



# BEN CABALLERO

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

As published in The Wall Street Journal, and as independently confirmed by RealTrends, Ben Caballero, CEO and founder of HomesUSA.com, is the most productive individual US real estate agent. He holds the current Guinness World Record title for "Most annual home sale transactions through MLS by an individual sell side real estate agent."

Ben has been the No. 1 ranked real estate professional in the U.S. in the number of real estate sales transactions and cumulative transaction (dollar) volume for each of the last ten years (formally ranked No. 1 by Real Trends each year since 2013). He is the only agent to exceed \$2 billion in residential sales transactions in a single year, a feat achieved in 2018, 2019, with a new \$2.46 billion record in 2020.

In 2020, Ben had 6,438 home sales, totaling \$2.46 billion in volume. In 2019, Ben had 5,778 home sales, totaling \$2.25 billion in volume. In 2018, Ben had 5,801 home sales, totaling \$2.27 billion in volume. Between 2004 and 2020, he has had 43,265 home sales totaling \$15.188 billion in volume.

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

Ben has created a five-part 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 agents and builders, and stories about his path to the top. Available for free on [Apple iTunes](#), [Spotify](#), [YouTube](#), [iHeart Radio](#), and [PlayerFM](#), the podcast includes:

- How Ben Became #1
- How Ben's Platform Works
- How to Work with Builders
- Volume Builders need a Volume MLS Solution
- How Production Home Builders win by maximizing the MLS

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  
**THE THOUSAND**  
AS ADVERTISED IN THE WALL STREET JOURNAL.

  
**innovator**  
**AWARDS**  
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WINNER

  
Swanepoel  
**POWER 200**

