



FACT SHEET

Ben Caballero

Current Guinness World Record Title Holder

- > Ben Caballero is the current [Guinness World Record](#) title holder for “Most annual home sales transactions through MLS by an individual sell side real estate agent.”
- > Caballero sold 6,438 homes worth \$2.46 billion in 2020, breaking his world record.
- > Caballero is America’s No. 1-ranked real estate agent, according to RealTrends, and has been the top-ranked agent in the U.S. since 2012.
- > Founder, president and CEO 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 by RealTrends.
- > Caballero has been consistently ranked the top U.S. agent since 2012. Each year between 2012 and 2020, Caballero outperformed not only all 1.4 million real estate agents in the U.S. but also all real estate teams in the U.S.—in all ranking categories defined by RealTrends—selling more than 35,600 homes worth \$13.67 billion over the last nine years:

Year	Transaction Sides	Sales Volume
2020	6,438	\$2.46B
2019	5,778	\$2.25B
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	35,608 homes sold	\$13.67 Billion

- > 6,438 homes in one year represent selling an average of more than 123 homes a week, or over 17 home sales a day, every single day of the year. Caballero averaged over 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. RealTrends is well-known for “The Thousand,” an annual report of the top 1,000 real estate agents, promoted in The Wall Street Journal.