

## Mega 1000: The real estate industry's most comprehensive, accurate brokerage and franchise rankings are here

*HomeServices of America, Compass, eXp Realty and Sotheby's reach new highs, while NRT, Keller Williams Realty and Realogy retain top slots*

**SAN JUAN CAPISTRANO, CALIFORNIA** – April 2, 2019 – [T3 Sixty](#), the residential real estate brokerage industry's leading consulting and research firm, has released its second annual [Mega 1000](#), the real estate industry's definitive ranking of brokerages, franchisors and holding companies.

The second annual Mega 1000, available now at [mega1000.com](#), provides the industry the most comprehensive and accurate, information it needs to make informed, smart decisions.

The report ranks the nation's top 1,000 brokerages, its top 20 franchisors and its top 20 holding companies by annual sales volume, transaction sides and agent count. T3 Sixty uses sales volume as its lead ranking criteria because it is the core metric used to calculate agent commissions, franchise fees and company revenue, and therefore reflects a company's overall strength.

Unlike other industry lists, T3 Sixty is determined to include all of the nation's largest companies, whether they participate in official annual surveys or not.

For example, on the 2019 Mega 1000, readers will find Redfin (No. 5 on the Mega 1000 brokerage list), Weichert Realtors (No. 7 on the Mega 1000 brokerage list), Realty One Group (No. 9 on the Mega 1000 brokerage list), Windermere Real Estate Services (No. 7 on the Mega 1000 franchisor list) and Realogy (No. 1 on the Mega 1000 holding company list), all companies that do not generally appear on rankings by other firms.

"Without the best data available, assumptions and decisions are flawed before they're even made," said T3 Sixty CEO Stefan Swanepoel. "The Mega 1000 is committed to provide the most accurate and complete information possible," Swanepoel added.

### Highlights from the 2019 Mega 1000

NRT LLC once again tops the brokerage leadership board based on the most important measurement criteria – sales volume – with 2018 annual sales of \$176.3 billion, 29.7 percent more than Berkshire Hathaway subsidiary HomeServices of America's (HSA) \$135.9 billion. HSA did, however, close the gap significantly in 2018, narrowing it from \$52.7 billion to \$40.4 billion.

When looking at 2018 transaction count, HSA's 346,629 transaction sides narrowly edged out NRT's 336,806 sides to give HSA the top spot based on sides.

The brokerage category's big story, however, is 7-year-old Compass' huge jump from No. 9 on the 2018 Mega 1000 list to No. 3 in 2019; the relative newcomer edged out 107-year-old Douglas Elliman, which held the No. 3 slot on the 2018 Mega 1000.

The industry leaderboard, and its year-to-year changes, confirms which companies and business models are gaining traction, and which maintain enormous sales volumes and market share.

The largest risers among the nation's 20 largest brokerages are eXp Realty, which shot up 236 percent from No. 23 in 2018 to No. 9 in 2019 on sales volume and No 4 based on transactions sides and Compass, whose annual sales volume shot up 225 percent to \$45.5 billion on the back of huge acquisitions. The latter numbers do not yet even reflect Compass' March 2019 acquisition of Alain Pinel Realtors (itself a sales volume of over \$12 billion in 2018).

Family-run giants Weichert Realtors (No. 7) and Howard Hanna Real Estate (No. 8) remain solidly in the top 10 with estimated 2018 annual sales of \$19.0 billion and \$16.9 billion, respectively (both these number exclude their franchise divisions; Howard Hann's numbers don't reflect the purchase of Allan Tate Realtors, which closed in early 2019).

**2019 Brokerage Top 10 Ranking by Annual Sales Volume**

2019 Mega Rank (2018 Rank)	Brokerage Name	2018 Sales Volume (in millions)	% Change from 2017
1 (1)	NRT	\$176,293	-1.0%
2 (2)	HomeServices of America	\$135,905	8.4%
3 (9)	Compass	\$45,545	225.1%
4 (3)	Douglas Elliman Real Estate	\$28,088	7.6%
5 (4)	Redfin	\$25,812	14.7%

Source: Mega 1000

**2019 Brokerage Top 5 Ranking by Annual Transaction Sides**

2019 Mega Rank (2018 Rank)	Brokerage Name	2018 Transaction Sides	% Change from 2017
1 (2)	HomeServices of America	346,628	5.6%
2 (1)	NRT	336,806	-2.9%
3 (3)	Hanna Holdings	105,500	16.6%
4 (9)	eXp Realty	74,678	202.9%
5 (4)	Weichert Realtors*	68,000	-5.6%

Source: 2019 Mega 1000

\* Did not submit data

On the Franchisor side, Keller Williams Realty nearly doubled its annual sales volume lead over Re/Max in 2019; this after taking the franchisor crown from Re/Max in 2018. No. 3

Coldwell Banker nudged slightly closer to Re/Max. However, if Canada sales volume were included, Re/Max remains North America's largest real estate brand.

At No. 5, Sotheby's International Realty narrowly passed \$100 billion in annual sales volume nudging into the top 5 slot for the first time in the company's history. Many of these franchisors also have major global footprints, which are not reflected in these stats.

**Top 5 Residential Real Estate Franchisors** (includes company-owned and non-company-owned offices under the brand)

2019 Mega Rank	Franchisors	2018 Sales Volume (in billions)	% Change from 2017
1	Keller Williams Realty	\$322.08	6.2%
2	Re/Max	\$262.62	-3.1%
3	Coldwell Banker Real Estate	\$246.20	0.5%
4	Berkshire Hathaway HomeServices (HSF)	\$112.41	2.6%
5	Sotheby's Realty International	\$100.05	5.3%

Source: Mega 1000

The Mega 1000 also includes membership rosters and other key information on the industry's largest real estate networks: Leading Real Estate Companies of the World, The Realty Alliance and Cartus.

Mega 1000's breadth and comprehensiveness makes it the new standard for real estate company analysis. Access it at [mega1000.com](http://mega1000.com).

### About T3 Sixty

Exclusively serving the residential real estate brokerage industry, T3 Sixty provides real estate CEOs, business leaders, association and MLS executives, brokers and high-performance teams the knowledge, best practices and support to grow their businesses. The company does this through management consulting, training and in-depth research and quality publications, such as its hallmark Swanepoel Trends Report, an annual analysis of the top trends shaping the industry for the next 18 to 24 months. The firm's consulting divisions include brokerage, technology, merges and acquisitions, and associations and MLSs. [Find out more here.](#)

### About the Mega 1000

T3 Sixty uses a large selection of resources – including public financial filings, MLSs and others – to estimate and verify the sales volume of the firms it ranks including those that do not supply information. The company has confidence that all published stats are very close to the companies' actual numbers.