

# CRAIN'S LIST: LARGEST RESIDENTIAL BROKERS

Ranked by 2016 gross sales

	Company Address Phone; website	Top executive(s)	Gross sales (\$000,000) 2016	Gross sales (\$000,000) 2015	No. of residential transactions closed in 2016	No. of offices/ No. licensed brokers and registered sales representatives	Average sales per office (\$000,000)
1	<b>Real Estate One Inc.</b> <sup>①</sup> 25800 Northwestern Highway, Suite 100, Southfield 48075 (248) 208-2900; www.realestateone.com	Dan Elsea, president, brokerage services; Stuart Elsea, president, financial services	<b>\$5,431.3</b>	\$4,820.4	26,923	43 2,004	\$126.3
2	<b>Coldwell Banker Weir Manuel/Hubbell Briarwood</b> <sup>②</sup> 32100 Telegraph Road, Suite 240, Bingham Farms 48025 (248) 644-6300; www.cbwm.com	John North CEO	<b>1,879.1</b> <sup>③</sup>	1,120.5	9,252	18 600	104.4
3	<b>Re/Max Platinum</b> 6870 Grand River Ave., Brighton 48114 (810) 227-4600; www.only-remax.com	Joseph DeKroub Jr. CEO	<b>751.5</b>	696.3	3,477	4 267	187.9
4	<b>RE/MAX Classic</b> <sup>③</sup> 29630 Orchard Lake Road, Farmington Hills 48334 (248) 737-6800; www.detroitmetrorealestate.com	Carlina Boji broker/owner	<b>727.9</b>	716.6	3,542	5 165	145.6
5	<b>Howard Hanna</b> 1884 W. Stadium Blvd., Ann Arbor 48103 (734) 665-9800; www.howardhanna.com	Howard Hanna III CEO	<b>645.3</b>	598.5	3,605	9 249	71.7
6	<b>Signature Sotheby's International Realty</b> <sup>④</sup> 415 S. Old Woodward Ave., Birmingham 48009 (248) 644-7000; signaturesothebys.com	Douglas Hardy chairman	<b>617.4</b>	414.4	1,817	2 125	308.7
7	<b>Century 21 Town &amp; Country</b> 48680 Van Dyke Ave., Shelby Township 48317 (248) 608-5000; www.century21town-country.com	John Kersten president	<b>615.7</b>	550.1	3,111	7 329	88.0
8	<b>Keller Williams Realty Novi/Northville</b> 39500 Orchard Hill Place, Suite 100, Novi 48375 (248) 380-8800; www.kwnorthville.com	Wendy Patton operating principal	<b>561.6</b>	472.0	2,491	2 286	280.8
9	<b>Keller Williams Professional (formerly Keller Williams Plymouth)</b> 789 W. Ann Arbor Trail, Plymouth 48170 (734) 459-4700; plymouthmarketcenter.yourkwoffice.com	Jeff Glover operating partner	<b>550.3</b>	371.9	3,436	2 306	275.2
10	<b>Real Estate Affiliates Keller Williams West Bloomfield &amp; Commerce</b> 30500 Northwestern Highway, Suite 300, Farmington Hills 48334 (248) 626-2100; kellerwilliamswb.com	David Botsford chairman	<b>494.0</b>	381.6	2,335	2 335	247.0
11	<b>Re/Max First</b> 36594 Moravian Drive, Clinton Township 48035 (586) 792-8000; www.soldbyfirst.com	Rob Shaffer broker/owner	<b>437.5</b>	345.9	3,028	5 147	87.5
12	<b>Hall &amp; Hunter Realtors</b> 442 S. Old Woodward Ave., Birmingham 48009 (248) 644-3500; hallandhunter.com	Dennis Wolf owner and CEO	<b>435.4</b>	510.7	1,103	1 90	435.4
13	<b>Century 21 Curran &amp; Christie Inc.</b> 24711 Michigan Ave., Dearborn 48124 (313) 274-1700; century21cc.com	Robert Curran, president and CEO; Adam Oberski, VP	<b>375.7</b>	319.1	2,425	3 147	125.2
14	<b>Real Living Kee Realty</b> 15501 Metropolitan Parkway, Suite 105, Clinton Township 48036 (810) 602-7823; www.thekeegroup.net	John Meeseman president	<b>356.2</b>	265.6	1,996	5 200	71.2
15	<b>Keller Williams Realty Lakeside</b> 45609 Village Blvd., Shelby Township 48315 (586) 532-0500; www.kwlakeside.com	David Klaft broker/owner	<b>351.7</b>	354.5	1,975	1 237	351.7
16	<b>Coldwell Banker Preferred Realtors</b> 44644 Ann Arbor Road, Suite A, Plymouth 48170 (734) 459-6000; www.cbpreferred.com	Jim Stevens president and broker	<b>317.5</b>	263.1	1,309	1 114	317.5
17	<b>Re/Max Suburban Inc.</b> 43599 Schoenherr, Sterling Heights 48313 (586) 262-2000; shophomesforsale.com	David Tuscany, owner and broker; David Kwasny, owner	<b>280.2</b>	239.5	1,457	1 51	280.2
18	<b>Sine &amp; Monaghan Realtors Real Living</b> 18412 Mack Avenue, Grosse Pointe 48236 (313) 884-7000; www.realliving.com/sine-monaghan-realtors	Mark Monaghan broker	<b>234.2</b>	NA	1,119	4 119	58.6
19	<b>Century 21 Today Inc.</b> 28544 Orchard Lake Road, Farmington Hills 48334 (734) 462-9838; www.century21today.com	Douglas Hardy president	<b>231.9</b>	230.7	823	4 138	58.0
20	<b>Remerica Hometown One</b> 44785 Five Mile Road, Plymouth 48170 (734) 420-3400; www.hometownnone.com	John McArdle broker and CEO	<b>182.7</b>	187.5	889	1 52	182.7
21	<b>Re/Max New Trend</b> 38275 W. 12 Mile Road, Suite 101, Farmington Hills 48331 (248) 553-5050; www.remax-newtrend.com	Yoshiko Fujimori broker and owner	<b>180.3</b>	159.1	992	2 36	90.1
22	<b>Remerica United Realty</b> 47720 Grand River Ave., Novi 48374 (248) 344-1800; RemericaUnited.com	Gary Reggish broker/owner	<b>162.2</b>	151.5	914	1 NA	162.2
23	<b>Re/Max Team 2000</b> 23676 Park St., Dearborn 48124 (313) 561-0900; www.team2000.remax-detroit.com	Ed Mallad broker/owner	<b>161.2</b>	139.4	1,136	1 NA	161.2
24	<b>Re/Max Metropolitan</b> 8300 Hall Road, No. 100, Utica 48317 (586) 997-9900; www.metropolitan.remax-detroit.com	Robert Scalici and Chuck Cacchione broker/owners	<b>141.7</b>	152.1	820	1 31	141.7
25	<b>Keller Williams Great Lakes</b> 19900 E. 10 Mile Rd., St. Clair Shores 48080 (586) 541-4000; greatlakes.yourkwoffice.com	Jeff Glover operating partner	<b>122.9</b>	NA	1,067	1 115	122.9

This list of the largest residential brokers is an approximate compilation of such companies in Wayne, Oakland, Macomb, Washtenaw and Livingston counties. It is not a complete listing but the most comprehensive available. Companies with headquarters elsewhere are listed with the address and top executive of their main Detroit-area office. Unless otherwise noted, information was provided by the companies. NA = not available.

① In January of 2016 Advantage Realty was sold to Real Estate One.

② Coldwell Banker Hubbell BriarWood, Lansing was acquired by the owners of its Bingham Farms counterpart in April 2016.

③ Re/Max on the Trail was sold to Re/Max Classic, effective April 1, 2017.

④ Formerly SKBK Sotheby's International Realty

