



FACT SHEET

Ben Caballero

Current Guinness World Record Title Holder

- Ben Caballero is the current [Guinness World Record](#) title holder for "Most annual home sale transactions through MLS by an individual sell side real estate agent."
- Caballero sold 5,801 homes worth \$2.27 billion in 2018, breaking his world record.
- Caballero is America's No. 1-ranked real estate agent, according to [REAL Trends](#), and has been the top-ranked agent in the U.S. since 2012.
- Owner of HomesUSA.com in Dallas, Texas, Caballero became the first Guinness World Record title holder for real estate sales in 2018. His record was for 3,556 home sales in 2016, which was the latest year data was available when Guinness World Records made their determination. The record was based on local MLS data verified REAL Trends.
- Caballero has been the top-ranked U.S. agent since 2012, outperforming top-ranked teams every year, selling over 23,000 homes worth nearly \$9 billion in the last seven years:

Year	Transaction Sides	Sales Volume
2018	5,801	\$2.27B
2017	4,799	\$1.90B
2016	3,556	\$1.44B
2015	2,491	\$1.02B
2014	2,383	\$925M
2013	2,095	\$737M
2012	2,267	\$668M
TOTAL	23,392 homes sold	\$8.96 Billion

- 5,801 homes in one year represent selling an average of more than 100 homes a week, or nearly 16 home sales a day, every single day of the year. **Caballero averaged almost three home sales every business hour.**
- Caballero is the broker/owner of HomesUSA.com, and he specializes in new homes for 60+ builders in Dallas-Ft. Worth, Houston, Austin, and San Antonio.
- He invented the HomesUSA.com MLS listing management and sales support platform, a cutting-edge cloud-based technology that helps Production Builders sell homes faster.
- Guinness World Records requires MLSs data to be verified by an internationally recognized real estate research firm. GWR approved REAL Trends to verify the MLS data provided for the record. REAL Trends is well-known for "The Thousand," an annual report of the top 1,000 real estate agents, promoted in *The Wall Street Journal*.