

# Swanepoel Mega 1000



2018

# 2018 Swanepoel Mega 1000

mega1000.com

Editor-in-Chief  
Stefan Swanepoel

Executive Editor  
Michele Conn

Managing Editor  
Tinus Swanepoel

Research  
Jack Miller, Travis Saxton, Dean Cottril,  
Kevin McQueen, Paul Hagey, Karen Smith,  
Aman Daro and Thomas Mitchell

Design  
T3 Sixty

Except as permitted under the United States Copyright Act of 1976, no part of this publication may be reproduced or distributed in any form or by any means or stored in a database or retrieval system without the prior written permission of the publisher. Images may be protected by copyright and should not be used without approval.

#### Limit of Liability / Disclaimer of Warranty:

Data. T3 Sixty strives to deliver the most accurate, meaningful and complete data possible. We have included every company that we are aware of. Companies were objectively evaluated on their performance against our criteria. While we have used our best efforts in preparing the Swanepoel Mega 1000 and have verified all contributions and numbers as far as possible, we cannot guarantee that they are 100 percent accurate. We provide no warranties with respect to the accuracy or completeness of the data and specifically disclaim any implied warranties. Brokers should always be cautious when using or relying on any numbers from any list, including the Mega 1000.

Inclusion. We feel confident that no brokerage at the highest level of the Mega 1000 was overlooked. Of course, as you move lower down the Mega 1000 we suspect there are some brokerages that we may not be aware of. As T3 Sixty is committed to including everyone, please reach out to the T3 Sixty Research Department at [info@t360.com](mailto:info@t360.com) if you can help us improve future editions of the Mega 1000. T3 Sixty is committed to become the primary custodian of all meaningful industry information, and your support is appreciated.

Customers. We believe that most of the companies on the Mega 1000 have either attended an event we host or purchased and read one of our reports. A large number of brokerages, franchisors and holding companies listed are currently, or have been, clients of the management consulting division of T3 Sixty. Furthermore, we have in the past and continue to make strategic and financial investments in companies in the industry. These investments are treated as passive, long-term ventures and we do not speculate nor do we serve on any company's board of directors.

Confidential Information. No confidential information received under NDA has been used in the compilation of the Mega 1000. Data used in this report was specifically gathered for this report. No company or its data was included in the Mega 1000 with the intent of providing that company, or any other company, an advantage or disadvantage.

Trademarks. Most of the companies mentioned in the Mega 1000 own numerous trademarks and other marks, and we do not in any way seek to challenge or dilute any of these marks.

Published by RealSure, Inc. and T3 Sixty, LLC  
29222 Rancho Viejo Rd, Suite 221  
San Juan Capistrano, CA 92675  
949.681.9409

[t360.com](http://t360.com)

Printed in the United States of America

May 2018

Copyright © 2018 by RealSure, Inc.  
All rights reserved.

**Pg 3 - Mega 1000**

Review the framework behind the creation of the Mega 1000.

**Pg 7 - Top 1000 Brokerages**

The top 1000 brokerages for the residential real estate brokerage industry as of December 31, 2017. Data is sorted by sales volume.

**Pg 32 - Top 20 Franchisors**

The top 20 franchisors for the residential real estate brokerage industry as of December 31, 2017. Data is sorted by sales volume.

**Pg 33 - Top 20 Holding Companies**

The top 20 holding companies for the residential real estate brokerage industry as of December 31, 2017. Data is sorted by sales volume.

**Pg 34 - About T3 Sixty**

# The Mega 1000

## Why was the Mega 1000 created?

The residential real estate brokerage industry remains fragmented and fiercely independent. Furthermore, it is becoming increasingly difficult to accurately determine which claims of size, sales volume and rankings are legitimate.

This is complicated by a huge injection of capital into the residential real estate industry, as detailed in the 2018 Swanepoel Trends Report, Trend #1 "Follow the Money." Furthermore, as detailed in Trend #5 "Brokerage M&A Momentum Broadens," a growing number of companies are expanding, thereby constantly changing the landscape.

Few would disagree that the industry is in dire need of a neutral and trusted source that can provide objective comprehensive data and analysis. This would allow agents, brokerages and franchisors to make more credible and accurate statements and have better data when planning ahead.

T3 Sixty is already the recognized leader in the analysis of annual trends and industry leaders: the Swanepoel Trends Report has been published every year for past 13 years, and the Swanepoel Power 200 has been published for the past 6 years. Now the company is committed to producing a new report, the Swanepoel Mega 1000, the annual analysis of brokerages, franchisors and real estate holding companies.

## How was the list created?

Gathering and analyzing the data was a rigorous, multi-step process:

- It started by sending a request for information to approximately

2,500 of the largest brokerages, franchisors and holding companies in the U.S. There is no way to guarantee that all brokerages were included, but as the research encompassed more than the list of 1,000 published, we feel confident that the list is a strong and quantitative representation of the top 1,000 brokerages.

- Over 9,000 datasets were received and analyzed. We scrubbed and scrutinized the numbers, ran algorithms to identify outliers, and tested data sets against industry parameters. We reviewed all real estate public company 10K statements, as well as any other financial and sales numbers that we were able to source.
- We initiated hundreds of conference calls with executives of brokerages, franchisors and holding companies to verify and clarify data. In certain cases, we even reviewed Realtor association, MLS or Department of Real Estate records to cross-check data.

#### How can I get the data?

- **Online** - The Mega 1000 is available online at [mega1000.com](http://mega1000.com). There you can sort data by sales volume, transaction sides and agent count.
- **PDF** - Also available is a complimentary PDF of the entire list. It contains 1,000 brokerage companies, the top 20 franchisors and top 20 holding companies. Download at [mega1000.com](http://mega1000.com).
- **Print** - The Mega 1000 is available in a 140-page printed edition that you can carry with you or keep at your desk. It includes an alphabetical index for easy lookup, as well as approximately 40 pages of additional analysis and insights. Purchase at [mega100.com](http://mega100.com).

All in we invested approximately 1,100 hours to gather, analyze and understand the data. We believe the result is the most comprehensive and accurate list ever published.

#### What does the list cover?

The Swanepoel Mega 1000 consists of three different lists in the residential real estate brokerage industry, namely:

- The Top Brokerages
- The Top Franchisors
- The Top Holding Companies

The Swanepoel Mega 1000 does not cover the following:

- Sales outside the U.S.
- Companies that primarily sell commercial, industrial, office or retail real estate.
- Companies that primarily sell farms or agricultural properties.
- Companies that primarily sell REO or bank-owned real estate.
- Companies that are primarily involved in property leasing and rentals.

We would like to publicly acknowledge the work that has been done by Real Trends and RISMedia in producing brokerage rankings over the past 30 years.

We have referenced these lists many times before and sincerely appreciate the contribution they have made to the industry.

### How is this list different?

Other lists exclude companies that do not respond to their surveys. It has become critically important for T3 Sixty to have more complete data when we work with clients, benchmark data and write about trends.

As a result, we have decided to undertake our own research to specifically:

- Include all companies, whether they participate or not in surveys.
- Extend research beyond the top 500 brokerages up to 1000.
- Create lists that analyze all known residential real estate brokerage-related structures, including franchisors and holding companies.

T3 Sixty therefore included all known brokerage companies, even when companies declined to officially provide data. Consequentially, certain companies appear on the Swanepoel Mega 1000 that do not appear on other lists, including Redfin, Weichert Realtors, Windermere and Compass. Many of these multi-billion-dollar companies have earned a position among the top 20 largest real estate companies.

Companies that declined to officially provide data have been marked with a <sup>(1)</sup> or a <sup>(2)</sup> and have been listed in the footnotes. This indicates that the company's information was not provided by them and reflects our best estimates. We believe these numbers to be fairly accurate as we have invested extensive time to research them.

The data can be viewed from different perspectives: sales volume, transaction side, agent and office count, etc. Each provides an interesting and unique perspective of the industry.

However, it is necessary to select one data set as the primary view so that it acts as the baseline for the rankings. After significant debate, we decided that sales volume should be the primary view of the data (other views are available at [mega1000.com](http://mega1000.com)). This is because it is the core metric used to calculate agent commission, franchise fees and company revenue.

## Sales Volume

In most tables, sales volume is listed in millions of dollars. The exceptions are the top 20 franchisors and top 20 holding companies in which sales are listed in billions of dollars. Sales volume of a company is calculated by adding the value of the houses that company represented on either the buy or sell side (if the company represented both sides, it is credited for the home value twice). Total sales volume of a market, as well as market share, is calculated by adding the sales volume of companies and dividing by two, which eliminates the duplication caused by the representation of each side.

The total value of existing home sales in 2017 was approximately \$1.4 trillion (5.51 million homes at a median price of approximately \$250 thousand).

## Transaction Sides

A transaction side is counted as either the listing or the selling side of a transaction. If a brokerage sells its own listing, two transaction sides are counted; when it co-brokers a transaction, one transaction side is counted. Outgoing referrals are counted by the receiving brokerage and not the sending brokerage.

The number of exiting home sales in 2017 was 5.51 million, and therefore the total number of transaction sides was slightly over 11 million.

## Agent Count

Agent count is a less important criterion to measure the success of a company, as the productivity of agents vary significantly. It is, however, a verifiable number as the number of licensed agents at a company can be confirmed with the Department of Real Estate (or your state equivalent). A large agent count does not guarantee success, but is usually an indicator of size and high sales volume.

## Offices

We have decided to not list office count in our rankings because in today's modern technology-driven world, "bricks and mortar" assets are no longer important in identifying the size or ranking of a company. Furthermore, a growing number of companies are consolidating offices rapidly, many new models such as Redfin, eXp Realty, and United Real Estate furthermore serve dozens of markets with no, or only a handful, bricks and mortar location.

### T3 Insights

For 40 pages of analysis and insights, get your copy of the print edition of this report. Publish date June 1, 2018. Visit [mega1000.com](http://mega1000.com)

# Top 1000 Brokerages

## by Sales Volume

The top 1000 brokerages listed in the 2018 Swanepoel Mega 1000 for the residential real estate brokerage industry as of December 31, 2017. Data is sorted by sales volume. The list also includes transaction sides and agent count.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
1	NRT	Madison, NJ	\$178,153	346,942	50,300
2	HomeServices of America	Minneapolis, MN	\$125,424	328,355	40,950
3	Douglas Elliman Real Estate	New York, NY	\$26,115	22,272	7,136
4	Redfin <sup>(1)</sup>	Seattle, WA	\$22,500	37,500	1,250
5	Weichert Realtors <sup>(1)</sup>	Morris Plains, NJ	\$20,000	72,000	9,000
6	Howard Hanna Real Estate <sup>(2)</sup>	Pittsburgh, PA	\$17,430	90,468	7,154
7	Realty One Group <sup>(2)</sup>	Irvine, CA	\$16,838	47,302	6,327
8	Pacific Union International	San Francisco, CA	\$14,139	9,822	1,665
9	Compass	New York, NY	\$14,011	10,543	2,043
10	Alain Pinel Realtors	Saratoga, CA	\$12,224	7,591	1,212
11	HomeSmart <sup>(2)</sup>	Scottsdale, AZ	\$10,369	33,601	9,064
12	William Raveis Real Estate	Shelton, CT	\$10,190	20,871	4,077
13	Keller Williams GO Management	Arlington, TX	\$9,326	34,077	4,688
14	@properties	Chicago, IL	\$9,056	18,670	2,278
15	Ebby Halliday Real Estate	Dallas, TX	\$8,039	18,835	1,764
16	Terra Holdings <sup>(1)</sup>	New York, NY	\$8,000	4,200	2,100
17	John L Scott <sup>(2)</sup>	Bellevue, WA	\$7,412	16,743	1,359
18	RE/MAX Alliance/Equity Group	Arvada, CO	\$7,303	17,695	1,329
19	RE/MAX Results	Eden Prairie, MN	\$6,488	24,397	1,103
20	Coldwell Banker Bain	Bellevue, WA	\$6,354	11,818	1,350
21	LIV Sotheby's Realty	Denver, CO	\$6,187	7,740	642
22	Keller Williams Forward Management	Beverly Hills, CA	\$6,141	6,359	2,933
23	eXp Realty	Bellingham, WA	\$5,897	24,655	6,511
24	Crye-Leike Realtors <sup>(2)</sup>	Memphis, TN	\$5,848	28,699	2,896
25	First Team Real Estate	Irvine, CA	\$5,801	8,427	1,694
26	Baird & Warner	Chicago, IL	\$5,758	17,450	2,340

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
27	Allen Tate Companies	Charlotte, NC	\$5,672	22,273	1,662
28	Real Estate One	Southfield, MI	\$5,642	24,589	2,088
29	RE/MAX Gold	Fair Oaks, CA	\$5,330	13,267	1,175
30	Rodeo Realty	Beverly Hills, CA	\$5,209	5,648	964
31	Keller Williams Pinnacle Partners Group	Lawrenceville, GA	\$5,121	21,211	2,985
32	Berkshire Hathaway HS Arizona/Nevada/California	Henderson, NV	\$4,780	11,433	2,700
33	Keller Williams The Rawls Group	Atlanta, GA	\$4,591	14,809	1,917
34	Keyes Company/Illustrated Properties	Miami, FL	\$4,546	14,174	2,835
35	Keller Williams Ben Kinney Companies	Bellingham, WA	\$4,543	10,127	1,433
36	RE/MAX Estate Properties	Palos Verdes Estates, CA	\$4,462	4,341	658
37	Berkshire Hathaway HS PenFed Realty	Reston, VA	\$4,311	14,221	1,784
38	Equity Real Estate <sup>(1)</sup>	Sandy, UT	\$4,070	13,550	4,000
39	William Pitt Sotheby's Realty	Stamford, CT	\$3,963	5,660	1,053
40	Pacific Sotheby's Realty	San Diego, CA	\$3,893	3,867	838
41	Keller Williams Cunningham Group	Santa Monica, CA	\$3,854	3,348	1,317
42	The Agency	Beverly Hills, CA	\$3,800	1,883	180
43	Keller Williams Franklin/Nashville	Franklin, TN	\$3,611	14,388	1,651
44	Sereno Group	Los Gatos, CA	\$3,457	2,524	334
45	Watson Realty	Jacksonville, FL	\$3,446	15,934	1,450
46	Century 21 Affiliated	Madison, WI	\$3,446	18,901	2,207
47	Golden Gate Sotheby's Realty	Mill Valley, CA	\$3,346	2,345	425
48	West USA Realty	Phoenix, AZ	\$3,339	20,762	2,484
49	Daniel Gale Sotheby's Realty	Cold Spring Harbor, NY	\$3,333	4,073	1,017
50	Coldwell Banker Sea Coast Advantage	Wilmington, NC	\$3,317	14,739	1,256
51	Hilton & Hyland <sup>(1)</sup>	Beverly Hills, CA	\$3,300	680	130
52	Russ Lyon Sotheby's Realty	Scottsdale, AZ	\$3,297	5,900	885
53	Coldwell Banker The Real Estate Group	Joliet, IL	\$3,189	17,384	1,241
54	Keller Williams Memorial	Houston, TX	\$3,177	12,080	1,915
55	Keller Williams Austin	Austin, TX	\$3,140	8,859	1,321
56	Berkshire Hathaway HS Homesale Realty	Lancaster, PA	\$3,135	14,712	1,194
57	Latter & Blum ERA Powered	New Orleans, LA	\$3,083	12,815	3,992
58	Keller Williams Heart of Atlanta Group	Atlanta, GA	\$3,058	11,359	1,321
59	Century 21 Everest-Troop Real Estate	Simi Valley, CA	\$3,048	7,793	1,124
60	Premier Sotheby's Realty	Venice, FL	\$3,020	4,018	715
61	Century 21 New Millennium	Alexandria, VA	\$3,010	7,833	874
62	Lyon Real Estate	Sacramento, CA	\$3,003	7,308	937
63	REeBroker Group <sup>(1)</sup>	Oceanside, CA	\$3,000	8,500	2,500
64	TTR Sotheby's Realty	Washington, DC	\$2,983	3,154	424
65	Berkshire Hathaway HS Florida Realty	Sunrise, FL	\$2,977	8,928	1,769

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.



Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
66	Allison James Estates and Homes	Carlsbad, CA	\$2,929	8,890	1,162
67	Briggs Freeman Sotheby's Realty	Dallas, TX	\$2,872	4,370	557
68	Carolina One Real Estate Services	North Charleston, SC	\$2,855	8,802	973
69	Keller Williams Virginia Realty Alliance	Reston, VA	\$2,833	6,940	918
70	F.C. Tucker Company	Indianapolis, IN	\$2,757	11,336	658
71	Shorewest Realtors	Brookfield, WI	\$2,732	11,851	940
72	Surterre Properties	Newport Beach, CA	\$2,730	1,457	406
73	Tomlinson Real Estate Group	Spokane, WA	\$2,667	10,420	790
74	Michael Saunders & Company	Sarasota, FL	\$2,636	5,746	681
75	Washington Fine Properties <sup>(1)</sup>	Washington, DC	\$2,630	2,200	170
76	Realty Austin	Austin, TX	\$2,625	6,904	414
77	Coldwell Banker Schmidt Family of Companies	Traverse City, MI	\$2,614	14,416	1,361
78	Realty Executives Phoenix/Yuma	Phoenix, AZ	\$2,578	8,086	876
79	Vanguard Properties	San Francisco, CA	\$2,576	2,250	420
80	Berkshire Hathaway HS Drysdale Properties	Danville, CA	\$2,531	4,505	1,088
81	RE/MAX Professionals	Highlands Ranch, CO	\$2,519	5,723	409
82	Sibcy Cline	Cincinnati, OH	\$2,512	11,441	1,108
83	HER Realtors	Gahanna, OH	\$2,498	12,681	1,106
84	Better Homes & Gardens Gary Greene	Houston, TX	\$2,490	8,517	1,194
85	Century 21 Select Real Estate	Yuba City, CA	\$2,441	6,899	1,008
86	Berkshire Hathaway HS Mich./N Ind./Tomie Raines	Rockford, MI	\$2,436	14,191	1,012
87	J. Rockcliff Realtors <sup>(1)</sup>	Danville, CA	\$2,430	2,600	370
88	Fathom Realty	Cary, NC	\$2,400	10,427	1,728
89	Bennion Deville Homes <sup>(1)</sup>	Rancho Mirage, CA	\$2,400	5,000	880
90	Pinnacle Estate Properties <sup>(1)</sup>	Northridge, CA	\$2,370	4,300	900
91	Keller Williams Chadwick Group	Tampa, FL	\$2,369	9,503	1,283
92	Keller Williams Blue Bell	Blue Bell, PA	\$2,358	10,037	1,337
93	Atlanta Fine Homes Sotheby's Realty	Atlanta, GA	\$2,343	4,174	458
94	Your Castle Real Estate	Denver, CO	\$2,306	5,914	740
95	Zephyr Real Estate	San Francisco, CA	\$2,295	1,840	340
96	Berkshire Hathaway HS Utah Properties	Park City, UT	\$2,288	3,837	416
97	Paragon Real Estate Group	San Francisco, CA	\$2,264	1,591	170
98	Coldwell Banker Howard Perry & Walston	RALEIGH, NC	\$2,261	8,280	862
99	Parks	Brentwood, TN	\$2,254	6,539	775
100	Century 21 M&M and Associates	Oakdale, CA	\$2,239	5,779	1,095
101	John R. Wood Properties	Naples, FL	\$2,232	3,418	448
102	Keller Williams Capital Properties	Washington, DC	\$2,223	4,775	883
103	Better Homes & Gardens Rand Realty	Nanuet, NY	\$2,205	6,263	1,062
104	Keller Williams Boise	Boise, ID	\$2,200	6,612	1,034

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
105	Benchmark Realty	Franklin, TN	\$2,160	7,234	886
106	Atlanta Communities Real Estate Brokerage	Marietta, GA	\$2,160	8,658	1,093
107	Keller Williams Carmel Valley/Del Mar	San Diego, CA	\$2,132	3,168	948
108	Century 21 Award	San Diego, CA	\$2,115	3,959	920
109	Berkshire Hathaway HS Ambassador Real Estate	Omaha, NE	\$2,109	9,332	655
110	HOM Sotheby's Realty	Newport Beach, CA	\$2,045	1,421	331
111	RE/MAX Accord	Danville, CA	\$2,028	2,769	303
112	Keller Williams Brian Smith Management	Denver, CO	\$2,024	5,264	964
113	Michael Bean Group	Portsmouth, NH	\$2,008	7,610	903
114	Keller Williams Alaska/Reno North/Sparks	Anchorage, AK	\$2,005	6,722	756
115	Keller Williams Ridgewood	Ridgewood, NJ	\$2,002	3,721	1,108
116	Silvercreek Realty Group	Meridian, ID	\$2,000	8,800	1,200
117	Keller Williams Roseville	Roseville, CA	\$2,000	5,152	663
118	RE/MAX Premier Properties	Arcadia, CA	\$1,971	2,692	222
119	Keller Williams Tulsa	Tulsa, OK	\$1,954	10,463	1,189
120	Keller Williams Ballantyne Area	Charlotte, NC	\$1,938	6,282	948
121	Locations	Honolulu, HI	\$1,929	2,956	296
122	Keller Williams Bay Area Estates	Los Gatos, CA	\$1,901	1,782	348
123	RE/MAX Allegiance	Alexandria, VA	\$1,900	4,237	333
124	The Group Real Estate	Fort Collins, CO	\$1,879	4,740	199
125	Hasson Company	Lake Oswego, OR	\$1,875	3,594	237
126	Slifer Smith & Frampton <sup>(1)</sup>	Avon, CO	\$1,850	1,600	130
127	Hunt Real Estate ERA	Depew, NY	\$1,838	11,221	1,240
128	Prominent Properties Sotheby's Realty	Tenafly, NJ	\$1,828	2,501	618
129	Keller Williams Woodlands/Magnolia	The Woodlands, TX	\$1,825	5,321	963
130	RE/MAX Advantage Plus	Savage, MN	\$1,822	6,760	444
131	JP and Associates	Frisco, TX	\$1,790	6,714	1,060
132	Carrington Real Estate Services	Anaheim, CA	\$1,786	9,466	1,254
133	RE/MAX Realty Group	Gaithersburg, MD	\$1,770	5,581	380
134	McEneaney Associates	Alexandria, VA	\$1,762	2,694	360
135	Gibson Sotheby's Realty	Boston, MA	\$1,722	1,781	245
136	Realty Executives Associates	Knoxville, TN	\$1,721	7,973	601
137	PalmerHouse Properties <sup>(1)</sup>	Atlanta, GA	\$1,710	6,550	1,800
138	Keller Williams Integrity Northwest	Elk River, MN	\$1,700	5,981	677
139	Sotheby's Realty Kuper	San Antonio, TX	\$1,694	2,986	375
140	Keller Williams Walnut Creek and Danville	Danville, CA	\$1,668	2,495	806
141	Century 21 Redwood Realty	Ashburn, VA	\$1,663	3,894	520
142	RE/MAX Northwest Realtors	Seattle, WA	\$1,659	2,785	219
143	Realty Connect USA <sup>(1)</sup>	Hauppauge, NY	\$1,650	3,850	800

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
144	Berkshire Hathaway HS California	Cerritos, CA	\$1,650	3,717	800
145	RE/MAX DFW Associates	Coppell, TX	\$1,646	4,327	317
146	Vista Sotheby's Realty	Manhattan Beach, CA	\$1,634	1,146	255
147	Better Homes & Gardens Metro Brokers	Atlanta, GA	\$1,612	7,783	2,442
148	Jameson Sotheby's Realty	Chicago, IL	\$1,603	2,904	396
149	Legacy Real Estate & Associates ERA Powered	Fremont, CA	\$1,603	1,865	295
150	Stribling & Associates <sup>(1)</sup>	New York, NY	\$1,600	800	200
151	Better Homes & Gardens The Masiello Group	Bedford, NH	\$1,587	7,402	633
152	Keller Williams Lake Norman Cornelius	Mooresville, NC	\$1,584	5,644	913
153	PMZ Real Estate	Modesto, CA	\$1,580	5,096	630
154	Keller Williams Salt Lake City	Salt Lake City, UT	\$1,565	4,956	630
155	Keller Williams Jupiter/Palm Beach/Treas. Coast	Jupiter, FL	\$1,557	5,562	1,060
156	Century 21 Judge Fite Company	Dallas, TX	\$1,545	6,680	933
157	Virtual Properties Realty	Duluth, GA	\$1,542	7,175	2,535
158	Keller Williams Sunset Corridor/Eugene	Beaverton, OR	\$1,542	4,851	517
159	HomeSmart Evergreen	Irvine, CA	\$1,541	2,500	995
160	Century 21 Commonwealth	Natick, MA	\$1,538	2,714	543
161	Realogics Sotheby's Realty	Seattle, WA	\$1,525	1,650	244
162	Dilbeck Real Estate	La Canada, CA	\$1,523	1,875	526
163	Keller Williams of Central Florida	Lakeland, FL	\$1,512	7,184	866
164	RE/MAX Executive	Charlotte, NC	\$1,512	5,541	313
165	ONE Sotheby's Realty	Coral Gables, FL	\$1,509	1,560	812
166	Keller Williams Metro Center	Alexandria, VA	\$1,505	2,823	622
167	RE/MAX Leading Edge	Winchester, MA	\$1,501	2,257	205
168	Coldwell Banker West	Chula Vista, CA	\$1,499	3,070	670
169	Berkshire Hathaway HS The Preferred Realty	Pittsburgh, PA	\$1,498	6,920	711
170	Rose & Womble Realty <sup>(1)</sup>	Virginia Beach, VA	\$1,490	5,100	560
171	RE/MAX Integrity	Eugene, OR	\$1,488	5,689	283
172	Berkshire Hathaway HS New Jersey Properties	Somerset, NJ	\$1,487	3,458	801
173	Keller Williams CH Realty Investments	Alpharetta, GA	\$1,485	4,561	801
174	Keller Williams Federal Way	Federal Way, WA	\$1,484	4,891	545
175	Northwood Realty Services	Wexford, PA	\$1,472	10,703	1,023
176	Keller Williams Signature	Katy, TX	\$1,467	5,489	723
177	Keller Williams Haigh Group	Maple Grove, MN	\$1,465	5,573	607
178	Tierra Antigua Realty <sup>(1)</sup>	Tucson, AZ	\$1,460	7,300	970
179	Keller Williams Meggers Management Group	Visalia, CA	\$1,459	4,286	1,087
180	Keller Williams Chattanooga	Chattanooga, TN	\$1,455	6,919	556
181	Keller Williams The Hilgenberg Group	Rancho Mirage, CA	\$1,453	4,179	993
182	Coldwell Banker Legacy	Albuquerque, NM	\$1,451	6,474	558

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
183	Downing-Frye Realty	Naples, FL	\$1,441	2,899	623
184	Better Homes & Gardens Reliance Partners	Auburn, CA	\$1,436	2,751	436
185	Keller Williams Kansas City Northland	Gladstone, MO	\$1,431	7,534	819
186	Century 21 Everest Realty Group	Cottonwood Heights, UT	\$1,427	5,051	507
187	Wilkinson ERA Real Estate	Charlotte, NC	\$1,422	5,538	984
188	Keller Williams Austin	Austin, TX	\$1,417	5,136	778
189	Coldwell Banker Apex	Richardson, TX	\$1,416	5,399	571
190	Coach Realtors	Northport, NY	\$1,414	2,685	659
191	Century 21 Scheetz	Carmel, IN	\$1,411	5,715	359
192	Keller Williams Ubaldini Group	Palm Harbor, FL	\$1,400	5,809	961
193	Comey & Shepherd <sup>(1)</sup>	Cincinnati, OH	\$1,400	5,850	260
194	Greenwood King Properties <sup>(1)</sup>	Houston, TX	\$1,400	1,700	180
195	Keller Williams DTC /Masters Realty	Centennial, CO	\$1,395	3,413	514
196	Windermere Homes & Estates	San Diego, CA	\$1,389	2,380	432
197	Keller Williams West Monmouth	Morganville, NJ	\$1,386	3,971	1,015
198	Keller Williams Silicon Valley	Campbell, CA	\$1,383	1,507	350
199	Better Homes & Gardens Kansas City Homes	Overland Park, KS	\$1,377	4,706	460
200	Aspen Snowmass Sotheby's Realty	Aspen, CO	\$1,371	768	168
201	Berkshire Hathaway HS Anderson Properties	Houston, TX	\$1,370	6,455	1,609
202	Revelation Real Estate	Chandler, AZ	\$1,369	4,958	761
203	Keller Williams Emerald Coast	Destin, FL	\$1,358	5,744	683
204	Kinlin Grover, Page Taft & Randall Realtors	Charlestown, RI	\$1,352	3,205	574
205	Berkshire Hathaway HS Towne Realty	Virginia Beach, VA	\$1,345	4,388	400
206	RE/MAX Properties	Colorado Springs, CO	\$1,343	4,318	217
207	Coldwell Banker Select	Tulsa, OK	\$1,340	7,701	902
208	Keller Williams Honolulu	Honolulu, HI	\$1,326	2,171	564
209	Keller Williams Naperville	Naperville, IL	\$1,312	4,468	594
210	Keller Williams Asheville/Columbia/Columbia NE	Asheville, NC	\$1,307	5,902	834
211	Keller Williams Landmark	Flushing, NY	\$1,304	2,197	836
212	Solid Source Companies <sup>(1)</sup>	Roswell, GA	\$1,290	5,200	1,670
213	Beverly-Hanks & Associates	Asheville, NC	\$1,284	4,200	339
214	Carpenter Realtors <sup>(1)</sup>	Indianapolis, IN	\$1,270	7,800	520
215	Keller Williams Partners	Overland Park, KS	\$1,269	4,889	506
216	Keller Williams Bedford	Bedford, NH	\$1,268	4,233	508
217	Keller Williams RM Realty Associates	Newark, DE	\$1,268	6,068	1,041
218	RE/MAX Alliance Group	Sarasota, FL	\$1,264	4,120	274
219	Keller Williams Lubbock	Lubbock, TX	\$1,257	6,565	636
220	Coldwell Banker Weir Manuel	Bingham Farms, MI	\$1,256	4,812	416

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
221	Berkshire Hathaway HS Verani Realty	Londonderry, NH	\$1,255	4,405	500
222	Keller Williams Boston Metro	Boston, MA	\$1,246	1,894	448
223	Keller Williams Professionals	Portland, OR	\$1,240	2,904	315
224	Keller Williams Agnew Real Estate	Tempe, AZ	\$1,235	3,381	531
225	Lang Realty	Boca Raton, FL	\$1,225	2,842	392
226	RE/MAX of Boulder	Boulder, CO	\$1,214	1,951	146
227	RE/MAX Gold Coast	Ventura, CA	\$1,196	2,168	226
228	Cascade Sotheby's Realty	Bend, OR	\$1,191	2,457	252
229	Chase International Real Estate	Reno, NV	\$1,184	2,378	362
230	Keller Williams Denton	Denton, TX	\$1,180	4,995	532
231	Elite Pacific Properties	Honolulu, HI	\$1,177	1,458	214
232	Smith & Associates Real Estate	Tampa, FL	\$1,177	2,448	286
233	Dickson Realty	Reno, NV	\$1,172	2,640	295
234	Willis Allen Real Estate <sup>(1)</sup>	La Jolla, CA	\$1,170	900	200
235	Cutler Real Estate	Canton, OH	\$1,167	6,863	381
236	RE/MAX Suburban	Mount Prospect, IL	\$1,164	4,150	221
237	Heritage Texas Properties	Houston, TX	\$1,163	3,796	359
238	Keller Williams North Florida	Tallahassee, FL	\$1,150	5,648	815
239	Patterson Schwartz Real Estate <sup>(1)</sup>	Hockessin, DE	\$1,150	4,400	340
240	McGuire Real Estate	San Francisco, CA	\$1,142	756	145
241	Century 21 Masters	Walnut, CA	\$1,141	2,286	308
242	Keller Williams Knoxville West	Knoxville, TN	\$1,139	5,538	492
243	Keller Williams Charlotte SouthPark	Charlotte, NC	\$1,135	4,160	560
244	Engel & Völkers SFRE	San Francisco, CA	\$1,132	1,716	297
245	Village Properties <sup>(1)</sup>	Santa Barbara, CA	\$1,130	1,050	170
246	Keller Williams Fayetteville, AR	Fayetteville, AR	\$1,128	5,617	589
247	Coldwell Banker Danforth	Federal Way, WA	\$1,126	2,190	429
248	Hawaii Life	Hanalei, HI	\$1,123	1,558	243
249	RE/MAX of Santa Clarita	Santa Clarita, CA	\$1,123	1,982	161
250	Keller Williams Temecula Valley Real Estate	Temecula, CA	\$1,116	3,456	1,161
251	Keller Williams Palo Alto/Menlo Park	Palo Alto, CA	\$1,116	743	175
252	Intracoastal Realty Corp	Wilmington, NC	\$1,113	3,327	375
253	Chapman Hall Realtors <sup>(1)</sup>	Houston, TX	\$1,110	1,500	140
254	John Daugherty <sup>(1)</sup>	Atlanta, GA	\$1,110	4,600	330
255	Today Sotheby's Realty	San Carlos, CA	\$1,096	723	89
256	Coldwell Banker Prime Properties	Green Island, NY	\$1,093	5,776	515
257	Keller Williams Hoover	Birmingham, AL	\$1,089	5,840	726
258	RE/MAX Olson & Associates	Northridge, CA	\$1,088	1,433	161
259	Keller Williams Allen	Allen, TX	\$1,085	3,661	505

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
260	Gardner Realtors	Metairie, LA	\$1,085	4,550	800
261	Keller Williams Consultants Realty	Dublin, OH	\$1,078	4,532	445
262	Berkshire Hathaway HS Select Properties	St. Louis, MO	\$1,073	4,913	569
263	RE/MAX Eastside Brokers	Bellevue, WA	\$1,069	2,039	164
264	Berkshire Hathaway HS Alliance Real Estate	St. Louis, MO	\$1,067	3,899	433
265	Keller Williams Westlake Village	Westlake Village, CA	\$1,065	1,414	375
266	Jackson Hole Sotheby's Realty	Edina, MN	\$1,061	903	151
267	McGraw Realtors	Tulsa, OK	\$1,056	3,800	444
268	Keller Williams Tyrrell Enterprise	Oviedo, FL	\$1,056	4,311	549
269	Keller Williams Premier Properties	Summit, NJ	\$1,053	1,220	280
270	Century 21 North East	Peabody, MA	\$1,049	3,058	684
271	Keller Williams Integrity	Ellicott City, MD	\$1,049	2,780	355
272	Century 21 American Homes	East Meadow, NY	\$1,049	2,297	674
273	Keller Williams Greater Portland	Portland, ME	\$1,046	3,787	419
274	Five Star Real Estate	Grand Rapids, MI	\$1,045	6,332	429
275	Keller Williams Real Estate Exton	Exton, PA	\$1,043	3,258	415
276	Keller Williams Royal Oak	Royal Oak, MI	\$1,035	4,231	536
277	Berkshire Hathaway HS Florida Properties Group	Trinity, FL	\$1,034	5,050	608
278	Jack Conway & Company	Norwell, MA	\$1,032	2,576	682
279	Keller Williams Fort Mill	Fort Mill, SC	\$1,031	4,444	535
280	London Properties <sup>(1)</sup>	Fresno, CA	\$1,030	3,100	310
281	NP Dodge Real Estate Sales	Omaha, NE	\$1,030	5,227	430
282	Professional Realty Services International <sup>(1)</sup>	Spokane, WA	\$1,030	2,850	360
283	Keller Williams Beverly Massachusetts	Beverly, MA	\$1,029	2,410	459
284	Premier Sotheby's Realty	Venice, FL	\$1,023	1,848	239
285	HomeSmart Realty West	Carlsbad, CA	\$1,017	1,807	574
286	Berkshire Hathaway HS C. Dan Joyner	Greenville, SC	\$1,012	4,473	424
287	Reliant Realty ERA Powered	Nashville, TN	\$1,011	4,196	636
288	Keller Williams Pacific Estates	Long Beach, CA	\$1,005	1,764	412
289	Keller Williams Portland Premiere	Portland, OR	\$1,005	2,298	256
290	RE/MAX Fine Properties	Scottsdale, AZ	\$1,005	2,576	193
291	Chinowth & Cohen Realtors	Tulsa, OK	\$1,003	3,921	493
292	Coldwell Banker Brokers of the Valley	Napa, CA	\$999.3	1,085	130
293	Keller Williams Success	South Ogden, UT	\$997.0	3,767	367
294	Keller Williams Woodbury	Woodbury, MN	\$995.5	3,966	389
295	Keller Williams Coastal Realty	Portsmouth, NH	\$995.3	3,327	467
296	Cummings & Company	Baltimore, MD	\$995.1	3,665	330
297	Keller Williams Fort Worth	Fort Worth, TX	\$993.9	4,645	763
298	Keller Williams Advisor's Realty	Cincinnati, OH	\$990.8	4,940	536

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
299	Keller Williams Pasadena/Arcadia	Pasadena, CA	\$988.3	1,252	534
300	Berkshire Hathaway HS Indiana Realty	Indianapolis, IN	\$977.7	5,275	383
301	8z Real Estate	Boulder, CO	\$972.8	2,345	148
302	RE/MAX Elite	Brentwood, TN	\$971.7	3,079	185
303	Keller Williams Centre	Columbia, MD	\$971.0	3,041	623
304	Keller Williams Portland Central	Portland, OR	\$969.3	2,372	300
305	Keller Williams Plano	Plano, TX	\$969.2	2,893	419
306	Keller Williams Cook and Company	Flowery Branch, GA	\$966.5	4,409	384
307	Keller Williams New York City	New York, NY	\$959.9	872	948
308	Greenridge Realty	Grand Rapids, MI	\$950.8	5,258	445
309	Keller Williams WinStar Realty	Idaho Falls, ID	\$945.4	4,698	236
310	Keller Williams McLean	McLean, VA	\$937.1	1,492	350
311	Murney Associates	Springfield, MO	\$936.2	5,442	472
312	Berkshire Hathaway HS Professional Realty	Mason, OH	\$935.4	5,502	576
313	DPR Realty	Scottsdale, AZ	\$935.3	3,566	984
314	Realty Executives Santa Clarita	Santa Clarita, CA	\$931.9	1,823	275
315	Keller Williams City Life Realty	Hoboken, NJ	\$931.7	1,530	424
316	Coldwell Banker Vanguard Realty	Orange Park, FL	\$931.1	3,533	342
317	Keller Williams Platinum	Oklahoma City, OK	\$929.7	4,065	464
318	Better Homes & Gardens J. F. Finnegan Realtors	San Mateo, CA	\$929.2	1,041	362
319	Keller Williams Heritage Realty	Altamonte Springs, FL	\$926.1	3,388	558
320	Keller Williams Puyallup	Puyallup, WA	\$916.2	2,921	297
321	Coldwell Banker D'Ann Harper	San Antonio, TX	\$913.7	3,611	416
322	Coldwell Banker Heritage	Dayton, OH	\$908.8	5,377	412
323	RE/MAX Realty Affiliates	Gardnerville, NV	\$907.7	2,547	118
324	Meybohm Realtors <sup>(1)</sup>	Augusta, GA	\$900.0	4,100	290
325	Realty Executives Tucson Elite	Tucson, AZ	\$893.3	4,421	370
326	PorchLight Real Estate Group <sup>(1)</sup>	Denver, CO	\$890.0	2,000	180
327	Keller Williams Classic Realty	Coon Rapids, MN	\$884.5	3,702	341
328	Coldwell Banker Premier Realty	Las Vegas, NV	\$880.2	3,127	327
329	Berkshire Hathaway HS Starck Real Estate	Palatine, IL	\$879.9	4,108	470
330	Keller Williams Coastal Area Partners	Savannah, GA	\$873.6	3,834	325
331	Keller Williams Greater Hartford	West Hartford, CT	\$870.3	3,996	397
332	Ruhl & Ruhl Realtors	Davenport, IA	\$869.0	5,267	331
333	RE/MAX Concepts	West Des Moines, IA	\$867.8	4,184	169
334	Coldwell Banker Hearthside	Newtown, PA	\$866.6	3,072	387
335	Diane Turton Realtors	Point Pleasant Beach, NJ	\$865.8	1,763	425
336	John L Scott Kent North	Kent, WA	\$865.0	2,293	109
337	Nourmand & Associates	Los Angeles, CA	\$864.5	549	163

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
338	RE/MAX Masters Millenium	Greenwood Village, CO	\$864.5	1,915	102
339	RE/MAX Classic	Farmington Hills, MI	\$863.5	3,898	199
340	RE/MAX Professionals	Olympia, WA	\$860.6	2,864	153
341	Ascent Real Estate	La Jolla, CA	\$859.0	1,239	215
342	John L Scott Renton	Renton, WA	\$856.9	1,727	126
343	David Lyng Real Estate	Santa Cruz, CA	\$855.0	1,066	226
344	RE/MAX Real Estate Group	Colorado Springs, CO	\$853.0	3,076	126
345	Keller Williams Southern Arizona	Tucson, AZ	\$852.6	4,128	425
346	Keller Williams Premier Partners	Vancouver, WA	\$848.2	2,683	286
347	J.B. Goodwin	Austin, TX	\$847.7	2,714	692
348	Berkshire Hathaway HS Montana Properties	Bozeman, MT	\$847.2	2,665	235
349	Keller Williams DesMoines/Ankeny/Ames/Siouxland	West Des Moines, IA	\$833.4	4,407	525
350	Keller Williams Classic/Homestead Realty	Orlando, FL	\$832.8	3,359	567
351	Four Seasons Sotheby's Realty	South Burlington, VT	\$831.9	2,332	206
352	Dorsey Alston <sup>(1)</sup>	Atlanta, GA	\$830.0	1,550	210
353	Keller Williams Greater Seattle	Seattle, WA	\$829.4	1,525	194
354	RE/MAX Advantage Realty	Ellicott City, MD	\$827.1	2,803	197
355	Keller Williams Premier Wrentham	Orland Park, IL	\$823.0	3,795	632
356	Keller Williams San Diego North Inland	San Diego, CA	\$822.3	1,240	267
357	LAER Realty Partners <sup>(1)</sup>	Chelmsford, MA	\$820.0	2,650	380
358	Keller Williams of Grand Rapids	Grand Rapids, MI	\$817.0	4,034	326
359	Keller Williams Mission Viejo	Mission Viejo, CA	\$816.4	1,108	706
360	RE/MAX The Woodlands & Spring	The Woodlands, TX	\$811.8	2,202	121
361	Keller Williams Larchmont	Los Angeles, CA	\$810.4	1,511	534
362	RE/MAX Excalibur	Scottsdale, AZ	\$808.8	2,343	175
363	Coldwell Banker Roth Wehrly Graber	Fort Wayne, IN	\$806.1	4,799	298
364	RE/MAX Center	Duluth, GA	\$803.5	3,158	133
365	McColly Real Estate	Schererville, IN	\$803.3	4,655	474
366	Keller Williams Easton Market Center	South Easton, MA	\$802.2	1,964	275
367	Keller Williams Arizona Realty	Scottsdale, AZ	\$800.1	2,357	398
368	Charter One Realty <sup>(1)</sup>	Hilton Head Island, SC	\$800.0	1,950	130
369	Residential Properties	Providence, RI	\$794.9	1,852	178
370	Red Oak Realty	Oakland, CA	\$792.3	950	104
371	RE/MAX Gateway	Chantilly, VA	\$791.0	2,182	155
372	Charles Rutenberg Realty	Fort Lauderdale, FL	\$790.0	2,338	904
373	Keller Williams Spokane	Spokane, WA	\$789.2	3,757	308
374	Realty Executives Integrity	Hartland, WI	\$786.1	3,191	197
375	RE/MAX United	Cary, NC	\$784.3	2,454	119
376	Keller Williams LA Harbor	Rancho Palos Verdes, CA	\$784.1	1,069	656

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.



Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
377	Podley Properties	Pasadena, CA	\$778.9	907	186
378	AgentOwned Realty	Mt. Pleasant, SC	\$776.9	3,433	500
379	PureWest Real Estate	Kalispell, MT	\$773.3	1,722	157
380	Keller Williams Newport Beach	Newport Beach, CA	\$767.9	955	889
381	Berkshire Hathaway HS California	Thousand Oaks, CA	\$763.3	1,045	247
382	RE/MAX Metro	Layton, UT	\$762.7	2,501	134
383	Key Realty Services ERA	Whitinsville, MA	\$762.1	2,350	334
384	Warburg Realty	New York, NY	\$761.6	348	137
385	Laffey Real Estate	Greenvale, NY	\$757.8	1,078	488
386	Keller Williams Morristown	Morristown, NJ	\$756.5	1,861	348
387	RE/MAX Fine Properties	Sugar Land, TX	\$756.2	2,318	173
388	Keller Williams Tempe/Scottsdale	Tempe, AZ	\$755.3	2,882	333
389	Phyllis Browning Company	San Antonio, TX	\$754.7	1,668	200
390	Lakes Sotheby's Realty	Edina, MN	\$753.0	1,360	116
391	Keller Williams Preferred Realty	Raleigh, NC	\$752.7	2,859	406
392	Keller Williams Charleston/Mt. Pleasant	Mt. Pleasant, SC	\$752.0	2,342	370
393	RE/MAX Ability Plus	Carmel, IN	\$751.9	3,829	169
394	Coldwell Banker Schneidmiller Realty	Coeur d'Alene, ID	\$749.7	2,581	216
395	Coldwell Banker Kappel Gateway Realty	Fairfield, CA	\$748.4	1,761	185
396	Keller Williams Chervenik Realty	Stow, OH	\$746.1	4,889	376
397	RE/MAX Professionals	Glendale, AZ	\$745.4	3,114	141
398	Hegg Realtors	Sioux Falls, SD	\$745.3	3,419	179
399	RE/MAX Platinum	Brighton, MI	\$742.8	3,372	269
400	Keller Williams Cary	Cary, NC	\$739.6	2,522	190
401	Berkshire Hathaway HS Elite Real Estate	Orem, UT	\$739.0	2,596	193
402	Century 21 Allstars	Pico Rivera, CA	\$734.4	1,879	289
403	Brokers Consolidated ERA	St. George, UT	\$732.0	2,946	270
404	Stark Company Realtors	Madison, WI	\$730.8	2,739	178
405	RE/MAX of Cherry Creek	Denver, CO	\$728.5	1,410	92
406	Keller Williams Louisville East	Louisville, KY	\$727.2	3,579	245
407	Keller Williams Premier Partners	Denham Springs, LA	\$716.8	4,128	673
408	Madison and Company Properties	Greenwood Village, CO	\$713.8	1,681	138
409	Keller Williams Capital Partners Realty	Worthington, OH	\$707.3	2,889	221
410	RE/MAX Select Realty	Pittsburgh, PA	\$706.3	3,471	202
411	Realty ONE Group Complete	Rocklin, CA	\$704.5	2,268	350
412	RE/MAX Realty 100	Milwaukee, WI	\$703.8	3,265	156
413	Keller Williams Legacy San Antonio	San Antonio, TX	\$703.7	2,822	323
414	RE/MAX Results	Fort Wayne, IN	\$703.3	4,440	201
415	Heritage House Sotheby's Realty	Holmdel, NJ	\$701.2	1,270	208

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
416	J.P. Weigand and Sons	Wichita, KS	\$698.6	3,544	222
417	Keller Williams Langhorne	Langhorne, PA	\$697.8	2,710	387
418	Keller Williams Bakersfield	Bakersfield, CA	\$697.2	1,582	371
419	Coldwell Banker Hubbell BriarWood	Holt, MI	\$694.9	3,981	208
420	Keller Williams North Wilmington	Wilmington, DE	\$692.0	3,503	477
421	Century 21 Beggins Enterprises	Apollo Beach, FL	\$691.3	2,720	411
422	John L Scott Medford	Medford, OR	\$691.2	2,222	113
423	Coldwell Banker Caine	Greenville, SC	\$689.7	2,848	195
424	Keller Williams Silicon Beach	Marina Del Ray, CA	\$688.3	676	270
425	Keller Williams Montclair	Montclair, NJ	\$686.6	1,285	208
426	RE/MAX Town & Country	Canton, GA	\$684.6	3,157	168
427	Coldwell Banker Mason Morse Real Estate	Aspen, CO	\$683.6	591	116
428	Keller Williams Bellevue	Bellevue, WA	\$682.7	1,150	252
429	RE/MAX College Park Realty	Los Alamitos, CA	\$681.8	1,203	165
430	Keller Williams Springfield	Springfield, MO	\$676.9	4,063	329
431	RE/MAX Metro	St Petersburg, FL	\$676.4	2,020	154
432	Keller Williams Preferred Broomfield	Broomfield, CO	\$675.9	1,776	270
433	Callaway Henderson Sotheby's Realty	Princeton, NJ	\$673.8	1,015	169
434	Coldwell Banker Barnes	Franklin, TN	\$673.6	2,693	249
435	Skogman Realty	Cedar Rapids , IA	\$671.5	3,216	194
436	RE/MAX Boone Realty	Columbia, MO	\$671.1	3,634	176
437	RE/MAX Integrity	Issaquah, WA	\$669.4	1,332	120
438	Better Homes & Gardens Advantage Realty	Honolulu, HI	\$669.2	894	120
439	Berkshire Hathaway HS Innovative Real Estate	Denver, CO	\$668.2	1,790	165
440	Coldwell Banker Wallace & Wallace	Knoxville, TN	\$666.8	3,205	335
441	RE/MAX Select	Rockaway, NJ	\$665.8	2,035	170
442	Schuler Bauer Real Estate ERA Powered	New Albany, IN	\$665.8	3,660	273
443	Keller Williams Indy Metro Northeast	Indianapolis, IN	\$663.0	3,180	272
444	Keller Williams Partners SW	Pembroke Pines, FL	\$662.6	2,024	489
445	Miramar International	Bakersfield, CA	\$662.5	2,647	340
446	RE/MAX Champions	Upland, CA	\$661.2	1,728	103
447	RE/MAX Southern Homes	Birmingham, AL	\$661.1	2,375	113
448	McWilliams Ballard <sup>(1)</sup>	Alexandria, VA	\$660.0	1,300	50
449	Keller Williams Chesapeake/Western Branch	Chesapeake, VA	\$659.8	2,867	350
450	Danberry Realtors	Toledo, OH	\$659.3	4,025	245
451	RE/MAX Commonwealth	Richmond, VA	\$658.7	2,432	108
452	Scenic Sotheby's Realty	Santa Rosa Beach, FL	\$658.4	674	54
453	Coco, Early & Associates	Methuen, MA	\$656.8	2,126	300
454	RE/MAX Platinum Living	Scottsdale, AZ	\$655.7	1,533	108

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
455	Keller Williams Sioux Falls	Sioux Falls, SD	\$655.2	3,011	227
456	Keller Williams Legacy	Pikesville, MD	\$653.7	2,928	456
457	RE/MAX of Reading	Wyomissing, PA	\$652.7	3,698	146
458	Real Living At Home	Chevy Chase, MD	\$647.8	1,219	167
459	Berkshire Hathaway HS Hudson Valley Properties	LaGrangeville, NY	\$646.1	2,892	283
460	Keller Williams Plymouth	Plymouth, MI	\$643.5	3,934	514
461	Realty Executives of Kansas City	Leawood, KS	\$643.4	3,010	230
462	Dale Sorensen Real Estate	Vero Beach, FL	\$643.1	1,648	221
463	Nationwide Real Estate Executives	Buena Park, CA	\$641.4	1,235	670
464	Wilder Realty ERA	Columbia, SC	\$641.1	3,474	344
465	Century 21 Bradley Realty	Fort Wayne, IN	\$638.7	3,960	271
466	Russell Real Estate Services	Strongsville, OH	\$637.6	4,847	627
467	Keller Williams Modesto	Modesto, CA	\$635.0	1,957	299
468	Keller Williams Chesterfield	Chesterfield, MO	\$633.8	2,697	359
469	Keller Williams Antelope Valley	Palmdale, CA	\$631.2	2,296	468
470	RE/MAX Masters Realty	Covina, CA	\$630.3	1,257	148
471	The K Company Realty	Pompano Beach, FL	\$630.0	3,910	1,095
472	Keller Williams The Marketplace	Henderson, NV	\$629.3	2,442	349
473	RE/MAX Premier Realty	Irvine, CA	\$627.9	1,418	125
474	RE/MAX Whatcom County	Bellingham, WA	\$627.5	2,069	109
475	Berkshire Hathaway HS California	Torrance, CA	\$622.7	662	177
476	ARC Realty	Birmingham, AL	\$619.3	2,504	296
477	Century 21 Real Estate Alliance	San Francisco, CA	\$618.4	763	364
478	Harcourts Prime Properties	Aliso Viejo, CA	\$613.9	913	159
479	Keller Williams St. Louis Kirkwood	St. Louis, MO	\$610.9	2,556	348
480	Platinum Group <sup>(1)</sup>	Colorado Springs, CO	\$610.0	1,800	70
481	Coldwell Banker Elite	Stafford, VA	\$606.4	1,968	273
482	Keller Williams Chesapeake/Greenbrier	Chesapeake, VA	\$605.6	2,311	307
483	Robert Paul Properties	Osterville, MA	\$605.6	695	87
484	RE/MAX Dynamic Properties	Anchorage, AK	\$603.9	1,808	147
485	Keller Williams Crofton/Ft. Meade	Millersville, MD	\$603.5	2,016	588
486	Keller Williams Northville	Novi, MI	\$602.1	2,590	334
487	Keller Williams Capital District	Latham, NY	\$601.2	2,677	327
488	Century 21 Arizona Foothills	Phoenix, AZ	\$600.3	2,255	420
489	RE/MAX Anchor Realty	Punta Gorda, FL	\$600.3	2,345	108
490	Keller Williams Philly Real Estate	Philadelphia, PA	\$600.2	1,957	243
491	Remerica Real Estate <sup>(1)</sup>	Plymouth, MI	\$600.0	3,200	290
492	Keller Williams Showcase Properties	Braintree, MA	\$599.1	1,512	248
493	RE/MAX Preferred	Madison, WI	\$599.0	2,330	96

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
494	Keller Williams Tri-Valley Realty	Pleasanton, CA	\$598.9	710	133
495	Terrie O'Connor Realtors	Ramsey, NJ	\$597.8	1,026	375
496	RE/MAX Realtec Group	Palm Harbor, FL	\$596.6	2,467	154
497	Beacham & Company <sup>(1)</sup>	Atlanta, GA	\$590.0	850	105
498	Cottingham Chalk Hayes <sup>(1)</sup>	Charlotte, NC	\$590.0	1,200	90
499	Zeitlin & Company <sup>(1)</sup>	Nashville, TN	\$590.0	1,050	110
500	RE/MAX 440	Perkasie, PA	\$589.4	2,255	149
501	Keller Williams Greater Cleveland	Cleveland, OH	\$589.1	3,334	345
502	Berkshire Hathaway HS Beach Properties	Santa Rosa Beach, FL	\$588.4	1,033	136
503	Keller Williams Falls Church	Falls Church, VA	\$588.4	1,117	249
504	Keller Williams Integrity First Realty	Mesa, AZ	\$587.1	2,194	245
505	RE/MAX Executive Realty	Franklin, MA	\$587.0	1,421	102
506	Keller Williams Cupertino	Cupertino, CA	\$586.7	509	133
507	RE/MAX Town & Country	Redding, CA	\$585.1	601	11
508	Coldwell Banker Harris McHaney & Faucette	Fayetteville, AR	\$584.9	2,518	286
509	Keller Williams American Premier Realty	Bel Air, MD	\$584.9	2,090	231
510	RE/MAX Peak To Peak	Winter Park, CO	\$583.6	531	18
511	Keller Williams Sarasota Lakewood Ranch	Lakewood Ranch, FL	\$583.4	2,140	351
512	Coldwell Banker Distinctive Properties	Grand Junction, CO	\$580.7	2,032	195
513	Century 21 NorthBay Alliance	Santa Rosa, CA	\$580.4	1,265	266
514	Keller Williams Sacramento	Sacramento, CA	\$580.3	1,483	156
515	RE/MAX Grand	Katy, TX	\$579.6	1,964	96
516	Bailey Properties	Aptos, CA	\$579.5	730	123
517	Cressy & Everett	South Bend, IN	\$578.7	3,285	210
518	Mel Foster Company	Davenport, IA	\$577.0	3,595	216
519	Keller Williams Corona	Corona, CA	\$576.7	1,384	304
520	Dickens Mitchener	Charlotte, NC	\$576.5	1,015	95
521	RE/MAX At Barnegat Bay	Forked River, NJ	\$576.1	1,957	89
522	RE/MAX 10	Oak Lawn, IL	\$575.0	2,573	161
523	RE/MAX Top Producers	Diamond Bar, CA	\$575.0	1,363	99
524	Keller Williams Lake Travis	Austin, TX	\$574.2	1,228	330
525	Coldwell Banker Schmitt Real Estate Company	Marathon, FL	\$573.8	1,127	178
526	Keller Williams Metairie	Metairie, LA	\$571.7	2,576	448
527	Keller Williams Central 75	Richardson, TX	\$567.9	1,977	478
528	Keller Williams Green Bay	Green Bay, WI	\$567.8	3,243	324
529	Keller Williams Nahsua	Nahsua, NH	\$565.8	1,924	207
530	Keller Williams Client's Choice Realty	Colorado Springs, CO	\$565.2	1,905	283
531	Keller Williams Premier Realty	Katy, TX	\$563.0	1,864	358
532	Coldwell Banker George Realty	Alhambra, CA	\$562.3	964	496

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
533	Steamboat Sotheby's Realty	Steamboat Springs, CO	\$556.2	968	92
534	Keller Williams Indy Metro South	Greenwood, IN	\$555.9	3,384	285
535	Keller Williams Sonoran Living	Phoenix, AZ	\$552.4	1,773	376
536	RE/MAX 4000	Grand Junction, CO	\$551.6	2,111	74
537	Keller Williams Los Alamitos	Los Alamitos, CA	\$548.1	948	528
538	Keller Williams Hudson Valley	New City, NY	\$546.2	1,821	412
539	john greene Enterprises	Naperville, IL	\$545.9	1,747	140
540	Keller Williams Gold Coast	Manhasset, NY	\$545.9	714	325
541	RE/MAX Direct	Wellington, FL	\$543.8	1,883	112
542	Century 21 Beachside	Upland, CA	\$543.4	1,156	376
543	Century 21 Town & Country	Utica, MI	\$543.3	2,634	356
544	RE/MAX Heritage	Keller, TX	\$541.4	1,616	102
545	Coldwell Banker Premier Group	Saint Louis, MO	\$541.4	2,435	197
546	RE/MAX Advantage	Colorado Springs, CO	\$540.1	1,821	101
547	Keller Williams Eagle Realty	Miami, FL	\$539.6	1,343	420
548	Keller Williams Hendersonville	Hendersonville, TN	\$539.4	2,037	234
549	RE/MAX Results	St Louis, MO	\$538.3	2,978	184
550	Grizzard Real Estate ERA	Leesburg, FL	\$537.5	2,705	205
551	Sellers & Buyers Real Estate ERA	El Paso, TX	\$536.4	2,865	242
552	Coldwell Banker Mid-America Group	West Des Moines, IA	\$536.3	2,518	180
553	Coldwell Banker Island Properties	Wailea, HI	\$536.3	705	211
554	Century 21 Sweyer & Associates	Wilmington, NC	\$534.2	2,775	214
555	Century 21 Mike Bowman	Grapevine, TX	\$533.9	1,987	225
556	Keller Williams Huntsville Classic Realty	Huntsville, AL	\$533.2	2,508	282
557	Keller Williams Real Estate Affiliates	Farmington Hills, MI	\$532.6	2,401	427
558	RE/MAX Town Center	Germantown, MD	\$531.8	1,281	124
559	Keller Williams Kennett Square	Kennett Square, PA	\$530.8	1,937	264
560	RE/MAX Metro Atlanta	Decatur, GA	\$530.3	1,599	96
561	Coldwell Banker Beachside Realtors	Huntington Beach, CA	\$530.2	797	236
562	Keller Williams Chino Hills	Chino Hills, CA	\$530.0	991	335
563	Sotheby's Realty Healdsburg	Healdsburg, CA	\$530.0	435	77
564	Keller Williams Western Upstate	Anderson, SC	\$529.5	2,552	235
565	Realty Executives Exceptional Realtors	Fairfield, NJ	\$529.1	2,559	320
566	RE/MAX Executives	Fairfax, VA	\$528.7	1,199	122
567	Better Homes & Gardens Bradfield Properties	San Antonio, TX	\$528.7	2,259	237
568	RE/MAX Crossroads Properties	Strongsville, OH	\$527.2	3,745	137
569	Keller Williams Tebo Worcester/Westborough	Worcester, MA	\$526.4	1,723	332
570	RE/MAX First	Clinton Township, MI	\$526.1	3,377	145
571	Keller Williams El Cajon	El Cajon, CA	\$522.9	1,142	389

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
572	Keller Williams Bothell	Bothell, WA	\$521.6	1,168	183
573	RE/MAX Advance Realty	South Miami, FL	\$521.6	1,418	154
574	WK Real Estate	Boulder, CO	\$521.3	991	94
575	Keller Williams Success Realty	Barrington, IL	\$520.7	1,968	258
576	HomeSmart Realty Group	Salem, OR	\$518.1	1,812	239
577	Keller Williams Anaheim Hills/Yorba Linda	Yorba Linda, CA	\$515.1	885	1,128
578	Century 21 Hometown Realty	Arroyo Grande, CA	\$515.0	1,117	189
579	Shields Real Estate ERA	Colorado Springs, CO	\$514.6	1,618	99
580	Century 21 Results Realty Services	Cumming, GA	\$511.1	1,581	215
581	Keller Williams Premier Realty	Vadnais Heights, MN	\$510.4	1,799	179
582	RE/MAX On The Move	Hampton, NH	\$510.3	1,741	115
583	RE/MAX Properties East	Louisville, KY	\$510.1	2,305	124
584	Keller Williams Community Partners	Cumming, GA	\$509.4	1,799	240
585	Coldwell Banker Coastal Alliance	Long Beach, CA	\$509.4	672	150
586	Berkshire Hathaway HS Realty Center	Chattanooga, TN	\$509.2	2,177	183
587	Barret Sotheby's Realty	Concord, MA	\$508.0	635	126
588	Wish Sotheby's Realty	Sherman Oaks, CA	\$506.9	431	110
589	First Advantage Realty ERA	Newburgh, IN	\$506.1	3,015	155
590	Keller Williams Preferred Properties	Upper Marlboro, MD	\$505.9	1,739	493
591	RE/MAX Dallas Suburbs	Plano, TX	\$504.9	2,064	120
592	RE/MAX Executive	Modesto, CA	\$501.1	1,518	99
593	F.C. Tucker Emge Realtors <sup>(1)</sup>	Evansville, IN	\$500.0	3,300	170
594	North & Company <sup>(1)</sup>	Phoenix, AZ	\$500.0	1,400	130
595	Colonial Real Estate ERA	Harker Heights, TX	\$499.7	2,041	104
596	Keller Williams Las Vegas	Las Vegas, NV	\$499.2	1,742	260
597	Keller Williams Red Stick Partners	Baton Rouge, LA	\$496.9	2,476	332
598	Keller Williams Boston NW	Concord, MA	\$496.9	919	148
599	Berkshire Hathaway HS Rocky Mountain	Boulder, CO	\$496.2	1,280	154
600	Coldwell Banker Paradise	Sebastian, FL	\$489.4	2,248	275
601	EXIT Real Estate Gallery	St. John's, FL	\$487.6	2,302	446
602	RE/MAX Trinity	Fort Worth, TX	\$487.4	1,920	174
603	Jack White Real Estate	Anchorage, AK	\$486.8	1,802	201
604	Keller Williams Burbank	Burbank, CA	\$486.6	659	247
605	Star One Realtors	Fairfield, OH	\$486.6	2,460	240
606	Keller Williams Santa Rosa	Santa Rosa, CA	\$485.7	878	152
607	Realty Concepts <sup>(1)</sup>	Fresno, CA	\$485.0	1,600	170
608	RE/MAX One Beaumont	Beaumont, TX	\$484.9	2,965	120
609	RE/MAX Space Center/Clear Lake	Houston, TX	\$484.5	1,988	99
610	RE/MAX One Realty	Raleigh, NC	\$483.8	1,899	69

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
611	RE/MAX Plus	Rochester, NY	\$483.1	2,877	126
612	RE/MAX Realty Services	Bethesda, MD	\$483.0	1,134	89
613	Keller Williams Indianapolis Metro North	Carmel, IN	\$482.9	2,134	208
614	The Real Estate Group	Springfield, IL	\$481.1	3,039	143
615	Keller Williams Greater Cleveland West	Westlake, OH	\$480.6	2,683	257
616	Jackson Hole Real Estate Associates <sup>(1)</sup>	Jackson, WY	\$480.0	800	90
617	Keller Williams West	Saint Charles, MO	\$479.8	2,387	320
618	Keller Williams Valencia	Valencia, CA	\$477.5	977	529
619	Nest Realty	Charlottesville, VA	\$477.0	1,150	45
620	Real Living Kee Realty	Troy, MI	\$477.0	2,470	300
621	Coldwell Banker C&C Properties	Redding, CA	\$474.7	1,941	140
622	RE/MAX Results	Frederick, MD	\$473.3	1,775	103
623	Coldwell Banker Associated Brokers Realty	Canyon Lake, CA	\$473.1	1,574	243
624	RE/MAX Northwest	Westminster, CO	\$472.8	1,180	69
625	Keller Williams on the Water/Sarasota	West Bradenton, FL	\$470.8	1,645	289
626	Ultima Real Estate <sup>(1)</sup>	Dallas, TX	\$470.0	2,300	360
627	List Sotheby's Realty	Honolulu, HI	\$469.9	503	106
628	Group One Sotheby's Realty	Boise, ID	\$469.3	1,416	144
629	Keller Williams New Orleans	New Orleans, LA	\$469.1	1,332	153
630	Keefe Real Estate	Lake Geneva, WI	\$469.1	1,509	79
631	RE/MAX of Grand Rapids	Grand Rapids, MI	\$466.9	2,243	89
632	RE/MAX Realty Centre	Olney, MD	\$466.6	1,158	94
633	RE/MAX Realty Group	Rochester, NY	\$466.6	2,657	120
634	RE/MAX Around Atlanta Realty	Atlanta, GA	\$465.7	1,411	90
635	Keller Williams Merrimack Valley	Westford, MA	\$465.4	1,201	150
636	Keller Williams Brazos Valley	College Station, TX	\$463.0	2,316	296
637	Keller Williams Philadelphia City Center	Philadelphia, PA	\$462.8	1,610	353
638	KW Utah Realtors Keller Williams	Midvale, UT	\$462.5	1,580	194
639	Keller Williams Boynton Beach	Boynton Beach, FL	\$462.4	1,606	369
640	Keller Williams Southwest	Las Vegas, NV	\$462.3	1,662	201
641	RE/MAX Preferred	Marlton, NJ	\$461.8	2,695	127
642	RE/MAX Lake of The Ozarks	Osage Beach, MO	\$460.5	1,865	97
643	#1 Properties <sup>(1)</sup>	Cheyenne, WY	\$460.0	1,650	90
644	RE/MAX All Pro	Bloomington, IL	\$459.1	1,776	80
645	Signature Sotheby's Realty	Birmingham, MI	\$458.7	1,089	141
646	Berkshire Hathaway HS Colorado Properties	Vail, CO	\$458.1	627	106
647	Coldwell Banker Premier Real Estate	Santa Maria, CA	\$457.3	1,316	226
648	Keller Williams Professional Partners	Glendale, AZ	\$456.9	1,904	277
649	RE/MAX Select One	Huntington Beach, CA	\$456.3	827	76

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
650	Keller Williams Milwaukee North Shore	Whitefish Bay, WI	\$455.8	1,647	142
651	RE/MAX Advanced	Temple City, CA	\$454.3	451	35
652	RE/MAX Professional Group	Cypress, TX	\$454.2	1,589	66
653	Keller Williams N. Collin County	McKinney, TX	\$454.1	1,435	308
654	Counselor Realty	Coon Rapids, MN	\$454.0	1,791	162
655	Keller Williams Mid-Willamette	Corvallis, OR	\$452.9	1,792	138
656	Signature Real Estate Companies	Boca Raton, FL	\$452.4	2,592	649
657	Keller Williams Diamond Partners	Olathe, KS	\$449.3	2,017	296
658	RE/MAX Leading Edge	Gambrills, MD	\$449.0	1,715	95
659	Century 21 North Homes Realty	Everett, WA	\$448.3	1,324	265
660	RE/MAX Advantage Plus	Boca Raton, FL	\$448.1	1,252	110
661	HomeSmart NCG	Valencia, CA	\$445.2	902	263
662	Bellator Real Estate <sup>(1)</sup>	Spanish Fort, AL	\$445.0	1,650	160
663	RE/MAX Innovations	Kansas City, MO	\$444.7	1,865	107
664	Keller Williams Glendale	Glendale, CA	\$444.6	594	225
665	Mott & Chace Sotheby's Realty	Charlestown, RI	\$444.2	742	113
666	Keller Williams Green Mountain Properties	Colchester, VT	\$443.5	1,801	137
667	Keller Williams Arizona Living Realty	Lake Havasu City, AZ	\$442.3	2,112	151
668	Century 21 Lois Lauer Realty	Redlands, CA	\$442.1	1,192	136
669	RE/MAX One	Prince Frederick, MD	\$441.1	1,494	146
670	Keller Williams Prestige Properties	Stamford, CT	\$440.2	1,028	291
671	Century 21 Signature Real Estate	Ames, IA	\$439.1	2,128	109
672	HomeSmart Advantage	St. George, UT	\$438.3	1,642	261
673	Legacy Properties Sotheby's Realty	Portland, ME	\$437.0	772	88
674	Keller Williams Key Partners	Prairie Village, KS	\$435.3	1,693	216
675	Keller Williams Round Rock	Round Rock, TX	\$434.8	1,526	247
676	Berkshire Hathaway HS Gallo Realty	Lewes, DE	\$434.8	1,028	85
677	Florida Executive Realty	Tampa, FL	\$434.1	1,451	174
678	Coldwell Banker Morris Real Estate	Bend, OR	\$433.8	1,008	82
679	RE/MAX Big Bear	Big Bear Lake, CA	\$432.4	1,444	51
680	Keller Williams St. Louis Southwest	St. Louis, MO	\$431.4	2,165	290
681	Coldwell Banker Gosslee	Shreveport, LA	\$429.8	2,017	161
682	Keller Williams Mid-Town Direct Realty	Maplewood, NJ	\$429.3	860	195
683	Keller Williams Greenville Upstate	Greenville, SC	\$429.2	1,990	236
684	Keller Williams Greater Rochester	Rochester, NY	\$428.7	2,898	302
685	Keller Williams Main Line Realty	Bryn Mawr, PA	\$427.6	1,388	319
686	RE/MAX Victory	Beavercreek, OH	\$427.5	2,463	112
687	Jim Maloof Realtor	Peoria, IL	\$427.3	2,738	211
688	RE/MAX Real Estate Center	Foxboro, MA	\$426.6	1,118	76

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.



Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
689	RE/MAX Premier	Fairfax, VA	\$425.5	889	71
690	Keller Williams Westland Realty	Fresno, CA	\$425.4	1,582	189
691	RE/MAX 200 Realty	Winter Park, FL	\$424.9	2,047	105
692	Keller Williams Greater Cleveland SW	Cleveland, OH	\$424.8	2,571	232
693	RE/MAX Properties of The Summit	Frisco, CO	\$424.4	693	65
694	Berkshire Hathaway HS Zack Shore	Manahawkin, NJ	\$423.9	645	123
695	RE/MAX Unlimited Northwest	Palatine, IL	\$422.8	1,763	87
696	RE/MAX Connection	Marlton, NJ	\$422.3	2,646	122
697	Blanchard & Calhoun Real Estate	Augusta, GA	\$420.2	2,129	184
698	RE/MAX Southern Shores	North Myrtle Beach, SC	\$419.7	2,150	115
699	RE/MAX Specialists	Jacksonville, FL	\$419.2	1,553	103
700	Colorado Landmark	Boulder, CO	\$418.3	539	55
701	John L Scott Mill Creek Town Center	Mill Creek, WA	\$417.8	759	61
702	RE/MAX of Naperville	Naperville, IL	\$417.3	1,512	118
703	Sotheby's Realty Venture	Pleasanton, CA	\$416.8	365	69
704	Keller Williams Madison	Madison, WI	\$416.2	1,633	226
705	Keller Williams Greater Nassau	Garden City, NY	\$415.3	826	451
706	Century 21 The Harrelson Group	Myrtle Beach, SC	\$414.6	2,288	109
707	Old Colony	Charleston, WV	\$414.4	2,174	198
708	Keller Williams Lakeside	Shelby Twp, MI	\$413.9	2,151	306
709	Berkshire Hathaway HS Blake	Albany, NY	\$413.1	1,891	301
710	RE/MAX Preferred	North Providence, RI	\$413.0	1,690	95
711	Hall & Hunter	Birmingham, MI	\$412.7	1,027	91
712	Better Homes & Gardens Realty Partners	Clackamas, OR	\$412.4	1,029	105
713	Century 21 Action Plus Realty	Freehold, NJ	\$412.3	1,423	269
714	Keller Williams Services Mandeville	Mandeville, LA	\$411.7	1,903	258
715	Adams, Cameron & Company	Daytona Beach, FL	\$410.6	1,692	290
716	RE/MAX Destiny	Cambridge, MA	\$409.1	627	70
717	Keller Williams NE/Professionals/Woodlands	Kingwood, TX	\$407.8	1,794	262
718	Keller Williams Folsom	Folsom, CA	\$407.4	931	204
719	Coldwell Banker RPM Group	Little Rock, AR	\$407.3	2,247	222
720	Keller Williams Marysville	Marysville, WA	\$407.2	1,222	137
721	RE/MAX 1 <sup>st</sup> Advantage	Colonia, NJ	\$407.2	1,204	77
722	Coldwell Banker Mountain West Real Estate	Salem, OR	\$405.5	1,421	76
723	e-Merge Real Estate <sup>(1)</sup>	Pinkerington, OH	\$405.0	2,250	210
724	Heritage Sotheby's Realty	Napa, CA	\$404.5	529	56
725	Keller Williams Partners Realty	Colorado Springs, CO	\$403.9	1,607	186
726	Realty Executives Northern Arizona	Prescott, AZ	\$403.0	1,640	147
727	RE/MAX Real Pros	Corona, CA	\$402.4	1,055	78

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
728	Keller Williams Shore Properties	Toms River, NJ	\$401.6	1,257	257
729	Keller Williams San Diego Metro	San Diego, CA	\$401.1	683	263
730	RE/MAX Alliance	Collinsville, IL	\$400.4	2,326	128
731	Century 21 Realty Masters	Montebello, CA	\$399.0	856	273
732	Kurfiss Sotheby's Realty	New Hope, PA	\$398.2	557	81
733	Keller Williams Southern Nevada	Henderson, NV	\$397.7	1,346	192
734	Keller Williams Pioneer Valley	Longmeadow, MA	\$397.6	1,818	262
735	Keller Williams Sunshine Elite Realty	Bonita Springs, FL	\$397.3	1,094	238
736	HomeSmart ICARE Realty	Sacramento, CA	\$397.0	1,088	214
737	Keller Williams Towne Square Realty	Bernardsville, NJ	\$396.5	775	189
738	Coldwell Banker Preferred Realtors	Bakersfield, CA	\$396.2	1,502	162
739	Better Homes & Gardens Big Hill	Centerville, OH	\$396.1	2,667	223
740	Keller Williams Real Estate Center of Illinois	Champaign, IL	\$395.7	2,489	158
741	Century 21 AllPoints Realty	Southington, CT	\$394.9	1,761	308
742	RE/MAX Choice Properties	Hendersonville, TN	\$394.9	1,320	83
743	Keller Williams Ft. Lauderdale N.E.	Fort Lauderdale, FL	\$391.3	1,074	338
744	Premier Property Group <sup>(1)</sup>	Miramar Beach, FL	\$390.0	600	115
745	Rancon Real Estate <sup>(1)</sup>	Murrieta, CA	\$390.0	900	100
746	RE/MAX Newport Elite	Racine, WI	\$389.4	2,187	85
747	Keller Williams Roers Realty	Fargo, ND	\$389.2	1,729	130
748	Keller Williams Cambridge	Cambridge, MA	\$387.3	665	96
749	Keller Williams Atlanta Metro East	Conyers, GA	\$387.1	1,907	209
750	Better Homes & Gardens Florida 1st	Fort Lauderdale, FL	\$385.8	1,085	262
751	Keller Williams Moorestown	Moorestown, NJ	\$385.4	1,614	264
752	Keller Williams Macomb/St. Clair	Chesterfield, MI	\$384.4	2,367	230
753	RE/MAX Infinity Realty	Chandler, AZ	\$383.4	1,672	66
754	RE/MAX Associates	San Antonio, TX	\$382.9	1,486	82
755	Coldwell Banker Hickok & Boardman Realty	Burlington, VT	\$382.4	1,092	78
756	Keller Williams Lafayette Signature Partners	Lafayette, IN	\$382.3	2,254	135
757	Coldwell Banker McMahan Company	Crestwood, KY	\$381.9	1,962	191
758	Coldwell Banker Platinum Partners	Savannah, GA	\$378.7	1,756	148
759	Keller Williams Branson	Branson, MO	\$378.4	2,517	275
760	Century 21 Curran & Christie	Dearborn, MI	\$378.2	2,494	161
761	Keller Williams South	Pittsburgh, PA	\$377.8	2,447	354
762	Keller Williams Exclusive Properties	Simi Valley, CA	\$377.1	624	215
763	Keller Williams La Jolla	La Jolla, CA	\$376.3	640	273
764	RE/MAX Legends	Spring, TX	\$375.7	1,268	23
765	Keller Williams Wellington	Wellington, FL	\$375.1	1,231	218
766	Coldwell Banker Brown Realtors	Edwardsville, IL	\$374.5	2,348	193

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
767	RE/MAX Creative Realty	Lexington, KY	\$374.4	1,951	89
768	Keller Williams Group Eastchester/Scarsdale	Scarsdale, NY	\$374.0	964	299
769	RE/MAX Right Choice Real Estate	Trumbull, CT	\$373.8	1,795	66
770	RE/MAX Essential	Wilmington, NC	\$373.1	1,613	100
771	RE/MAX Associates Northeast	Kingwood, TX	\$372.0	1,323	98
772	Berkshire Hathaway HS N.E. Prime Properties	Maynard, MA	\$371.4	509	200
773	Keller Williams North	Grand Rapids, MI	\$370.8	1,615	149
774	RE/MAX Realty Team	Cape Coral, FL	\$370.1	1,869	141
775	Lamacchia Realty <sup>(1)</sup>	Framingham, MA	\$370.0	1,020	80
776	Weidel Real Estate <sup>(1)</sup>	Pennington, NJ	\$370.0	1,150	400
777	Realty Executives Boston West	Waltham, MA	\$370.0	950	100
778	Century 21 Sunbelt Realty	Cape Coral, FL	\$369.8	1,753	224
779	Coldwell Banker Collins-Maury	Collierville, TN	\$369.0	1,539	129
780	RE/MAX Elite	Melbourne, FL	\$367.9	1,385	78
781	Berkshire Hathaway HS New Mexico Properties	Albuquerque, NM	\$367.6	1,682	195
782	Keller Williams Burlington	Burlington, NC	\$366.9	1,940	213
783	Keller Williams Kernersville	Kernersville, NC	\$366.4	2,217	262
784	RE/MAX Premier	Warren, NJ	\$366.1	686	48
785	Coldwell Banker Mountain Properties	Breckenridge, CO	\$365.2	571	65
786	US Preferred Realty <sup>(1)</sup>	Mesa, AZ	\$365.0	1,800	350
787	RE/MAX Preferred Associates	Toledo, OH	\$364.2	2,483	101
788	RE/MAX Central	Manalapan, NJ	\$364.1	909	97
789	Unlimited Sotheby's Realty	Brookline, MA	\$363.6	476	90
790	Keller Williams Legacy Partners	Overland Park, KS	\$363.6	2,078	252
791	Coldwell Banker Evergreen Olympic Realty	Olympia, WA	\$363.0	1,146	58
792	RE/MAX Traders Unlimited	Peoria, IL	\$362.4	2,369	102
793	Napier Realtors ERA	Midlothian, VA	\$362.1	1,387	128
794	Island Sotheby's Realty	Kihei, HI	\$361.6	385	68
795	RE/MAX Realty Centre	Yorba Linda, CA	\$361.0	667	62
796	Keller Williams Greater Columbus & Ohio Realty	New Albany, OH	\$358.3	1,798	224
797	Russell Post Sotheby's Realty	Key Largo, FL	\$357.8	207	60
798	Century 21 Peak	Woodland Hills, CA	\$357.3	743	357
799	Harcourts NV	Reno, NV	\$356.6	1,332	60
800	RE/MAX Real Estate Professionals	Lansing, MI	\$356.1	2,471	114
801	Keller Williams Greenville	Greenville, SC	\$355.5	1,812	243
802	RE/MAX Advantage	Redlands, CA	\$355.0	959	73
803	Telluride Sotheby's Realty	Telluride, CO	\$354.5	240	29
804	Berkshire Hathaway HS HWWB Realtors	Birmingham, MI	\$354.5	1,242	126
805	Mike Thomas Associates	Fort Wayne, IN	\$353.5	2,096	112

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
806	RE/MAX Main Line	Paoli, PA	\$352.8	974	60
807	Crossroads Realty	Toms River, NJ	\$352.6	1,670	242
808	RE/MAX Action	Lisle, IL	\$352.6	1,288	88
809	Keller Williams Andover	Andover, MA	\$352.2	931	142
810	RE/MAX of Orange Beach	Orange Beach, AL	\$351.8	1,260	63
811	RE/MAX Star Properties	Redwood City, CA	\$351.2	307	47
812	RE/MAX Advantage Central	Birmingham, AL	\$350.7	1,508	79
813	RealMart Realty <sup>(1)</sup>	Millburn, NJ	\$350.0	1,500	130
814	Keller Williams Wilmington	Wilmington, NC	\$349.7	1,516	193
815	Better Homes & Gardens Winans	Dallas, TX	\$347.8	1,175	118
816	Coldwell Banker Sun Ridge Real Estate	Lincoln, CA	\$347.0	732	87
817	RE/MAX Premier Realty Florida	Ocala, FL	\$346.5	1,846	125
818	RE/MAX Affiliates Kentucky	Florence, KY	\$346.5	2,010	83
819	Treasure Coast Sotheby's Realty	Vero Beach, FL	\$346.4	856	83
820	Century 21 Nachman Realty	Newport News, VA	\$346.2	1,532	193
821	The Wells Group <sup>(1)</sup>	Durango, CO	\$345.0	1,000	50
822	Real Solutions Realty Company ERA	Cincinnati, OH	\$344.8	1,926	182
823	RE/MAX Preferred Group	Cincinnati, OH	\$344.7	2,019	144
824	RE/MAX At The Shore	Ocean City, NJ	\$344.7	813	68
825	Keller Williams NY Realty	White Plains, NY	\$344.5	692	210
826	Fillmore Real Estate	Brooklyn, NY	\$343.9	607	245
827	RE/MAX Realty Associates	Champaign, IL	\$343.8	1,863	69
828	Coldwell Banker Premier Properties	Saint Augustine, FL	\$343.7	1,476	211
829	RE/MAX Traditions	Chagrin Falls, OH	\$343.6	1,621	99
830	Keller Williams Georgetown	Georgetown, TX	\$342.5	1,168	155
831	Sears Real Estate	Greeley, CO	\$341.8	1,077	46
832	Keller Williams Real Estate Doylestown	Doylestown, PA	\$341.0	1,021	196
833	Keller Williams Brevard	Melbourne, FL	\$340.9	1,470	148
834	Coldwell Banker SSK	Macon, GA	\$340.7	2,082	116
835	John L Scott Hillsboro Market Center	Hillsboro, OR	\$340.5	583	38
836	RE/MAX Professionals	Reno, NV	\$339.8	1,127	59
837	Keller Williams Rancho Cucamonga	Rancho Cucamonga, CA	\$339.6	712	214
838	RE/MAX Synergy	Flossmoor, IL	\$339.1	1,857	93
839	Coldwell Banker Preferred	Plymouth, MI	\$337.7	1,503	129
840	Keller Williams Middlesex	Metuchen, NJ	\$337.0	1,018	205
841	Century 21 Maselle and Associates	Jackson, MS	\$336.8	1,805	195
842	Keller Williams Leading Edge	Cumberland, RI	\$335.6	1,420	183
843	Keller Williams Oklahoma City	Oklahoma City, OK	\$335.0	1,981	309
844	RE/MAX Cornerstone	Fullerton, CA	\$334.9	586	70

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
845	RE/MAX Aerospace Realty	Rockledge, FL	\$332.9	1,561	89
846	RE/MAX Executive	Millersville, MD	\$332.7	1,060	84
847	John L Scott Everett	Everett, WA	\$331.8	690	50
848	RE/MAX Associates	Newark, DE	\$331.6	1,432	88
849	RE/MAX Advantage	Nashville, TN	\$331.3	1,098	88
850	Watson Realty ERA	Bakersfield, CA	\$330.6	1,213	111
851	Keller Williams Nashville/Spring Hill	Spring Hill, TN	\$330.3	1,302	188
852	Century 21 Alliance	Mount Laurel, NJ	\$330.2	1,456	304
853	Coldwell Banker Alfonso Realty	Gulfport, MS	\$330.1	2,118	159
854	Keller Williams DFW Metro SW	Weatherford, TX	\$330.0	1,482	259
855	HomeSmart PV & Associates	Modesto, CA	\$329.9	1,099	264
856	Coldwell Banker Kennon, Parker, Duncan & Davis	Columbus, GA	\$328.2	1,887	131
857	Keller Williams Cedar Park Leander	Cedar Park, TX	\$327.9	1,029	182
858	Retter & Company Sotheby's Realty	Kennewick, WA	\$327.2	1,223	77
859	Century 21 Americana	Las Vegas, NV	\$327.0	1,482	202
860	Century 21 Tenace Realty	Coral Springs, FL	\$326.1	1,420	349
861	Coldwell Banker Legacy Real Estate Group	Bowling Green, KY	\$326.1	1,944	142
862	Keller Williams First Choice	Prairieville, LA	\$326.0	1,650	183
863	Real Living The Real Estate Group	Camas, WA	\$325.6	1,581	75
864	RE/MAX Action Realty	Maple Glen, PA	\$325.2	1,175	47
865	Coldwell Banker Hedges Realty	Cedar Rapids, IA	\$325.1	1,804	112
866	Sotheby's Realty Maury People	Nantucket, MA	\$324.5	130	22
867	Keller Williams Central Coast	Pismo Beach, CA	\$324.3	525	122
868	RE/MAX Professionals Select	Naperville, IL	\$324.2	1,175	56
869	Berkshire Hathaway HS Select Realty	Fredericksburg, VA	\$324.0	1,115	106
870	Keller Williams Jackson	Flowood, MS	\$323.9	1,741	177
871	Dielmann Sotheby's Realty	Saint Louis, MO	\$323.8	744	118
872	Keller Williams Conroe/Lake Conroe/Huntsville	Conroe, TX	\$323.8	1,298	171
873	RE/MAX Partners	Andover, MA	\$323.7	827	61
874	RE/MAX Titanium	Rosemead, CA	\$323.2	556	54
875	Elfant Wissahickon Realtors	Philadelphia, PA	\$323.2	1,375	95
876	RE/MAX Associates of Arlington	Arlington, TX	\$323.1	1,273	75
877	Better Homes & Gardens Wine Country Group	Santa Rosa, CA	\$322.7	487	134
878	RE/MAX Lakeshore	Holland, MI	\$322.7	1,484	65
879	Keller Williams Hilton Head Island	Hilton Head Island, SC	\$322.6	1,033	192
880	RE/MAX Parkside Real Estate	Paso Robles, CA	\$322.3	610	70
881	Marketplace Sotheby's Realty	Bothell, WA	\$322.1	483	92
882	RE/MAX Professionals	Springfield, IL	\$322.0	2,168	89
883	RE/MAX First	Baton Rouge, LA	\$321.9	1,374	78

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
884	American Real Estate ERA	Shalimar, FL	\$321.9	1,498	102
885	RE/MAX Premier Choice	Worthington, OH	\$321.9	1,172	67
886	United Real Estate Lexington	Lexington, KY	\$321.6	1,477	187
887	Coldwell Banker Triad	Winston-Salem, NC	\$321.6	1,677	197
888	Keller Williams Consultants	New Albany, IN	\$321.2	1,901	122
889	Berkshire Hathaway HS Woodmont Realty	Brentwood, TN	\$320.3	977	127
890	Century 21 Ace Realty	Appleton, WI	\$320.2	1,858	68
891	Wagner Realty <sup>(1)</sup>	Bradenton, FL	\$320.0	1,350	230
892	Keller Williams Upper Providence Realty Group	Limerick, PA	\$319.9	1,379	255
893	RE/MAX Elite	Everett, WA	\$319.7	785	79
894	Keller Williams Foxboro/North Attleboro	Plainville, MA	\$318.3	910	121
895	Keller Williams Services Boca Raton	Boca Raton, FL	\$317.9	937	302
896	National Realty Centers	Northville, MI	\$317.9	1,522	279
897	Keller Williams Lee Beaver & Associates	Manassas, VA	\$317.7	861	204
898	RE/MAX Real Estate Group	Des Moines, IA	\$317.6	1,583	72
899	RE/MAX Premier	Dallas, TX	\$317.6	862	93
900	RE/MAX 1	Cedar Park, TX	\$316.9	993	94
901	RE/MAX All Pro	Lancaster, CA	\$316.9	1,141	212
902	King Real Estate Company ERA	Anniston, AL	\$316.2	1,638	159
903	Ward Wight Sotheby's Realty	Manasquan, NJ	\$316.0	478	117
904	Keller Williams Cape Cod and the Islands	Centerville, MA	\$315.8	888	169
905	RE/MAX Unlimited Real Estate	Whitehall, PA	\$315.2	968	46
906	RESF Real Estate <sup>(1)</sup>	Coral Gables, FL	\$315.0	2,500	450
907	Real Living Realty Professionals	Wilbraham, MA	\$313.4	995	#REF!
908	RE/MAX Properties	Newtown, PA	\$313.0	1,124	77
909	Better Homes & Gardens 43° North	Meridian, ID	\$312.8	1,075	57
910	Keller Williams Lansing East	Lansing, MI	\$312.7	2,114	165
911	Keller Williams North Central	Leominster, MA	\$311.2	1,149	161
912	RE/MAX On The River	Newburyport, MA	\$311.2	676	48
913	RE/MAX Real Estate	Allentown, PA	\$310.6	1,543	87
914	RE/MAX Associates	Louisville, KY	\$309.9	1,473	76
915	Keller Williams Montana Realty	Bozemon, MT	\$309.4	912	123
916	RE/MAX Centre Realtors	Jamison, PA	\$309.1	1,039	77
917	RE/MAX Sails	Baltimore, MD	\$308.8	1,265	52
918	RE/MAX Experts	Germantown, TN	\$308.7	1,668	58
919	Coldwell Banker Solano Pacific	Benicia, CA	\$308.2	641	85
920	Keller Williams Brighton	Brighton, MI	\$308.0	1,398	156
921	RE/MAX Metro Realty	Charlotte, NC	\$307.4	1,069	58
922	RE/MAX Achievers	Hagerstown, MD	\$307.1	1,459	65

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
923	Ocean Atlantic Sotheby's Realty	Rehoboth Beach, DE	\$307.0	715	74
924	RE/MAX Time	Rancho Cucamonga, CA	\$306.6	788	50
925	HomeSmart Professionals Real Estate	Warwick, RI	\$305.6	1,295	164
926	RE/MAX Advantage Real Estate	Beverly, MA	\$305.3	735	67
927	Keller Williams Greater Cleveland Northeast	Mentor, OH	\$304.5	2,004	194
928	Keller Williams Park Ridge	Park Ridge, IL	\$303.6	1,128	273
929	Keller Williams Premier Realty	Peoria, IL	\$303.4	2,126	115
930	EXIT Realty Search/EXIT Realty Premier	Bronx, NY	\$303.3	951	168
931	Terra Firma Global Partners	Sebastopol, CA	\$303.0	430	55
932	Keller Williams Plantation	Plantation, FL	\$302.2	1,075	231
933	Berkshire Hathaway HS Texas Realty	Austin, TX	\$301.3	903	163
934	Century 21 Advantage Gold	Southampton, PA	\$300.3	1,737	218
935	Real Living Sine & Monaghan Realtors	Grosse Pointe Farms, MI	\$300.1	1,286	110
936	Leonard Ryden Burr	Winston Salem, NC	\$300.0	1,200	75
937	Realty Group <sup>(1)</sup>	Coon Rapids, MN	\$300.0	1,300	230
938	Keller Williams Chicago O'Hare	Chicago, IL	\$300.0	901	163
939	Century 21 Northwest Realty	Kirkland, WA	\$299.9	784	135
940	Park Co Realtors	Fargo, ND	\$298.6	1,268	68
941	Keller Williams West Sound	Gig Harbor, WA	\$298.4	786	120
942	RE/MAX Concepts	Lincoln, NE	\$298.3	1,443	38
943	Berkshire Hathaway HS Central Washington	Yakima, WA	\$298.2	1,175	74
944	Berkshire Hathaway HS California	San Bruno, CA	\$298.1	340	95
945	Keller Williams Colorado West Realty	Grand Junction, CO	\$298.1	1,284	151
946	Keller Williams Elite	Winston-Salem, NC	\$297.6	1,572	116
947	Keller Williams of Newport	Middletown, RI	\$297.4	844	131
948	Coldwell Banker Platinum Properties	Irvine, CA	\$297.2	365	84
949	Keller Williams Vanderbilt Team	Williamsville, NY	\$297.0	1,950	267
950	RE/MAX Paradise	Orange Beach, AL	\$296.9	838	46
951	HomeSmart Connect	Arlington Heights, IL	\$296.3	1,197	268
952	RE/MAX Showcase	Gurnee, IL	\$295.7	1,435	66
953	Keller Williams Jersey Shore	Ocean City, NJ	\$295.5	735	136
954	Keller Williams Coral Gables/Coconut Grove	Coral Gables, FL	\$295.2	821	284
955	Keller Williams Wichita East	Wichita, KS	\$294.5	2,084	234
956	Keller Williams Johnson City	Johnson City, TN	\$293.6	1,846	198
957	Engel & Völkers Austin/San Antonio	Austin, TX	\$293.6	610	94
958	RE/MAX Northwest Realtors	Spring, TX	\$293.4	1,711	112
959	Keller Williams Pearland	Pearland, TX	\$293.1	1,233	219
960	Monument Sotheby's Realty	Baltimore, MD	\$292.9	596	82
961	RE/MAX Unlimited	Ponte Vedra Beach, FL	\$292.5	923	62

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Millions)	2017 Transaction Sides	2017 Agent Count
962	RE/MAX Realty Professionals	Greenville, SC	\$292.1	1,387	68
963	Coldwell Banker Plaza Real Estate	Wichita, KS	\$291.9	1,423	92
964	Keller Williams Rio Grande Valley	McAllen, TX	\$291.2	1,767	190
965	Coldwell Banker Upchurch Realty	Athens, GA	\$291.0	1,401	114
966	Keller Williams Whittier	Whittier, CA	\$290.7	578	218
967	RE/MAX Professionals	East Greenwich, RI	\$290.6	1,006	62
968	Century 21 Goodyear Green	Edmond, OK	\$290.3	1,619	129
969	Keller Williams Greensboro	Greensboro, NC	\$289.3	1,498	145
970	Gustave White Sotheby's Realty	Newport, RI	\$289.3	284	36
971	Keller Williams Louisville Highlands	Louisville, KY	\$289.2	1,469	156
972	Engel & Völkers Buckhead/North Fulton Atlanta	Atlanta, GA	\$288.8	1,120	84
973	Keller Williams Princeton Realty	Princeton, NJ	\$288.1	1,028	251
974	Coldwell Banker Sky Ridge Realty	Lake Arrowhead, CA	\$287.9	819	71
975	RE/MAX 1st Advantage	Mechanicsburg, PA	\$287.6	1,669	80
976	RE/MAX Centre Realty	State College, PA	\$286.8	1,129	59
977	Coldwell Banker M.M. Parrish Realtors	Gainesville, FL	\$286.4	1,214	107
978	Keller Williams Sun Valley and Southern Idaho	Twin Falls, ID	\$285.5	974	120
979	Coldwell Banker Pacesetter Steel Realtors	Corpus Christi, TX	\$285.2	1,298	131
980	Landmark Real Estate ERA	Bozeman, MT	\$285.0	772	60
981	Hodge & Kittrell Sotheby's Realty	Raleigh, NC	\$284.8	549	63
982	Dickerson Nieman Realtors	Rockford, IL	\$284.5	1,898	140
983	Keller Williams Clarkston	Clarkston, MI	\$284.5	1,654	240
984	RE/MAX Momentum	Brighton, CO	\$284.4	814	84
985	RE/MAX Preferred	Baltimore, MD	\$283.8	970	53
986	Century 21 Legacy	Greeneville, TN	\$282.8	1,773	168
987	RE/MAX Vintage	Houston, TX	\$281.9	1,047	92
988	RE/MAX Southwest	Sugar Land, TX	\$281.9	823	64
989	Coldwell Banker Lifestyles	Hanover, NH	\$281.6	950	77
990	oldCape Sotheby's Realty	Brewster, MA	\$281.6	464	52
991	Norton Agency <sup>(1)</sup>	Gainesville, GA	\$280.0	1,150	90
992	RE/MAX Town & Country	Allen, TX	\$278.2	821	82
993	Central Realty Group ERA	Monroe Township, NJ	\$278.1	1,093	208
994	RE/MAX Suburban	Sterling Heights, MI	\$277.5	1,393	50
995	Berkshire Hathaway HS Troth	Lancaster, CA	\$276.9	1,021	88
996	Keller Williams Chico Area	Chico, CA	\$276.7	916	73
997	RE/MAX Terrasol	Huntington Beach, CA	\$276.1	534	70
998	Keller Williams Raleigh	Raleigh, NC	\$275.8	1,117	200
999	Keller Williams of Southwest Missouri	Joplin, MO	\$275.7	2,035	146
1000	Century 21 AA Realty	Seaford, NY	\$275.1	712	120

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

(2) Company also owns and operates a franchise division. Those numbers were not included in this table.



# Top 20 Franchisors

## by Sales Volume

The top 20 franchisors listed in the 2018 Swanepoel Mega 1000 for the residential real estate brokerage industry as of December 31, 2017. Data is sorted by sales volume. The list also includes transaction sides and agent count.

Rank	Company Name	Corporate Office	2017 Sales Volume (in Billions)	2017 Transaction Sides	2017 Agent Count
1	Keller Williams Realty	Austin, TX	\$303.40	1,041,948	156,532
2	RE/MAX	Denver, CO	\$271.10	1,036,000	63,162
3	Coldwell Banker Real Estate <sup>(1)</sup>	Madison, NJ	\$245.00	731,483	86,800
4	Berkshire Hathaway HomeServices (HSF)	Irvine, CA	\$109.60	333,327	45,322
5	Century 21 <sup>(1)</sup>	Madison, NJ	\$100.00	417,337	53,200
6	Sotheby's Realty International <sup>(1)</sup>	Madison, NJ	\$95.00	122,475	18,400
7	Windermere Real Estate <sup>(1)</sup>	Seattle, WA	\$36.00	84,000	6,500
8	Weichert Realtors <sup>(1)</sup>	Morris Plains, NJ	\$34.00	126,000	18,000
9	ERA Real Estate <sup>(1)</sup>	Madison, NJ	\$30.00	133,225	16,400
10	Realty One Group	Irvine, CA	\$21.17	58,348	10,150
11	Better Homes & Gardens Real Estate <sup>(1)</sup>	Madison, NJ	\$20.00	72,424	11,400
12	EXIT Realty Corp. <sup>(1)</sup>	Woburn, MA	\$19.13	89,000	21,600
13	Howard Hanna Real Estate <sup>(1)</sup>	Pittsburgh, PA	\$18.40	97,005	7,671
14	HomeSmart	Scottsdale, AZ	\$18.23	56,285	14,462
15	Realty Executives	Phoenix, AZ	\$16.43	65,682	6,500
16	John L Scott Real Estate	Bellevue, WA	\$14.38	36,425	2,856
17	Crye-Leike	Memphis, TN	\$6.48	32,793	3,245
18	Realliving	Irvine, CA	\$6.20	25,542	3,293
19	Engel & Völkers	New York, NY	\$5.62	9,861	2,267
20	United Real Estate	Dallas, TX	\$3.80	15,403	3,185

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

# Top 20 Holding Companies

## by Sales Volume

The top 20 holding companies listed in the 2018 Swanepoel Mega 1000 for the residential real estate brokerage industry as of December 31, 2017. Data is sorted by sales volume. The list also includes transaction sides and agent count.

Rank	Company Name	Headquarters	2017 Sales Volume (in Billions)	2017 Transaction Sides	2017 Agent Count
1	Realty Holdings Corp.	Madison, NJ	\$507.76	1,488,663	192,000
2	Keller Williams Realty	Austin, TX	\$303.40	1,041,948	156,532
3	RE/MAX	Denver, CO	\$271.10	1,036,000	63,162
4	HomeServices of America (HSA) <sup>(1)</sup>	Minneapolis, MN	\$197.82	590,636	79,940
5	Windermere Real Estate Services <sup>(1)</sup>	Seattle, WA	\$36.00	84,000	6,500
6	Weichert Family of Companies <sup>(1)</sup>	Morris Plains, NJ	\$34.00	126,000	18,000
7	Douglas Elliman Real Estate	New York, NY	\$26.12	22,272	7,136
8	Redfin <sup>(1)</sup>	Seattle, WA	\$22.50	37,500	1,250
9	Realty One Group	Irvine, CA	\$21.17	58,348	10,150
10	EXIT Realty Corp. <sup>(1)</sup>	Woburn, MA	\$19.13	89,000	21,600
11	Hanna Holdings <sup>(1)</sup>	Pittsburgh, PA	\$18.40	97,005	7,671
12	HomeSmart	Scottsdale, AZ	\$18.23	56,285	14,462
13	Realty Executives	Phoenix, AZ	\$16.43	65,682	6,500
14	John L Scott Real Estate	Bellevue, WA	\$14.38	36,425	2,856
15	Pacific Union International	San Francisco, CA	\$14.14	9,822	1,665
16	Compass	New York, NY	\$14.01	10,543	2,043
17	Alain Pinel Realtors	Saratoga, CA	\$12.22	7,591	1,212
18	William Raveis Real Estate	Shelton, CT	\$10.19	20,871	4,077
19	Keller Williams Realty GO Management	Arlington, TX	\$9.33	34,077	4,688
20	@properties	Chicago, IL	\$9.06	18,670	2,278

(1) Company elected not provide any, or exact, numbers. Additional research/analysis was used to calculate numbers.

Stefan Swanepoel, CEO  
stefan@t360.com  
(949) 202-5758

Jack Miller, President  
jack@t360.com  
(512) 772-4341

Tinus Swanepoel, EVP  
tinus@t360.com  
(949) 397-2107

(949) 627-8877  
t360.com



## About T3 Sixty

Since 1997 we have identified and analyzed hundreds of trends, business models and shifts that have impacted the residential real estate industry. Many were accurately detailed years before they became part of the mainstream.

Our suite of regular reports and studies include:

- Swanepoel Trends Report (annually since 2006)
- Technology Guides (biannually since 2010)
- Swanepoel Power 200 (annually since 2014)
- Swanepoel Mega 1000 (annually since 2018)

We have also published dozens of white papers and case studies since 1999, including major national studies such as:

- The Definitive Analysis of Negative Game Changes Emerging in Real Estate (DANGER Report)
- The Canadian DANGER Report
- The Commercial Real Estate Analysis of the Latest Emerging Risks and Trends (CRE ALERT)
- The MLS 2020 Agenda

T3 Sixty doesn't create the news. We don't report the news. We analyze the news to understand why it happens and what impact it may have. We help reduce the noise in the real estate industry so you can make better decisions.

Understanding innovation, change and new business models in real estate, especially before your competition does, enables you to create strategies that give you an advantage. Countless companies have ignored change and suffered the consequences. Don't be one of them.

Although no one can exactly predict the future, you can find double-digit growth if you know where to look. Constant exploration and systematic analysis provide insights that can be as valuable as market intelligence, if not more so.

And that is what T3 Sixty provides business leaders: a multidisciplinary and experienced consulting team focused on finding the answers and on solving problems.

If you would like to explore how you can leverage T3 Sixty to your benefit, let's have a confidential conversation to explore your options.