



BEN CABALLERO

Real Estate Broker
President & CEO | HomesUSA.com, Inc.

Ben Caballero, founder and CEO of HomesUSA.com, holds the current Guinness World Record title for “Most annual home sale transactions through MLS by an individual sell side real estate agent.” Ranked by REAL Trends as America’s top real estate agent for home sales since 2013, Caballero is the most productive real estate agent in U.S. history.

Ben has been the No. 1-ranked real estate professional in the U.S. by both his number of closed real estate sales transactions and his cumulative transaction (dollar) volume since 2013. He is the first and only agent to exceed \$1 billion in residential sales transactions in a single year, a feat first achieved in 2015 and repeated each year through 2018, when he completed more than \$2 billion in sales.

In 2018, Ben’s 5,801 home sales totaling \$2.27 billion in volume smashed his previous record by 67%. Between 2004 and 2018, Ben’s 31,049 home sales totaled nearly \$11 billion in volume.

An award-winning innovator and technology pioneer, his drive to leverage technology has allowed him to reach unprecedented levels of sales. Ben developed a proprietary SaaS platform, HomesUSA.com, to aid him in servicing his clients. His record-setting production is only possible due to the efficiencies his platform enables.

Last year, Ben launched a podcast series, “Ben Caballero: Real Estate Lessons from the #1 Ranked Agent in the U.S.” In it, he shares his secrets to success, advice for builders, and how agents can work with builders, as well as stories about his path to the top. Available for free on [Apple iTunes](#), [Google Play Music](#), [Spotify](#), [YouTube](#), [iHeart Radio](#), and [PlayerFM](#), the podcast includes: *How Ben Became #1*, *How Ben’s Platform Works*, *How to Work with Builders* and *Why Production Builders need a Volume MLS Solution*.

The *Observer* named Ben one of “2018’s Most Powerful People in Residential Real Estate.” He won an Inman Innovator Award as “Most Innovative Real Estate Agent” in 2013 and was named a finalist in 2016 and 2017. Ben also has been named as one of the real estate industry’s most influential leaders by Inman News as well as a Top Trendsetter by Swanepoel in 2017. He received the 2014 Pinnacle Award for Real Estate Entrepreneurship, presented by Gary Keller of Keller Williams Realty.

An infographic illustrating Ben’s sales production is [here](#).

Learn more at [HomesUSA.com](#), Twitter: [@bcaballero](#) [@HomesUSA](#), and Facebook: [/HomesUSAdotcom](#).

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The Real Estate
INFLUENCERS
of 2017


REALTRENDS
OF TRENDS SOURCE
THE THOUSAND
AS ADVERTISED IN THE WALL STREET JOURNAL.

 Swanepoel
POWER 200

 **innovator**
AWARDS
2013
WINNER

