



**THE REAL DEAL**  
NEW YORK REAL ESTATE NEWS

2017

# DATA BOOK

—  
THE ESSENTIAL BOOK  
OF REAL ESTATE  
STATISTICS  
AND FACTS

VOL. XII PRICE: \$50

RESIDENTIAL | DEVELOPMENT | COMMERCIAL

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BY # OF  
MANHATTAN AGENTS

RANK			AGENTS		%
2016	2015	FIRM	2016	2015	CHANGE
1	1	DOUGLAS ELLIMAN	2,016	1,977	2%
2	2	CORCORAN GROUP	1,128	1,158	-3%
3	3	HALSTEAD PROPERTY	724	814	-11%
4	4	CITI HABITATS	671	745	-10%
5	6	CHARLES RUTENBERG	599	544	10%
6	7	KELLER WILLIAMS	593	535	11%
7	5	TOWN RESIDENTIAL	523	577	-9%
8	8	BOND NEW YORK	521	507	3%
9	9	BROWN HARRIS STEVENS	495	496	0%
10	10	NEST SEEKERS INTERNATIONAL	342	345	-1%
11	n/a	COMPASS	300	168	78%
12	12	STRIBLING & ASSOCIATES	281	281	0%

BY TOTAL  
MANHATTAN LISTINGS

RANK			LISTINGS		%
2016	2015	FIRM	2016	2015	CHANGE
1	1	DOUGLAS ELLIMAN	1,154	993	16%
2	2	CORCORAN GROUP	956	760	26%
3	4	BROWN HARRIS STEVENS	381	362	5%
4	3	HALSTEAD PROPERTY	373	375	-1%
5	5	STRIBLING & ASSOCIATES	158	147	7%
6	n/a	COMPASS	147	64	130%
7	6	TOWN RESIDENTIAL	140	113	24%
8	8	NEST SEEKERS INTERNATIONAL	135	93	45%
9	7	KELLER WILLIAMS NYC	134	97	38%
10 (tie)	9 (tie)	CITI HABITATS	57	46	24%
10 (tie)	9 (tie)	CHARLES RUTENBERG	57	46	24%
12	12	BOND NEW YORK	20	32	-38%

520 PARK AVENUE

## BIGGEST RESIDENTIAL BROKERAGE FIRMS

BY TOTAL \$ VOLUME,  
MANHATTAN LISTINGS

RANK			\$ VOLUME		\$	%
2016	2015	FIRM	2016	2015	CHANGE	CHANGE
1	1	DOUGLAS ELLIMAN	\$5.2B	\$4.2B	\$1B	25%
2	2	CORCORAN GROUP	\$4.5B	\$3.6B	\$883.3M	24%
3	3	BROWN HARRIS STEVENS	\$2.24B	\$2.26B	-\$12.8M	-1%
4	5	STRIBLING & ASSOCIATES	\$872.9M	\$693M	\$180.2M	26%
5	n/a	COMPASS	\$810.5M	\$487M	\$323.8M	67%
6	4	HALSTEAD PROPERTY	\$722.5M	\$711M	\$11.4M	2%
7	7	NEST SEEKERS INTERNATIONAL	\$635.6M	\$347M	\$288.5M	83%
8	6	TOWN RESIDENTIAL	\$514.3M	\$437M	\$77.1M	18%
9	8	KELLER WILLIAMS NYC	\$403.3M	\$165M	\$238.6M	145%
10	9	CHARLES RUTENBERG	\$129.9M	\$97M	\$32.9M	34%
11	10	CITI HABITATS	\$86.1M	\$76M	\$9.7M	13%
12	11	BOND NEW YORK	\$20.3M	\$74M	-\$53.7M	-73%

BY # OF AGENTS WITH A  
\$10M LISTING OR HIGHER

RANK			# OF LISTINGS		%
2016	2015	FIRM	2016	2015	CHANGE
1	1	DOUGLAS ELLIMAN	51	54	-6%
2	2	CORCORAN GROUP	31	45	-31%
3	3	BROWN HARRIS STEVENS	25	25	0%
4	n/a	COMPASS	12	5	140%
5	6	NEST SEEKERS INTERNATIONAL	10	5	100%
6	7	HALSTEAD PROPERTY	7	4	75%
7 (tie)	5	STRIBLING & ASSOCIATES	6	10	-40%
7 (tie)	4	TOWN RESIDENTIAL	6	11	-45%
9	12	KELLER WILLIAMS NYC	4	0	-
10	9	CHARLES RUTENBERG	2	1	100%
11	10	CITI HABITATS	1	1	0%
12	8	BOND NEW YORK	0	1	-100%

● When the average Manhattan pad costs \$2 million, it's a good time to be in the brokerage business. Soaring prices and relief from the inventory crunch of the last few years translated into more business for the largest residential firms in 2016. The annual ranking of top companies shows that many of Manhattan's largest residential firms grew in size. The ranking also shows that the cumulative dollar value of listings climbed. Still, there are headwinds. The market is in transition, and brokerages are recalibrating to deal with global economic volatility, a softening über-luxury market and increasing leverage on the part of buyers.

NEST SEEKERS INTERNATIONAL  
Eddie ShapiroCOMPASS  
Robert ReffkinTOWN RESIDENTIAL  
Andrew Heiberger

Source: First published in the May 2016 issue of *The Real Deal*. Data was gathered from OLR on March 27. Rankings include Manhattan-based brokerages and agents, and only active Manhattan residential listings updated within 360 days. Multifamily properties and listings in contract or that had pending offers were excluded. Firms that represent primarily one building were excluded. In addition, firms that are involved primarily in new-development marketing or mostly have listings in a new-development building that they originally marketed or where they have a connection with the developer were excluded. Primary rankings are based on number of Manhattan agents; firms on that list were then ranked by other factors. Percent changes are based on figures before rounding.

Photo credits: Image of 520 Park Avenue courtesy of Robert A.M. Stern Architects; image of Eddie Shapiro courtesy of Michael McWeeny.