

An aerial photograph of a suburban neighborhood at sunset. The houses have red-tiled roofs and are surrounded by green trees and lawns. The sky is filled with orange and yellow clouds, and the sun is low on the horizon, casting a warm glow over the scene.

2021

THE THOUSAND

RT REALTRENDS + TF TomFerry.

RANKING THE TOP REAL ESTATE PROFESSIONALS & TEAMS

by Transactions Sides & Sales Volume

Top Large Teams (11-20 Sales Professionals)

SALES VOLUME

	NAME	COMPANY	2020 SALES VOLUME
1.	The Jills Zeder Group	Coldwell Banker Realty Miami Beach, FL	\$1,236,209,596.00
2.	K2 Team	K2 Realty North Palm Beach, FL	\$679,230,847.00
3.	Chris Cortazzo	Compass Malibu, CA	\$645,693,150.00
4.	The Altman Brothers Team	Douglas Elliman Los Angeles, CA	\$583,894,263.40
5.	Alexander Team	Douglas Elliman New York, NY	\$563,931,015.02
6.	The Tse Group	Interco - A Berkshire Hathaway Affiliate Saratoga, CA	\$560,821,758.00
7.	The Matthews Team	RE/MAX Legends Spring, TX	\$439,466,169.00
8.	The Hudson Advisory Team	Compass New York, NY	\$425,549,512.00
9.	Sally Forster Jones Group	Compass Beverly Hills, CA	\$424,731,073.00
10.	Dawn McKenna Group	Coldwell Banker Realty Hinsdale, IL	\$374,754,170.00
11.	Caskey & Caskey and Associates	Strand Hill Properties Manhattan Beach, CA	\$348,797,606.00
12.	The Troyer Group	Interco - A Berkshire Hathaway Affiliate Los Altos, CA	\$344,950,813.00
13.	McKown Weinstein Associates	Compass Los Angeles, CA	\$339,415,000.00
14.	The Rider Elite Team	Keller Williams Realty Scottsdale, AZ	\$331,146,300.60

Congratulations to the individual real estate professionals and teams that qualified to be part of this year's RealTrends + Tom Ferry The Thousand, as advertised in *The Wall Street Journal*.

From a global pandemic and lockdowns to the overwhelming realization of the importance of home for work, play and comfort, 2020 can best be known as the year of resiliency. The pandemic heightened the importance of home as a sanctuary. You and your fellow leaders were there to serve your neighbors. Your resiliency and desire to serve those in your community and achieve the level of success it takes to be named in The Thousand and America's Best Real Estate Professionals rankings is commended.

Only .07% of the 1.4 million Realtors® in the U.S. make up The Thousand — the very best in the country. America's Best is comprised of the top 1.5% of all Realtors in the country. This year, we had 4,000 more individuals and teams qualify for the rankings. This is the 16th year publishing the rankings, and we have never seen this type of growth. It was a banner year, and you deserve to be celebrated.

You and your fellow leaders closed 260,801 sides and more than \$150 billion in sales volume in 2020 — a new record for sales volume and sides and a significant increase year over year. Additionally, seven teams closed over \$1 billion in volume in 2020 — the first time this has happened.

We could not have assembled this ranking of the nation's finest and most productive real estate sales professionals without the assistance of the real estate industry's executives. We thank the leaders of the nation's largest real estate brands and networks, local and state associations of Realtors® and many multiple listing systems (MLSs) for their efforts to support the compilation and verification of the data that applicants submitted to RealTrends.

Please note that while we reached out to more than 2,000 separate U.S. realty organizations to find every sales professional who might qualify to be ranked on this list, it is highly likely that there are some fine real estate sales professionals who are not listed here. Some choose not to apply, others do not supply the verification necessary to be listed, and still others may not understand the importance of this list. Because of this, our version of RealTrends + Tom Ferry The Thousand, as advertised in *The Wall Street Journal* and America's Best Real Estate Professionals may not be a complete. Please help us in getting the word out so next year, we can recognize all of those who deserve this honor.

METHODOLOGY

The application process begins in January when we send applications to those who qualified in past years. Then, we contact national real estate brands so that they may encourage sales associates and teams to apply. We also work directly with all brokerage firms ranked on the RealTrends 500 and Nation's Best and virtually every local and state Association of Realtors®. We invite each of these parties to either submit qualified candidates to us or to let us know who may qualify, and then we reach out to them directly. All production listed is based on the prior calendar year's closed residential sales. We do not include leases or commercial sales. These numbers may include off-market listings. While we list the city and state of the main office where the sales professional or team is located, the sales included in the numbers may come from various other markets if the sales professional does business across multiple MLSs, cities or states. We require independent, third-party verification for every sales professional and team. These take many forms, but the source for the verification must be independent of the sales professional or team submitting the application. We make no exceptions to this rule.



A handwritten signature in black ink that reads "Clayton Collins".

CLAYTON COLLINS
CEO
HW Media



A handwritten signature in black ink that reads "Tom Ferry".

TOM FERRY
Founder & CEO
Tom Ferry