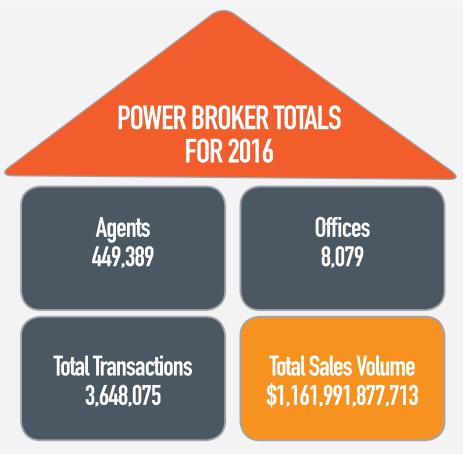


SO MANY BUYERS, SO FEW HOMES

BY MARIA PATTERSON

Power Brokers Prep Agents to Compete in a Low-Inventory Environment



Based on the Top 1,000 respondents to RISMedia's 2017 Power Broker Survey

For the first time in a long time, the outlook for residential real estate is decidedly bullish. Stock markets and consumer confidence are riding high (at press time), job growth is continuing to rise, and interest rates—though on the upswing—can still be categorized as low. Despite insuperable student debt and the continued lure of renting, consumers across all demographic groups are most definitely in favor of homeownership. Yet, there's a rub—and a big one: lack of inventory. In fact, a whopping 62 percent of respondents to RISMedia's 2017 Power Broker Survey* reported that a lack of inventory was their biggest challenge in today's market. And with low inventory comes pent-up demand and rising prices, putting many on alert for another potential bubble. So what's a Power Broker to do? Make sure their agents are well prepared for the challenge.



Rei Mesa President & CEO Berkshire Hathaway HomeServices Florida Realty



John Collopy Broker/Owner RE/MAX Results



Dan Kruse
President
Century 21 Affiliated



Lennox Scott Chairman & CEO John L. Scott Real Estate



Mike Schlott
President
Kinlin Grover, Page Taft
& Randall REALTORS®



Ashley Bowers
President & COO
HomeSmart
International



Michael Mahon President First Team Real Estate



Steve FogartyPresident
Realty Executives
Associates



Sue Yannaccone President & CEO ERA Real Estate

^{*}Sponsored by Homes.com, Leading Real Estate Companies of the World*, Pillar To Post Home Inspectors, HSA Home Warranty and American Home Shield

THE RACE FOR MARKETSHARE

WHILE A CONCERN IN MANY MARKETS LAST YEAR, THIS YEAR, THE INVENTORY CRUNCH is being felt across the U.S., not just in major metro areas or hot spots like Southern California and the Pacific Northwest.

"Our biggest challenge is lack of inventory in the entry and move-up price points," confirms *Rei Mesa*, president and CEO of Berkshire Hathaway HomeServices Florida Realty. "There is demand, but a great deal of it is pentup. This is a challenge for all of us, not just my firm. To combat this, our focus is to make sure we're getting our fair share, if not the largest percentage, of what's available by using our brand and tools to increase our listing capture."

Mesa's sentiments are shared by his peers across the country, like *John Collopy*, broker/owner of RE/MAX Results in Eden Prairie, Minn. "The biggest change I've seen in our market is the constant lack of inventory available to our buyers," he explains. "In the next couple of months, I think our biggest challenge will be to grow the individual productivity numbers of our sales executives."

Dan Kruse agrees. "Our biggest challenge is probably the same for all markets in the U.S.: shortage of inventory," reports the president of CENTURY 21 Affiliated, serving markets in Wisconsin, Illinois, Indiana, Michigan, Minnesota and Florida. "To address the changes in our markets, we have regular communication with our

agents. When our agents are armed with the right information and tools, they find success no matter the market conditions or competition."

Lennox Scott, chairman and CEO of John L. Scott Real Estate in the Pacific Northwest, has been suffering through an inventory shortage for some time, and its effects are creating stagnation for current homeowners as the shortage causes prices to rise. "We are experiencing a frenzied market for homebuyers trying to get a home," he explains. "We are virtually sold out of inventory, so each new listing is receiving multiple offers. With such a severe shortage of inventory, it is now creating seller gridlock in the more affordable and midprice ranges. Sellers are afraid to put their home on the market, because it will sell instantly, and they are faced with trying to win in a multiple offer situation to get their next home."

Escalating prices are a concern on the East Coast as well, which has worked to the seller's advantage. "The Southern New England coastline is a very desirable place to live and, with very little new construction, housing stock is at a premium," says *Mike Schlott*, president of Kinlin Grover, Page Taft & Randall REALTORS®. "Of course, this also creates opportunity, allowing sellers to command prices that may have been unrealistic just a couple of years ago. It is our job to educate the consumer regarding these market trends so they can make informed decisions about their real estate assets.

PREPARING AGENTS FOR THE TASK AT HAND

TO MAINTAIN PROFITABILITY IN THE MIDST OF A SHRINKING IN-VENTORY ENVIRONMENT, Schlott, along with Power Brokers across the country, are ramping up efforts and investments designed to empower agents with a competitive edge.

"The biggest opportunity for our firm in the coming year involves our agent population," explains Schlott. "We believe that by investing in their success we will continue to flourish as an organization. This means developing and implementing programs that allow our agents to do their job more efficiently." Among those programs? Proprietary tools and services, including an award-winning web platform, the Moxi Works CRM, customized marketing services from Imprev, in-house mar-

keting services, professional listing photography and automated property marketing, to name a few.

Kruse is also focused on increasing agent productivity. "We have chosen to reinvest in our agents in 2017 with a series of tools, systems and coaching to help take them to the next level," he explains. "This reinvestment and growth is a big piece of our 2017 business plan."

Of course, investing in the right technology is a critical component of preparing agents for success. "We pride ourselves on being technologically forward-thinking, and this asset is also a challenge to stay ahead of the competition and greater real estate marketplace," says Ashley Bowers, president and COO of HomeSmart International. "But, our commitment to providing agents and brokers with the best technology and system to succeed is our ultimate goal."

Out in Southern California, First Team Real Estate President Michael Mahon believes his agents are a critical differentiator in the firm's highly competitive market. "Our biggest opportunity for growth in 2017 comes by way of investing in our associates," says Mahon. The company has long been focused on helping agents build opportunities and careers through coaching, mentoring and technology evolutions to maximize customer service and exceed consumer expectations. Mahon feels this distinction will be more important than ever in his inventoryrestricted region.

Power Brokers are honing in on providing agents with resources that yield tangible results. "We are constantly trying to innovate things that are real, that show real results and that genuinely help a productive agent," explains Steve Fogarty, president of Realty Executives

"We're
leveraging the
most valuable
asset we
have—our team
members—and
focusing on
helping sales
professionals
increase
productivity."

- **Rei Mesa**, President & CEO, Berkshire Hathaway HomeServices Florida Realty

Associates in Knoxville, Tenn. "We've implemented many things over the past few years that have been extremely well received. We were paperless long before the vogue of going paperless, we have a true compliance division that oversees all listings, sales and closings, we have a great marketing department, and our staff is always available to help agents."

Preparing agents for the rigors of a low-inventory marketplace requires not only technology and training, but great leadership, as well. "We have a strong management team that is fully committed to our sales executives," says Collopy. "With our 30 years of experience, we have built a business plan for the upcoming years that will continue to equip our sales executives to be successful and to be the best in the real estate industry."

Focusing on agent productivity will go hand in hand with bolstering recruiting efforts, as well. In fact, Fogarty sees recruiting as his biggest opportunity in the year ahead. "Our recruiting comes from our agents," he explains. "What our agents tell other agents is genuine, and as a result, we attract agents from strong firms." This year, Fogarty will also be attracting agents to his firm by offering concierge or transaction management services, which will act as an agent assistant for a nominal fee. "This will help agents do business more professionally, and do a lot more business without having to hire an actual assistant."

IN THE SPOTLIGHT: VALUE PROPOSITION

Investing in resources and agent success is integrally tied to a firm's value proposition, to both its sales associates and its consumers. This holds true at the individual brokerage level all the way to the brand level.

"Remaining relevant to current and future customers and agents is a continuous challenge, one that brands must always meet head-on by staying attuned to the shifting consumer landscape in order to enhance the value we bring as a brand," says **Sue Yannaccone**, president and CEO of ERA Real Estate. "We are making sure that the voice of the customer fuels the development of our product suite and our broader value proposition."

Mesa also underscores the importance of value proposition, especially in a competitive marketplace. "We have a heightened focus on making sure we can articulate and share with passion our value proposition as a company and a brand," he explains. "We're leveraging the most valuable asset we have—our team members—and focusing on helping sales professionals increase productivity while continuing to protect our core: increasing selection and development by properly using and articulating our tools and value proposition."

Value proposition will also become an instrumental weapon in the battle against new competitors. "Discount brokers are creating the environment where we are now hav-

ing deeper conversations with sellers in regard to the value of our services," says Scott. And it's not a bad thing, he adds. "There is a major difference between advertising a home and marketing. It takes a professional to market a home in the best light to both get the home sold and get the highest price—and in today's market, get premium pricing for the seller."

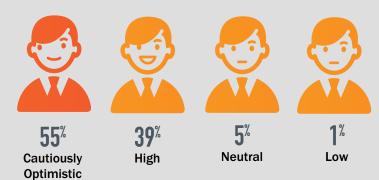
Mahon couldn't agree more. "The biggest change in our market is the lack of value being provided by competitors in delivery of resources to agents and customers," he explains. "This continues to create growing issues in the market involving poorly trained cooperating agents, ethically challenged agents and brokerages, as well as a reduced value perception of consumers when forced to deal with these lesser caliber institutions and agents. Consumers deserve better, and the bar of entry, as well as customer service, needs to be a focus for the future." RE

Paige Tepping, Nick Caruso, Zoe Eisenberg and Suzanne De Vita contributed to this report.

*RISMedia's 29th Annual Power Broker Report & Survey is based on the top 1,000 respondents to a survey distributed via email and available online at rismedia.com. The survey ranks residential real estate brokerage firms according to closed transaction numbers and closed sales volume for the year 2016. The Top 500 list in this section is ranked by sales volume. To see the Top 1,000 firms ranked by transactions and sales volume, please reference the full Power Broker Report, coming soon to rismedia.com. All sales and transaction data are submitted directly by brands and individual brokerage firms, and verified by the firm's financial executives, outside accounting firms and/or corporate franchise headquarters. The 2017 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.

POWER BROKER INSIGHTS

BROKER CONFIDENCE LEVEL



STATE OF THE MARKET "2017 will be the best year since 2005. Lots of positive energy here to make all good things happen." - Dave Chant, Broker/Owner, Davis R. Chant REALTORS®, Northeast Pa. 9% 44% 30% Growing Stable **Booming** Leveling Off Challenged

THE OPPORTUNITIES



First-time Homebuyers/
Millennials **37**%

Move-up Buyers 28%

Luxury Market 13%

New Construction 10%

Relocating Buyers 9%

Other 3%

THE CHALLENGES



WHERE BROKERS ARE INVESTING DOLLARS



Training

Technology

Marketing

Based on the Top 1,000 respondents to RISMedia's 2017 Power Broker Survey

Lack of Inventory 62%

The Competition 13%

Recruiting 11%

Economic Uncertainty 10%

Rising Interest Rates 3%

Housing-related Legislation 1%

Recruiting

Growth

OFFICE SPACE IN 2017

of respondents are opening/acquiring new offices

are creating/ increasing virtual and/ or mixed use space

SOCIAL MEDIA DISCONNECT



of brokers report having a dedicated social media staffer

But only feel it is a profit center



THE UNITED STATE OF REAL ESTATE

Power Brokers weigh in from across the country

"2016 represented a strengthening housing market driven by continued low mortgage rates (historical) and tightening inventory. Builders need to build to provide relief from the compression of tight inventory."

> - Kevin Walsh, CFO, CENTURY 21 New Millennium, Md., Va., D.C.

"In-migration continues to be a huge positive factor that offsets the lack of move-up buyers, the lack of new construction and the boomer being late to the dance."

> - Pat Riley, CEO, Allen Tate Companies, No. and So. Carolina

"I expect 2017 to be the best move-up market we will experience in the next five years."

> - Bryon Schlosser, Broker/Owner, Coldwell Banker Griffith & Blair American Home, Topeka, Kan.

"With today's squeezed margins in the brokerage business, it is imperative to have a full-service family of offerings—mortgage, title, insurance, and property management."

- Michael Pappas, CEO, The Keyes Companies/Illustrated Properties, Florida "Low Inventory is still driving our market."

- Laurence Rideout, CEO, Gibson Sotheby's Intl. Realty, Boston, Mass.

"My confidence would be sky high, but the lack of inventory remains a concern. There seems to be a lot of pent-up demand, but will we have the inventory to meet all of that demand?"

- John Meesseman, President, Real Living Kee Realty, Southeast Mich.

"New construction is active again and it seems that at this rate, it will be more of a source of increased business than move-up buyers. With the low inventory levels due to the virtual non-existence of new construction for so long, builders are in a good position, and we need them to be. If we had more homes to sell, we would really be booming. "

> - Tracee Lutes, Broker/Owner, RE/MAX Acclaimed Properties, Bloomington, Ind.

"The things that keep me awake at night are new models offering our agents 100 percent, and in turn, agents discounting to buyers and sellers. For us to keep the agents, they

are on very high splits and our retainment is shrinking."

 Robin Dickson, Executive Vice President, J. Rockcliff REALTORS®, San Francisco

"The Pacific Northwest is booming, but with high appreciation and low inventory, coupled with the rise in interest rates, there may be a slowdown for the first-time buyer/ millennials due to affordability. We look to an adjustment or slowing in the market by the end of 2017 or beginning of 2018. We need the move-up buyers to come back into the market to stabilize the inventory along with the new construction."

- Michael Killmer, Managing Partner, CENTURY 21 North Homes Realty Inc., Seattle, Wash.

"The real estate industry follows the cycles and reacts according to the law of supply and demand. Absent any extraordinary events, inventory levels are stabilizing, interest rates remain at historic lows, and the desire for the American Dream is burning as bright as ever. If the regulatory body releases the overall chokehold on the industry and related industries, we will see increased activity and healthier markets."

- Alexander Karavasilis, President, RE/MAX Advantage Realty, Central Md.

"We feel consumer confidence is back. With the election behind us, they are ready to do business before rates rise."

- **Jeff Owens**, President, Better Homes and Gardens Real Estate Big Hill, Eaton, Ohio

"The real estate market in St. Louis has been surging over the past two years due to several factors, many of which are directly related to the lower costs of living and viable average sale prices. St. Louis is consistently listed among the top hottest markets to watch

and ranked in the top 10 for affordability."

- Julie Morrow, CMO, Berkshire Hathaway HomeServices Select Properties, St. Louis, Mo.

"Houston's diverse economy, strong population growth and quality of life will continue to fuel residential sales. There will be some areas where buyers will find a shortage of inventory. The four main sectors of the Houston economy—energy, medical, the port and technology—will continue to keep the city set for growth."

 Cheri Fama, President, John Daugherty, Realtors®, Houston, Texas

"KWCP is amplifying its training and engagement programs with agents in a number of different ways, including more centralized operations, particularly for marketing and communications, human resources, and accounting support."

- **Jennifer Motruk**, CMO, Keller Williams Capital Properties, D.C.

POWER BROKER AVERAGES

Average Sales Price \$318,522

Average Number of Agents
Per Firm

449

Average Number of Offices Per Firm

8

Average Transactions Per Agent

8

Based on 2016 data for the Top 1,000 respondents to RISMedia's 2017 Power Broker Survey



To see the Top 1,000 firms ranked by transactions and sales volume, please reference the complete 2017 Power Broker Report, coming soon to rismedia.com.

Sales Rank	Trans. Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
1	1	NRT LLC	NJ	\$116,022,150,000	337,780	789	47,500
2	2	HomeServices of America, Inc.	MN	\$86,009,311,021	245,154	539	27,854
3	4	Long & Foster Real Estate	VA	\$28,934,452,173	81,032	232	10,895
4	13	Douglas Elliman Real Estate LLC	NY	\$24,551,265,000	20,441	93	6,401
5	3	Howard Hanna Real Estate Services	PA	\$16,776,143,161	90,016	217	7,286
6	5	Realty ONE Group	CA	\$15,236,117,192	44,182	23	8,802
7	69	Alain Pinel REALTORS®	CA	\$11,179,788,519	7,666	32	1,250
8	65	Pacific Union International - John Aaroe Group	CA	\$10,149,289,868	7,846	38	1,151
9	12	William Raveis Real Estate Mortgage & Insurance	CT	\$9,327,114,682	20,604	120	3,954
10	6	Keller Williams Realty Arlington	TX	\$8,780,944,541	33,769	14	4,309
11	19	@properties	IL	\$8,078,718,919	17,096	20	2,065
12	14	Ebby Halliday Real Estate Inc.	TX	\$7,797,732,171	19,718	31	1,720
13	9	HomeSmart LLC	AZ	\$6,919,101,917	24,381	24	6,458
14	20	John L. Scott Real Estate	WA	\$6,706,816,358	16,771	34	1,352
15	59	Houlihan Lawrence	NY	\$6,172,284,186	8,522	30	1,471
16	36	Coldwell Banker Bain	WA	\$6,057,100,628	12,298	32	1,351
17	52	First Team Real Estate	CA	\$5,878,460,234	9,258	24	1,768
18	10	RE/MAX Results	MN	\$5,798,057,656	22,691	34	1,001
19	7	Crye-Leike REALTORS®	TN	\$5,723,848,601	29,314	90	2,814
20	99	Keller Williams Realty Forward Management	CA	\$5,475,318,335	5,846	9	2,810
21	11	Allen Tate Companies	NC	\$5,452,160,075	22,194	44	1,591
22	8	Real Estate One	MI	\$5,431,251,139	26,923	43	2,004
23	22	Baird & Warner	IL	\$5,213,844,929	16,073	26	2,150
24	125	Rodeo Realty Inc.	CA	\$4,997,890,000	5,245	12	1,473
25	74	LIV/Sierra/Summit Sotheby's Intl. Realty	CO	\$4,961,762,493	7,127	28	588
26	34	RE/MAX Gold	CA	\$4,632,030,450	12,544	43	1,023
27	38	RE/MAX Alliance	CO	\$4,583,144,013	11,682	21	854
28	156	RE/MAX Estate Properties	CA	\$4,452,000,000	4,495	17	697
29	24	The Keyes Company/Illustrated Properties	FL	\$4,350,000,000	14,279	50	2,800
30	26	Keller Williams Realty The Rawls Group	GA	\$4,295,142,313	14,215	6	1,732
31	75	REeBroker Group Inc.	CA	\$4,125,500,460	7,115	2	2,578
32	16	Keller Williams Realty Pinnacle Partners Group	GA	\$4,089,398,013	18,312	12	2,362
33	39	BHHS Arizona, California & Nevada Properties	NV	\$3,949,816,281	11,383	21	2,142
34	27	Berkshire Hathaway HomeServices PenFed Realty	MD	\$3,909,316,954	13,407	53	1,686
35	109	Premier Sotheby's Intl. Realty	FL	\$3,749,977,003	5,541	33	944













Company State Sales Volume **Transactions** Total Total Sales Trans. Offices Rank Rank Agents 36 51 Keller Williams Realty Ben Kinney Companies WA \$3,662,542,937 9,266 5 1,227 37 112 William Pitt/Julia B. Fee Sotheby's Intl. Realty CT \$3,625,122,130 5.513 26 1.000 38 Pacific Sotheby's Intl. Realty CA \$3,481,900,814 3,790 12 520 39 ΑZ 17 2,662 West USA Realty \$3,346,498,421 19,635 40 Watson Realty Corp. FI \$3,257,002,786 16,199 47 1,407 41 218 Daniel Gale Sotheby's Intl. Realty NY \$3.129.846.534 3.457 26 974 42 17 Coldwell Banker Honig Bell/The Real Estate Group IL \$3,121,263,798 18.011 52 1.276 43 18 **CENTURY 21 Affiliated** WI \$3,105,360,996 17,923 104 2,012 44 48 42 Berkshire Hathaway HomeServices Florida Realty FL \$3,092,115,143 9,487 1,790 45 44 Allison James Estates & Homes CA \$3,074,735,378 10,271 1 1,118 46 Keller Williams Realty Nashville - Franklin TN 6 1,393 \$3,063,677,554 12,815 47 100 ΑZ 11 Russ Lyon Sotheby's Intl. Realty \$3,057,275,397 5,769 908 48 Realty Executives Phoenix, Tucson and Yuma ΑZ \$3,020,758,598 12,413 49 1,143 49 28 Latter & Blum Companies ERA Powered LA \$3,019,683,252 13,312 29 3,542 50 Keller Williams Realty Cunningham Group CA \$3,000,145,029 2,662 5 1,033 2 51 Keller Williams Realty Texas TX 8,680 1,363 \$2,975,420,599 52 Lyon Real Estate CA \$2,952,399,309 7,670 17 964 53 70 CENTURY 21 New Millennium VA \$2,888,952,964 7,618 18 898 54 30 Berkshire Hathaway HomeServices Homesale Realty PA \$2,886,347,238 14,646 1,194 55 66 **RE/MAX Equity Group** OR \$2,861,778,235 7,726 11 539 56 493 Hilton & Hyland CA \$2,853,556,334 663 1 150 57 342 Sereno Group CA 2,272 9 318 \$2,801,000,000 58 30 Shorewest REALTORS® WI 12,883 21 960 \$2,795,992,113 59 40 Keller Williams Realty Atlanta Midtown GA \$2,795,475,364 11,371 6 1,151 54 9,132 60 Carolina One Real Estate SC \$2,783,712,400 12 930 6 953 61 76 Keller Williams Realty The Virginia Realty Alliance Group VA \$2,747,475,618 7.051 32 62 Coldwell Banker Sea Coast Advantage NC 12,685 31 895 \$2,734,274,396 63 J. Rockcliff REALTORS® 5 362 268 CA \$2,665,818,296 2,962 64 89 CENTURY 21 M&M and Associates CA \$2,588,130,635 6,220 30 1,077 65 37 Sibcy Cline, Inc. ОН \$2,557,279,616 12,261 22 1,199 66 418 **Surterre Properties** CA \$2,553,920,462 1.569 6 407 67 Briggs Freeman Sotheby's Intl. Realty TX 3,634 10 510 \$2,530,262,530 68 305 TTR Sotheby's Intl. Realty DC 8 370 \$2,501,489,575 2,636 14 69 42 F.C. Tucker Company IN \$2,485,603,735 10,762 621 70 Coldwell Banker Schmidt Family of Companies MI \$2,450,613,401 14.250 63 1.314 71 98 Michael Saunders & Co. FL \$2,430,886,648 5,857 20 652 72 Keller Williams Realty Memorial TX \$2,430,210,988 9,323 2 1,437 73 45 WA 17 Tomlinson Real Estate Group 10,238 790 \$2,401,552,960 74 33 ОН HER REALTORS® \$2,401,290,436 12,683 65 1,090













Sales Trans. Company State Sales Volume **Transactions Total** Total **Offices** Rank Rank Agents 75 **RE/MAX Professionals** CO \$2,365,203,213 5,732 8 378 76 175 Atlanta Fine Homes Sotheby's Intl. Realty GA \$2,362,803,537 4.240 3 437 Better Homes and Gardens Real Estate Gary Greene REALTORS® 77 61 TX \$2,332,647,873 8,331 23 936 78 Washington Fine Properties DC 1,993 10 150 \$2,262,614,090 93 79 Realty Austin ΤX \$2,241,204,688 6,069 7 379 80 226 John R. Wood Properties FL \$2,234,520,804 3.425 6 444 81 64 Coldwell Banker Howard Perry and Walston Realty Inc. NC \$2,233,791,913 8.003 13 871 82 79 CENTURY 21 Everest-Troop Real Estate UT \$2,225,295,415 6,826 19 1,083 83 410 CA 10 HOM Sotheby's Intl. Realty \$2,215,442,090 1,669 332 393 84 $\mathsf{C}\mathsf{A}$ 6 Zephyr Real Estate \$2,213,899,123 1,883 360 85 92 Better Homes and Gardens Real Estate Rand Realty NY \$2,149,269,929 6,078 23 950 423 86 CA 5 162 Paragon Real Estate Group \$2,145,335,000 1,530 BHHS Michigan and Northern Ind. Real Estate and Tomie Raines, REALTORS® 87 29 MI \$2,131,251,057 13,143 49 947 49 PA 9 88 Keller Williams Real Estate Blue Bell \$2,129,380,515 9,396 1,290 89 188 Berkshire Hathaway HomeServices Utah Properties UT \$2,114,336,254 3,899 29 398 90 161 Keller Williams Realty Capital Properties DC \$2,097,021,081 4,414 5 909 Keller Williams Realty The Chadwick Group 91 60 FL \$2,064,897,464 8,506 5 1,121 92 105 Keller Williams Realty Roseville CA \$2,058,194,417 5,663 4 690 93 CA 32 86 CENTURY 21 Select Real Estate Inc. \$2,054,198,172 6,330 754 94 85 **PARKS** ΤN \$2,052,106,853 6,407 12 650 95 145 RE/MAX Allegiance VA \$2,044,224,066 4,773 17 400 96 179 CENTURY 21 Award CA 14 810 \$2.029.579.173 4.144 97 190 Pinnacle Estate Properties Inc. CA 3,863 8 1,017 \$2,008,363,764 98 772 170 Berkshire Hathaway HomeServices Drysdale Properties CA \$2,005,702,527 4,286 36 99 43 Carrington Real Estate Services CA \$1,970,820,279 10,694 51 2,071 ΤX 2 100 97 Keller Williams Realty The Woodlands \$1,946,563,321 5.862 1.019 211 CO 101 Shorewood Real Estate 3,556 15 400 \$1,937,248,641 102 309 CA 9 296 RE/MAX Accord \$1,918,371,614 2,611 ONE Sotheby's Intl. Realty 103 387 FL \$1,911,408,625 1,930 12 654 42 104 47 eXp World Holdings Inc. WA \$1,905,633,748 9,490 2,401 105 260 Keller Williams Realty Carmel Valley/Del Mar CA \$1,890,075,304 3.046 3 882 106 87 Benchmark Realty LLC TN \$1,885,327,608 6,324 5 807 107 53 Coldwell Banker Weir Manuel Family of Companies MI 9,252 18 611 \$1,879,056,404 58 NE 2 108 Berkshire Hathaway HomeServices Ambassador Real Estate \$1,873,770,556 8,621 572 109 193 Hasson Company, REALTORS® OR \$1,854,529,396 3,822 7 173 110 126 CO 4 Keller Williams Realty Brian Smith Mgmt. \$1,827,894,534 5,226 867 10 111 463 Decker Bullock Sotheby's Intl. Realty CA \$1,825,986,949 1,162 172 112 278 CA 7 187 **RE/MAX Premier Properties** 2,879 \$1,822,300,234 113 41 NY 42 **HUNT Real Estate Corporation ERA** \$1,770,567,493 10,997 1,161













Transactions Sales Company State | Sales Volume Total Total Trans. Offices Rank Rank Agents 114 94 ΑK Keller Williams Realty Alaska/Reno North/Sparks \$1,767,924,254 6,021 3 668 115 4 46 Keller Williams Realty Tulsa 0K \$1,759,218,354 9,802 1,020 116 299 McEnearney Associates Inc. VA \$1,751,000,000 2,708 8 355 117 146 **RE/MAX DFW Associates** TX \$1,704,940,808 4,747 7 315 118 111 MD 8 407 **RE/MAX Realty Group** \$1.695.914.240 5.531 119 142 CO 6 202 The Group Inc. Real Estate \$1,678,375,388 4,786 427 22 120 Slifer Smith & Frampton CO \$1,646,846,423 1,476 150 121 88 RE/MAX Advantage Plus MN \$1,627,940,164 6,307 15 382 122 ID 91 Keller Williams Realty Boise \$1,621,111,803 6,137 1 530 123 55 3 874 Keller Williams Realty Kansas City Northland MO \$1,618,463,812 8,958 5 124 77 Atlanta Communities Real Estate Brokerage 931 GA \$1,613,915,616 6,963 125 25 62 Better Homes and Gardens Real Estate Metro Brokers GA \$1,602,985,182 8,124 2,039 126 Berkshire Hathaway HomeServices New Jersey Properties NJ \$1,587,213,673 3,634 22 829 127 406 Gibson Sotheby's Intl. Realty MΑ \$1,560,201,215 1,714 8 255 128 Legacy Real Estate & Associates ERA Powered CA \$1,558,985,195 1,927 4 297 129 Prominent Properties Sotheby's Intl. Realty 12 595 NI \$1,552,518,341 2,142 130 Kuper Sotheby's Intl. Realty TX \$1,552,508,721 2,888 10 339 131 78 Coldwell Banker Legacy NM \$1.536.574.745 6.916 16 586 306 7 132 Locations LLC Ш \$1,534,537,512 2,619 302 133 261 RE/MAX Northwest REALTORS® WA \$1,534,341,855 3,027 3 241 134 362 WY 5 Jackson Hole/Lakes/Sun Valley Sotheby's Intl. Realty \$1,528,260,381 2,078 217 135 Better Homes and Gardens Real Estate The Masiello Group NH \$1,522,585,142 7,395 32 588 296 4 136 Keller Williams Realty Ridgewood NJ 872 \$1,520,586,846 2,721 137 73 Realty Executives Associates TN \$1,518,018,012 7,308 8 520 138 122 PMZ Real Estate CA \$1,513,000,000 5,281 16 625 139 378 Dilbeck Real Estate CA \$1,506,784,247 1,971 14 553 2 140 Keller Williams Realty San Antonio TX \$1,494,957,174 5,466 849 141 197 Gloria Nilson & Co. Real Estate NJ \$1,493,175,675 3,740 22 730 142 NC 3 762 Keller Williams Realty Ballantyne \$1,482,401,796 5,316 143 203 Berkshire Hathaway HomeServices California Properties Cerritos CA \$1,475,000,000 3.637 22 800 144 Keller Williams Realty Walnut Creek and Danville CA \$1.446.657.619 2.315 2 677 145 118 Keller Williams Realty Integrity Northwest MN \$1,444,760,739 5,344 4 604 146 141 Keller Williams Realty Lake Norman - Cornelius NC \$1,442,268,657 4,803 4 849 147 316 CA 7 1,029 HomeSmart Evergreen Realty \$1,437,003,816 2,511 148 80 Berkshire Hathaway HomeServices The Preferred Realty PA \$1,430,099,323 6,766 19 709 149 4,348 4 165 Keller Williams Realty Meggers Management Group CA 999 \$1,424,421,805 150 104 Keller Williams Realty The Haigh Group MN \$1,419,744,514 5,696 4 603 151 302 ΙL 7 375 Jameson Sotheby's Intl. Realty 2,679 \$1,408,347,056 152 434 Keller Williams Realty Bay Area Estates CA \$1,402,871,156 1,430 2 276













Sales Rank	Trans. Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
153	83	CENTURY 21 Judge Fite Company	TX	\$1,402,814,180	6,679	21	778
154	233	CENTURY 21 Redwood Realty	VA	\$1,400,928,915	3,366	12	455
155	143	Keller Williams Realty Salt Lake City	UT	\$1,378,751,912	4,779	3	495
156	124	RE/MAX Executives	NC	\$1,378,270,678	5,256	11	284
157	411	Greenwood King Properties	TX	\$1,376,811,094	1,656	3	170
158	127	Keller Williams Realty Signature	TX	\$1,358,201,618	5,210	2	696
159	171	Keller Williams Realty CH Realty Investments	GA	\$1,355,962,428	4,260	3	595
160	123	Keller Williams Realty Jupiter/Palm Beaches/Treasure Coast	FL	\$1,352,418,446	5,257	5	1,046
161	63	Coldwell Banker Select	OK	\$1,350,357,080	8,009	14	650
162	96	Berkshire Hathaway HomeServices Anderson Properties	TX	\$1,345,519,600	5,903	37	900
163	113	RE/MAX Integrity	OR	\$1,345,295,127	5,504	7	270
164	153	Better Homes and Gardens Real Estate Kansas City Homes	KS	\$1,344,518,057	4,607	8	445
165	56	Northwood Realty Services	PA	\$1,327,491,016	8,830	38	966
166	242	Keller Williams Realty Professionals	OR	\$1,319,418,595	3,262	1	307
167	114	Wilkinson ERA Real Estate	NC	\$1,310,780,807	5,480	14	857
168	81	Keller Williams Realty of Central Florida	FL	\$1,309,409,749	6,709	4	802
169	283	CENTURY 21 Commonwealth	MA	\$1,308,564,110	2,832	21	500
170	147	Rose & Womble Realty	VA	\$1,307,141,784	4,701	13	585
171	310	Coach Real Estate Associates	NY	\$1,302,957,839	2,608	19	658
172	250	Kinlin Grover, Page Taft & Randall REALTORS®	RI	\$1,302,526,747	3,143	30	515
173	110	Solid Source Companies	GA	\$1,296,814,324	5,532	6	1,750
174	82	Tierra Antigua Realty	AZ	\$1,293,819,157	6,687	6	970
175	314	Keller Williams Realty Metro Center Alexandria/Arlington/Tysons/Vienna	VA	\$1,285,493,736	2,555	3	680
176	101	CENTURY 21 Scheetz	IN	\$1,278,453,981	5,760	6	325
177	167	Berkshire Hathaway HomeServices Towne Realty	VA	\$1,271,190,177	4,339	6	395
178	166	Keller Williams Realty Sunset Corridor/Eugene	OR	\$1,262,665,308	4,343	3	432
179	158	RE/MAX Alliance Group	FL	\$1,249,148,936	4,470	7	278
180	130	Coldwell Banker Apex REALTORS®	TX	\$1,246,819,213	5,140	9	489
181	160	RE/MAX Suburban	IL	\$1,232,897,819	4,462	8	226
182	95	Keller Williams Realty Chattanooga	TN	\$1,232,185,079	5,943	2	475
183	428	RE/MAX Olson & Associates	CA	\$1,229,726,483	1,470	5	171
184	168	Beverly-Hanks & Associates	NC	\$1,224,822,809	4,320	6	318
185	159	Berkshire Hathaway HomeServices Verani Realty	NH	\$1,221,606,689	4,464	22	489
186	103	Keller Williams Realty Asheville NC Columbia & Columbia NE SC	NC	\$1,216,066,815	5,711	3	732
187	169	RE/MAX Properties	CO	\$1,212,417,816	4,299	4	194
188	363	RE/MAX Leading Edge	MA	\$1,212,099,975	2,076	13	215
189	108	Keller Williams Realty/Ubaldini Group	FL	\$1,210,704,672	5,594	3	807
190	84	Keller Williams Realty Lubbock	TX	\$1,208,540,680	6,538	4	599
191	67	Carpenter REALTORS®	IN	\$1,200,138,165	7,722	31	654













Sales	Trans.	Company	State	Sales Volume	Transactions	Total	Total
Rank	Rank	ND Dadge Deal Catata Calca Inc	NΓ	¢1 104 000 000	6 100	Offices	Agents
192 193	90 251	NP Dodge Real Estate Sales, Inc. Keller Williams Realty DTC Masters Realty	NE CO	\$1,194,000,000 \$1,188,361,890	6,192 3,139	12	450 507
193	429	John Daugherty, REALTORS®	TX	\$1,177,705,364	1,468	2	147
195	139	DPR Realty LLC	AZ	\$1,177,703,304	4,837	5	1,184
196	136	GARDNER, REALTORS®	LA	\$1,143,000,000	4,920	24	850
197	364	RE/MAX Gold Coast	CA	\$1,142,406,038	2,069	9	219
198	421	Hawaii Life Real Estate Brokers	HI	\$1,139,923,484	1,540	14	216
199	484	Vista Sotheby's Intl. Realty	CA	\$1,136,821,722	897	8	242
200	405	Keller Williams Realty Boston Metro	MA	\$1,133,096,126	1,719	2	407
201	319	Smith & Associates Real Estate	FL	\$1,128,094,736	2,492	4	265
202	140	Keller Williams Realty Tyrrell Enterprise	FL	\$1,125,309,329	4,820	3	592
203	358	Beachside REALTORS® Corporation	CA	\$1,121,894,844	2,115	10	624
204	152	Keller Williams Realty Partners	KS	\$1,118,447,764	4,617	1	476
205	191	Keller Williams Realty Bedford	NH	\$1,117,389,241	3,859	2	492
206	213	Keller Williams Realty The Hilgenberg Group	CA	\$1,116,965,124	3,538	4	923
207	198	Heritage Texas Properties	TX	\$1,111,228,714	3,711	15	298
208	256	Dickson Realty Inc.	NV	\$1,107,709,813	3,061	9	286
209	460	Realogics Sotheby's Intl. Realty	WA	\$1,105,472,330	1,197	5	185
210	377	RE/MAX of Boulder Inc.	CO	\$1,104,510,309	1,979	2	125
211	138	Keller Williams Realty Denton	TX	\$1,098,380,975	4,855	3	502
212	129	Keller Williams Realty RM Realty Associates	DE	\$1,088,980,105	5,163	4	918
213	328	Cascade Sotheby's Intl. Realty	OR	\$1,071,594,444	2,454	12	224
214	185	Berkshire Hathaway HomeServices Alliance Real Estate	МО	\$1,065,736,876	3,994	8	407
215	157	Keller Williams Realty Brevard	FL	\$1,065,470,482	4,475	2	610
216	181	Patterson-Schwartz Real Estate	DE	\$1,060,000,000	4,086	9	345
217	462	Keller Williams Realty Premier Properties	NJ	\$1,059,971,737	1,182	1	267
218	350	Chase International	NV	\$1,058,702,908	2,204	10	352
219	206	Bean Group	NH	\$1,054,634,000	3,624	16	370
220	229	Keller Williams Realty Temecula Valley Real Estate	CA	\$1,052,983,946	3,396	4	1,116
221	386	RE/MAX Eastside Brokers Inc.	WA	\$1,050,023,054	1,932	2	174
222	433	Keller Williams Realty Westlake Village	CA	\$1,047,390,085	1,434	1	366
223	106	Coldwell Banker Prime Properties	NY	\$1,038,078,151	5,647	15	494
224	209	Charles Reinhart Company	MI	\$1,037,435,556	3,596	6	226
225	237	London Properties Ltd.	CA	\$1,032,996,762	3,324	9	310
226	345	Coldwell Banker Danforth	WA	\$1,027,190,717	2,260	3	401
227	450	Keller Williams Realty Silicon Valley	CA	\$1,025,803,729	1,292	3	320
228	373	RE/MAX of Valencia and Santa Clarita	CA	\$1,025,078,230	2,006	4	155
229	466	Better Homes and Gardens Real Estate JF Finnegan REALTORS®	CA	\$1,016,057,000	1,126	7	421
230	489	Keller Williams Realty Palo Alto/Menlo Park	CA	\$1,013,169,901	717	1	220













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231	286	Jack Conway & Co.	MA	\$1,012,385,280	2,808	30	644
232	398	Keller Williams Realty Landmark	NY	\$1,012,010,820	1,836	3	701
233	71	Cutler Real Estate	OH	\$1,009,036,742	7,507	22	414
234	149	Chapman Hall REALTORS®	GA	\$1,003,387,000	4,672	8	543
235	116	Berkshire Hathaway HomeServices Florida Properties Group	FL	\$1,003,374,341	5,377	22	581
236	164	Keller Williams Premier Realty	MN	\$999,820,459	4,350	3	386
237	194	Keller Williams Realty Greater Portland	ME	\$994,157,734	3,801	1	346
238	133	Berkshire Hathaway HomeServices Select Properties	MO	\$990,359,482	4,995	9	555
239	492	Aspen Snowmass Sotheby's Intl. Realty	СО	\$986,251,583	683	10	145
240	440	Keller Williams Realty Pasadena/Arcadia	CA	\$975,121,214	1,361	3	501
241	162	Berkshire Hathaway HomeServices C. Dan Joyner, REALTORS®	SC	\$967,241,221	4,367	10	387
242	107	Murney Associates	MO	\$965,786,545	5,607	5	470
243	262	Keller Williams Realty Plano	TX	\$959,694,692	3,026	1	402
244	396	Keller Williams Realty Pacific Estates	CA	\$957,509,036	1,843	1	358
245	467	Coldwell Banker Brokers of the Valley	CA	\$954,587,665	1,125	4	136
246	371	CENTURY 21 Masters	CA	\$953,098,740	2,012	10	276
247	137	Keller Williams Realty Knoxville West	TN	\$951,183,922	4,897	3	453
248	352	Coldwell Banker West	CA	\$948,420,815	2,149	6	532
249	445	Intero Real Estate Services - East Bay	CA	\$947,445,723	1,315	4	260
250	151	Keller Williams Realty Fort Worth	TX	\$945,822,769	4,665	2	645
251	282	Keller Williams Realty Agnew Real Estate	AZ	\$945,286,943	2,845	2	454
252	202	Revelation Real Estate	AZ	\$943,956,352	3,641	1	539
253	336	RE/MAX Realty Affiliates	NV	\$936,923,430	2,335	3	110
254	325	Keller Williams Realty Portland Premiere	OR	\$930,447,966	2,473	1	215
255	219	RE/MAX Elite	TN	\$919,130,698	3,455	5	202
256	208	JP and Associates REALTORS®	TX	\$917,746,000	3,597	13	575
257	144	Coldwell Banker Vanguard Realty	FL	\$913,709,334	4,776	6	289
258	189	Keller Williams Realty Platinum	OK	\$913,197,597	3,893	2	392
259	132	Berkshire Hathaway HomeServices Indiana Realty	IN	\$912,984,023	4,998	17	386
260	271	Keller Williams Real Estate Exton	PA	\$912,566,696	2,936	2	425
261	311	Keller Williams Realty Morristown	NJ	\$912,184,022	2,565	3	520
262	425	Keller Williams Realty McLean	VA	\$909,644,243	1,527	1	355
263	265	Intracoastal Realty Corp.	NC	\$904,194,870	2,981	9	352
264	178	Reliant Realty ERA Powered	TN	\$902,809,516	4,148	5	620
265	496	Gibson International	CA	\$901,713,385	627	4	160
266	117	Five Star Real Estate	MI	\$901,325,321	5,347	10	347
267	276	Keller Williams Realty Centre	MD	\$900,716,130	2,884	2	532
268	119	Coldwell Banker Heritage REALTORS®	OH	\$893,524,651	5,320	10	384
269	456	RE/MAX College Park Realty	CA	\$892,100,485	1,235	6	177













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270	338	Keller Williams Realty Portland Central	OR	\$888,705,653	2,318	1	265
271	186	Keller Williams Consultants Realty	ОН	\$887,044,636	3,965	3	414
272	347	Keller Williams Realty Beverly	MA	\$882,163,445	2,239	3	398
273	321	CENTURY 21 North Shore	NH	\$879,000,000	2,486	26	528
274	201	Keller Williams Realty Emerald Coast	FL	\$876,558,206	3,664	2	430
275	257	Keller Williams Realty - The Economos Companies	IL	\$874,495,369	3,060	3	454
276	163	The Maine Real Estate Network	ME	\$870,158,997	4,364	23	375
277	210	Chinowth & Cohen REALTORS®	OK	\$870,000,000	3,587	9	470
278	221	Keller Williams Realty Charlotte South Park	NC	\$867,988,465	3,440	2	447
279	173	Keller Williams Realty Cook and Company	GA	\$866,323,657	4,256	3	401
280	176	Keller Williams Realty of Grand Rapids	MI	\$863,548,178	4,239	1	342
281	180	Berkshire Hathaway HomeServices Starck Real Estate	IL	\$863,040,003	4,095	16	404
282	413	Realty Executives Santa Clarita	CA	\$861,710,373	1,636	5	300
283	348	Keller Williams Realty Integrity	MD	\$860,442,755	2,235	1	296
284	334	Four Seasons Sotheby's Intl. Realty	VT	\$855,298,533	2,366	21	223
285	269	RE/MAX Advantage Realty	MD	\$854,283,206	2,953	5	177
286	148	Keller Williams Realty Hoover	AL	\$853,936,905	4,697	5	568
287	231	Keller Williams Heritage Realty	FL	\$853,526,226	3,383	3	507
288	430	Keller Williams Realty Honolulu	HI	\$844,578,742	1,456	2	409
289	174	Keller Williams WinStar Realty	ID	\$842,543,436	4,247	1	203
290	131	Greenridge Realty, Inc.	MI	\$842,103,441	5,127	19	405
291	177	Keller Williams Advisor's Realty	OH	\$841,101,384	4,181	3	446
292	301	Keller Williams Realty Federal Way	WA	\$836,023,812	2,684	1	319
293	135	McColly Real Estate	IN	\$832,028,506	4,922	19	468
294	368	CENTURY 21 American Homes	NY	\$824,625,742	2,043	12	564
295	375	PorchLight Real Estate Group	CO	\$823,407,586	1,999	1	160
296	485	Bay Sotheby's Intl. Realty	CA	\$820,074,069	897	7	208
297	128	Ruhl & Ruhl REALTORS®	IA	\$818,604,123	5,206	11	296
298	279	Keller Williams Coastal Realty	NH	\$815,967,125	2,865	1	390
299	199	Keller Williams Realty Coastal Area Partners	GA	\$815,830,790	3,704	1	295
300	404	Diane Turton, REALTORS®	NJ	\$810,968,481	1,733	15	350
301	499	Today Sotheby's Intl. Realty	CA	\$810,742,246	566	3	81
302	121	Coldwell Banker Roth Wehrly Graber REALTORS®	IN	\$806,056,212	5,300	14	274
303	495	Keller Williams Realty NYC	NY	\$800,479,222	645	1	681
304	291	Keller Williams Realty Triangle Homes	NC	\$792,830,528	2,754	1	254
305	465	Berkshire Hathaway HomeServices California Realty Thousand Oaks	CA	\$792,386,225	1,127	5	288
306	392	Residential Properties Ltd.	RI	\$789,129,644	1,886	5	178
307	134	Berkshire Hathaway HomeServices Professional Realty	ОН	\$786,745,719	4,939	25	525
308	241	RE/MAX Center	GA	\$785,379,748	3,263	3	166













Sales Trans. Company State Sales Volume **Transactions Total Total** Offices Rank Rank Agents 309 247 Keller Williams Preferred Realty NC \$785,132,915 3,207 2 308 310 422 HomeSmart Realty West CA \$784,604,286 1,535 3 507 311 366 Keller Williams Realty Easton Market Center MΑ \$781,558,516 2,064 2 230 312 446 Keller Williams Realty Larchmont CA 2 495 \$779,599,842 1,310 313 154 Keller Williams Realty Premier Partners LA \$776,197,012 4,581 6 733 314 184 Keller Williams Realty Southern Arizona ΑZ \$775,052,365 4.033 2 386 315 Keller Williams Realty Premier Partners WA \$773.096.863 2.613 1 238 316 497 Nourmand & Associates REALTORS® CA \$772,244,000 602 3 177 317 249 6 Realty Executives Integrity WI \$770,286,448 3,178 199 318 287 N۷ 3 Coldwell Banker Premier Realty \$768,849,510 2,805 235 319 290 WA 5 155 RE/MAX Professionals \$763,185,547 2,776 12 320 183 IΑ RE/MAX Real Estate Concepts \$762,748,694 4,036 176 321 **RE/MAX United** NC \$761,725,475 2,558 2 127 9 322 **RE/MAX Ability Plus** IN \$759,045,534 3,844 207 323 281 Berkshire Hathaway HomeServices Hudson Valley Properties NY \$756,129,548 2,855 8 260 324 476 CA 985 6 195 **Podley Properties** \$754,672,282 325 Keller Williams Realty Rockwall TX \$753,303,977 3,096 2 463 326 482 Red Oak Realty CA \$750,936,304 939 2 98 4 327 RE/MAX The Woodlands and Spring TX \$749,902,046 2,195 131 328 **ERA Key Realty Services** MA \$749,123,332 2,483 15 350 329 Coldwell Banker Kappel Gateway Realty CA \$748,494,622 1,912 7 199 330 442 **Dorsey Alston** GA 1,354 2 220 \$747,082,902 331 Berkshire Hathaway HomeServices Montana Properties MT 2,468 14 234 \$742,568,671 332 VA 2,334 6 163 RE/MAX Gateway \$741,140,938 **RE/MAX Fine Properties** 2 333 443 ΑZ \$740,270,139 1,350 139 334 366 Keller Williams Realty Greater Hartford CT \$740,148,209 3,432 1 SC 12 335 246 The Agent Owned Realty Co. 3,213 502 \$740,140,864 336 327 TX 2 **RE/MAX Fine Properties** \$740,013,214 2,468 169 Keller Williams Classic/Homestead Realty 337 238 FL \$739,914,497 3,296 3 515 5 338 216 **RE/MAX Platinum** MI \$739,137,946 3,481 264 339 474 Keller Williams Realty Mission Viejo CA \$737,825,735 1,031 1 639 340 225 **RE/MAX Professionals** ΑZ \$734,582,083 3,428 7 153 341 285 **RE/MAX Commonwealth** VA 5 121 \$730,007,673 2,810 342 5 212 RE/MAX Classic of Michigan MI \$727,887,201 3,542 165 343 3 429 187 Keller Williams Realty Greater Des Moines IΑ \$725.111.122 3.938 344 270 Keller Williams Success Realty UT \$724,115,183 2,942 3 302 345 101 402 **RE/MAX Masters Millennium** CO \$723,328,035 1,800 1

The Power Broker Report is sponsored by:



244

464

Keller Williams Classic Realty

Keller Williams Realty San Diego North Inland

346

347





\$716,576,694

\$713,164,756

MN

CA





2

1

3,238

1,156

301

266



Sales Volume Total Total Sales Trans. Company State Transactions Offices Rank Rank Agents 348 477 Keller Williams Realty Newport Beach CA \$712,884,517 974 2 766 349 Keller Williams Arizona Realty ΑZ \$706,409,538 2,067 1 389 350 150 **RE/MAX Results** IN \$702,740,356 4,670 8 203 351 RE/MAX Excalibur Scottsdale ΑZ 2,092 4 182 \$702,065,886 352 329 Keller Williams Realty Puyallup WA \$701,008,673 2,447 1 227 353 280 Keller Williams Realty Tempe Scottsdale ΑZ \$700.731.254 2.860 1 331 354 **ERA Brokers Consolidated** UT \$700.000.000 2.974 8 233 355 J.P. Weigand and Sons, Inc. KS \$697,746,585 3,514 6 234 Keller Williams Realty Cupertino 356 494 CA \$692,999,455 654 1 238 2,972 357 267 ΙL 2 916 Charles Rutenberg Realty \$691,824,767 358 436 RE/MAX of Cherry Creek Inc. CO \$691,616,843 1,415 1 92 359 KS 5 Realty Executives of Kansas City 3,389 238 \$691,170,453 360 264 Keller Williams Realty Fort Mill SC \$691,150,929 3,014 1 336 361 Hegg, REALTORS®, Inc. SD 2 170 3,440 \$687,213,309 362 Keller Williams Capital Partners Realty OH 2,934 1 210 \$684,793,784 363 294 Stark Company REALTORS® WI 6 180 \$678,577,429 2,732 364 8 274 Coldwell Banker Barnes ΤN \$677,430,924 2,896 250 365 172 Keller Williams Chervenic Realty ОН \$674,322,436 4,258 1 356 4 366 263 Coldwell Banker Harris McHaney & Faucette Real Estate AR \$672,084,793 3,023 207 \$671,926,999 367 217 Keller Williams Realty Louisville East KY 3,469 1 230 RE/MAX Realty 100 368 245 WI \$671,225,292 3,218 4 156 369 357 Keller Williams Realty Charleston SC 1 348 \$670,705,435 2,117 370 MO \$670,537,834 3,694 2 176 RE/MAX Boone Realty 371 478 \$666,211,866 5 184 Callaway Henderson Sotheby's Intl. Realty NJ 971 215 8 372 **RE/MAX Select Realty** PA \$663,000,000 3,483 204 373 382 ΑK \$661,958,820 141 **RE/MAX Dynamic Properties** 1,950 1 374 318 ID 3 Coldwell Banker Schneidmiller Realty 2,499 212 \$661,809,767 375 4 189 Skogman Realty IA \$660,928,727 3,373 376 236 Coldwell Banker Wallace & Wallace REALTORS® TN \$658,415,596 3,335 6 342 LA 2 381 377 234 Keller Williams Realty Services Mandeville \$652,939,682 3,360 2 378 Keller Williams Realty Partners SW FL \$651,036,581 2,128 484 379 **CENTURY 21 Beggins Enterprises** FL 2,675 11 463 \$650,577,412 380 438 Keller Williams Realty Greater Seattle WA 1,390 1 182 \$649,756,488 1 308 381 252 Keller Williams Market Pro Realty AR \$642,711,029 3,135 382 Better Homes and Gardens Real Estate Reliance Partners 12 416 CA \$641.746.744 1.609 529 383 240 CENTURY 21 Town & Country MI \$640,786,721 3,285 7 328 384 239 Keller Williams Realty North Florida FL \$634,840,939 3.287 3 430 385 253 Keller Williams Realty North Wilmington DE \$633,657,901 3,102 2 524 386 207 PA 1 148 RE/MAX of Reading \$632,947,583 3,623













Sales Rank	Trans. Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
387	380	Berkshire Hathaway HomeServices Elite Real Estate	UT	\$629,812,929	1,957	4	159
388	403	CENTURY 21 Allstars	CA	\$629,080,138	1,798	1	248
389	313	RE/MAX Anchor & Affinity Plus	FL	\$629,065,694	2,557	5	121
390	297	Coldwell Banker Caine	SC	\$627,935,220	2,716	4	177
391	324	Keller Williams Real Estate Langhorne	PA	\$621,196,464	2,478	2	314
392	457	RE/MAX Masters Realty	CA	\$618,869,991	1,232	7	150
393	400	Signature Companies	MI	\$617,371,015	1,817	2	250
394	415	RE/MAX Executive Realty	MA	\$616,692,871	1,618	6	105
395	293	Better Homes and Gardens Real Estate Bradfield Properties	TX	\$612,214,798	2,735	7	263
396	431	Keller Williams Eagle Realty	FL	\$611,349,478	1,449	2	467
397	277	Keller Williams Realty Sioux Falls	SD	\$611,045,795	2,881	1	202
398	455	Coldwell Banker Schmitt Real Estate Co.	FL	\$609,722,560	1,258	5	173
399	426	Dale Sorensen Real Estate Inc.	FL	\$609,482,859	1,527	6	180
400	475	Coldwell Banker George Realty	CA	\$602,854,416	1,019	3	485
401	356	RE/MAX Metro	FL	\$602,784,623	2,127	3	147
402	384	Keller Williams Realty Tag Realty 2	PA	\$600,950,093	1,948	1	218
403	344	RE/MAX Southern Homes	AL	\$600,678,675	2,266	2	105
404	461	Keller Williams Realty Falls Church	VA	\$598,247,491	1,187	1	208
405	491	Robert Paul Properties	MA	\$597,660,297	685	9	82
406	292	Keller Williams Preferred Realty	IL	\$596,892,211	2,745	1	435
407	220	Schuler Bauer Real Estate ERA Powered	IN	\$596,697,487	3,443	8	273
408	395	The Platinum Group REALTORS®	CO	\$594,203,820	1,867	1	66
409	372	Keller Williams Realty Crofton/Ft. Meade	MD	\$587,957,536	2,011	1	527
410	468	Heritage House Sotheby's Intl. Realty	NJ	\$587,581,357	1,114	5	193
411	470	CENTURY 21 All Islands	НІ	\$585,816,978	1,100	10	258
412	341	RE/MAX Real Estate Group	CO	\$584,390,610	2,273	2	120
413	479	Keller Williams Realty City Life	NJ	\$582,887,393	966	1	289
414	317	Keller Williams Realty Legacy	TX	\$582,765,595	2,508	1	302
415	315	RE/MAX Realtec Group	FL	\$582,551,489	2,554	3	151
416	490	Keller Williams Tri Valley Realty	CA	\$580,770,147	703	1	115
417	196	Danberry REALTORS®	ОН	\$580,736,131	3,785	5	257
418	284	RE/MAX Town & Country	GA	\$580,324,703	2,830	11	170
419	471	Keller Williams Realty Montclair	NJ	\$576,210,280	1,091	1	171
420	432	Keller Williams Realty Bakersfield	CA	\$574,043,796	1,442	2	322
421	383	RE/MAX Grand	TX	\$573,872,440	1,949	3	101
422	424	RE/MAX Champions	CA	\$573,625,714	1,529	4	98
423	259	Keller Williams Realty Royal Oak	MI	\$570,579,806	3,051	2	428
424	182	RE/MAX Crossroads Properties	OH	\$569,506,127	4,079	7	135
425	437	RE/MAX Premier Realty	CA	\$569,389,278	1,398	4	108













Sales Volume Total Total Sales Trans. Company State **Transactions** Rank Rank Offices **Agents** 426 339 RE/MAX 440 PA 2,316 10 155 \$569,380,186 427 486 ΗΙ 824 5 Better Homes and Gardens Real Estate Advantage Realty \$566,988,531 130 428 VA Keller Williams Realty Elite-Western Branch \$566,790,981 2,483 3 320 429 409 CA 5 RE/MAX All Pro \$566,000,000 1,676 192 430 379 Keller Williams Premier Realty TX \$565,869,571 1,960 1 369 431 SC 8 291 **ERA Wilder Realty** \$564,972,725 3,089 432 448 Keller Williams Realty Lake Travis TX \$563,731,957 1,296 1 312 433 Keller Williams Realty Spokane WA \$562,293,721 2,901 1 234 434 Keller Williams Realty Northville MI \$561,626,119 2,491 1 286 435 397 Coldwell Banker Elite VA \$560,883,447 1,838 9 247 436 444 **CENTURY 21 Hometown Realty** CA 13 239 \$558,621,676 1,325 437 369 Jack White Real Estate ΑK \$557,475,762 2,032 5 208 Terrie O'Connor REALTORS® 9 438 473 NJ \$556.142.424 1.064 380 439 RE/MAX Preferred WI \$555,229,506 2.388 13 96 440 289 Keller Williams Realty Indy Metro Northeast IN 2,783 1 242 \$555,211,349 441 227 Keller Williams Realty Springfield MO \$551,097,186 3,408 1 266 442 2 421 Keller Williams Realty Plymouth MC MI \$550,309,873 3,436 443 498 Berkshire Hathaway HomeServices California Properties Torrance 4 CA 600 173 \$549,468,770 444 277 451 CENTURY 21 NorthBay Alliance CA \$547,846,728 1,285 11 445 367 RE/MAX Advantage CO \$547,467,164 2,052 1 100 446 9 419 Berkshire Hathaway HomeServices Rocky Mountain, REALTORS® CO \$545,978,735 1,557 174 447 458 **RE/MAX Executives** VA \$545,018,612 5 126 1,218 448 The Russell Realty Company OH 4,539 9 606 \$542,478,866 449 MO 1 304 Keller Williams Realty St. Louis \$538,232,679 2,364 450 469 Cottingham Chalk Hayes REALTORS® 1 105 NC \$537,379,445 1,106 451 6 Coldwell Banker Mid-America Group, REALTORS® IA \$535,832,999 2,713 181 452 Coldwell Banker Gosslee LA \$534,887,920 2,412 2 161 Keller Williams Realty Nashua 453 390 NH \$530,719,234 1,898 1 169 454 414 Keller Williams Realty Boynton Beach FL 1,636 2 343 \$528,839,425 455 228 IΑ 8 Mel Foster Co. \$528,613,347 3,408 216 456 RE/MAX 10 5 Ш \$527,566,459 2,794 167 457 399 **RE/MAX RESULTS** MD \$527,532,186 1,818 2 107 458 375 **CENTURY 21 Arizona Foothills** ΑZ \$527,376,232 2,138 8 459 435 Keller Williams Realty Showcase Properties MA \$527,220,110 1,430 1 218 460 2 94 407 RE/MAX Metro GA \$526,876,398 1,682 461 391 RE/MAX Whatcom County, Inc. WA \$526,253,908 1,891 4 102 462 447 Keller Williams Realty Bothell WA \$523,432,464 1.307 1 192 2 463 359 Keller Williams Realty Hendersonville ΤN \$522,331,430 2,097 217 464 449 **RE/MAX Platinum Living** ΑZ \$521,340,198 1,294 4 113













Sales Trans. Sales Volume **Transactions** Total Total Company State Rank Rank Offices **Agents** 465 500 CA 429 3 Ewing & Associates Sotheby's Intl. Realty \$521,136,031 110 466 349 TX 2,232 4 178 **RE/MAX Trinity** \$521,134,487 467 295 FL 8 ERA Grizzard Real Estate \$518,819,307 2,732 211 468 483 CO 928 2 97 WK Real Estate \$518,727,264 469 408 CENTURY 21 Results Realty Services GA \$516,206,420 1,679 1 178 248 IN 470 10 191 Cressy & Everett Real Estate \$516,077,570 3,181 3 471 343 RE/MAX Space Center-Clear Lake TX \$515,486,579 2,270 110 Keller Williams Realty Antelope Valley CA 1 472 361 \$514,992,440 2,086 400 473 235 F.C. Tucker Emge REALTORS® IN \$514,488,154 3.337 8 179 474 **RE/MAX Properties East** KY \$514,485,354 2,437 1 125 475 417 Keller Williams Realty Allen TX \$513,622,876 1,585 1 200 476 452 **RE/MAX Town Center** MD \$513,060,094 1,281 2 132 477 Star One REALTORS® ОН 9 248 300 \$512.620.000 2.698 478 453 Keller Williams Realty Corona CA \$511.531.881 1.281 1 242 479 454 Keller Williams Realty Palm Beach Central FL \$511,531,881 1,281 1 242 480 258 **ERA First Advantage Realty** IN \$508,118,411 3,058 8 188 481 381 Keller Williams Realty Sarasota Lakewood Ranch FL 2 355 \$507,941,433 1.953 482 330 MO 4 215 Coldwell Banker Premier Group \$506,392,553 2.440 483 420 **RE/MAX Advance Realty** FL 2 1,545 152 \$505,342,108 484 472 CA 2 Keller Williams Realty Valencia \$505,328,075 1,076 537 2 485 385 V۸ Keller Williams Realty Coastal Virginia \$504,703,696 1,939 302 486 459 Keller Williams Realty El Cajon CA \$503,603,547 1,200 1 373 487 488 **Bailey Properties** CA \$502,231,710 727 4 114 488 394 Keller Williams Realty Community Partners GA 1 254 \$501,524,788 1,871 489 401 ID 2 160 CENTURY 21 Beutler & Associates \$501,063,627 1,817 490 LA 2 Keller Williams Realty Metairie \$500,861,247 2,259 365 491 439 Keller Williams Realty Sacramento CA \$500,387,402 1,384 1 191 492 307 ERA Sellers & Buyers Real Estate TX \$499,728,680 2,619 4 236 493 412 GA 1,647 3 103 **RE/MAX Around Atlanta** \$498,446,891 494 243 IN 3,262 1 215 CENTURY 21 Bradley Realty Inc. \$497,338,745 495 370 ΑZ 1 RE/MAX Infinity Realty Chandler \$497,333,422 2,022 82 496 487 Steamboat Sotheby's Intl. Realty CO \$497,239,816 790 3 94 497 480 Keller Williams Realty Bellevue WA 953 1 186 \$495,579,697 441 LA 1 498 Keller Williams Realty New Orleans \$494,904,964 1,358 202 1 499 374 CENTURY 21 Mike Bowman Inc. ΤX 2,001 229 \$494,878,292 500 481 Keller Williams Realty LS CA \$494,863,455 943 1 478

All submitted survey data are verified by the individual broker, his/her financial party, and corporate office, where applicable. Data are deemed accurate at press time and do not reflect changes as a result of acquisitions or mergers that may have taken place post press date.











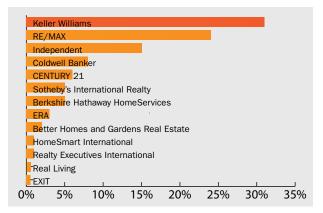


WHO'S WHO AT HOMESERVICES OF AMERICA

Here is the 2016 breakdown of HomeServices-owned firms:

			Agents
\$1,637,791,007	1,918	1	307
\$12,154,140,532	12,276	51	2,529
\$2,067,544,972	7,116	13	817
\$964,224,134	3,065	8	372
\$10,984,604,242	32,071	62	4,729
\$3,444,516,265	12,236	20	1,550
\$4,367,390,021	9,201	23	1,426
\$3,308,532,670	9,712	50	1,347
\$1,481,868,957	4,408	18	342
\$803,201,315	3,233	5	183
\$1,455,859,204	3,510	7	396
\$340,786,885	2,380	9	240
\$1,242,113,132	5,587	2	373
\$525,488,716	1,443	7	208
\$8,612,882,363	33,188	60	2,416
\$1,887,703,883	2,725	10	770
\$2,999,425,019	13,915	55	1,070
\$1,003,175,483	3,786	11	470
\$2,879,930,214	6,809	13	883
\$1,019,681,269	5,470	7	359
\$821,370,341	5,071	9	402
\$6,537,708,779	6,139	14	1,034
\$2,383,237,042	11,206	17	816
\$2,221,517,683	3,797	4	238
\$2,305,451,051	9,357	14	753
\$1,874,251,171	8,027	16	769
\$4,800,715,582	18,115	21	2,14
\$423,137,347	2,183	4	194
\$1,461,061,742	7,210	8	710
	\$12,154,140,532 \$2,067,544,972 \$964,224,134 \$10,984,604,242 \$3,444,516,265 \$4,367,390,021 \$3,308,532,670 \$1,481,868,957 \$803,201,315 \$1,455,859,204 \$340,786,885 \$1,242,113,132 \$525,488,716 \$8,612,882,363 \$1,887,703,883 \$2,999,425,019 \$1,003,175,483 \$2,879,930,214 \$1,019,681,269 \$821,370,341 \$6,537,708,779 \$2,383,237,042 \$2,221,517,683 \$2,305,451,051 \$1,874,251,171 \$4,800,715,582 \$423,137,347	\$12,154,140,532	\$12,154,140,532

POWER BROKERS BY BRAND



POWER BROKERS BY RELOCATION REFERRAL NETWORK



Based on the top 1,000 respondents to RISMedia's 2017 Power Broker Survey

^{*}Includes metrics for the full year 2016, date of acquisition was April 30, 2016

^{**}Includes metrics for the full year 2016, date of acquisition was April 30, 2016

^{***}Includes metrics for the full year 2016, date of acquisition was June 10, 2016