

REAL *Trends* 500

The Trusted Source

TOP FIRMS RANKED BY CLOSED SALES VOLUME PER SALES ASSOCIATE

TOP FIRMS RANKED BY AVERAGE SALES PRICE

TOP MOVERS - TRANSACTIONS (PERCENT)

TOP MOVERS - VOLUME

TOP MOVERS - VOLUME (PERCENT)

THE LARGEST INDEPENDENTS

THE 500 LARGEST BROKERS IN THE U.S.
(RANKED BY CLOSED SALES VOLUME FOR 2012)

THE 500 LARGEST BROKERS IN THE U.S.
(RANKED BY CLOSED TRANSACTION SIDES FOR 2012)



SERENO GROUP REAL ESTATE

Top Firms Ranked by Closed Sales Volume Per Sales Associate

Ranking of the 50 firms in the REAL Trends 500 by sides with the highest productivity per sales associate
(as measured by closed sales volume)

RANK	COMPANY	SALES ASSOCIATES	SALES VOLUME	SALES VOLUME PER SALES ASSOCIATE
1.	REALHome Services and Solutions, Inc. Atlanta, GA	27	\$1,828,448,241	\$67,720,305
2.	Washington Fine Properties, LLC Washington, DC	124	\$1,546,385,290	\$12,470,849
3.	Kentwood Real Estate Greenwood Village, CO	170	\$1,718,516,376	\$10,108,920
4.	Sereno Group Los Gatos, CA	210	\$1,777,000,000	\$8,461,905
5.	Pacific Union International San Francisco, CA	470	\$3,832,388,852	\$8,154,019
6.	TTR Sotheby's International Realty Washington, DC	171	\$1,258,553,437	\$7,359,962
7.	The Group, Inc. Real Estate Fort Collins, CO	148	\$1,085,011,830	\$7,331,161
8.	Martha Turner Properties, LP Houston, TX	225	\$1,598,902,635	\$7,106,234
9.	Hammond Residential Real Estate Chestnut Hill, MA	320	\$2,225,489,698	\$6,954,655
10.	Alain Pinel Realtors Saratoga, CA	1288	\$8,816,730,672	\$6,845,288
11.	Sierra/Summit/Fuller Sotheby's International Realty Greenwood Village, CO	312	\$2,104,352,405	\$6,744,719
12.	Zephyr Real Estate San Francisco, CA	225	\$1,511,490,000	\$6,717,733
13.	John L. Scott Everett Everett, WA	68	\$448,331,995	\$6,593,118
14.	RE/MAX of Boulder Inc. Boulder, CO	105	\$683,678,956	\$6,511,228
15.	RE/MAX Premier Properties Arcadia, CA	114	\$727,736,852	\$6,383,657
16.	RE/MAX Professional Group Houston, TX	43	\$274,473,073	\$6,383,095
17.	The Hasson Company Lake Oswego, OR	179	\$1,082,397,192	\$6,046,912
18.	Southern REO Associates Roswell, GA	18	\$108,129,063	\$6,007,170
19.	Briggs Freeman Sotheby's International Realty Dallas, TX	208	\$1,243,704,230	\$5,979,347
20.	RE/MAX Olson & Associates Northridge, CA	169	\$980,486,104	\$5,801,693
21.	RE/MAX of Cherry Creek Inc. Denver, CO	82	\$469,703,200	\$5,728,088
22.	Frank Howard Allen, Realtors Novato, CA	333	\$1,853,764,113	\$5,566,859
23.	RE/MAX Masters Inc. Greenwood Village, CO	105	\$573,645,879	\$5,463,294
24.	Premier Sotheby's International Realty Naples, FL	427	\$2,285,146,580	\$5,351,631

Top Firms Ranked by Average Sales Price

Ranking of the 50 firms in the REAL Trends 500 by sides with the highest average sales price

RANK	COMPANY	SIDES	VOLUME	MEAN AVERAGE SALES PRICE
1.	Washington Fine Properties, LLC Washington, DC	1,321	\$1,546,385,290	\$1,170,617
2.	Alain Pinel Realtors Saratoga, CA	8,357	\$8,816,730,672	\$1,055,011
3.	Pacific Union International San Francisco, CA	3,824	\$3,832,388,852	\$1,002,194
4.	Douglas Elliman Real Estate Huntington Station, NY	12,976	\$12,363,477,447	\$952,796
5.	Shorewood Realtors, Inc. Manhattan Beach, CA	1,612	\$1,534,825,766	\$952,125
6.	Hammond Residential Real Estate Chestnut Hill, MA	2,355	\$2,225,489,698	\$945,006
7.	Sereno Group Los Gatos, CA	1,899	\$1,777,000,000	\$935,756
8.	Daniel Gale Sotheby's International Realty Cold Spring Harbor, NY	1,931	\$1,722,919,000	\$892,242
9.	TTR Sotheby's International Realty Washington, DC	1,442	\$1,258,553,437	\$872,783
10.	Zephyr Real Estate San Francisco, CA	1,775	\$1,511,490,000	\$851,544
11.	Prominent Properties Sotheby's International Realty Tenafly, NJ	1,315	\$1,016,678,518	\$773,140
12.	Briggs Freeman Sotheby's International Realty Dallas, TX	1,609	\$1,243,704,230	\$772,967
13.	Premier Sotheby's International Realty Naples, FL	3,052	\$2,285,146,580	\$748,737
14.	Keller Williams - Forward Management Beverly Hills, CA	3,440	\$2,376,078,632	\$690,721
15.	William Pitt/Julia B. Fee Sotheby's International Realty Stamford, CT	3,858	\$2,579,023,077	\$668,487
16.	Intero Real Estate Services, Inc. Cupertino, CA	6,975	\$4,640,000,000	\$665,233
17.	Sierra/Summit/Fuller Sotheby's International Realty Greenwood Village, CO	3,170	\$2,104,352,405	\$663,834
18.	Frank Howard Allen, Realtors Novato, CA	2,912	\$1,853,764,113	\$636,595
19.	RE/MAX Estate Properties Palos Verdes Estates, CA	3,874	\$2,350,809,740	\$606,817
20.	McEneaney Associates, Inc. Alexandria, VA	2,644	\$1,593,129,585	\$602,545
21.	J. Rockcliff Realtors Danville, CA	3,029	\$1,694,821,586	\$559,532
22.	Martha Turner Properties, LP Houston, TX	3,033	\$1,598,902,635	\$527,169
23.	Real Living Lifestyles Rancho Santa Fe, CA	1,692	\$891,694,492	\$527,006
24.	Kentwood Real Estate Greenwood Village, CO	3,272	\$1,718,516,376	\$525,219

Top Movers - Transactions (Percent)

Ranking of the 50 firms in the REAL Trends 500 by sides that had the largest percent increase in closed transaction sides from 2011 to 2012

RANK	COMPANY	2011 SIDES	2012 SIDES	PCT. INCREASE IN TRANSACTIONS FROM 2011
1.	Reliant Realty Nashville, TN	685	2,689	293%
2.	Coldwell Banker Pacesetter Steel Realtors Corpus Christi, TX	1,064	3,913	268%
3.	Keller Williams WinStar Realty Idaho Falls, ID	732	1,949	166%
4.	Keller Williams Realty - The Hilgenberg Group Rancho Mirage, CA	1,151	2,940	155%
5.	RE/MAX The Woodlands and Spring The Woodlands, TX	1,383	3,265	136%
6.	Briggs Freeman Sotheby's International Realty Dallas, TX	691	1,609	133%
7.	Keller Williams Advisor's Realty Cincinnati, OH	922	2,091	127%
8.	RE/MAX Leading Edge Winchester, MA	846	1,918	127%
9.	Keller Williams Realty Chesapeake/Western Branch Chesapeake, VA	661	1,453	120%
10.	Keller Williams Realty Acadiana Lafayette, LA	675	1,430	112%
11.	Keller Williams Realty Atlanta, GA	2,701	5,721	112%
12.	Prudential Rubloff Chicago, IL	3,632	7,055	94%
13.	RE/MAX Synergy Flossmoor, IL	932	1,762	89%
14.	Sereno Group Los Gatos, CA	1,015	1,899	87%
15.	RE/MAX Realty Consultants Greensboro, NC	792	1,458	84%
16.	RE/MAX Realty Group Pittsford, NY	1,472	2,677	82%
17.	RE/MAX First Clinton Township, MI	1,101	1,992	81%
18.	Keller Williams Classic Realty Northwest Maple Grove, MN	972	1,736	79%
19.	CENTURY 21 Pro-Team Oak Lawn, IL	1,390	2,447	76%
20.	Keller Williams Realty Bedford, NH	1,345	2,278	69%
21.	Keller Williams - Temecula Valley Real Estate, Inc. Temecula, CA	1,956	3,208	64%
22.	RE/MAX Professional Group Houston, TX	799	1,310	64%
23.	Kuper Sotheby's International Realty San Antonio, TX	887	1,448	63%
24.	Atlanta Fine Homes Sotheby's International Realty Atlanta, GA	1,061	1,729	63%

Top Movers - Volume

Ranking of the 50 firms in the REAL Trends 500 by sides that had the largest increase in closed sales volume from 2011 to 2012

RANK	COMPANY	2011 SALES VOLUME	2012 SALES VOLUME	SALES INCREASE FROM 2011
1.	NRT LLC Parsippany, NJ	\$108,888,509,000	\$128,750,466,000	\$19,861,957,000
2.	HomeServices of America Minneapolis, MN	\$31,240,228,731	\$42,648,864,959	\$11,408,636,228
3.	The Long & Foster Companies, Inc. Chantilly, VA	\$20,110,695,428	\$22,532,848,816	\$2,422,153,388
4.	Realty ONE Group Irvine, CA	\$2,633,333,487	\$4,877,707,958	\$2,244,374,471
5.	Alain Pinel Realtors Saratoga, CA	\$7,150,815,461	\$8,816,730,672	\$1,665,915,211
6.	Prudential Fox & Roach Realtors Devon, PA	\$6,547,855,492	\$7,962,360,419	\$1,414,504,927
7.	Hanna Holdings, Inc. Pittsburgh, PA	\$5,384,085,525	\$6,682,415,983	\$1,298,330,458
8.	Douglas Elliman Real Estate Huntington Station, NY	\$11,077,729,917	\$12,363,477,447	\$1,285,747,530
9.	Intero Real Estate Services, Inc. Cupertino, CA	\$3,400,000,000	\$4,640,000,000	\$1,240,000,000
10.	Pacific Union International San Francisco, CA	\$2,625,391,299	\$3,832,388,852	\$1,206,997,553
11.	Ebby Halliday Real Estate, Inc. Dallas, TX	\$3,826,197,553	\$4,797,465,545	\$971,267,992
12.	Baird & Warner Chicago, IL	\$3,043,250,781	\$4,000,000,000	\$956,749,219
13.	@properties Chicago, IL	\$2,267,996,716	\$3,201,423,800	\$933,427,084
14.	RE/MAX Results Eden Prairie, MN	\$2,206,357,093	\$3,079,993,431	\$873,636,338
15.	William Raveis Real Estate, Inc. Shelton, CT	\$4,510,431,978	\$5,356,731,000	\$846,299,022
16.	Hammond Residential Real Estate Chestnut Hill, MA	\$1,424,030,843	\$2,225,489,698	\$801,458,855
17.	Coldwell Banker United, REALTORS Bryan, TX	\$4,174,887,679	\$4,952,694,583	\$777,806,904
18.	Sereno Group Los Gatos, CA	\$1,011,000,000	\$1,777,000,000	\$766,000,000
19.	Allen Tate Companies Charlotte, NC	\$2,689,183,746	\$3,447,642,989	\$758,459,243
20.	Briggs Freeman Sotheby's International Realty Dallas, TX	\$528,684,121	\$1,243,704,230	\$715,020,109
21.	Coldwell Banker Bain/Seal Bellevue, WA	\$3,253,836,727	\$3,949,818,773	\$695,982,046
22.	RE/MAX Alliance Arvada, CO	\$2,267,938,900	\$2,946,108,713	\$678,169,813
23.	Houlihan Lawrence Rye Brook, NY	\$3,277,999,533	\$3,943,848,126	\$665,848,593
24.	First Team Real Estate Irvine, CA	\$4,184,735,000	\$4,845,015,000	\$660,280,000

Top Movers - Volume (Percent)

Ranking of the 50 firms in the REAL Trends 500 by sides that had the largest percent increase in closed sales volume from 2011 to 2012

RANK	COMPANY	2011 SALES VOLUME	2012 SALES VOLUME	PERCENT INCREASE IN SALES VOLUME FROM 2011 TO 2012
1.	Keller Williams Capital Properties Washington, DC	\$181,590,561	\$780,025,279	330%
2.	Reliant Realty Nashville, TN	\$111,453,770	\$432,704,431	288%
3.	Coldwell Banker Pacesetter Steel Realtors Corpus Christi, TX	\$209,941,762	\$809,894,188	286%
4.	Keller Williams Realty - The Hilgenberg Group Rancho Mirage, CA	\$248,742,457	\$690,936,544	178%
5.	Keller Williams WinStar Realty Idaho Falls, ID	\$113,239,176	\$301,318,519	166%
6.	Briggs Freeman Sotheby's International Realty Dallas, TX	\$528,684,121	\$1,243,704,230	135%
7.	Keller Williams Realty Chesapeake/Western Branch Chesapeake, VA	\$116,998,294	\$271,869,742	132%
8.	RE/MAX Leading Edge Winchester, MA	\$366,315,459	\$818,587,393	123%
9.	RE/MAX The Woodlands and Spring The Woodlands, TX	\$409,398,508	\$896,907,544	119%
10.	Keller Williams Realty Atlanta, GA	\$439,964,825	\$947,627,916	115%
11.	Keller Williams Realty Bedford, NH	\$320,878,322	\$653,863,337	104%
12.	Keller Williams Classic Realty Northwest Maple Grove, MN	\$175,403,211	\$334,402,880	91%
13.	Keller Williams Advisor's Realty Cincinnati, OH	\$191,948,962	\$360,985,407	88%
14.	Jameson Sotheby's International Realty Chicago, IL	\$406,689,849	\$753,313,954	85%
15.	Realty ONE Group Irvine, CA	\$2,633,333,487	\$4,877,707,958	85%
16.	Keller Williams Realty Acadiana Lafayette, LA	\$110,318,338	\$198,595,826	80%
17.	RE/MAX Professional Group Houston, TX	\$155,529,872	\$274,473,073	76%
18.	Sereno Group Los Gatos, CA	\$1,011,000,000	\$1,777,000,000	76%
19.	RE/MAX Synergy Flossmoor, IL	\$133,747,815	\$227,282,904	70%
20.	RE/MAX First Clinton Township, MI	\$98,149,895	\$165,174,530	68%
21.	Allison James Estates and Homes Punta Gorda, FL	\$662,855,536	\$1,114,717,385	68%
22.	RE/MAX Realty Consultants Greensboro, NC	\$118,072,079	\$196,041,050	66%
23.	RE/MAX Realty Group Pittsford, NY	\$267,776,949	\$433,578,491	62%
24.	Keller Williams Preferred Realty Broomfield, CO	\$193,491,463	\$309,445,039	60%

The Largest Independents

RANK	COMPANY	OFFICES	SIDES
294.	Private Label Realty Austin, TX	1,939	
295.	Daniel Gale Sotheby's International Realty Cold Spring Harbor, NY	1,931	1,786 8.1%
296.	Coldwell Banker Danforth Federal Way, WA	1,928	1,591 21.2%
297.	Ultima Real Estate Dallas, TX	1,919	1,389 38.2%
298.	RE/MAX Leading Edge Winchester, MA	1,918	846 126.7%
298.	RE/MAX Properties East Louisville, KY	1,918	1,583 21.2%
300.	Keller Williams Realty Frisco, TX	1,903	1,426 33.5%
301.	Sereno Group Los Gatos, CA	1,899	1,015 87.1%
302.	RE/MAX Integrity Eugene, OR	1,894	1,584 19.6%
303.	RE/MAX Northwest Realtors Bothell, WA	1,888	1,499 26.0%
303.	RE/MAX 440 Perkasie, PA	1,888	1,607 17.5%
305.	Keller Williams Realty Premier Partners Vancouver, WA	1,885	1,745 8.0%
306.	RE/MAX Eastside Brokers Inc. Bellevue, WA	1,881	1,717 9.6%
307.	M. J. Peterson Real Estate, Inc. Amherst, NY	1,861	
308.	Keller Williams Capital Properties Washington, DC	1,855	1,306 42.0%
309.	Coldwell Banker Advantage Fayetteville, NC	1,841	
310.	Coldwell Banker Caine Greenville, SC	1,837	1,639 12.1%
311.	Keller Williams Woodbury, MN	1,829	1,513 20.9%
312.	RE/MAX Results St. Louis, MO	1,822	1,403 29.9%
313.	RE/MAX Real Estate Professionals Lansing, MI	1,817	2,194 -17.2%
314.	Keller Williams Realty The Marketplace Henderson, NV	1,816	1,697 7.0%
315.	CENTURY 21 Beggins Enterprises Apollo Beach, FL	1,809	1,215 48.9%
316.	Keller Williams Real Estate Langhorne, PA	1,804	1,367 32.0%
317.	Better Homes and Gardens Real Estate Big Hill Dayton, OH	1,803	1,330 35.6%
318.	RE/MAX Associates Salt Lake City, UT	1,800	1,540 16.9%
319.	ERA Colonial Real Estate Harker Heights, TX	1,798	1,607 11.9%
320.	Coldwell Banker Rector Phillips Morse Little Rock, AR	1,797	1,719 4.5%

REAL Trends 500

The 500 Largest Brokers in the U.S.

(Ranked by Closed Sales Volume for 2012)

RANK	COMPANY (REAL Trends 500 ranking)	SALES VOLUME 2012	SALES VOLUME 2011	PERCENT CHANGE
45.	Shorewest, Realtors (28)	\$2,111,000,000	\$1,678,162,000	25.8%
46.	Sierra/Summit/Fuller Sotheby's International Realty (159)	\$2,104,352,405	\$1,490,749,996	41.2%
47.	Watson Realty Corp. (20)	\$2,104,087,317	\$1,885,821,503	11.6%
48.	CENTURY 21 New Millennium (72)	\$2,100,618,340	\$1,470,393,894	42.9%
49.	Keller Williams Realty - Willis Management, Inc. (42)	\$2,098,126,860	\$1,607,040,251	30.6%
50.	RE/MAX Gold (40)	\$2,034,453,267	\$1,667,417,053	22.0%
51.	Lyon Real Estate (50)	\$2,006,167,408	\$1,813,710,682	10.6%
52.	RE/MAX Equity Group (47)	\$2,002,582,065	\$1,680,584,873	19.2%
53.	Prudential Georgia Realty (32)	\$1,990,000,000	\$1,751,000,000	13.6%
54.	First Weber Group (21)	\$1,963,087,351	\$1,621,097,643	21.1%
55.	Michael Saunders & Company (78)	\$1,952,370,956	\$1,483,811,499	31.6%
56.	Keller Williams Realty - The Rawls Group (45)	\$1,891,356,091	\$1,333,116,477	41.9%
57.	Frank Howard Allen, Realtors (180)	\$1,853,764,113	\$1,438,320,372	28.9%
58.	REALHome Services and Solutions, Inc. (13)	\$1,828,448,241		
59.	Sereno Group (301)	\$1,777,000,000	\$1,011,000,000	75.8%
60.	The Keyes Company (37)	\$1,774,083,508	\$1,593,794,607	11.3%
61.	Sibcy Cline Realtors (38)	\$1,729,324,942	\$1,589,996,945	8.8%
62.	Better Homes and Gardens Real Estate Gary Greene (59)	\$1,727,793,924	\$1,576,526,862	9.6%
63.	Carolina One Real Estate (61)	\$1,722,962,194	\$1,416,484,000	21.6%
64.	Daniel Gale Sotheby's International Realty (295)	\$1,722,919,000	\$1,593,127,212	8.1%
65.	RE/MAX Professionals (75)	\$1,719,370,795	\$1,278,575,651	34.5%
66.	Kentwood Real Estate (148)	\$1,718,516,376	\$1,122,053,866	53.2%
67.	J. Rockcliff Realtors (169)	\$1,694,821,586	\$1,452,585,534	16.7%
68.	Keller Williams Realty (84)	\$1,671,565,518	\$1,377,489,998	21.3%
69.	Coldwell Banker Seacoast/Advantage (43)	\$1,666,173,786	\$1,267,352,456	31.5%
70.	CENTURY 21 Award (92)	\$1,660,539,257	\$1,433,321,726	15.9%
71.	Prudential PenFed Realty (80)	\$1,622,593,779	\$1,482,972,020	9.4%
72.	Martha Turner Properties, LP (167)	\$1,598,902,635	\$1,324,574,996	20.7%
73.	F. C. Tucker Company (54)	\$1,596,496,011	\$1,455,995,331	9.6%
74.	McEneaney Associates, Inc. (208)	\$1,593,129,585	\$1,332,974,126	19.5%
75.	Washington Fine Properties, LLC (482)	\$1,546,385,290	\$1,418,250,283	9.0%
76.	HOM Sotheby's International Realty	\$1,534,836,704		
77.	Shorewood Realtors, Inc. (367)	\$1,534,825,766	\$1,309,924,585	17.2%
78.	Keller Williams Realty Pinnacle Partners Group (35)	\$1,532,478,756	\$1,165,854,073	31.4%
79.	Coldwell Banker Howard Perry & Walston Realty Inc. (70)	\$1,524,692,773	\$1,232,540,599	23.7%
80.	CENTURY 21 M&M and Associates (64)	\$1,513,183,525	\$1,406,281,188	7.6%
81.	Zephyr Real Estate (327)	\$1,511,490,000	\$1,140,340,588	32.5%
82.	Prudential Utah Real Estate (124)	\$1,498,581,759	\$1,281,807,000	16.9%
83.	Latter & Blum ERA Powered (65)	\$1,479,709,073	\$1,354,528,589	9.2%
84.	Tomlinson Real Estate Group (52)	\$1,431,882,778	\$1,279,037,028	12.0%
85.	Prudential California Realty Mulhearn Group (97)	\$1,370,010,426	\$1,248,507,413	9.7%
86.	John R. Wood Realtors (188)	\$1,367,683,678	\$1,288,484,779	6.1%
87.	Coldwell Banker Honig Bell (31)	\$1,364,774,877	\$1,086,754,982	25.6%
88.	Better Homes and Gardens Rand Realty (118)	\$1,353,951,325	\$1,181,029,363	14.6%

REAL Trends 500

The 500 Largest Brokers in the U.S.

(Ranked by Closed Transaction Sides for 2012)

RANK	COMPANY	2012 SIDES	2011 SIDES	PERCENT CHANGE
90.	Ultima Real Estate Dallas, TX		1	1,919
91.	Sereno Group Los Gatos, CA		6	1,899
92.	M. J. Peterson Real Estate, Inc. Amherst, NY		7	1,861
93.	Zephyr Real Estate San Francisco, CA		6	1,775
94.	Chase International Zephyr Cove, NV		9	1,757
95.	Shorewood Realtors, Inc. Manhattan Beach, CA		11	1,612
96.	Hegg, Realtors Inc. Sioux Falls, SD		1	1,563
97.	Dickerson & Nieman Realtors Rockford, IL		5	1,554
98.	Park Company Realtors Fargo, ND		1	1,544
99.	The Force Realty Bellevue, WA		5	1,531
100.	Keefe Real Estate, Inc. Lake Geneva, WI		6	1,465
101.	John L. Scott Everett Everett, WA		2	1,461
102.	Residential Properties Ltd. Providence, RI		5	1,434
103.	Southern REO Associates Roswell, GA		1	1,365
104.	Adams, Cameron & Co. Daytona Beach, FL		10	1,358
105.	Blanchard & Calhoun Real Estate Co. Augusta, GA		2	1,356
106.	Washington Fine Properties, LLC Washington, DC		6	1,321
107.	Key Realty Rockford, IL		8	1,305
108.	Lang McLaughry Real Estate South Burlington, VT		14	1,288
109.	Miramar International Bakersfield, CA		4	1,235
110.	Diane Turton Realtors Point Pleasant Beach, NJ		16	1,228
111.	Group One, Inc. Eagle, ID		2	1,227
112.	The Platinum Group, REALTORS Colorado Springs, CO		1	1,214
113.	Tomie Raines, Inc. East Lansing, MI		1	1,209
114.	House of Brokers Realty, Inc. Columbia, MO		2	1,201
115.	Gambino Realtors Rockford, IL		2	1,197