

# marketLeaders

— 2017 | REALTRENDS —



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# 2017 MARKET LEADERS

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# 2017 REAL Trends

# MARKET LEADERS

For the purposes of this portion of the REAL Trends 500, we placed firms into separate metropolitan areas so as to compare how firms are doing by market. While we took care to locate each firm within a metropolitan area by the location of its headquarters, we are aware that the total of their production may, in some cases, fall outside that specific metropolitan area (as defined by the Census Bureau). Unfortunately, real estate services firms don't always expand in a manner approved by this Federal agency.

We have taken care to question every firm that had business in more than one identified area closely, to do our very best to be sure that the business they listed in one area didn't truly belong in another and to be sure that their total production from these areas did not exceed the total of the report. And as always, firms that participated did so voluntarily.

## ALABAMA

### Birmingham

COMPANY	2016 Sides
RealtySouth/HomeServices	6,977
Keller Williams Realty Hoover	4,697
RE/MAX Southern Homes	2,265
ARC Realty	1,820
RE/MAX Advantage Central	1,603

COMPANY	2016 Volume
RealtySouth/HomeServices	\$1,673,738,926
Keller Williams Realty Hoover	\$853,936,905
RE/MAX Southern Homes	\$600,583,676
ARC Realty	\$462,221,706
RE/MAX Advantage Central	\$345,263,694

### Decatur/Huntsville

COMPANY	2016 Sides
RE/MAX Platinum	2,383
Keller Williams Realty Huntsville - Classic Realty, LLC	2,151

COMPANY	2016 Volume
Keller Williams Realty Huntsville - Classic Realty, LLC	\$449,169,379
RE/MAX Platinum	\$422,370,151

### Mobile

COMPANY	2016 Sides
Roberts Brothers/HomeServices	2,183
Berkshire Hathaway HomeServices Cooper & Co. Inc., REALTORS	1,352

COMPANY	2016 Volume
Roberts Brothers/HomeServices	\$423,137,347
Berkshire Hathaway HomeServices Cooper & Co. Inc., REALTORS	\$198,330,561

## ALASKA

COMPANY	2016 Sides
Keller Williams Realty Alaska	4,502
RE/MAX Dynamic Properties	1,950

COMPANY	2016 Volume
Keller Williams Realty Alaska	\$1,255,693,669
RE/MAX Dynamic Properties	\$661,958,820

## ARIZONA

### Phoenix

COMPANY	2016 Sides
HomeSmart LLC	20,116
West USA Realty, Inc.	18,768
RealtyONEGroup	13,321
Coldwell Banker Residential Brokerage/NRT	7,143
Realty Executives, Phoenix	6,159
Russ Lyon Sotheby's International Realty	5,603
Berkshire Hathaway HomeServices Arizona	4,156
RE/MAX Professionals	3,428
Revelation Real Estate	3,391
Keller Williams Realty Tempe-Scottsdale	2,860

COMPANY	2016 Volume
HomeSmart LLC	\$5,556,597,157
RealtyONEGroup	\$3,711,456,130
West USA Realty, Inc.	\$3,149,508,377
Russ Lyon Sotheby's International Realty	\$3,011,585,529
Coldwell Banker Residential Brokerage/NRT	\$2,133,146,000
Realty Executives, Phoenix	\$2,109,154,821
Berkshire Hathaway HomeServices Arizona	\$1,485,258,550
Keller Williams - Agnew Real Estate LLC	\$945,286,943
Revelation Real Estate	\$883,425,986
RE/MAX Fine Properties	\$740,270,139

# 2017 REAL Trends Market Leaders cont.

## Tucson

COMPANY	2016 Sides
Long Realty/HomeServices	8,412
Keller Williams Southern Arizona	4,033
Realty Executives, Tucson	4,013
Coldwell Banker Residential Brokerage/NRT	2,715
HomeSmart Advantage Group	1,528

COMPANY	2016 Volume
Long Realty/HomeServices	\$2,146,515,323
Keller Williams Southern Arizona	\$775,052,365
Realty Executives, Tucson	\$768,349,510
Coldwell Banker Residential Brokerage/NRT	\$576,462,000
HomeSmart Advantage Group	\$271,851,038

## ARKANSAS

### Fayetteville

COMPANY	2016 Sides
Keller Williams Realty Fayetteville, AR	3,135
Coldwell Banker Harris McHaney & Faucette	2,739

COMPANY	2016 Volume
Keller Williams Realty Fayetteville, AR	\$642,711,029
Coldwell Banker Harris McHaney & Faucette	\$636,061,499

### Little Rock

COMPANY	2016 Sides
Crye-Leike Realtors	4,978
Coldwell Banker RPM	2,001
Keller Williams Realty Little Rock	1,075

COMPANY	2016 Volume
Crye-Leike Realtors	\$741,114,962
Coldwell Banker RPM	\$354,658,525
Keller Williams Realty Little Rock	\$198,207,803

## CALIFORNIA

### Bakersfield

COMPANY	2016 Sides
Miramar International - Bakersfield	2,761
Coldwell Banker Preferred, Realtors	1,811
Watson Realty ERA	1,537
Keller Williams Realty Bakersfield	1,442

COMPANY	2016 Volume
Miramar International - Bakersfield	\$660,683,360
Keller Williams Realty Bakersfield	\$574,043,796
Coldwell Banker Preferred, Realtors	\$450,858,760
Watson Realty ERA	\$421,329,600

### Los Angeles

COMPANY	2016 Sides
Coldwell Banker Residential Brokerage/ Sotheby's International Realty/NRT	11,279
First Team Real Estate	6,841
Keller Williams - Forward Management	5,846
Rodeo Realty	5,245
RE/MAX Estate Properties	4,495
Berkshire Hathaway HomeServices California Properties	3,239
RE/MAX Premier Properties	2,879
Keller Williams - Cunningham Group	2,662
Pacific Union International - John Aaroe Group	1,985
Dilbeck Real Estate	1,971

COMPANY	2016 Volume
Coldwell Banker Residential Brokerage/Sotheby's International Realty/NRT	\$15,360,816,000
Keller Williams - Forward Management	\$5,475,318,335
Rodeo Realty	\$4,997,890,000
First Team Real Estate	\$4,845,344,000
RE/MAX Estate Properties	\$4,452,000,000
Berkshire Hathaway HomeServices California Properties	\$4,114,992,081
Keller Williams - Cunningham Group	\$3,000,145,029
Pacific Union International - John Aaroe Group	\$2,501,054,303
Partners Trust	\$2,473,517,898
RE/MAX Premier Properties	\$1,822,300,234



## Modesto/Fresno/Visalia

COMPANY	2016 Sides
PMZ Real Estate . . . . .	5,281
Keller Williams Realty - Meggers Management Group . . . . .	4,348
Guarantee/HomeServices . . . . .	3,557
London Properties . . . . .	1,834
Realty Concepts, Ltd. . . . .	1,626
Keller Williams Realty Modesto . . . . .	1,507

COMPANY	2016 Volume
PMZ Real Estate . . . . .	\$1,513,000,000
Keller Williams Realty - Meggers Management Group . . . . .	\$1,424,421,805
Guarantee/HomeServices . . . . .	\$945,573,338
London Properties . . . . .	\$683,728,243
Keller Williams Realty Modesto . . . . .	\$458,211,441
Realty Concepts, Ltd. . . . .	\$450,000,000

## Orange County/Riverside County

COMPANY	2016 Sides
First Team Real Estate . . . . .	9,258
RealtyONEGroup . . . . .	7,164
Coldwell Banker Residential Brokerage/NRT . . . . .	4,768
Berkshire Hathaway HomeServices California Properties . . . . .	3,302
HomeSmart Evergreen Realty . . . . .	2,511
Berkshire Hathaway HomeServices California Properties . . . . .	2,489

COMPANY	2016 Volume
First Team Real Estate . . . . .	\$5,878,460,234
RealtyONEGroup . . . . .	\$4,238,350,095
Coldwell Banker Residential Brokerage/NRT . . . . .	\$3,490,493,000
Berkshire Hathaway HomeServices California Properties . . . . .	\$2,520,058,938
HOM Sotheby's International Realty . . . . .	\$2,215,422,090
HomeSmart Evergreen Realty . . . . .	\$1,437,008,816

## Palm Springs

COMPANY	2016 Sides
Bennion Deville Homes . . . . .	5,564
Keller Williams Realty - The Hilgenberg Group . . . . .	3,538
HomeSmart LLC . . . . .	1,562

COMPANY	2016 Volume
Bennion Deville Homes . . . . .	\$2,287,825,868
Keller Williams Realty - The Hilgenberg Group . . . . .	\$1,116,965,124
HomeSmart LLC . . . . .	\$437,647,908

## Sacramento

COMPANY	2016 Sides
RE/MAX Gold . . . . .	12,544
Lyon Real Estate . . . . .	7,670
Coldwell Banker Residential Brokerage/NRT . . . . .	6,676
Keller Williams Realty - Roseville . . . . .	5,663
CENTURY 21 Select Group . . . . .	3,608

COMPANY	2016 Volume
RE/MAX Gold . . . . .	\$4,632,030,450
Lyon Real Estate . . . . .	\$2,952,399,309
Coldwell Banker Residential Brokerage/ NRT . . . . .	\$2,270,069,000
Keller Williams Realty - Roseville . . . . .	\$2,058,194,417
CENTURY 21 Select Group . . . . .	\$1,103,848,261

## San Diego

COMPANY	2016 Sides
Coldwell Banker Residential Brokerage/NRT . . . . .	5,557
Berkshire Hathaway HomeServices California Properties . . . . .	4,971
CENTURY 21 Award . . . . .	4,122
Pacific Sotheby's International Realty . . . . .	3,769
Keller Williams - Temecula Valley Real Estate, Inc. . . . .	3,396
Keller Williams Realty Carmel Valley/Del Mar . . . . .	3,046

COMPANY	2016 Volume
Berkshire Hathaway HomeServices California Properties . . . . .	\$3,830,407,011
Coldwell Banker Residential Brokerage/NRT . . . . .	\$3,651,484,000
Pacific Sotheby's International Realty . . . . .	\$3,478,568,287
CENTURY 21 Award . . . . .	\$2,014,045,950
Keller Williams Realty Carmel Valley/Del Mar . . . . .	\$1,890,075,304
Keller Williams - Temecula Valley Real Estate, Inc. . . . . .	\$1,052,983,946

# 2017 REAL Trends Market Leaders cont.

## San Francisco

COMPANY	2016 Sides
Coldwell Banker Residential Brokerage/ Sotheby's International Realty/Climb/NRT	19,371
Alain Pinel Realtors	7,666
Intero Real Estate/HomeServices	6,139
Pacific Union International - John Aaroe Group	5,862
Berkshire Hathaway HomeServices - Drysdale Properties	4,251
J. Rockcliff Realtors	2,962
RE/MAX Accord	2,611
Keller Williams Realty-Walnut Creek and Danville	2,315
Sereno Group	2,272
Zephyr Real Estate	1,883

COMPANY	2016 Volume
Coldwell Banker Residential Brokerage/Sotheby's International Realty/Climb/NRT	\$21,741,542,000
Alain Pinel Realtors	\$11,179,788,519
Pacific Union International - John Aaroe Group	\$7,648,235,565
Intero Real Estate/HomeServices	\$6,537,708,779
Sereno Group	\$2,801,000,000
J. Rockcliff Realtors	\$2,665,818,296
Zephyr Real Estate	\$2,213,899,123
Paragon Real Estate Group	\$2,145,355,000
Berkshire Hathaway HomeServices - Drysdale Properties	\$1,969,607,532
RE/MAX Accord	\$1,918,371,614

## COLORADO

### Colorado Springs

COMPANY	2016 Sides
RE/MAX Properties, Inc.	4,324
RE/MAX Real Estate Group	2,273
RE/MAX Advantage Realty, Inc.	2,052
The Platinum Group, Realtors	1,890
Keller Williams Client's Choice Realty	1,701
ERA Shields Real Estate	1,569
Coldwell Banker Residential Brokerage/NRT	1,323

COMPANY	2016 Volume
RE/MAX Properties, Inc.	\$1,215,490,061
The Platinum Group, Realtors	\$600,871,080
RE/MAX Real Estate Group	\$584,390,610
RE/MAX Advantage Realty, Inc.	\$547,467,164
ERA Shields Real Estate	\$463,543,239
Keller Williams Client's Choice Realty	\$451,752,679
Coldwell Banker Residential Brokerage/NRT	\$363,617,000

## Denver

COMPANY	2016 Sides
RE/MAX Alliance/Equity Group	8,755
Coldwell Banker Residential Brokerage/NRT	8,068
Cherry Creek Properties	6,045
RE/MAX Professionals	5,732
Keller Williams - Brian Smith Mgmt.	5,226
Kentwood Real Estate/HomeServices	3,797
Your Castle Real Estate	3,774
Keller Williams Realty DTC LLC - Masters Realty LLC	3,139
HomeSmart LLC	2,703
Berkshire Hathaway HomeServices Innovative Real Estate	2,016

COMPANY	2016 Volume
Coldwell Banker Residential Brokerage/NRT	\$3,408,975,000
RE/MAX Alliance/Equity Group	\$3,290,000,000
RE/MAX Professionals	\$2,365,203,213
Kentwood Real Estate/HomeServices	\$2,221,517,683
Keller Williams - Brian Smith Mgmt.	\$1,827,894,534
Cherry Creek Properties	\$1,730,020,633
Your Castle Real Estate	\$1,400,000,000
Keller Williams Realty DTC LLC - Masters Realty LLC	\$1,188,361,890
HomeSmart LLC	\$924,856,853
Porchlight Real Estate Group	\$823,407,586

## Fort Collins

COMPANY	2016 Sides
The Group, Inc. Real Estate	4,786
RE/MAX Alliance/Equity Group	3,097
Coldwell Banker Residential Brokerage/NRT	1,255

COMPANY	2016 Volume
The Group, Inc. Real Estate	\$1,678,375,388
RE/MAX Alliance/Equity Group	\$1,413,000,000
Coldwell Banker Residential Brokerage/NRT	\$422,281,000

## CONNECTICUT

### Fairfield County

COMPANY	2016 Sides
William Raveis Real Estate, Mortgage & Insurance. . .	4,041
Coldwell Banker Residential Brokerage/ Sotheby's International Realty/NRT . . . . .	3,721
William Pitt / Julia B. Fee Sotheby's International Realty. . . . .	2,471
Berkshire Hathaway HomeServices New England Properties. . . . .	1,931
RE/MAX Right Choice Real Estate. . . . .	1,784

COMPANY	2016 Volume
Coldwell Banker Residential Brokerage/ Sotheby's International Realty/NRT	\$2,585,397,000
William Raveis Real Estate, Mortgage & Insurance . . . . .	\$2,000,600,000
William Pitt / Julia B. Fee Sotheby's International Realty. . . . .	\$1,373,711,767
Berkshire Hathaway HomeServices New England Properties . . . . .	\$1,152,432,901
RE/MAX Right Choice Real Estate . . . . .	\$341,769,972

### Hartford/New Haven/New London

COMPANY	2016 Sides
William Raveis Real Estate, Mortgage & Insurance	8,514
Coldwell Banker Residential Brokerage/NRT. . .	8,351
Berkshire Hathaway HomeServices New England Properties . . . . .	5,969
Keller Williams Realty Greater Hartford . . . . .	3,432

COMPANY	2016 Volume
William Raveis Real Estate, Mortgage & Insurance . . . . .	\$2,677,618,312
Coldwell Banker Residential Brokerage/NRT . . . . .	\$2,229,749,000
Berkshire Hathaway HomeServices New England Properties . . . . .	\$1,576,955,301
Keller Williams Realty Greater Hartford . .	\$740,148,209

## FLORIDA

### Jacksonville

COMPANY	2016 Sides
Watson Realty Corp. . . . .	10,214
Coldwell Banker Vanguard Realty, Inc. . . . .	3,762
Berkshire Hathaway HomeServices Florida Network Realty . . . . .	3,065
Keller Williams Realty Pinnacle Partners Group RE/MAX Specialists. . . . .	1,697 1,662

COMPANY	2016 Volume
Watson Realty Corp. . . . .	\$2,169,419,540
Berkshire Hathaway HomeServices Florida Network Realty . . . . .	\$964,224,134
Coldwell Banker Vanguard Realty, Inc. . .	\$874,386,582
Keller Williams Realty Pinnacle Partners Group . . . . .	\$485,358,822
RE/MAX Specialists. . . . .	\$409,923,445

### Miami/Ft. Lauderdale

COMPANY	2016 Sides
Coldwell Banker Residential Real Estate/NRT . .	6,755
Berkshire Hathaway HomeServices Florida Realty . .	3,232
The Signature Real Estate Companies . . . . .	2,498
Douglas Elliman Real Estate . . . . .	2,256
Esslinger-Wooten-Maxwell/HomeServices. . . . .	1,999

COMPANY	2016 Volume
Coldwell Banker Residential Real Estate/NRT . . . . .	\$3,317,480,000
Douglas Elliman Real Estate . . . . .	\$2,646,000,000
ONE Sotheby's International Realty. . .	\$1,911,408,625
Esslinger-Wooten-Maxwell/HomeServices	\$1,604,737,691
Berkshire Hathaway HomeServices Florida Realty . . . . .	\$1,142,012,000

# 2017 REAL Trends Market Leaders cont.

## Naples/Ft. Myers

COMPANY	2016 Sides
John R. Wood Properties . . . . .	3,425
Coldwell Banker Residential Real Estate/NRT . .	2,884
RE/MAX Anchor Realty . . . . .	2,544
CENTURY 21 Sunbelt Realty . . . . .	2,235
Premier Sotheby's International Realty . . . . .	2,143
RE/MAX Realty Team . . . . .	1,778

COMPANY	2016 Volume
John R. Wood Properties . . . . .	\$2,234,520,804
Premier Sotheby's International Realty	\$2,208,437,160
Coldwell Banker Residential Real Estate/NRT	\$898,869,000
RE/MAX Anchor Realty . . . . .	\$612,452,696
Berkshire Hathaway HomeServices Florida Realty	\$452,153,000
CENTURY 21 Sunbelt Realty . . . . .	\$446,821,301

## Orlando

COMPANY	2016 Sides
Coldwell Banker Residential Real Estate/NRT . .	6,323
Keller Williams Realty - Tyrrell Enterprise, Inc..	4,820
Watson Realty Corp.. . . . .	3,909
Keller Williams Heritage Realty . . . . .	3,383
Keller Williams Classic/Homestead Realty . . . . .	3,296
RE/MAX 200 Realty . . . . .	2,096

COMPANY	2016 Volume
Coldwell Banker Residential Real Estate/NRT	\$1,656,372,000
Keller Williams Realty - Tyrrell Enterprise, Inc.	\$1,125,309,329
Keller Williams Heritage Realty . . . . .	\$853,526,226
Watson Realty Corp.. . . . .	\$750,368,409
Keller Williams Classic/Homestead Realty. .	\$739,914,497
RE/MAX 200 Realty . . . . .	\$391,619,443

## Palm Beach

COMPANY	2016 Sides
Keller Williams Realty Jupiter/ Palm Beaches/Treasure Coast . . . . .	5,257
Coldwell Banker Residential Real Estate/ Sotheby's International Realty/The Corcoran Group/NRT . . . . .	4,176

COMPANY	2016 Volume
Coldwell Banker Residential Real Estate/ Sotheby's International Realty/ The Corcoran Group/NRT . . . . .	\$2,334,979,000
Keller Williams Realty Jupiter/Palm Beaches/ Treasure Coast . . . . .	\$1,352,418,446

## Pensacola/Panhandle

COMPANY	2016 Sides
Coldwell Banker Residential Real Estate/NRT . .	3,792
Keller Williams Realty Emerald Coast . . . . .	3,664

COMPANY	2016 Volume
Keller Williams Realty Emerald Coast . . .	\$876,558,206
Coldwell Banker Residential Real Estate/NRT	\$795,437,000

## Sarasota

COMPANY	2016 Sides
Michael Saunders & Company . . . . .	5,857
RE/MAX Alliance Group . . . . .	4,470
Coldwell Banker Residential Real Estate/NRT . .	4,368
Keller Williams Sarasota Lakewood Ranch . . . . .	1,953
Premier Sotheby's International Realty . . . . .	1,771

COMPANY	2016 Volume
Michael Saunders & Company . . . . .	\$2,430,886,648
Coldwell Banker Residential Real Estate/NRT	\$1,606,303,000
RE/MAX Alliance Group . . . . .	\$1,249,148,937
Premier Sotheby's International Realty . . . .	\$878,682,050
Keller Williams Sarasota Lakewood Ranch . .	\$507,941,433

## Tampa/St. Petersburg

COMPANY	2016 Sides
Coldwell Banker Residential Real Estate/NRT . . .	9,316
Keller Williams Realty - Chadwick Group . . . . .	8,506
Keller Williams Realty of Central Florida LLC . . . .	6,709
Keller Williams Realty - Ubaldini Group . . . . .	5,424
Berkshire Hathaway HomeServices Florida Properties Group . . . . .	4,466
RE/MAX Realtec Group . . . . .	2,554

COMPANY	2016 Volume
Coldwell Banker Residential Real Estate/NRT	\$2,396,933,000
Keller Williams Realty - Chadwick Group	\$2,064,897,464
Keller Williams Realty of Central Florida LLC	\$1,309,409,749
Keller Williams Realty - Ubaldini Group..	\$1,189,895,109
Smith & Associates Real Estate . . . . .	\$1,128,094,736
Berkshire Hathaway HomeServices Florida Properties Group . . . . .	\$889,603,699

## GEORGIA

### Atlanta

#### COMPANY 2016 Sides

Keller Williams Realty - The Rawls Group . . . . .	14,215
Keller Williams Realty Pinnacle Partners Group	12,958
Berkshire Hathaway HomeServices Georgia Properties . . . . .	12,236
Keller Williams Realty - Heart of Atlanta Group . .	11,371
Better Homes and Gardens Real Estate Metro Brokers . . . . .	8,124
Atlanta Communities Real Estate Brokerage, LLC .	6,963
Harry Norman Realtors/HomeServices . . . . .	6,809
Solid Source Companies . . . . .	5,532
Coldwell Banker Residential Brokerage/NRT . . .	5,099
Keller Williams Realty-CH Realty Investments LLC .	4,260

#### COMPANY 2016 Volume

Keller Williams Realty - The Rawls Group . . . . .	\$4,295,142,313
Berkshire Hathaway HomeServices Georgia Properties . . . . .	\$3,444,516,265
Keller Williams Realty Pinnacle Partners Group . . . . .	\$2,941,770,704
Harry Norman Realtors/HomeServices . . . . .	\$2,879,930,214
Keller Williams Realty - Heart of Atlanta Group . . . . .	\$2,795,475,364
Atlanta Fine Homes Sotheby's International Realty . . . . .	\$2,362,803,537
Atlanta Communities Real Estate Brokerage, LLC . . . . .	\$1,613,915,616
Better Homes and Gardens Real Estate Metro Brokers . . . . .	\$1,602,985,182
Coldwell Banker Residential Brokerage/NRT . . . . .	\$1,519,795,000
Keller Williams Realty-CH Realty Investments LLC . . . . .	\$1,355,962,428

### Augusta

#### COMPANY 2016 Sides

Meybohm Realtors . . . . .	4,486
Blanchard & Calhoun Real Estate Co. . . . .	2,283
Keller Williams Realty Pinnacle Partners Group . .	1,790
Better Homes and Gardens Real Executive Partners	1,174

#### COMPANY 2016 Volume

Meybohm Realtors . . . . .	\$940,671,182
Blanchard & Calhoun Real Estate Co. . . . .	\$424,913,399
Keller Williams Realty Pinnacle Partners Group . . . . .	\$278,179,736
Better Homes and Gardens Real Executive Partners . . . . .	\$220,098,603

### Savannah

#### COMPANY 2016 Sides

Keller Williams Realty Coastal Area Partners . . .	3,704
Coldwell Banker Platinum Partners . . . . .	1,746

#### COMPANY 2016 Volume

Keller Williams Realty Coastal Area Partners . . . . .	\$815,830,790
Coldwell Banker Platinum Partners . . . . .	\$355,668,682

## HAWAII

#### COMPANY 2016 Sides

Locations LLC . . . . .	2,619
Coldwell Banker Pacific Properties/NRT . . . . .	2,420
Hawaii Life . . . . .	1,540
Keller Williams Honolulu . . . . .	1,456
CENTURY 21 All Islands . . . . .	1,100
Elite Pacific Properties . . . . .	1,056

#### COMPANY 2016 Volume

Coldwell Banker Pacific Properties/NRT . . . . .	\$2,134,755,000
Locations LLC . . . . .	\$1,534,537,512
Hawaii Life . . . . .	\$1,139,923,484
Keller Williams Honolulu . . . . .	\$844,578,742
Elite Pacific Properties . . . . .	\$747,597,296
CENTURY 21 All Islands . . . . .	\$585,816,978

## IDAHO

### Boise

#### COMPANY 2016 Sides

Silvercreek Realty Group . . . . .	8,029
Keller Williams Realty Boise . . . . .	6,137
Tomlinson Real Estate Group . . . . .	5,603
Group One Sotheby's International Realty . . . . .	1,048

#### COMPANY 2016 Volume

Silvercreek Realty Group . . . . .	\$1,959,076,000
Keller Williams Realty Boise . . . . .	\$1,621,111,803
Tomlinson Real Estate Group . . . . .	\$1,322,427,031
Group One Sotheby's International Realty . . . . .	\$302,082,937

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# 2017 REAL Trends Market Leaders cont.

## Coeur d'Alene

COMPANY	2016 Sides
Coldwell Banker Schneidmiller Realty . . . . .	2,499
Keller Williams Realty Coeur d'Alene . . . . .	1,796

COMPANY	2016 Volume
Coldwell Banker Schneidmiller Realty . . . . .	\$661,809,767
Keller Williams Realty Coeur d'Alene . . . . .	\$421,389,835

## Idaho Falls

COMPANY	2016 Sides
Keller Williams WinStar Realty . . . . .	4,427

COMPANY	2016 Volume
Keller Williams WinStar Realty . . . . .	\$842,543,436

## ILLINOIS

### Bloomington

COMPANY	2016 Sides
RE/MAX Choice . . . . .	1,684
Coldwell Banker Honig Bell/ The Real Estate Group . . . . .	1,500
Berkshire Hathaway HomeServices Snyder Real Estate . . . . .	1,443

COMPANY	2016 Volume
RE/MAX Choice . . . . .	\$309,472,603
Berkshire Hathaway HomeServices Snyder Real Estate . . . . .	\$245,692,854
Coldwell Banker Honig Bell/The Real Estate Group . . . . .	\$240,000,000

### Chicago

COMPANY	2016 Sides
Coldwell Banker Residential Brokerage/NRT . . . . .	27,001
@properties . . . . .	16,324
Baird & Warner . . . . .	16,066
Coldwell Banker Honig Bell/The Real Estate Group . . . . .	10,000
KoenigRubloff Realty Group/HomeServices . . . . .	9,201
CENTURY 21 Affiliated . . . . .	7,737
McColly Real Estate . . . . .	4,922
RE/MAX Suburban . . . . .	4,462
Berkshire Hathaway HomeServices Starck Real Estate . . . . .	4,095
Keller Williams Realty Naperville . . . . .	3,031

COMPANY	2016 Volume
Coldwell Banker Residential Brokerage/NRT . . . . .	\$9,313,246,000
@properties . . . . .	\$7,839,618,608
Baird & Warner . . . . .	\$5,198,885,902
KoenigRubloff Realty Group/HomeServices . . . . .	\$4,367,390,021
Coldwell Banker Honig Bell/The Real Estate Group . . . . .	\$1,690,000,000
CENTURY 21 Affiliated . . . . .	\$1,458,713,561
Jameson Sotheby's International Realty RE/MAX Suburban . . . . .	\$1,408,347,056
Keller Williams Realty Naperville . . . . .	\$871,262,555
Berkshire Hathaway HomeServices Starck Real Estate . . . . .	\$863,040,003
McColly Real Estate . . . . .	\$832,028,506

### Peoria

COMPANY	2016 Sides
Jim Maloof Realtor . . . . .	3,006
Keller Williams Premier Realty . . . . .	2,379
RE/MAX Traders Unlimited . . . . .	2,360

COMPANY	2016 Volume
Jim Maloof Realtor . . . . .	\$451,058,097
RE/MAX Traders Unlimited . . . . .	\$369,874,113
Keller Williams Premier Realty . . . . .	\$328,567,284

### Springfield

COMPANY	2016 Sides
Real Estate Group Inc. . . . .	2,937
RE/MAX Professionals of Springfield, LLC . . . . .	2,073

COMPANY	2016 Volume
Real Estate Group Inc. . . . .	\$481,837,976
RE/MAX Professionals of Springfield, LLC . . . . .	\$295,297,466

## INDIANA

### Evansville

COMPANY	2016 Sides
ERA First Advantage Realty, Inc. . . . .	3,058
F.C. Tucker Emge Realtors . . . . .	2,503
Keller Williams Realty Evansville, IN . . . . .	1,588

COMPANY	2016 Volume
ERA First Advantage Realty, Inc. . . . .	\$508,118,411
F.C. Tucker Emge Realtors . . . . .	\$422,107,484
Keller Williams Realty Evansville, IN . . . . .	\$395,878,489

# 2017 REAL Trends Market Leaders cont.

## Indianapolis

COMPANY	2016 Sides
F.C. Tucker Company	10,762
Carpenter Real Estate	7,722
CENTURY 21 Scheetz	5,699
Berkshire Hathaway HomeServices Indiana Realty	4,998
RE/MAX Ability Plus	4,075
Keller Williams Realty Indy Metro South	3,147
Keller Williams Realty Indy Metro Northeast	2,783

COMPANY	2016 Volume
F.C. Tucker Company	\$2,485,603,735
CENTURY 21 Scheetz	\$1,269,343,531
Carpenter Real Estate	\$1,200,138,165
Berkshire Hathaway HomeServices Indiana Realty	\$912,984,023
RE/MAX Ability Plus	\$780,743,691
Keller Williams Realty Indy Metro Northeast	\$555,211,349
Keller Williams Realty Indy Metro South	\$484,060,106

## Ft. Wayne

COMPANY	2016 Sides
Coldwell Banker Roth Wehrly Graber	5,289
RE/MAX Results	4,686
CENTURY 21 Bradley Realty, Inc.	3,169
Mike Thomas Associates	1,870

COMPANY	2016 Volume
Coldwell Banker Roth Wehrly Graber	\$804,894,297
RE/MAX Results	\$707,164,486
CENTURY 21 Bradley Realty, Inc.	\$490,750,773
Mike Thomas Associates	\$311,330,394

## South Bend

COMPANY	2016 Sides
Cressy & Everett, Inc.	1,665
Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines	1,113

COMPANY	2016 Volume
Cressy & Everett, Inc.	\$268,525,426
Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines	\$159,534,066

## IOWA

### Cedar Rapids

COMPANY	2016 Sides
Skogman Realty	3,373
Coldwell Banker Hedges Realty	2,009
Iowa Realty/HomeServices	1,828

COMPANY	2016 Volume
Skogman Realty	\$660,928,727
Coldwell Banker Hedges Realty	\$346,368,044
Iowa Realty/HomeServices	\$327,800,924

### Davenport

COMPANY	2016 Sides
Ruhl & Ruhl Realtors	5,206
Mel Foster Co.	3,408
Keller Williams Realty Greater Quad Cities	1,040

COMPANY	2016 Volume
Ruhl & Ruhl Realtors	\$818,604,123
Mel Foster Co.	\$528,613,347
Keller Williams Realty Greater Quad Cities	\$141,445,728

### Des Moines

COMPANY	2016 Sides
Iowa Realty/HomeServices	9,108
RE/MAX Real Estate Concepts	4,036
Keller Williams Realty Des Moines/Ankeny/ Ames/Siouxland	3,938
Coldwell Banker Mid-America Group, Realtors	2,713
CENTURY 21 Signature Real Estate	1,918
RE/MAX Real Estate Group	1,599

COMPANY	2016 Volume
Iowa Realty/HomeServices	\$1,998,880,674
RE/MAX Real Estate Concepts	\$762,748,694
Keller Williams Realty Des Moines/Ankeny/ Ames/Siouxland	\$725,111,122
Coldwell Banker Mid-America Group, Realtors	\$535,832,999
CENTURY 21 Signature Real Estate	\$379,235,787
RE/MAX Real Estate Group	\$305,809,414



## KANSAS

### Wichita

COMPANY	2016 Sides
J.P. Weigand & Sons, Inc.	3,506
Berkshire Hathaway HomeServices PenFed Realty	3,053
Keller Williams Wichita East	1,800
Coldwell Banker Plaza Real Estate	1,569

COMPANY	2016 Volume
J.P. Weigand & Sons, Inc.	\$695,480,585
Berkshire Hathaway HomeServices PenFed Realty	\$526,603,849
Coldwell Banker Plaza Real Estate	\$311,705,929
Keller Williams Wichita East	\$258,933,932

## KENTUCKY

### Lexington

COMPANY	2016 Sides
Semonin Realtors/Rector-Hayden Realtors/ HomeServices of Kentucky	2,469
RE/MAX Creative Realty	1,709
United Real Estate Lexington	1,302
Milestone Realty Consultants	1,020

COMPANY	2016 Volume
Semonin Realtors/Rector-Hayden Realtors/ HomeServices of Kentucky	\$493,364,104
RE/MAX Creative Realty	\$319,707,672
United Real Estate Lexington	\$257,495,640
Milestone Realty Consultants	\$249,234,884

### Louisville

COMPANY	2016 Sides
Semonin Realtors & Rector-Hayden Realtors/ HomeServices of Kentucky	4,266
Keller Williams Realty Louisville East	3,469
Shuler Bauer Real Estate ERA Powered	3,443
RE/MAX Properties East	2,408
Coldwell Banker McMahan Co.	2,162
Keller Williams Louisville Highlands	1,699

COMPANY	2016 Volume
Semonin Realtors & Rector-Hayden Realtors/ HomeServices of Kentucky	\$896,524,802
Keller Williams Realty Louisville East	\$671,926,999
Shuler Bauer Real Estate ERA Powered	\$596,697,487
RE/MAX Properties East	\$502,902,853
Coldwell Banker McMahan Co.	\$385,835,103
Keller Williams Louisville Highlands	\$313,088,733

## LOUISIANA

### Baton Rouge

COMPANY	2016 Sides
Keller Williams Premier Partners	4,581
Keller Williams - Red Stick Partners, LLC	2,341
Latter & Blum ERA Powered	2,333
RE/MAX First	1,506
Keller Williams Realty First Choice	1,462

COMPANY	2016 Volume
Keller Williams Premier Partners	\$776,197,012
Latter & Blum ERA Powered	\$539,947,258
Keller Williams - Red Stick Partners, LLC	\$465,254,758
RE/MAX First	\$337,798,037
Keller Williams Realty First Choice	\$290,535,239

### Lafayette

COMPANY	2016 Sides
Latter & Blum ERA Powered	2,507

COMPANY	2016 Volume
Latter & Blum ERA Powered	\$504,779,039

### New Orleans

COMPANY	2016 Sides
Latter & Blum ERA Powered	6,987
Gardner, Realtors	4,920
Keller Williams Realty Services	3,360
Keller Williams Realty	2,259
Keller Williams Realty-New Orleans	1,358
Coldwell Banker TEC Realtors	1,114

COMPANY	2016 Volume
Latter & Blum ERA Powered	\$1,316,467,126
Gardner, Realtors	\$1,143,000,000
Keller Williams Realty Services	\$652,939,682
Keller Williams Realty	\$500,861,247
Keller Williams Realty-New Orleans	\$494,904,964
Coldwell Banker TEC Realtors	\$247,342,196

### Shreveport

COMPANY	2016 Sides
Coldwell Banker Gosslee	2,412
CENTURY 21 Elite	1,321

COMPANY	2016 Volume
Coldwell Banker Gosslee	\$534,887,920
CENTURY 21 Elite	\$221,753,757

# 2017 REAL Trends Market Leaders cont.

## MAINE

### Portland

COMPANY	2016 Sides
The Maine Real Estate Network . . . . .	4,364
Keller Williams Realty Greater Portland . . . . .	3,801

COMPANY	2016 Volume
Keller Williams Realty Greater Portland . . . . .	\$994,257,734
The Maine Real Estate Network . . . . .	\$870,158,997

## MARYLAND

### Baltimore

COMPANY	2016 Sides
Long & Foster Companies, Inc. . . . .	15,634
Coldwell Banker Residential Brokerage/NRT . . . . .	8,389
RE/MAX Advantage Realty . . . . .	2,951
Keller Williams Realty Centre . . . . .	2,884
Cummings & Co. Realtors . . . . .	2,588
Keller Williams Integrity . . . . .	2,235
Berkshire Hathaway HomeServices Homesale Realty . . . . .	2,169
Champion Realty/HomeServices . . . . .	1,443

COMPANY	2016 Volume
Long & Foster Companies, Inc. . . . .	\$4,866,253,542
Coldwell Banker Residential Brokerage/NRT . . . . .	\$2,863,694,000
Keller Williams Realty Centre . . . . .	\$900,716,130
Keller Williams Integrity . . . . .	\$860,442,755
RE/MAX Advantage Realty . . . . .	\$853,961,406
Cummings & Co. Realtors . . . . .	\$649,554,097
Berkshire Hathaway HomeServices Homesale Realty . . . . .	\$602,330,102
Champion Realty/HomeServices . . . . .	\$525,488,716

### Washington D.C./Arlington/Alexandria

COMPANY	2016 Sides
Long & Foster Companies, Inc. . . . .	29,977
CENTURY 21 New Millennium . . . . .	7,618
Berkshire Hathaway HomeServices PenFed Realty . . . . .	6,494
RE/MAX Realty Group . . . . .	5,531
RE/MAX Allegiance . . . . .	4,792
Fairfax Realty . . . . .	4,636
Keller Williams: The Virginia Realty Alliance Group . . . . .	4,603
Keller Williams Capital Properties . . . . .	4,414
Coldwell Banker Residential Brokerage/NRT . . . . .	4,413
CENTURY 21 Redwood Realty . . . . .	3,366

COMPANY	2016 Volume
Long & Foster Companies, Inc. . . . .	\$13,918,354,853
CENTURY 21 New Millennium . . . . .	\$2,888,952,964
TTR Sotheby's International Realty . . . . .	\$2,501,489,575
Coldwell Banker Residential Brokerage/NRT . . . . .	\$2,386,529,000
Berkshire Hathaway HomeServices PenFed Realty . . . . .	\$2,321,310,501
Washington Fine Properties . . . . .	\$2,262,614,090
Keller Williams: The Virginia Realty Alliance Group . . . . .	\$2,156,713,935
Keller Williams Capital Properties . . . . .	\$2,097,021,081
RE/MAX Allegiance . . . . .	\$2,041,617,113
McEneaney Associates, Inc. . . . .	\$1,751,000,000

## MASSACHUSETTS

### Boston/Nashua

COMPANY	2016 Sides
Coldwell Banker Residential Brokerage/Sotheby's International Realty/NRT . . . . .	21,486
Better Homes and Gardens Real Estate The Masiello Group . . . . .	7,395
William Raveis Real Estate, Inc. . . . .	5,559
Berkshire Hathaway HomeServices Verani Realty . . . . .	4,464
Keller Williams Realty . . . . .	3,859
Bean Group . . . . .	3,624
Keller Williams Coastal Realty . . . . .	2,865
Jack Conway & Company, Inc. . . . .	2,808
CENTURY 21 Commonwealth . . . . .	2,679
ERA Key Realty Services . . . . .	2,448

COMPANY	2016 Volume
Coldwell Banker Residential Brokerage/Sotheby's International Realty/NRT . . . . .	\$13,045,169,000
William Raveis Real Estate, Inc. . . . .	\$3,323,804,440
Gibson Sotheby's International Realty . . . . .	\$1,560,201,215
Better Homes and Gardens Real Estate The Masiello Group . . . . .	\$1,522,490,573
CENTURY 21 Commonwealth . . . . .	\$1,375,039,096
Berkshire Hathaway HomeServices Verani Realty . . . . .	\$1,221,606,689
RE/MAX Leading Edge . . . . .	\$1,212,099,975
Keller Williams Realty, Boston-Metro . . . . .	\$1,133,096,126
Keller Williams Realty . . . . .	\$1,117,389,241
Bean Group . . . . .	\$1,054,634,000

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# 2017 REAL Trends Market Leaders cont.

## MICHIGAN

### Ann Arbor

COMPANY	2016 Sides
Real Estate One	5,192
Hanna Holdings, Inc.	3,605

COMPANY	2016 Volume
Real Estate One	\$1,358,466,696
Hanna Holdings, Inc.	\$643,878,801

### Detroit

COMPANY	2016 Sides
Real Estate One	19,816
Coldwell Banker CBWM Family of Companies	8,879
RE/MAX Classic	3,542
RE/MAX Platinum	3,481
Keller Williams Realty – Plymouth MC.	3,436
Keller Williams Realty Royal Oak	3,051
RE/MAX First	3,028
CENTURY 21 Town & Country	2,811
Keller Williams Northville	2,491
CENTURY 21 Curran & Christie	2,425

COMPANY	2016 Volume
Real Estate One	\$3,685,450,674
Coldwell Banker CBWM Family of Companies	\$1,869,380,237
RE/MAX Platinum	\$739,137,946
RE/MAX Classic	\$726,947,201
Keller Williams Realty Royal Oak	\$570,579,806
CENTURY 21 Town & Country	\$569,470,073
Keller Williams Northville	\$561,626,119
Keller Williams Realty – Plymouth MC.	\$550,309,873
Keller Williams Real Estate Affiliates	\$486,151,889
Hall & Hunter, Realtors.	\$435,381,814

### Grand Rapids

COMPANY	2016 Sides
Five Star Real Estate	5,357
Greenridge Realty, Inc.	5,127
Keller Williams Realty of Grand Rapids	4,239
Keller Williams Realty North	1,784
Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines	1,519

COMPANY	2016 Volume
Five Star Real Estate	\$901,437,599
Keller Williams of Grand Rapids	\$863,548,178
Greenridge Realty, Inc.	\$842,103,441
Keller Williams Realty North	\$374,964,385
Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines	\$300,499,916

## MINNESOTA

### Minneapolis/St. Paul

COMPANY	2016 Sides
Edina Realty/HomeServices	31,258
RE/MAX Results	19,423
Coldwell Banker Burnet/NRT	18,741
RE/MAX Advantage Plus	6,415
Keller Williams Realty Haigh Group	5,696
Keller Williams Realty Integrity Northwest	5,344
Keller Williams	4,350
Keller Williams Classic Realty	3,238
Counselor Realty Inc.	1,993

COMPANY	2016 Volume
Edina Realty/HomeServices	\$8,235,383,294
Coldwell Banker Burnet/NRT	\$5,941,705,000
RE/MAX Results	\$5,798,054,388
RE/MAX Advantage Plus	\$1,657,188,720
Keller Williams Realty Integrity Northwest	\$1,444,760,739
Keller Williams Realty Haigh Group	\$1,419,744,514
Keller Williams	\$999,820,459
Keller Williams Classic Realty	\$716,576,694
Counselor Realty Inc.	\$470,482,071

## MISSOURI

### Columbia

COMPANY	2016 Sides
RE/MAX Boone Realty	3,694
House of Brokers Realty, Inc.	1,242

COMPANY	2016 Volume
RE/MAX Boone Realty	\$670,537,835
House of Brokers Realty, Inc.	\$231,815,708

### Kansas City

COMPANY	2016 Sides
Reece and Nichols/HomeServices	18,115
Keller Williams Kansas City - Northland	8,958
Keller Williams Realty Partners	4,617
Better Homes and Gardens Real Estate Kansas City Homes	4,604
Realty Executives of Kansas City	3,389
RE/MAX Innovations	2,090

COMPANY	2016 Volume
Reece and Nichols/HomeServices . . . .	\$4,800,715,582
Keller Williams Kansas City - Northland	\$1,618,463,812
Better Homes and Gardens Real Estate Kansas City Homes . . . . .	\$1,337,905,324
Keller Williams Realty Partners . . . . .	\$1,118,447,764
Realty Executives of Kansas City . . . . .	\$691,170,453
RE/MAX Innovations . . . . .	\$457,847,568

### Springfield

COMPANY	2016 Sides
Murney Associates, Realtors . . . . .	5,607
Keller Williams Realty . . . . .	3,408
Keller Williams Realty . . . . .	1,955
Coldwell Banker Vanguard, Realtors . . . . .	1,471
Carol Jones Realtors/HomeServices . . . . .	1,325
RE/MAX House of Brokers . . . . .	1,157

COMPANY	2016 Volume
Murney Associates, Realtors . . . . .	\$965,786,545
Keller Williams Realty . . . . .	\$551,097,186
Keller Williams Realty . . . . .	\$293,079,066
Coldwell Banker Vanguard, Realtors . . . . .	\$263,407,913
Carol Jones Realtors/HomeServices . . . . .	\$181,718,075
RE/MAX House of Brokers . . . . .	\$180,013,147

### St. Louis

COMPANY	2016 Sides
Coldwell Banker Gundaker/NRT . . . . .	12,345
Berkshire Hathaway HomeServices Select Properties . . . . .	4,716
Berkshire Hathaway HomeServices Alliance Real Estate . . . . .	3,953
Realty Executives of Kansas City . . . . .	2,694
Coldwell Banker Premier Group . . . . .	2,440
Keller Williams Realty West . . . . .	2,413
Keller Williams Realty - St. Louis Kirkwood . . . . .	2,364
Coldwell Banker Brown Realtors . . . . .	2,156
RE/MAX Results . . . . .	2,067
Keller Williams Realty Chesterfield . . . . .	1,835

COMPANY	2016 Volume
Coldwell Banker Gundaker/NRT . . . . .	\$2,934,056,000
Berkshire Hathaway HomeServices Alliance Real Estate . . . . .	\$1,052,711,762
Berkshire Hathaway HomeServices Select Properties . . . . .	\$978,071,028
Keller Williams Realty - St. Louis Kirkwood . . . . .	\$538,232,679
Coldwell Banker Premier Group . . . . .	\$506,392,553
Keller Williams Realty West . . . . .	\$481,198,282
Realty Executives of Kansas City . . . . .	\$463,652,000
Keller Williams Realty Chesterfield . . . . .	\$440,775,599
RE/MAX Results . . . . .	\$420,182,851
Coldwell Banker Brown Realtors . . . . .	\$340,169,871

## MONTANA

### Bozeman

COMPANY	2016 Sides
Berkshire Hathaway HomeServices Montana Properties . . . . .	2,422
Keller Williams Montana Realty . . . . .	1,037

COMPANY	2016 Volume
Berkshire Hathaway HomeServices Montana Properties . . . . .	\$727,826,012
Keller Williams Montana Realty . . . . .	\$316,243,527

## NEBRASKA

### Lincoln

COMPANY	2016 Sides
HomeServices of Nebraska . . . . .	5,470
RE/MAX Real Estate Concepts . . . . .	1,251

COMPANY	2016 Volume
HomeServices of Nebraska . . . . .	\$1,019,681,269
RE/MAX Real Estate Concepts . . . . .	\$246,826,003

### Omaha

COMPANY	2016 Sides
Berkshire Hathaway HomeServices Ambassador Real Estate . . . . .	8,224
NP Dodge Real Estate Sales, Inc. . . . .	6,192
CBSHome Real Estate/HomeServices . . . . .	5,587
Keller Williams Realty Omaha, NE . . . . .	2,060

COMPANY	2016 Volume
Berkshire Hathaway HomeServices Ambassador Real Estate . . . . .	\$1,809,268,407
CBSHome Real Estate/HomeServices . . . . .	\$1,242,113,132
NP Dodge Real Estate Sales, Inc. . . . .	\$1,193,600,000
Keller Williams Realty Omaha, NE . . . . .	\$368,720,986

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# 2017 REAL Trends Market Leaders cont.

## NEVADA

### Las Vegas

COMPANY	2016 Sides
RealtyONEGroup	10,489
Berkshire Hathaway HomeServices Nevada	6,504
Coldwell Banker Premier Realty	2,751
Keller Williams Realty The Marketplace	2,175
Keller Williams Realty Southwest	1,581
Keller Williams Realty Las Vegas	1,484

COMPANY	2016 Volume
RealtyONEGroup	\$2,640,836,918
Berkshire Hathaway HomeServices Nevada	\$1,982,906,724
Coldwell Banker Premier Realty	\$738,476,891
Keller Williams Realty The Marketplace	\$483,446,570
Keller Williams Realty Southwest	\$399,430,247
Keller Williams Realty Las Vegas	\$371,946,058

### Reno/Lake Tahoe

COMPANY	2016 Sides
Dickson Realty, Inc.	3,061
Coldwell Banker Select Real Estate, Inc.	2,724
Chase International	2,204
Keller Williams Realty Reno/Sparks	1,911

COMPANY	2016 Volume
Dickson Realty, Inc.	\$1,107,709,813
Chase International	\$1,058,702,908
Coldwell Banker Select Real Estate, Inc.	\$950,351,911
Keller Williams Realty Reno/Sparks	\$565,474,802

## NEW JERSEY

(Non NYC Metro)

COMPANY	2016 Sides
Gloria Nilson & Co. Real Estate/HomeServices	3,740
Coldwell Banker Residential Brokerage/NRT	3,678
Berkshire Hathaway HomeServices NJ Properties	3,634
Keller Williams Realty West Monmouth	3,006
Keller Williams Realty Ridgewood	2,721
RE/MAX Preferred	2,622
Keller Williams Realty Morristown	2,565
RE/MAX Connection, Realtors	2,385
Prominent Properties Sotheby's International Realty	2,119
Realty Executives Exceptional Realtors	2,118

COMPANY	2016 Volume
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Berkshire Hathaway HomeServices NJ Properties	\$1,587,213,673
Keller Williams Realty Ridgewood	\$1,520,586,846
Prominent Properties Sotheby's International Realty	\$1,502,054,641
Gloria Nilson & Co. Real Estate/HomeServices	\$1,493,175,675
Coldwell Banker Residential Brokerage/NRT	\$1,406,188,000
Keller Williams Premier Properties	\$1,059,971,737
Keller Williams Realty Morristown	\$912,184,022
Callaway Henderson Sotheby's International Realty	\$666,211,866
RE/MAX Preferred	\$480,015,712
RE/MAX at Barnegat Bay	\$446,984,604

## NEW MEXICO

### Albuquerque

COMPANY	2016 Sides
Coldwell Banker Legacy	6,916
Keller Williams Realty, GO Management Offices	5,143
Berkshire Hathaway HomeServices New Mexico Properties	1,530

COMPANY	2016 Volume
Coldwell Banker Legacy	\$1,536,574,745
Keller Williams Realty, GO Management Offices	\$1,280,193,827
Berkshire Hathaway HomeServices New Mexico Properties	\$291,688,809

## NEW YORK

### Albany

COMPANY	2016 Sides
Hanna Holdings, Inc.	5,682
Berkshire Hathaway HomeServices Blake, REALTORS	2,129
Keller Williams Realty Capital District	2,081

COMPANY	2016 Volume
Hanna Holdings, Inc.	\$1,200,722,576
Keller Williams Realty Capital District	\$457,473,922
Berkshire Hathaway HomeServices Blake, REALTORS	\$437,788,151

# 2017 REAL Trends Market Leaders cont.

## Buffalo

COMPANY	2016 Sides
Hanna Holdings, Inc. . . . .	14,517
HUNT Real Estate ERA. . . . .	5,883
Keller Williams Realty - Vanderbilt Team. . . . .	1,711
M.J. Peterson Real Estate, Inc. . . . .	1,573

COMPANY	2016 Volume
Hanna Holdings, Inc. . . . .	\$1,976,031,599
HUNT Real Estate ERA. . . . .	\$951,977,971
Keller Williams Realty - Vanderbilt Team. . . . .	\$231,202,852
M.J. Peterson Real Estate, Inc. . . . .	\$227,353,982

## New York City

(Includes Westchester County, Long Island, Northern New Jersey)

COMPANY	2016 Sides
The Corcoran Group/Sotheby's International Realty/ Coldwell Banker Residential Brokerage/NRT. . . . .	31,272
Douglas Elliman Real Estate . . . . .	17,707
Houlihan Lawrence/HomeServices . . . . .	8,522
Better Homes & Gardens Real Estate Rand Realty. . . . .	6,078
Compass . . . . .	5,802
Daniel Gale Sotheby's International Realty . . . . .	3,458
Berkshire Hathaway HomeServices Hudson Valley Properties . . . . .	2,855
Coach Real Estate Associates, Inc. . . . .	2,608
CENTURY 21 American Homes . . . . .	2,043
Keller Williams Realty Landmark . . . . .	1,836

COMPANY	2016 Volume
The Corcoran Group/Sotheby's International Realty/ Coldwell Banker Residential Brokerage/NRT . . . . .	\$30,444,358,000
Douglas Elliman Real Estate . . . . .	\$14,504,000,000
Compass . . . . .	\$7,160,052,576
Houlihan Lawrence/HomeServices . . . . .	\$6,172,284,186
Daniel Gale Sotheby's International Realty . . . . .	\$3,129,371,534
Better Homes & Gardens Real Estate Rand Realty . . . . .	\$2,149,269,929
Coach Real Estate Associates, Inc. . . . .	\$1,302,957,839
Keller Williams Realty Landmark . . . . .	\$1,012,010,820
CENTURY 21 American Homes . . . . .	\$824,625,742
Laffey Real Estate. . . . .	\$797,823,031

## Rochester

COMPANY	2016 Sides
Hanna Holdings, Inc. . . . .	10,849
RE/MAX Plus. . . . .	2,887
RE/MAX Realty Group . . . . .	2,876
Keller Williams Realty Greater Rochester . . . . .	2,422

COMPANY	2016 Volume
Hanna Holdings, Inc. . . . .	\$1,737,304,339
RE/MAX Realty Group . . . . .	\$469,530,776
RE/MAX Plus. . . . .	\$443,126,785
Keller Williams Realty Greater Rochester . . . . .	\$363,842,951

## Syracuse

COMPANY	2016 Sides
Hanna Holdings, Inc. . . . .	4,148
HUNT Real Estate ERA. . . . .	2,422
Berkshire Hathaway HomeServices CNY Realty . . . . .	1,685

COMPANY	2016 Volume
Hanna Holdings, Inc. . . . .	\$639,994,403
HUNT Real Estate ERA. . . . .	\$398,370,631
Berkshire Hathaway HomeServices CNY Realty . . . . .	\$247,509,342

# NORTH CAROLINA

## Asheville

COMPANY	2016 Sides
Beverly-Hanks & Associates . . . . .	4,150
Keller Williams Realty Asheville, NC, Columbia & Columbia NE, SC . . . . .	3,499

COMPANY	2016 Volume
Beverly-Hanks & Associates . . . . .	\$1,172,473,324
Keller Williams Realty Asheville, NC, Columbia & Columbia NE, SC . . . . .	\$814,356,211



## Charlotte

COMPANY	2016 Sides
Allen Tate Companies . . . . .	13,228
Keller Williams Ballantyne Area . . . . .	5,316
RE/MAX Executive . . . . .	5,256
Keller Williams - Lake Norman Cornelius NC, LLC	4,803
Keller Williams Realty Charlotte – SouthPark . . . . .	3,440
Wilkinson ERA Real Estate . . . . .	3,320
Keller Williams Realty Fort Mill . . . . .	3,014
Coldwell Banker United/NRT . . . . .	2,026
Cottingham Chalk Hayes, Realtors . . . . .	1,106

COMPANY	2016 Volume
Allen Tate Companies . . . . .	\$3,484,742,061
Keller Williams Ballantyne Area . . . . .	\$1,482,401,796
Keller Williams - Lake Norman Cornelius NC, LLC . . . . .	\$1,442,268,657
RE/MAX Executive . . . . .	\$1,378,270,678
Keller Williams Realty Charlotte – SouthPark . . . . .	\$867,988,465
Wilkinson ERA Real Estate . . . . .	\$806,406,593
Keller Williams Realty Fort Mill . . . . .	\$691,150,929
Coldwell Banker United/NRT . . . . .	\$544,163,000
Cottingham Chalk Hayes, Realtors . . . . .	\$537,379,445

## Fayetteville

COMPANY	2016 Sides
Coldwell Banker Seacoast Advantage . . . . .	2,880
ERA Strother Real Estate . . . . .	1,545
Keller Williams Realty Fayetteville . . . . .	1,099

COMPANY	2016 Volume
Coldwell Banker Seacoast Advantage . . . . .	\$545,068,079
ERA Strother Real Estate . . . . .	\$246,983,454
Keller Williams Realty Fayetteville . . . . .	\$179,680,960

## Raleigh/Durham/Chapel Hill

COMPANY	2016 Sides
Coldwell Banker Howard Perry & Walston Realty	7,777
Long & Foster/Fonville Morisey . . . . .	7,196
Coldwell Banker Seacoast Advantage . . . . .	3,445
Keller Williams Preferred Realty . . . . .	3,207
Keller Williams Realty . . . . .	2,754
Berkshire Hathaway HomeServices Carolinas Realty . . . . .	2,548
RE/MAX United . . . . .	2,428
RE/MAX One Realty . . . . .	1,860

COMPANY	2016 Volume
Coldwell Banker Howard Perry & Walston Realty . . . . .	\$2,201,959,009
Long & Foster/Fonville Morisey . . . . .	\$1,993,652,215
Berkshire Hathaway HomeServices Carolinas Realty . . . . .	\$893,519,465
Coldwell Banker Seacoast Advantage . . . . .	\$794,754,788
Keller Williams Realty . . . . .	\$792,830,528
Keller Williams Preferred Realty . . . . .	\$785,132,915
RE/MAX United . . . . .	\$726,469,363
RE/MAX One Realty . . . . .	\$410,895,774

## Greensboro/Winston-Salem/High Point/Salem

COMPANY	2016 Sides
Allen Tate Companies . . . . .	5,310
Berkshire Hathaway HomeServices Carolinas Realty . . . . .	3,493
Coldwell Banker Triad, Realtors . . . . .	1,913
Keller Williams Realty Central NC . . . . .	1,732
Keller Williams Realty . . . . .	1,656
RE/MAX Realty Consultants . . . . .	1,380
Keller Williams Realty . . . . .	1,352
Leonard Ryden Burr Real Estate . . . . .	1,228

COMPANY	2016 Volume
Allen Tate Companies . . . . .	\$996,684,386
Berkshire Hathaway HomeServices Carolinas Realty . . . . .	\$857,601,619
Coldwell Banker Triad, Realtors . . . . .	\$362,237,779
Keller Williams Realty Central NC . . . . .	\$299,285,720
Leonard Ryden Burr Real Estate . . . . .	\$298,177,056
Keller Williams Realty . . . . .	\$254,533,903
Keller Williams Realty . . . . .	\$252,852,911
RE/MAX Realty Consultants . . . . .	\$232,974,017

## Wilmington

COMPANY	2016 Sides
Coldwell Banker Seacoast Advantage . . . . .	6,360
Intracoastal Realty Corp. . . . .	2,980
CENTURY 21 Sweyer & Associates . . . . .	2,484
RE/MAX Essential . . . . .	1,694
Keller Williams Realty . . . . .	1,154

COMPANY	2016 Volume
Coldwell Banker Seacoast Advantage . . . . .	\$1,394,451,529
Intracoastal Realty Corp. . . . .	\$904,194,870
CENTURY 21 Sweyer & Associates . . . . .	\$461,223,484
RE/MAX Essential . . . . .	\$377,322,689
Keller Williams Realty . . . . .	\$265,502,347

## NORTH DAKOTA

### Fargo

COMPANY	2016 Sides
Park Co. Realtors	1,560
Keller Williams Roers Realty	1,242

COMPANY	2016 Volume
Park Co. Realtors	\$374,077,168
Keller Williams Roers Realty	\$275,261,460

## OHIO

### Cincinnati

COMPANY	2016 Sides
Sibcy Cline, Inc.	12,261
Coldwell Banker West Shell/NRT	7,845
Comey & Shepherd	5,725
Berkshire Hathaway HomeServices Professional Realty	4,888
Keller Williams Advisor's Realty	4,181
Star One Realtors	2,698
Huff Realty/HomeServices	2,401
RE/MAX Preferred Group	2,225
ERA Real Solutions Realty Company, LLC	2,031

COMPANY	2016 Volume
Sibcy Cline, Inc.	\$2,557,279,616
Coldwell Banker West Shell/NRT	\$1,621,373,000
Comey & Shepherd	\$1,320,000,000
Keller Williams Advisor's Realty	\$841,101,384
Berkshire Hathaway HomeServices Professional Realty	\$777,699,241
Star One Realtors	\$512,620,000
Huff Realty/HomeServices	\$365,014,728
ERA Real Solutions Realty Company, LLC	\$341,594,866
RE/MAX Preferred Group	\$338,158,137

### Cleveland/Akron/Canton

COMPANY	2016 Sides
Hanna Holdings, Inc.	28,208
Russell Realty Company	4,506
Keller Williams Chervenik Realty	4,258
RE/MAX Crossroads	4,077
Cutler Real Estate	3,090
Keller Williams Realty Greater Cleveland West	2,694
Keller Williams Realty Greater Cleveland	2,503
Keller Williams Realty Greater Cleveland SW	2,204
Berkshire Hathaway HomeServices Professional Realty	2,200
Keller Williams Realty Greater Cleveland Northeast	2,012

COMPANY	2016 Volume
Hanna Holdings, Inc.	\$5,524,562,992
Keller Williams Chervenik Realty	\$674,322,436
RE/MAX Crossroads	\$569,196,127
Russell Realty Company	\$541,670,602
Keller Williams Realty Greater Cleveland	\$455,624,375
Keller Williams Realty Greater Cleveland West	\$444,785,281
Cutler Real Estate	\$416,183,000
Berkshire Hathaway HomeServices Professional Realty	\$380,000,000
Keller Williams Realty Greater Cleveland SW	\$343,595,079
Keller Williams Realty Greater Cleveland Northeast	\$284,158,629

### Columbus

COMPANY	2016 Sides
HER Realtors	12,683
Coldwell Banker King Thompson/NRT	7,414
Keller Williams Consultants Realty	3,965
Keller Williams Capital Partners Realty	2,934
Keller Williams Greater Columbus & Ohio Realty	1,677
RE/MAX Affiliates	1,193

COMPANY	2016 Volume
HER Realtors	\$2,401,290,436
Coldwell Banker King Thompson/NRT	\$1,601,691,000
Keller Williams Consultants Realty	\$887,044,636
Keller Williams Capital Partners Realty	\$684,793,784
Keller Williams Greater Columbus & Ohio Realty	\$323,548,520
RE/MAX Premier Choice	\$283,503,544

### Dayton

COMPANY	2016 Sides
Coldwell Banker Heritage Realtors	5,258
Better Homes and Gardens Real Estate Big Hill	2,592
RE/MAX Victory	2,406
Berkshire Hathaway HomeServices Professional Realty	1,600
RE/MAX Alliance	1,293

COMPANY	2016 Volume
Coldwell Banker Heritage Realtors	\$879,749,928
RE/MAX Victory	\$396,978,293
Better Homes and Gardens Real Estate Big Hill	\$364,274,364
RE/MAX Alliance	\$201,539,500
Berkshire Hathaway HomeServices Professional Realty	\$200,000,000

## Toledo

COMPANY	2016 Sides
The Danberry Co., Realtors	3,785
RE/MAX Preferred Associates	2,463

COMPANY	2016 Volume
The Danberry Co., Realtors	\$580,736,131
RE/MAX Preferred Associates	\$349,982,619

## OKLAHOMA

### Oklahoma City

COMPANY	2016 Sides
Keller Williams Realty Platinum	3,893
Keller Williams Elite	3,113
Berkshire Hathaway HomeServices Anderson Properties	2,448
Keller Williams Realty	2,201
CENTURY 21 Goodyear Green	1,743

COMPANY	2016 Volume
Keller Williams Realty Platinum	\$913,197,597
Keller Williams Elite	\$625,184,722
Berkshire Hathaway HomeServices Anderson Properties	\$453,537,000
Keller Williams Realty	\$379,541,201
CENTURY 21 Goodyear Green	\$306,486,467

### Tulsa

COMPANY	2016 Sides
Keller Williams Realty - Tulsa	6,922
Coldwell Banker Select	6,851
McGraw Realtors	3,906
Chinowth & Cohen Realtors	3,587

COMPANY	2016 Volume
Keller Williams Realty - Tulsa	\$1,198,298,770
Coldwell Banker Select	\$1,143,032,922
McGraw Realtors	\$901,929,022
Chinowth & Cohen Realtors	\$870,000,000

## OREGON

### Eugene

COMPANY	2016 Sides
RE/MAX Integrity	5,370
Keller Williams Realty Sunset Corridor/Eugene	2,173

COMPANY	2016 Volume
RE/MAX Integrity	\$1,355,217,269
Keller Williams Realty Sunset Corridor/Eugene	\$537,727,056

### Portland

COMPANY	2016 Sides
RE/MAX Alliance/Equity Group	4,440
John L. Scott Real Estate	3,696
Keller Williams Realty Professionals	3,262
The Hasson Company	3,042
Coldwell Banker Bain/Seal	2,676
Berkshire Hathaway HomeServices Northwest	2,613
Keller Williams Realty Premier Partners	2,613
Keller Williams Realty Portland Premiere	2,473
Keller Williams Portland Central	2,318
Keller Williams Realty Sunset Corridor/Eugene	1,776

COMPANY	2016 Volume
RE/MAX Alliance/Equity Group	\$1,588,794,232
The Hasson Company	\$1,534,634,537
John L. Scott Real Estate	\$1,377,853,709
Keller Williams Realty Professionals	\$1,319,418,595
Coldwell Banker Bain/Seal	\$989,450,220
Berkshire Hathaway HomeServices Northwest	\$944,386,814
Keller Williams Realty Portland Premiere	\$930,447,966
Keller Williams Portland Central	\$888,705,653
Keller Williams Realty Premier Partners	\$773,096,863
Keller Williams Realty Sunset Corridor/Eugene	\$634,311,432

### Salem

COMPANY	2016 Sides
Berkshire Hathaway HomeServices Northwest	3,233
Coldwell Banker Mountain West Real Estate, Inc.	1,645
HomeSmart Realty Group	1,039

COMPANY	2016 Volume
Berkshire Hathaway HomeServices Northwest	\$803,201,315
Coldwell Banker Mountain West Real Estate, Inc.	\$420,043,319
HomeSmart Realty Group	\$270,531,802

## PENNSYLVANIA

### Harrisburg/York/Lancaster

COMPANY	2016 Sides
Berkshire Hathaway HomeServices Homesale Realty	10,633
Coldwell Banker Residential Brokerage/NRT	7,950
RE/MAX Realty Associates (Camp Hill)	1,257
RE/MAX Associates of Lancaster	1,162
Keller Williams Keystone Realty	1,067

COMPANY	2016 Volume
Berkshire Hathaway HomeServices Homesale Realty	\$2,025,649,917
Coldwell Banker Residential Brokerage/NRT	\$1,574,146,000
RE/MAX Associates of Lancaster	\$246,696,075
RE/MAX Realty Associates (Camp Hill)	\$220,824,145
Keller Williams Keystone Realty	\$181,977,754

### Philadelphia/Wilmington (DE)

COMPANY	2016 Sides
Berkshire Hathaway HomeServices	
Fox & Roach Realtors.	32,071
The Long & Foster Companies, Inc.	15,454
Keller Williams Real Estate (Blue Bell)	9,396
Coldwell Banker Preferred/NRT.	5,953
Keller Williams Realty - RM Realty Associates LLC	5,163
Patterson Schwartz Real Estate.	4,086
Coldwell Banker Hearthside, Realtors	3,288
Keller Williams Realty - North Wilmington.	3,102
Keller Williams Real Estate - Exton	2,936
Keller Williams Real Estate	2,478

COMPANY	2016 Volume
Berkshire Hathaway HomeServices	
Fox & Roach Realtors	\$10,984,604,242
The Long & Foster Companies, Inc.	\$4,687,197,543
Keller Williams Real Estate (Blue Bell)	\$2,129,380,515
Coldwell Banker Preferred/NRT	\$1,765,314,000
Keller Williams Realty - RM Realty Associates LLC	\$1,088,980,105
Patterson Schwartz Real Estate	\$1,060,000,000
Keller Williams Real Estate - Exton	\$912,566,696
Coldwell Banker Hearthside, Realtors	\$849,924,306
Keller Williams Realty - North Wilmington	\$633,657,901
Keller Williams Real Estate	\$621,196,464

### Pittsburgh

COMPANY	2016 Sides
Hanna Holdings, Inc.	18,023
Coldwell Banker Real Estate Services/NRT	8,123
Northwood Realty Services	6,907
Berkshire Hathaway HomeServices	
The Preferred Realty.	6,766
RE/MAX Select Realty	3,413
Keller Williams Realty South.	2,337

COMPANY	2016 Volume
Hanna Holdings, Inc.	\$3,751,287,292
Coldwell Banker Real Estate Services/NRT	\$1,668,382,000
Berkshire Hathaway HomeServices	
The Preferred Realty.	\$1,430,099,323
Northwood Realty Services	\$1,099,343,171
RE/MAX Select Realty	\$651,403,122
Keller Williams Realty South.	\$354,399,081

### Reading

COMPANY	2016 Sides
RE/MAX of Reading	3,612
Berkshire Hathaway HomeServices Homesale Realty	1,887

COMPANY	2016 Volume
RE/MAX of Reading	\$632,416,082
Berkshire Hathaway HomeServices Homesale Realty	\$258,985,152

## RHODE ISLAND

### Providence

COMPANY	2016 Sides
Residential Properties Ltd.	1,886
RE/MAX Preferred, Town & Country and Properties	1,812
Coldwell Banker Residential Brokerage/NRT	1,770

COMPANY	2016 Volume
Residential Properties Ltd.	\$789,129,644
Coldwell Banker Residential Brokerage/NRT	\$478,527,000
RE/MAX Preferred, Town & Country and Properties	\$409,791,088



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## SOUTH CAROLINA

### Charleston

**COMPANY** **2016 Sides**

Carolina One Real Estate Services	9,132
The AgentOwned Realty Co.	2,396
Keller Williams Realty	2,117

**COMPANY** **2016 Volume**

Carolina One Real Estate	\$2,783,712,401
Keller Williams Realty	\$670,705,435
The AgentOwned Realty Co.	\$607,759,470

### Columbia

**COMPANY** **2016 Sides**

Coldwell Banker United/NRT	7,723
ERA Wilder Realty	3,089
Keller Williams Realty Asheville, NC, Columbia & Columbia NE, SC	2,212

**COMPANY** **2016 Volume**

Coldwell Banker United/NRT	\$1,609,381,000
ERA Wilder Realty	\$564,972,725
Keller Williams Realty Asheville, NC, Columbia & Columbia NE, SC	\$401,710,604

### Greenville

**COMPANY** **2016 Sides**

Berkshire Hathaway HomeServices C. Dan Joyner, REALTORS	4,367
Coldwell Banker Caine	2,716
Keller Williams Realty Greenville – Upstate	2,009
Keller Williams Western Upstate	1,964
Allen Tate	1,713
Keller Williams Realty	1,697
RE/MAX Realty Professionals	1,591

**COMPANY** **2016 Volume**

Berkshire Hathaway HomeServices C. Dan Joyner, REALTORS	\$967,241,221
Coldwell Banker Caine	\$627,935,220
Keller Williams Realty Greenville – Upstate	\$396,729,048
Keller Williams Western Upstate	\$383,216,277
Allen Tate	\$339,126,082
Keller Williams Realty	\$321,387,961
RE/MAX Realty Professionals	\$318,220,821

### Myrtle Beach

**COMPANY** **2016 Sides**

RE/MAX Southern Shores	1,885
CENTURY 21 Harrelson Group	1,809
Coldwell Banker Chicora Real Estate	1,517

**COMPANY** **2016 Volume**

RE/MAX Southern Shores	\$349,438,282
CENTURY 21 Harrelson Group	\$324,328,269
Coldwell Banker Chicora Real Estate	\$260,436,784

## SOUTH DAKOTA

### Sioux Falls

**COMPANY** **2016 Sides**

Hegg, Realtors Inc.	3,440
Keller Williams Realty Sioux Falls, SD	2,881

**COMPANY** **2016 Volume**

Hegg, Realtors Inc.	\$687,213,309
Keller Williams Realty Sioux Falls, SD	\$611,045,795

## TENNESSEE

### Chattanooga

**COMPANY** **2016 Sides**

Keller Williams Realty	5,943
Crye-Leike Realtors	2,430
Berkshire Hathaway HomeServices Realty Center	1,956

**COMPANY** **2016 Volume**

Keller Williams Realty	\$1,232,185,079
Crye-Leike Realtors	\$427,948,093
Berkshire Hathaway HomeServices Realty Center	\$426,669,345

### Knoxville

**COMPANY** **2016 Sides**

Realty Executives Associates	7,308
Keller Williams Realty Knoxville-West	4,897
Coldwell Banker Wallace & Wallace, Realtors	3,306
RE/MAX Preferred Properties	1,177

**COMPANY** **2016 Volume**

Realty Executives Associates	\$1,518,018,012
Keller Williams Realty Knoxville-West	\$951,183,922
Coldwell Banker Wallace & Wallace, Realtors	\$656,321,162
RE/MAX Preferred Properties	\$251,646,929

## Memphis

COMPANY	2016 Sides
Crye-Leike Realtors	9,272
Keller Williams Realty, GO Management Offices	3,182
RE/MAX Real Estate Experts	1,458

COMPANY	2016 Volume
Crye-Leike Realtors	\$1,811,183,730
Keller Williams Realty, GO Management Offices	\$735,138,458
RE/MAX Real Estate Experts	\$273,586,709

## Nashville

COMPANY	2016 Sides
Keller Williams Realty	12,815
PARKS	6,407
Benchmark Realty LLC	6,324
Crye-Leike Realtors	5,328
Reliant Realty ERA Powered	4,148
RE/MAX Elite	3,455
Coldwell Banker Barnes	2,896
Keller Williams Realty – Hendersonville	2,097

COMPANY	2016 Volume
Keller Williams Realty	\$3,063,677,554
PARKS	\$2,052,106,854
Benchmark Realty LLC	\$1,885,327,608
Crye-Leike Realtors	\$1,297,677,877
RE/MAX Elite	\$919,130,698
Reliant Realty ERA Powered	\$902,809,516
Coldwell Banker Barnes	\$677,430,924
Zeitlin & Co., Realtors	\$573,749,647

# TEXAS

## Austin

COMPANY	2016 Sides
Keller Williams Realty	8,680
Realty Austin	6,069
Keller Williams Realty	5,466
Coldwell Banker United/ZipRealty/NRT	3,774
Keller Williams Lake Travis	1,296
Kuper Sotheby's International Realty	1,202

COMPANY	2016 Volume
Keller Williams Realty	\$2,975,420,599
Realty Austin	\$2,241,204,688
Keller Williams Realty	\$1,494,957,174
Coldwell Banker United/ZipRealty/NRT	\$1,149,472,000
Kuper Sotheby's International Realty	\$804,687,999
Keller Williams Lake Travis	\$563,731,957

## Dallas/Ft. Worth

COMPANY	2016 Sides
Keller Williams Realty, GO Management Offices	25,443
Ebby Halliday Real Estate, Inc.	19,717
Coldwell Banker Residential Brokerage/NRT	7,638
CENTURY 21 Judge Fite Company	6,439
Coldwell Banker Apex, Realtors	5,140
Keller Williams Realty (Denton)	4,855
RE/MAX DFW Associates	4,747
Keller Williams Realty (Fort Worth)	4,665
JP and Associates REALTORS	4,167
Briggs Freeman Sotheby's International Realty	3,634

COMPANY	2016 Volume
Ebby Halliday Real Estate, Inc.	\$7,797,417,171
Keller Williams Realty, GO Management Offices	\$6,765,612,256
Briggs Freeman Sotheby's International Realty	\$2,530,262,530
Coldwell Banker Residential Brokerage/NRT	\$2,059,134,000
RE/MAX DFW Associates	\$1,704,940,808
Allie Beth Allman/HomeServices	\$1,637,791,007
CENTURY 21 Judge Fite Company	\$1,351,326,078
Keller Williams Realty (Denton)	\$1,098,380,975
Keller Williams Realty (Fort Worth)	\$945,822,769
JP and Associates REALTORS	\$889,800,000

## Houston

COMPANY	2016 Sides
Coldwell Banker United/Sotheby's International Realty/ZipRealty/NRT	8,956
Better Homes and Gardens Real Estate Gary Greene	8,331
Keller Williams Realty (The Woodlands)	5,862
Latter & Blum ERA Powered	5,698
Keller Williams Signature	5,210
Heritage Texas Properties	2,840
Keller Williams Memorial	2,760
RE/MAX Fine Properties	2,468
RE/MAX Space Center - Clear Lake	2,270
RE/MAX The Woodlands & Spring	2,195

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# 2017 REAL Trends Market Leaders cont.

COMPANY	2016 Volume
Coldwell Banker United/Sotheby's International Realty/ ZipRealty/NRT	\$3,579,149,000
Better Homes and Gardens Real Estate Gary Greene	\$2,332,647,873
Keller Williams Realty (The Woodlands)	\$1,946,563,321
Greenwood King Properties	\$1,376,811,094
Keller Williams Signature	\$1,358,201,618
Latter & Blum ERA Powered	\$1,188,636,322
John Daugherty, Realtors	\$1,177,705,364
Keller Williams Memorial	\$891,665,533
RE/MAX The Woodlands & Spring	\$749,902,046
RE/MAX Fine Properties	\$740,013,214

## Lubbock

COMPANY	2016 Sides
Keller Williams Realty	6,538
Coldwell Banker Rick Canup, Realtors	1,101
RE/MAX Lubbock	1,028

COMPANY	2016 Volume
Keller Williams Realty	\$1,208,540,680
Coldwell Banker Rick Canup, Realtors	\$204,241,163
RE/MAX Lubbock	\$197,647,773

## San Antonio

COMPANY	2016 Sides
Keller Williams Memorial	6,763
Coldwell Banker D'Ann Harper, Realtors	4,067
Keller Williams Legacy	2,508
Phyllis Browning Company	1,912
Kuper Sotheby's International Realty	1,696
RE/MAX Associates	1,537
Better Homes and Gardens Real Estate Bradfield Properties	1,365

COMPANY	2016 Volume
Keller Williams Memorial	\$1,589,565,108
Coldwell Banker D'Ann Harper, Realtors	\$1,013,224,897
Kuper Sotheby's International Realty	\$774,229,397
Phyllis Browning Company	\$762,382,570
Keller Williams Legacy	\$582,765,595
RE/MAX Associates	\$342,205,030
Better Homes and Gardens Real Estate Bradfield Properties	\$304,976,449

## UTAH

### Salt Lake City

COMPANY	2016 Sides
Coldwell Banker Residential Brokerage/NRT	6,122
CENTURY 21 Everest Realty Group	5,446
Keller Williams Salt Lake City	4,779
Berkshire Hathaway HomeServices Utah Properties	3,899
Keller Williams Success Realty	2,942
Berkshire Hathaway HomeServices Elite Real Estate	1,957
RE/MAX Metro	1,638
RE/MAX Associates	1,434

COMPANY	2016 Volume
Berkshire Hathaway HomeServices Utah Properties	\$2,114,336,253
Coldwell Banker Residential Brokerage/NRT	\$1,816,742,000
Keller Williams Salt Lake City	\$1,378,751,912
CENTURY 21 Everest Realty Group	\$1,373,215,275
Keller Williams Success Realty	\$724,115,183
Berkshire Hathaway HomeServices Elite Real Estate	\$629,812,929
RE/MAX Associates	\$427,145,748
RE/MAX Metro	\$411,885,777

## VERMONT

COMPANY	2016 Sides
Four Seasons Sotheby's International Realty	2,366
Keller Williams Realty Green Mountain Properties	1,665
Coldwell Banker Hickok & Boardman Realty	1,210

COMPANY	2016 Volume
Four Seasons Sotheby's International Realty	\$855,298,533
Keller Williams Realty Green Mountain Properties	\$407,618,875
Coldwell Banker Hickok & Boardman Realty	\$403,908,008

## VIRGINIA

### Richmond

COMPANY	2016 Sides
The Long & Foster Companies, Inc. . . . .	8,491
RE/MAX Commonwealth . . . . .	2,810
Keller Williams Realty Chesapeake/Western Branch . . . . .	2,483
Keller Williams: The Virginia Realty Alliance Group . . . . .	2,448
Keller Williams Realty Chesapeake/Greenbrier . . . . .	1,939

COMPANY	2016 Volume
The Long & Foster Companies, Inc. . . . .	\$2,420,218,798
RE/MAX Commonwealth . . . . .	\$730,007,673
Keller Williams: The Virginia Realty Alliance Group . . . . .	\$590,761,683
Keller Williams Realty Chesapeake/Western Branch . . . . .	\$566,790,981
Keller Williams Realty Chesapeake/Greenbrier . . . . .	\$504,703,696

### Roanoke

COMPANY	2016 Sides
The Long & Foster Companies, Inc. . . . .	2,862

COMPANY	2016 Volume
The Long & Foster Companies, Inc. . . . .	\$604,286,707

### Virginia Beach/Norfolk

COMPANY	2016 Sides
Hanna Holdings, Inc. . . . .	4,984
Rose & Womble Realty Company . . . . .	4,701
Berkshire Hathaway HomeServices Towne Realty . . . . .	4,332
The Long & Foster Companies, Inc. . . . .	2,908

COMPANY	2016 Volume
Rose & Womble Realty Company . . . . .	\$1,307,141,784
Hanna Holdings, Inc. . . . .	\$1,302,361,159
Berkshire Hathaway HomeServices Towne Realty . . . . .	\$1,269,808,283
The Long & Foster Companies, Inc. . . . .	\$679,807,968

## WASHINGTON

### Seattle

COMPANY	2016 Sides
John L. Scott Real Estate . . . . .	10,170
Coldwell Banker Bain/Seal . . . . .	9,605
Keller Williams - Ben Kinney Companies . . . . .	9,266
Berkshire Hathaway HomeServices Northwest Real Estate . . . . .	3,510
RE/MAX Northwest   On the Lake . . . . .	3,027
Keller Williams Federal Way . . . . .	2,684
Keller Williams Realty Puyallup . . . . .	2,447
Coldwell Banker Danforth . . . . .	2,260
RE/MAX Eastside Brokers . . . . .	1,932
RE/MAX Whatcom County, Inc. . . . .	1,891

COMPANY	2016 Volume
Coldwell Banker Bain/Seal . . . . .	\$5,057,397,403
John L. Scott Real Estate . . . . .	\$4,529,581,751
Keller Williams - Ben Kinney Companies . . . . .	\$3,662,542,937
RE/MAX Northwest   On the Lake . . . . .	\$1,534,341,855
Berkshire Hathaway HomeServices Northwest Real Estate . . . . .	\$1,455,859,204
Realogics Sotheby's International Realty . . . . .	\$1,127,853,886
RE/MAX Eastside Brokers . . . . .	\$1,050,023,054
Coldwell Banker Danforth . . . . .	\$1,027,190,717
Keller Williams Federal Way . . . . .	\$836,023,812
Keller Williams Realty Puyallup . . . . .	\$701,008,673

### Spokane

COMPANY	2016 Sides
Tomlinson Real Estate Group . . . . .	4,635
Keller Williams Realty Spokane . . . . .	2,901
John L. Scott Real Estate . . . . .	1,552

COMPANY	2016 Volume
Tomlinson Real Estate Group . . . . .	\$1,079,125,929
Keller Williams Realty Spokane . . . . .	\$562,293,721
John L. Scott Real Estate . . . . .	\$389,840,578

## WEST VIRGINIA

### Charleston

COMPANY	2016 Sides
Old Colony, REALTORS . . . . .	1,219

COMPANY	2016 Volume
Old Colony, REALTORS . . . . .	\$236,125,698

# WISCONSIN

## Appleton/Green Bay

COMPANY	2016 Sides
Coldwell Banker Honig Bell/The Real Estate Group	7,200
Keller Williams Realty Green Bay	2,565
CENTURY 21 Ace Realty	1,590

COMPANY	2016 Volume
Coldwell Banker Honig Bell/The Real Estate Group	\$1,280,000,000
Keller Williams Realty Green Bay	\$427,907,724
CENTURY 21 Ace Realty	\$269,709,826

## Madison

COMPANY	2016 Sides
First Weber Group/HomeServices	9,159
Stark Company Realtors	2,732
RE/MAX Preferred	2,341
Keller Williams Realty-Madison	1,625
CENTURY 21 Affiliated	1,340

COMPANY	2016 Volume
First Weber Group/HomeServices	\$1,232,037,446
Stark Company Realtors	\$678,577,429
RE/MAX Preferred	\$552,615,822
Keller Williams Realty-Madison	\$402,262,811
CENTURY 21 Affiliated	\$293,937,859

## Milwaukee

COMPANY	2016 Sides
Shorewest, Realtors	12,883
First Weber Group/HomeServices	4,756
RE/MAX Realty 100	3,219
Realty Executives Integrity	3,178
Coldwell Banker Residential Brokerage/NRT	3,097
RE/MAX Newport Realty	2,024

COMPANY	2016 Volume
Shorewest, Realtors	\$2,795,992,113
First Weber Group/HomeServices	\$1,767,387,573
Realty Executives Integrity	\$770,286,448
Coldwell Banker Residential Brokerage/NRT	\$717,672,000
RE/MAX Realty 100	\$671,385,292
Keller Williams Realty – Milwaukee North Shore	\$350,264,488

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