

2020

THE THOUSAND



REALTRENDS + TomFerry

**RANKING
THE TOP
REAL ESTATE
PROFESSIONALS
& TEAMS**

by Transactions Sides & Sales Volume



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

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



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

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



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

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


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

HOME TO THE NATION'S BEST

Congratulations to all Coldwell Banker®
agents named to the REAL Trends
2020 “The Thousand” list.

[SEE THE FULL LIST](#)



Affiliated real estate agents are independent contractor sales associates, not employees. ©2020 Coldwell Banker. All Rights Reserved. Coldwell Banker and the Coldwell Banker logos are trademarks of Coldwell Banker Real Estate LLC. The Coldwell Banker® System is comprised of company owned offices which are owned by a subsidiary of Realty Brokerage Group LLC and franchised offices which are independently owned and operated. The Coldwell Banker System fully supports the principles of the Fair Housing Act and the Equal Opportunity Act.  20XWUD_NAT_4/20

In Your Corner



ERA Real Estate has been the force behind a growing network of real estate entrepreneurs across the globe for almost 50 years. We know that real estate is local, and that one-size never fits all. Our brokers and agents are leaders in their markets, and we are dedicated to helping them reach their goals, without sacrificing their individuality. That's what it means to have ERA in your corner.

Congratulations to everyone who earned a spot on the 2020 REAL Trends The Thousand.



BRAVO!

AMERICA'S TOP 1,000

INCLUDES RE/MAX SALES
PROFESSIONALS AND TEAMS

HERE'S OUR STANDING OVATION FOR EARNING A SPOT ON THE
THOUSAND LIST BY **REAL TRENDS**. YOU'VE GONE BEYOND
EXPECTATIONS, AND THE INDUSTRY HAS NOTICED.



Leading
REAL ESTATE COMPANIES
OF THE WORLD

QUALITY.
CONNECTIONS.
INDEPENDENCE.®

London, United Kingdom — Home of LeadingRE member Strutt & Parker

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

LeadingRE.com/OurCompanies



11

Top 250 Real Estate Professionals by Transaction Sides

26

Top 250 Real Estate Professionals by Sales Volume

41

Top Small Teams by Transaction Sides

46

Top Medium Teams by Transaction Sides

50

Top Large Teams by Transaction Sides 50

54

Top Small Teams by Sales Volume

58

Top Medium Teams by Sales Volume

62

Top Large Teams by Sales Volume

66

Top Agent-owned Brokerage
Individual Transaction Sides

68

Top Agent-owned Brokerage
Individual Sales Volume

70

Top Team-owned Brokerages by Transaction Sides

72

Top Team-owned Brokerages by Sales Volume

74

Analysis of The Thousand

2020
THE THOUSAND

REALTRENDS + TomFerry

Copyright ©2020 REAL Trends, Inc. All rights reserved.

In composing REAL Trends + Tom Ferry The Thousand, as advertised in *The Wall Street Journal* and REAL Trends + Tom Ferry America's Best Real Estate Professionals rankings, we request applications from virtually every leading brokerage organization, Realtor® Association, and MLS, as well as a variety of other sources. We recognize that not every eligible sales professional knows of these ranking reports and there are some who prefer not to share their data with us. There are some that are missed. Each submission is verified through a third-party source.

CONGRATULATIONS

To the individual real estate professionals, teams, and agent- and team-owned brokerages that qualified to be part of this year's REAL Trends + Tom Ferry The Thousand, as advertised in *The Wall Street Journal*. In an industry that has nearly 1.4 million Realtors® involved in residential real estate sales, the fact that these sales associates have achieved the level of sales it takes to be in this esteemed group is outstanding. This is the 15th year REAL Trends published the rankings of the top sales professionals in the United States. These superb professionals closed 194,715 sides and more than \$90 billion in sales volume in 2019—a new record for sales volume for this group and a 9 percent increase from The Thousand last year. We could not have assembled this ranking of the nation's finest and most productive real estate sales professionals without the assistance of the real estate industry's leaders. We thank the leaders of the nation's largest real estate brands, networks, brokerages and state and local associations.

Please note that while we reached out to more than 2,000 separate U.S. realty organizations in an attempt to reach every sales professional who might qualify to be ranked on this list, it is highly likely that there are some fine real estate sales professionals who are not listed here. Some may not be here because they did not want to apply and others because the word of this ranking did not reach them. Thus, this version of REAL Trends + Tom Ferry The Thousand, as advertised in *The Wall Street Journal*, may not be a complete list.

METHODOLOGY

The application process begins in January when we send applications to those who qualified in past years. Then, we contact national real estate brands so that they may encourage sales associates and teams to apply. We also work directly with all brokerage firms ranked on the REAL Trends 500 and Nation's Best and virtually every local and state Association of Realtors®. We invite each of these parties to either submit qualified candidates to us or to let us know who may qualify, and then we reach out to them directly. All production listed is based on the prior calendar year's closed residential sales. We do not include leases or commercial sales. These numbers may include off-market listings. While we list the city and state of the main office where the sales professional or team is located, the sales included in the numbers may come from various other markets if the sales professional does business across multiple MLSs, cities and/or states. We require independent, third-party verification for every sales professional and team. These take many forms, but the source for the verification must be independent of the sales professional or team that submits an application. We make no exceptions to this rule.



A handwritten signature in black ink that reads "Steve Murray".

STEVE MURRAY

President
REAL Trends, Inc.



A handwritten signature in black ink that reads "Tom Ferry".

TOM FERRY

Founder & CEO
Tom Ferry

CORPORATE MANAGEMENT ADVISORS



INNOVATORS. LEADERS.
WINNERS.

IN A RAPIDLY CHANGING CORPORATE LANDSCAPE
WE DELIVER PEAK PERFORMERS
WHO ARE CRITICAL TO YOUR SUCCESS.

WWW.CMAINC.COM 800.492.4080

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

AGENT IMAGE

WEBSITES. MARKETING. BRANDING.



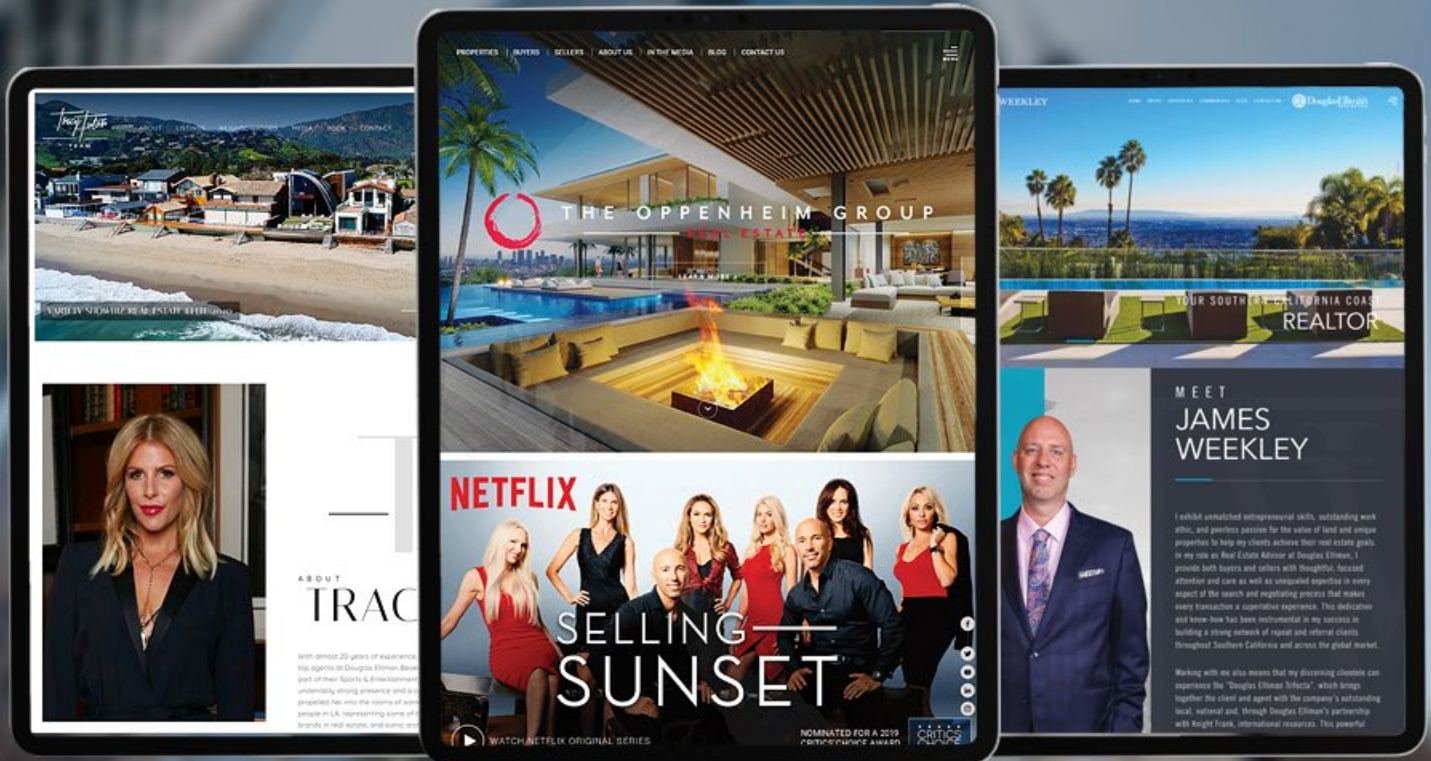
REALTRENDS
THE TRUSTED SOURCE

WEBSITE RANKINGS

WINNER
BEST WEBSITE
DESIGN

WINNER
BEST WEBSITE
OVERALL

WINNER
BEST AGENT
WEBSITE



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

1.800.979.5799

AGENTIMAGE.COM

Top 250 Individual Real Estate Professionals by

TRANSACTION SIDES

	NAME	COMPANY	2019 SIDES
1.	Kyle Seyboth	Keller Williams Realty Providence, RI	497.00
2.	Matt Menard	Austin Real Estate Experts Austin, TX	486.00
3.	Bruno Arapovic	HomeSmart Phoenix, AZ	476.00
4.	Derek Morgan	USREALTY.com, LLP Womelsdorf, PA	433.00
5.	Kevin Gioia	SoldBot San Diego, CA	423.00
6.	Phil Rotondo	Coldwell Banker Realty Palm Bay, FL	324.00
7.	Kathleen Forrest	Metro Brokers of Oklahoma Edmond, OK	315.00
8.	Brenda Woody	Long & Foster Real Estate Blacksburg, VA	302.25
9.	Michael Kenduck	CENTURY 21 American Homes Syosset, NY	296.80
10.	Steven Koleno	RE/MAX Legends Oakbrook Terrace, IL	296.50
11.	Robbie Ingle	Coldwell Banker Ingle Safari Realty Lake Charles, LA	286.07
12.	Quincy Smith	ERA Matt Fischer Realtor Yuma, AZ	280.50
13.	Ryan Smith	RE/MAX Properties Western Springs, IL	278.30
14.	Mary Jo Potts	Elfant Wissahickon Realtors Flourtown, PA	268.42
15.	Kevin Mills	CENTURY 21 The Harrelson Group North Myrtle Beach, SC	260.00

	NAME	COMPANY	2019 SIDES
16.	Thomas Ullrich	RE/MAX Masters Millennium Greenwood Village, CO	259.50
17.	Wendy Swanson	Long & Foster Real Estate Blacksburg, VA	256.12
18.	Jeremy Tucker	RE/MAX CENTERSTONE Avon, IN	249.00
19.	Gwen Mills-Owen	CENTURY 21 Beggins Enterprises Tampa, FL	234.10
20.	Michael Daugherty	Benham Signature Properties Chesapeake, VA	229.00
21.	Gina Gargeu	CENTURY 21 Downtown Baltimore, MD	225.00
22.	Geraldine Andolina	CENTURY 21 Winklhofer Grand Island, NY	217.50
23.	Missy Zecher	RE/MAX Professionals Lake City, FL	215.05
24.	Ryan Kramer	RE/MAX Associates St George, UT	215.00
25.	Kim Wirtz	CENTURY 21 Affiliated Lockport, IL	214.50
26.	Libby Sosinski-Souillard	Keller Williams Realty Pittsburgh, PA	214.00
27.	Christine Dosen	Coldwell Banker Best Realty Ridgecrest, CA	213.25
28.	Vladimir Oulianov	Woods Bros Realty Lincoln, NE	213.00
29.	Cherry Ruffino	Coldwell Banker Apex, Realtors College Station, TX	210.00
30.	Artemisa Boston	Realty Group, Inc. West Saint Paul , MN	209.50
31.	Joe Schroder	RE/MAX REALTY ONE Kokomo, IN	204.50
32.	Kyrstin Frate	Keller Williams Realty Clarksville, TN	199.00
32.	Jessica Brown	RE/MAX Experts Germantown, TN	199.00
34.	Keith Krepline	Coldwell Banker Real Estate Group Brillion, WI	198.00
35.	Darlene Streit	Sotheby's International Realty Santa Fe, NM	197.60

	NAME	COMPANY	2019 SIDES
36.	Lance I. Miyasato	CENTURY 21 Homefinders of Hawaii Hilo, HI	197.00
36.	Angela Morales	RE/MAX RIGHT CHOICE REAL ESTATE Bridgeport, CT	197.00
38.	Justin Ippoliti	Shorewest Realtors Greenfield, WI	195.45
39.	Matt Shealy	Coldwell Banker Realty Columbia, SC	194.00
40.	Stephanie Vitacco	Keller Williams Realty Encino, CA	192.30
41.	Sandra DuFrane	CENTURY 21 Ace Realty Appleton, WI	189.00
41.	Jonathan Melvin	OWN Real Estate/Benham Real Estate Norfolk, VA	189.00
43.	Justino Arroyo	RE/MAX Unlimited Real Estate Whitehall, PA	188.00
43.	Edna Kimble	CENTURY 21 Wright Real Estate Tahlequah, OK	188.00
45.	Joel Barber	CENTURY 21 The Harrelson Group Myrtle Beach, SC	187.00
46.	Jack Miller	Parks Realty Brentwood, TN	185.00
47.	Greg Johnston	Keller Williams Realty Pocatello, ID	184.00
48.	Lisa Thompson	Coldwell Banker Realty Highland, IN	183.60
49.	Mary Wallace	Coldwell Banker Realty Oak Lawn, IL	179.70
50.	Margo Hass Klein	Coldwell Banker BAIN Tacoma, WA	179.30
51.	Sherrie Loveland	MURNEY ASSOCIATES, REALTORS Springfield, MO	179.00
51.	Dan Alvarez	Real Living Brokers Realty Group Warren, OH	179.00
53.	Penny Crick	ERA First Advantage Realty, Inc. Evansville, IN	178.00
54.	Neil Fischer	ERA Strother Real Estate Fayetteville, NC	177.15
55.	Charity Cox	Long & Foster Real Estate Staunton, VA	172.30

	NAME	COMPANY	2019 SIDES
56.	Daniel Axtmann	Berkshire Hathaway HomeServices Hudson Valley Properties Lagrangeville, NY	172.00
57.	Dexter Hubbard	RE/MAX Mountain Properties Murphy, NC	171.00
58.	Steve Kahn	CENTURY 21 Mike Bowman, Inc. Grapevine, TX	170.00
58.	Stacey Hennessey	CENTURY 21 Affiliated Appleton, WI	170.00
60.	Shaun Urwin	Better Homes and Gardens Real Estate 43° North Meridian, ID	169.97
61.	Bryan Karp	RE/MAX Eastern Properties Ronkonkoma, NY	169.00
62.	Lauren Freedman	Coldwell Banker Realty Branford, CT	167.30
63.	Ryan White	RE/MAX Alliance Fort Collins, CO	167.00
63.	Tyler Minges	Huff Realty - OH Cincinnati, OH	167.00
65.	James Rusch-Michener	Better Homes and Gardens Real Estate BloomTree Realty Prescott, AZ	165.78
66.	Chuck Jenkins	Long & Foster Real Estate Mechanicsville, VA	165.30
67.	Stephannie Wilson	Schuler Bauer Real Estate ERA Powered New Albany, IN	164.50
68.	Paul Saperstein	eXp Realty Boca Raton, FL	164.00
69.	Gerald Hayes	RE/MAX Anchor Realty Punta Gorda, FL	162.00
70.	Joel Carson	Utah Real Estate Cottonwood Heights, UT	161.00
70.	Laurie Lundeen	Coldwell Banker Realty Green Valley, AZ	161.00
70.	Melissa Palmer	Real Living Brokers Realty Group Warren, OH	161.00
70.	Amee Carr	CENTURY 21 Southern Star Prattville, AL	161.00
74.	Lori Gabriel	Coldwell Banker Realty Enfield, CT	160.80

	NAME	COMPANY	2019 SIDES
75.	Ryan Shedlock	Howard Hanna - PA Pittsburgh, PA	160.00
76.	Anabel Haviza	Keller Williams Realty Indianapolis, IN	159.45
77.	Ashlee McGhee	Keller Williams Realty Dallas, TX	159.30
78.	Lucie Kim	CENTURY 21 Affiliated Mundelein, IL	159.00
78.	Matthew Hockley	RE/MAX 1st Advantage Mechanicsburg, PA	159.00
80.	Cathy Griffin	CENTURY 21 Towne & Country Salisbury, NC	158.00
81.	Melissa Greer	Berkshire Hathaway HomeServices Yost & Little Realty Greensboro, NC	157.00
82.	Meghan O Clarkson	Long & Foster Real Estate Chincoteague Island, VA	156.10
83.	Mark Abdel	RE/MAX ADVANTAGE PLUS Savage, MN	156.00
83.	Avery Carl	The Short Term Shop Brokered By EXP Mt Juliet, TN	156.00
83.	Chris Smith	Gardner Realtors New Orleans, LA	156.00
86.	Adam Kaufman	Howard Hanna Real Estate Services (OH-MI) Pepper Pike, OH	155.65
87.	Laura Sanders	RE/MAX In Motion Inc Coral Springs, FL	155.00
87.	Benjamin Beaver	Coldwell Banker Legacy San Angelo, TX	155.00
87.	Tammy Breneman-Cummins	Real Living CCR Realtors Lima, OH	155.00
90.	Amy Leicht	Coldwell Banker Tomlinson Associated Brokers Kennewick, WA	154.00
90.	Ralph Marasco	Berkshire Hathaway HomeServices Ambassador Real Estate Omaha, NE	154.00
92.	Kelly Griebel	CENTURY 21 Realty Solutions Soldotna, AK	153.50

	NAME	COMPANY	2019 SIDES
93.	Brendon Payne	CENTURY 21 The Harrelson Group Myrtle Beach, SC	153.00
94.	Humera Khawaja	RE/MAX Unlimited Real Estate Whitehall, PA	152.00
94.	Virginia Cleven PC	ERA Four Feathers Realty, L.C. Sierra Vista, AZ	152.00
96.	Laurie McCarty	Coldwell Banker Preferred Realtors Bakersfield, CA	151.75
97.	Bryan Burnett	CENTURY 21 Everest Saint George, UT	151.16
98.	David Beach	RE/MAX Community Williamstown, NJ	151.00
99.	Jason Alge	ERA Geyer Noakes Realty Group Findlay, OH	150.55
100.	David Quinones	Coldwell Banker Garden State Fair Lawn, NJ	150.00
101.	Tanya Kulaga	Realty Executives, Hedges Real Estate, Inc. Lawrence, KS	149.00
102.	Susan Fisher	Coldwell Banker Realty Bradley, IL	147.00
102.	Cornelia Gregory	CENTURY 21 Paramount Springfield, TN	147.00
104.	Melissa Goldstein Tucci	Coldwell Banker West San Diego, CA	146.92
105.	Ryan Clendenin	Huff Realty - KY Florence, KY	145.50
106.	Jeff Mathias	Howard Hanna Real Estate Services (OH-MI) New Philadelphia, OH	144.50
107.	Richard Prokup	The Danberry Company, Realtors Perrysburg, OH	144.00
108.	Ray Young	Dickerson & Nieman Realtors Rockford, IL	143.00
108.	Nancy Montoya	Champions, Inc. Los Lunas, NM	143.00
110.	Jay Crockett	RE/MAX Checkmate Inc Realtors Johnson City, TN	142.25
111.	Gina Guarino	Coldwell Banker Realty Schererville, IN	142.00
111.	John Farrell	EXIT REALTY HOMEWARD BOUND Vestal, NY	142.00

	NAME	COMPANY	2019 SIDES
113.	Jacqueline Luberto	CENTURY 21 Blue Marlin Pelican Destin, FL	141.98
114.	Rebecca Demastus	ERA First Advantage Realty, Inc. Newburgh, IN	141.00
115.	Mary Gilbank Peterson	Shorewest Realtors Janesville, WI	140.95
116.	Megan Owens	Berkshire Hathaway HomeServices Ambassador Real Estate Omaha, NE	139.00
116.	Michelle Volkmar	RE/MAX NEWPORT ELITE Kenosha, WI	139.00
116.	Paul Morrison	RE/MAX RESULTS Saint Cloud, MN	139.00
119.	Gregg Phillipson	Keller Williams Realty La Mesa, CA	138.50
120.	Dennis Estep	ERA Sellers & Buyers Real Estate El Paso, TX	138.00
121.	Donnita Hill	EXIT ROCKY TOP REALTY COOKEVILLE Cookeville, TN	137.00
121.	Jason Amendolia	CENTURY 21 Preferred Realty, Inc. Kinnelon, NJ	137.00
121.	Jeff Darwish	RE/MAX Team 2000 Dearborn, MI	137.00
121.	Raymond Megie	Realty Executives Main Street, LLC Lapeer, MI	137.00
125.	Bradley Sheppard	Better Homes and Gardens Real Estate homecity Belton, TX	136.00
126.	Kathy Beck	The Group Real Estate Fort Collins, CO	135.75
127.	Mark Hiller	Carriage Hills Realty, Inc Niceville, FL	135.00
127.	Craig Wittenberg	Berkshire Hathaway HomeServices Michigan Real Estate Centreville, MI	135.00
129.	Victoria Blair	Coldwell Banker Excel Elko, NV	134.96
130.	Marc Leeth	ERA Martin & Associates Chillicothe, OH	134.90
131.	Darin Greear	Long & Foster Real Estate Blacksburg, VA	134.05

	NAME	COMPANY	2019 SIDES
132.	Tonya Jones	Berkshire Hathaway HomeServices Georgia Properties Fayetteville, GA	134.00
132.	Danny Davis Jr.	Berkshire Hathaway HomeServices All American Homes Fayetteville, NC	134.00
132.	Amy Ji	RE/MAX 2000 City of Industry, CA	134.00
132.	Melinda Baisa	Berkshire Hathaway HomeServices New Mexico Properties Albuquerque, NM	134.00
132.	Mary Sims	Real Living Brokers Realty Group Warren, OH	134.00
137.	Nathan Stillwell	john greene Realtor Naperville, IL	133.00
138.	Greg Harrelson	CENTURY 21 The Harrelson Group Myrtle Beach, SC	132.50
139.	Deborah Rieders	The Corcoran Group Brooklyn, NY	132.00
139.	Pam Moriarty	Coldwell Banker Realty South Windsor, CT	132.00
141.	Eric Delgado	Keller Williams Realty Encino, CA	131.60
142.	Brad Minasian	Coldwell Banker Tomlinson Group Boise, ID	131.58
143.	George Dunagan	CENTURY 21 Dunagan Associates Carlsbad, NM	131.50
144.	Kyle Hause	Long & Foster Real Estate Newport News, VA	131.00
144.	Matthew Ford	CENTURY 21 Wright Real Estate Tahlequah, OK	131.00
146.	David Retter	Retter & Company Sotheby's International Realty Kennewick, WA	130.50
147.	Stephanie McElroy	Keller Williams Realty Valrico, FL	130.00
147.	Nora Aguirre	CENTURY 21 Americana Las Vegas, NV	130.00
149.	Bricena Aragon	Keller Williams Realty Los Lunas, NM	129.50
150.	Traci Miles	CENTURY 21 Boling & Associates, Inc. Myrtle Beach, SC	129.00

	NAME	COMPANY	2019 SIDES
150.	Kathy Dessimoz	Real Living The Real Estate Group Vancouver, WA	129.00
152.	Tiffiney Graham	Keller Williams Realty Columbus, GA	128.25
153.	Anastasia Riley	Ebby Halliday Companies - Ebby Halliday, REALTORS Frisco, TX	128.00
153.	Dayv Morgan	HomeSmart Success Maricopa, AZ	128.00
155.	Kelly Spayd	Keller Williams Realty Wyomissing, PA	127.75
156.	Richard Leasure	Howard Hanna Rochester, Inc. Pittsford, NY	127.70
157.	Paige Bird	RE/MAX Southern Shores Myrtle Beach, SC	127.50
157.	Brian Monge	Jim Maloof Realty Peoria, IL	127.50
159.	Charles Ilonya	Keller Williams Realty Lafayette, LA	126.25
160.	Karl Tunberg	Midland Real Estate Alliance Tempe, AZ	126.00
160.	Ian Swanstrom	Coldwell Banker Schneidmiller Realty Coeur d'Alene, ID	126.00
160.	Colleen Faucher	RE/MAX Prestige Properties Kingman, AZ	126.00
160.	Debbie Lane	Berkshire Hathaway HomeServices Professional Realty Lima, OH	126.00
160.	Johanna Rhoads	RE/MAX Concepts Lincoln, NE	126.00
160.	Mark Caudell	Coldwell Banker Graben Real Estate, Inc. Guntersville, AL	126.00
166.	James DeRentis	Residential Properties LTD Providence, RI	125.00
166.	Adam Dugan	Coldwell Banker Prestige Realty Johnstown, PA	125.00
168.	Christie Limpus-Hathaway	Berkshire Hathaway HomeServices Troth, REALTORS® Lancaster, CA	124.00
168.	Renee Mueller	Berkshire Hathaway HomeServices Premier Real Estate Columbus, NE	124.00
168.	Steve Miller	RE/MAX RESULTS Goshen, IN	124.00

	NAME	COMPANY	2019 SIDES
168.	Shannon Clark	CENTURY 21 Jackson Real Estate Towanda, PA	124.00
168.	Dee Wood	CENTURY 21 Rauh & Johns Sewell, NJ	124.00
173.	Brian Monge	Jim Maloof/Realtor Peoria, IL	123.50
174.	Sam Calderone	RE/MAX Partners Mobile, AL	123.00
175.	Cindy Martins	RE/MAX of Albany Albany, GA	122.50
176.	Patrick O'Connor	Coldwell Banker Realty Lexington, SC	122.20
177.	Daryl Smith	RE/MAX Central Group Toledo, OH	122.00
177.	Mike Fayz	Real Estate One Dearborn Heights, MI	122.00
177.	John Denniston	HUNT Real Estate ERA Fairport, NY	122.00
177.	Staci Skinner	Coldwell Banker Terry and Associates Madisonville, KY	122.00
177.	Ralph Richardson	CENTURY 21 Family Tree Aurora, MO	122.00
182.	Wes York	Hamner Real Estate, LLC Tuscaloosa, AL	121.50
183.	Darren Ducote	Coldwell Banker Schneidmiller Realty Coeur d'Alene, ID	121.00
183.	Daniel Barraza	My Home Group Phoenix, AZ	121.00
183.	Katie Murphy	Shorewest Realtors Greenfield, WI	121.00
183.	Abe Safa	CENTURY 21 The Harrelson Group Myrtle Beach, SC	121.00
187.	Susan Gregory	Parks Realty Brentwood, TN	120.50
188.	Stephanie Robinson	RealtySouth Birmingham, AL	120.30
189.	Julie Etter	Berkshire Hathaway HomeServices Evolution Properties Wrentham, MA	120.00
189.	Teresa Congiolo	Coldwell Banker Pryor Realty, Inc. Dayton, TN	120.00

	NAME	COMPANY	2019 SIDES
189.	Jason Ester	RE/MAX Anchor Realty North Port, FL	120.00
192.	Bill Ruane	RE/MAX Estate Properties El Segundo, CA	119.83
193.	Anne Dresser Kocur	LIV Sotheby's International Realty Greenwood Village, CO	119.55
194.	Melissa Burgess	Coldwell Banker Active Real Estate Fitzgerald, GA	119.50
195.	Shelly Garner	Coldwell Banker Realty Columbia, SC	119.20
196.	Mario Venancio	Berkshire Hathaway HomeService Fox & Roach REALTORS Rumson, NJ	119.00
196.	Nathan Lancaster	CENTURY 21 Advantage Monroe, WI	119.00
198.	Alifonso Mendoza	American Realty Atwater, CA	118.75
199.	Blake Rollins	Coldwell Banker Tomlinson Moses Lake, WA	118.50
200.	Cheryl Bare	CENTURY 21 New Millennium White Plains, MD	118.00
200.	John Lajara	RE/MAX In the City Riverdale, NY	118.00
202.	Ross Stanard	Howard Hanna - PA York, PA	117.90
203.	Christopher Frederick	Coldwell Banker Schmidt Family of Companies North Ridgeville, OH	117.77
204.	Gina Marie Holm	Keller Williams Realty Wesley Chapel, FL	117.50
205.	Michael Calabro	Coldwell Banker Calabro & Associates Rocky Hill, CT	117.20
206.	Johnny Maldonado	RE/MAX Champions Fontana, CA	117.00
206.	Deb Hitchcock-Gale	Coldwell Banker Lakeside Realty Siren, WI	117.00
208.	Scott Morrison	CENTURY 21 Sweyer & Associates Jacksonville, NC	116.35
209.	Brian Wilson	The Hybrid Agent - eXp Realty Washington, DC	116.00

	NAME	COMPANY	2019 SIDES
209.	Debbi Jacob	Howard Hanna Rochester, Inc. Pittsford, NY	116.00
209.	Kathy Vetten	EXIT REALTY MOUNTAIN VIEW PROPERTIES Murphy, NC	116.00
212.	Brandi Garifi	The Group Real Estate Fort Collins, CO	115.50
212.	Loretta Maimone	ERA Grizzard Real Estate Mount Dora, FL	115.50
214.	Leanne Ishibashi	Hasson Company Clackamas , OR	115.00
214.	Becky Mato	Coldwell Banker Realty Naples, FL	115.00
214.	Kenneth Barefoot	Coldwell Banker Advantage Fayetteville, NC	115.00
214.	Peter Riley	Berkshire Hathaway HomeServices Northwest Real Estate Vancouver, WA	115.00
214.	Brian McAmis	CENTURY 21 Legacy Greeneville, TN	115.00
214.	Starla Elliott	CENTURY 21 Grigsby Realty Pratt, KS	115.00
220.	Lisa Nishwitz	Coldwell Banker Heritage Vandalia, OH	114.75
220.	Jessica Church	CENTURY 21 Advantage Gold Cherry Hill, NJ	114.75
222.	Sue Anderson	Coldwell Banker Intercoastal Realty Rincon, GA	114.50
223.	Betty Khan	RE/MAX 1st Choice Palm Beach Gardens, FL	114.30
224.	Ronald Ziolkowski	RE/MAX Prime Properties Winter Garden, FL	114.00
224.	Ginger Fountain	RE/MAX Realty Brokers Birmingham, AL	114.00
224.	Tom Rieken	MURNEY ASSOCIATES, REALTORS Springfield, MO	114.00
224.	Sebastian Amico	RE/MAX Unlimited Real Estate Whitehall, PA	114.00
224.	Daniel Boddy	CENTURY 21 Frick Realtors Galloway, NJ	114.00
224.	Cynthia Simpson	Coldwell Banker Schmidt Family of Companies Akron, OH	114.00

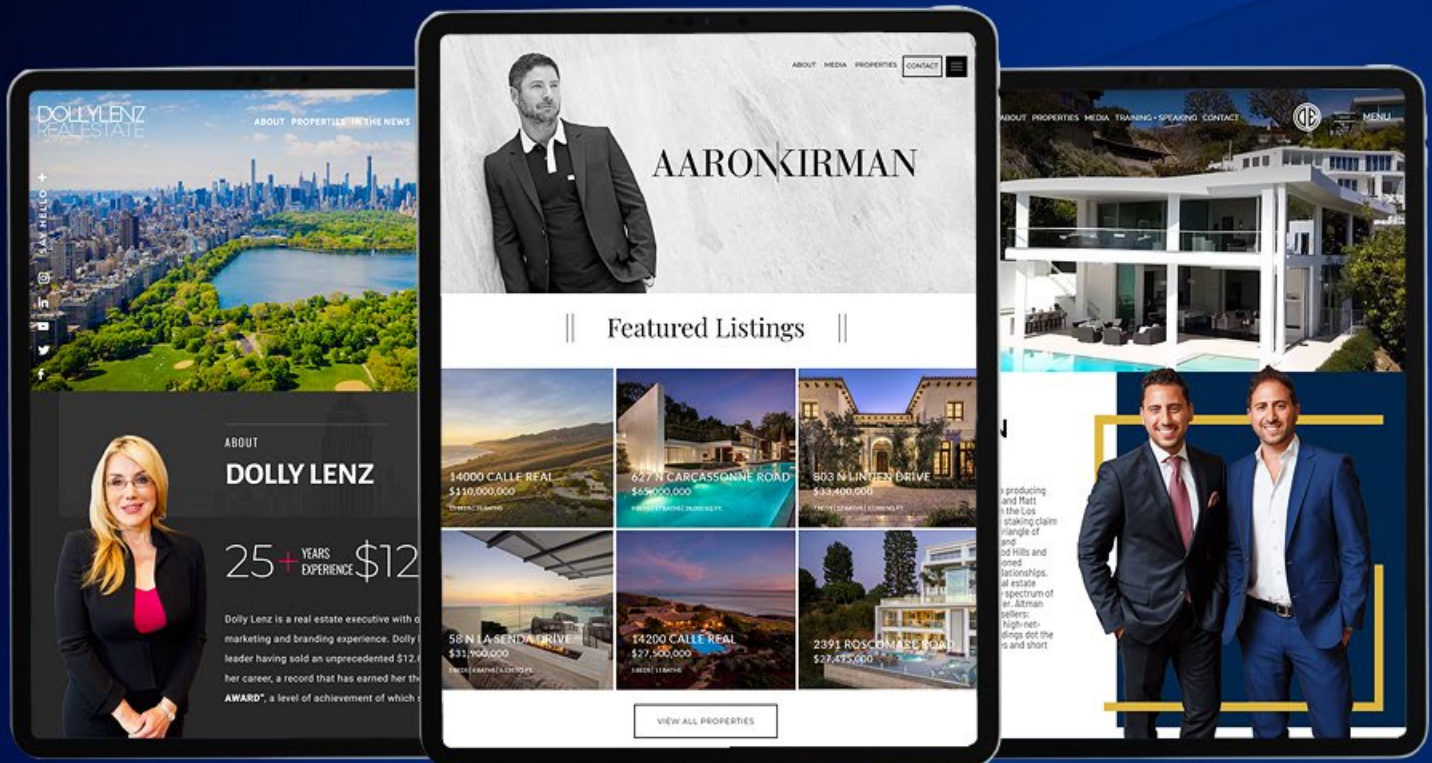
	NAME	COMPANY	2019 SIDES
230.	Kevin Block	Keller Williams Realty Bothell, WA	113.75
231.	Alfred Schoellermann	Coldwell Banker Preferred Properties Inc. Lehigh Acres, FL	113.50
232.	Amy Preister	Keller Williams Realty Wichita, KS	113.48
233.	Robert Smith	Coldwell Banker West Shell Cincinnati, OH	113.30
234.	Joseph Chemero	Coldwell Banker Realty New Milford, CT	113.10
235.	John Mesko	Coldwell Banker Prime Properties Rensselaer, NY	113.00
235.	Victor Englert	Crye-Leike Realtors Huntsville, AL	113.00
235.	Toni Knowles	Crye-Leike Realtors Bryant, AR	113.00
235.	Heather Story	RE/MAX True Advantage Evans, GA	113.00
235.	Patricia Hirsch	ERA Hirsch Real Estate Team Statesboro, GA	113.00
235.	Harvey Estes	CENTURY 21 Sonoma Realty Winnemucca, NV	113.00
241.	Renata Greeley	Shorewest Realtors Burlington, WI	112.80
242.	Diane Reddington	Coldwell Banker Preferred Blue Bell, PA	112.50
242.	Charlotte Simons	The Danberry Co., Realtors Toledo, OH	112.50
244.	Kim Alden	Baird & Warner Barrington, IL	112.21
245.	Jon Mand	Lenihan Sotheby's International Realty Louisville, KY	112.00
245.	John Protiva	CENTURY 21 Affiliated Wauwatosa, WI	112.00
245.	Becky Hall	Crye-Leike Realtors Huntsville, AL	112.00
245.	Jose Sanchez	Keller Williams Realty Kannapolis, NC	112.00
245.	Michaela Hartery	RE/MAX Hometown Moorestown, NJ	112.00

NAME	COMPANY	2019 SIDES
245. Jason Carter	RE/MAX Pride Inc Oskaloosa, IA	112.00
245. Brian Ziegenfuss	RE/MAX Connection Mantua, NJ	112.00
245. Betty Blackwell	RE/MAX of Muskogee Muskogee, OK	112.00
245. Emily Graeve	RE/MAX Generations Boone, IA	112.00

AGENT IMAGE

WEBSITES. MARKETING. BRANDING.

STOP RENTING.
OWN YOUR WEBSITE. OWN YOUR BRAND.



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



REALTRENDS
THE TRUSTED SOURCE

1.800.979.5799

AGENTIMAGE.COM

Top 250 Individual Real Estate Professionals by

SALES VOLUME

	NAME	COMPANY	2019 SALES VOLUME
1.	Alexa P Lambert	Compass New York City, NY	\$761,653,743
2.	Cathy Franklin	The Corcoran Group New York, NY	\$509,841,500
3.	Jade Mills	Coldwell Banker Realty Beverly Hills, CA	\$369,942,394
4.	Serena Boardman	Sotheby's International Realty New York, NY	\$365,000,000
5.	Tere Foster	Compass Bellevue, WA	\$355,812,895
6.	Neill Bassi	Sotheby's International Realty San Francisco, CA	\$286,507,525
7.	Judy Citron	Compass Menlo Park, CA	\$266,133,150
8.	Santiago Arana	The Agency Los Angeles, CA	\$248,556,170
9.	Deborah Rieders	The Corcoran Group Brooklyn, NY	\$245,470,385
10.	Tim Davis	The Corcoran Group Southampton, NY	\$237,245,000
11.	David Offer	Berkshire Hathaway HomeServices California Properties Los Angeles, CA	\$233,405,597
12.	Billy McNair	Compass Menlo Park, CA	\$227,812,000
13.	Jordan Cohen	RE/MAX One Westlake Village, CA	\$212,040,050
14.	Keri Nicholas	Parc Agency Corporation Menlo Park, CA	\$203,077,064
15.	Michael Lawler	Premier Sotheby's International Realty Naples, FL	\$187,530,250

	NAME	COMPANY	2019 SALES VOLUME
16.	Nelson Gonzalez, P.A.	Berkshire Hathaway HomeServices EWM Realty Miami Beach, FL	\$182,192,291
17.	Moya Skillman	Compass Bellevue, WA	\$181,472,455
18.	Steven Shane	Compass Aspen, CO	\$178,019,000
19.	Sandro Dazzan	The Agency Malibu, CA	\$176,560,251
20.	Tracy McLaughlin	The Agency Larkspur, CA	\$176,428,400
21.	Harvey Daniels	ONE Sotheby's International Realty Miami, FL	\$171,939,762
22.	Darlene Streit	Sotheby's International Realty Santa Fe, NM	\$171,584,760
23.	Kevin Gioia	SoldBot San Diego, CA	\$165,421,115
24.	Neal Ward	Compass San Francisco, CA	\$164,060,599
25.	Wynette Medders	Coldwell Banker Six Rivers Real Estate Fortuna, CA	\$160,903,402
26.	Stephanie Vitacco	Keller Williams Realty Encino, CA	\$160,387,414
27.	Kathryn Alphas Richlen	Coldwell Banker Realty Weston, MA	\$155,476,791
28.	Adi Livyatan	Rodeo Realty Inc Sherman Oaks, CA	\$152,132,076
29.	Matt Menard	Austin Real Estate Experts Austin, TX	\$151,344,149
30.	Hugh Cornish	Coldwell Banker Realty Menlo Park, CA	\$148,522,099
31.	Susan Breitenbach	The Corcoran Group Bridgehampton, NY	\$145,965,000
32.	Dana Koch	The Corcoran Group Palm Beach, FL	\$145,858,380
33.	Cristal Clarke	Berkshire Hathaway HomeServices California Properties Montecito, CA	\$142,470,250
34.	Thomas Ullrich	RE/MAX Masters Millennium Greenwood Village, CO	\$141,991,271
35.	Steve Gold	The Corcoran Group New York, NY	\$141,514,717

	NAME	COMPANY	2019 SALES VOLUME
36.	Bill Ruane	RE/MAX Estate Properties El Segundo, CA	\$141,142,289
37.	Tara Shapiro	Pacific Sotheby's International Realty Newport Beach, CA	\$141,104,700
38.	Michael Rankin	TTR Sotheby's International Realty Washington, DC	\$141,072,333
39.	Craig Knizek	The Agency Sherman Oaks, CA	\$140,768,000
40.	Gary DePersia	The Corcoran Group East Hampton, NY	\$140,639,000
41.	Mario Venancio	Berkshire Hathaway HomeServices Fox & Roach REALTORS Rumson, NJ	\$138,128,700
42.	Jeff Miller	Brown Harris Stevens Miami Miami Beach, FL	\$137,926,089
43.	Ginger Glass	Compass Beverly Hills, CA	\$136,255,130
44.	Dawn Raymond	Kentwood Real Estate Cherry Creek Denver, CO	\$135,738,151
45.	Phil Chen	Compass Burlingame, CA	\$131,564,448
46.	Steve Frankel	Coldwell Banker Realty Beverly Hills, CA	\$130,847,995
47.	Suzanne Perkins	Compass Montecito, CA	\$129,777,000
48.	Rob Johnson	Halstead Real Estate Greenwich, CT	\$129,151,500
49.	Kumara Wilcoxon	Kuper Sotheby's International Realty Austin, TX	\$128,364,365
50.	Kyle Seyboth	Keller Williams Realty Providence, RI	\$127,733,876
51.	Samantha Curry	Douglas Elliman Palm Beach, FL	\$126,979,993
52.	Joan Levinson	Realty One Group Paradise Valley, AZ	\$126,693,150
53.	Robert Thomson	Waterfront Properties Jupiter, FL	\$125,399,166
54.	J Roger Erickson	Douglas Elliman New York, NY	\$124,635,939

	NAME	COMPANY	2019 SALES VOLUME
55.	Hilary Landis	The Corcoran Group New York, NY	\$123,411,596
56.	Steven Cohen	Douglas Elliman New York, NY	\$123,287,500
57.	Deborah Grubman	The Corcoran Group New York, NY	\$122,846,500
58.	Dina Goldentayer	Douglas Elliman Miami Beach, FL	\$122,306,290
59.	Elizabeth Daschbach	Compass Menlo Park, CA	\$121,873,929
60.	Mary Lou Castellanos	Sotheby's International Realty San Francisco, CA	\$119,626,950
61.	Roger Pettingell	Coldwell Banker Realty Longboat Key, FL	\$117,703,000
62.	Emily P. Sertic	Douglas Elliman New York, NY	\$117,320,279
63.	Cathy Jones Coburn	Slifer Smith & Frampton Real Estate Bachelor Gulch, CO	\$116,310,500
64.	Pollena Forsman	Houlihan Lawrence Larchmont, NY	\$116,020,260
65.	Ash Rizk	Coldwell Banker Realty Arcadia, CA	\$115,877,138
66.	Adam Kaufman	Howard Hanna Real Estate Services (OH-MI) Pepper Pike, OH	\$115,399,578
67.	Stephanie Robinson	RealtySouth Birmingham, AL	\$115,353,831
68.	Debra Benoit	Gibson Sotheby's International Realty Wellesley, MA	\$113,675,244
69.	Chris Adlam	Vista Sotheby's International Realty Palos Verdes Estates, CA	\$113,573,184
70.	Frank Sajtar	William Raveis Real Estate, Mortgage & Insurance Naples, FL	\$113,502,500
71.	Michael Kenduck	CENTURY 21 American Homes Syosset, NY	\$113,487,414
72.	Anne Dresser Kocur	LIV Sotheby's International Realty Greenwood Village, CO	\$112,858,469
73.	Laura Sweeney	Compass Houston, TX	\$112,344,098
74.	Jordana Leigh	Rodeo Realty Inc Beverly Hills, CA	\$112,254,610

	NAME	COMPANY	2019 SALES VOLUME
75.	Charlie Pigott	The Corcoran Group Brooklyn, NY	\$112,185,133
76.	Bruno Arapovic	HomeSmart Phoenix, AZ	\$112,079,262
77.	Dania Perry	CENTURY 21 Jim White & Associates Treasure Island, FL	\$111,672,800
78.	Lamisse Droubi	Generation Real Estate San Francisco, CA	\$111,188,124
79.	Margo Hass Klein	Coldwell Banker BAIN Tacoma, WA	\$110,715,644
80.	Mary Bee	Golden Gate Sotheby's International Realty San Carlos, CA	\$110,473,388
81.	Robert Dullnig	Kuper Sotheby's International Realty San Antonio, TX	\$110,248,569
82.	Carrie Wells	Coldwell Banker Mason Morse Real Estate Aspen, CO	\$110,153,103
83.	Ann Lenane	Douglas Elliman New York, NY	\$109,086,957
84.	Anna Sherrill	ONE Sotheby's International Realty Miami Beach, FL	\$108,836,215
85.	Ben Lee	Coldwell Banker Realty Beverly Hills, CA	\$108,694,890
86.	Brittany Perrine	RE/MAX Revealty Columbus, OH	\$108,404,016
87.	Jonathan Spears	Scenic Sotheby's International Realty Destin, FL	\$108,354,924
88.	Scott Aurich	Pacific Sotheby's International Realty Coronado, CA	\$108,276,249
89.	Christa Huffstickler	Engel & Völkers Atlanta Atlanta, GA	\$108,153,266
90.	Alka Bedi	Keller Williams Realty Pleasanton, CA	\$107,201,939
91.	Harald Grant	Sotheby's International Realty Southampton, NY	\$105,400,000
92.	Cathy Taub	Sotheby's International Realty New York, NY	\$105,306,000
93.	Joujou Chawla	Compass Danville, CA	\$104,933,468
94.	Coco Tan	Keller Williams Realty Campbell, CA	\$104,386,987

	NAME	COMPANY	2019 SALES VOLUME
95.	Mike Mahlstedt	Compass Houston, TX	\$103,509,950
96.	Jessica Buchman	The Corcoran Group Brooklyn, NY	\$102,872,938
97.	John Paul Prebish	William Raveis Real Estate, Mortgage & Insurance Naples , FL	\$102,698,250
98.	Nancy Kogevinas	Berkshire Hathaway HomeServices California Properties Montecito, CA	\$102,584,170
99.	Melissa Dailey	Coldwell Banker Realty Wellesley, MA	\$102,560,987
100.	Gary B. Pohrer	Douglas Elliman Palm Beach, FL	\$102,021,858
101.	Craig Strong	Compass Toluca Lake, CA	\$101,998,555
102.	Julie Back	Sibcy Cline, Inc. Cincinnati, OH	\$101,559,952
103.	Janet Feinberg Schindler	Sotheby's International Realty San Francisco, CA	\$99,375,000
104.	Lourdes Alatraste	Engel & Völkers Miami Coral Gables Coral Gables, FL	\$99,039,276
105.	Liz Bone	South Shore Sotheby's International Realty Duxbury, MA	\$96,054,535
106.	Betsy Akers	Atlanta Fine Homes Sotheby's International Realty Atlanta, GA	\$95,806,781
107.	Kathleen Winter	Berkshire Hathaway HomeServices California Properties Santa Barbara, CA	\$95,516,534
108.	Leslie McElwreath	Sotheby's International Realty Greenwich, CT	\$94,493,500
109.	Jim Arbeed	Coldwell Banker Realty Burlingame, CA	\$94,492,276
110.	Sonja Stevens	Douglas Elliman Palm Beach, FL	\$94,245,666
111.	Jena Radnay	@properties Winnetka, IL	\$93,860,855
112.	Tanya Dzhibrailova	Corcoran Global Living San Francisco, CA	\$93,318,005
113.	Isabelle Grotte	Compass San Francisco, CA	\$92,999,569
114.	Michael Dreyfus	Golden Gate Sotheby's International Realty Palo Alto, CA	\$92,795,000

	NAME	COMPANY	2019 SALES VOLUME
115.	Chris Coleman	Compass Montauk, NY	\$92,788,000
116.	Melissa Goldstein Tucci	Coldwell Banker West San Diego, CA	\$92,425,850
117.	Alexandra Zhou	Morgan Real Estate San Jose, CA	\$91,053,135
118.	Julie Wyss	Compass Los Gatos, CA	\$90,811,490
119.	Haleh Clapp	Compass Bellevue, WA	\$90,166,000
120.	Heidi Dugan	Greenwood King Properties Houston, TX	\$89,532,115
121.	John Shroyer	Golden Gate Sotheby's International Realty San Carlos, CA	\$89,319,438
122.	Joy Maria O. Mendelsohn	Douglas Elliman Wellington, FL	\$89,266,000
123.	Gregg Phillipson	Keller Williams Realty La Mesa, CA	\$89,034,842
124.	Gina Haggarty	Compass Burlingame, CA	\$89,003,993
125.	Brian Milton	Compass Armonk, NY	\$88,918,100
126.	Eric Delgado	Keller Williams Realty Encino, CA	\$88,648,588
127.	Roger Perry	Rodeo Realty Inc Beverly Hills, CA	\$88,629,262
128.	Jerome DiPentino	Long & Foster Real Estate Longport, NJ	\$87,952,500
129.	Barbara Boyle	Sotheby's International Realty Pacific Palisades, CA	\$87,927,500
130.	Cyd Greer	Coldwell Banker Brokers of the Valley Saint Helena, CA	\$87,271,250
131.	Ellen Mosher	Houlihan Lawrence Greenwich, CT	\$86,997,250
132.	Derek Morgan	USREALTY.com, LLP Womelsdorf, PA	\$86,294,739
133.	Marc Roos	Sereno Group Los Altos, CA	\$85,575,200
134.	Faisal Halum	Briggs Freeman Sotheby's International Realty Dallas, TX	\$85,188,521.60

	NAME	COMPANY	2019 SALES VOLUME
135.	Mike Lubin	Brown Harris Stevens New York, NY	\$84,566,792
136.	Mike Bohnert	Compass Burlingame, CA	\$84,556,555
137.	Colleen Sherlock	Greenwood King Properties Houston, TX	\$84,329,137
138.	Dan Encell	Berkshire Hathaway HomeServices California Properties Montecito, CA	\$84,198,858
139.	Lori Joyal	Lila Delman Real Estate Westerly, RI	\$83,667,250
140.	Patty Waltcher	LIV Sotheby's International Realty Ojai, CA	\$83,454,250
141.	Milie Perry	Compass New York City, NY	\$83,440,173
142.	Rick Richetta	Compass Oakland, CA	\$82,819,125
143.	Tracy Allen	Coldwell Banker Pacific Properites Honolulu, HI	\$82,777,000
144.	Eileen O'Neill	Douglas Elliman East Hampton, NY	\$82,651,350
145.	Pamela S D'Arc	Compass New York City, NY	\$82,625,000
146.	Louise Beit	Sotheby's International Realty New York, NY	\$82,594,500
147.	Julianne Ward	Berkshire Hathaway HomeServices New England Properties Greenwich, CT	\$82,541,500
148.	Sandra Tanco	Kinlin Grover Real Estate Harwich Port, MA	\$82,435,904
149.	David Welton	Compass Saratoga, CA	\$81,983,499
150.	Thuan Howard	Keller Williams Realty Kirkland, WA	\$81,281,118
151.	Pamela D'arc	Compass New York City, NY	\$81,167,620
152.	David Lilley	RE/MAX DESTINY Cambridge, MA	\$80,903,035
153.	Nicholas French	Sereno Group Los Altos, CA	\$80,754,055

	NAME	COMPANY	2019 SALES VOLUME
154.	James DeRentis	Residential Properties LTD Providence, RI	\$80,638,402
155.	Terry Cohen	Saunders & Associates Bridgehampton, NY	\$80,635,000
156.	Brian Lewis	Compass New York City, NY	\$80,231,704
157.	Heather McMaster	The Corcoran Group Brooklyn, NY	\$80,131,688
158.	Lisa Hutchins	Coldwell Banker Realty Los Angeles, CA	\$79,866,991
159.	Marcy Javor	Signature ONE Luxury Estates, LLC Boca Raton, FL	\$79,545,500
160.	Carol Wolfe	Rodeo Realty Inc Encino, CA	\$79,000,000
161.	Christopher B. Finlay	Halstead Real Estate Greenwich, CT	\$78,075,000
162.	Peter Zaitzeff	The Corcoran Group New York, NY	\$78,063,900
163.	JD Callander	Weichert Realtors McLean, VA	\$77,994,738
164.	Amanda Miller	Houlihan Lawrence Greenwich, CT	\$77,924,000
165.	John Resor	The Clear Creek Group Jackson, WY	\$77,915,205
166.	Max Armour	Compass San Francisco, CA	\$77,860,000
167.	Jill Levy	Golden Gate Sotheby's International Realty Napa, CA	\$77,845,600
168.	Rex Miller	William Raveis Real Estate, Mortgage & Insurance Naples, FL	\$77,807,999
169.	Mara Blum	Sotheby's International Realty New York, NY	\$77,703,750
170.	Liz Leeds	Slifer Smith & Frampton Real Estate Vail, CO	\$77,691,812
171.	Michael Carucci	Gibson Sotheby's International Realty Boston, MA	\$77,003,450
172.	Will Amador	CENTURY 21 MM Turlock, CA	\$76,823,100
173.	Kathleen Forrest	Metro Brokers of Oklahoma Edmond, OK	\$76,633,212

	NAME	COMPANY	2019 SALES VOLUME
174.	Yifang Yang	Compass Los Altos, CA	\$76,593,776
175.	Clarence Oliveira	CENTURY 21 MM Turlock, CA	\$76,522,700
176.	Peter Turino	Brown Harris Stevens East Hampton, NY	\$76,425,000
177.	Lisa Turnure	Coldwell Banker BAIN Seattle, WA	\$76,159,696
178.	Gary Keshishyan	Pinnacle Estate Properties Inc. Northridge, CA	\$75,892,164
179.	Joel Carson	Utah Real Estate Cottonwood Heights, UT	\$75,677,719
180.	Allison Chiaramonte	Warburg Realty New York, NY	\$75,629,248
181.	Jeffrey L T Stockwell	Compass New York City, NY	\$75,576,003
182.	Arthur Sharif	Sotheby's International Realty San Francisco, CA	\$75,249,875
183.	Binkan Cinaroglu	Kuper Sotheby's International Realty San Antonio, TX	\$75,167,220
184.	Michelle Schwartz	The Agency Sherman Oaks, CA	\$74,840,000
185.	Robert Hof	Terrace Sotheby's International Realty Forest Hills, NY	\$74,631,500
186.	Matthew Magnotta	Berkshire Hathaway HomeServices Utah Properties Park City, UT	\$74,520,333
187.	Josh Burns	Sotheby's International Realty San Francisco, CA	\$74,204,750
188.	Juliette Hohnen	Douglas Elliman Beverly Hills, CA	\$73,931,726
189.	Laura Bertolacci	Dwell Realtors, Inc San Carlos, CA	\$73,928,000
190.	Andrew Manning	Berkshire Hathaway HomeServices California Properties Sherman Oaks, CA	\$73,584,932
191.	Wendy Sarasohn	Brown Harris Stevens New York, NY	\$73,375,000
192.	Marcos G Cohen	Douglas Elliman New York, NY	\$73,150,000
193.	Michael Libow	Compass Beverly Hills, CA	\$72,999,000

	NAME	COMPANY	2019 SALES VOLUME
194.	Bryan Karp	RE/MAX Eastern Properties Ronkonkoma, NY	\$72,541,499
195.	Lindsey Harn	Richardson Properties San Luis Obispo, CA	\$72,523,267
196.	Joshua Judge	Sotheby's International Realty New York, NY	\$72,473,992
197.	Gwen Mills-Owen	CENTURY 21 Beggins Enterprises Tampa, FL	\$72,429,961
198.	Shari S. Rollins	Douglas Elliman New York, NY	\$72,331,830
199.	Charles Sullivan	Carriage Properties Charleston, SC	\$72,308,000
200.	Nick Abbadessa	RE/MAX Masters Realty LA Verne, CA	\$71,985,180
201.	Jeff Moore	Slifer Smith & Frampton Real Estate Breckenridge, CO	\$71,871,000
202.	James Winer	Coldwell Banker Excel Elko, NV	\$71,662,000
203.	Ryan Kramer	RE/MAX Associates St George, UT	\$71,577,613
204.	Pamela Vanatta	Steamboat Sotheby's International Realty Steamboat Springs, CO	\$71,518,780
205.	Michael Martinez	ONE Sotheby's International Realty Coral Gables, FL	\$71,476,217
206.	Susan Gregory	Parks Realty Brentwood, TN	\$71,345,951
207.	Danny Davis	The Corcoran Group New York, NY	\$71,073,000
208.	Orly Chen	RE/MAX Properties Plus Tenafly, NJ	\$70,853,070
209.	Mick Night	Premier Sotheby's International Realty Winter Park, FL	\$70,721,825
210.	Stephanie Lamarre	Golden Gate Sotheby's International Realty Greenbrae, CA	\$70,340,500
211.	Dennis Carvajal	ONE Sotheby's International Realty Coral Gables, FL	\$70,216,654
212.	Craig Stefanoni	Berkshire Hathaway HomeServices Zack Shore, REALTORS Beach Haven, NJ	\$70,041,083

	NAME	COMPANY	2019 SALES VOLUME
213.	VALERIE MEIN	Intero - A Berkshire Hathaway Affiliate San Jose, CA	\$69,969,500
214.	Cristina Condon	Sotheby's International Realty Palm Beach, FL	\$69,907,500
215.	Alex Zhao	RE/MAX 2000 City of Industry, CA	\$69,775,697
216.	Ralph Arias	ONE Sotheby's International Realty Miami Beach, FL	\$69,268,750
217.	Vince Horcasitas	Saunders & Associates Bridgehampton, NY	\$69,204,600
218.	Kim Fraser	John L. Scott Bellevue Main Bellevue, WA	\$69,074,785
219.	Nancy Roth	Gibson Sotheby's International Realty Boston, MA	\$69,037,025
220.	Gary Ward	CENTURY 21 Award San Clemente, CA	\$68,966,009
221.	Dennis P Mangone	Douglas Elliman New York, NY	\$68,944,543
222.	Irene Dazzan-Palmer	The Agency Malibu, CA	\$68,891,500
223.	Tyler Stewart	Vanguard Properties Mill Valley, CA	\$68,640,000
224.	Eric Lavey	Sotheby's International Realty Beverly Hills, CA	\$68,502,600
225.	Lilian Jorgenson	Long & Foster Real Estate McLean, VA	\$68,428,254
226.	Steven Koleno	RE/MAX Legends Oakbrook Terrace, IL	\$68,426,731
227.	Kimberly Cestari	Long & Foster Real Estate Washington, DC	\$68,414,262
228.	Deborah Gates	CENTURY 21 Everest Simi Valley, CA	\$68,310,158
229.	Marc Noah	Hilton & Hyland Beverly Hills, CA	\$68,293,750
230.	Stacy P. Spielman	Douglas Elliman New York, NY	\$68,280,929
231.	Bobby Lieb	HomeSmart Phoenix, AZ	\$68,119,001
232.	Laurie Mensing	Long & Foster Real Estate McLean, VA	\$67,888,629

	NAME	COMPANY	2019 SALES VOLUME
233.	Daniel Xi	Coldwell Banker Realty Cupertino, CA	\$67,659,100
234.	Bill Fandel	Compass Aspen, CO	\$67,550,000
235.	Emil Hartoonian	The Agency Calabasas, CA	\$67,083,000
236.	Ginger Martin	Sotheby's International Realty Sonoma, CA	\$67,070,000
237.	Lisa Kornhauser	Compass Houston, TX	\$67,019,240
238.	Millie Rosenbloom	Baird & Warner Chicago, IL	\$66,940,000
239.	Tara Coveney	Coldwell Banker Realty Hingham, MA	\$66,926,807
240.	Carol Jeans	Sereno Group Los Gatos, CA	\$66,902,662
241.	Brenda Woody	Long & Foster Real Estate Blacksburg, VA	\$66,855,443
242.	Mala Sander	The Corcoran Group Sag Harbor, NY	\$66,386,500
243.	Jim Moran	Summit Sotheby's International Realty Salt Lake City, UT	\$66,292,355
244.	Dana Power	The Corcoran Group New York, NY	\$66,218,880
245.	Jennifer Zales	Coldwell Banker Realty Tampa, FL	\$66,186,082
246.	Renna Shee	Intero - A Berkshire Hathaway Affiliate Los Altos, CA	\$65,980,188
247.	Connie Dornan	@properties Glenview, IL	\$65,829,050
248.	Karen Van Arsdale	Premier Sotheby's International Realty Naples, FL	\$65,765,000
249.	Diane Johnson	Douglas Elliman New York, NY	\$65,197,500
250.	Greg Fulford	Sotheby's International Realty San Francisco, CA	\$65,003,000
251.	Andy Sweat	Keller Williams Realty Los Gatos, CA	\$64,876,350
252.	Philip DeMatteo	First Team Real Estate Seal Beach, CA	\$64,849,580

NAME	COMPANY	2019 SALES VOLUME
253. Frank Newbold	Sotheby's International Realty East Hampton, NY	\$64,816,250
254. Myra Nourmand	Nourmand & Associates Realtors Beverly Hills, CA	\$64,617,500
255. Amy McCafferty	Golden Gate Sotheby's International Realty Los Gatos, CA	\$64,561,775

ORDER YOUR DIGITAL MARKETING PACKAGE TODAY!

ORDER NOW!



WWW.REALTRENDS.COM/AGENT-MARKETING-PACKAGE

BoomTown!

YOU'VE EARNED AN UPGRADE
IN 2020. LET'S TOAST TO A
BRIGHTER FUTURE.



Our clients are used to celebrating. They're building incredible businesses and dominating lists like the REAL Trends Top 250 Teams. You got into this business to soar higher, but do you have the systems in place to take your goals by storm and scale success?

The image displays a collage of digital assets for Cobblestone Real Estate Group. At the top is a desktop website view showing the company logo, navigation menu, and search filters. Below this is a tablet view of the website, and in the foreground is a mobile app overlay titled "Monthly Payment Estimator".

Monthly Payment Estimator

Price	\$ 335000
Interest Rate	4.5 %
Loan Type	30 Year Fixed
Down Payment	20 %
Est. Tax & Insurance	1.3 % (\$33.3/mo.)

Estimated Monthly Payment
\$1,721 per month
Loan Amount: \$248,000

The business you've always wanted is waiting, and it's built on BoomTown.
Get started at BoomTownROI.com/RealTrends

Top Small Teams (2-5 Sales Professionals)

TRANSACTION SIDES

	NAME	COMPANY	2019 SIDES
1.	Amanda & Kyla Team	ERA All In One Realty Albany, GA	585.00
2.	Pam & Barry, Inc	RE/MAX Professionals Lawton, OK	551.00
3.	Elite Nebraska Real Estate Team	Berkshire Hathaway HomeServices Ambassador Real Estate Omaha, NE	544.00
4.	The David Terbeek Team	RE/MAX Haven Realty Solon, OH	457.00
5.	The Kurzner Group	ERA Atlantic Realty Alpharetta, GA	455.17
6.	Tyler Tapley	Crye-Leike Realtors Memphis, TN	402.00
7.	Team Robert Sifrit	RE/MAX Anchor Realty Punta Gorda, FL	387.00
8.	Blasingame Group	Keller Williams Realty Strongsville, OH	376.00
9.	Fred Thompson	RE/MAX 200 Realty Winter Park, FL	339.00
10.	The Tammi Montgomery Team	RE/MAX Real Estate Services Bossier City, LA	335.00
11.	Shannon Foster-Boline Group	Realty Executives Associates Knoxville, TN	330.00
12.	Tina & Candace Burton Team	Sibcy Cline, Inc. Cincinnati, OH	324.00
13.	The Anderson Team	Keller Williams Realty Rochester, NY	323.00
14.	Monica Foster Team	eXp Realty LLC League City, TX	322.00

	NAME	COMPANY	2019 SIDES
15.	Felicia Pavlica Team	RE/MAX NEWPORT ELITE Kenosha, WI	318.00
16.	Catalyst Real Estate Group	Berkshire Hathaway HomeServices Ambassador Real Estate Omaha, NE	305.00
17.	Anna Huang and Kelvin Lin Team	RE/MAX Gold Elk Grove, CA	298.00
18.	Robert Lange	RE/MAX At Barnegat Bay Forked River, NJ	294.00
19.	The Meghan Hall Team	Keller Williams Realty Destin, FL	289.00
20.	Thomas 'Chopper' Russo	RE/MAX Traditions Real Estate Oakland, NJ	287.00
21.	The John Poltrock Team	RE/MAX Mountain Properties Murphy, NC	286.00
22.	Douglas Clinkenbeard	RE/MAX Executive Group Inc Elizabethtown, KY	285.00
23.	Fidel Batres Real Estate	Keller Williams Realty Santa Monica, CA	284.75
24.	Team Hamilton	Sibcy Cline, Inc. Harrison, OH	280.00
25.	New Home Sales Team	Berkshire Hathaway HomeServices Taliesyn Realty Cordova, TN	279.00
26.	Yuma Home Team Shelley Ostrowski	CENTURY 21 Action Group Yuma, AZ	273.00
27.	The Grullon Team	Coldwell Banker Advantage Fayetteville, NC	258.00
27.	The Susan Horak Team	RE/MAX Boone Realty Columbia, MO	258.00
29.	Wheeler, Argento, Moyer Team	Berkshire Hathaway HomeServices Homesale Realty York, PA	255.00
30.	The Tim Heimbach Team	RE/MAX Unlimited Real Estate Whitehall, PA	250.00
31.	Grant Team	RE/MAX Anchor Realty Punta Gorda, FL	249.00
32.	The Solomon Group	Coldwell Banker Action Schofield, WI	248.60
33.	Property Squad	Realty Executives Associates Maryville, TN	248

	NAME	COMPANY	2019 SIDES
34.	The Stacy Barry Team	CENTURY 21 Scheetz Carmel, IN	247.00
35.	Judi Reimer Team	First Team Real Estate Torrance, CA	244.00
36.	Michael P. Cohen Team	Keller Williams Realty Summit, NJ	242.20
37.	The John Quinn Team	RE/MAX Experts Germantown, TN	241.50
38.	Regional Properties Group	Coldwell Banker Realty Orange, CT	241.40
39.	Jennifer Davis	ERA Realty Center Cedar City, UT	241.00
40.	The Jeremy Johnson Group	RE/MAX Alliance Fort Collins, CO	238.00
40.	The Krickeberg Group	RE/MAX REALTY 100 Milwaukee, WI	238.00
42.	The Dennis Schick Team	RE/MAX Alliance Fort Collins, CO	237.50
43.	The Julie Hall Group	Berkshire Hathaway HomeServices Northern Indiana Real Estate Warsaw, IN	236.00
44.	The Wallace Myers Group	Keller Williams Realty Lake Charles, LA	235.25
45.	Jim Fulgenzi Sales Force	RE/MAX Professionals Springfield, IL	233.00
46.	Laura Snyder Home Group	Keller Williams Realty Atlanta, GA	232.00
47.	The Jonathan Leach Team	Keller Williams Realty Joplin, MO	231.10
48.	40 Sails Real Estate Group	Coldwell Banker Sea Coast Advantage Wilmington, NC	230.00
49.	Military Home Search	RE/MAX Real Estate Group Colorado Springs, CO	226.00
50.	The Real Deal Real Estate Team	Realty Executives Exceptional Realtors Sparta, NJ	225.00
51.	Flagship Properties Group	Keller Williams Realty Indianapolis, IN	224.00
52.	The Dan Stacey Team	RE/MAX FIRST CHOICE La Crosse, WI	223.00

	NAME	COMPANY	2019 SIDES
53.	The Lydia Holland Team	CENTURY 21 Bessette Realty, Inc. Lake Charles, LA	222.00
54.	The Leslie McDonnell Team	RE/MAX Suburban Libertyville, IL	219.68
55.	Danielle Moy Team Danielle Moy	@properties Western Springs, IL	216.00
56.	Fermin Group Michelle Fermin	CENTURY 21 North East Peabody, MA	215.00
56.	Yourhouseteam	RE/MAX Agency One Crestview, FL	215.00
58.	Barter Daniel Group	Sibcy Cline, Inc. Milford, OH	213.80
59.	The Home Selling Pro Team	Keller Williams Realty Frisco, TX	213.00
60.	Ryan Smith Home Selling Team	Keller Williams Realty Temple, TX	212.00
61.	Patricia Meadows	Graceland Real Estate, Inc. Lorena, TX	211.00
62.	Omaha Real Estate Group	Berkshire Hathaway HomeServices Ambassador Real Estate Omaha, NE	210.00
62.	Eric Locke Team	ERA Great American Realty Wichita, KS	210.00
62.	Maggie Gerich Team	RE/MAX Real Estate Professionals Lansing, MI	210.00
65.	Team Couch	Burch Realty Group Hernando, MS	209.50
66.	The Pettrone Team	RE/MAX Plus Rochester, NY	209.00



LONE WOLF
MARKETPLACE
GET CONNECTED.

Introducing Marketplace

Where you'll find the solution for everything you do in real estate.

Real estate needs connected tools—and that starts with collaboration. Marketplace houses dozens of integrations with top tech tools, from title insurance to earnest money, all designed to plug directly into Lone Wolf transaction management solutions.

So agents have everything they need to provide the digital experience consumers expect.

See how it works at marketplace.lwolf.com



Top Medium Teams (6-10 Sales Professionals)

TRANSACTION SIDES

	NAME	COMPANY	2019 SIDES
1.	The Boehmer Team	Berkshire Hathaway HomeServices Select Properties Saint Charles, MO	708.00
2.	The Icon Team	Keller Williams Realty The Woodlands, TX	546.50
3.	Erin Krueger Team	Compass Nashville, TN	537.50
4.	Michael Kaim Team	Berkshire Hathaway HomeServices Professional Realty Mentor, OH	525.00
5.	KMS	RealtyExecutives Arizona Territory Tucson, AZ	453.00
6.	Mary Jo Potts Team	Elfant Wissahickon Realtors Flourtown, PA	449.85
7.	Real Estate Expert Advisors	Real Estate Expert Advisors Buford, GA	444
8.	The Sarah Leonard Team	RE/MAX Suburban Schaumburg, IL	428.00
9.	The Adam Flinchbaugh Team	RE/MAX Patriots York, PA	425.00
10.	Tami Holmes Real Estate Team	HER Realtors Dayton, OH	409
11.	The Flanagan Group	Keller Williams Realty Joplin, MO	394.55
12.	The Jon Murray Group	Better Homes and Gardens Real Estate Big Hill Centerville, OH	384.00
13.	The Mike Seder Group	RE/MAX The Woodlands & Spring II The Woodlands, TX	383.50
14.	Beth Hines Team	RE/MAX Southland Realty II Garner, NC	380.00
15.	The Edrington Team	Berkshire Hathaway HomeServices J Douglas Properties Chattanooga, TN	379.00

	NAME	COMPANY	2019 SIDES
16.	The Knox Team	Compass Nashville, TN	377.00
17.	Team Elite	Coldwell Banker Advantage Fayetteville, NC	371.00
18.	Team Wycoff	Berkshire Hathaway HomeServices Central Illinois, REALTORS® Bloomington, IL	364.00
19.	Team Hoffmann	RE/MAX REALTY 100 Milwaukee, WI	355.00
20.	The Gray Group	Keller Williams Realty Tuscaloosa, AL	345.75
21.	The Fitts Team	RE/MAX Town & Country Blue Ridge, GA	333.00
22.	CR of Maryland	Keller Williams Realty Plano, TX	332.05
23.	Corner Connect	Realty Executives Arizona Territory Tucson, AZ	332.00
24.	Ryan Hanson Homes	Keller Williams Realty Loves Park, IL	327.40
25.	Brace Homes	Berkshire Hathaway HomeServices Grand Rapids, MI	Michigan Real Estate 324.00
25.	The Schauble Team	Keller Williams Realty Peoria, IL	324.00
27.	Team Kristen Schramme	Keller Williams Realty Melbourne, FL	322.00
27.	The Elliott Team	Keller Williams Realty Punta Gorda, FL	322.00
29.	KW Selling Team	Keller Williams Realty Whittier, CA	319.19
30.	Tammy Grogan & Associates	Cutler Real Estate North Canton, OH	313.00
31.	Brenda Wade Team	Signature Realty Associates Valrico, FL	309.00
31.	The Tonya Harbin Team	Keller Williams Realty Abilene, TX	309.00
33.	RPP Sold Team	RE/MAX Plus Rochester, NY	307.00
34.	The Hancock Group	RE/MAX ADVANTAGE PLUS Chanhassen, MN	306.00

	NAME	COMPANY	2019 SIDES
35.	The Juli Jenkins Group	Keller Williams Realty Prairieville, LA	294.00
36.	The Cindy Shetterly Team	Keller Williams Realty Portland, OR	293.25
37.	Michelle Pais Group	signature realty nj llc Westfield, NJ	293.00
38.	Team Kimbrough	RE/MAX 4000 Inc Grand Junction, CO	292.00
39.	Linda Trevor & Co.	RE/MAX United Cary, NC	291.00
40.	Darren James & Associates	eXp Realty Baton Rouge, LA	289.00
41.	The Tricoli Team	Keller Williams Realty West Palm Beach, FL	285.85
42.	Jamie Moorman Team	Keller Williams Realty Marietta, GA	284.00
43.	Brian Burds Team Brian Burds	CENTURY 21 Haggerty El Paso, TX	281.25
44.	Mandy McGuire Group	Keller Williams Realty Rochester, NY	281.00
45.	Richardson Group	Keller Williams Realty Eugene, OR	279.00
46.	The Jamie McMartin Group	Coldwell Banker Realty Katy, TX	277.00
47.	Ritchie Realty Group	RE/MAX Metro Plus Columbus, OH	276.00
47.	Alisha Collins Real Estate Team	RE/MAX The Group Casper, WY	276.00
47.	Miller & Company @ Local Realty	Local Realty BIRMINGHAM, AL	276.00
47.	AZ Properties Team	RE/MAX Preferred Professionals Kingman, AZ	276.00
51.	The Strum Group	Long & Foster Real Estate Richmond, VA	272.50
52.	Casey & Associates	RE/MAX Connection Gahanna, OH	272.00
53.	Lisa Mullins Team	Berkshire Hathaway HomeServices Executive Realty Crown Point, IN	271.00
54.	The Del Real Group	PMZ Real Estate - The Del Real Group Modesto, CA	269.00

	NAME	COMPANY	2019 SIDES
54.	Danielle Seifert	RE/MAX Concepts Ankeny, IA	269.00
56.	The Leslie Kopp Group Kopp	Long & Foster Real Estate Bethany Beach, DE	267.45
57.	Steve Nash Team	Keller Williams Realty Dublin, OH	266.00
58.	The Sandi Gentry Team	RE/MAX Lakeshore Grand Haven, MI	262.00
59.	KK Homes Kellett-Ward	Long & Foster Real Estate Staunton, VA	261.51
60.	Daniel DeCapua	RE/MAX Platinum Ann Arbor, MI	261.00
61.	Mike Wood Team	RE/MAX Realty Affiliates Reno, NV	260.00
62.	Alex Milshteyn	Coldwell Banker Weir Manuel Birmingham, MI	259.50
63.	Hendrickson Team	Berkshire Hathaway HomeServices South Sound Properties Fircrest, WA	259.00
64.	Reid Baxter Team	RE/MAX Executive Charlotte, NC	257.00
64.	Our Team	RE/MAX RESULTS Woodbury, MN	257.00
66.	The Willard Group Shane Willard	CENTURY 21 Goodyear Green Edmond, OK	254.95

Top Large Teams (11+ Sales Professionals)

TRANSACTION SIDES

	NAME	COMPANY	2019 SIDES
1.	The Minnesota Real Estate Team	RE/MAX ADVANTAGE PLUS Bloomington, MN	1839.00
2.	The Robert Dekanski Team	RE/MAX 1st Advantage Clark, NJ	1625.80
3.	The Rob Ellerman Team	ReeceNichols Real Estate Lee's Summit, MO	1155.00
4.	The Redbud Group	Keller Williams Realty Charlotte, NC	1128.15
5.	The Jim Allen Group	Coldwell Banker Howard Perry and Walston Raleigh, NC	1127.00
6.	The Rider Elite Team	Keller Williams Realty Phoenix, AZ	1052.31
7.	Thomas Brown	The Agency Texas Austin, TX	873.00
8.	The Matthews Team	RE/MAX Legends Spring, TX	853.00
9.	Barry Jenkins Jr. & Susan Jenkins' tribe	Better Homes and Gardens Native American Group Real Estate Virginia Beach, VA	851.85
10.	The Flory Team	RE/MAX Universal - The Flory Team Houston, TX	819.00
11.	Hughes Real Estate Group	Hughes Real Estate Group of Silvercreek Realty Eagle, ID	805.00
12.	The Koehler Bortnick Team	ReeceNichols Real Estate Leawood, KS	787.00
13.	Stephen Cooley Real Estate Group	Keller Williams Realty Rock Hill, SC	772.00
14.	The Monzo Group	Keller Williams Realty St. Clair Shores, MI	756.00

	NAME	COMPANY	2019 SIDES
15.	Rhodes Team	Berkshire Hathaway HomeServices PenFed Realty Texas Flower Mound, TX	741.00
16.	The Mike McCann Team	Keller Williams Realty Philadelphia, PA	722.00
17.	Art Herling Team in Blue BellHerling	Long & Foster Real Estate Blue Bell, PA	684.35
18.	Laurie Finkelstein Reader Real Estate Team	Laurie Finkelstein Reader Real Estate Plantation, FL	682.00
19.	Asa Cox Homes TeamAsa Cox	CENTURY 21 Asa Cox Homes Painesville, OH	671.00
20.	DASH	Coldwell Banker Howard Perry and Walston Raleigh, NC	624.00
21.	Harris Real Estate Group	Harris Real Estate Group El Paso, TX	600.00
22.	The Roy Group	Keller Williams Realty Wichita, KS	594.40
23.	Domain Realty Group	Domain Realty Bonita Springs, FL	592.00
24.	The Craig Hartranft Team	Berkshire Hathaway HomeServices Homesale Realty Lancaster, PA	589.00
25.	Kris Weaver Real Estate Team	Atlantic Sotheby's International Realty Virginia Beach, VA	586.00
26.	The Gellman Team	Coldwell Banker Premier Group Saint Louis, MO	561.34
27.	Kerby & Cristina Real Estate Experts	RE/MAX RESULTS Plymouth, MN	549.00
28.	Anderson Hicks Group	Keller Williams Realty St. Petersburg, FL	537.27
29.	Walden Team	Keller Williams Realty Anchorage, AK	537.00
30.	The Bernie Gallerani Team	RE/MAX Choice Properties Hendersonville, TN	535.00
31.	Debbie Doğrul AssociatesDoğrul	Long & Foster Real Estate Fairfax, VA	521.25
32.	The SURE Group	RE/MAX Sails Baltimore, MD	520.00
33.	The Cliff Lewis Experience	Coldwell Banker Hearthside, Realtors Newtown, PA	518.75
34.	Shine Team Realtors	Coldwell Banker Realty Killeen, TX	503.30

	NAME	COMPANY	2019 SIDES
35.	Chinatti Group	Russell Realty Group Chelmsford, MA	492.00
36.	Helgeson/Platzke Real Estate Group	Coldwell Banker Realty Eden Prairie, MN	490.70
37.	Kyle Yeatman	Long & Foster Real Estate Midlothian, VA	490.65
38.	The Lander Team	Keller Williams Realty Kingman, AZ	485.08
39.	Lee Ann Wilkinson Group	Berkshire Hathaway HomeServices Gallo Realty Lewes, DE	483.00
40.	The Maryland Group of Long & Foster Brittingham	Long & Foster Real Estate Salisbury, MD	481.85
41.	Method Real Estate Advisors	Compass North Atlanta, GA	480.00
42.	The Incorvaia Team	Keller Williams Realty Strongsville, OH	478.00
43.	New Era Group	Your Castle Real Estate Denver, CO	475.00
44.	Team Forss Realty Group	Allison James Estates & Homes of Riverside Temecula, CA	470.00
45.	Matt Smith Real Estate Group	EXP Realty, LLC St. Robert, MO	465.00
46.	VENTURI REALTY	Keller Williams Realty Albuquerque, NM	463.50
47.	Judie Crockett	Howard Hanna Real Estate Services (OH-MI) Mentor, OH	460.00
48.	Nancy Leslie Team	RE/MAX Realtec Group Palm Harbor, FL	457.00
48.	Tiffany Holtz Real Estate Group	Coldwell Banker Real Estate Group Appleton, WI	457.00
48.	Kelly Warren & Associates	Kelly Warren & Associates Real Estate Solutions Boardman, OH	457.00
51.	Coyle / Becton Florida Group	Keller Williams Realty Minneapolis, MN	448.33
52.	Keith Beatty	Intracoastal Realty Corporation Wilmington, NC	441.00
53.	Laura Gillott Team	Keller Williams Realty Lebanon, OR	439.60

	NAME	COMPANY	2019 SIDES
54.	The PRO Team	RE/MAX RESULTS Edina, MN	439.00
55.	The Huff Group	Keller Williams Realty Overland Park, KS	433.00
56.	Kenny Klaus Team	Keller Williams Realty Baton Rouge, LA	431.00
57.	Sibbach Team	eXp Realty Scottsdale, AZ	429.00
58.	The 220 Agents	Coldwell Banker Howard Perry and Walston Raleigh, NC	425.00
58.	Gate Arty & The Group	Keller Williams Realty McLean, VA	425.00
60.	Danny and Rebecca Burks Team	RE/MAX Professionals Tyler, TX	423.00
61.	Liz Hamberger Team	Keller Williams Realty Raymore, MO	419.90
62.	The Murdock & Manwaring Realty Group	Keller Williams Realty Idaho Falls, ID	418.48
63.	Carr, Cleaver, Pendergast Team	Berkshire Hathaway HomeServices Homesale Realty York, PA	414.00
64.	Carol Royse Team - Arizona	Keller Williams Realty Tempe, AZ	411.00
65.	The Misty SOLDwisch Home Selling Team	Better Homes and Gardens Real Estate Innovations Indianola, IA	407.00
66.	The Gusty Gulas Group	eXp Realty Birmingham, AL	405.00

Top Small Teams (2-5 Sales Professionals)

SALES VOLUME

	NAME	COMPANY	2019 SALES VOLUME
1.	The Sukenik Glazer Team	Compass New York City, NY	\$633,262,065
2.	Branden Williams & Rayni Williams	Williams & Williams Estates Group at Hilton & Hyland BEVERLY HILLS , CA	\$620,606,255
3.	The Mauricio Umansky Team	The Agency Beverly Hills, CA	\$553,908,582
4.	James Harris & David Parnes	The Agency Beverly Hills, CA	\$392,295,574
5.	Ruth Harle	Compass Bellevue, WA	\$329,744,650
6.	Gullixson Team	Compass Menlo Park, CA	\$283,518,750
7.	Earls Lappin	John R. Wood Properties Naples, FL	\$274,885,000
8.	Joshua Flagg	Rodeo Realty Inc Beverly Hills, CA	\$265,580,185
9.	Carrie Chiang / Janet Wang Team	The Corcoran Group New York, NY	\$261,565,000
10.	Jason Barry Team	Barry Estates Rancho Santa Fe, CA	\$248,952,485
11.	CAIN Group	Pacific Sotheby's International Realty Newport Beach, CA	\$248,098,500
12.	Hatvany Team	Compass San Francisco, CA	\$244,214,909
13.	Laura Barry & Jim Graves	Barry Estates Rancho Santa Fe, CA	\$231,397,174
14.	JonGrauman	The Agency Beverly Hills, CA	\$227,628,832

	NAME	COMPANY	2019 SALES VOLUME
15.	James Heckenberg	Rodeo Realty Inc Beverly Hills, CA	\$222,553,209
16.	RonWynn	Compass Santa Monica, CA	\$221,618,761
17.	Campbell & Prebish	William Raveis Real Estate, Mortgage & Insurance Naples , FL	\$220,103,751
18.	The Nolan Group	Vanguard Properties San Francisco, CA	\$216,761,300
19.	Tim Allen	Coldwell Banker Realty Carmel-by-the-sea, CA	\$214,136,834
20.	Riskin Parnters	Village Properties Santa Barbara, CA	\$213,802,313
21.	Lisa Lippman Team	Brown Harris Stevens New York, NY	\$212,292,003
22.	Jack Binder Group	Ferguson Dechert Real Estate Avalon, NJ	\$201,676,300
23.	Own Marin Team	Compass Larkspur, CA	\$201,556,563
24.	Marc & Sara Shevin	Berkshire Hathaway HomeServices California Properties Calabasas, CA	\$199,706,477
25.	Tye Stockton	LIV Sotheby's International Realty Vail, CO	\$195,038,375
26.	The Behr Team	LIV Sotheby's International Realty Greenwood Village, CO	\$192,862,805
27.	Cindy Ambuehl	Compass Santa Monica, CA	\$178,364,593
28.	Graham Faupel Mendenhall	Jackson Hole Real Estate Associates Jackson, WY	\$175,979,197
29.	Mary Tan Realty Team	Compass Saratoga, CA	\$171,592,768
30.	Shana Rohde-Lynch	Compass Belvedere, CA	\$170,707,015
31.	Bonneau Ansley Team	Ansley Atlanta Real Estate Atlanta, GA	\$165,860,514
32.	Julian Johnston	The Corcoran Group Miami Beach, FL	\$165,855,000
33.	Bryce Lingo Shaun Tull Team	Jack Lingo REALTOR Rehoboth Beach, DE	\$164,910,725
34.	Pascal Liguori	Premier Estate Properties, Inc. Delray Beach, FL	\$164,316,000

	NAME	COMPANY	2019 SALES VOLUME
35.	Carl Gambino	Compass Beverly Hills, CA	\$160,108,089
36.	Gregg Lynn Team	Sotheby's International Realty San Francisco, CA	\$155,267,716
37.	Gail Roberts, Ed Feijo & Team	Coldwell Banker Realty Cambridge, MA	\$153,809,375
38.	Kathy Broock Team	Max Broock Birmingham, MI	\$152,075,593
39.	Nancy Taylor Bubes	Washington Fine Properties, LLC Washington, DC	\$151,216,835
40.	The Shand Jaret Team	Berkshire Hathaway HomeServices Utah Properties Park City, UT	\$146,211,875
41.	Elite Nebraska Real Estate Team	Berkshire Hathaway HomeServices Ambassador Real Estate Omaha, NE	\$142,267,262
42.	Patricia Dwyer	Compass Burlingame, CA	\$141,239,375
43.	The Stein Team	Sotheby's International Realty New York, NY	\$140,511,998
44.	Grand Mountain Group	RE/MAX Peak to Peak Winter Park, CO	\$138,531,538
45.	Zachary Trailer	Compass Palo Alto, CA	\$138,066,000
46.	Senkler, Pasley and Dowcett	Coldwell Banker Realty Concord, MA	\$137,719,766
47.	Polaris Realty	Polaris Realty San Francisco, CA	\$135,000,000
48.	Payton+Binnings Team	Compass San Francisco, CA	\$134,971,191
49.	Sam Real	Engel & Völkers Beverly Hills Beverly Hills, CA	\$134,650,000
50.	Judi Reimer Team	First Team Real Estate Torrance, CA	\$134,093,067
51.	Candace Friis	The Corcoran Group Delray Beach, FL	\$133,158,500
52.	Rob Giem	Compass Newport Beach, CA	\$132,565,000
53.	The Patterson Group	TTR Sotheby's International Realty Alexandria, VA	\$131,979,086

	NAME	COMPANY	2019 SALES VOLUME
54.	The Cotilla Luxury Team	Douglas Elliman Boca Raton, FL	\$131,867,734
55.	Dana Rice Group	Compass Chevy Chase, MD	\$129,516,557
56.	Edward A. Freeman	RE/MAX At Barnegat Bay Ship Bottom, NJ	\$129,265,284
57.	Carmenate / Duchon	Douglas Elliman Miami Beach, FL	\$128,678,959
58.	Tanque Verde Trio	Long Realty Company Tucson, AZ	\$127,495,766
59.	Richard Steinberg Team	Douglas Elliman New York, NY	\$127,386,370
60.	Carol Carnevale & Nicole Aron Team	Compass Menlo Park, CA	\$125,855,437.
61.	Team Rixon/Cronin	Keller Williams Realty Lafayette, IN	\$125,814,250
62.	Power of 4	Russ Lyon Sotheby's International Realty Scottsdale, AZ	\$125,137,348
63.	The Lesser Kantha Team	Leslie J. Garfield & Co., Inc. New York, NY	\$124,991,000
64.	Currier Lane & Young	Compass Cambridge, MA	\$123,287,155
65.	Krishnan Team	Compass San Francisco, CA	\$122,640,460
66.	Kathleen Bridgman	Compass Los Altos, CA	\$120,122,055

Top Medium Teams (6-10 Sales Professionals)

SALES VOLUME

	NAME	COMPANY	2019 SALES VOLUME
1.	The Altman Brothers Team	Douglas Elliman Beverly Hills, CA	\$382,578,904
2.	The Shemesh Team	Douglas Elliman New York, NY	\$311,122,129
3.	The Joyce Rey Team	Coldwell Banker Realty Beverly Hills, CA	\$285,736,222
4.	Leavitt McIntosh Team	Douglas Elliman Palm Beach, FL	\$268,345,465
5.	Adelaide Polsinelli & Ronda Rogovin	Compass New York City, NY	\$250,995,000
6.	Chernov Team	Keller Williams Realty Newton, MA	\$250,060,399
7.	The Deanna Kory Team	The Corcoran Group New York, NY	\$240,111,125
8.	Chin MacQuoid Fleming Harris	Berkshire Hathaway HomeServices Utah Properties Park City, UT	\$224,365,291
9.	Dana Green Team	Compass Lafayette, CA	\$222,057,575
10.	The Kyle W. Blackmon Team	Compass New York City, NY	\$213,994,074
11.	The Team	Jackson Hole Sotheby's International Realty Jackson, WY	\$213,398,680
12.	Canning Properties Group	Sotheby's International Realty Carmel, CA	\$202,526,220
13.	The Leslie Kopp Group	Long & Foster Real Estate Bethany Beach, DE	\$198,072,447
14.	Kidder Lowe	Compass Newport Beach, CA	\$189,559,800

	NAME	COMPANY	2019 SALES VOLUME
15.	The Mike Seder Group	RE/MAX The Woodlands & Spring II The Woodlands, TX	\$185,533,978
16.	The Gavin Doyle Team	Compass New York City, NY	\$184,774,300
17.	Joe Frazzano	Compass Danville, CA	\$181,540,632
18.	Casey Lesher	Coldwell Banker Realty Newport Beach, CA	\$177,244,651
19.	Trent & Co	Compass Chevy Chase, MD	\$175,297,916
20.	Disen Cai Real Estate Group	Keller Williams Realty Bellingham, WA	\$173,166,892
21.	The Fleisher Group	Compass Chevy Chase, MD	\$171,780,492
22.	Michelle Pais Group	signature realty nj llc Westfield, NJ	\$171,502,000
23.	The Sheahan Group	Compass Chicago, IL	\$167,769,197
24.	Caulfield Properties	Compass Boston, MA	\$162,596,225
25.	The Joffe Group	Launch Real Estate Scottsdale, AZ	\$162,399,145
26.	The Icon Team	Keller Williams Realty The Woodlands, TX	\$162,165,857
27.	Hustis/Jovanovic	Compass New York City, NY	\$159,101,579
28.	Mike Johnson Group	Compass Laguna Beach, CA	\$156,021,513
29.	Bryant \ Reichling	Compass Hollywood, CA	\$154,276,412
30.	Solomon Property Group	Douglas Elliman Los Angeles, CA	\$151,653,095
31.	Lauren Muss	Douglas Elliman New York, NY	\$149,262,112
32.	The Anderson-Ehrmann Team	Douglas Elliman New York, NY	\$148,224,346
33.	The Geronsins	Berkshire Hathaway HomeServices CA Properties Anaheim Hills, CA	\$145,367,446
34.	Erin Krueger Team	Compass Nashville, TN	\$145,220,377

	NAME	COMPANY	2019 SALES VOLUME
35.	Sabrina Saltiel Team	Douglas Elliman New York, NY	\$144,470,956
36.	Cesi Pagano and Associates	Keller Williams Realty Evansville, IN	\$139,493,185
37.	Harkov Lewis Team	Halstead Real Estate New York, NY	\$139,426,749
38.	Dave Clark Team	Keller Williams Realty Diamond Bar, CA	\$138,790,386
39.	Realty Group of Jackson Hole	Jackson Hole Sotheby's International Realty Wilson, WY	\$136,488,349
40.	Greg Noonan & Associates	Berkshire Hathaway HomeServices California Properties La Jolla, CA	\$135,811,807
41.	The Bernardi Group	Coldwell Banker Residential Brokerage Boulder, CO	\$135,762,976
42.	The Scott / Robles Team	Douglas Elliman Brooklyn, NY	\$135,571,899
43.	Michael Kaim Team	Berkshire Hathaway HomeServices Professional Realty Mentor, OH	\$132,457,916
44.	Real Estate Expert Advisors	Real Estate Expert Advisors Buford, GA	\$131,935,189
45.	Bob Bennion & Mary P Snyder Team	Compass Seattle, WA	\$131,729,275
46.	Level Up Group	Keller Williams Realty Duluth, GA	\$130,467,583
47.	Rob & Brent Group	TTR Sotheby's International Realty Washington, DC	\$128,671,589
48.	Detwiler + Wood Group	Compass Park Cities, TX	\$128,623,030
49.	The Ruiz Group	Keller Williams Realty Carmel, CA	\$127,697,680
50.	The Goodhart Group	Compass Alexandria, MD	\$127,521,307
51.	Amalfi Estates	Amalfi Estates Pacific Palisades, CA	\$126,742,502
52.	Hendrickson Team	Berkshire Hathaway HomeServices South Sound Properties Fircrest, WA	\$126,293,347
53.	Mark Pattison	Porchlight SoCal San Diego, CA	\$126,175,079

	NAME	COMPANY	2019 SALES VOLUME
54.	The Perry-Miller Streiff Group	Ebby Halliday Companies - Dave Perry-Miller Real Estate Dallas, TX	\$125,775,500
55.	Calcagno & Hamilton	Berkshire Hathaway HomeServices California Properties Santa Barbara, CA	\$125,017,650
56.	Paul Teixeira	RE/MAX Select Westfield, NJ	\$124,819,073
57.	Jonville Team	Keller Williams Realty Carlsbad, CA	\$122,846,926
58.	Kiriu	Better Homes and Gardens Real Estate Advantage Realty Honolulu, HI	\$122,605,173
59.	The O'Dell Group	Seven Gables Real Estate Tustin, CA	\$121,333,741
60.	LaBeau & Associates	RE/MAX ADVANTAGE PLUS Lakeville, MN	\$119,327,268
61.	Elmes Group	Compass Fort Lauderdale, FL	\$118,681,732
62.	The Stephen Haw Group	Keller Williams Realty Rolling Hills Estates, CA	\$117,854,059
63.	Plus Real Estate Group	Compass Beverly Hills, CA	\$117,675,000
64.	Douglas Tucker	RE/MAX Select Morristown, NJ	\$117,473,551
65.	Strickland Group	Douglas Elliman St. Petersburg, FL	\$116,617,035
66.	Biega Kilgore Team	Compass Boston, MA	\$116,195,550

Top Large Teams (11+ Sales Professionals)

SALES VOLUME

	NAME	COMPANY	2019 SALES VOLUME
1.	Alexander Team	Douglas Elliman New York, NY	\$675,884,929
2.	The Jills Zeder Group	Coldwell Banker Realty Miami Beach, FL	\$644,315,108
3.	The Network Group/Khrista Jarvis Team	Compass San Francisco, CA	\$619,980,407
4.	NWG Team	Compass Seattle, WA	\$547,774,535
5.	The Robert Dekanski Team	RE/MAX 1st Advantage Clark, NJ	\$541,991,707
6.	The Minnesota Real Estate Team	RE/MAX ADVANTAGE PLUS Bloomington, MN	\$536,090,217
7.	Sally Forster Jones Group	Compass Beverly Hills, CA	\$465,183,184
8.	The Jim Allen Group	Coldwell Banker Howard Perry and Walston Raleigh, NC	\$462,890,369
9.	Stanfield Group	Pacific Sotheby's International Realty Newport Beach, CA	\$425,395,143
10.	The Tse Group	Intero - A Berkshire Hathaway Affiliate Saratoga, CA	\$410,588,969
11.	The Rider Elite Team	Keller Williams Realty Phoenix, AZ	\$402,270,125
12.	The Smith Group	Coldwell Banker Realty Newport Beach, CA	\$379,411,583
13.	The Aguayo Team	Halstead Real Estate New York, NY	\$362,262,500
14.	The Rob Ellerman Team	ReeceNichols Real Estate Lee's Summit, MO	\$360,288,903

	NAME	COMPANY	2019 SALES VOLUME
15.	The Mike McCann Team	Keller Williams Realty Philadelphia, PA	\$346,102,541
16.	The Koehler Bortnick Team	ReeceNichols Real Estate Leawood, KS	\$340,000,000
17.	The Troyer Group	Intero - A Berkshire Hathaway Affiliate Los Altos, CA	\$337,100,776
18.	The Hudson Advisory Team	Compass New York City, NY	\$327,536,500
19.	The Ivan Sher Group	Berkshire Hathaway HomeServices NV Properties Las Vegas, NV	\$322,824,551
20.	Rhodes Team	Berkshire Hathaway HomeServices PenFed Realty Texas Flower Mound, TX	\$321,850,810
21.	The Redbud Group	Keller Williams Realty Charlotte, NC	\$319,474,618
22.	Chris Cortazzo	Compass Malibu, CA	\$319,474,618
23.	Debbie Doğrul AssociatesDoğrul	Long & Foster Real Estate Fairfax, VA	\$300,570,574
24.	Thomas Brown	The Agency Texas Austin, TX	\$288,347,632
25.	Hughes Real Estate Group	Hughes Real Estate Group of Silvercreek Realty Eagle, ID	\$281,855,373
26.	Tracy Do Team	Compass Pasadena, CA	\$272,593,033
27.	Lowe Group Chicago	Compass Chicago, IL	\$268,523,022
28.	TeambuilderKW	Keller Williams Realty Hendersonville, NC	\$264,798,665
29.	McKown Weinstein Associates	Compass Newport Beach, CA	\$258,817,000
30.	The Flory Team	RE/MAX Universal - The Flory Team Houston, TX	\$257,480,173
31.	Dawn McKenna Group	Coldwell Banker Realty Hinsdale, IL	\$252,680,405
32.	Stephanie Younger Group	Compass Beverly Hills, CA	\$250,885,883
33.	Art Herling Team in Blue Bell	Long & Foster Real Estate Blue Bell, PA	\$250,632,341
34.	The Noble Black Team	Douglas Elliman New York, NY	\$248,886,269

	NAME	COMPANY	2019 SALES VOLUME
35.	Ernie Carswell & Associates	Douglas Elliman Beverly Hills, CA	\$248,302,868
36.	David Caskey/Caskey & Caskey & Associates	Strand Hill Properties Manhattan Beach, CA	\$243,777,107
37.	The Holly Parker Team	Douglas Elliman New York, NY	\$242,514,251
38.	Lee Ann Wilkinson Group	Berkshire Hathaway HomeServices Gallo Realty Lewes, DE	\$239,394,797
39.	The Matthews Team	RE/MAX Legends Spring, TX	\$237,596,388
40.	New Era Group	Your Castle Real Estate Denver, CO	\$226,432,963
41.	Fridman Group	Compass Calabasas, CA	\$222,476,000
42.	Team Forss Realty Group	Allison James Estates & Homes of Riverside Temecula, CA	\$216,248,036
43.	Lysi Bishop Real Estate LLC	Keller Williams Realty Boise, ID	\$214,107,330
44.	Beer Home Team	eXp Realty San Diego, CA	\$210,912,651
45.	Jenn Smira Team	Compass Washington DC, MD	\$210,099,716
46.	Helgeson/Platzke Real Estate Group	Coldwell Banker Realty Eden Prairie, MN	\$208,383,228
47.	Laurie Finkelstein Reader Real Estate Team	Laurie Finkelstein Reader Real Estate Plantation, FL	\$208,318,638
48.	Barry Jenkins Jr. & Susan Jenkins' tribe	Better Homes and Gardens Native American Group Real Estate Virginia Beach, VA	\$204,728,072
49.	Domain Realty Group	Domain Realty Bonita Springs, FL	\$203,000,000
50.	Ed Kaminsky/Kaminsky Real Estate Group	Strand Hill Properties Hermosa Beach, CA	\$202,849,259
51.	Sibbach Team	eXp Realty Scottsdale, AZ	\$200,543,112
52.	Kyle Yeatman	Long & Foster Real Estate Midlothian, VA	\$198,394,699
53.	The Rubin Team	Douglas Elliman New York, NY	\$196,148,307

	NAME	COMPANY	2019 SALES VOLUME
54.	Wydler Brothers	Compass Chevy Chase, MD	\$191,370,556
55.	The Carroll Team	Douglas Elliman Miami, FL	\$191,350,135
56.	Beal Group	Compass Carmel Valley, CA	\$190,929,168
57.	Whissel Realty Group	eXp Realty Santee, CA	\$190,864,848
58.	DASH	Coldwell Banker Howard Perry and Walston Raleigh, NC	\$187,605,810
59.	The Gellman Team	Coldwell Banker Premier Group Saint Louis, MO	\$187,364,745
60.	Chinatti Group	Russell Realty Group Chelmsford, MA	\$183,594,193
61.	Sue Adler Team	Keller Williams Realty Huntsville, AL	\$182,282,856
62.	The Stephen Cooley Real Estate Group	Keller Williams Realty Rock Hill, SC	\$181,726,171
63.	Emily Sachs Wong Team	@properties Chicago, IL	\$181,344,040
64.	BVO Luxury Group	Keller Williams Realty Scottsdale, AZ	\$180,476,362
65.	Al Filippone Associates	William Raveis Real Estate, Mortgage & Insurance Southport, CT	\$180,144,075
66.	Boyenga Team	Compass Los Gatos, CA	\$179,322,671

Top Agent Owned Brokerages

INDIVIDUAL TRANSACTION SIDES

	NAME	COMPANY	2019 SIDES
1.	Ben Caballero	HomesUSA.com Dallas, TX	5778.00
2.	Ralph Harvey	ListWithFreedom.com Boynton Beach, FL	1636.00
3.	George Kypreos	GK Properties Henderson, NV	1256.00
4.	Will Wiard	Coastal Real Estate Consultants Belleair, FL	772.00
5.	Jason Saphire	www.EntryOnly.com Boston, MA	612.00
6.	Christopher Carr	Simple Choice Realty Lafayette Hill, PA	525.00
7.	Shirley Gary	Engel & Völkers Buckhead Atlanta Atlanta, GA	446.50
8.	Blair Myers	Better Homes and Gardens Real Estate Success Warner Robins, GA	361.50
9.	Randy Waller	W Real Estate santa rosa, CA	320.00
10.	Gregory White	IMAGINE HOME REALTY, LLC WARREN, MI	317.50
11.	Drew Martin	Coldwell Banker Town & Country Moreno Valley, CA	287.25
12.	Kimberly Taylor	NextHome First Class Freeport, IL	283.00
13.	Luis Coronel	Coronel Realty Group Indianapolis, IN	278.00
14.	Brian Hicks	Brian Hicks Real Estate Group BAKERSFIELD, CA	261.00

	NAME	COMPANY	2019 SIDES
15.	Team Luis Ortiz	RE/MAX Partners Berwyn, IL	253.00
16.	Sherri Saad	RE/MAX Leading Edge Detroit, MI	247.00
17.	Carlos Alvarez	RE/MAX Total Baton Rouge, LA	237.00
18.	Ronnie Glomb	Your Town Realty Morristown, NJ	234.00
19.	James Bradley	CENTURY 21 Bradley Realty, Inc. Fort Wayne, IN	229.01
20.	Michael Carroll	RE/MAX Best West Babylon, NY	224.00
21.	Cindy Cahill	Realty Executives Select Taylor Mill, KY	219.00
22.	Ginger Weeks	RE/MAX Proadvantage McKinney, TX	218.00
22.	Amanda Bell	At Home Realty Ashland City, TN	218.00
24.	Michelle Benes	RE/MAX Concepts Lincoln, NE	214.00
25.	Hugh Morrow	RE/MAX Preferred Birmingham, AL	203.00

Top Agent Owned Brokerages

INDIVIDUAL SALES VOLUME

	NAME	COMPANY	2019 SALES VOLUME
1.	Ben Caballero	HomesUSA.com Dallas, TX	\$2,248,698,983
2.	Tracy Campion	Campion and Company Boston, MA	\$520,540,929
3.	Ralph Harvey	ListWithFreedom.com Boynton Beach, FL	\$444,911,020
4.	Christian Angle	Christian Angle Real Estate Palm Beach, FL	\$403,238,308
5.	Stanley Lo	Green Banker Burlingame, CA	\$347,231,178
6.	David W. Roberts	Royal Palm Properties Boca Raton, FL	\$335,116,000
7.	George Kypreos	GK Properties Henderson, NV	\$333,891,904
8.	Jason Oppenheim	The Oppenheim Group West Hollywood, CA	\$258,572,374
9.	Dora Puig	Luxe Living Realty Miami Beach, FL	\$257,050,000
10.	Jason Saphire	www.EntryOnly.com Boston, MA	\$219,379,579
11.	Randy Waller	W Real Estate Santa Rosa, CA	\$189,619,117
12.	Shirley Gary	Engel & Völkers Buckhead Atlanta Atlanta, GA	\$175,400,344
13.	David Lillo	DPL Real Estate Cupertino, CA	\$165,082,938
14.	Will Wiard	Coastal Real Estate Consultants Belleair, FL	\$164,886,701

	NAME	COMPANY	2019 SALES VOLUME
15.	Sandra Miller	Engel & Völkers Santa Monica Santa Monica, CA	\$162,502,354
16.	Christopher Carr	Simple Choice Realty Lafayette Hill, PA	\$145,963,434
17.	Kim Bibb	Villa Real Estate Newport Beach , CA	\$143,000,000
18.	Timothy Tamura	VALIA Properties Corona del Mar, CA	\$128,827,250
19.	Carol Sollak	Engel & Völkers Wellington Wellington, FL	\$124,336,500
20.	Dana Nicole Mauro	RE/MAX Real Estate Ltd Brick, NJ	\$120,250,574
21.	Ronnie Glomb	Your Town Realty Morristown, NJ	\$111,546,045
22.	Maggie Gold Seelig	MGS Group Real Estate Cambridge, MA	\$108,406,000
22.	Paul Benson	Engel & Völkers Park City Park City, UT	\$104,385,196
24.	Khalil El-Ghoul	Glass House Real Estate Vienna, VA	\$100,271,681
25.	Sheldon Grothaus	Texas Ranch Sales, LLC Hondo, TX	\$97,602,175

Top Team Owned Brokerages

TRANSACTION SIDES

	NAME	COMPANY	2019 SIDES
1.	Mark Spain Real Estate	Mark Spain Real Estate ALPHARETTA, GA	4200.00
2.	Robert Slack Llc	Robert Slack Llc Ocala, FL	3759.00
3.	Sanders Team of Realty ONE Group Edge	Realty ONE Group Edge Woodstock, GA	2824.00
4.	Ben Kinney Team	Keller Williams Realty Bellingham, WA	2603.82
5.	Creig Northrop	Northrop Realty Clarksville, MD	2541.85
6.	THE LOKEN GROUP, INC	Keller Williams Realty Houston, TX	2384.50
7.	DLP Realty	DLP Realty Bethlehem, PA	2089.00
8.	Lucido Agency	Keller Williams Realty Ellicott City, MD	1949.75
9.	The Ashton Real Estate Group	RE/MAX Advantage Nashville, TN	1846.00
10.	Hergenrother Realty Group	Keller Williams Realty South Burlington, VT	1647.15
11.	Jeff Cook Real Estate Cook	Jeff Cook Real Estate North Charleston, SC	1421.00
12.	Kris Lindahl Real Estate	Kris Lindahl Real Estate Blaine, MN	1304.00
13.	Xperience Real Estate	Keller Williams Realty Portland, OR	1207.40
14.	Matt Curtis Real Estate Team	Matt Curtis Real Estate, Inc Madison, AL	1085.00

	NAME	COMPANY	2019 SIDES
15.	Mark Dimas Team	Mark Dimas Properties Cypress, TX	1071.00
16.	Adam Merrick	Adam Merrick Real Estate East Peoria, IL	1036.00
17.	The EZ Referral Network	Keller Williams Realty Westlake, OH	1035.50
18.	Tamra Wade Team	RE/MAX Tru Buford, GA	979.25
19.	Indy Home Pros Team	RE/MAX ADVANCED REALTY Indianapolis, IN	966.00
20.	Watters International	Watters International Austin, TX	936.00
21.	The Wemert Group	Wemert Group Realty Orlando, FL	928.00
22.	Jose Medina & Associates	Keller Williams Realty Canton, OH	892.00
22.	The Brokerage House	The Brokerage House Portland, OR	879.00
24.	Jeff Glover & Associates	Keller Williams Realty Birmingham, MI	873.00
25.	The Delhougne Team	RE/MAX Vision Chesterfield, MO	863.00

Top Team Owned Brokerages

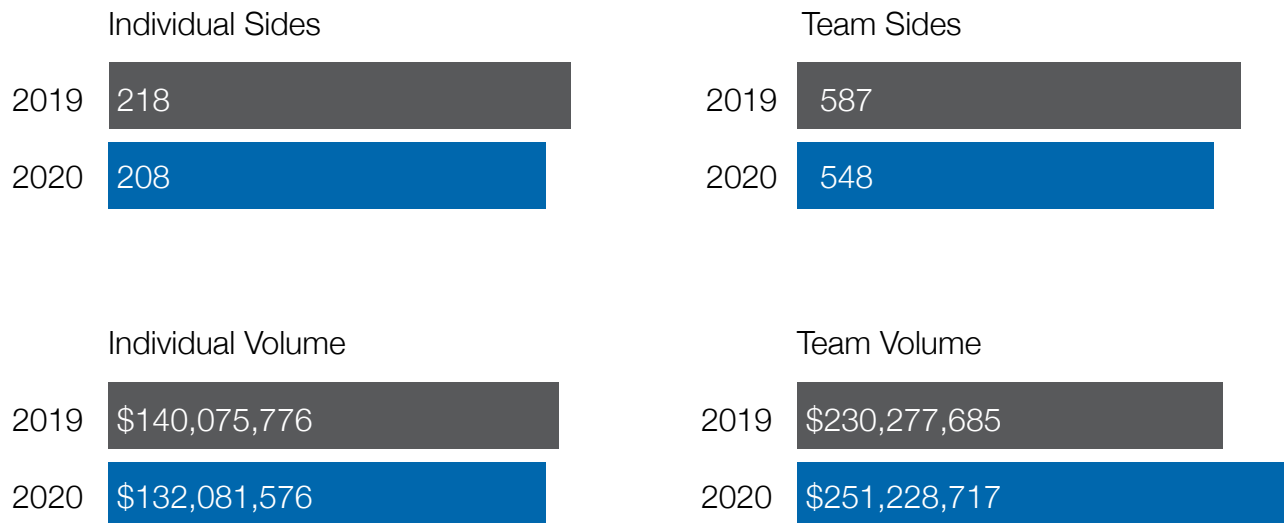
SALES VOLUME

	NAME	COMPANY	2019 SALES VOLUME
1.	Creig Northrop	Northrop Realty Clarksville, MD	\$1,052,666,979
2.	Mark Spain Real Estate	Mark Spain Real Estate ALPHARETTA, GA	\$1,049,769,096
3.	Robert Slack Llc	Robert Slack Llc Ocala, FL	\$962,188,096
4.	Ben Kinney Team	Keller Williams Realty Bellingham, WA	\$910,717,508
5.	Sanders Team of Realty ONE Group Edge	Realty ONE Group Edge Woodstock, GA	\$859,692,419
6.	Lucido Agency	Keller Williams Realty Ellicott City, MD	\$773,998,884
7.	The Advanced Super Team	RE/MAX Advanced Temple City, CA	\$760,862,939
8.	The Loken Group, Inc.	Keller Williams Realty Houston, TX	\$626,230,312
9.	The Ashton Real Estate Group	RE/MAX Advantage Nashville, TN	\$625,834,332
10.	Halton Pardee & Partners	Halton Pardee & Partners Venice, CA	\$541,295,691
11.	Xperience Real Estate	Keller Williams Realty Portland, OR	\$456,135,315
12.	Hergenrother Realty Group	Keller Williams Realty South Burlington, VT	\$438,503,378
13.	The Keri Shull Team	Optime Realty Arlington, VA	\$393,844,231
14.	The Brokerage House	The Brokerage House Portland, OR	\$368,520,751

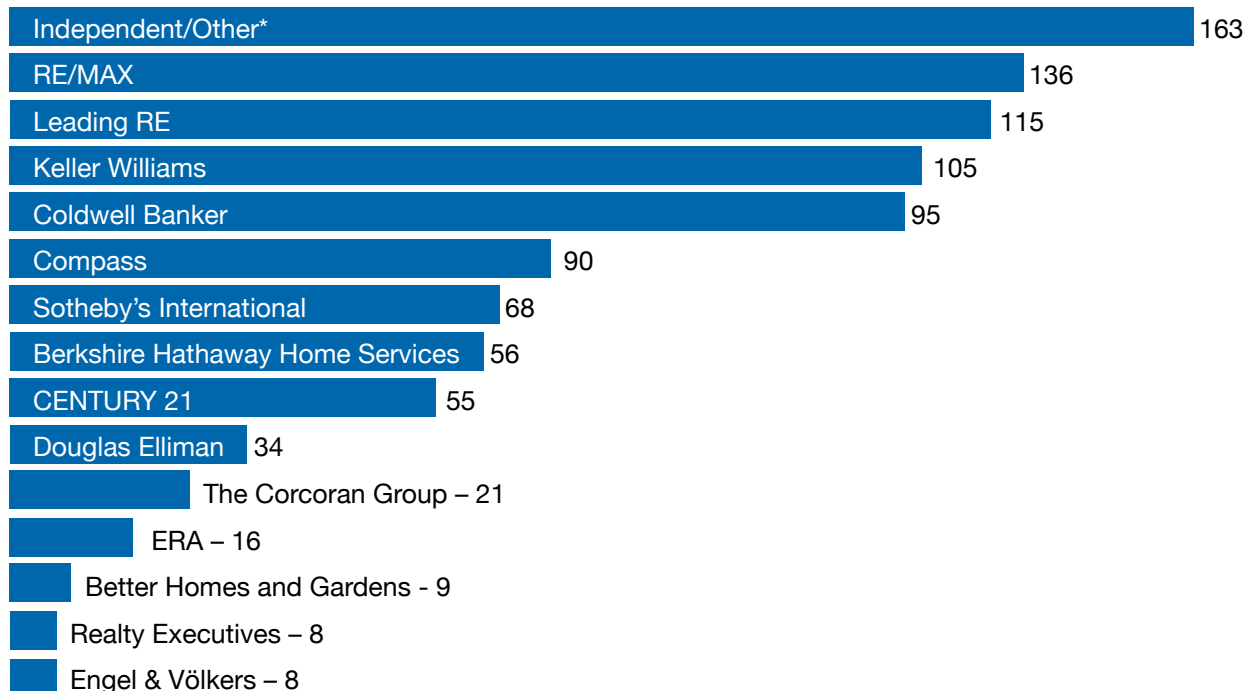
	NAME	COMPANY	2019 SALES VOLUME
15.	Jeff Cook Real Estate	Jeff Cook Real Estate North Charleston, SC	\$360,447,071
16.	Kris Lindahl Real Estate	Kris Lindahl Real Estate Blaine, MN	\$342,237,930
17.	The Reynolds Team Network	Keller Williams Realty Chantilly, VA	\$324,725,717
18.	Tamra Wade Team	RE/MAX Tru Buford, GA	\$324,723,613
19.	The Wemert Group	Wemert Group Realty Orlando, FL	\$279,274,062
20.	Mark Dimas Team	Mark Dimas Properties Cypress, TX	\$272,231,420
21.	The Heyl Group	Keller Williams Realty Austin, TX	\$257,957,285
22.	The Every Door Team	Every Door Real Estate Seattle, WA	\$254,643,596
22.	The Mike Brown Group	The Mike Brown Group Meridian, ID	\$247,093,970
24.	Matt Curtis Real Estate Team	Matt Curtis Real Estate, Inc Madison, AL	\$243,057,667
25.	The Samer Kuraishi Group	The ONE Street Company Washington, DC	\$241,527,953



Top 250 Averages



Brand Breakdown - Number of Individuals/Teams



Analysis of

THE THOUSAND



2020 Brand/Independent Breakdown

BRAND	# OF SIDES	\$ VOLUME
Independent	47,691	\$23,671,389,215.00
Keller Williams	34,906	\$8,126,539,057.00
RE/MAX	34,471	\$5,329,421,090.00
Leading RE	15,708	\$9,290,107,521.00
Coldwell Banker	13,492	\$5,843,885,568.00
Berkshire Hathaway	8893	\$3,656,107,316.00
C21	8628	\$588,212,142.00
ERA	3358	-
Better Homes and Gardens	2476	\$327,333,245.00
Realty Executives	2,093	-
Compass	1394	\$15,999,088,575.00
Sotheby's International	1,145	\$7,579,811,817.00
eXp Realty	453	\$0.00
Engel & Völkers	446.5	\$908,466,936.00
Exit	395	\$0.00
The Corcoran Group	132	\$2,680,572,242.00
Douglas Elliman	-	\$5,512,504,133.00

Analysis of

THE THOUSAND



Top Ten Average Sales Price From Volume Leaders

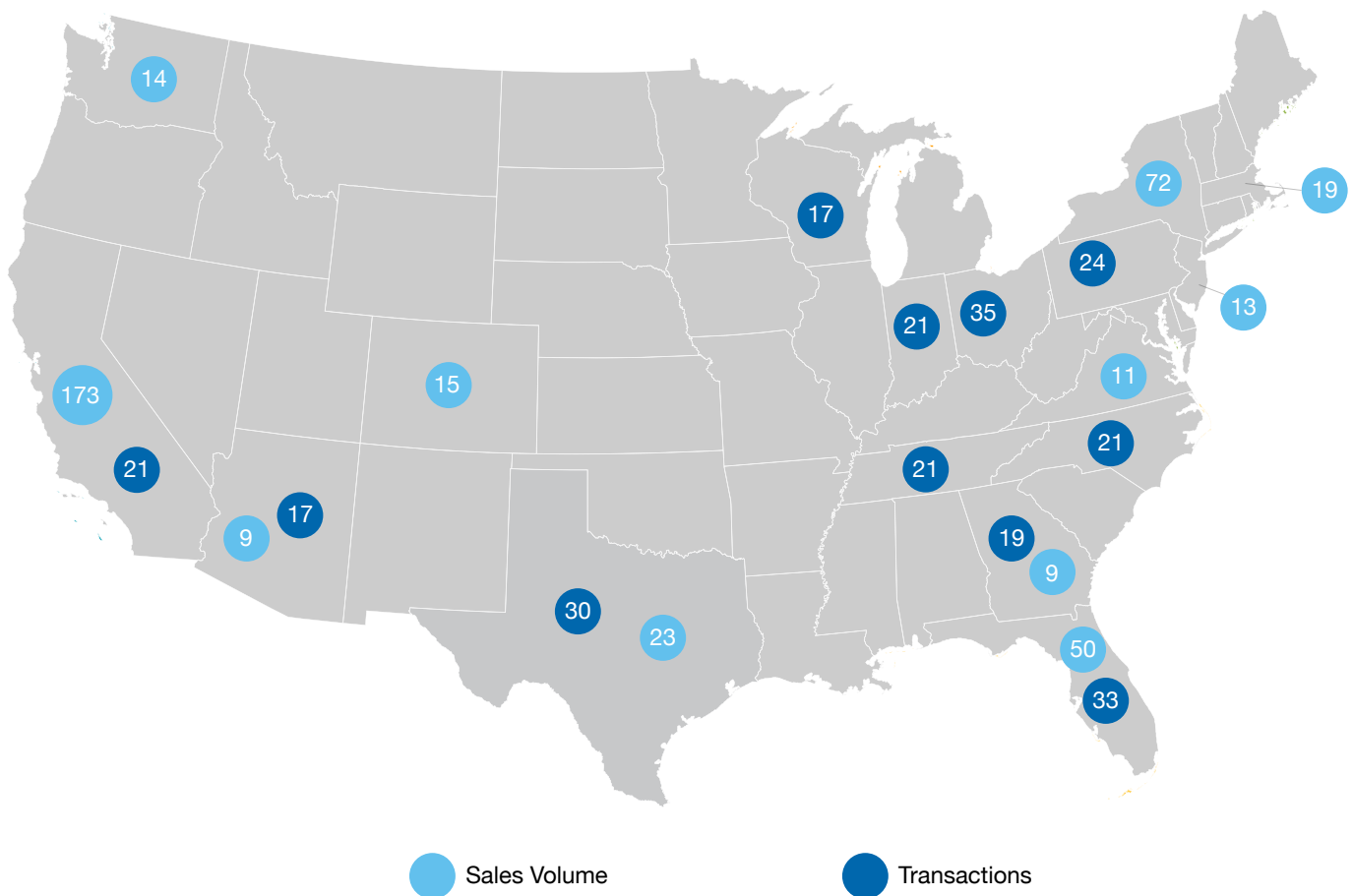
NAME	COMPANY	AVERAGE SALES PRICE
Dana Nicole Mauro	RE/MAX	\$60,125,287
Ralph Arias	ONE Sotheby's International Realty	\$23,089,583
The Maruicio Umansky Team	The Agency	\$23,079,524
Serena Boardman	Sotheby's International Realty	\$17,804,878
Louise Beit	Sotheby's International Realty	\$16,518,900
Adelaide Polsinelli & Ronda Rogovin	Compass	\$15,687,188
Tim Davis	The Corcoran Group	\$13,556,857
Hilary Landis	The Corcoran Group	\$12,990,694
Will Amador	CENTURY 21 MM	\$12,803,850
Barbara Boyle	Sotheby's International Realty	\$12,561,071
Brandon and Rayni Williams	Hilton & Hyland	\$12,484,535

Analysis of

THE THOUSAND



Top States Represented by The Thousand



The Wall Street Journal editors and newsroom were not involved in the creation or production of this special advertising section or its story selection.



CONGRATULATIONS

Congratulations to America's Top Real Estate Professionals included in 2020 The Thousand & America's Best Rankings by REAL Trends.

[BHGRECAREER.COM](https://bhgrecareer.com)