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THE THOUSAND

AS ADVERTISED IN **THE WALL STREET JOURNAL.**

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REAL Trends Announces 2015 The Thousand

Tenth annual real estate ranking published in conjunction with The Wall Street Journal

DENVER (June 26, 2015)—Today, REAL Trends, Inc, in conjunction with *The Wall Street Journal*, published the 10th 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 *The Wall Street Journal* and a complete listing is available online at www.thethousandrealestateprofessionals.com.

REAL Trends The Thousand, as advertised in *The Wall Street Journal*, is an annual national awards ranking sponsored by the two respected publications. Designees are recognized as the top one half of one percent of more than 1,100,000 licensed REALTORS® 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. This year, REAL Trends added two new categories: Individual Agent-Average Sales Price; Agent Team-Average Sales Price. These two new categories offer an additional way to look at some of the top real estate professionals across the United States.

“These leading real estate sales professionals have shown that in up markets, down markets and flat markets, they know how to grow and prosper. 2014 was actually a down year in unit sales, yet these top performing sales agents and teams increased their business and their market share,” said Steve Murray, publisher of REAL Trends The Thousand. **“Given that the national averages are fewer than 10 closed transactions and less than \$1.2 million in closed volume per agent or team, and that these top people did more than 20 times that amount, these results speak to the extraordinary success of The Thousand. Being ranked in the REAL Trends The Thousand is an incredible accomplishment.”**

The top five designees in each category of the 2015 REAL Trends The Thousand are:

Individual Agent—Sales Volume

1. Ben Caballero, HomesUSA.com, Inc., Addison, TX
2. John Burger, Brown Harris Stevens, New York, NY
3. Mauricio Umansky, The Agency, Beverly Hills, CA
4. Drew Fenton, Hilton and Hyland, Beverly Hills, CA
5. Serena Boardman, Sotheby's International Realty/NRT, New York, NY

Individual Agent—Transaction Sides

1. Ben Caballero, HomesUSA.com, Inc., Addison, TX
2. Greg Kurzner, ERA Atlantic Realty, Alpharetta, GA
3. Joe Kadaf, RE/MAX Leading Edge, Dearborn Heights, MI
4. Mary Berry, CENTURY 21 All-Pro Realty, Inc., Oklahoma City, OK
5. Bill Howell, Hook & Ladder Realty, Inc., Sarasota, FL

Individual Agent – Average Sales Price

1. Jay Harris, The Agency, Beverly Hills, CA
2. Efi Luzon, Intero Real Estate Services, Los Altos, CA
3. Lily Lew, Coldwell Banker Residential Brokerage/NRT, San Francisco, CA
4. Richard Hilton, Hilton & Hyland, Beverly Hills, CA
5. John Burger, Brown Harris Stevens, New York, NY

Agent Team—Sales Volume

1. The DeLeon Team, DeLeon Realty, Inc., Palo Alto, CA
2. Williams & Williams, Hilton and Hyland, Beverly Hills, CA
3. The Jills®, Coldwell Banker Residential Real Estate/NRT, Miami Beach, FL
4. The Creig Northrop Team, Long & Foster Real Estate, Inc., Clarksville, MD
5. Bob Lucido Team, Keller Williams Realty, Ellicot City, MD

Agent Team—Transaction Sides

1. Rhonda Duffy, Duffy Realty of Atlanta, Alpharetta, GA
2. John Murray, Key Realty, Rockford IL
3. Ryan O’Neill & The Minnesota Real Estate Team, RE/MAX Advantage Plus, Bloomington, MN
4. Joe Rothchild Realty, Keller Williams Signature Realty, Katy, TX
5. The Mark Spain Team, Keller Williams Realty, Alpharetta, GA

Agent Team-Average Sales Price

1. The Kemp Team, The Corcoran Group/NRT, New York, NY
2. SingerVenekamp, Brown Harris Stevens, New York, NY
3. Williams & Williams, Hilton and Hyland, Beverly Hills, CA
4. Mary and Brent Gullixson, Alain Pinel Realtors, Menlo Park, CA
5. Jan Hashey Team, Douglas Elliman Real Estate, New York, NY

“In total, this year’s The Thousand professionals closed 146,371 sides and more than \$66 billion in sales volume in 2014—a new record for sales volume this group,” said Murray. “It is incredible to consider that 1,000 sales professionals and teams could accomplish so much in an industry that is still recovering.”

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. REAL Trends The Thousand honors America's finest real estate agents and their companies and is compiled and analyzed by REAL Trends.

The rankings are compiled based on surveys from virtually every national branded network, many state and local associations of Realtors®, multiple listing services, all applicants from past years' rankings, and the 900 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 international clientele as well as 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.

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