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Once again, [Ben Caballero with HomesUSA.com](#) was named the No. 1 individual agent by both sales volume and transaction sides on the [REAL Trends The Thousand agent rankings](#). [Caballero](#) saw a need in the new-home market for a system that allowed homebuilders to list their available inventory. He uses that technology with more than 60 homebuilders in the Dallas-Fort Worth, Texas area.

In the team category, The Lucido Agency, Keller Williams Realty in Maryland and the Mark Spain Real Estate in Georgia were ranked No. 1 in transaction volume and sides, respectively.

[REAL Trends Inc.](#), in conjunction with [The Wall Street Journal](#), announced the 13th annual [The Thousand](#) list of America's top 1,000 real estate sales professionals and team on June 29. An abridged list of the designees is published in the June 29 edition of *The Wall Street Journal*, and a complete listing is available online at [www.realtrends.com/rankings/rt1000](http://www.realtrends.com/rankings/rt1000).

"The real estate sales professionals ranked in The Thousand have proven that they have the skills to grow their businesses year after year," said Steve Murray, president of REAL Trends and publisher of The Thousand. "The average U.S. real estate professional closed 8.0 transaction sides in 2017. The average agent ranked in The Thousand closed 204 transaction sides and the average team closed over 533 transaction sides."

The top five designees in each category of the 2018 REAL Trends The Thousand are:

#### [Individual Agent—Sales Volume](#)

1. Ben Caballero, HomesUSA.com, Inc., Addison, Texas
2. Chris Cortazzo, Coldwell Banker Residential Brokerage, Malibu, Calif.

3. Mauricio Umansky, The Agency, Beverly Hills, Calif.
4. Alexa Lambert, Stribling & Associates, New York, N.Y.
5. Aaron Kirman, Pacific Union International, Beverly Hills, Calif.

#### Individual Agent—Transaction Sides

1. Ben Caballero, HomesUSA.com, Inc., Addison, Texas
2. Brian Bair, OfferPad, Gilbert, Ariz.
3. Jason Saphire, www.EntryOnly.com, Boston, Mass.
4. John Swartz, RE/MAX Connection, Turnersville, N.J.
5. Sherri Saad, RE/MAX Leading Edge, Detroit, Mich.

#### Agent Team—Sales Volume

1. Lucido Agency, Keller Williams Realty, Ellicott City, Md.
2. The Serhant Team, Nest Seekers International, New York, N.Y.
3. Halton Pardee + Partners, Halton Pardee + Partners, Santa Monica, Calif.
4. The DeLeon Team, DeLeon Realty, Inc., Palo Alto, Calif.
5. Ben Kinney/Home 4 Investment Team, Keller Williams Realty, Bellingham, Wash.

#### Agent Team—Transaction Sides

1. Mark Spain Real Estate, Mark Spain Real Estate, Alpharetta, Ga.
2. Lucido Agency, Keller Williams Realty, Ellicott City, Md
3. Ben Kinney/Home 4 Investment Team, Keller Williams Realty, Bellingham, Wash
4. The Minnesota Real Estate Team, RE/MAX Advantage Plus, Bloomington, Minn.
5. Duffy Realty, Duffy Realty of Atlanta, Alpharetta, Ga.

“In total, this year’s professionals in The Thousand closed 184,407 sides and sold more than \$86 billion in 2017—a new record for sales volume with a 9 percent increase over last year,” said Murray. “It is incredible to consider that 1,000 sales professionals and teams could accomplish so much.”

<https://www.realtrends.com/blog/the-thousand-top-agents-top-team/>