

RISMedia's 2018  
**POWER BROKER**  
Report



# MANEUVERING MARKET SHIFTS,

## READY FOR THE NEXT CHALLENGE

BY DEBORAH KEARNS

### POWER BROKER TOTALS FOR 2017

**TOTAL TRANSACTIONS**  
**3,791,872**

**TOTAL SALES VOLUME**  
**\$1,314,358,548,496**

**OFFICES**  
**8,379**

**AGENTS**  
**480,266**

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

They've risen to the pinnacle of their profession through hard work, persistence and responding to the ever-evolving landscape in the real estate industry. They deftly handle an array of threats to profitability from new business models to downward pressure on commissions. This year's RISMedia Power Broker honorees know a thing or two about leading top-performing brokerages and motivating an agent force through good times and bad.

According to RISMedia's 30<sup>th</sup> anniversary edition of the Power Broker Report—sponsored by Homes.com, Leading Real Estate Companies of the World®, Pillar To Post Home Inspectors, HSA Home Warranty and American Home

Shield—business boomed for Power Brokers in 2017, who reported a collective increase of more than \$100 billion in sales volume, and just about 140,000 more total transactions this year over last year.\* The significant rise in sales volume in 2017 over 2016, yet a slower pace of increased transactions, clearly reflects rising prices in the face of shrinking inventory. In fact, 71 percent of respondents cite lack of inventory as their greatest challenge.

What are the trends and issues Power Brokers are watching this year? What drives their success? We reached out to some of the leading Power Brokers to find out how they're moving their firms forward in 2018.

*"With the speed of innovation, the competitive landscape and the expectations of buyers and sellers, there has never been a more exciting time in real estate."*

*- David Howell,  
Executive Vice President,  
McEneaney Associates Inc.*

### What had the biggest impact on business (good or bad) in 2017?

**MARTI HAMPTON:** Reduced levels of inventory.

**FELICIA HENGLE:** The very aggressive market we're in has had a positive impact on business. We're still seeing shortages in inventory, favorable interest rates and consumer engagement.

**TODD HETHERINGTON:** In 2017, there was (and continues to be this year) recruiting pressure from virtually every model of real estate: traditional, flat-fee, technology-based, salaried agent, tiered commission, cap commission, etc. That downward pressure on commissions, along with the degradation of broker profitability, continues to challenge even the healthiest of brokerages. It's uncertain if some of those models can sustain and thrive in a down market.

**MARK MCLAUGHLIN:** Our vibrant economy and employment market in California has resulted in record-setting job creation that's outperforming new housing units by a factor of 4 to 1, so demand is driving the equation. With interest rates near all-time lows throughout 2017 and [strong] consumer confidence, we've seen a positive impact on the state's economy and housing market.

**REI MESA:** We had a significant lack of inventory in the entry and move-up price points. In the luxury market (\$2 million and over), growing inventory and demand is definitely there, but there's a disconnect between sellers' and buyers' expectations on value.

**JP PICCININI:** We acquired Private Label Realty and grew our brokerage by about 200 new agents in 30 days. While it was a great move, we felt the impact of the growth. It bogged down our back-end office for a month or so, but it forced us to revisit our processes and improve our systems.

**JOE RAND:** Business was strong in 2017. Inventory is low all over, which finally drove up prices in the Northeast.

**LENNOX SCOTT:** This past year was the most intense market I've ever seen in my 41-year career. It was the sixth straight year of a frenzy market in Seattle.



**MARTI HAMPTON,**  
Broker/Owner, RE/MAX One  
Realty; Raleigh, N.C.



**FELICIA HENGLE,**  
Director of Ohio Operations,  
Coldwell Banker Schmidt  
Family of Companies;  
Strongsville, Ohio



**TODD HETHERINGTON,**  
Founder, Co-Owner and CEO,  
NM Management, Inc./  
CENTURY 21 New Millennium;  
Washington, D.C.



**MARK MCLAUGHLIN,**  
CEO, Pacific Union  
International;  
San Francisco, Calif.



**REI MESA,**  
President, Berkshire  
Hathaway HomeServices  
Florida Realty; Sunrise, Fla.



**JP PICCININI,**  
Founder and CEO, JP and  
Associates REALTORS®;  
Frisco, Texas



**JOE RAND,** Managing Partner,  
Better Homes and Gardens  
Real Estate Rand Realty;  
Nanuet, N.Y.



**LENNOX SCOTT,** Chairman and  
CEO, John L. Scott Real Estate;  
Seattle, Wash.

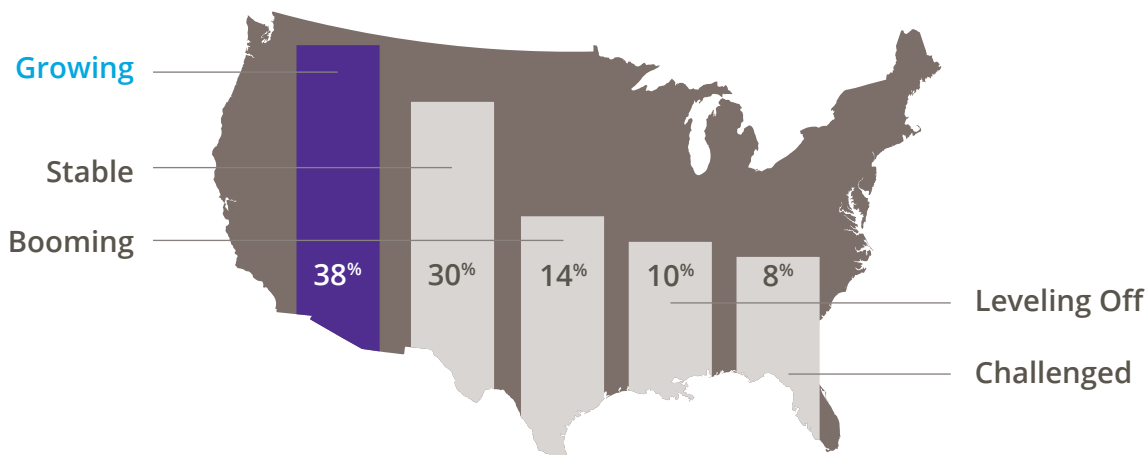


**TIPPER WILLIAMS,** Operating  
Principal, Keller Williams  
Virginia Realty Alliance  
Group; Richmond, Va.

# POWER BROKER INSIGHTS

## STATE OF THE MARKET

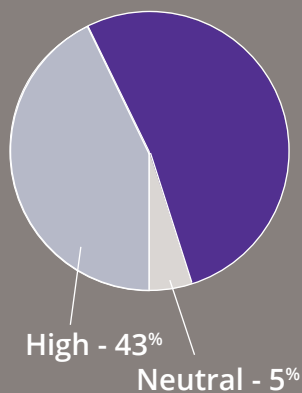
Power Brokers describe the current state of the market as:



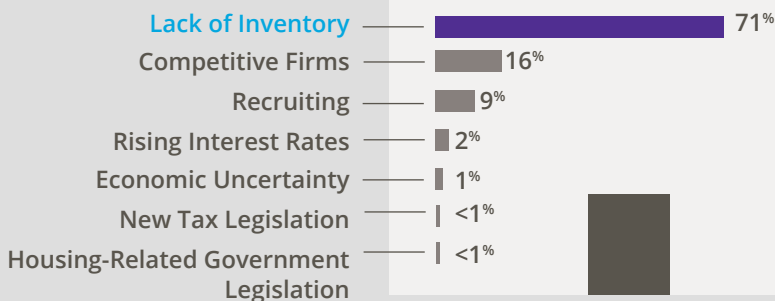
## POWER BROKER CONFIDENCE LEVEL

52%

Cautiously Optimistic



## POWER BROKERS' GREATEST CHALLENGE



## POWER BROKERS' GREATEST OPPORTUNITY



## MONEY WELL SPENT

Power Brokers are investing the most resources in:



**1 Recruiting**



**2 Training**



**3 Technology**



**4 Online Marketing**



**5 Opening Offices**

## OFFICE SPACE IN 2018

**51%**

of respondents are opening/acquiring new offices

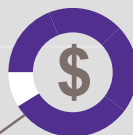
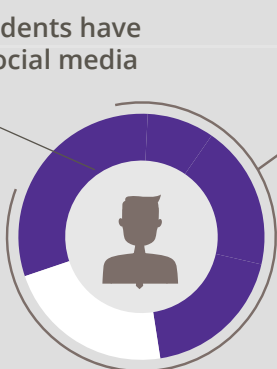


**53%**

intend to create/increase virtual and/or mixed-use office space this year

## STAYING SOCIAL

**78%** of respondents have a dedicated social media person(s)



**89%** of respondents report that social media is NOT a profit center

**TIPPER WILLIAMS:** [The biggest impact on business was] new technology. It's improving the way we do business by increasing time management and allowing for better conversion rates and leads. The biggest struggle we faced was training our agent base to embrace and adopt technology. My fear is if they don't get on board, they'll be out of business.

## What's the biggest challenge and/or opportunity in your current market?

**MARK MCLAUGHLIN:** Inventory. Sellers are facing capital gains taxes versus the option to stay and remodel their current home. Also, there's a dramatic lack of inventory in the move-up market.

**REI MESA:** We have low inventory, but I view that as an opportunity. We have a great deal of demand, and homebuilders are building in our market. We're focused on educating our agents on new construction so that they're well-versed. Rising rates aren't a concern yet, but we're definitely watching price increases.

**LENNOX SCOTT:** All of our energy is on getting new listings. In this market, it's not enough for buyers to be preapproved. They must get fully underwritten ahead of time; agents must ensure that buyers can pay the difference between the appraisal and asking price if the appraisal comes in low.

**FELICIA HENGLE:** Low inventory is an opportunity to bring back techniques and strategies to help our agents go out and find listings. They're calling FSBOs and expired listings, using scripts, knocking on doors, targeting specific neighborhoods and calling their spheres. We've also offered training on new construction, builder programs, and land development, and how to spot these types of opportunities. We're also holding

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

regular listing clinics to help agents with conversion, overcoming objections, pricing strategies, and more.

**MARTI HAMPTON:** The big challenges in our industry are untrained agents and low production, but this creates an excellent opportunity for professionally trained and experienced agents [to win business]. Improving the training of our agents is part of our daily culture.

**TODD HETHERINGTON:** The recruiting competition and pressure is a challenge, but we're responding by constantly upping our game. We've changed our value proposition by providing far more administration and marketing assistance to our agents so they can focus on business generation and being belly-to-belly with clients, which increases transactions and profitability.

**JOE RAND:** It's becoming increasingly difficult to provide the level of service we want to give agents with declining commissions and rising agent splits. We're constantly searching for ways to increase our efficiency, so that we can afford to remain price-competitive with both clients and agents while continuing to provide the kind of service that helps us stand out in the market.

**JP PICCININI:** The challenge is competing and reacting to our growth, as well as to the competition. This gives us fun and exciting opportunities that push us to improve daily.

### What industry trend or issue are you watching this year, and why?

**JP PICCININI:** A technology tsunami is coming, and traditional brokerages are adapting to the changing times.

**REI MESA:** We're shifting gears this year toward digital marketing more than in the past. It's more effective than print marketing, and it

drives more traffic to our website (and our agents). We're training our agents to reinforce the idea of responding to leads immediately, usually by text.

**JOE RAND:** The increasing use of big data to help us target agent lead-generation activities is an interesting trend. A lot of companies are going into that space with their own "special sauce" for identifying the best targets for real estate professionals' marketing dollars.



*"The key to success is our ability to create relationships of trust using technology as a resource, not as a replacement for human contact."*

*- Robert Bailey,  
Broker/Owner, Bailey Properties*

**TIPPER WILLIAMS:** We're seeing a shift in the way real estate business is done. Artificial intelligence provides us with so much predictive data that has a high accuracy rate.

**FELICIA HENGLE:** I'm keeping a close eye on some of the disruptors in the marketplace, such as cloud brokerages that are luring agents away with the promise of profit-sharing and ownership interest without tangible deliverables to help agents in their [own real estate] businesses.

**MARK MCLAUGHLIN:** I'm focused 100 percent on consumer behavior. Despite all of the disruption in our industry, very little has changed about the consumer experience or transactional costs. The consumer isn't moving from valuing astute advice from a professional to a discount or abbreviated-service model.

**MARTI HAMPTON:** [We're watching] the continuing evolution of teams. Top teams use [high-level] marketing skills to reach more buyers for their listings, creating more opportunities to garner the best offers for their sellers.

**LENNOX SCOTT:** We're interested in the broker portal and Upstream [to create a single-entry MLS system]. Both are designed to support a brokerage and help agents provide a higher level of instant service to buyers and sellers.

### What's the biggest change you've made to your business in the last year or so?

**JOE RAND:** We've ratcheted up our agent training and are focused on helping agents become better at guiding clients through a transaction. In the past, we've neglected skills training in favor of lead generation, but we've reversed that emphasis.

**LENNOX SCOTT:** We've adopted a new approach to training, as well as new marketing programs and technology. We've added experiential training [similar to role-playing]. It takes twice the amount of time and cost, but the adoption rate skyrockets when an agent actually does the activities.

**TIPPER WILLIAMS:** We have a new app. We've also hired two new trainers on a full-time faculty of five tech people who can train agents on all of our technology and keep their pulse on which real estate tech we should follow.

**MARTI HAMPTON:** We've added ISAs (internal sales agents) in order to increase conversion rates. The ISAs work hard to help our agents organize the massive amount of leads we attract. This helps us capture more of those leads and improve conversion.

**MARK MCLAUGHLIN:** At Pacific Union, we're deep into evaluating the infrastructure and processes of our service delivery. Our pro-

# The State of Real Estate: Power Brokers Weigh In



*"2018 is filled with opportunity. The blending of professional baby boomers and professional millennials is very important to the success of all real estate companies for the foreseeable future."*

**- Everett King, Broker/Owner,  
ERA King Real Estate Company Inc.**

*"All of our market areas in Northern California and Northern Nevada are suffering from very low inventory. We need local governments to move faster to approve new developments and not impose costly extractions and restrictions that drive up the cost of housing."*

**- Linda Schaefer,  
CENTURY 21 Select Real Estate Inc.**

*"Although our industry is going through an evolution, in terms of business models, acquisitions and mergers, one thing that never changes is that real estate is a relationship-based business. The key to success is our ability to create relationships of trust using technology as a resource, not as a replacement for human contact. #oldschoolrealestate"*

**- Robert Bailey, Broker/  
Owner, Bailey Properties**

*"Connecting with local builders and getting our buyers into new construction is going to be the best way to cope with the inventory shortage."*

**- John Meesseman, President,  
Real Living Kee Realty**

*"Given the state of the economy with low interest rates, stable unemployment and the tax windfall, I believe we will have a record-breaking year in real estate. Very few times in history have we been poised for such a strong wind of positive news."*

**- Shane McCullar,  
CEO, Keller Williams Metro Center**

*"Immediate concern: low listing inventory across our market and state; long-range concern: the real estate industry giving away our business."*

**- Charles Upchurch III,  
Broker/Owner,  
Coldwell Banker Upchurch Realty**

*"We are experiencing very similar trends: limited resale inventory, recruiting and coaching new agents, and affordable workforce housing; however, we are very fortunate in our market footprint to have the available land and seasoned developers and builders to add new construction stock."*

**- Cindy Ramos, Controller,  
Michael Saunders and Company**

*"Our greatest challenge is the lack of inventory in the entry-level to mid-level price point, creating a bottleneck in demand and supply."*

**- Don Sarno, Managing Broker,  
Keller Williams Realty Denver North**

*"Inventory is going to be the biggest challenge moving forward, as owners are staying longer in their homes, and more new households are forming."*

**- Nancy Deichman, Owner,  
RE/MAX Premier Realty Florida**

professionals and clients deserve the best process, without constraints and with full transparency.

**REI MESA:** We're focused on growing the company organically and through acquisitions to get a quantum leap in local marketshare. We're reaching out to struggling owners of other brokerages to see if they're interested in being acquired, and some of these brokers are approaching us.

**JP PICCININI:** We hired a COO, and we're plotting a course for franchising our company across the country.

## Please share one or two keys to your success.

**REI MESA:** I've been in the business since 1980 and I've always surrounded myself with the best leadership and support team. I also believe that developing strong relationships makes you successful. After all, this is a relationship business. Make more deposits than withdrawals in your relationships, and lead by example. Always do what you say you're going to do and be interested in the success of the people around you; help them grow.

**FELICIA HENGLE:** Real estate is competitive; pay attention to your agents and acknowledge them regularly. Recruiting is at an all-time high and, while it will always be at the forefront of a successful operation, the inside growth of your agents' businesses through retention is incredibly impactful, too. Agents will rarely leave a broker for a higher split, but they'll certainly leave if you're not adding value to them on a regular basis.

**TODD HETHERINGTON:** The secret to our success is simple: Hire the best agents and leaders in the business.

**JP PICCININI:** The relentless pursuit to challenge the status quo, both in my business and in my life. Don't settle; focus determinedly



on winning—and competing—every day.

**JOE RAND:** We're constantly looking for creative ways to improve the client and agent experiences—and the more we focus on this, the more creative we get.

**LENNOX SCOTT:** You need a positive mindset and to walk in the positive outcome of who you are. You have a powerful spirit within yourself to achieve [your goals].

**TIPPER WILLIAMS:** My father taught me to maintain your word and integrity. Live by commitment and think before you speak. I also put my people first, and I create an environment they don't want to leave.

**MARTI HAMPTON:** Never, ever think you can't improve. Today must be better than yesterday in every way for your clients—and the agents you serve. **RE**

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## POWER BROKER REPORT

*\*RISMedia's 30<sup>th</sup> Annual Power Broker Report is based on the top 1,000 respondents to the 2018 Power Broker Survey, distributed via email and available online at rismedia.com. The survey ranks residential real estate brokerage firms according to closed residential sales volume and closed residential transaction sides for the year 2017. The Power Broker Top 500 ranking in this section is ranked by sales volume. To see the Top 1,000 firms ranked by sales volume and transactions, please reference the digital 2018 Power Broker Report, available soon at rismedia.com. All sales and transaction data are submitted directly by brands and individual brokerage firms, and verified by a firm's financial executives, outside financial firm, and/or corporate franchise headquarters. The 2018 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.*

*"Lack of inventory of both new and resale is our biggest challenge. Boomers and millennials, both late to the dance, coupled with new inventory at 50 percent, causes maximum appreciation for homeownership; however, for our in-migration, it makes for a very challenging environment for our REALTORS® and their clients looking to downsize or upgrade."*

*- Pat Riley, CEO,  
Allen Tate Companies*

*"With the speed of innovation, the competitive landscape and the expectations of buyers and sellers, there has never been a more exciting time in real estate—and I have been doing this for 34 years!"*

*- David Howell, Executive Vice  
President, McEneaney  
Associates Inc.*

*"Our market is strong, and we should see an increase in inventory in 2018. This will help us put more people into homes and help move-up buyers accomplish their goals. This will help free up inventory for first-time buyers and help stabilize our housing shortage. We need to go out and create our own inventory by talking with the communities we serve."*

*- Michael Killmer, Executive Vice  
President, CENTURY 21 North  
Homes Realty Inc.*

*"The companies that will do the best in the next five years will be masters of both high-tech and high-touch."*

*- Justin Kalinski, Broker/Owner,  
RE/MAX of Boulder Inc.*

*"We are optimistic, as Florida is poised for accelerated growth due to the tax law changes that will benefit our no income-tax state. The streamlining of mortgages, along with the loosening of credit criteria, is giving more options for first-time homebuyers."*

*- Mike Pappas, CEO,  
The Keyes Company/  
Illustrated Properties*

*"We see this as a robust yet challenging market. We are anticipating a 25 percent increase in volume based on strategies we developed in anticipation of this and future markets."*

*- John Fitzgerald,  
Broker/Owner,  
Realty Connect USA*

*"With offices in both North Carolina and South Carolina, we are seeing a continued increase in retirees moving to our area. Inventory is still very tight, and we expect that to remain for the entire year."*

*- Tim Milam, CEO,  
Coldwell Banker Sea Coast  
Advantage*

*"Shortage of listing inventory cutting into production creates anxiety for agents who then seek lower-fee companies."*

*- Russ Newcomer, President,  
RE/MAX Equity Group*

*"Surrounding yourself with positive, aggressive people stimulates your imagination, creativity and growth."*

*- Carolyn Petty, CFO,  
Berkshire Hathaway HomeServices  
California Realty*



RISMedia

TOP 500

**POWER BROKER**

Based on 2017 Sales Volume

For the most current data and to see the Top 1,000 firms ranked by transactions and sales volume, please reference the digital 2018 Power Broker Report, coming soon to [rismedia.com](http://rismedia.com).

Sales Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
1	NRT LLC	NJ	\$178,153,264,000	346,942	789	50,300
2	HomeServices of America, Inc.	MN	\$125,423,566,020	328,355	843	40,950
3	Douglas Elliman	NY	\$25,368,914,665	21,679	110	7,138
4	Howard Hanna Real Estate Services	PA	\$17,429,795,589	90,468	214	7,154
5	Pacific Union International	CA	\$14,139,205,239	9,822	50	1,665
6	Alain Pinel REALTORS®	CA	\$12,223,891,988	7,591	31	1,200
7	HomeSmart International	AZ	\$10,369,070,559	33,601	36	9,064
8	William Raveis Real Estate, Mortgage and Insurance	CT	\$10,189,632,883	20,871	128	4,077
9	Keller Williams Realty, GO Management Offices	TX	\$9,326,489,251	34,076	14	4,688
10	@properties	IL	\$9,056,208,681	18,670	20	2,278
11	Ebby Halliday REALTORS®	TX	\$8,038,878,667	18,835	33	1,767
12	John L. Scott Real Estate	WA	\$7,412,156,880	16,743	34	1,359
13	RE/MAX Alliance   Equity Group	CO	\$7,302,719,674	17,695	33	1,329
14	RE/MAX Results	MN	\$6,487,583,060	24,397	37	1,103
15	Coldwell Banker Bain	WA	\$6,349,990,203	11,809	31	1,085
16	LIV/Sierra/Summit/Briggs Freeman Sotheby's Intl. Realty	CO	\$6,283,186,262	7,867	31	620
17	Keller Williams Realty - Forward Management	CA	\$6,140,881,024	6,359	8	2,933
18	eXp World Holdings, Inc.	WA	\$5,896,993,794	24,655	46	6,417
19	Crye-Leike REALTORS®	TN	\$5,847,518,110	28,699	91	2,896
20	Real Estate One, Inc.	MI	\$5,806,927,572	25,157	46	2,414
21	First Team Real Estate	CA	\$5,800,926,195	8,427	27	1,694
22	Baird & Warner	IL	\$5,758,357,420	17,450	29	2,340
23	Allen Tate Companies	NC	\$5,672,150,547	22,273	43	1,662
24	RE/MAX Gold	CA	\$5,329,811,410	13,267	59	1,175
25	Rodeo Realty	CA	\$5,209,455,330	5,640	12	1,250
26	Berkshire Hathaway HomeServices Arizona/California/Nevada Properties	NV	\$5,185,916,280	13,309	27	2,615
27	Keller Williams Realty Pinnacle Partners Group	GA	\$5,120,894,657	21,211	15	2,985
28	REeBroker Group Inc.	CA	\$4,705,250,650	8,555	2	2,586
29	Keller Williams Realty - The Rawls Group	GA	\$4,590,721,093	14,809	6	1,917
30	The Keyes Company/Illustrated Properties	FL	\$4,546,193,585	14,174	50	2,835
31	Keller Williams Realty - Ben Kinney Companies	WA	\$4,542,508,286	10,127	6	1,433
32	RE/MAX Estate Properties	CA	\$4,461,896,609	4,341	17	658
33	Berkshire Hathaway HomeServices PenFed Realty	MD	\$4,329,079,128	14,314	59	1,743
34	William Pitt/Julia B. Fee Sotheby's Intl. Realty	CT	\$4,163,231,909	6,032	26	1,000
35	Premier Sotheby's Intl. Realty	FL	\$4,041,944,817	5,865	38	953

The Power Broker Report is sponsored by:





# RISMedia TOP 500 POWER BROKER

Based on 2017 Sales Volume



Sales Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
36	Pacific Sotheby's Intl. Realty	CA	\$3,944,354,290	3,883	14	878
37	Keller Williams Realty - Cunningham Group	CA	\$3,853,840,651	3,348	6	1,317
38	Latter & Blum Companies ERA Powered	LA	\$3,788,992,405	17,900	30	3,200
39	CENTURY 21 Affiliated	WI	\$3,693,417,387	20,039	104	2,812
40	Keller Williams Realty Nashville - Franklin	TN	\$3,610,854,728	14,388	6	1,651
41	Sereno Group	CA	\$3,457,000,000	2,524	9	334
42	Watson Realty Corp.	FL	\$3,445,980,681	15,934	52	1,450
43	Coldwell Banker Sea Coast Advantage	NC	\$3,432,079,184	15,933	36	1,150
44	Golden Gate Sotheby's Intl. Realty	CA	\$3,345,827,396	2,345	20	437
45	West USA Realty	AZ	\$3,338,554,334	20,762	17	2,484
46	Daniel Gale Sotheby's Intl. Realty	NY	\$3,332,080,187	4,070	27	1,027
47	Russ Lyon Sotheby's Intl. Realty	AZ	\$3,300,440,700	5,781	13	885
48	Hilton & Hyland Real Estate	CA	\$3,295,271,273	681	1	150
49	Keller Williams Realty Memorial	TX	\$3,177,459,878	12,080	3	1,915
50	Keller Williams Realty - Mary Tennant	TX	\$3,140,158,384	8,859	2	1,321
51	Berkshire Hathaway HomeServices Homesale Realty	PA	\$3,138,256,093	14,709	29	1,219
52	Keller Williams Realty - Heart of Atlanta Group	GA	\$3,057,720,337	11,359	6	1,321
53	CENTURY 21 Everest Realty Group	UT	\$3,051,750,087	7,798	19	1,121
54	Coldwell Banker The Real Estate Group	IL	\$3,013,220,885	17,918	49	1,300
55	CENTURY 21 New Millennium	VA	\$3,010,018,835	7,833	22	874
56	Lyon Real Estate	CA	\$3,002,538,966	7,308	17	937
57	TTR Sotheby's Intl. Realty	DC	\$2,983,084,604	3,154	8	426
58	Berkshire Hathaway HomeServices Florida Realty	FL	\$2,976,738,205	8,928	40	1,769
59	Allison James Estates & Homes	CA	\$2,929,084,056	8,890	1	1,162
60	Carolina One Real Estate	SC	\$2,855,390,109	8,802	13	973
61	Keller Williams Realty The Virginia Realty Alliance Group	VA	\$2,833,072,734	6,940	6	918
62	F.C. Tucker Company	IN	\$2,756,505,324	11,336	14	631
63	Shorewest REALTORS®	WI	\$2,731,700,000	11,851	22	940
64	Surterre Properties	CA	\$2,730,482,544	1,457	6	406
65	Tomlinson Real Estate Group	WA	\$2,667,138,689	10,420	17	790
66	Realty Austin	TX	\$2,636,357,535	6,926	8	416
67	Michael Saunders & Co.	FL	\$2,635,681,037	5,746	20	681
68	Realty Executives Phoenix and Yuma	AZ	\$2,631,018,746	11,045	36	876
69	Washington Fine Properties	DC	\$2,629,900,508	2,175	10	156
70	Coldwell Banker Schmidt Family of Companies	MI	\$2,614,255,175	14,416	64	1,365
71	Berkshire Hathaway HomeServices Drysdale Properties	CA	\$2,548,309,571	4,538	39	1,088
72	RE/MAX Professionals	CO	\$2,519,326,957	5,723	7	409
73	Better Homes and Gardens Real Estate Gary Greene REALTORS®	TX	\$2,518,018,416	8,616	21	1,020
74	Select Group Real Estate Inc.	CA	\$2,516,967,524	7,058	33	1,008

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# RISMedia TOP 500 POWER BROKER

Based on 2017 Sales Volume



Sales Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
75	Sibcy Cline, Inc.	OH	\$2,511,907,164	11,441	23	1,108
76	HER REALTORS®	OH	\$2,498,286,063	12,681	72	1,106
77	RE/MAX Equity Group	OR	\$2,488,929,023	6,212	12	528
78	BHHS Michigan and Northern Indiana Real Estate and Tomie Raines, REALTORS®	MI	\$2,435,978,915	14,191	52	1,012
79	J. Rockcliff REALTORS®	CA	\$2,425,853,000	2,594	5	347
80	Pinnacle Estate Properties Inc.	CA	\$2,370,284,687	4,313	10	1,006
81	Keller Williams Realty The Chadwick Group	FL	\$2,369,240,092	9,503	5	1,283
82	Keller Williams Real Estate Blue Bell	PA	\$2,357,725,053	10,037	8	1,337
83	Atlanta Fine Homes Sotheby's Intl. Realty	GA	\$2,342,171,595	4,173	4	464
84	Zephyr Real Estate	CA	\$2,295,180,267	1,840	6	350
85	Paragon Real Estate Group	CA	\$2,263,606,000	1,591	4	170
86	PARKS	TN	\$2,254,068,838	6,539	13	737
87	CENTURY 21 M&M and Associates	CA	\$2,238,196,728	5,773	31	1,094
88	John R. Wood Properties	FL	\$2,232,080,811	3,418	7	448
89	Berkshire Hathaway HomeServices Utah Properties	UT	\$2,231,254,042	3,813	21	392
90	Better Homes and Gardens Real Estate Rand Realty	NY	\$2,217,348,187	6,280	27	1,028
91	Coldwell Banker Howard Perry and Walston Realty, Inc.	NC	\$2,216,211,051	7,423	15	874
92	Keller Williams Realty Boise	ID	\$2,200,019,344	6,612	2	1,034
93	Keller Williams Realty Capital Properties	DC	\$2,196,725,559	4,663	7	883
94	Benchmark Realty LLC	TN	\$2,160,370,370	7,234	6	893
95	Atlanta Communities Real Estate Brokerage, LLC	GA	\$2,160,153,822	8,658	5	1,093
96	Keller Williams Realty Carmel Valley/Del Mar	CA	\$2,132,450,090	3,168	3	948
97	CENTURY 21 Award	CA	\$2,120,064,006	3,992	15	1,065
98	Berkshire Hathaway HomeServices Ambassador Real Estate	NE	\$2,109,197,782	9,332	3	655
99	HOM Sotheby's Intl. Realty	CA	\$2,040,830,780	1,416	9	333
100	RE/MAX Accord	CA	\$2,028,056,604	2,769	9	303
101	Keller Williams Realty Brian Smith Mgmt.	CO	\$2,023,558,413	5,264	5	964
102	Bean Group   The Maine Real Estate Network	NH	\$2,007,837,075	7,610	36	903
103	Keller Williams Realty Alaska/Reno North/Sparks	AK	\$2,004,648,827	6,722	3	756
104	Keller Williams Realty Ridgewood	NJ	\$2,001,747,038	3,721	5	1,108
105	Keller Williams Realty Roseville	CA	\$1,999,910,894	5,152	4	663
106	RE/MAX Premier Properties	CA	\$1,970,749,354	2,692	7	222
107	Coldwell Banker Weir Manuel Family of Companies	MI	\$1,957,065,665	9,088	18	612
108	Keller Williams Realty Tulsa	OK	\$1,954,440,500	10,463	4	1,189
109	Keller Williams Realty Ballantyne Area	NC	\$1,937,809,438	6,282	4	948
110	Locations LLC	HI	\$1,928,606,671	2,956	7	296
111	RE/MAX Allegiance	VA	\$1,924,505,926	4,202	18	338
112	Keller Williams Realty Bay Area Estates	CA	\$1,900,818,495	1,782	3	348
113	The Group Inc. Real Estate	CO	\$1,878,751,329	4,740	6	199

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114	Hasson Company	OR	\$1,874,707,305	3,594	6	177
115	Slifer Smith & Frampton	CO	\$1,847,000,000	1,593	23	150
116	HUNT Real Estate Corporation ERA	NY	\$1,843,965,813	11,255	39	1,245
117	Prominent Properties Sotheby's Intl. Realty	NJ	\$1,834,291,327	2,510	12	620
118	Keller Williams The Woodlands and Magnolia	TX	\$1,825,446,146	5,321	2	963
119	RE/MAX Advantage Plus	MN	\$1,821,538,438	6,760	17	444
120	Jackson Hole, Lakes & Sun Valley Sotheby's Intl. Realty	MN	\$1,794,039,479	2,256	7	269
121	JP and Associates REALTORS®	TX	\$1,789,591,767	6,714	15	1,048
122	Carrington Real Estate Services	CA	\$1,785,888,604	9,466	51	1,254
123	Keller Williams Realty Heritage	TX	\$1,784,327,004	7,356	7	1,000
124	RE/MAX Realty Group	MD	\$1,769,577,103	5,581	8	380
125	McEneaney Associates Inc.	VA	\$1,761,500,000	2,694	8	360
126	Gibson Sotheby's Intl. Realty	MA	\$1,741,543,692	1,776	8	233
127	Realty Executives Associates	TN	\$1,721,365,067	7,973	8	601
128	Keller Williams Realty Integrity Northwest	MN	\$1,700,036,008	5,981	4	677
129	Coldwell Banker Apex, REALTORS®	TX	\$1,677,767,568	6,723	12	611
130	Kuper Sotheby's Intl. Realty	TX	\$1,676,490,900	2,976	10	377
131	Keller Williams Realty Walnut Creek and Danville	CA	\$1,667,558,114	2,495	3	806
132	Realty Connect USA	NY	\$1,667,257,754	3,881	15	816
133	CENTURY 21 Redwood Realty	VA	\$1,662,352,841	3,893	12	527
134	RE/MAX Northwest	WA	\$1,659,422,950	2,785	5	219
135	Berkshire Hathaway HomeServices California Properties Cerritos	CA	\$1,650,000,000	3,717	22	800
136	CENTURY 21 Judge Fite Company	TX	\$1,649,490,214	7,010	25	862
137	RE/MAX DFW Associates	TX	\$1,646,388,309	4,327	7	320
138	Legacy Real Estate & Associates ERA Powered	CA	\$1,635,813,122	1,892	6	324
139	Vista Sotheby's Intl. Realty	CA	\$1,634,420,899	1,004	8	255
140	Better Homes and Gardens Real Estate The Masiello Group	NH	\$1,620,331,352	7,530	35	629
141	Better Homes and Gardens Real Estate Metro Brokers	GA	\$1,612,247,408	7,782	26	2,437
142	Keller Williams Realty Lake Norman - Cornelius	NC	\$1,583,584,203	5,644	4	913
143	PMZ Real Estate	CA	\$1,579,746,000	5,096	16	630
144	Jameson Sotheby's Intl. Realty	IL	\$1,570,283,012	2,866	5	399
145	Keller Williams Realty Salt Lake City	UT	\$1,564,647,144	4,956	3	630
146	Berkshire Hathaway HomeServices New Jersey Properties	NJ	\$1,563,196,558	3,598	19	880
147	Keller Williams Realty Jupiter/Palm Beaches/Treasure Coast	FL	\$1,557,173,885	5,562	5	1,060
148	HomeSmart Evergreen Realty	CA	\$1,556,167,337	2,513	7	999
149	Keller Williams Realty Sunset Corridor/Eugene	OR	\$1,541,655,673	4,851	3	517
150	CENTURY 21 Commonwealth	MA	\$1,536,113,134	2,710	22	542
151	Realogics Sotheby's Intl. Realty	WA	\$1,523,840,301	1,649	7	230
152	Dilbeck Real Estate	CA	\$1,522,816,715	1,875	13	526

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153	Keller Williams Realty of Central Florida LLC	FL	\$1,512,024,137	7,184	4	866
154	RE/MAX Executive	NC	\$1,512,022,952	5,541	10	311
155	ONE Sotheby's Intl. Realty	FL	\$1,509,106,297	1,561	15	824
156	Keller Williams Realty Metro Center	VA	\$1,505,042,441	2,823	3	622
157	Berkshire Hathaway HomeServices The Preferred Realty	PA	\$1,503,994,235	6,932	18	728
158	RE/MAX Leading Edge	MA	\$1,501,197,461	2,257	12	205
159	Coldwell Banker West	CA	\$1,498,590,567	3,069	7	675
160	Wilkinson ERA Real Estate	NC	\$1,488,042,775	5,810	14	907
161	RE/MAX Integrity	OR	\$1,487,648,103	5,689	6	283
162	Rose & Womble Realty	VA	\$1,485,972,051	5,084	11	575
163	Keller Williams Realty CH Realty Investments LLC	GA	\$1,485,181,685	4,561	3	801
164	Keller Williams Realty Federal Way	WA	\$1,483,947,075	4,891	2	545
165	Northwood Realty Services	PA	\$1,471,937,700	10,703	37	1,023
166	Keller Williams Realty Signature	TX	\$1,467,320,989	5,489	2	723
167	Keller Williams Realty Haigh Group	MN	\$1,464,727,360	5,573	4	607
168	Tierra Antigua Realty	AZ	\$1,464,254,703	7,279	7	1,010
169	Keller Williams Realty Meggers Management Group	CA	\$1,459,232,020	4,286	4	1,087
170	Coldwell Banker Legacy	NM	\$1,456,884,817	6,549	11	500
171	Keller Williams Realty Chattanooga - East Brainerd	TN	\$1,454,732,369	6,919	2	556
172	Keller Williams Realty The Hilgenberg Group	CA	\$1,452,919,382	4,179	4	993
173	Better Homes and Gardens Real Estate Reliance Partners	CA	\$1,435,267,792	2,750	10	436
174	Keller Williams Realty Kansas City Northland	MO	\$1,430,647,311	7,534	3	819
175	Keller Williams Realty San Antonio Inc.	TX	\$1,416,907,643	5,136	5	778
176	Coach Real Estate Associates	NY	\$1,413,424,901	2,546	19	659
177	CENTURY 21 Scheetz	IN	\$1,410,068,016	5,714	8	354
178	Keller Williams DTC Realty & Masters Realty	CO	\$1,406,208,124	3,467	1	514
179	Keller Williams Realty/Ubal dini Group	FL	\$1,400,284,050	5,809	3	961
180	Greenwood King Properties	TX	\$1,399,879,931	1,655	3	179
181	Coldwell Banker Select	OK	\$1,389,612,000	7,797	15	700
182	Keller Williams Realty West Monmouth	NJ	\$1,386,086,827	3,971	4	1,015
183	Keller Williams Realty Silicon Valley	CA	\$1,383,169,194	1,507	3	350
184	Better Homes and Gardens Real Estate Kansas City Homes	KS	\$1,379,827,181	4,710	8	433
185	Aspen Snowmass Sotheby's Intl. Realty	CO	\$1,371,220,862	768	11	168
186	Berkshire Hathaway HomeServices Anderson Properties	TX	\$1,369,659,856	6,453	39	1,000
187	Revelation Real Estate	AZ	\$1,369,230,137	4,958	1	761
188	Keller Williams Realty Emerald Coast	FL	\$1,358,421,230	5,744	3	683
189	Randall REALTORS®	RI	\$1,351,650,000	3,205	32	574
190	Berkshire Hathaway HomeServices Towne Realty	VA	\$1,346,074,128	4,379	15	434
191	RE/MAX Properties, Inc.	CO	\$1,342,982,508	4,318	4	217

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192	Keller Williams Realty Honolulu	HI	\$1,325,904,901	2,171	2	564
193	Keller Williams Realty Naperville	IL	\$1,312,167,004	4,468	3	594
194	Keller Williams Realty Asheville NC Columbia & Columbia NE SC	NC	\$1,306,894,359	5,902	4	834
195	Keller Williams Realty Landmark	NY	\$1,303,626,173	2,197	3	836
196	Solid Source Real Estate Companies	GA	\$1,288,348,000	5,200	6	1,700
197	Beverly-Hanks & Associates	NC	\$1,284,459,906	4,200	8	339
198	Keller Williams Realty Partners	KS	\$1,269,346,169	4,889	1	506
199	Keller Williams Realty Metropolitan	NH	\$1,268,407,489	4,233	2	508
200	Keller Williams Realty RM Realty Associates LLC	DE	\$1,268,035,589	6,068	4	1,041
201	Carpenter REALTORS®	IN	\$1,266,760,126	7,751	32	686
202	RE/MAX Alliance Group	FL	\$1,264,217,874	4,120	7	274
203	Keller Williams Realty Lubbock	TX	\$1,257,018,289	6,565	4	636
204	Berkshire Hathaway HomeServices Verani Realty	NH	\$1,254,760,457	4,405	20	500
205	RE/MAX of Boulder Inc.	CO	\$1,250,463,872	2,027	2	115
206	Keller Williams Realty Boston Metro	MA	\$1,246,016,936	1,894	2	448
207	Intero Real Estate Services - East Bay	CA	\$1,245,760,612	1,535	4	274
208	Keller Williams Realty Professionals	OR	\$1,239,940,290	2,904	1	315
209	Keller Williams Realty Agnew Real Estate LLC	AZ	\$1,235,090,266	3,381	2	531
210	RE/MAX Gold Coast	CA	\$1,195,575,313	2,168	6	226
211	Dickson Realty Inc.	NV	\$1,194,728,667	2,706	9	310
212	DPR Realty	AZ	\$1,194,520,657	4,958	7	1,028
213	Cascade Sotheby's Intl. Realty	OR	\$1,191,033,108	2,456	11	256
214	Chase International Real Estate	NV	\$1,183,549,604	2,378	9	362
215	Keller Williams Realty Denton	TX	\$1,180,419,711	4,995	3	532
216	Willis Allen Real Estate	CA	\$1,177,330,802	924	5	146
217	Smith & Associates Real Estate	FL	\$1,177,272,722	2,448	4	286
218	Cutler Real Estate	OH	\$1,166,801,551	6,863	24	405
219	RE/MAX Suburban	IL	\$1,164,014,481	4,150	8	221
220	Charles Reinhart Company	MI	\$1,152,209,269	3,631	6	245
221	Patterson-Schwartz Real Estate	DE	\$1,151,897,629	4,410	9	368
222	Heritage Texas Properties	TX	\$1,150,598,684	3,791	12	329
223	Keller Williams Realty North Florida	FL	\$1,150,265,512	5,648	4	815
224	CENTURY 21 Masters	CA	\$1,141,291,740	2,286	10	303
225	Keller Williams Realty Knoxville West	TN	\$1,139,387,375	5,538	3	492
226	Keller Williams Realty Charlotte SouthPark	NC	\$1,135,474,267	4,160	1	560
227	Keller Williams Realty Fayetteville	AR	\$1,128,023,990	5,617	2	589
228	Coldwell Banker Danforth	WA	\$1,125,650,931	2,190	3	433
229	Hawaii Life Real Estate Services, LLC	HI	\$1,122,770,794	1,558	14	237
230	RE/MAX of Valencia and Santa Clarita	CA	\$1,122,719,639	1,982	2	161

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231	Engel & Völkers Park City	UT	\$1,121,550,550	1,291	13	292
232	Keller Williams Realty Temecula Valley Real Estate, Inc.	CA	\$1,116,429,551	3,456	4	1,161
233	Keller Williams Realty Palo Alto/Menlo Park	CA	\$1,115,944,314	743	1	175
234	Chapman Hall REALTORS®	GA	\$1,114,058,000	4,628	6	543
235	John Daugherty, REALTORS®	TX	\$1,108,200,204	1,455	3	145
236	Today Sotheby's Intl. Realty	CA	\$1,104,160,638	776	3	90
237	Coldwell Banker Prime Properties	NY	\$1,093,426,651	5,776	16	499
238	Keller Williams Realty Hoover	AL	\$1,088,515,351	5,840	5	726
239	RE/MAX Olson & Associates	CA	\$1,087,825,814	1,433	5	161
240	Intracoastal Realty Corp.	NC	\$1,085,957,856	3,250	10	365
241	GARDNER, REALTORS®	LA	\$1,085,362,235	4,550	24	800
242	Keller Williams Realty Allen	TX	\$1,085,066,681	3,661	2	505
243	Five Star Real Estate	MI	\$1,084,281,770	6,327	11	437
244	Berkshire Hathaway HomeServices Select Properties	MO	\$1,079,951,462	5,224	9	566
245	Keller Williams Consultants Realty	OH	\$1,077,997,737	4,532	3	445
246	CENTURY 21 North Shore	NH	\$1,074,682,089	3,094	36	680
247	Beachside REALTORS® Corporation	CA	\$1,072,855,827	1,952	10	608
248	RE/MAX Eastside Brokers	WA	\$1,069,069,876	2,039	2	164
249	Berkshire Hathaway HomeServices Florida Properties Group	FL	\$1,067,886,797	5,133	21	653
250	Berkshire Hathaway HomeServices Alliance Real Estate	MO	\$1,066,661,643	3,899	8	429
251	Keller Williams Realty Westlake Village	CA	\$1,064,648,263	1,414	1	375
252	Keller Williams Realty Tyrrell Enterprise, Inc.	FL	\$1,056,210,005	4,311	3	549
253	Keller Williams Realty Premier Properties	NJ	\$1,053,292,621	1,220	1	280
254	Keller Williams Realty Integrity	MD	\$1,048,634,465	2,780	1	355
255	CENTURY 21 American Homes	NY	\$1,048,550,901	2,297	13	670
256	Keller Williams Greater Portland	ME	\$1,046,070,192	3,787	1	419
257	Keller Williams Real Estate Exton	PA	\$1,043,270,373	3,258	3	415
258	Berkshire Hathaway HomeServices C. Dan Joyner, REALTORS®	SC	\$1,039,121,172	4,541	10	424
259	Professional Realty Services International	WA	\$1,037,641,742	2,863	37	407
260	Keller Williams Realty Royal Oak	MI	\$1,035,175,036	4,231	2	536
261	London Properties	CA	\$1,034,055,424	3,053	9	350
262	Jack Conway & Company, Inc.	MA	\$1,031,805,335	2,576	30	673
263	Keller Williams Realty Fort Mill	SC	\$1,030,696,131	4,444	2	535
264	NP Dodge Real Estate Sales, Inc.	NE	\$1,030,000,000	5,227	9	430
265	Keller Williams Realty Beverly	MA	\$1,028,977,343	2,410	3	459
266	Reliant Realty ERA Powered	TN	\$1,022,914,987	4,295	5	633
267	Coldwell Banker D'Ann Harper REALTORS®	TX	\$1,018,622,460	4,001	8	408
268	HomeSmart Realty West	CA	\$1,017,108,176	1,807	3	574
269	Keller Williams Realty Pacific Estates	CA	\$1,005,293,363	1,764	1	412

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270	Keller Williams Realty Portland Premiere	OR	\$1,004,817,343	2,298	1	256
271	RE/MAX Fine Properties	AZ	\$1,004,628,442	2,576	3	193
272	Chinowth & Cohen REALTORS®	OK	\$1,002,978,213	3,921	11	493
273	Keller Williams Success Realty	UT	\$996,994,512	3,767	3	367
274	Keller Williams Premier Realty East Suburban	MN	\$995,468,498	3,966	3	389
275	Keller Williams Coastal and Lakes & Mountains Realty	NH	\$995,342,263	3,327	1	467
276	Keller Williams Realty Fort Worth	TX	\$993,895,311	4,645	3	763
277	Keller Williams Advisor's Realty	OH	\$990,762,907	4,940	3	536
278	Keller Williams Realty Pasadena/Arcadia	CA	\$988,260,031	1,252	3	534
279	Berkshire Hathaway HomeServices Indiana Realty	IN	\$977,726,565	5,275	16	383
280	RE/MAX Elite	TN	\$971,651,053	3,078	5	190
281	Keller Williams Realty Centre	MD	\$971,037,128	3,041	2	623
282	Keller Williams Realty Portland Central	OR	\$969,328,894	2,372	1	300
283	Keller Williams Realty Plano	TX	\$969,193,576	2,893	1	419
284	Keller Williams Realty Cook and Company	GA	\$966,542,805	4,409	3	384
285	Keller Williams Realty NYC	NY	\$959,880,163	872	2	948
286	Coldwell Banker Vanguard Realty	FL	\$957,939,235	4,366	5	305
287	Greenridge Realty, Inc.	MI	\$950,779,199	5,258	20	445
288	Berkshire Hathaway HomeServices Professional Realty	OH	\$947,473,910	5,594	30	570
289	Keller Williams WinStar Realty	ID	\$945,414,353	4,698	1	236
290	Coldwell Banker Heritage	OH	\$941,771,924	5,505	9	390
291	Keller Williams Realty McLean	VA	\$937,075,357	1,492	1	350
292	Murney Associates	MO	\$936,213,463	5,442	5	472
293	Coldwell Banker Brokers of the Valley	CA	\$932,207,650	1,025	4	136
294	Realty Executives Santa Clarita	CA	\$931,861,159	1,823	5	275
295	Keller Williams City Life Realty	NJ	\$931,733,178	1,530	2	424
296	Keller Williams Realty Platinum	OK	\$929,695,071	4,065	2	464
297	BHG Real Estate JF Finnegan REALTORS®/Thrive/Ventura Barnett Properties	CA	\$929,243,739	1,041	7	359
298	Keller Williams Heritage Realty	FL	\$926,092,038	3,388	3	558
299	Keller Williams Realty Puyallup	WA	\$916,205,069	2,921	1	297
300	RE/MAX Realty Affiliates	NV	\$907,686,603	2,547	3	120
301	RE/MAX Concepts	IA	\$901,261,631	4,495	15	190
302	Meybohm Real Estate	GA	\$899,047,176	4,125	7	219
303	PorchLight Real Estate Group	CO	\$897,015,386	2,007	5	155
304	Realty Executives Tucson Elite	AZ	\$893,275,536	4,421	10	370
305	Keller Williams Classic Realty	MN	\$884,517,368	3,702	2	341
306	Coldwell Banker Premier Realty	NV	\$880,212,946	3,127	4	300
307	Berkshire Hathaway HomeServices Starck Real Estate	IL	\$879,877,165	4,108	17	470
308	Keller Williams Realty Coastal Area Partners	GA	\$873,611,218	3,834	1	325

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309	Keller Williams Realty Greater Hartford	CT	\$870,323,790	3,996	1	397
310	Ruhl & Ruhl REALTORS®	IA	\$868,994,834	5,267	12	331
311	Coldwell Banker Hearthside, REALTORS®	PA	\$866,566,673	3,072	11	380
312	Nourmand & Associates REALTORS®	CA	\$864,503,500	549	3	175
313	RE/MAX Masters Millennium	CO	\$864,472,660	1,915	1	102
314	RE/MAX Classic	MI	\$863,447,978	3,898	7	199
315	RE/MAX Professionals	WA	\$860,571,627	2,864	5	158
316	Diane Turton, REALTORS®	NJ	\$858,354,215	1,752	18	425
317	Berkshire Hathaway HomeServices Montana Properties	MT	\$857,492,730	2,666	12	225
318	RE/MAX Real Estate Group	CO	\$853,028,071	3,076	2	126
319	Keller Williams Realty Southern Arizona	AZ	\$852,572,215	4,128	2	425
320	Keller Williams Realty Premier Partners	WA	\$848,158,073	2,683	1	286
321	Dorsey Alston	GA	\$837,475,014	1,556	2	250
322	RE/MAX Advantage Realty	MD	\$835,758,400	2,835	6	208
323	Keller Williams Realty Greater Des Moines/Ankeny/Ames/Siouxland	IA	\$833,388,502	4,407	3	525
324	Keller Williams Classic/Homestead Realty	FL	\$832,758,851	3,359	3	567
325	Four Seasons Sotheby's Intl. Realty	VT	\$831,929,288	2,332	21	200
326	Keller Williams Realty Greater Seattle	WA	\$829,428,844	1,525	1	194
327	Coldwell Banker Roth Wehrly Graber REALTORS®	IN	\$828,471,423	4,974	14	310
328	LAER Realty	MA	\$823,647,796	2,661	21	387
329	Keller Williams Preferred Realty	IL	\$822,958,935	3,795	2	632
330	Keller Williams Realty San Diego North Inland	CA	\$822,323,964	1,240	1	267
331	Keller Williams Realty of Grand Rapids	MI	\$817,044,025	4,034	2	326
332	Keller Williams Realty Mission Viejo	CA	\$816,356,983	1,108	1	706
333	RE/MAX The Woodlands & Spring	TX	\$811,760,872	2,202	3	121
334	Keller Williams Realty Larchmont	CA	\$810,366,296	1,511	2	534
335	RE/MAX Excalibur Scottsdale	AZ	\$808,782,538	2,343	4	175
336	RE/MAX Center	GA	\$807,895,916	2,955	3	148
337	McColly Real Estate	IN	\$803,308,545	4,655	24	474
338	Keller Williams Realty Easton Market Center	MA	\$802,186,582	1,964	2	275
339	Keller Williams Arizona Realty	AZ	\$800,126,665	2,357	1	398
340	Residential Properties Ltd.	RI	\$794,854,526	1,852	5	178
341	RE/MAX Gateway	VA	\$793,260,533	2,246	5	152
342	Red Oak Realty	CA	\$792,429,722	950	2	103
343	RE/MAX United	NC	\$789,597,920	2,474	3	131
344	Keller Williams Realty Spokane	WA	\$789,222,695	3,757	1	308
345	Realty Executives Integrity	WI	\$786,075,664	3,191	6	197
346	Keller Williams Realty LA Harbor	CA	\$784,094,421	1,069	2	656
347	RE/MAX Metro-Associates	UT	\$781,194,002	3,166	6	155

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Based on 2017 Sales Volume



Sales Rank	Company	State	Sales Volume	Transactions	Total Offices	Total Agents
348	Podley Properties	CA	\$778,941,477	907	6	186
349	The AgentOwned Realty Co.	SC	\$776,904,282	3,433	11	520
350	RE/MAX Ability Plus	IN	\$773,049,910	3,880	10	180
351	ERA Key Realty Services	MA	\$769,945,093	2,387	15	332
352	Keller Williams Realty Newport Beach	CA	\$767,857,255	955	2	889
353	Berkshire Hathaway HomeServices California Realty Thousand Oaks	CA	\$766,349,121	1,045	5	293
354	Phyllis Browning Company	TX	\$764,744,384	1,668	6	200
355	Keller Williams Realty Morristown	NJ	\$756,524,698	1,861	1	348
356	RE/MAX Fine Properties	TX	\$756,179,618	2,318	2	173
357	Keller Williams Realty Tempe Scottsdale	AZ	\$755,270,141	2,882	2	333
358	Keller Williams Preferred Realty	NC	\$752,662,838	2,859	2	406
359	Keller Williams Realty Mt. Pleasant	SC	\$751,959,215	2,342	1	370
360	Coldwell Banker Schneidmiller Realty	ID	\$749,699,894	2,581	3	214
361	Keller Williams Chervenik Realty	OH	\$746,100,932	4,889	1	376
362	RE/MAX Professionals	AZ	\$745,392,225	3,114	6	141
363	Hegg, REALTORS® Inc.	SD	\$745,327,830	3,419	2	179
364	RE/MAX Platinum	MI	\$742,812,752	3,372	5	269
365	Keller Williams Realty Cary	NC	\$739,591,669	2,522	1	190
366	CENTURY 21 Allstars	CA	\$734,366,511	1,879	1	278
367	Better Homes and Gardens Real Estate Advantage Realty	HI	\$732,816,589	989	7	154
368	ERA Brokers Consolidated	UT	\$732,561,808	2,946	8	267
369	Stark Company REALTORS®	WI	\$730,787,411	2,739	6	185
370	RE/MAX of Cherry Creek Inc.	CO	\$728,500,348	1,410	1	92
371	Keller Williams Realty Louisville East	KY	\$727,196,588	3,579	1	245
372	Keller Williams Realty Premier Partners	LA	\$716,770,134	4,128	4	673
373	Keller Williams Capital Partners Realty	OH	\$707,307,316	2,889	1	221
374	RE/MAX Select Realty	PA	\$706,303,346	3,471	8	202
375	RE/MAX Realty 100	WI	\$703,768,683	3,265	4	156
376	Keller Williams Realty Legacy	TX	\$703,656,245	2,822	1	323
377	RE/MAX Results	IN	\$703,316,282	4,440	8	201
378	Heritage House Sotheby's Intl. Realty	NJ	\$701,149,827	1,270	5	210
379	Keller Williams Real Estate Langhorne	PA	\$697,796,134	2,710	2	387
380	Keller Williams Realty Bakersfield	CA	\$697,206,100	1,582	2	371
381	J.P. Weigand and Sons, Inc.	KS	\$695,202,115	3,567	7	222
382	Keller Williams Realty North Wilmington	DE	\$691,946,087	3,503	2	477
383	Coldwell Banker Caine	SC	\$689,684,747	2,848	4	199
384	CENTURY 21 Beggins Enterprises	FL	\$688,986,402	2,727	12	424
385	Keller Williams Realty Silicon Beach	CA	\$688,272,089	676	1	270
386	Coldwell Banker Kappel Gateway Realty	CA	\$687,717,271	1,644	7	187

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387	Keller Williams Realty Montclair	NJ	\$686,599,381	1,285	1	208
388	RE/MAX Town & Country	GA	\$684,630,531	3,157	10	168
389	Coldwell Banker Mason Morse Real Estate	CO	\$683,588,264	591	6	117
390	Keller Williams Realty Bellevue	WA	\$682,699,684	1,150	1	252
391	RE/MAX College Park Realty	CA	\$681,836,132	1,203	6	165
392	Keller Williams Realty Springfield	MO	\$676,875,215	4,063	1	329
393	RE/MAX Metro	FL	\$676,365,671	2,020	3	154
394	Keller Williams Preferred Realty Denver North	CO	\$675,940,115	1,776	1	270
395	Coldwell Banker Wallace & Wallace REALTORS®	TN	\$675,921,571	3,260	6	342
396	Coldwell Banker Barnes	TN	\$673,581,376	2,693	8	249
397	Callaway Henderson Sotheby's Intl. Realty	NJ	\$673,015,518	1,014	5	189
398	Skogman Realty	IA	\$671,464,519	3,216	4	189
399	RE/MAX Boone Realty	MO	\$671,049,866	3,634	2	176
400	RE/MAX Integrity	WA	\$669,370,723	1,332	5	120
401	Dale Sorensen Real Estate Inc.	FL	\$669,143,919	1,756	12	221
402	Schuler Bauer Real Estate ERA Powered	IN	\$666,261,906	3,671	7	275
403	RE/MAX Select	NJ	\$665,818,384	2,035	6	170
404	Keller Williams Realty Indy Metro Northeast	IN	\$663,037,315	3,180	1	272
405	Keller Williams Realty Partners SW	FL	\$662,597,804	2,024	2	489
406	RE/MAX Champions	CA	\$661,236,421	1,728	4	103
407	RE/MAX Southern Homes	AL	\$661,060,405	2,375	2	113
408	Keller Williams Realty Chesapeake/Western Branch	VA	\$659,808,666	2,867	3	350
409	Danberry Co. REALTORS®	OH	\$659,281,399	4,025	5	245
410	RE/MAX Commonwealth	VA	\$658,738,009	2,432	5	108
411	Scenic Sotheby's Intl. Realty	FL	\$658,375,866	674	6	53
412	RE/MAX Platinum Living	AZ	\$655,663,744	1,533	3	138
413	Keller Williams Realty Sioux Falls	SD	\$655,238,235	3,011	1	227
414	Keller Williams Realty Legacy	MD	\$653,728,262	2,928	1	456
415	ERA Wilder Realty	SC	\$653,408,936	3,521	10	352
416	RE/MAX of Reading	PA	\$652,703,060	3,698	1	146
417	Berkshire Hathaway HomeServices Hudson Valley Properties	NY	\$651,256,573	2,886	7	280
418	Real Living At Home	MD	\$647,746,300	1,219	4	165
419	RE/MAX Whatcom County, Inc.	WA	\$643,823,625	2,110	4	114
420	Keller Williams Realty Plymouth	MI	\$643,526,831	3,934	2	514
421	Realty Executives of Kansas City	KS	\$643,362,872	3,010	5	230
422	Nationwide Real Estate Executives	CA	\$641,374,623	1,235	7	815
423	CENTURY 21 Bradley Realty, Inc.	IN	\$638,568,985	3,958	3	270
424	Keller Williams Realty Modesto	CA	\$635,025,682	1,957	2	299
425	Russell Real Estate Services	OH	\$634,824,667	4,856	9	627

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426	Keller Williams Realty Chesterfield	MO	\$633,795,166	2,697	1	359
427	Keller Williams Realty Antelope Valley	CA	\$631,156,468	2,296	1	468
428	RE/MAX Masters	CA	\$630,264,559	1,257	5	148
429	Keller Williams Realty The Marketplace	NV	\$629,267,473	2,442	2	349
430	RE/MAX Premier Realty	CA	\$627,903,487	1,418	4	125
431	Berkshire Hathaway HomeServices California Properties Torrance	CA	\$622,710,846	662	3	195
432	CENTURY 21 Real Estate Alliance	CA	\$618,425,794	763	6	367
433	The Platinum Group, REALTORS®	CO	\$614,523,850	1,770	1	67
434	Keller Williams Realty St. Louis Kirkwood	MO	\$610,882,771	2,556	1	348
435	Coldwell Banker Elite	VA	\$606,361,976	1,968	9	275
436	Keller Williams Realty Chesapeake/Greenbrier	VA	\$605,637,529	2,311	2	307
437	Robert Paul Properties	MA	\$605,600,189	612	9	87
438	RE/MAX Dynamic Properties	AK	\$603,923,820	1,808	2	147
439	Keller Williams Realty Crofton/Ft. Meade	MD	\$603,445,520	2,016	1	588
440	Keller Williams Realty Northville	MI	\$602,113,880	2,590	1	334
441	Remerica Real Estate	MI	\$601,714,351	3,203	12	417
442	Keller Williams Realty Capital District	NY	\$601,192,399	2,677	1	327
443	CENTURY 21 Arizona Foothills	AZ	\$600,316,213	2,255	12	423
444	RE/MAX Anchor & Affinity Plus	FL	\$600,275,933	2,345	5	108
445	Keller Williams Philly Real Estate	PA	\$600,194,621	1,957	1	243
446	RE/MAX Executive Realty	MA	\$599,403,761	1,449	6	100
447	Keller Williams Realty Showcase Properties	MA	\$599,140,376	1,512	2	248
448	RE/MAX Preferred	WI	\$598,950,787	2,330	14	96
449	Keller Williams Tri-Valley Realty	CA	\$598,897,467	710	1	133
450	RE/MAX Realtec Group	FL	\$596,570,067	2,467	2	154
451	Cottingham Chalk Hayes, REALTORS®	NC	\$591,029,677	1,164	1	108
452	RE/MAX 440 & RE/MAX Central	PA	\$589,444,750	2,255	10	149
453	Keller Williams Realty Greater Cleveland	OH	\$589,088,429	3,334	1	345
454	Berkshire Hathaway HomeServices Beach Properties of Florida	FL	\$588,442,706	1,033	8	136
455	Keller Williams Realty Falls Church	VA	\$588,395,664	1,117	1	249
456	Keller Williams Integrity First Realty	AZ	\$587,128,453	2,194	1	245
457	Keller Williams Realty Cupertino	CA	\$586,729,173	509	1	133
458	RE/MAX Town & Country	CA	\$585,071,097	601	1	11
459	Coldwell Banker Harris McHaney & Faucette Real Estate	AR	\$584,914,767	2,518	4	235
460	Keller Williams American Premier Realty	MD	\$584,858,140	2,090	1	231
461	RE/MAX Peak To Peak	CO	\$583,571,642	531	2	18
462	Keller Williams Realty Sarasota Lakewood Ranch	FL	\$583,418,959	2,140	2	351
463	Keller Williams Realty Sacramento	CA	\$580,281,475	1,483	1	156
464	Coldwell Banker Distinctive Properties	CO	\$580,261,974	2,030	6	196

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465	RE/MAX Grand	TX	\$579,612,183	1,964	2	96
466	Bailey Properties	CA	\$579,519,990	730	4	123
467	Cressy & Everett Real Estate	IN	\$578,665,759	3,285	11	211
468	CENTURY 21 NorthBay Alliance	CA	\$578,499,565	1,262	11	268
469	Signature Companies	MI	\$578,437,541	1,670	5	212
470	Mel Foster Co.	IA	\$576,949,301	3,595	8	216
471	Keller Williams Realty Corona	CA	\$576,725,084	1,384	1	304
472	RE/MAX at Barnegat Bay	NJ	\$576,107,585	1,957	4	89
473	RE/MAX 10	IL	\$575,038,158	2,573	5	161
474	RE/MAX Top Producers	CA	\$574,980,421	1,363	3	99
475	ERA Grizzard Real Estate	FL	\$574,470,212	2,774	8	220
476	Keller Williams Realty Lake Travis	TX	\$574,158,531	1,228	1	330
477	Coldwell Banker Schmitt Real Estate Co.	FL	\$573,821,425	1,127	5	177
478	Keller Williams Realty Metairie	LA	\$571,735,112	2,576	2	448
479	Keller Williams Realty Central 75	TX	\$567,848,158	1,977	1	478
480	Keller Williams Realty Green Bay	WI	\$567,803,492	3,243	2	324
481	Keller Williams Realty Nashua	NH	\$565,781,877	1,924	1	207
482	Keller Williams Client's Choice Realty	CO	\$565,209,580	1,905	1	283
483	Keller Williams Premier Realty	TX	\$563,017,572	1,864	1	358
484	RE/MAX Executives	VA	\$562,791,000	1,166	4	132
485	Coldwell Banker George Realty	CA	\$562,288,750	964	3	493
486	John Greene REALTOR®	IL	\$559,629,662	2,078	2	150
487	Steamboat Sotheby's Intl. Realty	CO	\$556,215,504	968	3	96
488	Keller Williams Realty Indy Metro South	IN	\$555,895,528	3,384	2	285
489	Keller Williams Realty Sonoran Living	AZ	\$552,412,946	1,773	2	376
490	RE/MAX 4000	CO	\$551,603,497	2,111	1	74
491	CENTURY 21 Town & Country	MI	\$549,078,487	2,650	7	350
492	Keller Williams Realty LS	CA	\$548,130,006	948	1	528
493	Terrie O'Connor REALTORS®	NJ	\$546,395,000	1,012	8	375
494	Keller Williams Realty Hudson Valley	NY	\$546,146,914	1,821	2	412
495	Keller Williams Realty Gold Coast	NY	\$545,880,414	714	1	325
496	RE/MAX Direct	FL	\$543,749,354	1,883	5	112
497	ERA Sellers & Buyers Real Estate	TX	\$543,453,199	2,882	4	235
498	RE/MAX Town Center	MD	\$541,963,946	1,300	2	125
499	RE/MAX Heritage	TX	\$541,391,522	1,616	3	102
500	Coldwell Banker Premier Group	MO	\$541,380,476	2,435	4	192

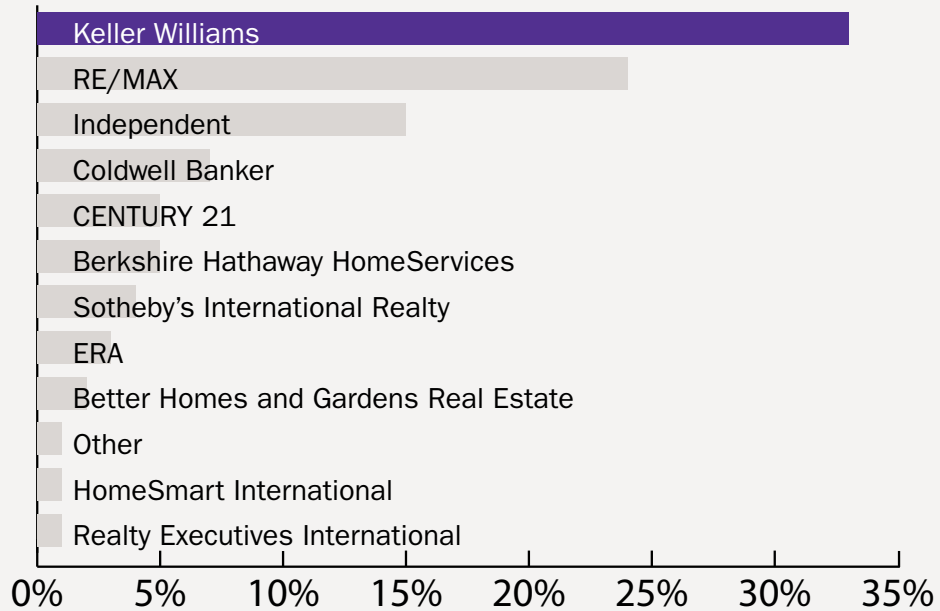
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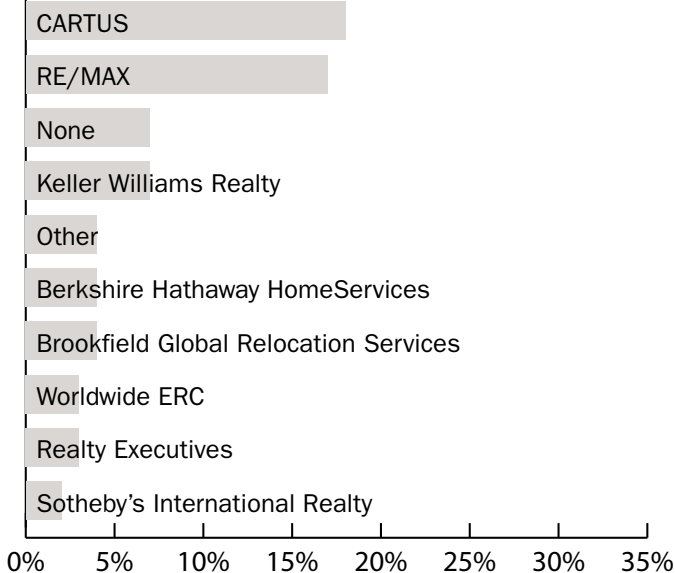


## POWER BROKERS BY BRAND



## POWER BROKERS BY RELOCATION REFERRAL NETWORK

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## POWER BROKER AVERAGE TRANSACTION AMOUNT

**\$362,871**



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