



STL REAL ESTATE NEWS

REAL TRENDS ANNOUNCES 2018 THE THOUSAND

06/29/2018  STL.NEWS

[STL REAL ESTATE NEWS](#)

REAL TRENDS ANNOUNCES 2018 THE THOUSAND

[06/29/2018 STL.NEWS](#)

DENVER/ June 29, 2018 (STL.News)

Today, REAL Trends Inc., in conjunction with The Wall Street Journal, published the 13th annual The Thousand list of America's top 1,000 real estate sales professionals and teams. An abridged list of the designees is published in today's edition of The Wall Street Journal and a complete listing is available online at www.realtrends.com/rankings/rt1000.

REAL Trends The Thousand, as advertised in The Wall Street Journal, is an annual, national awards ranking sponsored by REAL Trends—the Trusted Source—and advertised in The Wall Street Journal. Designees are recognized as the top one-half of one percent of more than 1.3 million licensed real estate professionals nationwide. The Thousand is divided into four categories, each listing the top 250 designees: Individual Agent—Sales Volume; Individual Agent—Transaction Sides; Agent Team—Sales Volume and Agent Team—Transaction Sides.

“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. These kinds of results show that those who commit to being full-time professionals can build meaningful businesses and succeed beyond expectations. Achieving this level of results is simply incredible.”

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

Individual Agent—Sales Volume

Ben Caballero, HomesUSA.com, Inc., Addison, Texas
Chris Cortazzo, Coldwell Banker Residential Brokerage, Malibu, Calif.
Mauricio Umansky, The Agency, Beverly Hills, Calif.
Alexa Lambert, Stribling & Associates, New York, N.Y.
Aaron Kirman, Pacific Union International, Beverly Hills, Calif.

Individual Agent—Transaction Sides

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

Agent Team—Sales Volume

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

Agent Team—Transaction Sides

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

METHODOLOGY

REAL Trends The Thousand awards program was developed jointly by WSJ, Custom Studios and REAL Trends, a leading source of analysis and information for the residential real estate brokerage industry. The Thousand honors America's finest real estate professionals and their companies and is compiled and analyzed by REAL Trends. Rankings are compiled based on surveys from virtually every national branded network, state and local associations of Realtors®, multiple listing services, all applicants from past years' rankings, and the 1,752 largest brokerage firms in the United States. Verification from an independent source is required for all submissions. In addition, REAL Trends senior staff reviews every submission for completeness and accuracy.

ABOUT REAL TRENDS

REAL Trends has been The Trusted Source of news, analysis and information on the residential brokerage industry since 1987. The privately held publishing, consulting and communications company is based in Castle Rock, Colorado. Residential real estate leaders look to REAL Trends for timely and trusted information and analysis through its monthly newsletter, news updates, conferences and publications. In addition to creating research studies, REAL Trends is a leading provider of high-level business consulting services to the residential real estate industry. The firm provides a wide range of advisory services to local, regional and national real estate organizations. Areas of expertise include operational analysis, valuations, merger and acquisition advisory services, consumer and business research and strategic planning. For more information, visit www.realtrends.com or call 303-741-1000.