

FACT SHEET

First Guinness World Record Established in Real Estate

- Ben Caballero of Homesusa.com in Addison, Texas (Dallas-Ft. Worth area) holds the first Guinness World Record for real estate sales.
- Caballero now holds the record for “The most annual home sales transactions through an MLS by an individual sell side real estate agent” in a single year. A sell side agent is a listing agent.
- His record is 3,556 home sales in the year 2016, the latest year data was available when Guinness World Records made their determination, based on research from REAL Trends.
- Caballero has out ranked individuals and teams since 2012, selling nearly 13,000 homes worth \$3.4 billion in the last 5 years:

Year	Transaction Sides	Sales Volume
2016	3,556	\$1.44B
2015	2,491	\$1.02B
2014	2,383	\$925M
2013	2,095	\$737M
2012	2,267	\$668M
TOTAL	12,792 homes sold	\$3.4 Billion

- 3,556 homes in one year represents an average of more than 68 homes per week; that’s nearly 10 homes each day, every day of the week, or more than one-and-a-half sales every business hour.
- Caballero is the broker/owner of HomesUSA.com and he specializes in new homes for 65 builders in Dallas-Ft. Worth, Houston, Austin and San Antonio.
- He invented the HomesUSA.com platform, a cutting-edge online technology for builders that allows him to achieve such remarkable sales numbers.
- On May 16, 2018, at the REAL Trends “Gathering of Eagles” conference in Denver it was announced that Caballero was the number one real estate agent in the world, as recognized by Guinness World Records.
- Guinness World Records used home sales data by REAL Trends, which creates “The Thousand,” an annual report of the top 1,000 real estate agents it publishes in *The Wall Street Journal*.