Real Trends announces top 500 2017 brokerages by transaction sides/volume

Which brokerages across the country are absolutely killing it? Which ones are doing tons of volume — and which ones are getting tons of clients and locking down transaction sides?

Real estate consulting firm Real Trends has just released its annual report of the top 500 brokerages for 2017, by both transaction sides and volume. NRT, which operates Realogy's company-owned real estate brokerages, topped the list for both sides and volume for what NRT says is the 20th year in a row.

The rankings are based on data provided by each brokerage — brokerages that do not provide any data are excluded from the rankings. Real Trends' Steve Murray notes that Realogy's brands, Keller Williams, Re/Max and Berkshire Hathaway collect transaction data as part of their contracts, and Real Trends cross-checks it with brokers; other franchises and independent brokerages submit their numbers directly, which Real Trends confirms with an outside accounting firm.

Here are the top 10 brokerages in each category.

Real Trends rankings by sides

Rank	Company	City	State	Sides	Website
1	NRT LLC	Madison	NJ	337,780	www.nrtllc.com
2	HomeServices of America, Inc.	Minneapolis	MN	245,154	www.homeservices.com
3	Hanna Holdings	Pittsburgh	PA	90,016	www.howardhanna.com
4	Long & Foster Companies, Inc	Chantilly	VA	81,032	www.longandfoster.com
5	RealtyONEGroup	Irvine	CA	44,182	www.realtyonegroup.com
6	Keller Williams Realty, GO Management Offices	Arlington	TX	33,769	www.kw.com
7	Crye-Leike Realtors	Memphis	TN	29,314	www.crye-leike.com
8	REALHOME Services and Solutions Inc.	Atlanta	GA	27,830	www.altisource.com
9	Real Estate One	Southfield	MI	26,923	www.realestateone.com
10	HomeSmart LLC	Scottsdale	AZ	24,381	www.homesmart.com

1. NRT LLC, Madison, New Jersey, 337,780
2. HomeServices of America, Inc., Minneapolis, Minnesota, 245,154

3. Hanna Holdings, Pittsburgh, Pennsylvania, 90,016
4. Long & Foster Companies, Inc., Chantilly, Virginia, 81,032
5. RealtyOneGroup, Irvine, California, 44,182
6. Keller Williams Realty, Go Management Offices, Arlington, Texas, 33,769
7. Crye-Leike Realtors, Memphis, Tennessee, 29,314
8. RealHome Services and Solutions Inc., Atlanta, Georgia, 27,830
9. Real Estate One, Southfield, Michigan, 26,923
10. HomeSmart LLC, Scottsdale, Arizona, 24,381

Real Trends rankings by volume

Rank	Company	City	State	Volume	Website
1	NRT LLC	Madison	NJ	$166,022,150,000	www.nrtllc.com
2	HomeServices of America, Inc.	Minneapolis	MN	$86,009,311,021	www.homeservices.com
3	Long & Foster Companies, Inc	Chantilly	VA	$28,934,452,173	www.longandfoster.com
4	Douglas Elliman Real Estate	Huntington Station	NY	$24,551,000,000	www.elliman.com
5	Hanna Holdings	Pittsburgh	PA	$16,776,143,161	www.howardhanna.com
6	RealtyONEGroup	Irvine	CA	$15,236,117,192	www.realtyonegroup.com
7	Alain Pinel Realtors	Saratoga	CA	$11,179,788,519	www.apr.com
8	Pacific Union International - John Aaroe Group	San Francisco	CA	$10,149,289,868	www.pacificunion.com
9	William Raveis Real Estate, Mortgage, and Insurance	Shelton	CT	$9,327,114,682	www.raveis.com
10	Keller Williams Realty, GO Management Offices	Arlington	TX	$8,780,944,541	www.kw.com

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4. Douglas Elliman Real Estate, Huntington Station, New York, $24,551,000,000
5. Hanna Holdings, Pittsburgh, Pennsylvania, $16,776,143,161
6. RealtyOneGroup, Irvine, California, $15,236,117,192
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10. Keller Williams Realty, Go Management Offices, Arlington, Texas, $8,780,944,541

Real Trends has been doing a version of the list since 1988, Murray noted, and this time he said there were “a couple of big surprises.”

The first one is that the Real Trends 500 gained share on the market collectively for the second year in a row.

“That had, before these last two years, never happened before in a good market,” Murray noted. “In years past when the market was up, generally they lost share because when the market is good, it’s easier to form your own real estate company. Something is changing, because two years in a row now they’ve gained share.” Murray says Real Trends will be digging deeper into this surprise to discover its cause.

“No. 2 is that we note that for the first time, there was one Keller Williams firm in the top 10,” Murray said.

“That was as a result of a combination, a merger — but still, a Keller Williams brokerage doing 30,000 sides — unheard of.”

“Keller Williams is thrilled to be home to more representatives on the REAL Trends 500 than any other franchise,” said Keller Williams Co-CEO John Davis in a statement. “By focusing on production –- and being really purposeful about our activities and training during the months when traditional real estate slows down –- these 161 market centers are helping agents fund their lives and create opportunities.”

Editor’s note: *This story has been updated.*

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