



## REALTRENDS NAMES ITS 2023 GAMECHANGERS BROKERAGES WHO GREW MARKET SHARE BASED ON REALTRENDS 500 DATA.

JUNE 1, 2023, 9:00 AM BY TRACEY VELT

Every year, RealTrends chooses GameChangers based on five-year, transaction side percentage data from the RealTrends 500. This year, we chose three public independent brokerage firms, four private independents and 11 franchises who grew their businesses at astronomical rates.

Whether through mergers and acquisitions, recruiting, or more times than not, a combination of the two, these brokerages are growing at record speeds in areas all over the country.

This year, we categorized them by public independent, private independent and franchise brokerages. Several firms have received the GameChanger award for multiple year — eXp Realty, Compass and Fathom Holdings in the public independent category. Lamacchia Realty, all in the independent category. In the franchise category, Berkshire Hathaway HomeServices Premier, RE/MAX Precision, ONE Sotheby's International Realty and Better Homes and Gardens Real Estate The Good Life Group are repeat GameChangers. For the next few weeks, we'll be featuring our GameChangers in podcasts and company profiles on the RealTrends site.

### Congratulations to our 2023 GameChangers:

#### Public independents

Robert Reffkin, CEO  
Compass  
507% Growth

Glenn Sanford, CEO  
eXp Realty  
441% Growth

Josh Harley, Chairman and CEO  
Fathom Holdings  
243%

#### Private independents

Michael Webb, Managing Broker  
Charles Rutenberg Realty  
264%

Anthony Lamacchia, broker/owner of  
Lamacchia Companies  
Lamacchia Realty  
216%

Bess Freedman, CEO  
Brown Harris Stevens  
163%



#### Franchises

Stacy Mathews, Broker-Owner  
Berkshire Hathaway HomeServices  
Premier Properties  
358%

Matt Brown, CEO  
Keller Williams Elite Realty  
334%

Orhan Tolu, CEO  
CENTURY 21 Real Estate Alliance  
296%

Travis Moulton, CEO  
RE/MAX Precision  
261%

Daniel de la Vega, President  
ONE Sotheby's International Realty  
203%

Hakan Karahan, President  
HomeSmart First Advantage Realty  
206%

Jon Cota, Broker-Owner  
NextHome Experience  
162%

Paul Benson, CEO  
Engel & Völkers Gestalt Group  
93%

Tom Simmons, Broker  
Better Homes and Gardens Real Estate  
The Good Life Group  
79%

Steve DuBrueler, CEO  
Coldwell Banker Premier  
76%

Steve Doty, Principal Broker & Owner  
ERA Doty Real Estate & ERA TEAM Real  
Estate  
55%