

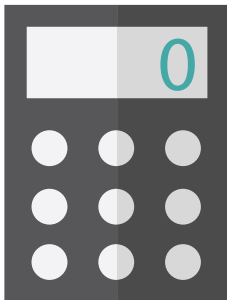
RISMedia's 28th Annual

POWER BROKER





Report

OPTIMISM TINGED WITH UNCERTAINTY

by Maria Patterson



2015 POWER BROKER TOTALS

	Agents 416,212
	Offices 7,804
	Transactions 3,453,108
	Total Sales Volume \$1,123,494,913,023

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



Encouraged by a post-recession housing market that continues to tick upward, **Power Brokers are generally positive, but carefully watching the future, with 58 percent describing their confidence level as “cautiously optimistic.”** While certain tailwinds stand to accelerate growth (low interest rates, pent-up demand), several headwinds may get in the way (the presidential election, low inventory). That’s why respondents to RISMedia’s 28th Annual Power Broker Survey are focused on fortifying their agent force with new blood, better training, and the right resources to increase business, no matter what the market hands them in the months ahead.

The results of RISMedia’s Power Broker Survey* reflect the overall pattern of the housing market last year. While 45 percent described their markets as “growing,” “stable” was a close second. Power Brokers reported a collective \$1,123,494,913,023 in sales volume and 3,453,108 transactions. This represents a more than \$150 billion increase in sales volume over 2014, and nearly 250,000 more transactions—a clear indicator of low inventory driving prices higher.

While many positive indicators bode well for an even better 2016, certain factors may have the unintended consequences of thwarting the market’s potential.

Helen Hanna Casey, president of regional leader Howard Hanna Real Estate, is well aware of the impending conflict in this year’s market. “2016 is off to an incredible start, and it looks to continue for the coming months,” she reports. “High rents and low interest rates will continue to drive the first-time buyers’ market. With slight increases in inventory, move-up buyers are gaining momen-

tum. But it’s an election year, and there is a volatile stock market, which affects the luxury buyer and seller.”

Of course, the scenario varies based on location, with many brokers in hot markets experiencing significant increases in 2015. “We are anticipating another strong year in 2016,” says **Tom Tognoli**, founder, president and CEO of Intero Real Estate. “We expect the pace of appreciation to slow down a bit, but with a lack of inventory, low unemployment, and low interest rates, I do believe that property values will continue to appreciate, especially in the San Francisco Bay Area and Silicon Valley.”

“This is a historic time for the real estate industry, and the wild ride will continue into 2016,” says **Lennox Scott**, president and CEO of the Pacific Northwest’s John L. Scott Real Estate. “Inventory in markets closest to job centers is desperately low, and what was a ‘quick action’ market is now an ‘instant response’ one for homebuyers. Because this is such a frenzied market, we are arming our brokers with the best tools possible.”



Helen Hanna Casey
President
Howard Hanna Real Estate



Tom Tognoli
Founder, President & CEO
Intero Real Estate



Lennox Scott
President & CEO
John L. Scott Real Estate



Rei Mesa
President
Berkshire Hathaway HomeServices Florida Realty



Dan Elsea
President
Brokerage Services Real Estate One



Dorcas Helfant-Browning
Managing Partner & Principal Broker
Coldwell Banker Professional, REALTORS®



Jeff Detwiler
President & COO
Long & Foster Real Estate



Whitney Finn LaCosta
Branch Manager
Coach REALTORS®



Joe Rand
Partner
Better Homes and Gardens Rand Realty



John Paul Horning
Executive Vice President
Shorewest REALTORS®



Caroline Ruhl
President & Co-owner
Ruhl & Ruhl REALTORS®

THE PROS AND CONS OF LOW INVENTORY

Rei Mesa, president and CEO of Berkshire Hathaway HomeServices Florida Realty is battling inventory challenges in the Sunshine State. “We’re experiencing some headwinds related to inventory here. It’s still pretty tight—we have four months of inventory in the single-family sector, and a healthy market is six months,” he explains. “For first-time and entry-level buyers, the lack of inventory and price appreciation we’ve experienced over the last several years are challenging. Even though interest rates are low, prices have inched back up, so there is a lack of choices.”

But despite those factors, the desire to buy is strong. “There is a great deal of pent-up demand,” adds Mesa. “Rental vacancies are near zero. Rents have risen higher than actual sales prices as a percentage. These factors should translate into a higher number of transactions in the future.”

Inventory challenges are not just relegated to coastal markets, either. According to **Dan Elsea**, president of Brokerage Services for Michigan’s Real Estate One,

among the biggest concerns for buyers is finding a home to buy, “particularly in the mid- to lower-price ranges. I think as the market settles down through this year, inventories should rise and give some relief to buyers. We have been seeing that in the upper-end markets for the past 12 months. Finding listing inventory will still be the primary focus this year, even as the market settles down, so agents will need to be creative in reaching out to their sphere.”

“Like most markets, we do not have a huge inventory of affordable housing and new construction,” agrees **Dorcas Helfant-Browning**, managing partner and principal broker of Coldwell Banker Professional, REALTORS® in Virginia Beach, Va. “We represent several core cities and several counties, and our hotter cities are hot with multiple offers. Others have less job opportunities. Employment is low, and many people are under-employed. Local economists tell us employment is down 10 percent, but we’ve also grown 10.5 percent. For us, that’s a win because we’ve sustained jobs.”

THE MILLENNIAL PROMISE

Despite their staggering student-loan debt and alleged disinterest in owning a home, millennials hold much promise for real estate, say respondents.

“Millennials are poised to dominate the housing market in the coming years, and we’re positioning Long & Foster and our agents to appeal to their needs and wants in a variety of ways,” says **Jeff Detwiler**, president and COO of the Midatlantic powerhouse, Long & Foster Real Estate. “We’ve increased our focus on technology, recognizing both the power it provides our agents and company in terms of growth and its appeal to millennials. We became a part-owner of Moxi Works, a real estate tech company, in 2015, and that investment positions our company and our agents on the leading edge of real estate tech—a place you’ll find many millennials.”

According to Coach REALTORS® Branch Manager **Whitney Finn LaCosta**, appealing to millennial homebuyers in the firm’s Long Island, N.Y.-based market requires bringing more millennials into the company fold—and that goes beyond technology. “They want to be part of a like-minded group, and that group must have high ethical standards,” says LaCosta. “The high ethical standards part is easy because that has always been part of the Coach REALTORS® culture. To help create the group environment they’re looking for, we have developed a Young Professionals network within our company.”

Joe Rand, managing partner of Westchester, N.Y.-based Better Homes and Gardens Rand Realty, adds a word of caution when it comes to millennials, suggesting that the differences between them and other generations are “often over-hyped.”

“Obviously, you need to be more tech-savvy with younger agents and clients, but that’s always been the case,” says Rand. “With regard to clients, millennials re-

spond to fundamentals the same way everyone else does. Agents need to know their inventory, be able to explain the buying process, communicate openly and frequently, manage a transaction...all that good stuff. And with regard to agents, I do think that brokers need to be a little more sensitive to the fact that millennials want a more 'customizable' career path that responds to their needs, rather than the cookie-cutter approach that many brokers have traditionally taken. But in the end, millennial agents want what every agent wants: good training and coaching, solid resources and tools, uplifting branding, and a fair split."

OUTSMARTING THE MARKET

To succeed in the year ahead and beyond will require a strategy that takes both the market's challenges and opportunities into account.

"We anticipate that 2016 will outperform 2015," says [John Paul Horning](#), executive vice president of Wisconsin's Shorewest REALTORS®. "We have already seen increased demand due to low rates and an improving job market. We are also experiencing a tighter inventory of homes for sale, which is supporting an increase in home prices."

Hanna Casey says that success path forward will require a focus on target marketing. "We need to better understand market segments and how to capture them and keep them through multi-media, multi-generational marketing."

Savvy brokers will seize the opportunity to turn economic uncertainty into an advantage. "We see a big opportunity with the chaos in the stock market to attract people to real estate investments as a safe, local investment," says [Caroline Ruhl](#), president and co-owner of Iowa's Ruhl & Ruhl REALTORS®. "We have a speaker scheduled to come in and train our agents on how to sell investment real estate and then in the evening they can invite their clients back in to hear the speaker explain the advantages of investing in real estate."

Preparing agents for both the challenges and opportunities in the current marketplace is a priority for [Jim Fite](#), president and CEO of CENTURY 21 Judge Fite Company, serving the Dallas/Fort Worth Metroplex. "With listings being par with the last two years, our multiple offers are significant in number—upward of 30 offers on hot properties within 72 hours of listing," says Fite. "The biggest opportunities are recruiting new and experienced real estate professionals. As our marketing is very strong, new recruiting, onboarding, and training opportunities are paying off."

Looking past the uncertainties of 2016, Power Brokers see clear sailing on the horizon. "The real estate industry follows the cycles and reacts according to the law of supply and demand," says [Alexander Karavasiliis](#), president and CEO of Maryland's RE/MAX Advantage Realty. "Absent any extraordinary events, inventory levels are stabilizing, interest rates remain at historical 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." **RE**

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

**RISMedia's 28th 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 2015. The Top 500 list in this section is ranked by sales volume. To see firms ranked by transaction, 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.*



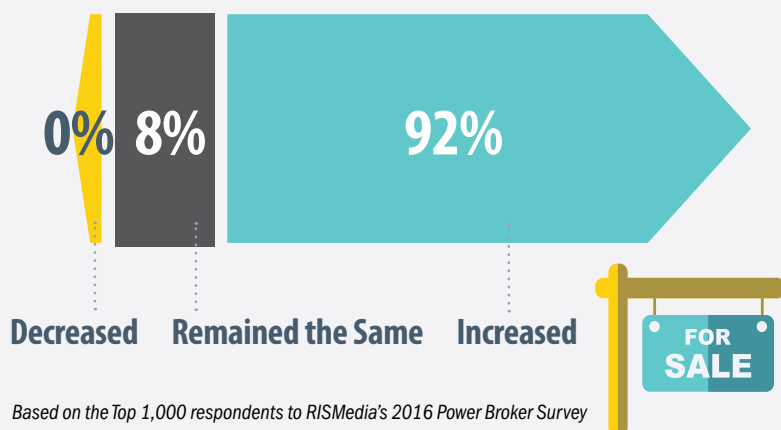
"Overall
consumer
confidence

has declined. Buyers need to know that their employment is stable and that their income will grow.

When one considers the political climate in this election year and the difficulties being faced in the energy sector caused by oil and gas-price falls, and state budget challenges... it plants a good deal of uncertainty in the minds of would-be buyers. But underlying demand is extremely strong and it speaks well to us having very strong housing markets in 2016/2017."

- **Rick Haase**, President,
Latter & Blum REALTORS®
ERA Powered

2015 Home Prices



PROS AND CONS FOR 2016

"We are coming off of 3 - 4 boom years with an incredibly and historically low available supply of properties in Silicon Valley. January 2016 set yet another record low for available supply. Our sense and forecast is that the inventory levels will accelerate more and sooner this spring, which may ultimately produce a more lubricated and balanced market for buyers and sellers."

- **Chris Trapani**, Sereno Group,
Silicon Valley/Santa Cruz, Calif.



"I don't believe the housing market will differ greatly from 2015. The general housing market looks good in 2016. There

will be continued pricing and inventory challenges at specific price points in certain market areas. I think as the housing market continues to improve, more first-time homebuyers will enter the market, and at the same time, it will be a very competitive environment for real estate investors. Unemployment, jobs, and the economy will ultimately determine the market's momentum."

- **Steve Summers**,
Realty Executives of Kansas City



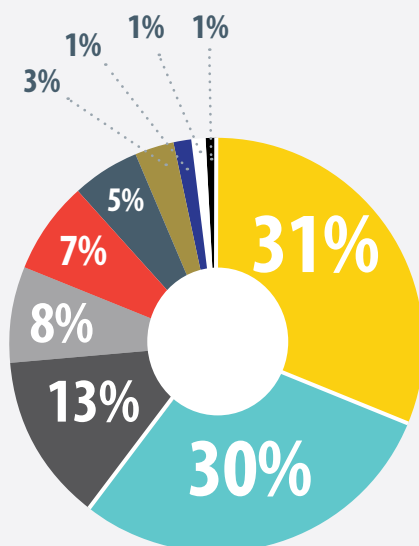
"California's recovery has made affordability a problem. The lack of inventory and rumbles of a recession leave me optimistically nervous. We are continuing to educate sellers about their equity position. Many sellers do not realize that values are back above the crash level. As sellers make their next life move, that will bring more homes to market."

- **Gretchen Pearson**,
Berkshire Hathaway HomeServices
Drysdale Properties, Danville, Calif.

Where Opportunity Knocks in Today's Market

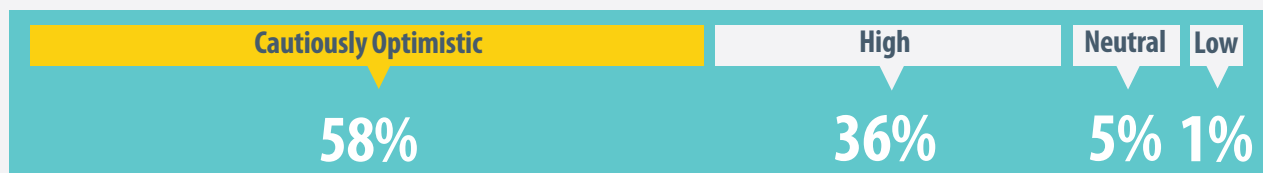


- Move-up buyers
- First-time homebuyers/millennials
- The luxury market
- New construction
- Relocating buyers
- Boomers/retirees
- Second-home/vacation property buyers
- Buyers from other countries
- Property management
- Diversity buyers from within the U.S. (i.e., Hispanic, Asian)



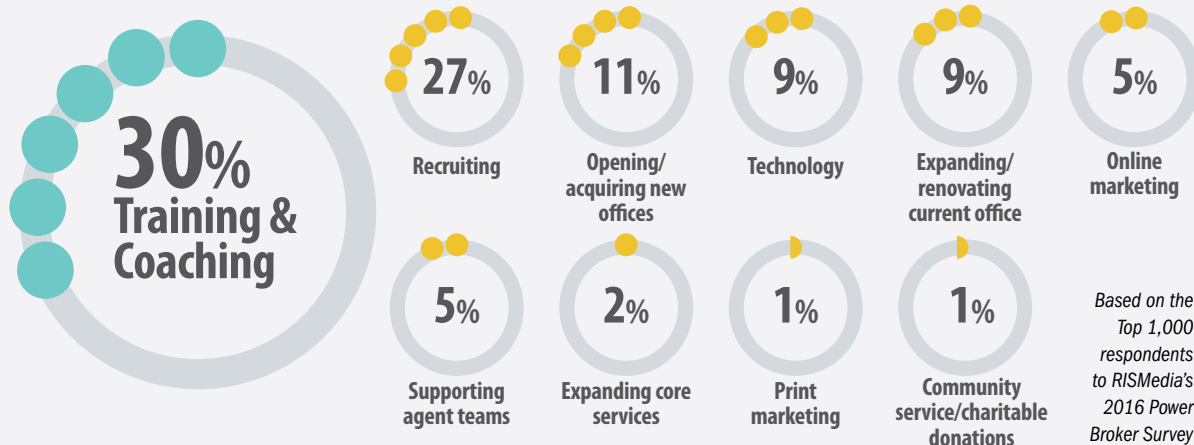
Based on the Top 1,000
respondents to RISMedia's 2016
Power Broker Survey

Power Broker Confidence Level

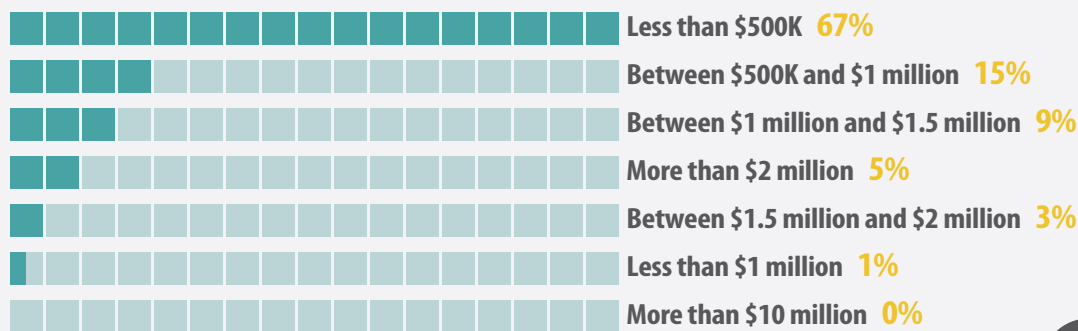


Based on the Top 1,000 respondents to RISMedia's 2016 Power Broker Survey

Where Power Broker Dollars Are Going



Power Broker Annual Marketing Spend



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



WHERE RESOURCES ARE GOING



"As the demographics of our region have changed, we have actively recruited bilingual agents and staff to serve that market."

- **Robert Bailey**, Bailey Properties, Aptos, Calif.

"We have received a great deal of interest in team development and growth, and have implemented training curriculum to address this need. Supporting agent teams is a close second to training and coaching."

- **Tyler Lein**, RE/MAX Excalibur, Scottsdale, Ariz.

"2016 is poised to be a record year for Homesale. We expect our investments in technology, agent

coaching, and new agent training to yield sustainable growth."

- **Rod Messick**, Berkshire Hathaway HomeServices Homesale Realty, Maryland and Pennsylvania

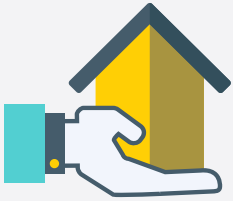


"In 2015, one of my personal initiatives was to cultivate our international relations. Everywhere I went, I explained our value proposition, why

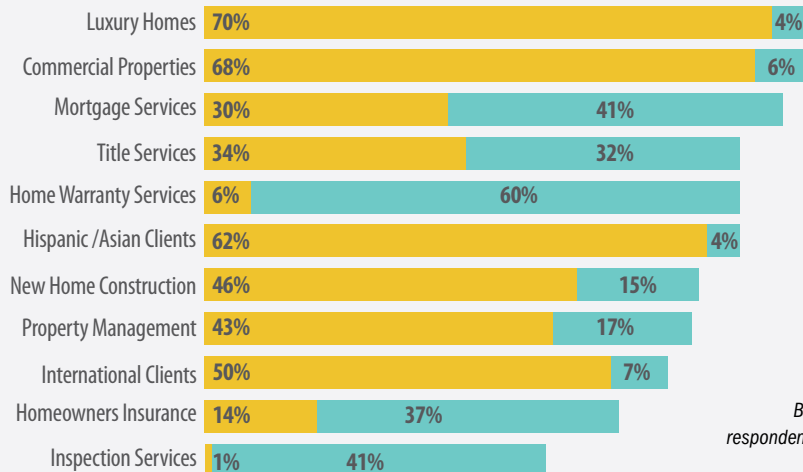
our markets are ideal for living and investing, and I showed them our beautiful properties. As a result, our company is coming into 2016 strong with opportunities we never imagined. Every company says they're global, and yes, our sign is recognizable in many countries, but when you have personal relationships with foreigners, you have their trust."

- **Judy Green**, Premier Sotheby's Intl. Realty, Naples, Fla.

Services Offered by Power Brokers



■ In-house
■ Outsourced



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

"We are evaluating growth options; we may add two kiosk spaces this year in advance of two much larger physical footprints in 1 - 2 locations. Our biggest challenge is getting out of our own way and making sure the mindset of our office-level leadership is right; if they believe they are saturated and can't handle any more business, they won't try to grow."

- Dave Sansom, Carolina One Real Estate, Charleston, S.C.

"We are seeing a shift in how agents work from physical space in our branch offices to more flexible work environments due to the increased capabilities of mobile communications."

- Kevin Walsh, CENTURY 21 New Millennium, Northern Virginia/Washington, D.C.

"We intend to have more 'out-desk' space for agents to come and work for a few hours or a day."

- Caroline Weiss, Keller Williams Realty Capital District, Albany, N.Y.

"We are focusing our efforts to create a highly sustainable office. We are approaching 200 agents, and will reach 300 in the next couple years. We are not a virtual office, but we focus on working with mobile agents, and will focus on helping teams grow their businesses by leveraging our staff, and our model, to help them make more money by focusing on their production."

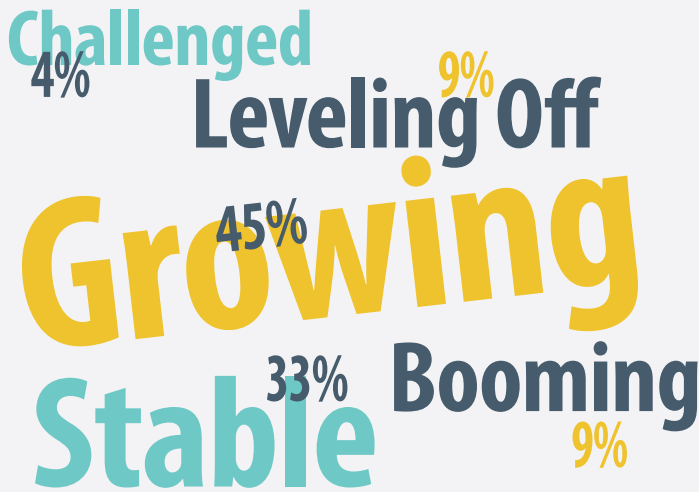
- Terry Swanson, CENTURY 21 Results Realty Services, Cumming, Ga.

"HomeSmart continues to invest heavily in our proprietary technology to ensure we stay ahead of the curve and provide high-touch, all-in-one systems, which enable each brokerage and agent to conduct their real estate businesses efficiently. We are working with each and every location to streamline services and processes by focusing on the strategic business direction each franchise owner desires to move toward."

- Matt Widdows, HomeSmart, Scottsdale, Ariz.

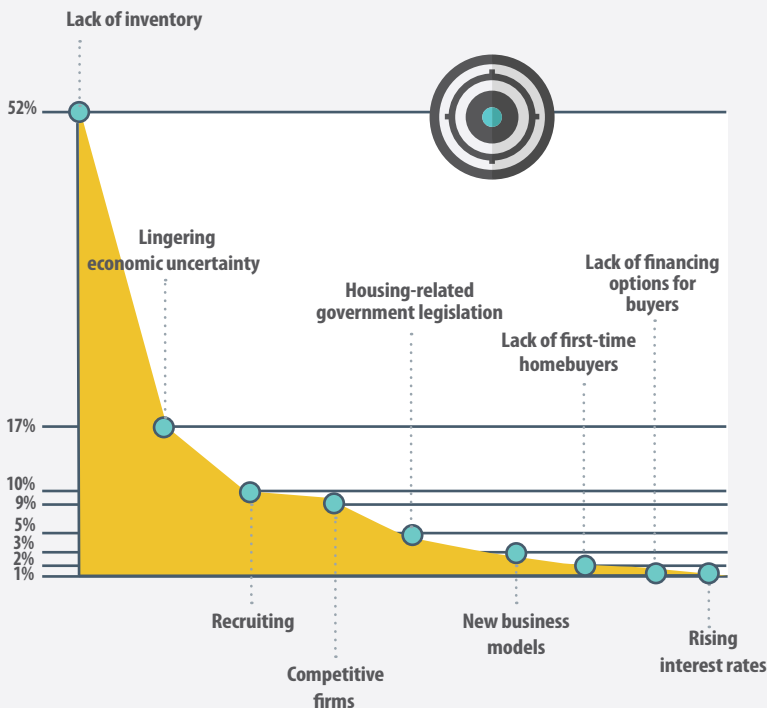
REDEFINING OFFICE SPACE

According to Power Brokers, Their Housing Market Is...



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

The Challenges Ahead for Power Brokers



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

THE AGENT EQUATION



"We have agent roundtables monthly to discuss what they see in the marketplace and what their clients are saying about their experiences in the market. We are also having Top Producer Panels so agents can pick the brains of our leading agents, and lastly, we have mastermind meetings where we invite brokers from other companies to our offices to discuss what they see happening, as well as how their companies are responding to clients. All of this, plus other training we host and attend, keeps us on the cutting-edge."

- **Scott MacDonald**, RE/MAX Gateway, Northern Virginia



"We look closely at what our external customers tell us through third-party surveys. The numbers have not changed much: 73 percent of our clients and customers come from our agents' sphere of influence and referrals. Internally, everything revolves around our agents—they are our internal customers. Our support staff, management, and ancillary companies all work together to put our agents in a position to succeed and shine."

- **John Meesseman**, Real Living Kee Realty, Southeast Michigan

"Our local real estate market is stable and improving. Our newer agents are showing a very strong commitment to truly learning the trade, and are motivated and productive in a relatively short period of time. We feel we are spending more time and effort on being more selective, and it is attracting a higher caliber of professional person, and our highly improved training programs are effective. We are excited about the upcoming year!"

- **Bob Majorino**, Berkshire Hathaway HomeServices California Realty, Visalia, Calif.



"Our most significant step is our personalized apps. Each agent has an app that functions the same way the national apps do, but is completely branded to our agents, which allows them to stay in touch with their clients in an innovative way."

- **Rob Talbot**, Keller Williams Antelope Valley, Palmdale, Calif.

"Our job is to control our own destiny. Our job is to outrun our competition, keep our agents well-trained, know the local market better than anyone and make the best use of new technology to keep our salesforce efficient."

- **Robert Hubbell**, Coldwell Banker Hubbell BriarWood, Lansing, Mich.

The 2015 Top 500

RISMedia

POWER BROKER

To see firms ranked by transaction, please reference the complete 2016 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	\$166,633,355,000	342,300	787	47,000
2	2	HomeServices of America, Inc.	MN	\$79,484,167,217	230,813	479	26,322
3	3	Long & Foster Real Estate	VA	\$29,104,165,420	82,259	227	11,133
4	15	Douglas Elliman Real Estate, LLC	NY	\$22,236,853,537	19,344	86	5,885
5	5	Realty ONE Group	CA	\$12,147,160,047	37,049	24	7,931
6	55	Alain Pinel REALTORS®	CA	\$12,022,780,805	8,397	31	1,286
7	4	Howard Hanna Real Estate Services	PA	\$12,013,270,082	61,677	157	4,959
8	14	William Raveis Real Estate, Mortgage, and Insurance	CT	\$9,019,725,930	19,653	117	3,982
9	78	Pacific Union International	CA	\$8,221,881,077	6,500	41	702
10	13	Ebby Halliday Real Estate, Inc.	TX	\$7,855,226,047	20,632	31	1,735
11	20	@properties	IL	\$7,349,190,055	15,632	20	1,865
12	18	John L. Scott Real Estate	WA	\$6,035,689,655	16,172	33	1,336
13	29	Coldwell Banker Bain Seal	WA	\$6,004,672,189	13,069	30	1,101
14	9	HomeSmart LLC	AZ	\$5,907,701,339	21,985	14	6,107
15	52	Houlihan Lawrence	NY	\$5,835,691,983	8,772	30	1,286
16	50	First Team Real Estate	CA	\$5,518,710,944	9,074	26	1,735
17	10	RE/MAX Results of Minnesota	MN	\$5,324,589,618	21,744	33	930
18	12	Keller Williams Realty	TX	\$5,298,201,995	21,083	9	2,426
19	6	Crye-Leike REALTORS®	TN	\$5,217,623,906	28,595	84	2,822
20	11	Allen Tate Companies	NC	\$5,163,393,523	21,595	41	1,515
21	90	Rodeo Realty Inc.	CA	\$5,005,349,582	5,934	12	1,200
22	95	Keller Williams Realty Forward Management	CA	\$4,885,668,560	5,522	9	2,421
23	7	Real Estate One	MI	\$4,820,405,513	23,515	43	1,875
24	22	Baird & Warner	IL	\$4,742,549,233	14,587	26	1,936
25	23	RE/MAX Alliance	CO	\$4,416,702,861	14,436	22	837
26	76	LIV/Sierra/Summit Sotheby's Intl. Realty	CO	\$4,370,522,444	6,651	26	555
27	157	RE/MAX Estate Properties	CA	\$4,050,000,000	4,286	17	678
28	38	RE/MAX Gold	CA	\$3,996,187,326	11,325	38	900
29	28	Keller Williams Realty - The Rawls Group	GA	\$3,940,143,969	13,168	6	1,498
30	115	Premier Sotheby's Intl. Realty	FL	\$3,939,653,993	5,142	30	903
31	98	William Pitt/Julia B. Fee Sotheby's Intl. Realty	CT	\$3,858,445,035	5,471	28	1,000
32	24	Keller Williams Realty Willis Management Inc.	TX	\$3,702,349,515	13,971	3	2,038
33	8	RealtyUSA	NY	\$3,553,994,000	23,023	65	2,147
34	33	Berkshire Hathaway HomeServices PenFed Realty	VA	\$3,373,926,915	12,311	55	1,499
35	107	Better Homes and Gardens Real Estate Mason-McDuffie	CA	\$3,352,793,000	5,291	26	964
36	21	Keller Williams Realty Pinnacle Partners Group	GA	\$3,217,009,830	15,177	12	1,916
37	44	BHHS Arizona Properties, CA Properties & Nevada Properties	NV	\$3,171,448,719	10,005	22	1,904
38	48	Berkshire Hathaway HomeServices Florida Realty	FL	\$3,115,218,000	9,701	39	1,711

The Power Broker Report is sponsored by:



Top 500

RISMedia

POWER BROKER

Sales Rank	Trans. Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
39	19	Watson Realty Corp.	FL	\$3,069,787,354	15,775	47	1,380
40	241	Keller Williams Realty Santa Monica	CA	\$3,015,885,617	3,024	5	999
41	49	Keller Williams Realty Texas	TX	\$3,014,308,452	9,178	2	1,315
42	96	Russ Lyon Sotheby's Intl. Realty	AZ	\$2,939,836,057	5,518	12	998
43	223	Pacific Sotheby's Intl. Realty	CA	\$2,866,017,074	3,285	23	500
44	58	Lyon Real Estate	CA	\$2,863,907,116	7,887	17	954
45	16	Coldwell Banker Honig Bell/Coldwell Banker The Real Estate Group	IL	\$2,858,149,573	16,736	52	1,195
46	39	The Keyes Company	FL	\$2,842,522,584	10,699	35	2,605
47	490	Hilton & Hyland	CA	\$2,784,159,763	679	1	150
48	54	RE/MAX Equity Group	OR	\$2,779,869,736	8,400	12	585
49	27	Latter & Blum Companies ERA Powered	LA	\$2,756,741,925	13,185	24	1,450
50	34	Realty Executives Phoenix, Tucson, Yuma and Green Valley	AZ	\$2,736,823,577	12,035	52	1,015
51	47	Allison James Estates & Homes	CA	\$2,707,233,335	9,778	1	976
52	32	Shorewest REALTORS®	WI	\$2,661,581,000	12,481	23	960
53	77	Michael Saunders & Co.	FL	\$2,631,808,973	6,596	19	673
54	153	The Herman Group: Shorewood REALTORS® and ERA Herman Group RE	CO	\$2,601,038,029	4,374	22	868
55	25	Berkshire Hathaway HomeServices Homesale Realty	PA	\$2,600,355,233	13,605	27	1,161
56	410	Surterre Properties	CA	\$2,583,827,829	1,657	7	424
57	348	Sereno Group	CA	\$2,582,000,000	2,143	9	315
58	67	Keller Williams Western Realty	WA	\$2,572,972,399	7,348	4	1,042
59	51	Carolina One Real Estate	SC	\$2,562,601,242	8,915	11	940
60	35	Coldwell Banker Sea Coast Advantage	NC	\$2,521,079,841	12,005	31	845
61	68	CENTURY 21 New Millennium	VA	\$2,495,517,808	7,264	17	819
62	271	Daniel Gale Sotheby's Intl. Realty	NY	\$2,480,457,000	2,791	26	755
63	36	Sibcy Cline, Inc.	OH	\$2,415,783,443	11,729	22	1,180
64	391	HOM Sotheby's Intl. Realty	CA	\$2,401,225,225	1,778	9	372
65	83	Keller Williams: The Virginia Realty Alliance Group	VA	\$2,400,130,776	6,128	6	968
66	143	Kentwood Real Estate	CO	\$2,400,000,000	4,487	3	190
67	189	John R. Wood Properties	FL	\$2,365,386,288	3,598	14	420
68	53	Better Homes and Gardens Real Estate Gary Greene REALTORS®	TX	\$2,364,724,812	8,479	20	879
69	43	Keller Williams Realty Atlanta Midtown	GA	\$2,340,371,945	10,096	6	1,148
70	45	Keller Williams Realty Clarksville	TN	\$2,331,327,268	9,971	6	1,081
71	266	John Aaroe Group	CA	\$2,330,483,000	2,834	9	410
72	41	Tomlinson Beutler Group of Companies	WA	\$2,309,990,508	10,220	16	745
73	75	CENTURY 21 M&M and Associates	CA	\$2,294,799,931	6,663	30	1,118
74	31	Carrington Real Estate Services	CA	\$2,291,838,794	12,701	36	2,039
75	65	PARKS	TN	\$2,280,755,427	7,471	14	650
76	366	Zephyr Real Estate	CA	\$2,275,524,935	1,951	6	325
77	88	RE/MAX Professionals of Colorado	CO	\$2,266,541,510	5,960	8	377
78	26	Coldwell Banker Schmidt REALTORS®	MI	\$2,265,134,969	13,502	62	1,177
79	97	Bennion Deville Homes	CA	\$2,254,805,391	5,511	27	1,040
80	46	F.C. Tucker Company	IN	\$2,253,981,298	9,926	13	603
81	382	Washington Fine Properties	DC	\$2,240,034,074	1,843	8	146
82	128	CENTURY 21 Award	CA	\$2,215,313,490	4,835	14	794
83	291	Briggs Freeman Sotheby's Intl. Realty	TX	\$2,212,674,464	2,565	9	408

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Sales Rank	Trans. Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
84	280	J. Rockcliff REALTORS®	CA	\$2,192,141,848	2,622	5	377
85	17	West USA Realty Inc.	AZ	\$2,175,972,018	16,565	13	1,985
86	59	Coldwell Banker Howard Perry and Walston Realty Inc.	NC	\$2,161,809,780	7,874	14	862
87	30	CENTURY 21 Affiliated	WI	\$2,138,920,584	13,058	85	1,633
88	37	HER Realtors	OH	\$2,127,096,764	11,636	54	1,081
89	122	RE/MAX Allegiance	VA	\$2,087,351,389	4,981	19	416
90	336	TTR Sotheby's Intl. Realty	DC	\$2,061,139,787	2,220	5	272
91	245	RE/MAX Accord	CA	\$2,030,827,235	3,004	9	301
92	92	Realty Austin	TX	\$1,994,000,000	5,678	6	330
93	79	REeBroker Group	CA	\$1,945,456,555	6,452	2	2,155
94	451	Decker Bullock Sotheby's Intl. Realty	CA	\$1,937,219,731	1,201	9	171
95	147	Berkshire Hathaway HomeServices Drysdale Properties	CA	\$1,932,857,958	4,442	33	931
96	346	Hammond Residential Real Estate LLC	MA	\$1,915,655,497	2,146	16	323
97	81	CENTURY 21 Select Real Estate Inc.	CA	\$1,881,576,009	6,324	32	754
98	110	Better Homes and Gardens Real Estate Rand Realty	NY	\$1,841,890,232	5,232	25	939
99	262	McEneaney Associates Inc.	VA	\$1,839,402,963	2,870	8	374
100	406	ONE Sotheby's Intl. Realty	FL	\$1,837,799,104	1,697	11	580
101	194	Atlanta Fine Homes Sotheby's Intl. Realty	GA	\$1,815,340,045	3,544	3	379
102	170	Berkshire Hathaway HomeServices Utah Properties	UT	\$1,808,906,723	3,870	20	381
103	94	Keller Williams Realty Roseville	CA	\$1,797,460,512	5,528	4	828
104	60	Keller Williams Realty Blue Bell	PA	\$1,794,519,400	7,811	8	1,092
105	181	Pinnacle Estate Properties, Inc.	CA	\$1,744,426,406	3,686	7	963
106	187	Keller Williams Realty Capital Properties	DC	\$1,732,064,988	3,614	4	824
107	62	Keller Williams Realty Arlington	TX	\$1,710,318,959	7,716	3	978
108	171	The Hasson Company	OR	\$1,695,338,305	3,857	7	172
109	324	RE/MAX Premier Properties	CA	\$1,682,125,705	2,310	7	179
110	123	RE/MAX DFW Associates	TX	\$1,655,300,000	4,921	7	328
111	265	Keller Williams Realty Carmel Valley/Del Mar	CA	\$1,652,603,239	2,837	3	798
112	363	Lakes Sotheby's Intl. Realty	MN	\$1,611,314,835	2,031	5	206
113	101	RE/MAX Realty Group & RE/MAX 100	MD	\$1,610,717,251	5,372	8	461
114	64	Berkshire Hathaway HomeServices Ambassador Real Estate	NE	\$1,609,931,174	7,607	2	527
115	70	Keller Williams Realty South Tampa	FL	\$1,609,064,236	7,024	5	930
116	42	HUNT Real Estate ERA	NY	\$1,603,543,328	10,113	37	1,122
117	66	Keller Williams Realty Dallas Park Cities	TX	\$1,599,038,601	7,409	3	978
118	427	Slifer Smith & Frampton	CO	\$1,598,929,201	1,428	21	181
119	40	Berkshire Hathaway HomeServices Mich. and No. Indiana Real Estate	MI	\$1,595,781,187	10,381	43	776
120	351	Prominent Properties Sotheby's Intl. Realty	NJ	\$1,590,949,643	2,114	13	550
121	347	Dilbeck Real Estate	CA	\$1,582,207,261	2,145	14	547
122	273	Locations LLC	HI	\$1,567,631,713	2,766	7	303
123	120	The Group Inc. Real Estate	CO	\$1,565,114,896	5,075	6	183
124	190	Gloria Nilson & Co. Real Estate	NJ	\$1,529,983,387	3,598	20	698
125	104	Keller Williams Realty Alaska/Reno North/Sparks	AK	\$1,518,796,842	5,315	3	595
126	486	Aspen Snowmass Sotheby's Intl. Realty	CO	\$1,518,237,445	760	9	171
127	464	Paragon Real Estate Group	CA	\$1,508,013,932	1,104	4	121
128	71	Coldwell Banker Legacy	NM	\$1,481,163,120	6,929	16	620

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Sales Rank	Trans. Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
129	186	Berkshire Hathaway HomeServices California Properties	CA	\$1,474,674,948	3,623	21	800
130	135	Keller Williams Realty Brian Smith Mgmt.	CO	\$1,461,593,833	4,682	4	791
131	61	Better Homes and Gardens Real Estate Metro Brokers	GA	\$1,449,659,319	7,743	25	1,838
132	197	Illustrated Properties	FL	\$1,429,905,110	3,530	23	562
133	221	Berkshire Hathaway HomeServices New Jersey Properties	NJ	\$1,415,398,170	3,288	17	654
134	277	Kuper Sotheby's Intl. Realty	TX	\$1,412,352,440	2,649	9	330
135	118	RE/MAX Alliance Group	FL	\$1,407,518,442	5,112	7	300
136	130	Keller Williams Realty CH Realty Investments LLC	GA	\$1,388,969,945	4,799	3	613
137	93	RE/MAX Advantage Plus	MN	\$1,388,812,253	5,544	15	369
138	112	PMZ Real Estate	CA	\$1,387,906,000	5,197	16	600
139	56	Coldwell Banker Select	OK	\$1,373,318,905	8,306	14	598
140	82	Atlanta Communities Real Estate Brokerage LLC	GA	\$1,355,806,698	6,208	5	676
141	74	Better Homes and Gardens Real Estate The Masiello Group	NH	\$1,354,504,427	6,791	32	579
142	338	Keller Williams Realty Walnut Creek and Danville	CA	\$1,333,773,225	2,202	2	561
143	409	Greenwood King Properties	TX	\$1,332,768,061	1,663	3	167
144	116	Keller Williams Realty Signature Texas	TX	\$1,331,773,276	5,135	2	654
145	85	Keller Williams Realty Edmond	OK	\$1,330,660,219	6,068	2	528
146	73	Realty Executives Associates	TN	\$1,329,540,671	6,808	7	480
147	80	Berkshire Hathaway HomeServices The Preferred Realty	PA	\$1,325,829,000	6,368	18	689
148	87	Berkshire Hathaway HomeServices Anderson Properties	TX	\$1,317,372,463	5,974	35	784
149	389	Legacy Real Estate & Associates ERA Powered	CA	\$1,317,008,372	1,796	4	258
150	99	Keller Williams Realty Boise	ID	\$1,313,708,834	5,441	1	494
151	318	Evergreen Realty HomeSmart	CA	\$1,305,246,761	2,383	7	1,100
152	137	Better Homes and Gardens Real Estate Kansas City Homes	KS	\$1,303,976,821	4,647	8	427
153	106	Windermere Stellar	OR	\$1,297,000,000	5,300	11	425
154	125	Keller Williams Realty San Antonio	TX	\$1,277,027,540	4,887	1	684
155	57	Northwood Realty Services	PA	\$1,266,548,001	8,081	37	941
156	283	Keller Williams Realty Metro Center	VA	\$1,250,250,522	2,594	3	552
157	140	Rose & Womble Realty	VA	\$1,247,662,451	4,539	11	550
158	302	CENTURY 21 Commonwealth	MA	\$1,244,302,611	2,469	21	482
159	72	NP Dodge Real Estate	NE	\$1,234,082,900	6,880	9	504
160	131	RE/MAX Executive	NC	\$1,229,566,177	4,787	8	258
161	100	Comey & Shepherd REALTORS®	OH	\$1,200,000,000	5,401	5	220
162	109	Solid Source Companies	GA	\$1,191,017,907	5,239	7	1,820
163	304	Prudential California Realty	CA	\$1,186,460,419	2,460	7	261
164	117	GARDNER REALTORS®	LA	\$1,184,000,000	5,130	24	900
165	155	Keller Williams Realty Salt Lake City	UT	\$1,182,578,724	4,324	3	436
166	313	Jameson Sotheby's Intl. Realty	IL	\$1,181,645,885	2,402	5	325
167	133	Keller Williams Realty Jupiter/Palm Beaches/Treasure Coast	FL	\$1,178,459,262	4,719	5	950
168	230	Keller Williams Realty Professionals	OR	\$1,174,370,634	3,194	1	281
169	333	RE/MAX Gold Coast	CA	\$1,170,438,239	2,249	8	234
170	129	CENTURY 21 Everest Realty Group	UT	\$1,166,816,180	4,806	4	467
171	356	RE/MAX Leading Edge	MA	\$1,164,362,785	2,091	11	174
172	169	Keller Williams Realty Agnew Real Estate LLC	AZ	\$1,164,069,582	3,919	3	594
173	203	Heritage Texas Properties	TX	\$1,159,886,604	3,439	15	254

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174	91	CENTURY 21 Judge Fite Company Inc.	TX	\$1,153,333,624	5,922	19	682
175	108	CENTURY 21 Scheetz	IN	\$1,152,048,010	5,283	6	326
176	292	Smith & Associates Real Estate	FL	\$1,144,901,768	2,549	4	200
177	260	CENTURY 21 Redwood Realty	VA	\$1,144,530,174	2,895	9	377
178	257	Kinlin Grover, Page Taft, Randall REALTORS® Real Living	RI	\$1,134,874,703	2,937	28	505
179	312	Coach Real Estate Associates	NY	\$1,133,612,618	2,407	19	658
180	193	Keller Williams Realty Meggers Management Group	CA	\$1,131,672,823	3,561	3	816
181	151	Keller Williams Realty Integrity Northwest	MN	\$1,123,772,324	4,390	4	535
182	127	Coldwell Banker Weir Manuel	MI	\$1,120,529,736	4,847	14	433
183	423	John Daugherty REALTORS®	TX	\$1,117,101,234	1,482	2	142
184	121	Coldwell Banker Apex REALTORS®	TX	\$1,117,072,406	5,059	8	467
185	345	RE/MAX of Boulder Inc.	CO	\$1,116,398,860	2,154	2	135
186	229	Keller Williams Realty DTC LLC	CO	\$1,108,496,613	3,211	1	506
187	163	Berkshire Hathaway HomeServices Verani Realty	NH	\$1,107,851,307	4,091	21	451
188	216	Keller Williams Realty The Woodlands and Magnolia	TX	\$1,094,626,449	3,345	1	440
189	350	Beachside REALTORS®	CA	\$1,091,905,429	2,116	10	683
190	184	Berkshire Hathaway HomeServices Towne Realty	VA	\$1,081,126,737	3,652	6	412
191	440	Gibson Sotheby's Intl. Realty	MA	\$1,078,471,031	1,340	7	234
192	161	RE/MAX Properties Colorado	CO	\$1,065,241,953	4,141	4	182
193	162	Keller Williams Realty Lake Norman	NC	\$1,065,168,597	4,094	4	654
194	139	Wilkinson ERA Real Estate	NC	\$1,063,224,439	4,592	9	902
195	89	Keller Williams Realty Lubbock	TX	\$1,055,650,853	5,957	4	534
196	383	Keller Williams Realty Boston Metro	MA	\$1,054,627,910	1,832	2	371
197	144	Keller Williams Realty The Haigh Group	MN	\$1,050,576,790	4,482	4	556
198	86	Keller Williams Realty of Central Florida LLC	FL	\$1,049,449,795	6,004	4	694
199	417	RE/MAX Olson & Associates	CA	\$1,048,017,817	1,536	5	164
200	185	Beverly-Hanks & Associates	NC	\$1,045,973,686	3,651	6	291
201	69	Carpenter REALTORS®	IN	\$1,044,351,944	7,088	30	630
202	377	Keller Williams Realty Ridgewood	NJ	\$1,043,489,775	1,868	3	639
203	353	RE/MAX Metro Realty Washington	WA	\$1,038,920,227	2,106	2	189
204	458	Keller Williams Realty Premier Properties	NJ	\$1,036,949,466	1,165	1	267
205	63	Cutler Real Estate	OH	\$1,028,648,405	7,612	23	367
206	84	Keller Williams Realty Tulsa	OK	\$1,019,925,985	6,096	3	810
207	242	Jack Conway & Co.	MA	\$1,011,746,324	3,020	30	650
208	319	Coldwell Banker Danforth	WA	\$1,007,865,975	2,375	3	407
209	158	Coldwell Banker D'Ann Harper REALTORS®	TX	\$1,004,895,171	4,278	9	356
210	436	Keller Williams Realty Westlake Village	CA	\$1,002,405,832	1,368	1	349
211	209	Keller Williams Realty The Hilgenberg Group	CA	\$1,000,000,000	3,403	7	700
212	274	Dickson Realty Inc.	NV	\$995,066,113	2,751	6	264
213	119	Keller Williams Realty Palm Harbor	FL	\$990,615,212	5,099	3	703
214	154	DPR Realty LLC	AZ	\$988,659,539	4,345	4	1,187
215	342	RE/MAX Northwest REALTORS® Bothell	WA	\$988,466,263	2,160	3	165
216	489	Keller Williams Realty Palo Alto and Menlo Park	CA	\$985,749,252	711	1	198
217	173	RE/MAX Suburban of Illinois	IL	\$984,907,008	3,815	7	193
218	196	Charles Reinhart Company	MI	\$978,829,366	3,532	7	225

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219	102	Coldwell Banker Prime Properties	NY	\$974,184,544	5,366	15	423
220	138	Keller Williams Realty Tyrrell Enterprise Inc.	FL	\$973,202,177	4,615	3	591
221	362	Chase International Real Estate	NV	\$960,635,511	2,041	10	377
222	414	Hawaii Life	HI	\$953,550,006	1,564	12	209
223	214	Keller Williams Realty Sunset Corridor/Eugene	OR	\$948,291,541	3,393	3	366
224	178	Patterson-Schwartz Real Estate	DE	\$947,000,000	3,708	9	333
225	225	Keller Williams Realty Temecula Valley Real Estate Inc.	CA	\$944,617,870	3,282	4	1,002
226	111	Berkshire Hathaway HomeServices Indiana Realty	IN	\$943,781,113	5,204	19	401
227	160	Keller Williams Realty Partners	KS	\$942,266,075	4,171	1	419
228	149	Keller Williams Realty Columbia	SC	\$933,925,452	4,421	3	691
229	177	Berkshire Hathaway HomeServices Alliance Real Estate	MO	\$928,389,127	3,732	8	408
230	134	Keller Williams Realty Chattanooga	TN	\$919,552,854	4,698	2	395
231	381	RE/MAX of Valencia	CA	\$915,277,494	1,848	2	147
232	398	Keller Williams Realty Landmark	NY	\$914,553,789	1,738	3	555
233	373	CENTURY 21 Masters	CA	\$912,980,937	1,916	9	237
234	126	Berkshire Hathaway HomeServices Select Properties	MO	\$911,457,515	4,885	9	545
235	152	Keller Williams Realty RM Realty Associates LLC	DE	\$909,063,248	4,381	4	674
236	208	RE/MAX Advantage Realty of Maryland	MD	\$905,195,438	3,410	6	213
237	234	Berkshire Hathaway HomeServices Florida Network Realty	FL	\$898,847,230	3,125	8	319
238	211	Keller Williams Realty Plano	TX	\$895,099,335	3,399	3	420
239	446	Keller Williams Realty Pasadena/Arcadia/Glendora	CA	\$893,883,601	1,263	3	421
240	376	Realty Executives Santa Clarita	CA	\$891,762,964	1,872	5	320
241	445	Intero Real Estate Services - East Bay	CA	\$891,154,258	1,265	4	247
242	148	Meybohm REALTORS®	GA	\$889,874,972	4,427	7	225
243	182	eXp Realty International Corporation	WA	\$888,653,057	3,667	34	967
244	105	Murney Associates	MO	\$887,701,835	5,309	5	420
245	420	Keller Williams Realty McLean	VA	\$884,880,494	1,516	1	337
246	246	Bean Group	NH	\$884,753,000	3,003	15	330
247	156	Chapman Hall REALTORS®	GA	\$881,374,000	4,298	9	525
248	484	Climb Real Estate	CA	\$875,908,213	793	5	100
249	217	RE/MAX Elite of Tennessee	TN	\$875,742,414	3,338	4	161
250	293	Keller Williams Realty Portland Premiere	OR	\$874,874,760	2,548	1	202
251	165	Berkshire Hathaway HomeServices C. Dan Joyner, REALTORS®	SC	\$872,640,480	4,045	9	373
252	247	London Properties Ltd.	CA	\$871,832,609	2,988	10	365
253	202	Keller Williams Realty Greater Portland	ME	\$871,107,019	3,440	1	340
254	460	Keller Williams Realty Silicon Valley	CA	\$859,114,726	1,145	3	312
255	497	Gibson International	CA	\$848,473,778	586	3	143
256	456	Laffey Fine Homes	NY	\$845,702,061	1,168	14	410
257	407	Keller Williams Realty Pacific Estates	CA	\$843,331,745	1,682	1	303
258	204	Keller Williams Realty Ballantyne Area	NC	\$842,391,553	3,427	1	330
259	450	Berkshire Hathaway HomeServices California Realty Thousand Oaks	CA	\$839,743,777	1,226	5	258
260	468	Bay Sotheby's Intl. Realty	CA	\$837,908,617	1,004	6	207
261	495	Vista Sotheby's Intl. Realty	CA	\$823,646,886	618	6	188
262	195	RE/MAX Integrity Oregon	OR	\$822,062,407	3,540	5	151
263	496	Nourmand & Associates REALTORS®	CA	\$813,393,500	603	3	164

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264	164	Keller Williams Realty of Grand Rapids	MI	\$807,857,578	4,083	1	317
265	263	Coldwell Banker Premier Realty	NV	\$805,680,810	2,866	3	220
266	145	Berkshire Hathaway HomeServices Florida Properties Group	FL	\$804,278,961	4,480	15	471
267	228	Chinowth & Cohen REALTORS®	OK	\$801,245,989	3,213	8	425
268	103	Greenridge Realty, Inc.	MI	\$800,337,875	5,319	19	395
269	136	Keller Williams Market Pro Realty	AR	\$797,883,128	4,652	3	493
270	114	Ruhl & Ruhl REALTORS®	IA	\$797,627,321	5,144	12	286
271	124	Coldwell Banker Heritage REALTORS®	OH	\$797,319,291	4,911	10	350
272	493	Today Sotheby's Intl. Realty	CA	\$795,039,249	665	3	78
273	150	Coldwell Banker Vanguard Realty	FL	\$795,000,000	4,398	8	242
274	332	Coldwell Banker Kappel Gateway Realty	CA	\$794,000,000	2,250	7	210
275	286	Keller Williams Realty Exton	PA	\$793,815,003	2,582	2	378
276	335	RE/MAX The Woodlands & Spring	TX	\$792,270,023	2,228	3	128
277	244	Coldwell Banker Hearthside REALTORS®	PA	\$783,000,000	3,005	10	395
278	306	Coldwell Banker Select Real Estate	NV	\$781,527,143	2,450	11	311
279	364	Keller Williams Realty Beverly	MA	\$780,090,099	2,004	3	383
280	472	Podley Properties	CA	\$780,000,000	972	6	210
281	357	Keller Williams Realty Portland Central	OR	\$779,467,708	2,082	1	225
282	205	RE/MAX Commonwealth	VA	\$777,115,218	3,426	6	139
283	463	Coldwell Banker Brokers of the Valley	CA	\$774,590,492	1,110	4	127
284	321	Keller Williams Realty Memorial	TX	\$771,124,516	2,353	1	496
285	466	Realogics Sotheby's Intl. Realty	WA	\$770,863,297	1,038	5	142
286	412	Dorsey Alston REALTORS®	GA	\$766,619,190	1,582	2	240
287	201	Keller Williams Consultants Realty	OH	\$764,984,469	3,485	2	381
288	467	Callaway Henderson Sotheby's Intl. Realty	NJ	\$762,992,507	1,015	5	186
289	439	Coldwell Banker George Realty	CA	\$761,271,631	1,355	3	463
290	215	The Agent Owned Realty Co.	SC	\$755,259,558	3,377	12	460
291	174	RE/MAX Professionals of Arizona	AZ	\$754,786,101	3,811	6	178
292	488	Keller Williams Realty Cupertino	CA	\$753,459,397	734	1	378
293	393	Cascade Sotheby's Intl. Realty	OR	\$751,918,226	1,763	12	176
294	315	RE/MAX Excalibur	AZ	\$751,867,647	2,390	4	180
295	327	Private Label Realty	TX	\$751,842,497	2,288	6	310
296	238	West USA Realty Revelation	AZ	\$751,525,639	3,093	1	438
297	287	RE/MAX Fine Properties	TX	\$751,107,835	2,578	2	178
298	168	Berkshire Hathaway HomeServices Starck Real Estate	IL	\$750,463,505	3,997	16	409
299	331	Keller Williams Realty West Monmouth	NJ	\$748,853,812	2,256	3	593
300	492	Keller Williams Realty NYC	NY	\$742,292,894	670	1	560
301	113	Coldwell Banker Roth Wehrly Graber REALTORS®	IN	\$739,984,724	5,183	13	290
302	449	Keller Williams Realty Larchmont	CA	\$739,753,132	1,243	2	424
303	462	Keller Williams Realty Mission Viejo	CA	\$739,531,067	1,130	1	566
304	232	Realty Executives Integrity	WI	\$737,388,545	3,159	6	200
305	255	Keller Williams Realty Metropolitan Bedford	NH	\$735,190,521	2,944	1	299
306	316	Keller Williams Realty Centre	MD	\$735,014,547	2,390	2	458
307	167	Keller Williams Realty Fort Worth	TX	\$732,132,826	4,004	2	540
308	248	Keller Williams Realty Charlotte SouthPark	NC	\$727,163,739	2,987	2	380
309	352	Keller Williams Realty Frisco	TX	\$724,486,512	2,107	1	272

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310	385	Coldwell Banker West	CA	\$722,688,973	1,806	3	437
311	179	Keller Williams Realty Cook and Company	GA	\$721,643,985	3,707	3	352
312	146	McColly Real Estate	IN	\$718,766,000	4,451	19	504
313	141	Five Star Real Estate	MI	\$718,000,000	4,501	10	288
314	210	Keller Williams Realty Coastal Area Partners	GA	\$717,869,373	3,403	1	285
315	176	RE/MAX Classic	MI	\$716,586,924	3,756	5	163
316	288	RE/MAX United	NC	\$713,794,674	2,577	2	125
317	188	RE/MAX Ability Plus	IN	\$705,652,740	3,605	9	210
318	132	RE/MAX Results of Indiana	IN	\$705,200,000	4,766	8	213
319	396	Residential Properties Ltd.	RI	\$704,119,263	1,748	5	169
320	142	Keller Williams Realty Greater Cleveland West/SW	OH	\$701,141,389	4,500	2	395
321	198	Keller Williams Advisors Realty	OH	\$701,130,514	3,509	3	419
322	311	Berkshire Hathaway HomeServices Montana Properties	MT	\$697,448,570	2,412	12	200
323	297	Keller Williams Realty Cary	NC	\$692,277,065	2,516	1	249
324	251	Keller Williams Realty Heritage Realty	FL	\$689,274,654	2,970	3	474
325	206	RE/MAX Platinum Michigan	MI	\$685,906,302	3,413	4	270
326	212	Keller Williams Realty Knoxville West	TN	\$685,511,863	3,398	2	370
327	172	RE/MAX Real Estate Concepts	IA	\$677,344,048	3,817	10	139
328	322	RE/MAX Gateway	VA	\$677,290,618	2,352	5	155
329	259	RE/MAX Center	GA	\$677,286,867	2,921	4	144
330	371	RE/MAX Properties Alaska	AK	\$675,829,785	1,927	1	159
331	222	Keller Williams Realty Classic/Homestead Realty	FL	\$675,758,588	3,286	3	572
332	191	Keller Williams Realty Southern Arizona	AZ	\$673,231,553	3,567	2	484
333	240	Keller Williams Realty Minnesota	MN	\$671,246,131	3,053	2	295
334	300	Keller Williams Realty Premier Partners	WA	\$670,960,889	2,486	1	215
335	435	Diane Turton, REALTORS®	NJ	\$668,384,806	1,371	15	350
336	270	Stark Company REALTORS®	WI	\$666,929,956	2,797	6	193
337	392	CENTURY 21 American Homes	NY	\$666,897,543	1,768	10	482
338	239	Coldwell Banker Barnes	TN	\$666,539,262	3,074	7	257
339	227	Berkshire Hathaway HomeServices Real Estate Professionals	OR	\$666,052,000	3,226	4	198
340	329	ERA Key Realty Services	MA	\$665,998,199	2,265	13	326
341	330	Keller Williams Realty Naperville	IL	\$665,273,479	2,263	2	295
342	399	RE/MAX Masters Millennium	CO	\$664,652,272	1,723	1	84
343	380	Four Seasons Sotheby's Intl. Realty	VT	\$664,300,887	1,857	21	232
344	405	PorchLight Real Estate Group	CO	\$661,246,559	1,701	4	155
345	231	JP Weigand & Sons	KS	\$658,754,914	3,164	6	216
346	200	The Maine Real Estate Network	ME	\$658,121,392	3,498	22	510
347	264	Keller Williams Realty Emerald Coast	FL	\$657,659,782	2,841	2	356
348	226	Coldwell Banker Wallace & Wallace REALTORS®	TN	\$654,661,815	3,255	5	341
349	207	Skogman Realty	IA	\$654,222,878	3,411	4	183
350	411	Keller Williams Realty Eagle Realty	FL	\$652,612,122	1,594	2	443
351	175	Keller Williams Realty WinStar Realty	ID	\$652,349,796	3,766	1	168
352	386	Keller Williams Realty Easton Market Center	MA	\$651,662,395	1,806	2	262
353	213	CENTURY 21 Town & Country	MI	\$650,413,088	3,398	7	297
354	426	RE/MAX of Cherry Creek Inc.	CO	\$646,708,186	1,443	1	87
355	159	Berkshire Hathaway HomeServices Professional Realty	OH	\$642,301,447	4,223	23	473

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Sales Rank	Trans. Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
356	224	RE/MAX Realty 100	WI	\$642,068,846	3,283	4	156
357	272	Keller Williams Preferred - Brier Creek	NC	\$638,339,447	2,767	2	283
358	343	RE/MAX Realty Affiliates	NV	\$637,518,334	2,158	3	104
359	183	RE/MAX Boone Realty	MO	\$635,950,199	3,653	2	168
360	430	RE/MAX Masters of California	CA	\$630,856,586	1,410	7	155
361	303	RE/MAX 440/Central	PA	\$626,967,047	2,462	10	171
362	447	HomeSmart Realty West	CA	\$625,694,818	1,257	3	412
363	233	Coldwell Banker Mid-America Group REALTORS®	IA	\$625,530,713	3,152	6	181
364	365	CENTURY 21 North Shore	NH	\$625,000,000	1,956	17	424
365	358	Prudential Utah Elite Real Estate	UT	\$624,837,358	2,060	4	146
366	370	Dale Sorensen Real Estate Inc.	FL	\$624,240,796	1,929	7	187
367	397	RE/MAX Fine Properties	AZ	\$623,758,666	1,742	2	147
368	461	Heritage House Sotheby's Intl. Realty	NJ	\$622,042,091	1,145	5	193
369	453	CENTURY 21 All Islands	HI	\$618,916,199	1,192	10	276
370	479	Better Homes and Gardens Real Estate JF Finnegan REALTORS®	CA	\$610,695,000	823	3	258
371	282	Keller Williams Realty Rockwall	TX	\$607,526,838	2,595	2	382
372	236	Realty Executives of Kansas City	KS	\$605,435,926	3,110	5	225
373	267	Keller Williams Realty Denton	TX	\$604,127,213	2,830	2	311
374	180	Coldwell Banker Hubbell BriarWood	MI	\$603,813,667	3,687	6	190
375	354	Keller Williams Realty Federal Way	WA	\$599,623,195	2,097	1	265
376	457	RE/MAX College Park Realty	CA	\$592,247,164	1,168	6	155
377	485	Keller Williams Realty Tri-Valley Realty	CA	\$589,721,330	770	1	111
378	471	Keller Williams Realty San Diego North Inland	CA	\$587,296,335	975	1	221
379	279	Keller Williams Realty Greater Hartford	CT	\$585,993,029	2,634	1	298
380	192	Keller Williams Realty Acadiana	LA	\$584,774,414	3,566	3	464
381	429	CENTURY 21 Hometown Ventures	CA	\$583,225,818	1,424	14	249
382	448	Cottingham Chalk Hayes, REALTORS®	NC	\$581,117,472	1,248	1	120
383	498	Coldwell Banker Mason Morse Real Estate	CO	\$581,096,858	556	6	102
384	491	Robert Paul Properties	MA	\$580,479,470	676	8	89
385	394	CENTURY 21 Allstars	CA	\$576,786,774	1,762	1	252
386	294	RE/MAX Anchor & Affinity Plus	FL	\$576,331,520	2,531	5	132
387	422	Keller Williams Integrity	MD	\$575,704,147	1,493	1	196
388	403	RE/MAX Associates Utah	UT	\$575,045,758	1,708	4	89
389	437	CENTURY 21 NorthBay Alliance	CA	\$572,725,918	1,367	11	262
390	289	Keller Williams Capital Partners Realty	OH	\$570,829,416	2,570	1	205
391	243	Hegg REALTORS®	SD	\$570,452,970	3,011	2	156
392	340	RE/MAX Southern Homes	AL	\$568,222,122	2,186	2	101
393	341	Keller Williams Realty Coastal Realty	NH	\$567,887,762	2,178	1	314
394	402	Keller Williams Arizona Realty	AZ	\$567,523,009	1,717	1	297
395	442	Keller Williams Realty Greater Seattle	WA	\$567,227,745	1,297	1	168
396	434	Coldwell Banker Schmitt Real Estate Co.	FL	\$566,509,816	1,372	5	150
397	432	Keller Williams Lake Travis	TX	\$566,293,477	1,397	1	297
398	301	Charles Rutenberg Realty	IL	\$562,681,986	2,470	1	881
399	268	RE/MAX Realtec Group	FL	\$560,725,895	2,820	3	141
400	500	Ewing & Associates Sotheby's Intl. Realty	CA	\$560,432,091	506	2	117

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Sales Rank	Trans. Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
401	166	RE/MAX Crossroads Properties	OH	\$560,093,112	4,037	7	145
402	481	Keller Williams Realty Newport Beach	CA	\$558,424,187	805	2	605
403	334	RE/MAX Professionals of Washington	WA	\$558,241,306	2,248	6	129
404	254	Keller Williams North Florida	FL	\$557,849,633	2,952	3	434
405	269	Reliant Realty ERA Powered	TN	\$557,822,103	2,809	5	663
406	256	RE/MAX Select Realty	PA	\$555,755,291	2,942	8	162
407	452	Keller Williams Realty VIP Properties	CA	\$554,752,856	1,198	2	511
408	284	CENTURY 21 Beggins Enterprises	FL	\$553,708,771	2,585	11	409
409	218	RE/MAX of Reading	PA	\$547,675,307	3,337	1	145
410	369	Keller Williams Realty Partners SW	FL	\$543,439,549	1,939	2	425
411	387	Keller Williams Realty Denver North	CO	\$541,519,453	1,803	1	270
412	295	Coldwell Banker Harris McHaney & Faucette Real Estate	AR	\$540,967,973	2,530	4	205
413	360	Coldwell Banker Schneidmiller Realty	ID	\$540,113,473	2,047	3	177
414	424	Keller Williams Realty Bothell	WA	\$538,819,034	1,463	1	183
415	249	Keller Williams Realty Kansas City Northland	MO	\$538,668,139	2,986	1	341
416	253	RE/MAX 10	IL	\$538,636,479	2,962	5	188
417	199	Keller Williams Realty Chervenik Realty	OH	\$536,342,317	3,501	1	315
418	320	RE/MAX Space Center Clear Lake	TX	\$535,057,356	2,360	3	123
419	359	Keller Williams Realty Round Rock	TX	\$533,381,042	2,055	1	250
420	275	Keller Williams Realty Louisville East	KY	\$533,120,852	2,735	1	210
421	276	Keller Williams Realty Sioux Falls	SD	\$532,703,031	2,681	1	180
422	220	Mel Foster Co.	IA	\$532,621,763	3,301	9	216
423	296	Keller Williams Realty North Wilmington	DE	\$532,403,017	2,520	2	451
424	298	Coldwell Banker Caine	SC	\$530,839,936	2,501	4	166
425	367	Keller Williams Realty Crofton/Ft. Meade	MD	\$528,774,127	1,947	1	455
426	323	Keller Williams Realty Success Realty Utah	UT	\$528,623,828	2,320	2	251
427	433	RE/MAX Executive Realty Massachusetts	MA	\$528,406,027	1,389	6	105
428	314	Keller Williams Legacy	TX	\$527,676,465	2,396	1	279
429	438	RE/MAX Town Center Maryland	MD	\$526,336,330	1,363	2	140
430	372	Keller Williams Realty Sonoran Living	AZ	\$525,460,701	1,918	2	262
431	308	Coldwell Banker Gosslee	LA	\$524,794,285	2,439	2	170
432	483	Bailey Properties	CA	\$524,463,891	794	5	120
433	390	Keller Williams Premier Realty	TX	\$523,841,021	1,796	1	319
434	388	RE/MAX Dallas Suburbs	TX	\$523,269,810	1,799	2	140
435	299	Better Homes and Gardens Real Estate Bradfield Properties	TX	\$522,381,244	2,493	10	250
436	408	RE/MAX Metro of Atlanta Inc.	GA	\$521,859,786	1,679	2	93
437	378	Keller Williams Realty Excellence	MD	\$521,317,878	1,859	1	169
438	473	Keller Williams Realty Montclair	NJ	\$518,873,287	957	1	148
439	355	RE/MAX Advantage Realty of Colorado	CO	\$514,381,114	2,097	1	93
440	400	The Platinum Group, REALTORS®	CO	\$513,651,273	1,722	1	66
441	482	RE/MAX Select One	CA	\$512,418,697	804	5	74
442	444	Zeitlin & Co. REALTORS®	TN	\$512,306,273	1,277	2	120
443	421	Keller Williams Realty Tag Realty 2 LLC	PA	\$510,830,688	1,512	1	210
444	487	RE/MAX Premier Realty	CA	\$509,817,917	752	4	110
445	455	RE/MAX Executives	VA	\$506,154,831	1,178	5	141

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446	413	RE/MAX Southeast	CO	\$504,103,437	1,569	1	86
447	477	RE/MAX Metro New York	NY	\$503,473,916	850	3	42
448	494	Coldwell Banker Island Properties	HI	\$503,296,685	650	5	182
449	454	Keller Williams Realty Bakersfield	CA	\$501,825,764	1,182	2	273
450	419	Keller Williams Realty Charleston/Mt. Pleasant	SC	\$500,197,151	1,527	1	246
451	443	Hall & Hunter REALTORS®	MI	\$499,977,840	1,280	1	90
452	325	RE/MAX Trinity	TX	\$498,768,099	2,305	3	175
453	465	McMillin Realty	CA	\$497,112,994	1,066	5	137
454	326	Keller Williams Realty Fort Mill	SC	\$496,411,364	2,299	1	246
455	307	RE/MAX Properties East	KY	\$495,787,897	2,443	1	125
456	384	CENTURY 21 Beutler & Associates	ID	\$495,220,351	1,821	2	159
457	309	RE/MAX Town & Country Georgia	GA	\$494,903,967	2,426	8	134
458	310	Berkshire Hathaway HomeServices Hudson Valley Realty	NY	\$491,914,886	2,414	6	265
459	349	Keller Williams Realty Madison	WI	\$491,487,782	2,140	2	194
460	339	RE/MAX Preferred Wisconsin	WI	\$490,212,643	2,189	13	101
461	401	Realty Executives of Nevada	NV	\$489,615,569	1,721	2	167
462	425	RE/MAX Advantage Plus Florida	FL	\$487,902,306	1,449	6	127
463	237	Cressy & Everett Real Estate	IN	\$487,829,774	3,098	10	189
464	285	Keller Williams Realty Des Moines	IA	\$486,819,202	2,585	3	342
465	395	RE/MAX Advance Realty II	FL	\$485,457,826	1,762	2	163
466	416	RE/MAX Around Atlanta	GA	\$485,379,365	1,547	3	98
467	474	Keller Williams Realty LS	CA	\$484,818,539	930	1	416
468	344	Keller Williams Realty Classic Realty	MN	\$484,222,769	2,156	2	216
469	428	Keller Williams Realty New Orleans	LA	\$482,656,897	1,428	1	208
470	278	ERA Sellers & Buyers Real Estate	TX	\$482,616,346	2,641	4	237
471	476	Terrie O'Connor REALTORS®	NJ	\$482,251,979	912	7	330
472	379	Keller Williams Realty Puyallup	WA	\$481,963,461	1,859	1	170
473	441	RE/MAX Shoreline	ME	\$481,342,359	1,329	2	56
474	219	The Danberry Co. REALTORS®	OH	\$481,110,073	3,309	5	240
475	290	CENTURY 21 Sunbelt Realty	FL	\$480,067,835	2,569	9	316
476	475	Coldwell Banker Doug Arnold Real Estate Inc.	CA	\$479,533,833	917	2	65
477	368	RE/MAX Metro Florida	FL	\$478,087,341	1,945	3	136
478	261	Schuler Bauer Real Estate ERA Powered	IN	\$477,333,629	2,893	7	249
479	305	F.C. Tucker Emge REALTORS®	IN	\$473,539,121	2,455	8	173
480	374	Coldwell Banker Preferred REALTORS®	CA	\$471,317,567	1,892	2	177
481	337	Keller Williams Realty Northville	MI	\$470,815,019	2,210	1	263
482	418	Keefe Real Estate, Inc.	WI	\$470,623,543	1,530	5	80
483	375	Keller Williams Realty Central 75	TX	\$469,688,838	1,888	1	364
484	480	Keller Williams Realty Honolulu	HI	\$469,190,451	818	2	268
485	431	Berkshire Hathaway HomeServices Rocky Mountain REALTORS®	CO	\$468,360,126	1,402	8	146
486	470	RE/MAX Premier Virginia	VA	\$468,121,286	990	5	93
487	361	Keller Williams Realty Tempe Scottsdale	AZ	\$466,486,664	2,047	1	238
488	415	Coldwell Banker Elite	VA	\$464,993,397	1,560	7	198
489	250	Jim Maloof REALTOR®	IL	\$464,616,886	2,971	17	223
490	281	Star One REALTORS®	OH	\$462,432,267	2,607	9	241

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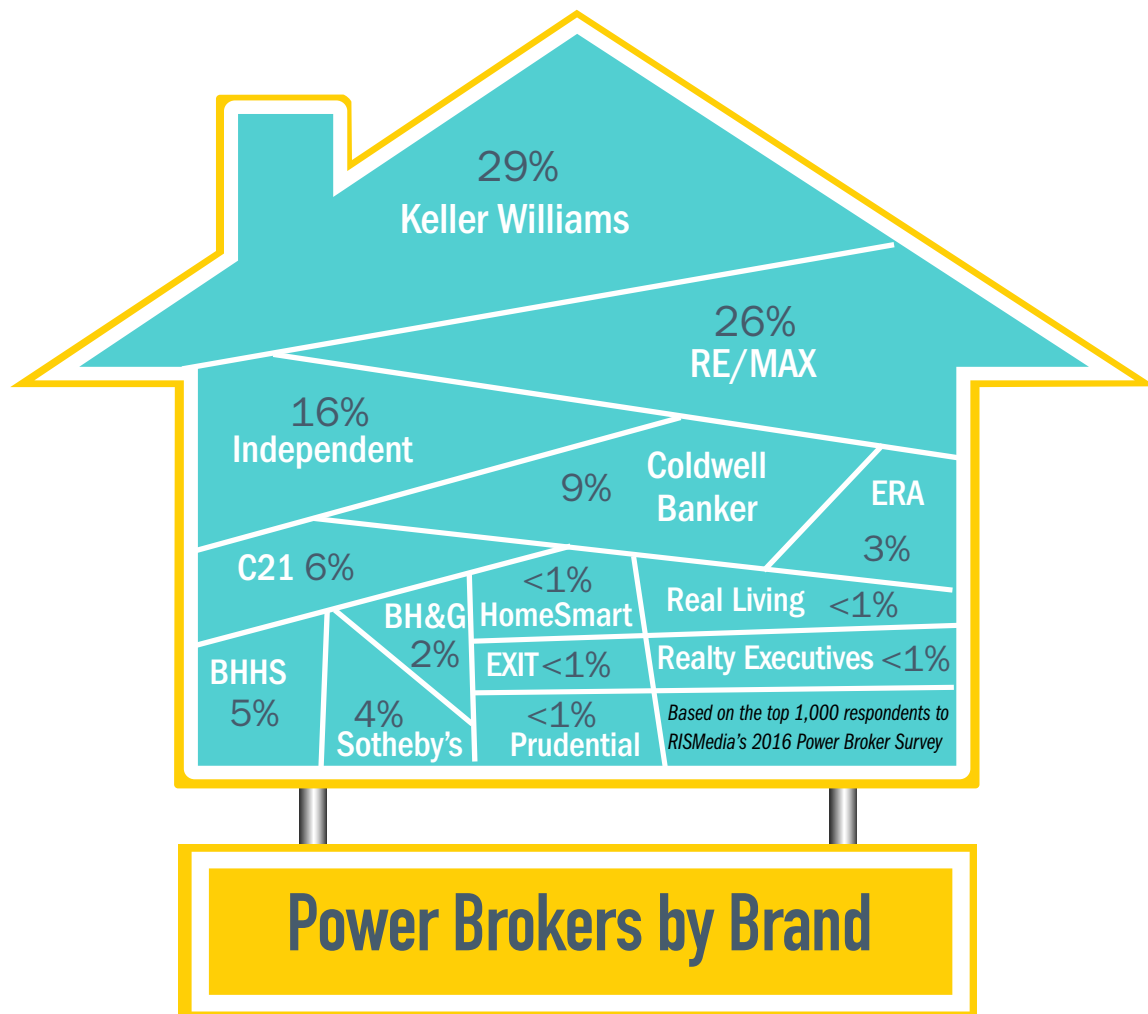
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POWER BROKER

Sales Rank	Trans. Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
491	252	ERA First Advantage Realty	IN	\$462,078,407	2,968	8	177
492	258	The Real Estate Group	IL	\$460,299,363	2,933	1	130
493	478	Fillmore Real Estate	NY	\$459,824,573	838	14	335
494	235	Keller Williams Realty Indy Metro South	IN	\$459,442,831	3,116	2	261
495	499	List Sotheby's Intl. Realty	HI	\$458,577,183	518	2	76
496	328	Keller Williams Realty Red Stick Partners LLC	LA	\$457,536,379	2,274	2	288
497	317	RE/MAX Results St. Louis	MO	\$457,486,815	2,384	5	150
498	404	Keller Williams Realty Nashua	NH	\$456,859,977	1,702	1	150
499	459	RE/MAX Realty Centre	MD	\$456,174,951	1,151	2	115
500	469	Wright Kingdom Real Estate	CO	\$456,079,655	997	2	89

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.

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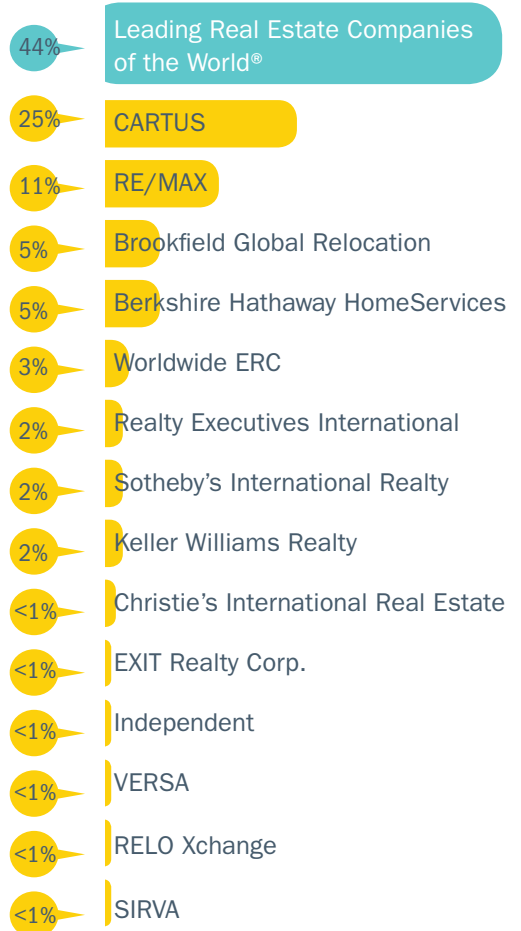
Who's Who at HomeServices of America

While it may appear that some long-standing members of the Power Broker Top 500-list are missing from this year's ranking, they are actually now incorporated into HomeServices of America's No. 2 spot. Here is the 2015 breakdown of HomeServices-owned firms, ranked by sales volume:

Company	Sales Volume	Transactions	Offices	Agents
Berkshire Hathaway HomeServices California Properties San Diego	\$12,291,872,974	12,657	53	2,479
Berkshire Hathaway HomeServices Fox & Roach, REALTORS®	\$10,172,013,360	30,051	62	4,674
Edina Realty	\$8,071,318,290	31,960	59	2,351
Intero Real Estate Services Inc.	\$6,604,264,662	6,518	14	987
Berkshire Hathaway HomeServices KoenigRubloff Realty Group	\$4,456,847,290	9,255	23	1,410
ReeceNichols	\$4,447,096,318	17,478	20	2,055
Berkshire Hathaway HomeServices New England Properties	\$3,162,926,078	9,143	48	1,320
Berkshire Hathaway HomeServices Georgia Properties	\$3,030,093,983	11,264	20	1,362
Harry Norman REALTORS®	\$2,941,396,451	6,974	12	852
First Weber REALTORS®*	\$2,795,633,718	13,445	11	1,053
EWM Realty International	\$2,489,285,294	3,218	10	809
Iowa Realty	\$2,314,454,133	11,288	17	801
Long Companies	\$2,175,582,037	9,143	14	710
Berkshire Hathaway HomeServices Carolinas Realty	\$1,975,455,717	7,190	13	779
RealtySouth	\$1,739,666,776	7,817	16	740
Allie Beth Allman & Associates**	\$1,484,702,305	1,951	1	277
Semonin/Rector Hayden (HomeServices of Kentucky)	\$1,359,951,436	6,986	8	718
Berkshire Hathaway HomeServices Northwest Real Estate Oregon & SW Washington	\$1,358,612,764	4,593	18	337
Berkshire Hathaway HomeServices Northwest Real Estate Seattle	\$1,342,572,582	3,499	7	386
CBSHome Real Estate	\$1,332,517,249	6,155	2	381
HOME Real Estate/Woods Bros (HomeServices of Nebraska)	\$1,068,109,990	5,943	10	369
Guarantee Real Estate	\$977,998,734	3,952	10	456
Huff Realty	\$726,866,959	4,814	9	400
Champion Realty	\$494,319,050	1,412	7	214
Roberts Brothers	\$376,727,291	2,004	3	179
Carol Jones REALTORS®	\$293,881,776	2,103	12	223
HomeServices of America Consolidated Total	\$79,484,167,217	230,813	479	26,322



Relocation Referral Network



Based on the top 1,000 respondents to RISMedia's 2016 Power Broker Survey

*Includes metrics for the full year 2015, date of acquisition was July 31, 2015.

**Includes metrics for the full year 2015, date of acquisition was November 9, 2015.