

THE REALTRENDS FIVE HUNDRED

RANKING THE TOP



BROKERAGES IN THE U.S.

by:

Transaction Sides
Sales Volume
Affiliation
Top Movers
Core Services
The Billionaires' Club
Up-and-Comers

T H E

REALTRENDS

F I V E H U N D R E D

Congratulations to the 2019 REAL Trends 500!

You are the elite-performing brokerages in the industry!

A record 1,757 firms qualified this year. The results—turned in by the firms on this year's REAL Trends 500—showed that the nation's leading realty firms outperformed the market, proving that size and leadership do matter.

The REAL Trends 500, now in its 32nd year, remains the undisputed leader in ranking the performance of residential real estate services firms. Due to the requirement of independent verification, the REAL Trends 500 is The Trusted Source for information about the performance of these firms.

REAL Trends is aware that there are significant numbers of brokerage firms that would qualify to be ranked in our survey but, for their own reasons, chose not to submit to the study. As such, any data that readers use to quantify market shares of a firm on this study or of national organizations should not be considered complete or authoritative.

Rankings are produced in several ways. We continue to rank firms first by closed transaction sides, then by sales volume. Firms ranked by sales volume may not appear in the rankings by transaction sides due to differences in the mean sales prices of homes across the country.

Recognizing that realty services firms do more than broker housing transactions, we continue to emphasize the addition of core services, such as mortgage, title insurance, escrow, property/casualty insurance and other types of products related to the real estate process.

Thank you to the leadership teams of the firms that took the time to submit their surveys. Special thanks to the leadership of the leading national real estate organizations who supported us in numerous ways by encouraging their affiliated member firms to share their results. Without this kind of support, this report would not be possible.

Our best wishes to our readers for continuing prosperity in 2019 and beyond.



A handwritten signature in black ink that reads "Stephen H. Murray".



A handwritten signature in black ink, appearing to be "Andrew".

THE REALTRENDS FIVE HUNDRED

500 LARGEST BROKERAGES IN THE U.S.

Ranked by Closed Transaction Sides for 2018

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
1	HomeServices of America Minneapolis	MN	346,629	328,355	5.6%
2	NRT LLC Madison	NJ	337,235	346,942	-2.8%
3	Hanna Holdings Pittsburgh	PA	83,043	90,468	-8.2%
4	eXp Realty Bellingham	WA	73,458	24,655	197.9%
5	HomeSmart Scottsdale	AZ	36,064	33,601	7.3%
6	Compass New York	NY	34,644	10,543	228.6%
7	Keller Williams Realty, GO Management Offices Arlington	TX	33,134	34,077	-2.8%
8	Crye-Leike Real Estate Services Memphis	TN	26,257	28,699	-8.5%
9	RE/MAX Results Eden Prairie	MN	24,008	24,397	-1.6%
10	Real Estate One Southfield	MI	23,046	24,589	-6.3%
11	Douglas Elliman Real Estate New York	NY	22,984	22,272	3.2%
12	Keller Williams Realty Pinnacle Partners Group Duluth	GA	22,422	21,211	5.7%
13	William Raveis Real Estate, Mortgage, and Insurance Shelton	CT	21,841	20,871	4.6%
14	Allen Tate Companies Charlotte	NC	21,190	22,273	-4.9%
15	Coldwell Banker The Real Estate Group Shorewood	IL	20,451	17,534	16.6%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
16	CENTURY 21 Affiliated Madison	WI	20,254	20,039	1.1%
17	West USA Realty, Inc. Phoenix	AZ	19,070	20,762	-8.1%
18	@properties Chicago	IL	18,509	18,670	-0.9%
19	Baird & Warner Chicago	IL	17,829	17,450	2.2%



Stephen Baird, President and CEO

Baird & Warner
Chicago, Illinois

#19

CREATIVE THINKING: For me, the key to creative thinking is to be involved in groups outside of real estate. I encourage our agents and senior executives to do so. I'm involved in the Young Professionals Organization, and several of our leaders are members of Vistage Worldwide, an executive coaching organization.

GREATEST CHALLENGE: In general, I think the real estate industry has a hard time developing people. We spend a lot of time training and developing good people. If you do that, everything else follows from there.

20	RE/MAX Alliance / Equity Group Arvada	CO	16,097	17,695	-9.0%
21	Coldwell Banker Seacoast / Advantage Raleigh	NC	16,007	15,367	4.2%
22	Berkshire Hathaway HomeServices The Preferred Realty Wexford	PA	15,766	10,703	47.3%
23	Keller Williams Realty The Haggard Group Franklin	TN	15,558	14,388	8.1%
24	Latter & Blum Companies ERA Powered New Orleans	LA	15,553	15,892	-2.1%
25	Coldwell Banker Schmidt Family of Companies Traverse City	MI	15,406	15,164	1.6%
26	RE/MAX Gold / Olson & Associates Fair Oaks	CA	15,256	13,267	15.0%
27	John L. Scott Real Estate Bellevue	WA	15,056	16,743	-10.1%
28	Watson Realty Corp. Jacksonville	FL	14,904	15,934	-6.5%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
29	Keller Williams Realty - The Rawls Group Atlanta	GA	14,889	14,809	0.5%
30	The Keyes Company/Illustrated Properties Miami	FL	14,293	14,174	0.8%
31	Berkshire Hathaway HomeServices Homesale Realty Lancaster	PA	14,139	14,712	-3.9%
32	Berkshire Hathaway HomeServices PenFed Realty Alexandria	VA	13,963	14,314	-2.5%
33	Equity Real Estate Sandy	UT	13,684	13,585	0.7%
34	Berkshire Hathaway HomeServices MI, Northern IN, Tomie Raines Rockford	MI	13,609	14,191	-4.1%
35	HUNT Real Estate ERA Buffalo	NY	13,495	11,247	20.0%
36	Keller Williams Memorial Houston	TX	13,407	12,080	11.0%
37	Fathom Realty Cary	NC	13,022	10,487	24.2%
38	Berkshire Hathaway HomeServices AZ, CA & NV Properties Henderson	NV	12,558	13,309	-5.6%
39	Keller Williams Keystone Partners Group Blue Bell	PA	12,385	10,037	23.4%
40	HER LLC Gahanna	OH	12,206	12,681	-3.7%
41	Keller Williams Realty - Heart of Atlanta Group Atlanta	GA	11,946	11,359	5.2%
42	F.C. Tucker Company, Inc. Indianapolis	IN	11,380	11,336	0.4%
43	Shorewest Realtors Brookfield	WI	11,194	11,851	-5.5%
44	Keller Williams Realty - Tulsa Tulsa	OK	11,036	10,463	5.5%
45	Coldwell Banker BAIN Bellevue	WA	10,400	11,809	-11.9%
45	Tomlinson Real Estate Group Spokane	WA	10,400	10,420	-0.2%
47	Silvercreek Realty Group Meridian	ID	10,364	8,800	17.8%
48	Sibcy Cline Realtors Cincinnati	OH	10,060	11,441	-12.1%
49	Keller Williams Realty - Chadwick Group St. Petersburg	FL	9,847	9,503	3.6%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
50	JP and Associates REALTORS Frisco	TX	9,790	6,714	45.8%



JP Piccinini, CEO and Founder

JP & Associates Realtors®

Frisco, Texas

#50

CREATIVE THINKING: It all starts with making sure your management team understands your culture, goals, and visions as well as how to get there. We paint the vision, we give leaders goals, and then we get out of the way. We've surrounded ourselves with great people who understand our vision. They've bought into the culture, the goals, and the plans.

GREATEST CURRENT CHALLENGE: Communicating value. Being a brokerage now is no longer what it used to be in that agents perceive value in a brand differently than in the past. Agents must perceive value in your brokerage. That means you have to communicate what you are going to do for the agent. And, you have to innovate continually to offer more. There are a lot of brokerages out there that are coming up with different models and structures, and offerings.

51	Keller Williams Realty Fayetteville, AR Fayetteville	AR	9,502	5,617	69.2%
52	Atlanta Communities Real Estate Brokerage Marietta	GA	9,142	8,658	5.6%
53	Keller Williams Realty Austin	TX	9,080	8,859	2.5%
54	Keller Williams - Ben Kinney Companies Bellingham	WA	9,078	10,127	-10.4%
55	Virtual Properties Realty Duluth	GA	8,984		
56	Keller Williams Kansas City - Northland Gladstone	MO	8,408	7,534	11.6%
57	LIV/Sierra/Summit Sotheby's International Realty Denver	CO	8,340	7,867	6.0%
58	Better Homes and Gardens Real Estate Gary Greene Houston	TX	8,299	8,616	-3.7%
59	Keller Williams Realty Raleigh, Brier Creek Raleigh	NC	8,226	2,859	187.7%
60	Coldwell Banker Weir Manuel Family of Companies Bingham Farms	MI	8,075	8,791	-8.1%
61	Allison James Estates & Homes Carlsbad	CA	7,924	8,890	-10.9%
62	Realty Executives Associates Knoxville	TN	7,904	7,973	-0.9%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
63	Keller Williams Realty of Central Florida LLC Lakeland	FL	7,832	7,184	9.0%
64	Benchmark Realty LLC Franklin	TN	7,808	7,234	7.9%
65	Coldwell Banker Select Tulsa	OK	7,797	7,797	0.0%
66	Carolina One Real Estate Services North Charleston	SC	7,700	8,683	-11.3%
67	CENTURY 21 New Millennium Alexandria	VA	7,681	7,833	-1.9%
67	Keller Williams Realty Chattanooga	TN	7,681	6,919	11.0%
69	Coldwell Banker Apex, Realtors Richardson	TX	7,675	6,723	14.2%
70	Keller Williams Realty Lubbock	TX	7,611	6,565	15.9%
71	PalmerHouse Properties Atlanta	GA	7,555	6,567	15.0%
72	Better Homes and Gardens Real Estate Metro Brokers Atlanta	GA	7,449	8,255	-9.8%
73	Coldwell Banker Howard Perry and Walston Realty, Inc. Raleigh	NC	7,401	8,280	-10.6%
74	Better Homes and Gardens Real Estate The Masiello Group Bedford	NH	7,394	7,530	-1.8%
75	Tierra Antigua Realty Tucson	AZ	7,342		
76	First Team Real Estate Irvine	CA	7,307	8,427	-13.3%
77	Keller Williams Realty Alaska Group Anchorage	AK	7,283	6,722	8.3%
78	Carpenter Realtors Indianapolis	IN	7,249	7,751	-6.5%
79	Samson Properties Chantilly	VA	7,223		
80	CENTURY 21 Everest Real Estate Midvale	UT	7,221	7,798	-7.4%
80	Keller Williams Realty Boise Boise	ID	7,221	6,612	9.2%
82	Realty Executives Phoenix and Yuma Phoenix	AZ	7,137	8,086	-11.7%
83	RE/MAX Advantage Plus Savage	MN	7,114	6,760	5.2%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
84	PARKS Brentwood	TN	7,080	6,539	8.3%
85	Realty Austin Austin	TX	7,041	6,926	1.7%
86	Keller Williams Realty Austin	TX	6,975	5,136	35.8%
87	Keller Williams Realty - RM Realty Associates LLC Newark	DE	6,968	6,068	14.8%
88	Keller Williams Realty Hoover Birmingham	AL	6,936	5,840	18.8%
89	Bean Group I The Maine Real Estate Network Portsmouth	NH	6,892	7,610	-9.4%
90	Alain Pinel Realtors Saratoga	CA	6,845	7,591	-9.8%
91	Five Star Real Estate Grand Rapids	MI	6,837	6,327	8.1%
92	Keller Williams: The Virginia Realty Alliance Group Reston	VA	6,820	6,940	-1.7%
93	Keller Williams Realty Emerald Coast Destin	FL	6,815	5,744	18.6%
94	Coldwell Banker Legacy Albuquerque	NM	6,776	5,190	30.6%
95	Coldwell Banker Heritage Dayton	OH	6,538	5,377	21.6%
96	Better Homes and Gardens Real Estate Rand Realty Nanuet	NY	6,414	6,280	2.1%
97	Keller Williams Realty Brevard Melbourne	FL	6,400	1,470	335.4%
98	Lyon Real Estate Sacramento	CA	6,398	7,308	-12.5%
99	CENTURY 21 Judge Fite Company Dallas	TX	6,331	6,682	-5.3%
100	Keller Williams Realty Integrity Northwest Elk River	MN	6,329	5,981	5.8%
101	Select Group Yuba City	CA	6,250	6,899	-9.4%
102	Berkshire Hathaway HomeServices Anderson Properties Houston	TX	6,240	6,413	-2.7%
103	Coldwell Banker Prime Properties Cohoes	NY	6,199	5,776	7.3%
104	Premier Sotheby's International Realty Naples	FL	6,185	5,865	5.5%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
105	Russ Lyon Sotheby's International Realty Scottsdale	AZ	6,150	5,781	6.4%
106	Keller Williams Realty Jupiter/PBG/Treasure Coast/PSL/Vero Beach Jupiter	FL	6,148	5,562	10.5%
107	Keller Williams Federal Way Federal Way	WA	5,996	4,891	22.6%
108	Cutler Real Estate Canton	OH	5,977	6,863	-12.9%
109	Keller Williams Salt Lake City Salt Lake City	UT	5,949	4,956	20.0%
110	CENTURY 21 Scheetz Carmel	IN	5,945	5,714	4.0%
111	Keller Williams Realty - Ubaldini Group Palm Harbor	FL	5,936	5,809	2.2%
112	William Pitt / Julia B. Fee Sotheby's International Realty Stamford	CT	5,921	6,032	-1.8%
113	Keller Williams Ballantyne Area Charlotte	NC	5,894	6,308	-6.6%
114	Comey & Shepherd Cincinnati	OH	5,832	5,896	-1.1%
115	Berkshire Hathaway HomeServices Professional Realty Mason	OH	5,796	5,502	5.3%
116	Revelation Real Estate Chandler	AZ	5,762	4,960	16.2%



Angela Fazio, Broker/Owner
Revelation Real Estate
Chandler, Arizona

#116

BUSINESS PHILOSOPHY: The world says, “You don’t need bricks and mortar. You don’t need to be face-to-face. You can do this virtually.” Now, we appreciate the importance of online and virtual, and it’s become an essential part of our business as well, but we firmly believe that we were created to be in community together, face-to-face. And we think that’s the best way to grow your business and sales, and it’s the best way to grow people.

RISKY BUSINESS: The concept we’re working on right now (www.TheAZForum.com) comprises Revelation Real Estate; the Chandler Real Estate Training Center; the Forum, which is a co-working space and event center; a bar/café; and the Forum Business School; and it’s all in a 21,000-square-foot building with a 7,000-square-foot resortlike patio. People said that we were crazy, but when you’re trendsetters, there’s no roadmap to follow.

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
117	Michael Saunders & Company Sarasota	FL	5,744	5,746	-0.0%
118	Murney Associates, Realtors Springfield	MO	5,741	5,442	5.5%
119	Keller Williams Realty - CH Realty Investments LLC Alpharetta	GA	5,645	4,561	23.8%
120	Keller Williams Realty The Woodlands	TX	5,625	5,321	5.7%
121	Keller Williams Realty Denton	TX	5,622	4,995	12.6%
122	Keller Williams Realty Haigh Group Maple Grove	MN	5,504	5,573	-1.2%
123	Wilkinson ERA Real Estate Charlotte	NC	5,473	5,699	-4.0%
124	Keller Williams E to P Management Naperville	IL	5,396	4,468	20.8%
125	RE/MAX Professionals Highlands Ranch	CO	5,388	5,723	-5.9%
126	Solid Source Real Estate Roswell	GA	5,375	5,200	3.4%
127	Keller Williams North Florida Tallahassee	FL	5,369	5,648	-4.9%
127	Keller Williams Realty Knoxville-West Knoxville	TN	5,369	5,538	-3.1%
129	RE/MAX Integrity Eugene	OR	5,340	5,689	-6.1%
130	Ruhl&Ruhl Realtors Davenport	IA	5,336	5,267	1.3%
131	RE/MAX Executive Charlotte	NC	5,306	5,541	-4.2%
132	Keller Williams Realty - St. Louis Kirkwood St. Louis	MO	5,296	2,556	107.2%
133	Rose & Womble Realty Virginia Beach	VA	5,268	5,084	3.6%
134	Rodeo Realty Beverly Hills	CA	5,235	5,648	-7.3%
135	Pacific Sotheby's International Realty San Diego	CA	5,158	3,883	32.8%
136	Berkshire Hathaway HomeServices Indiana Realty Indianapolis	IN	5,104	5,202	-1.9%
137	Keller Williams - Forward Management Beverly Hills	CA	5,097	6,359	-19.8%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
138	Greenridge Realty, Inc. Grand Rapids	MI	5,073	5,258	-3.5%
139	The Russell Realty Co Strongsville	OH	5,050	4,846	4.2%
140	CENTURY 21 M&M and Associates Oakdale	CA	5,049	5,773	-12.5%
141	Keller Williams Advisors/Advantage/Realty Associate Partners Cincinnati	OH	4,979	4,940	0.8%
142	Berkshire Hathaway HomeServices Towne Realty Virginia Beach	VA	4,949	4,388	12.8%
143	Berkshire Hathaway HomeServices Florida Properties Group Trinity	FL	4,858	5,050	-3.8%
144	Chinowth & Cohen Realtors Tulsa	OK	4,850	3,921	23.7%
145	RE/MAX Realty Group Gaithersburg	MD	4,843	5,581	-13.2%
146	Keller Williams Realty Charlotte	NC	4,842	977	395.6%
147	Keller Williams Realty Ridgewood Ridgewood	NJ	4,832	3,721	29.9%
148	RE/MAX Northwest Realtors Seattle	WA	4,831	2,785	73.5%
149	Bennion Deville Homes Rancho Mirage	CA	4,825	5,113	-5.6%
150	Keller Williams Chervenik Realty Stow	OH	4,799	4,889	-1.8%
151	Your Castle Real Estate Denver	CO	4,752	5,914	-19.6%



Lon Welsh, Chairman and Founder
Your Castle Real Estate
Denver, Colorado

#151

GREATEST CURRENT CHALLENGE: If there's any one thing that's an unusual challenge now it's that our culture encourages, in a dysfunctional way, this sense of hyper-busyness and taking on too many projects. The reality is that you've got to focus on a small number of critical things, do those very well, and say no to everything else.

LESSONS LEARNED: You have to learn to say no gracefully. The more successful you get, the more opportunities you have and the more diluted your talent will become. Also, be patient. Sometimes you have to communicate a message six or seven times before people hear it and internalize it.

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
152	Keller Williams Capital Properties Washington	DC	4,750	4,775	-0.5%
153	Realm Real Estate Professionals Houston	TX	4,710		
154	Keller Williams Realty West Monmouth Morganville	NJ	4,709	3,971	18.6%
155	Keller Williams Realty - Meggers Management Group Visalia	CA	4,708	4,286	9.8%
156	Keller Williams Realty Fort Mill Fort Mill	SC	4,700	4,444	5.8%
157	The K Company Realty / LoKation® Pompano Beach	FL	4,673		
158	Keller Williams Realty Professionals Portland	OR	4,659	2,904	60.4%
159	Cummings & Co. Realtors Baltimore	MD	4,651	3,648	27.5%



Dave Cummings, Broker & Founder
Cummings & Co. Realtors®
Baltimore, Maryland

#159

COMPANY CULTURE: I only take on experienced real estate agents. I don't have a new agent training program. The agents here have paid their dues, and they are often familiar with one another because they've all been in the business a while. They like the synergy and being surrounded by other top agents that help push each other. They are constantly trying to grow their business and figure out different, new ways to market or lead generate.

LEADERSHIP STRATEGY: I think the agents respect my work ethic and my ability to give them a better financial system than other brokerages. I am also able to keep their costs down and still manage their needs and be available to them when needed with help, with transaction questions, and continuing to come up with creative ideas to help grow their business.

160	Better Homes and Gardens Real Estate Kansas City Homes Overland Park	KS	4,637	4,710	-1.5%
161	McColly Real Estate Schererville	IN	4,617	4,655	-0.8%
162	Berkshire Hathaway HomeServices Drysdale Properties Danville	CA	4,610	4,538	1.6%
163	Keller Williams WinStar Realty Idaho Falls	ID	4,609	4,698	-1.9%
163	NP Dodge Real Estate Sales, Inc. Omaha	NE	4,609	5,227	-11.8%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
165	Keller Williams Realty Sunset Corridor/Eugene Beaverton	OR	4,605	4,851	-5.1%
166	Berkshire Hathaway HomeServices Select Properties St. Louis	MO	4,588	4,847	-5.3%
167	Reliant Realty ERA Powered Nashville	TN	4,575	4,295	6.5%
168	Keller Williams Realty Greater Springfield Springfield	MO	4,571	4,063	12.5%
169	Florida Homes Realty & Mortgage Jacksonville	FL	4,556		
170	Pinnacle Estate Properties, Inc. Malibu	CA	4,539		
171	Keller Williams Realty Partners Overland Park	KS	4,532	4,889	-7.3%
172	Keller Williams Realty - KW Professionals Plymouth	MI	4,517	3,934	14.8%
173	Keller Williams Big Rock Partners Orland Park	IL	4,502	3,795	18.6%
174	Berkshire Hathaway HomeServices Verani Realty Londonderry	NH	4,473	4,405	1.5%
175	Keller Williams Greater Des Moines/Ankeny/Ames/Siouxland West Des Moines	IA	4,468	4,407	1.4%
176	PMZ Real Estate Modesto	CA	4,455	5,096	-12.6%
177	Berkshire Hathaway HomeServices C. Dan Joyner, REALTORS Greenville	SC	4,432	4,473	-0.9%
178	Keller Williams Realty Platinum Oklahoma City	OK	4,419	4,065	8.7%
179	RE/MAX Select Realty Cranberry	PA	4,415	3,471	27.2%
180	Keller Williams Realty Royal Oak Royal Oak	MI	4,407	4,231	4.2%
181	Keller Williams Realty Bedford	NH	4,401	4,233	4.0%
182	The Danberry Co., Realtors Toledo	OH	4,384	4,025	8.9%
183	Berkshire Hathaway HomeServices Starck Real Estate Palatine	IL	4,378	4,108	6.6%
184	Realty Executives Tucson Elite Tucson	AZ	4,373	4,421	-1.1%
185	Patterson Schwartz Real Estate Hockessin	DE	4,361	4,410	-1.1%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
186	RE/MAX Concepts West Des Moines	IA	4,344	4,184	3.8%
187	Keller Williams Realty Fort Worth	TX	4,297	4,645	-7.5%
187	Keller Williams Realty Greater Portland Portland	ME	4,297	917	368.6%
189	Keller Williams Realty Asheville, NC, Columbia & Columbia NE, SC Asheville	NC	4,292	5,902	-27.3%
190	The Group, Inc. Real Estate Fort Collins	CO	4,265	4,740	-10.0%
191	Realty Connect USA Hauppauge	NY	4,221	3,851	9.6%
192	Keller Williams Raleigh Raleigh	NC	4,214	1,117	277.3%
193	Keller Williams Consultants Realty Dublin	OH	4,211	4,532	-7.1%
194	Atlanta Fine Homes Sotheby's International Realty Atlanta	GA	4,198	4,173	0.6%
195	Keller Williams Realty Greater Rochester Rochester	NY	4,186	2,898	44.4%
196	John R. Wood Properties Naples	FL	4,183	3,418	22.4%
197	Coldwell Banker Vanguard Realty Orange Park	FL	4,180	3,531	18.4%
198	Keller Williams Legacy Pikesville	MD	4,179	2,928	42.7%
199	Professional Realty Services International Spokane	WA	4,163	2,852	46.0%
200	Gardner Realtors Metairie	LA	4,130	4,550	-9.2%
201	Keller Williams Success Realty South Ogden	UT	4,119	3,767	9.3%
202	CENTURY 21 Bradley Realty, Inc. Fort Wayne	IN	4,118	3,958	4.0%
203	Keller Williams Realty - The Hilgenberg Group Rancho Mirage	CA	4,071	4,179	-2.6%
204	RE/MAX Results Fort Wayne	IN	4,043	4,440	-8.9%
205	Keller Williams Realty Coastal Area Partners Savannah	GA	4,042	3,834	5.4%
206	Beverly-Hanks & Associates Asheville	NC	4,034	4,200	-4.0%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
207	Keller Williams Realty - Tyrrell Enterprise, Inc. Oviedo	FL	4,021	4,311	-6.7%
208	Keller Williams Realty Lafayette	LA	4,005		
209	Keller Williams Realty Greater Hartford West Hartford	CT	3,992	3,996	-0.1%
210	Keller Williams Realty Spokane Spokane	WA	3,985	3,757	6.1%
211	Meybohm Real Estate Augusta	GA	3,938	4,125	-4.5%
212	CENTURY 21 Redwood Realty Ashburn	VA	3,921	3,893	0.7%
213	RE/MAX DFW Associates Coppell	TX	3,902	4,165	-6.3%
214	Keller Williams Coastal and Lakes & Mountains Realty Portsmouth	NH	3,874	3,327	16.4%
215	Keller Williams - Brian Smith Mgmt. Denver	CO	3,827	5,264	-27.3%
216	Keller Williams Realty Green Bay Green Bay	WI	3,816	3,243	17.7%
217	Keller Williams Signature Katy	TX	3,815	5,489	-30.5%
218	Coldwell Banker D'Ann Harper, Realtors San Antonio	TX	3,805	3,611	5.4%
219	RE/MAX Alliance Group Sarasota	FL	3,798	4,120	-7.8%
220	Keller Williams Realty Greater Cleveland Cleveland	OH	3,795	3,334	13.8%
221	Keller Williams Southern Arizona Tucson	AZ	3,787	4,128	-8.3%
222	Keller Williams Realty WINWIN Charlotte Partners Charlotte	NC	3,779	4,160	-9.2%
223	McGraw Realtors Tulsa	OK	3,772		
224	Kelly Right Real Estate Spokane	WA	3,706		
225	Keller Williams - Cunningham Group Santa Monica	CA	3,693	3,348	10.3%
226	RE/MAX Allegiance Alexandria	VA	3,690	4,237	-12.9%
227	RE/MAX Suburban Mount Prospect	IL	3,686	4,150	-11.2%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
228	ERA Wilder Realty Columbia	SC	3,681	3,521	4.5%
229	CENTURY 21 Award San Diego	CA	3,674	3,992	-8.0%
230	Berkshire Hathaway HomeServices New Jersey Properties Somerset	NJ	3,673	3,598	2.1%
231	Schuler Bauer Real Estate ERA Powered New Albany	IN	3,646	3,671	-0.7%
232	Briggs Freeman Sotheby's International Realty Dallas	TX	3,627	4,105	-11.6%
233	Berkshire Hathaway HomeServices Utah Properties Park City	UT	3,625	3,837	-5.5%
234	Keller Williams Realty Indy Metro Northeast Indianapolis	IN	3,609	3,180	13.5%
235	RE/MAX Classic Farmington Hills	MI	3,587	3,898	-8.0%



Carlina Boji
RE/MAX CLASSIC
Farmington Hills, Michigan

#235

CORE VALUES: We want a company that is good for our agents and financially strong. Our agents work hard and provide excellent service. We work hard and provide a service that sustains our agents. We were very early into technology, which I attribute to the RE/MAX franchise. We stay on top of technological innovations. We also believe very much in education. We've created and developed educational programs that are starting to bring in a younger generation of real estate professionals. We also have a full-service marketing department, which includes social media, to support our agents.

LESSONS LEARNED: From the financial downturn, I learned not to grow too fast; grow at a pace that you know you can handle staff-wise, financial-wise. In the down market, if you were top-heavy, it created tough times for you financially and for the people surrounding you.

236	RE/MAX Properties, Inc. Colorado Springs	CO	3,567	4,318	-17.4%
237	Daniel Gale Sotheby's International Realty Cold Spring Harbor	NY	3,554	3,462	2.7%
238	Hasson Company Clackamas	OR	3,547	3,594	-1.3%
239	Heritage Texas Properties Houston	TX	3,540	3,639	-2.7%
240	The Randall Family of Companies Charlestown	RI	3,534	3,205	10.3%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
241	RE/MAX of Reading Wyomissing	PA	3,529	3,698	-4.6%
242	Hegg, Realtors Inc. Sioux Falls	SD	3,514	3,419	2.8%
243	RE/MAX Town & Country Canton	GA	3,512	3,157	11.2%
244	RE/MAX Crossroads Properties Strongsville	OH	3,509	3,745	-6.3%
245	Keller Williams Realty Indy Metro South Greenwood	IN	3,474	3,384	2.7%
246	J.P. Weigand & Sons, Inc. Wichita	KS	3,444	3,544	-2.8%
247	CENTURY 21 North East Peabody	MA	3,409	3,058	11.5%
248	Keller Williams - Agnew Real Estate LLC Tempe	AZ	3,402	3,381	0.6%
248	RE/MAX Estate Properties Rolling Hills Estates	CA	3,402	4,341	-21.6%
250	Berkshire Hathaway HomeServices Alliance Real Estate St. Louis	MO	3,395	3,899	-12.9%
251	Keller Williams Realty Metairie Metairie	LA	3,382	2,576	31.3%
252	Keller Williams Plano Realty Plano	TX	3,377	2,893	16.7%
253	The AgentOwned Realty Co. Mt. Pleasant	SC	3,370	3,433	-1.8%
254	RE/MAX Boone Realty Columbia	MO	3,367	3,634	-7.3%
255	TTR Sotheby's International Realty Washington	DC	3,353	3,189	5.1%
256	Keller Williams Real Estate - Exton Exton	PA	3,346	3,258	2.7%
257	Keller Williams Legacy San Antonio	TX	3,307	2,822	17.2%
258	Keller Williams Classic/Homestead Realty Orlando	FL	3,303	3,359	-1.7%
259	F.C. Tucker Emge Realtors Evansville	IN	3,298	3,325	-0.8%
260	Berkshire Hathaway HomeServices California Properties Cerritos	CA	3,286	3,442	-4.5%
261	Kuper Sotheby's International Realty San Antonio	TX	3,282	2,976	10.3%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
262	HomeSmart Evergreen Realty Irvine	CA	3,271	2,500	30.8%
263	Coldwell Banker Wallace & Wallace, Realtors Knoxville	TN	3,251	3,244	0.2%
264	Keller Williams Woodbury	MN	3,250	3,966	-18.1%
265	Coldwell Banker C&C Properties Redding	CA	3,246	3,377	-3.9%
266	Better Homes and Gardens Real Estate Big Hill Dayton	OH	3,234	3,400	-4.9%
267	Realty ONE Group Mountain Desert Lake Havasu City	AZ	3,230		
268	Better Homes and Gardens Real Estate HomeCity San Antonio	TX	3,211	2,259	42.1%
269	Berkshire Hathaway HomeServices Hudson Valley Properties Lagrangeville	NY	3,186	2,886	10.4%
269	Keller Williams Realty Louisville East Louisville	KY	3,186	3,579	-11.0%
271	Keller Williams Realty Rafeh Corp. Palmdale	CA	3,170	2,296	38.1%
272	Keller Williams Realty Centre Columbia	MD	3,159	3,041	3.9%
273	Keller Williams - Temecula Valley Real Estate, Inc. Temecula	CA	3,138	3,456	-9.2%
274	Intracoastal Realty Corp Wilmington	NC	3,095	3,250	-4.8%
275	Keller Williams Realty Sioux Falls, SD Sioux Falls	SD	3,091	3,011	2.7%
276	RE/MAX ONE Beaumont	TX	3,089	2,965	4.2%
277	Keller Williams Realty Puyallup Puyallup	WA	3,083	2,921	5.5%
278	LAER Realty Partners Chelmsford	MA	3,078	2,661	15.7%
279	Keller Williams Realty Capital District Latham	NY	3,072	2,677	14.8%
280	Keller Williams Realty Professionals Coral Springs	FL	3,069	849	261.5%
281	RE/MAX Realty 100 Milwaukee	WI	3,068	3,265	-6.0%
282	CENTURY 21 Sweyer & Associates Wilmington	NC	3,053	2,775	10.0%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
283	Mel Foster Co. Davenport	IA	3,028	3,595	-15.8%
284	Keller Williams Realty DTC LLC - Masters Realty LLC Centennial	CO	3,020	3,413	-11.5%
285	Cressy & Everett, Inc. South Bend	IN	3,005	3,285	-8.5%



John De Souza, President
Cressy & Everett Real Estate
South Bend, Indiana

#285

INDUSTRY CHALLENGES: As an industry, we have not been very creative and perhaps that has opened opportunities for the other players to meet the needs of our customers differently. We need to be as innovative as possible, now more than ever. Running a brokerage is becoming more complicated and technologically more complex every year. The skill sets needed now are different. While I have a great understanding of the sales process -- and more than that I have huge respect for our sales people -- I think my tech skills are unique and very much applicable.

MEMORABLE MOMENT: Last year I was named the President of the Indiana Association of Realtors. Leading this group of 18,000 members from across the state after only having been in the industry for 11 years was very rewarding but also quite a challenge. It's a varied audience from big cities to small towns, from residential and commercial, from veterans to brand new REALTORS starting in the business. It was a wonderful opportunity to work with people from all over the state and at the same time get connected with peers throughout the country.

286	Keller Williams Capital Partners Realty Worthington	OH	3,002	2,889	3.9%
287	Keller Williams Realty Tempe-Scottsdale Tempe	AZ	2,991	2,882	3.8%
288	Locations Honolulu	HI	2,988	2,956	1.1%
289	Keller Williams Metro Center Alexandria	VA	2,969	2,823	5.2%
290	Downing-Frye Realty, Inc. Naples	FL	2,966	2,899	2.3%
291	Cascade Sotheby's International Realty Bend	OR	2,963	2,544	16.5%
292	Keller Williams Realty Branson	MO	2,962	2,517	17.7%
293	RE/MAX Ability Plus Carmel	IN	2,948	3,829	-23.0%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
294	Keller Williams Grand Rapids Grand Rapids	MI	2,936	4,034	-27.2%
295	Miramar International - Bakersfield Bakersfield	CA	2,935	2,647	10.9%
296	ARC Realty Birmingham	AL	2,928	2,504	16.9%
297	Keller Williams Realty Huntsville - Classic Realty, LLC Huntsville	AL	2,927	2,508	16.7%
298	Keller Williams Realty Rockwall - Lake Cities - Red River Rockwall	TX	2,908	812	258.1%
299	Jameson Sotheby's International Realty Chicago	IL	2,905	2,866	1.4%
299	Jim Maloof Realtor Peoria	IL	2,905	2,740	6.0%
301	Keller Williams Realty Premier Partners Vancouver	WA	2,889	2,683	7.7%
302	Coldwell Banker Caine Greenville	SC	2,886	2,848	1.3%
303	ERA First Advantage Realty, Inc. Newburgh	IN	2,878	3,062	-6.0%
304	Realty ONE Group Complete Rocklin	CA	2,875	2,268	26.8%
305	Keller Williams Philly Real Estate Philadelphia	PA	2,871	1,957	46.7%
306	Keller Williams Integrity Ellicott City	MD	2,868	2,780	3.2%
307	RE/MAX Plus Rochester	NY	2,865	2,877	-0.4%
308	Keller Williams Realty Buffalo Williamsville	NY	2,862	1,950	46.8%
309	Keller Williams Roers Realty Fargo	ND	2,855	1,729	65.1%
310	RE/MAX Platinum Brighton	MI	2,847	3,372	-15.6%
311	CENTURY 21 Beggins Enterprises Apollo Beach	FL	2,844	2,727	4.3%
311	Realty Executives Integrity Hartland	WI	2,844	3,191	-10.9%
313	London Properties Ltd. Fresno	CA	2,832	3,053	-7.2%
314	Coldwell Banker West Bonita	CA	2,808	3,069	-8.5%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
315	Keller Williams Sarasota Lakewood Ranch Lakewood Ranch	FL	2,807	2,140	31.2%
316	Coldwell Banker Harris McHaney & Faucette Fayetteville	AR	2,797	2,518	11.1%
316	RE/MAX First Clinton Township	MI	2,797	3,379	-17.2%
318	Realty Executives of Kansas City Leawood	KS	2,786	3,010	-7.4%
319	RE/MAX Fine Properties Scottsdale	AZ	2,781	2,576	8.0%
319	RE/MAX Results St. Louis	MO	2,781	2,978	-6.6%
321	The Signature Real Estate Companies Boca Raton	FL	2,780	2,592	7.3%
322	Keller Williams Realty - Lakeside Shelby Township	MI	2,778	2,151	29.1%
323	Coldwell Banker Schneidmiller Realty Coeur d'Alene	ID	2,765	2,581	7.1%
324	Keller Williams Realty El Dorado Hills	CA	2,761	2,495	10.7%
325	RE/MAX Elite Brentwood	TN	2,759	3,078	-10.4%
326	Keller Williams Realty Central 75 Richardson	TX	2,757	1,977	39.5%
327	RE/MAX Accord Danville	CA	2,736	2,769	-1.2%
328	RE/MAX Dynamic Properties Anchorage	AK	2,733	1,808	51.2%
329	RE/MAX Real Estate Group Colorado Springs	CO	2,732	3,076	-11.2%
330	McEneaney Associates, Inc. Alexandria	VA	2,731	2,694	1.4%
331	Keller Williams Realty Greater Cleveland SW Cleveland	OH	2,730	2,571	6.2%
332	Coldwell Banker Premier Realty Las Vegas	NV	2,727	3,127	-12.8%
333	ERA Brokers Consolidated St. George	UT	2,710	2,946	-8.0%
334	Keller Williams Realty Greater Northwest Houston	TX	2,701	754	258.2%
335	RE/MAX Preferred Associates Toledo	OH	2,692	2,483	8.4%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
336	Skogman Realty Cedar Rapids	IA	2,686	3,216	-16.5%
337	Keller Williams - Red Stick Partners, LLC Baton Rouge	LA	2,682	2,476	8.3%
338	Golden Gate Sotheby's International Realty Mill Valley	CA	2,681	2,345	14.3%
338	Real Living Kee Realty Clinton Township	MI	2,681	2,445	9.7%
340	Keller Williams Classic Realty Coon Rapids	MN	2,679	3,702	-27.6%
341	Prominent Properties Sotheby's International Realty Tenafly	NJ	2,678	2,510	6.7%
342	RE/MAX Premier Properties Arcadia	CA	2,670	2,692	-0.8%
343	RE/MAX Alliance Collinsville	IL	2,665	2,326	14.6%
344	Keller Williams Realty Kernersville	NC	2,653	2,217	19.7%
345	CENTURY 21 Signature Realty Saginaw	MI	2,647	1,969	34.4%
345	Coldwell Banker Hearthside, Realtors Newtown	PA	2,647	3,072	-13.8%
347	ERA Grizzard Real Estate Orlando	FL	2,646	2,729	-3.0%
348	RE/MAX Select Westfield	NJ	2,645	2,035	30.0%
349	Keller Williams Realty The Marketplace Henderson	NV	2,643	2,442	8.2%
350	Windermere Homes & Estates San Diego	CA	2,632	2,380	10.6%
351	Stark Company Realtors Madison	WI	2,616	2,739	-4.5%
352	Keller Williams Real Estate Langhorne	PA	2,614	2,710	-3.5%
353	RE/MAX Preferred Marlton	NJ	2,611	2,695	-3.1%
354	RE/MAX Professionals Glendale	AZ	2,609	3,114	-16.2%
355	Keller Williams Greater Cleveland West Westlake	OH	2,602	2,683	-3.0%
356	Dickson Realty Reno	NV	2,600	3,061	-15.1%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
357	Berkshire Hathaway HomeServices Montana Properties Bozeman	MT	2,590	2,550	1.6%
357	Intero Real Estate Services - So Cal Rancho Cucamonga	CA	2,590	2,545	1.8%
359	RE/MAX Advantage Realty Columbia	MD	2,579	2,803	-8.0%
360	RE/MAX Associates Layton	UT	2,577	2,501	3.0%
361	RE/MAX Insight / On The Move / Advantage Hampton Falls	NH	2,557	735	247.9%
361	Remerica Real Estate Plymouth	MI	2,557		
363	RE/MAX Realtec Group Palm Harbor	FL	2,554	2,467	3.5%
364	Coach Realtors Northport	NY	2,553	2,684	-4.9%
365	Sereno Group Los Gatos	CA	2,528	2,524	0.2%
366	Keller Williams - Lafayette Signature Partners Lafayette	IN	2,527	2,254	12.1%
367	RE/MAX 10 Oak Lawn	IL	2,520	2,573	-2.1%
368	ERA Sellers & Buyers Real Estate El Paso	TX	2,512	2,882	-12.8%
368	Keller Williams Portland Central Portland	OR	2,512	2,372	5.9%
370	Keller Williams Realty of Southwest Missouri Partners Joplin	MO	2,511	2,035	23.4%
371	Keller Williams Premier Realty Peoria	IL	2,505	2,126	17.8%
372	Smith & Associates Real Estate Tampa	FL	2,503	2,448	2.2%
373	CENTURY 21 American Homes East Meadow	NY	2,500	2,297	8.8%
374	Coldwell Banker Mid-America Group, Realtors West Des Moines	IA	2,478	2,518	-1.6%
375	Lakes, Sun Valley, Jackson Hole Sotheby's International Realty Edina	MN	2,471	2,256	9.5%
376	Keller Williams Realty - North Wilmington Wilmington	DE	2,451	3,503	-30.0%
377	Keller Williams Realty West Saint Charles	MO	2,443	2,387	2.3%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
378	RE/MAX Real Estate Professionals Lansing	MI	2,436	2,471	-1.4%
379	CENTURY 21 Legacy Greeneville	TN	2,435	1,773	37.3%
380	Keller Williams Realty Brazos Valley College Station	TX	2,427	2,316	4.8%
381	RE/MAX Realty Group Rochester	NY	2,426	2,657	-8.7%
382	Realty Executives Exceptional Realtors Fairfield	NJ	2,423	2,559	-5.3%
383	Keller Williams Realty Home Farmington Hills	MI	2,420	2,401	0.8%
384	Coldwell Banker RPM Group Little Rock	AR	2,411	2,443	-1.3%
385	Keller Williams Realty - Beverly Beverly	MA	2,404	2,410	-0.2%
385	Star One Realtors Fairfield	OH	2,404	2,460	-2.3%
387	RE/MAX Preferred Group Cincinnati	OH	2,403	2,019	19.0%
388	RE/MAX Connection Marlton	NJ	2,400	2,646	-9.3%
389	CENTURY 21 The Harrelson Group Myrtle Beach	SC	2,398	2,284	5.0%
390	RE/MAX Fine Properties Sugar Land	TX	2,389	2,318	3.1%
391	RE/MAX Southern Shores North Myrtle Beach	SC	2,388	2,150	11.1%
392	Keller Williams Arizona Realty Scottsdale	AZ	2,385	2,357	1.2%
393	CENTURY 21 Arizona Foothills Phoenix	AZ	2,382	2,255	5.6%
394	CENTURY 21 Curran & Oberski Dearborn	MI	2,373	2,494	-4.9%
395	Better Homes and Gardens Real Estate Reliance Partners Auburn	CA	2,370	2,735	-13.3%
396	RE/MAX Southern Homes Birmingham	AL	2,361	2,375	-0.6%
397	Keller Williams Realty Kennett Square	PA	2,357	1,937	21.7%
398	8z Real Estate Boulder	CO	2,350	2,345	0.2%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
398	Coldwell Banker Barnes Franklin	TN	2,350	2,693	-12.7%
400	Keller Williams Realty, The Real Estate Center of Illinois, LLC Champaign	IL	2,342	2,489	-5.9%
401	Keller Williams Premier Partners Denham Springs	LA	2,339	4,128	-43.3%
402	Keller Williams Wichita East Wichita	KS	2,336	2,084	12.1%
403	Keller Williams Realty Monroe Monroe	LA	2,334	1,380	69.1%
403	Vanguard Properties San Francisco	CA	2,334		
405	Keller Williams Realty Atlantic Shore Northfield	NJ	2,323	1,326	75.2%
406	Chase International Reno	NV	2,322	2,378	-2.4%
407	Ultima Real Estate Dallas	TX	2,320	2,284	1.6%
408	Coldwell Banker Premier Group St. Louis	MO	2,313	2,435	-5.0%
409	Coldwell Banker Distinctive Properties Grand Junction	CO	2,312	2,030	13.9%
410	Keller Williams Realty - Easton Market Center South Easton	MA	2,302	1,964	17.2%
411	Keller Williams Realty (Level 5 Leadership) Management Pembroke Pines	FL	2,297	2,024	13.5%
412	john greene Enterprises Naperville	IL	2,296	2,018	13.8%
412	Keller Williams Realty - Roseville Roseville	CA	2,296	5,152	-55.4%
414	Keller Williams Realty - KW Pinnacle Worcester	MA	2,293	1,723	33.1%
415	Keller Williams Arizona Living Realty Lake Havasu City	AZ	2,284	2,112	8.1%
416	RE/MAX Right Choice Real Estate Trumbull	CT	2,283	1,795	27.2%
416	RE/MAX United Cary	NC	2,283	2,454	-7.0%
418	CENTURY 21 Signature Real Estate Ames	IA	2,277	2,128	7.0%
419	Keller Williams Advantage Novi	MI	2,268	2,590	-12.4%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
420	Coldwell Banker Elite Stafford	VA	2,265	1,968	15.1%
421	RE/MAX 4000 Inc. Grand Junction	CO	2,261	2,111	7.1%
422	John L. Scott Medford and Ashland Medford	OR	2,255	2,289	-1.5%
423	Keller Williams Platinum Chesterfield	MI	2,246	2,367	-5.1%
424	Keller Williams Realty Portland Premiere Portland	OR	2,242	2,298	-2.4%
425	Old Colony, REALTORS Charleston	WV	2,238	2,174	2.9%
425	RE/MAX Preferred Monona	WI	2,238	2,330	-3.9%
427	Coco, Early & Associates Inc. Methuen	MA	2,237	2,126	5.2%
427	RE/MAX Victory Beavercreek	OH	2,237	2,463	-9.2%
429	Jack Conway & Company, Inc. Norwell	MA	2,232	2,576	-13.4%
430	Keller Williams Realty Modesto Modesto	CA	2,230	1,957	13.9%
430	RE/MAX Anchor Realty Punta Gorda	FL	2,230	2,345	-4.9%
432	Keller Williams Realty, Lansing Lansing	MI	2,229	2,114	5.4%
433	Keller Williams Honolulu Honolulu	HI	2,228	2,171	2.6%
434	Keller Williams Realty Central NC Burlington	NC	2,226	1,940	14.7%
435	Gibson Sotheby's International Realty Woburn	MA	2,218	1,781	24.5%
436	Keller Williams Integrity First Realty Mesa	AZ	2,215	2,194	1.0%
437	Charles Rutenberg Realty Fort Lauderdale	FL	2,201	2,338	-5.9%
438	Berkshire Hathaway HomeServices Commonwealth Real Estate Natick	MA	2,199	2,710	-18.9%
439	RE/MAX Traders Unlimited Peoria	IL	2,196	2,369	-7.3%
440	Four Seasons Sotheby's International Realty South Burlington	VT	2,188	2,332	-6.2%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
441	Keller Williams Indianapolis Metro North Carmel	IN	2,183	2,134	2.3%
442	RE/MAX Center Duluth	GA	2,180	3,158	-31.0%
443	Keller Williams Preferred Properties Upper Marlboro	MD	2,178	1,739	25.2%
444	CENTURY 21 Town & Country Utica	MI	2,167	2,634	-17.7%
445	RE/MAX of Grand Rapids Grand Rapids	MI	2,166	2,243	-3.4%
446	Keller Williams Realty Atlanta Hall County Gainesville	GA	2,165		
447	Brown Harris Stevens New York	NY	2,163		
448	EXIT Realty Estate Gallery Jacksonville	FL	2,156	2,316	-6.9%
449	iPro Realty Network St. George	UT	2,154	1,642	31.2%
450	Keller Williams Realty Mt. Pleasant	SC	2,152	2,342	-8.1%
451	RE/MAX Realty Affiliates Gardnerville	NV	2,144	2,547	-15.8%
452	Keller Williams Realty Greenville - Upstate Greenville	SC	2,142	1,990	7.6%
453	Keller Williams Realty - Hudson Valley Realty Group New City	NY	2,136	1,821	17.3%
454	Mike Thomas Associates Fort Wayne	IN	2,129	2,083	2.2%
455	Keller Williams Philadelphia Philadelphia	PA	2,128	1,610	32.2%
456	RE/MAX The Woodlands & Spring The Woodlands	TX	2,126	2,202	-3.5%
457	Keller Williams Greater Cleveland Northeast Mentor	OH	2,123	2,004	5.9%
458	RE/MAX Gold Coast Ventura	CA	2,121	2,168	-2.2%
459	RE/MAX Premier Realty Ocala	FL	2,110	1,846	14.3%
460	ERA King Real Estate Company, Inc. Anniston	AL	2,109	1,754	20.2%
461	RE/MAX Commonwealth Richmond	VA	2,100	2,432	-13.7%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
462	Coldwell Banker Danforth Federal Way	WA	2,094	2,190	-4.4%
462	ERA Real Solutions Realty Company, LLC Cincinnati	OH	2,094	1,975	6.0%
464	Coldwell Banker Legacy Real Estate Group Bowling Green	KY	2,091	1,941	7.7%
465	Coldwell Banker Brown Realtors Edwardsville	IL	2,089	2,474	-15.6%
466	RE/MAX Leading Edge Dearborn Heights	MI	2,088	1,919	8.8%
467	ONE Sotheby's International Realty Coral Gables	FL	2,086	1,561	33.6%
468	Keller Williams Realty Landmark Flushing	NY	2,085	2,197	-5.1%
469	Keller Williams Realty Community Partners Cumming	GA	2,083	1,799	15.8%
470	RE/MAX Excalibur Scottsdale	AZ	2,080	2,343	-11.2%
471	Keller Williams Success Realty Barrington	IL	2,079	1,968	5.6%
471	Keller Williams Western Upstate Anderson	SC	2,079	2,552	-18.5%
473	Brik Realty Birmingham	AL	2,077		
474	Keller Williams Realty Rio Grande Valley McAllen	TX	2,075	1,767	17.4%
474	RE/MAX Gateway Chantilly	VA	2,075	2,182	-4.9%
476	Keller Williams Realty Carmel Valley/Del Mar San Diego	CA	2,074	3,168	-34.5%
477	Keller Williams Realty - Diamond Partners Olathe	KS	2,073	2,017	2.8%
478	Washington Fine Properties Washington	DC	2,072	2,175	-4.7%
479	Keller Williams Realty Chesapeake/Greenbrier Chesapeake	VA	2,071	2,311	-10.4%
480	CENTURY 21 Mike Bowman, Inc. Grapevine	TX	2,068	1,985	4.2%
481	Coldwell Banker Alfonso Realty, Inc. Gulfport	MS	2,066	2,118	-2.5%
482	Berkshire Hathaway HomeServices Blake, REALTORS Albany	NY	2,063	1,891	9.1%

RANK	COMPANY	STATE	2018 SIDES	2017 SIDES	% CHANGE
483	Keller Williams Realty Services Mandeville	LA	2,058	1,903	8.1%
484	PorchLight Real Estate Group Denver	CO	2,046	2,007	1.9%
484	RE/MAX Experts Germantown	TN	2,046	1,668	22.7%
486	RE/MAX Whatcom County, Inc. Bellingham	WA	2,044	2,069	-1.2%
487	RE/MAX Professionals Springfield	IL	2,041	2,168	-5.9%
488	Keller Williams Realty Key Partners, LLC Prairie Village	KS	2,035	1,693	20.2%
489	Coldwell Banker Paradise Sebastian	FL	2,028	2,246	-9.7%
490	Realty Group, Inc. Minneapolis	MN	2,024	1,304	55.2%
491	Coldwell Banker Kennon, Parker, Duncan & Davis Columbus	GA	2,023	1,887	7.2%
492	Charter One Realty Hilton Head Island	SC	2,020	1,809	11.7%
492	RE/MAX 200 Realty Winter Park	FL	2,020	2,047	-1.3%
494	J. Rockcliff Realtors Danville	CA	2,015	2,594	-22.3%
495	Keller Williams Clarkston Clarkston	MI	2,012	1,654	21.6%
496	CENTURY 21 Allstars Pico Rivera	CA	2,007	1,879	6.8%
496	Keller Williams Realty Chesapeake/Western Branch Chesapeake	VA	2,007	2,867	-30.0%
496	RE/MAX 440 Perkasie	PA	2,007	2,255	-11.0%
499	Keller Williams Moorestown Moorestown	NJ	2,006	1,614	24.3%
500	Keller Williams Crofton/Ft. Meade Millersville	MD	1,992	2,016	-1.2%