000 respondents to the 2019 Power Broker Survey, distributed via email and available online at rismedia.com. The survey ranks residential real estate brokerage firms according to closed residential sales volume and closed residential transaction sides for the year 2018. The Power Broker Top 500 ranking in this section is ranked by sales volume. To see the Top 1,000+ firms ranked by sales volume and transactions, please reference the digital 2019 Power Broker Report, available online at rismedia.com. All sales and transaction data are submitted directly by brands and individual brokerage firms, and are verified by a firm's financial executives, outside financial firm and/or corporate franchise headquarters. The 2019 Power Broker Report is sponsored by Homes.com, Leading Real Estate Companies of the World®, Pillar To Post Home Inspectors, HSA Home Warranty and American Home Shield.*

*RISMedia Editors Paige Tepping, Suzanne De Vita, Liz Dominguez, Jameson Doris, Zoe Eisenberg and Keith Loria contributed to this report.*

# RISMedia TOP 500

## POWER BROKER

Based on 2018 Sales Volume

The Top 500 is based on data received as of press time. For the most current data and to see 1,000-plus Power Broker firms ranked by both sales volume and transactions, please see the online 2019 Power Broker Report Directory at rismedia.com.

Sales Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
1	NRT LLC	NJ	\$176,431,375,000	337,235	755	50,200
2	HomeServices of America, Inc.	MN	\$135,904,704,150	346,629	919	44,363
3	Compass	NY	\$45,544,757,789	34,644	181	8,874
4	Douglas Elliman	NY	\$28,087,843,427	22,984	115	7,245
5	Howard Hanna Real Estate Services	PA	\$22,590,400,114	105,500	262	8,723
6	eXp World Holdings, Inc.	WA	\$19,523,826,266	73,458	50	15,570
7	Alain Pinel REALTORS®	CA	\$12,085,950,408	6,845	33	1,190
8	HomeSmart International	AZ	\$12,058,264,216	36,064	44	9,435
9	William Raveis Real Estate, Mortgage & Insurance	CT	\$11,339,349,800	21,841	132	4,212
10	Keller Williams Realty, GO Management Offices	TX	\$9,497,205,965	33,134	14	4,853
11	@properties	IL	\$9,058,734,792	18,509	26	2,539
12	John L. Scott Real Estate	WA	\$7,206,170,114	15,056	34	1,312
13	RE/MAX Gold   Olson & Associates	CA	\$7,094,026,504	15,256	68	1,450
14	RE/MAX Alliance   Equity Group	CO	\$7,068,623,721	16,097	36	1,324
15	LIV/Sierra/Summit Sotheby's International Realty	CO	\$6,892,450,679	8,340	35	711
16	RE/MAX Results	MN	\$6,629,067,028	24,008	39	1,048
17	Pacific Sotheby's International Realty	CA	\$6,223,000,685	5,333	23	1,351
18	Coldwell Banker Bain	WA	\$6,136,303,811	10,430	31	1,079
19	Baird & Warner	IL	\$6,003,691,364	17,829	29	2,357
20	Allen Tate Companies	NC	\$5,750,136,021	21,190	46	1,576
21	Crye-Leike REALTORS®	TN	\$5,686,029,791	26,257	91	2,899
22	Keller Williams Realty Pinnacle Partners Group	GA	\$5,663,663,533	22,422	14	3,168
23	Real Estate One, Inc.	MI	\$5,535,299,409	23,046	47	2,065
24	Keller Williams Realty Forward Management	CA	\$5,491,984,049	5,097	7	2,776
25	First Team Real Estate	CA	\$5,280,736,500	7,307	33	1,859
26	Berkshire Hathaway HomeServices Arizona/California/Nevada Properties	NV	\$5,216,808,996	12,558	24	2,516
27	Rodeo Realty Inc.	CA	\$4,908,094,000	5,235	12	1,200
28	The Keyes Company/Illustrated Properties	FL	\$4,866,778,227	14,293	50	2,788
29	Keller Williams Realty - The Rawls Group	GA	\$4,834,221,447	14,890	6	2,117
30	Keller Williams Realty - Cunningham Group	CA	\$4,552,842,303	3,693	6	1,085
31	Berkshire Hathaway HomeServices PenFed Realty	MD	\$4,482,420,856	13,963	53	1,824
32	Premier Sotheby's International Realty	FL	\$4,390,824,156	6,185	40	1,018
33	Keller Williams Realty - Ben Kinney Companies	WA	\$4,229,831,527	9,078	6	1,330
34	REeBroker Group Inc.	CA	\$4,226,330,500	7,685	2	2,503

The Power Broker Report is sponsored by:



Sales Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
35	Coldwell Banker The Real Estate Group	IL	\$4,210,355,496	23,531	59	1,520
36	Keller Williams Realty The Haggard Group	TN	\$4,150,332,877	15,558	7	1,894
37	William Pitt/Julia B. Fee Sotheby's International Realty	CT	\$4,029,544,449	5,921	28	1,075
38	Latter & Blum Companies	LA	\$3,952,540,100	18,020	29	3,200
39	CENTURY 21 Affiliated	WI	\$3,941,547,433	20,200	118	2,293
40	Golden Gate Sotheby's International Realty	CA	\$3,887,551,387	2,681	22	459
41	Sereno Group	CA	\$3,858,064,523	2,528	9	390
42	Russ Lyon Sotheby's International Realty	AZ	\$3,779,141,778	6,150	12	894
43	West USA Realty	AZ	\$3,706,577,654	19,070	20	2,625
44	Coldwell Banker Sea Coast Advantage	NC	\$3,683,370,913	16,007	42	1,310
45	RE/MAX Estate Properties	CA	\$3,666,894,615	3,402	16	613
46	Hilton & Hyland Real Estate	CA	\$3,629,656,898	584	1	150
47	Keller Williams Realty Memorial	TX	\$3,585,495,988	13,407	3	2,011
48	Daniel Gale Sotheby's International Realty	NY	\$3,474,387,313	3,554	26	987
49	Watson Realty Corp.	FL	\$3,447,870,647	14,904	50	1,501
50	Keller Williams Realty - Mary Tennant	TX	\$3,422,993,966	9,080	2	1,383
51	Keller Williams Realty - Heart of Atlanta Group	GA	\$3,397,904,740	11,946	6	1,426
52	Coldwell Banker Tomlinson Group	WA	\$3,221,418,081	10,349	19	842
53	TTR Sotheby's International Realty	DC	\$3,143,482,607	3,353	9	489
54	Berkshire Hathaway HomeServices Homesale Realty	PA	\$3,101,464,275	14,138	28	1,340
55	CENTURY 21 New Millennium	VA	\$3,001,215,427	7,681	20	885
56	Keller Williams Keystone Partners Group	PA	\$2,971,338,610	12,385	10	1,652
57	CENTURY 21 Everest	UT	\$2,954,665,560	7,221	5	513
58	Berkshire Hathaway HomeServices The Preferred Realty	PA	\$2,921,218,000	15,766	53	1,850
59	F.C. Tucker Company	IN	\$2,920,492,652	11,380	14	666
60	Lyon Real Estate	CA	\$2,868,323,498	6,398	17	912
61	Keller Williams Realty Boise	ID	\$2,853,857,235	7,221	4	1,460
62	Keller Williams Realty The Virginia Realty Alliance Group	VA	\$2,849,192,011	6,820	6	969
63	Realty Austin	TX	\$2,842,129,874	7,041	5	450
64	Coldwell Banker Schmidt Family of Companies	MI	\$2,821,032,750	14,799	63	1,362
65	Briggs Freeman Sotheby's International Realty	TX	\$2,769,948,138	4,106	8	470
66	HUNT Real Estate Corporation ERA	NY	\$2,756,434,552	13,495	56	1,554
67	Berkshire Hathaway HomeServices Drysdale Properties	CA	\$2,734,728,672	4,462	45	1,356
68	PARKS	TN	\$2,717,168,523	7,080	14	898
69	Shorewest REALTORS®	WI	\$2,703,547,000	11,194	22	920
70	Michael Saunders & Co.	FL	\$2,698,735,492	5,744	20	683

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Sales Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
71	Realty Executives Phoenix and Yuma	AZ	\$2,693,678,654	8,919	37	871
72	Carolina One Real Estate	SC	\$2,692,341,946	7,700	13	967
73	Pinnacle Estate Properties Inc.	CA	\$2,656,642,171	4,539	9	1,116
74	JP and Associates REALTORS®	TX	\$2,652,251,800	9,790	21	1,500
75	Allison James Estates & Homes	CA	\$2,629,933,548	7,924	1	1,165
76	Keller Williams Realty Chadwick Group	FL	\$2,625,328,490	9,847	6	1,435
77	RE/MAX Professionals	CO	\$2,591,612,624	5,345	9	421
78	Atlanta Fine Homes Sotheby's International Realty	GA	\$2,588,883,120	4,198	4	494
79	Washington Fine Properties	DC	\$2,550,868,865	2,077	10	156
80	HER REALTORS®	OH	\$2,534,938,640	12,206	82	1,057
81	Berkshire Hathaway HomeServices Tomie Raines REALTORS®	MI	\$2,530,438,240	13,832	49	1,029
82	Better Homes and Gardens Real Estate Gary Greene	TX	\$2,520,965,519	8,299	20	899
83	John R. Wood Properties	FL	\$2,516,745,307	4,183	13	552
84	Select Group Real Estate Inc.	CA	\$2,493,041,315	6,342	33	830
85	Keller Williams Realty Ridgewood	NJ	\$2,477,789,692	4,832	5	1,392
86	Benchmark Realty LLC	TN	\$2,439,071,265	7,808	7	992
87	Zephyr Real Estate	CA	\$2,409,530,143	1,856	6	350
88	Bennion Deville Homes	CA	\$2,383,569,629	4,825	23	889
89	Atlanta Communities Real Estate Brokerage, LLC	GA	\$2,377,232,663	9,142	6	1,223
90	Sibcy Cline, Inc.	OH	\$2,365,169,452	10,060	22	1,055
91	Keller Williams Preferred Realty	NC	\$2,350,027,303	8,226	6	1,235
92	Coldwell Banker Howard Perry and Walston Realty, Inc.	NC	\$2,341,502,084	7,401	14	820
93	Better Homes and Gardens Real Estate Rand Realty	NY	\$2,295,412,675	6,414	27	1,076
94	RE/MAX Northwest, REALTORS®	WA	\$2,288,779,733	4,831	10	348
95	Gibson Sotheby's International Realty	MA	\$2,280,820,478	2,253	17	300
96	Keller Williams Realty Capital Properties	DC	\$2,275,503,252	4,750	8	993
97	HomesUSA.com	TX	\$2,270,911,641	5,793	1	2
98	RE/MAX Accord	CA	\$2,217,863,160	2,736	10	311
99	Keller Williams Realty Wendi Harrelson	TX	\$2,215,736,014	6,975	2	1,113
100	Jackson Hole, Lakes & Sun Valley Sotheby's International Realty	MN	\$2,209,592,504	2,471	8	284
101	Keller Williams Realty Alaska Group	AK	\$2,197,002,905	7,283	3	756
102	Berkshire Hathaway HomeServices Utah Properties	UT	\$2,194,993,301	3,556	29	445
103	Keller Williams Realty Tulsa	OK	\$2,146,199,960	11,036	4	1,244
104	Keller Williams Realty Salt Lake City	UT	\$2,146,020,678	5,949	3	731
105	Surterre Properties	CA	\$2,140,174,915	1,217	5	379
106	RE/MAX Advantage Plus	MN	\$2,123,219,339	7,114	19	485

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107	ONE Sotheby's International Realty	FL	\$2,119,308,686	2,086	19	870
108	CENTURY 21 M&M and Associates	CA	\$2,113,097,562	5,049	31	1,031
109	Keller Williams Realty Los Gatos	CA	\$2,097,561,318	1,821	3	342
110	CENTURY 21 Award	CA	\$2,083,238,008	3,657	15	910
111	Slifer Smith & Frampton	CO	\$2,066,925,143	1,594	24	160
112	Keller Williams Realty Fayetteville	AR	\$2,060,180,766	9,502	4	1,159
113	Prominent Properties Sotheby's International Realty	NJ	\$2,058,355,623	2,678	13	626
114	Keller Williams Realty Plano	TX	\$2,043,183,259	3,377	2	617
115	Coldwell Banker Apex, REALTORS®	TX	\$2,034,535,871	7,675	15	705
116	HomeSmart Evergreen Realty	CA	\$2,023,852,517	3,271	12	1,342
117	Keller Williams Realty Federal Way	WA	\$2,004,224,109	5,996	3	736
118	Keller Williams Realty The Woodlands	TX	\$1,990,355,693	5,625	2	947
119	Hasson Company	OR	\$1,985,231,465	3,547	7	172
120	J. Rockcliff REALTORS®	CA	\$1,951,413,893	2,015	6	276
121	Keller Williams Realty Integrity Northwest	MN	\$1,948,360,241	6,329	4	718
122	Bean Group/The Maine Real Estate Network	NH	\$1,947,031,342	6,892	36	816
123	Keller Williams Realty Walnut Creek and Danville	CA	\$1,941,774,640	2,761	3	918
124	Your Castle Real Estate, LLC	CO	\$1,928,291,977	4,753	9	650
125	Keller Williams Realty CH Realty Investments LLC	GA	\$1,893,672,368	5,645	3	968
126	Locations LLC	HI	\$1,871,800,069	2,988	7	296
127	Kuper Sotheby's International Realty	TX	\$1,866,521,335	3,282	10	398
128	Keller Williams Realty Meggers Management Group	CA	\$1,859,387,478	4,708	5	310
129	Coldwell Banker Weir Manuel Real Estate	MI	\$1,848,156,931	8,075	18	626
130	Jameson Sotheby's International Realty	IL	\$1,844,530,404	2,905	6	425
131	Keller Williams Realty Ballantyne Area	NC	\$1,841,121,161	5,894	4	540
132	Realty Connect USA	NY	\$1,832,872,093	4,181	15	903
133	McEanearney Associates Inc.	VA	\$1,829,237,544	2,731	8	360
134	Realty Executives Associates	TN	\$1,816,293,386	7,904	9	578
135	The Group Inc. Real Estate	CO	\$1,795,705,170	4,265	5	209
136	Keller Williams Realty Kansas City Northland	MO	\$1,769,565,809	8,408	3	925
137	Legacy Real Estate & Associates ERA Powered	CA	\$1,758,730,869	1,759	6	302
138	Keller Williams Realty of Central Florida LLC	FL	\$1,754,071,960	7,832	4	939
139	Keller Williams Realty Professionals	OR	\$1,745,641,772	4,659	2	630
140	Hawaii Life Real Estate Services, LLC	HI	\$1,738,987,029	1,651	14	274
141	Keller Williams Realty Brevard	FL	\$1,730,639,974	6,400	5	894
142	Better Homes and Gardens Real Estate Metro Brokers	GA	\$1,728,044,994	8,130	27	2,430

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143	Keller Williams Realty Jupiter/Palm Beaches/Treasure Coast/PSL	FL	\$1,719,195,769	6,148	5	1,133
144	Revelation Real Estate	AZ	\$1,711,721,718	5,763	1	804
145	RE/MAX Premier Properties	CA	\$1,709,202,980	2,670	7	203
146	RE/MAX Allegiance	VA	\$1,695,350,049	3,690	15	316
147	Keller Williams Realty West Monmouth	NJ	\$1,690,716,971	4,709	4	1,293
148	Keller Williams Realty Carmel Valley/Del Mar	CA	\$1,683,532,135	2,074	2	720
149	CENTURY 21 Redwood Realty	VA	\$1,678,498,754	3,921	14	597
150	Keller Williams Realty Silicon Valley	CA	\$1,673,648,420	1,622	3	361
151	Berkshire Hathaway HomeServices New Jersey Properties	NJ	\$1,665,197,605	3,673	19	786
152	Keller Williams Realty Greater Chattanooga	TN	\$1,664,941,630	7,681	2	614
153	CENTURY 21 Judge Fite Company	TX	\$1,643,465,384	6,287	26	803
154	Keller Williams Realty Lubbock	TX	\$1,640,759,281	7,611	4	666
155	Better Homes and Gardens Real Estate The Masiello Group	NH	\$1,640,751,753	7,394	36	674
156	Rose & Womble Realty	VA	\$1,617,371,061	5,368	12	630
157	Keller Williams Realty Emerald Coast	FL	\$1,611,771,461	6,815	3	787
158	Keller Williams Realty Brian Smith Mgmt.	CO	\$1,593,277,076	3,827	4	809
159	Realogics Sotheby's International Realty	WA	\$1,592,446,255	1,694	7	244
160	Tierra Antigua Realty	AZ	\$1,576,072,171	7,375	11	1,061
161	The Randall Family of Companies	RI	\$1,573,821,243	3,534	31	652
162	Coldwell Banker Legacy	NM	\$1,569,508,495	6,776	11	595
163	Keller Williams Realty E to P Management	IL	\$1,566,694,839	5,396	4	901
164	RE/MAX Integrity	OR	\$1,554,169,973	5,340	7	292
165	Keller Williams Realty Metro Center	VA	\$1,544,652,710	2,970	3	678
166	Berkshire Hathaway HomeServices Commonwealth Real Estate	MA	\$1,543,527,394	2,199	22	525
167	CENTURY 21 Scheetz	IN	\$1,540,648,760	5,945	9	331
168	Cascade Sotheby's International Realty	OR	\$1,536,651,725	2,963	12	304
169	RE/MAX Executive	NC	\$1,535,219,300	5,306	15	329
170	Keller Williams Realty Haigh Group	MN	\$1,529,940,175	5,504	4	595
171	Keller Williams Realty Sunset Corridor/Eugene	OR	\$1,526,700,070	4,605	3	602
172	Professional Realty Services International	WA	\$1,525,646,330	4,163	46	738
173	Berkshire Hathaway HomeServices California Properties Cerritos	CA	\$1,519,000,000	3,277	22	800
174	Intero Real Estate Services - East Bay	CA	\$1,517,255,500	1,704	5	304
175	PMZ Real Estate	CA	\$1,513,101,857	4,455	15	650
176	RE/MAX Realty Group	MD	\$1,510,332,681	4,843	8	374
177	Aspen Snowmass Sotheby's International Realty	CO	\$1,502,239,734	897	11	182
178	Keller Williams Realty Ubaldini Group	FL	\$1,493,886,354	5,935	3	1,022

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179	Berkshire Hathaway HomeServices Towne Realty	VA	\$1,482,951,444	4,949	7	397
180	Coldwell Banker West	CA	\$1,482,021,049	2,808	8	768
181	Berkshire Hathaway HomeServices Anderson Properties	TX	\$1,474,312,038	6,240	41	990
182	Dilbeck Real Estate	CA	\$1,468,860,309	1,685	14	505
183	Greenwood King Properties	TX	\$1,467,567,983	1,630	3	169
184	Vista Sotheby's International Realty	CA	\$1,465,304,282	972	8	235
185	Engel & Völkers Park City	UT	\$1,459,510,774	1,564	15	389
186	Keller Williams Realty Honolulu	HI	\$1,458,028,048	2,228	2	589
187	Better Homes and Gardens Real Estate Kansas City Homes	KS	\$1,447,962,267	4,637	8	458
188	Keller Williams Realty The Hilgenberg Group	CA	\$1,447,021,655	4,071	4	1,090
189	Wilkinson ERA Real Estate	NC	\$1,442,401,422	5,473	10	983
190	Keller Williams Realty RM Realty Associates LLC	DE	\$1,441,871,820	6,968	5	1,330
191	Keller Williams Realty Rafeh Corp.	CA	\$1,434,589,079	3,170	3	843
192	Solid Source Real Estate Companies	GA	\$1,426,853,500	5,375	6	1,700
193	Better Homes and Gardens Real Estate Reliance Partners	CA	\$1,414,482,781	2,370	9	366
194	Keller Williams Realty Metropolitan	NH	\$1,382,460,581	4,401	2	593
195	Keller Williams Realty Hoover	AL	\$1,382,168,518	6,936	5	874
196	Coldwell Banker Select	OK	\$1,381,346,023	7,672	15	750
197	Chase International Real Estate	NV	\$1,375,017,757	2,322	9	319
198	Coach Real Estate Associates	NY	\$1,358,783,103	2,553	19	648
199	Keller Williams Realty Denton	TX	\$1,357,519,639	5,622	3	606
200	Keller Williams Realty Agnew Real Estate LLC	AZ	\$1,350,774,911	3,402	2	481
201	RE/MAX DFW Associates	TX	\$1,344,022,532	3,902	8	304
202	Berkshire Hathaway HomeServices Verani Realty	NH	\$1,332,972,000	4,322	16	545
203	Keller Williams Realty Boston Metro	MA	\$1,321,871,948	1,893	2	477
204	Keller Williams Realty Landmark	NY	\$1,313,317,485	2,085	4	743
205	Keller Williams Realty Charlotte	NC	\$1,308,384,028	4,842	3	751
206	Keller Williams Realty Pacific Estates	CA	\$1,303,209,367	1,592	1	452
207	Beverly-Hanks & Associates	NC	\$1,294,735,186	4,034	8	340
208	Dickson Realty Inc.	NV	\$1,291,356,895	2,600	9	287
209	Carpenter REALTORS®	IN	\$1,277,725,730	7,249	33	660
210	Keller Williams DTC Realty & Masters Realty	CO	\$1,276,641,564	3,021	1	547
211	Smith & Associates Real Estate	FL	\$1,267,729,714	2,503	6	311
212	RE/MAX Gold Coast	CA	\$1,252,349,199	2,121	10	226
213	Five Star Real Estate	MI	\$1,249,364,263	6,837	12	470
214	Keller Williams Realty Greater Portland	ME	\$1,223,245,586	4,297	1	457
215	Keller Williams Realty Partners	KS	\$1,212,408,114	4,532	1	566

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216	CENTURY 21 American Homes	NY	\$1,212,407,346	2,500	13	638
217	RE/MAX Properties, Inc.	CO	\$1,211,527,466	3,567	5	198
218	Heritage Texas Properties	TX	\$1,208,568,117	3,746	16	297
219	Patterson-Schwartz Real Estate	DE	\$1,202,898,663	4,361	9	382
220	CENTURY 21 North East	NH	\$1,195,534,000	3,431	41	774
221	Keller Williams Realty St. Louis Kirkwood	MO	\$1,189,162,428	5,296	2	728
222	RE/MAX of Boulder Inc.	CO	\$1,186,737,599	1,805	2	136
223	Keller Williams Coastal and Lakes & Mountains Realty	NH	\$1,180,145,224	3,875	9	538
224	Reliant Realty ERA Powered	TN	\$1,177,335,226	4,575	5	617
225	Charles Reinhart Company	MI	\$1,170,820,221	3,552	7	239
226	Keller Williams Realty Pasadena/Arcadia	CA	\$1,162,131,657	1,267	3	553
227	Keller Williams Realty Knoxville West	TN	\$1,156,294,689	5,369	3	564
228	Keller Williams Realty Royal Oak	MI	\$1,152,758,650	4,407	2	565
229	Keller Williams Success Realty	UT	\$1,149,780,072	4,119	3	393
230	Keller Williams City Life Realty	NJ	\$1,144,929,640	1,777	2	472
231	RE/MAX Fine Properties	AZ	\$1,132,171,674	2,781	5	211
232	Keller Williams Realty Fort Mill	SC	\$1,122,354,587	4,700	2	559
233	RE/MAX Alliance Group	FL	\$1,119,682,510	3,798	8	254
234	John Daugherty, REALTORS®	TX	\$1,115,155,510	1,419	2	163
235	Coldwell Banker Danforth	WA	\$1,114,477,199	2,094	3	423
236	Coldwell Banker C&C Properties	CA	\$1,112,365,819	3,246	15	366
237	Keller Williams Real Estate Exton	PA	\$1,108,677,469	3,346	3	436
238	Cutler Real Estate	OH	\$1,108,338,873	6,029	26	380
239	Leading Edge Real Estate	MA	\$1,105,126,684	1,652	9	163
240	Coldwell Banker Vanguard Realty	FL	\$1,098,486,572	4,183	7	308
241	Keller Williams Realty Beverly	MA	\$1,098,323,606	2,404	3	497
242	Keller Williams Realty North Florida	FL	\$1,096,499,295	5,369	4	712
243	Chapman Hall REALTORS®	GA	\$1,094,293,469	4,255	6	523
244	Realty ONE Group Complete	CA	\$1,088,894,864	2,875	3	430
245	Keller Williams Realty Temecula Valley Real Estate, Inc.	CA	\$1,086,650,891	3,138	4	1,285
246	Keller Williams Realty Integrity	MD	\$1,084,663,599	2,868	1	416
247	Coldwell Banker Heritage	OH	\$1,082,695,155	6,538	11	450
248	Willis Allen Real Estate	CA	\$1,081,869,562	816	6	156
249	8z Real Estate	CO	\$1,073,829,959	2,352	15	137
250	Berkshire Hathaway HomeServices Professional Realty	OH	\$1,073,663,821	5,932	31	575
251	Berkshire Hathaway HomeServices Florida Properties Group	FL	\$1,072,918,936	4,858	20	630
252	Today Sotheby's International Realty	CA	\$1,072,776,533	635	3	90

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The Top 500 is based on data received as of press time. For the most current data and to see 1,000-plus Power Broker firms ranked by both sales volume and transactions, please see the online 2019 Power Broker Report Directory at [rismedia.com](http://rismedia.com).

Sales Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
253	RE/MAX Suburban	IL	\$1,070,988,802	3,686	8	208
254	Keller Williams Consultants Realty	OH	\$1,069,615,751	4,211	3	444
255	Keller Williams Advisors/Advantage/Realty Associate Partners	OH	\$1,069,094,974	4,979	3	498
256	Berkshire Hathaway HomeServices C. Dan Joyner, REALTORS®	SC	\$1,066,012,426	4,432	10	420
257	Keller Williams Realty Tyrrell Enterprise, Inc.	FL	\$1,064,502,736	4,021	3	545
258	Intracoastal Realty Corp.	NC	\$1,064,003,497	3,138	9	345
259	Coldwell Banker Brokers of the Valley	CA	\$1,059,981,734	1,068	4	140
260	Keller Williams Realty Signature	TX	\$1,059,113,107	3,815	2	784
261	Keller Williams Realty WinWin Charlotte Partners	NC	\$1,058,745,954	3,779	2	616
262	Strand Hill Properties	CA	\$1,053,556,662	468	3	100
263	PorchLight Real Estate Group	CO	\$1,053,372,657	2,043	5	174
264	Keller Williams Realty Asheville NC/Columbia & Columbia NE SC	NC	\$1,052,809,231	4,292	3	654
265	Berkshire Hathaway HomeServices Select Properties	MO	\$1,051,967,662	4,906	8	500
266	Keller Williams Realty Portland Central	OR	\$1,049,819,169	2,512	1	334
267	Keller Williams Realty SoCal	CA	\$1,048,186,821	1,653	2	626
268	Berkshire Hathaway HomeServices Indiana Realty	IN	\$1,045,873,531	5,159	14	383
269	Keller Williams Realty Professionals	FL	\$1,045,498,879	3,069	3	780
270	Murney Associates	MO	\$1,036,880,286	5,741	5	474
271	Chinowth & Cohen REALTORS®	OK	\$1,028,151,716	4,850	12	534
272	Keller Williams Realty Platinum	OK	\$1,027,823,668	4,419	2	482
273	Keller Williams Realty Puyallup	WA	\$1,027,315,540	3,083	1	286
274	GARDNER, REALTORS®	LA	\$1,026,948,432	4,131	24	800
275	Keller Williams Realty Premier Properties	NJ	\$1,022,333,463	1,253	1	307
276	Keller Williams Realty Centre	MD	\$1,022,015,695	3,159	2	667
277	Keller Williams Realty Easton Market Center	MA	\$1,020,096,618	2,302	2	310
278	Keller Williams Realty Portland Premiere	OR	\$1,017,809,836	2,242	1	211
279	HomeSmart Realty West	CA	\$1,007,180,488	1,671	3	610
280	Greenridge Realty, Inc.	MI	\$1,005,255,233	5,073	21	457
281	NP Dodge Real Estate Sales, Inc.	NE	\$1,003,999,630	4,609	9	472
282	Keller Williams Arizona Realty	AZ	\$1,002,654,214	2,385	1	341
283	Coldwell Banker D'Ann Harper, REALTORS®	TX	\$1,000,175,106	3,805	9	408
284	Keller Williams Realty Roseville	CA	\$994,855,248	2,296	1	339
285	Realty ONE Group Mountain Desert	AZ	\$991,916,415	3,230	5	405
286	LAER Realty	MA	\$990,418,478	3,078	25	456
287	Keller Williams Realty Legacy	MD	\$988,132,044	4,179	3	625
288	Berkshire Hathaway HomeServices Starck Real Estate	IL	\$987,708,774	4,378	18	556
289	Keller Williams Realty Premier Partners	WA	\$985,613,850	2,889	1	292

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290	Keller Williams Realty Fort Worth	TX	\$985,008,181	4,297	3	851
291	Keller Williams Realty Coastal Area Partners	GA	\$979,116,022	4,042	4	334
292	RE/MAX of Santa Clarita	CA	\$970,647,734	1,711	5	151
293	Keller Williams WinStar Realty	ID	\$969,758,989	4,609	1	229
294	Nourmand & Associates REALTORS®	CA	\$961,949,433	592	3	165
295	Berkshire Hathaway HomeServices Alliance Real Estate	MO	\$961,513,971	3,412	8	425
296	RE/MAX Concepts	IA	\$955,679,920	4,344	12	184
297	Coldwell Banker Prime Properties	NY	\$950,177,712	4,948	23	582
298	Keller Williams Big Rock Partners	IL	\$949,937,724	4,502	4	887
299	Keller Williams Realty Cambridge & Somerville	MA	\$946,849,763	1,464	1	192
300	Realty Executives Tucson Elite	AZ	\$946,568,578	4,373	12	450
301	RE/MAX Eastside Brokers	WA	\$946,078,376	1,744	2	162
302	Coldwell Banker Premier Realty	NV	\$934,354,730	2,775	3	240
303	RE/MAX Masters Millennium	CO	\$931,467,851	1,973	1	107
304	Meybohm Real Estate	GA	\$927,261,914	3,938	7	244
305	Coldwell Banker Schneidmiller Realty	ID	\$925,964,157	2,765	3	211
306	Charter One Realty	SC	\$923,583,039	2,020	10	151
307	Keller Williams Realty La Jolla	CA	\$921,085,650	1,459	2	311
308	Keller Williams Realty Spokane	WA	\$916,431,488	3,985	1	344
309	CENTURY 21 Masters	CA	\$913,706,547	1,766	10	243
310	RE/MAX Champions	CA	\$912,606,226	1,671	5	80
311	London Properties	CA	\$910,484,838	2,832	9	330
312	Jack Conway & Company, Inc.	MA	\$905,799,797	2,232	28	652
313	Keller Williams Realty Bellevue	WA	\$905,148,816	1,383	1	273
314	Berkshire Hathaway HomeServices Montana Properties	MT	\$901,847,520	2,590	15	265
315	Keller Williams Realty Greater Des Moines/Ankeny/Ames/Siouxland	IA	\$901,023,970	4,468	3	568
316	Keller Williams Realty Raleigh	NC	\$900,534,603	4,214	3	509
317	Keller Williams Realty Larchmont	CA	\$895,238,521	1,348	2	579
318	United Real Estate Group	TX	\$893,401,258	3,085	5	949
319	Ruhl & Ruhl REALTORS®	IA	\$890,487,624	5,336	12	325
320	Keller Williams Realty Greater Seattle	WA	\$886,675,824	1,443	1	189
321	McGraw REALTORS®	OK	\$882,720,000	3,114	5	464
322	Keller Williams Realty Greater Hartford	CT	\$882,520,228	3,992	1	423
323	McColly Real Estate	IN	\$878,615,107	4,617	22	465
324	Keller Williams Premier Realty East Suburban	MN	\$874,090,446	3,250	2	320
325	Beachside REALTORS® Corporation	CA	\$871,416,618	1,454	10	554
326	Better Homes and Gardens Real Estate JF Finnegan REALTORS®	CA	\$869,765,553	910	7	354

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327	RE/MAX Real Estate Group	CO	\$868,946,827	2,732	2	148
328	RE/MAX Elite	TN	\$867,623,330	2,759	5	185
329	RE/MAX Realty Affiliates	NV	\$863,397,922	2,144	3	117
330	RE/MAX Advantage Realty	MD	\$863,126,209	2,579	5	178
331	Real Living at Home Real Estate	MD	\$860,849,485	1,695	5	225
332	Residential Properties Ltd.	RI	\$858,982,295	1,881	6	193
333	RE/MAX Classic	MI	\$858,293,977	3,587	7	186
334	Keller Williams Realty Central 75	TX	\$856,746,152	2,757	2	380
335	Keller Williams Realty McLean	VA	\$856,491,486	1,265	1	338
336	Keller Williams Realty Metairie	LA	\$853,022,711	3,382	2	367
337	Keller Williams Classic/Homestead Realty	FL	\$847,984,273	3,303	3	607
338	RE/MAX Town & Country	GA	\$843,248,060	3,512	13	178
339	Keller Williams Realty Tempe Scottsdale	AZ	\$841,697,850	2,991	2	318
340	RE/MAX Select Realty	PA	\$841,683,465	4,415	8	255
341	RE/MAX Insight/On the Move/Advantage	MA	\$840,959,552	2,557	14	155
342	The AgentOwned Realty Co.	SC	\$840,823,247	3,370	11	511
343	Berkshire Hathaway HomeServices Elite Real Estate	UT	\$840,802,835	2,664	4	210
344	Keller Williams Realty Legacy	TX	\$838,864,374	3,307	1	318
345	Red Oak Realty	CA	\$837,389,620	910	2	98
346	Keller Williams Bracha NY	NY	\$831,847,122	865	2	697
347	Keller Williams Realty Premier Partners	LA	\$831,169,233	5,056	4	596
348	CENTURY 21 Allstars	CA	\$828,069,676	2,007	1	318
349	Keller Williams Realty Southern Arizona	AZ	\$827,996,119	3,787	2	384
350	Four Seasons Sotheby's International Realty	VT	\$826,684,533	2,188	21	198
351	RE/MAX Metro-Associates	UT	\$826,161,465	2,577	7	145
352	Coldwell Banker Hearthside REALTORS®	PA	\$812,498,903	2,647	11	397
353	DPR Realty	AZ	\$810,406,506	2,661	7	963
354	Better Homes and Gardens Real Estate Bradfield Properties	TX	\$809,343,951	3,211	10	212
355	Coldwell Banker Island Properties	HI	\$806,330,276	1,113	11	258
356	Berkshire Hathaway HomeServices Hudson Valley Properties	NY	\$798,534,503	3,186	12	327
357	Hegg, REALTORS® Inc.	SD	\$796,339,549	3,514	2	196
358	Keller Williams Realty Indy Metro Northeast	IN	\$793,757,739	3,609	1	304
359	RE/MAX Dynamic Properties	AK	\$793,699,272	2,733	3	194
360	Keller Williams Capital Partners Realty	OH	\$789,453,264	3,002	1	241
361	Keller Williams Realty Modesto	CA	\$786,709,146	2,230	2	354
362	ERA Brokers Consolidated	UT	\$783,526,348	2,710	9	330
363	RE/MAX Select	NJ	\$778,130,268	2,645	9	212

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364	Keller Williams Realty Golden Ticket Real Estate	CA	\$777,445,256	1,180	3	1,325
365	RE/MAX Fine Properties	TX	\$777,252,578	2,389	2	173
366	RE/MAX The Woodlands & Spring	TX	\$776,629,010	2,126	3	105
367	Keller Williams Realty Mission Viejo	CA	\$776,502,304	1,007	1	754
368	Keller Williams Realty Springfield	MO	\$774,477,876	4,571	1	345
369	Keller Williams Philly Real Estate	PA	\$773,002,453	2,871	1	301
370	Keller Williams Chervenik Realty	OH	\$768,771,176	4,799	1	375
371	RE/MAX Excalibur Scottsdale	AZ	\$766,625,665	2,080	4	155
372	Diane Turton, REALTORS®	NJ	\$765,058,197	1,507	18	375
373	RE/MAX of Cherry Creek Inc.	CO	\$764,839,108	1,390	1	103
374	Keller Williams Realty Rockwall/Lake Cities/Red River	TX	\$764,721,321	2,908	3	552
375	Keller Williams Realty Morristown	NJ	\$762,466,932	1,810	1	325
376	CENTURY 21 Beutler & Associates	ID	\$758,728,779	2,233	3	207
377	Coco Early & Associates, Inc.	MA	\$757,623,850	2,237	14	314
378	Keller Williams Realty Partners SW	FL	\$756,907,372	2,297	3	319
379	Coldwell Banker Caine	SC	\$753,984,220	2,886	3	222
380	RE/MAX United	NC	\$751,258,993	2,283	4	126
381	Nebraska Realty	NE	\$749,174,457	3,663	4	561
382	Dorsey Alston	GA	\$747,428,158	1,368	2	204
383	Berkshire Hathaway HomeServices California Realty Thousand Oaks	CA	\$743,671,361	966	4	265
384	Keller Williams Realty Mt. Pleasant	SC	\$741,095,919	2,152	1	258
385	Keller Williams Realty Capital District	NY	\$740,068,953	3,072	1	384
386	Keller Williams Realty Plymouth	MI	\$739,640,895	4,517	3	512
387	CENTURY 21 Beggins Enterprises	FL	\$739,095,113	2,844	12	409
388	Coldwell Banker Distinctive Properties	CO	\$737,331,553	2,312	7	221
389	Keller Williams Silicon Beach	CA	\$736,661,911	695	1	283
390	Danberry Co. REALTORS®	OH	\$736,502,794	4,384	7	281
391	Stark Company REALTORS®	WI	\$730,385,979	2,616	6	184
392	CENTURY 21 Bradley Realty, Inc.	IN	\$726,954,678	4,118	4	297
393	ERA Wilder Realty	SC	\$726,735,890	3,681	10	362
394	RE/MAX Gateway	VA	\$726,597,127	2,075	5	145
395	Keller Williams Realty Green Bay	WI	\$725,064,272	3,816	2	372
396	J.P. Weigand and Sons, Inc.	KS	\$724,525,310	3,444	7	220
397	Nationwide Real Estate Executives	CA	\$724,389,065	1,266	7	623
398	Keller Williams Realty The Marketplace	NV	\$722,301,763	2,643	2	352
399	Keller Williams Realty KW Pinnacle	MA	\$718,331,158	2,293	2	376
400	Realty Executives Integrity	WI	\$718,234,587	2,844	6	202

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401	RE/MAX Realty 100	WI	\$717,989,702	3,068	4	154
402	Keller Williams Realty of Grand Rapids	MI	\$717,637,447	2,936	1	284
403	Scenic Sotheby's International Realty	FL	\$714,261,453	827	3	66
404	Coldwell Banker Coastal Alliance	CA	\$711,801,037	962	5	347
405	Dale Sorensen Real Estate Inc.	FL	\$710,814,067	1,872	7	218
406	Russell Real Estate Services	OH	\$710,404,366	4,663	10	633
407	Keller Williams Realty Encino-Sherman Oaks	CA	\$709,807,104	872	1	237
408	Keller Williams Classic Realty	MN	\$706,054,109	2,679	1	271
409	Keller Williams Realty Montclair	NJ	\$704,145,171	1,404	1	226
410	Realty Executives Santa Clarita	CA	\$703,327,302	1,272	5	250
411	Keller Williams Realty Bucks County South	PA	\$701,400,500	2,614	2	430
412	Phyllis Browning Company	TX	\$700,941,895	1,528	4	206
413	Keller Williams Tri-Valley Realty	CA	\$696,556,297	767	1	159
414	Schuler Bauer Real Estate ERA Powered	IN	\$695,189,724	3,646	7	255
415	Coldwell Banker Wallace & Wallace REALTORS®	TN	\$694,780,290	3,284	6	356
416	Keller Williams Integrity First Realty	AZ	\$694,221,436	2,215	1	264
417	Keller Williams Realty Sioux Falls	SD	\$693,817,961	3,091	1	234
418	Keller Williams Realty Newport Beach	CA	\$691,206,362	785	2	792
419	Keller Williams Realty Acadiana	LA	\$688,874,900	4,005	3	570
420	Coldwell Banker Mason Morse Real Estate	CO	\$686,906,358	609	7	108
421	RE/MAX Peak To Peak	CO	\$685,543,284	533	2	21
422	RE/MAX Metro	FL	\$683,785,690	1,968	4	142
423	RE/MAX Realtec Group	FL	\$677,948,223	2,554	3	139
424	RE/MAX Southern Homes	AL	\$677,650,816	2,361	2	112
425	Keller Williams Realty Kennett Square	PA	\$676,852,952	2,357	2	338
426	CENTURY 21 Arizona Foothills	AZ	\$676,106,325	2,382	12	413
427	Coldwell Banker Kappel Gateway Realty	CA	\$675,966,146	1,492	6	182
428	RE/MAX Whatcom County, Inc.	WA	\$675,596,834	2,044	4	119
429	RE/MAX Results	IN	\$675,224,696	4,043	8	202
430	Keller Williams Realty Greater Cleveland	OH	\$674,444,794	3,795	1	369
431	PureWest Real Estate, LLC	MT	\$674,250,635	1,276	12	155
432	CENTURY 21 Real Estate Alliance	CA	\$671,236,393	759	8	433
433	Keller Williams Realty Greater Northwest	TX	\$668,613,105	2,701	1	214
434	Keller Williams Realty Tag Realty 2 LLC	PA	\$666,910,785	2,128	1	324
435	Keller Williams Realty Louisville East	KY	\$665,277,785	3,186	1	226
436	Keller Williams Realty Hudson Valley	NY	\$663,294,074	2,136	2	407
437	Keller Williams Realty Huntsville Classic	AL	\$663,188,728	2,927	2	314

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438	RE/MAX Boone Realty	MO	\$661,343,554	3,367	2	169
439	RE/MAX Platinum	MI	\$659,558,562	2,847	5	239
440	Benoit Mizner Simon & Co.	MA	\$658,567,683	606	4	60
441	Keller Williams Realty Greater Rochester	NY	\$658,071,354	4,186	3	482
442	Steamboat Sotheby's International Realty	CO	\$657,692,062	952	3	91
443	RE/MAX of Reading	PA	\$652,135,222	3,529	1	142
444	Keller Williams Realty Preferred Properties	MD	\$652,035,806	2,178	2	609
445	Coldwell Banker Harris McHaney & Faucette Real Estate	AR	\$650,822,337	2,797	4	263
446	Keller Williams Preferred Realty Denver North	CO	\$648,839,550	1,594	1	273
447	Better Homes and Gardens Real Estate Advantage Realty	HI	\$646,527,830	931	7	176
448	RE/MAX Center	GA	\$643,643,769	2,180	3	111
449	RE/MAX 4000 Inc.	CO	\$642,579,479	2,261	1	73
450	Keller Williams Realty Indy Metro South	IN	\$641,986,347	3,474	2	288
451	Keller Williams Roers Realty	ND	\$640,813,045	2,855	2	224
452	Keller Williams Realty Community Partners	GA	\$640,234,812	2,083	1	258
453	RE/MAX Integrity	WA	\$640,201,096	1,204	4	111
454	Coldwell Banker Barnes	TN	\$639,685,505	2,350	8	237
455	Keller Williams Realty Corona	CA	\$639,467,645	1,413	1	372
456	RE/MAX All Pro	CA	\$639,337,751	1,724	5	199
457	Heritage House Sotheby's International Realty	NJ	\$639,250,751	1,180	5	208
458	Keller Williams Realty Boston NW	MA	\$632,335,536	1,045	1	151
459	Keller Williams Realty Greater Nassau	NY	\$631,844,741	1,238	2	606
460	RE/MAX Masters Realty	CA	\$631,487,856	1,122	6	122
461	John Greene REALTOR®	IL	\$630,835,000	2,270	3	175
462	Robert Paul Properties	MA	\$630,815,000	745	8	106
463	Berkshire Hathaway HomeServices Beach Properties of Florida	FL	\$628,660,355	1,155	12	155
464	Keller Williams Realty Showcase Properties	MA	\$626,318,012	1,503	2	265
465	Keller Williams Realty Crofton/Ft. Meade	MD	\$625,734,884	1,992	1	549
466	Callaway Henderson Sotheby's International Realty	NJ	\$624,106,255	966	4	189
467	Coldwell Banker Schmitt Real Estate Co.	FL	\$621,503,106	1,154	5	138
468	RE/MAX Ability Plus	IN	\$619,902,337	2,948	9	157
469	RE/MAX College Park Realty	CA	\$617,721,650	1,015	6	160
470	Coldwell Banker Elite	VA	\$617,140,180	1,796	8	255
471	W Real Estate	CA	\$614,283,575	837	7	120
472	Dickens Mitchener & Associates	NC	\$613,234,085	999	2	100
473	Keller Williams Realty Bakersfield	CA	\$613,229,597	1,418	2	397

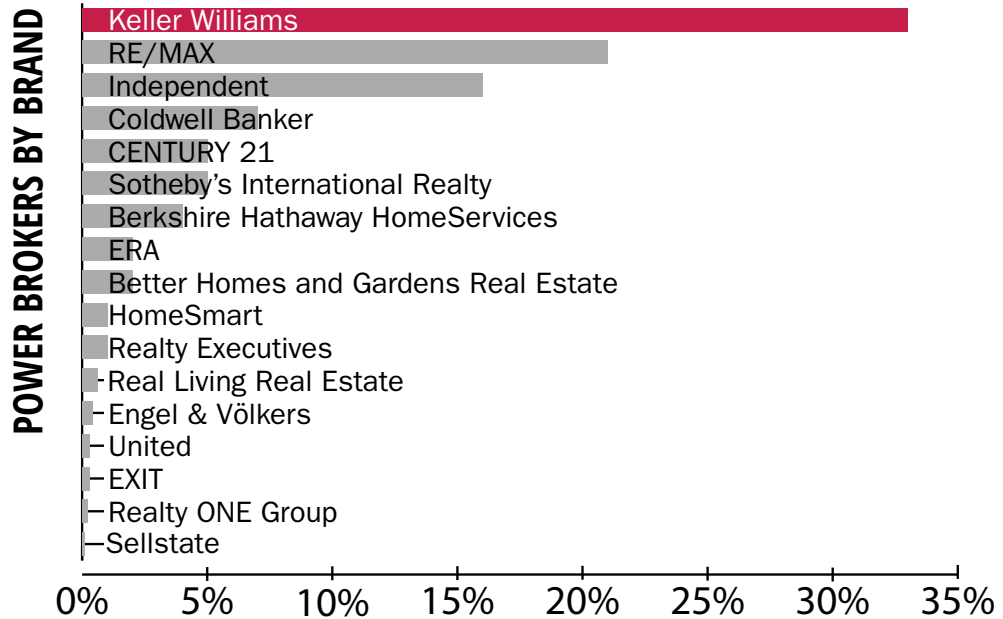
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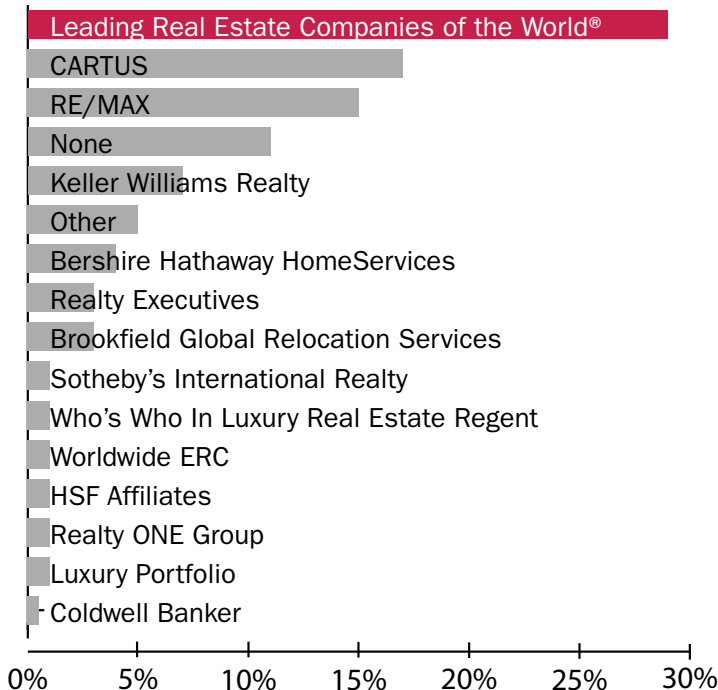
Sales Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
474	Keller Williams Realty Sarasota Lakewood Ranch	FL	\$611,722,177	2,807	2	336
475	RE/MAX Professionals	AZ	\$610,209,033	2,609	7	134
476	Keller Williams Clients' Choice Realty	CO	\$608,721,536	1,972	1	309
477	HomeSmart Realty Group	OR	\$607,174,959	1,969	4	270
478	RE/MAX Premier Realty	CA	\$606,981,180	1,418	4	126
479	RE/MAX Preferred	WI	\$603,739,325	2,238	13	105
480	RE/MAX at Barnegat Bay	NJ	\$601,272,515	1,967	4	87
481	Keller Williams Realty Utah REALTORS®	UT	\$600,279,577	1,847	1	213
482	RE/MAX Commonwealth	VA	\$599,767,966	2,100	4	95
483	Keller Williams Realty Southern New Hampshire	NH	\$598,765,629	1,966	1	221
484	Keller Williams Realty Allen	TX	\$597,920,923	1,702	1	228
485	Coldwell Banker Premier Real Estate	CA	\$597,806,559	1,864	15	216
486	Realty Executives of Kansas City	KS	\$597,562,521	2,786	5	200
487	d'aprile properties	IL	\$597,265,410	1,565	12	391
488	Keller Williams Premier Realty	TX	\$595,008,327	1,976	1	352
489	Keller Williams Realty Falls Church	VA	\$593,282,809	1,121	1	271
490	The Platinum Group, REALTORS®	CO	\$591,193,640	1,552	1	71
491	CENTURY 21 Sweyer & Associates	NC	\$589,372,996	3,053	8	232
492	RE/MAX Results	MO	\$581,156,198	2,781	6	181
493	ERA Grizzard Real Estate	FL	\$579,117,002	2,646	9	192
494	Realty Concepts	CA	\$578,754,509	1,699	3	215
495	Berkshire Hathaway HomeServices California Properties Torrance	CA	\$576,044,459	623	3	180
496	CENTURY 21 Mike Bowman, Inc.	TX	\$574,780,881	2,049	2	232
497	Keller Williams Realty Bothell	WA	\$573,465,667	1,105	1	242
498	RE/MAX Executives	VA	\$571,636,425	1,234	5	110
499	RE/MAX Anchor Realty	FL	\$569,601,948	2,230	5	115
500	Keller Williams Realty Gold Coast	NY	\$568,476,326	898	1	263

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**POWER BROKERS BY RELOCATION REFERRAL NETWORK**



**\$367,077**

**POWER BROKER AVERAGE TRANSACTION AMOUNT**

The Top 500 is based on data received as of press time. For the most current data and to see 1,000-plus Power Broker firms ranked by both sales volume and transactions, please see the online 2019 Power Broker Report Directory at [rismedia.com](http://rismedia.com).

Based on the top 1,000 respondents to RISMedia's 2018 Power Broker Survey