Howard Hanna posts record-breaking $18B in sales volume

Howard Hanna Real Estate Services, the family-owned private independent behemoth that claims to be the no. 1 homeseller in Pennsylvania, Ohio and New York, posted sales volume of $18.4 billion for the year of 2017. This reflects an increase of 5 percent over 2016. The company, which acquired five real estate brokerages in 2017, the largest of which was Cranbrook Realtors in Detroit, said it closed a record 97,000 sales transactions last year, an increase of over 1,800 from 2016. Howard Hanna has a total of 262 offices and 9,200 sales associates in states ranging from Pennsylvania, Ohio, New York, Virginia to North Carolina and Maryland and describes itself as the number one privately owned broker in the nation. Howard Hanna has mortgage, title and escrow and insurance businesses that also made acquisitions last year, leading Howard Hanna Mortgage Services to end 2017 with $1.7 billion and close to 10,500 closed transactions, while Barristers Title and Escrow's closed volume wa...

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