

# Swanepoel Mega 1000



2019



2019

Swanepoel

Mega 1000

Report Extract: Top 20 Rankings for State Associations,  
Local Associations and MLS

Ranking the largest brokerages, franchisors  
holding companies, Realtor associations and MLS  
in the residential real estate brokerage industry.

# 2019 Swanepoel Mega 1000

mega1000.com

## Editor-in-Chief

Stefan Swanepoel

## Executive Editors

Michele Conn, Paul Hagey

## Managing Editor

Tinus Swanepoel

## Research

Michele Conn, Clint Skutchan,  
Travis Saxton, Chris Reilly,  
Karen Smith

## Design

Tinus Swanepoel, Jennifer Tumala  
Karen Smith

Published by RealSure, Inc and T3 Sixty, LLC  
29122 Rancho Viejo Rd, Suite 102  
San Juan Capistrano, CA 92675  
949.681.9409

t360.com | mega1000.com

Copyright © 2019 by RealSure, Inc.  
All rights reserved.

**Limit of Liability / Disclaimer of Warranty.** Except as permitted under the United States Copyright Act of 1976, no part of this publication may be reproduced or distributed in any form or by any means or stored in a database or retrieval system without the prior written permission of the publisher. Images may be protected by copyright and should not be used without approval.

**Data.** T3 Sixty (T3) strives to deliver the most accurate, meaningful and complete data possible. We have included all companies we are aware of and believe warrant inclusion in the rankings based on their performance. T3 analyzed and included companies based on data gathered through a variety of methods, including surveys, MLS data, public financial statements, interviews and the internet. While we used our best efforts in preparing the Mega 1000 and have verified numbers as far as possible, we cannot guarantee 100 percent accuracy or completeness. Readers should always be cautious when using or relying on numbers from any list, including the Mega 1000.

**Inclusion.** We have not excluded any major brokerage that we are aware of and have a high level of confidence that the integrity of the information among the top companies is complete and accurate. Obviously, as you move down the Mega 1000, there will be companies that we have missed. Because T3 Sixty is committed to including every brokerage that should be ranked, we invite anyone to contact the T3 Sixty Research Department; email them at [info@t360.com](mailto:info@t360.com) to help us improve future editions of the Mega 1000 by providing us names of brokerages we should research. T3 Sixty is the principal provider of trends and/or industry information, and your support is appreciated in helping us provide you the best intelligence possible.

**Customers.** A large number of the companies listed on the Mega 1000 have either attended a T3 event, purchased one or more of our reports in the past and some are currently, or have been, clients of our consulting division. Furthermore, T3 has and continues to make investments in an array of companies in our industry. These are passive long-term investments and we do not speculate or day-trade. T3 is exclusively owned by management. Our research, reports and other writing are not influenced by any of the aforesaid. T3 Sixty goes to great lengths to remain neutral and objective in its studies, rankings and reports.

**Confidential Information.** No confidential information received under a nondisclosure agreement is ever published or used in the compilation of our reports. Data used in the Mega 1000 was specifically surveyed and/or researched for the Mega 1000. No company was included in the Mega 1000 with the intent of giving that company, or its competitors, an advantage or disadvantage; inclusion is always for the sake of completeness.

**Trademarks.** Most of the companies mentioned in the Mega 1000 own numerous trademarks and other marks, and T3 does not in any way seek to challenge or dilute any of these marks.

April 2019

# Mega 1000 expands Brokerages, Franchisors and Holding Company rankings to also include MLS and Realtor Association rankings

T3 Sixty solidifies their position as the residential real estate industry's leading provider of the most comprehensive industry rankings and analysis

**SAN JUAN CAPISTRANO, CALIFORNIA** – April 15, 2019. Three new categories of data - MLS organizations, State Realtor Associations and Local Realtor Associations have now been added to the already very extensive and widely recognized Mega 1000 rankings researched by T3 Sixty annually.

Close to 600 MLSs, 50 state Realtor associations and 1,100 local Realtor associations were surveyed and/or re-searched.

“Quality information enables leaders to make better decisions,” says Stefan Swanepoel, CEO of T3 Sixty, “and as industries – such as transportation, health, entertainment, retail, and real estate – undergo change, leaders are invariably concerned and tools like the Mega 1000 become invaluable.”

T3 Sixty, publishers of the Mega 1000 (annual company rankings), SP200 (annual executive rankings) and the Swanepoel Trends Report (annual trends analysis) invests thousands of hours every year to obtain a better understanding of the very fragmented vertical known as the residential real estate brokerage industry. T3 gathers data on thousands of companies and organizations, makes hundreds of telephone calls, and spends countless hours analyzing data in an attempt to produce the industry's most comprehensive rankings.

## **MLS Highlights**

Still, in the midst of a period of strong consolidation, the Multiple Listing Service numbers have dwindled from just over 800 in early 2014, down to nearly 600 organizations today. The rankings reflect how big certain MLS have grown as well as the emergence of new entities formed through consolidations.

California Regional MLS (CRMLS) regains the top position – at one stage upon the formation of Bright MLS after the merger of MRIS and TREND, there were statements indicating they had become the largest MLS. Year-end stats as of 12/31/18, however, confirms that CRMLS with a membership of 96,203 is now the undisputed largest MLS in the nation with Bright MLS a strong second at 88,071 members

Overall 50% of MLS subscribers are served by 19 MLS organizations or approximately 3% of the MLS in the country.

## **Association Highlights**

Among the 50 state Realtor associations California, Florida and Texas not surprisingly claim the top three slots with a large margin. Interesting to note is that the top 10 state associations account for 58%, or 788,416, of the total Realtor membership while the bottom 10 account only for 2%, or 29,164, as of year-end 2018.

In the local association category, 19% of the 1,103 local Realtor associations account for approximately 80% of the total membership once again illustrating the disproportionality of the organized real estate world. The largest local associations have tens of thousands of members, great management teams and are able to provide high-quality services to their members, while the smallest of associations with as few as 11 members are challenged to provide meaningful resources with limited income.

### **The need for third-party rankings**

“We often hear conflicting ranking claims by companies, especially brokerages, when different criteria are used to make a certain company reflect better. That’s regrettable and we hope that the rankings provided by T3 Sixty can become the official industry norm. Furthermore, it’s important that companies realize that it is not about any individual company or organization’s ranking per se, but more about the data that lies within the rankings. The insights that can be learned from the Mega 1000 data provide all with an invaluable tool to better understand the industry and prepare for change,” says Stefan Swanepoel.

### **About T3 Sixty**

Exclusively serving the residential real estate brokerage industry, T3 Sixty provides real estate CEOs, business leaders, association and MLS executives, brokers and high-performance teams the knowledge, best practices, and support to grow their businesses. The company does this through management consulting, training and in-depth research and quality publications, such as its hallmark Swanepoel Trends Report, the SP200, the Mega 1000 and the DANGER Report.



# Top 20 State Associations

Listing of the associations as of December 31, 2018

The top state Realtor associations as of December 31, 2018 (ranked by member count).

Rank	Company Name	Office	2018 Membership
1	California Association Of Realtors	Los Angeles, CA	198,744
2	Florida Association of Realtors	Orlando, FL	177,964
3	Texas Association of Realtors	Austin, TX	118,680
4	New York State Association Of Realtors	Albany, NY	57,411
5	New Jersey Association of Realtors	Trenton, NJ	53,944
6	Arizona Association of Realtors	Phoenix, AZ	49,720
7	Illinois Association Of Realtors	Springfield, IL	46,465
8	North Carolina Association of Realtors	Greensboro, NC	44,149
9	Georgia Association of Realtors	Atlanta, GA	36,745
10	Pennsylvania Association of Realtors	Lemoyne, PA	33,874
11	Virginia Association of Realtors	Glen Allen, VA	33,602
12	Ohio Association of Realtors	Columbus, OH	32,994
13	Michigan Association of Realtors	Lansing, MI	31,275
14	Tennessee Association Of Realtors	Nashville, TN	27,541
15	Colorado Association of Realtors	Englewood, CO	25,851
16	Maryland Realtors	Annapolis, MD	25,769
17	Massachusetts Association of Realtors	Waltham, MA	24,531
18	Missouri Association of Realtors	Columbia, MO	22,230
19	Washington Association of Realtors	Olympia, WA	21,763
20	South Carolina Association Of Realtors	Columbia, SC	20,983



# Top 20 Local Associations

Listing of the associations as of December 31, 2018

The top local Realtor associations as of December 31, 2018 (ranked by member count).

Rank	Company Name	Office	2018 Membership
1	Miami Association Of Realtors	Miami, FL	45,831
2	Houston Association Of Realtors	Houston, TX	35,701
3	Realtors of The Palm Beaches & Greater Ft Lauderdale	West Palm Beach, FL	29,492
4	Long Island Board Of Realtors	West Babylon, NY	25,600
5	Metrotex Association Of Realtors	Dallas, TX	19,011
6	Mainstreet Organization Of Realtors	Downers Grove, IL	17,180
7	Chicago Association Of Realtors	Chicago, IL	14,788
8	Orlando Regional Realtor Association	Orlando, FL	14,163
9	Greater San Diego Association Of Realtors	San Diego, CA	13,847
10	Greater Las Vegas Association Of Realtors	Las Vegas, NV	13,843
11	Orange County Association Of Realtors	Laguna Hills, CA	13,612
12	Southeast Valley Regional Association Of Realtors	Mesa, AZ	12,349
13	Northern Virginia Association Of Realtors	Fairfax, VA	11,632
14	San Antonio Board Of Realtors	San Antonio, TX	11,230
15	Austin Board Of Realtors	Austin, TX	11,116
16	Hudson Gateway Association Of Realtors	White Plains, NY	10,949
17	Charlotte Regional Realtor Association	Charlotte, NC	10,756
18	Beverly Hills/Greater La Association Of Realtors	Beverly Hills, CA	10,746
19	Kansas City Regional Association Of Realtors	Leawood, KS	10,677
20	Greater Tampa Association Of Realtors	Tampa, FL	10,507



# Top 20 Listing Services

Listing of the MLSs as of December 31, 2018

The top Multiple Listing Services as of December 31, 2018. Data is sorted by subscriber count. Counts based on the total number of subscribers, instead of the number of Realtors, for consistency of comparison across various stakeholder models and membership types.

Rank	Company Name	Corporate Office	2018 Membership
1	California Regional MLS	San Dimas, CA	96,203
2	Bright MLS	Rockville, MD	88,071
3	My Florida Regional MLS	Maitland, FL	58,600
4	SEF Shared MLS Database	Miami, FL	50,019
5	Midwest Real Estate Data	Lisle, IL	45,000
6	First Multiple Listing Service	Atlanta, GA	42,438
7	MLS Property Information Network	Shrewsbury, MA	41,537
8	New York MLS (Combined MLSi/HGAR MLS)	West Babylon, NY	40,000
9	Georgia MLS	Tucker, GA	39,209
10	North Texas Real Estate Information Systems	Dallas, TX	38,522
11	Arizona Regional MLS	Tempe, AZ	38,321
12	Houston Association Of Realtors	Houston, TX	35,844
13	RAPB + GFLR (Beaches MLS)	West Palm Beach, FL	33,204
14	Northwest MLS	Kirkland, WA	30,984
15	REcolorado	Greenwood Village, CO	24,113
16	Garden State MLS	Parsippany, NJ	23,061
17	Metrolist Services	Sacramento, CA	20,498
18	RMLS of Minnesota (Northstar MLS)	St. Paul, MN	18,097
19	SMART MLS	Wallingford, CT	17,762
20	Realcomp	Farmington Hills, MI	16,729