

REAL Trends 2019 The Thousand Fourteenth annual real estate ranking advertised in *The Wall Street Journal*

Castle Rock, Colo.—REAL Trends, as advertised in *The Wall Street Journal*, published the 14th 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*. REAL Trends is an annual, national awards ranking sponsored by REAL Trends—the Trusted Source—and Tom Ferry International coaching. Designees are recognized as the top one-tenth of one percent of more than 1.4 million licensed Realtors® nationwide.

"The best individual agents and teams' award-winning efforts were phenomenal considering the competition in the real estate market," said Steve Murray, president of Castle Rock, Colo.-based consulting company REAL Trends.

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
- 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 Murray. "The average U.S. Realtor® sold nine homes in 2018. The average agent ranked in The Thousand sold 217 homes and the average team sold over 562 homes. 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." **VALIA Properties ranked #58 with over \$155 million, in Individuals by Transaction Volume.**

"In total, this year's professionals in The Thousand closed 195,195 sides and sold more than \$89.8 billion in 2018—a new record for sales volume with a 14 percent increase in sales volume and a 16.4 percent in sides 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 by REAL Trends, a leading source of analysis and information for the residential real estate brokerage industry, in partnership with Tom Ferry International, a leading real estate coaching and training company. 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 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.