



FACT SHEET

Ben Caballero

America's No. 1 ranked Real Estate Agent
Three-time World Record Title Holder

- Ben Caballero is a **three-time Guinness World Records title holder** for “*Most annual home sales transactions through MLS by an individual sell side real estate agent.*”
- Caballero sold **7,012 homes worth \$3.64 billion in 2023** and broke his current world record.
- Caballero today is **America's No. 1-ranked real estate agent**, according to *RealTrends Verified*, and has been the top-ranked agent in the U.S. since 2013.
- Founder and CEO of **HomesUSA.com** based in Dallas, Texas, Caballero became the **first Guinness World Records title holder for real estate sales** in 2016, with new titles in 2018 and 2020.
- Caballero also **outperformed all real estate teams in the U.S from 2013 to 2020**, in all *RealTrends* ranking categories.

Ben Caballero 10-year annual production		
YEAR	TRANSACTION SIDES	SALES VOLUME
2023	7,012	\$3.64 Billion
2022	6,178	\$3.06 Billion
2021	4,671	\$1.98 Billion
2020	6,438	\$2.46 Billion
2019	5,778	\$2.25 Billion
2018	5,801	\$2.27 Billion
2017	4,799	\$1.90 Billion
2016	3,556	\$1.44 Billion
2015	2,491	\$1.02 Billion
2014	2,383	\$925 Million

Source: RealTrends Verified

- 7,012 homes sales in one year is an average of nearly **135 home sales per week**, or **19 home sales a day**, every single day of the year. Caballero averaged **3.7 home sales every business hour**.
- Caballero only sells new homes for **60+ builder clients** in Dallas-Ft. Worth, Houston, Austin, and San Antonio.
- Ben invented the HomesUSA.com MLS listing management and sales support platform – the latest version is **SpecDeck** – a cutting-edge cloud-based technology that helps Production Builders sell homes faster.
- **HousingWire** named **SpecDeck** a **2024 Tech100 Real Estate** award winner.