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THE THOUSAND

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

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REAL Trends Announces 2016 The Thousand

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

DENVER (June 24, 2016)—Today, REAL Trends Inc, in conjunction with *The Wall Street Journal*, published the 11th 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.thethousandrealestateprofessionals.com.

REAL Trends The Thousand, as advertised in *The Wall Street Journal*, is an annual, national awards ranking sponsored by REAL Trends and advertised in *The Wall Street Journal*. Designees are recognized as the top one half of one percent of more than 1.1 million 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. For the second year, REAL Trends has provided an additional ranking of the top 50 by average sales price for both individual agents and agent teams. These two categories offer an additional way to look at some of the top real estate professionals across the United States.

“The real estate sales professionals ranked in The Thousand have proven they have the skills to grow their business year after year,” said Steve Murray, president of REAL Trends and publisher of The Thousand. “The average real estate agent in the U.S. sold seven homes in 2015. The average agent ranked in The Thousand sold 202 homes and the average team sold over 433 homes. These kind of results show that those who commit to being full time professionals can build meaningful businesses and succeed beyond anyone’s expectations. Achieving this level of results is simply incredible.”

The top five designees in each category of the 2016 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. Serena Boardman, Sotheby’s International Realty/NRT, New York, NY

4. Joanne Nemerovski, Berkshire Hathaway HomeServices Koenig Rubloff Realty Group, Chicago, IL
5. Mauricio Umansky, The Agency, Beverly Hills, CA

Individual Agent—Transaction Sides

1. Ben Caballero, HomesUSA.com, Inc., Addison, TX
2. Jeff Perry, Berkshire Hathaway HomeServices Results Realty, St. Cloud, FL
3. Alexander Chandler, Alexander Chandler Realty, Fort Worth, TX
4. Ranae Stewart, EXIT Realty N.F.I., Pensacola, FL
5. Gina Gargeu, CENTURY 21 Downtown, Baltimore, MD

Individual Agent – Average Sales Price

1. Brenda S. Powers, Sotheby’s International Realty/NRT, New York, NY
1. Elizabeth L. Sample, Sotheby’s International Realty/NRT, New York, NY
3. Alireza Faghiri, Alain Pinel Realtors, Menlo Park, CA
4. Setsuko Hattori, Douglas Elliman Real Estate, New York, NY
5. Karen Kemp, The Corcoran Group/NRT, New York, NY

Agent Team—Sales Volume

1. The Leonard Steinberg Team, Compass, New York, NY
2. Tami Pardee, Halton Pardee + Partners, Venice, CA
3. The Creig Northrop Team, Long & Foster Real Estate, Inc., Clarksville, MD
4. The Eklund Gomes Team, Douglas Elliman Real Estate, New York, NY
5. The Serhant Team, Nest Seekers International, New York, NY

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. Ronnie & Cathy Matthews, RE/MAX Legends, Spring, TX
5. The Creig Northrop Team, Long & Foster Real Estate, Inc., Clarksville, MD

Agent Team-Average Sales Price

1. Mandile/Knapp Team, Sotheby’s International Realty/NRT, Beverly Hills, CA
2. Richard Steinberg Team, Douglas Elliman, New York, NY
3. Sal Capozucca and Jeanette Colegrove, Brown Harris Stevens, Brooklyn, NY
4. Julie Siff and Ghislaine Absy, Brown Harris Stevens, New York, NY
5. Mary and Brent Gullixson, Alain Pinel Realtors, Menlo Park, CA

“In total, this year’s professionals in The Thousand closed 159,589 sides and sold more than \$72 billion in 2015—a new record for sales volume with a nine percent increase over last year,” 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. The Thousand honors America's finest real estate agents 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 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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