



BEN CABALLERO

BIOGRAPHY

Founder & CEO | HomesUSA.com, Inc.

Ben Caballero, the CEO and founder of [HomesUSA.com](https://www.HomesUSA.com), is real estate's only three-time [Guinness World Records title holder](#). Ranked by REAL Trends as America's top real estate agent for home sales by total transaction sides and total volume since 2013, Ben is the most productive real estate agent in U.S. history. Between 2004 and 2023, Ben sold more than 61,000 homes, totaling over \$24 billion in volume.

Last year, he smashed his [own world record](#) for both the number of annual home sales and the annual transaction volume. According to audited Multiple Listing Service data, in 2023, Caballero individually sold an unprecedented 7,012 homes totaling \$3.638 billion. His home sales last year translated into an average of more than 19 homes sold every single day of the year, or nearly \$10 million in home sales daily.

He is the only individual real estate agent to exceed \$3 billion in residential sales transactions in a single year (2023, 2022), the first agent to exceed \$2 billion (2018, 2019, 2020), and the first agent to exceed \$1 billion (2015, 2016, 2017).

Ben also is a highly honored innovator and technological pioneer. In addition to topping RealTrends *The Thousand* list every year since 2013, he was named a RIS Media 2024 Real Estate Newsmaker, Inman News named him "Most Innovative Real Estate Agent," he was a finalist in 2016 and 2018, an industry influencer in 2017, a Top Trendsetter by Swanepoel in 2017, and he won the 2014 Pinnacle Award for Real Estate Entrepreneurship, presented by Gary Keller and Keller Williams Realty.

Ben, an innovative real estate and home building trailblazer, invented HomesUSA.com's proprietary online SaaS listings management and marketing platform in 2007 to service his 60+ builder clients. He attributes his record-setting production to this cutting-edge technology, now called [SpecDeck](#), which he recently made available to production home builders nationwide to manage their MLS listings and marketing services in-house. SpecDeck was named by HousingWire as a 2024 Tech100 winner.

To satisfy the constant demand for interviews, Ben created two podcast series, "Ben Caballero: Real Estate Agent Series" and "Ben Caballero: Builder Talk," sharing his secrets to success, advice for agents and builders, and stories about his journey to the top. They are available on all major podcast platforms, including [Apple Podcasts](#), [Spotify](#), and Google's [YouTube](#).

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

Learn more at [HomesUSA.com](https://www.HomesUSA.com), [BenCaballero.com](https://www.BenCaballero.com), LinkedIn – [caballeroben](#), X - [@bcaballero @HomesUSA](#), and Facebook - [HomesUSAdotcom](https://www.HomesUSAdotcom).

