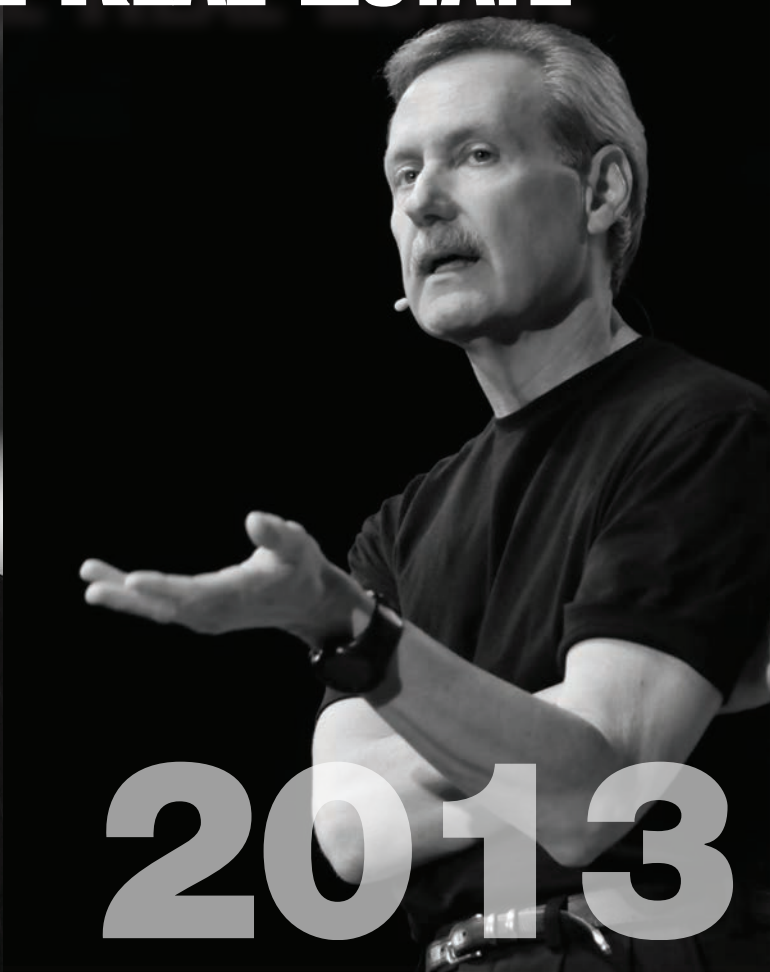
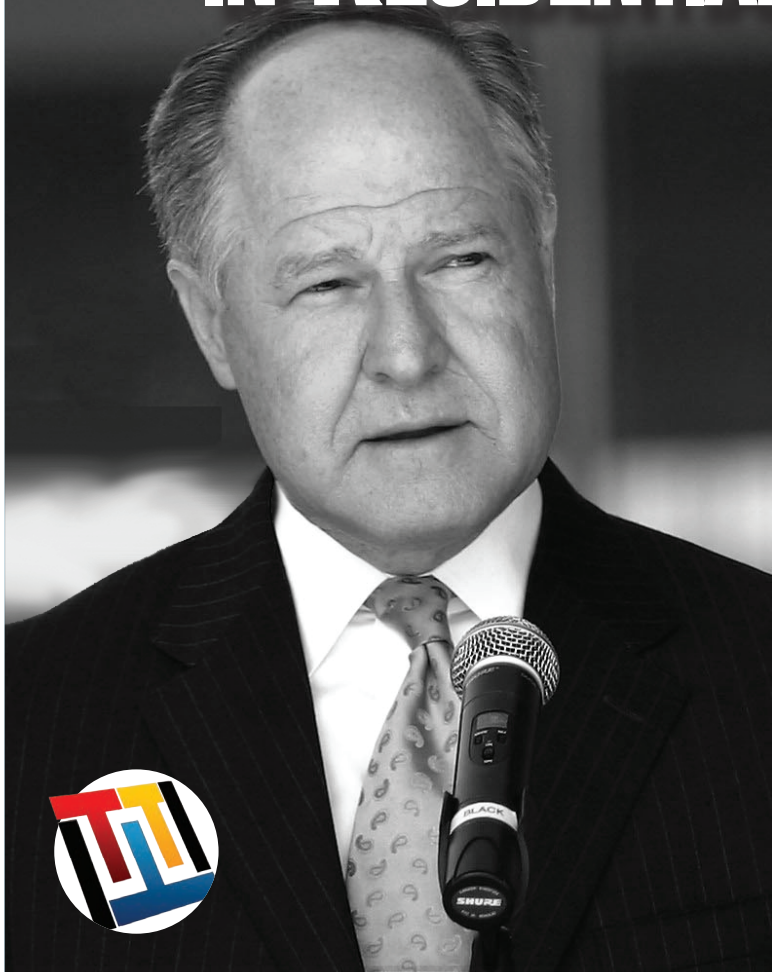


SWANEPOEL

POWER200

**MOST POWERFUL PEOPLE
IN RESIDENTIAL REAL ESTATE**



2013



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POWER200

THE MOST POWERFUL PEOPLE IN
RESIDENTIAL REAL ESTATE
IN
2013

STEFAN SWANEPOEL
ROB HAHN

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Also read the introductory article for details on the analysis process, benchmarks and algorithms we created to help try and create the SP200.

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EXECUTIVE EDITOR Rob Hahn

COPY EDITOR Thomas Mitchell

CREATIVE EDITOR Tinus Swanepoel

TECHNICAL EDITOR DJ Swanepoel

RESEARCH Chris Nichols, Kelly Mitchell,

Michael McClure, Susan Browne,

Michael Krisa, Shannon Musgrove

WEBMASTER Alec Swanepoel

PUBLISHER RealSure, Inc.

EDITORIAL OFFICES

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The 200 Most Powerful People in Residential Real Estate in 2013

Power is an elusive concept. Merriam-Webster dictionary defines it as “the ability or right to control people or things.” Of course, that raises the question of what is meant by “control.”

Control is defined as directing the behavior of, or to cause a person to do what you want. Power can also exist even though it may not be exercised, because simply having power

can discourage others from challenging it. So you could just imagine the healthy debate we had as to what criteria should be used in creating a list of the most powerful people. Although we are the leading researchers on real estate trends (25+ publications on trends, including the annual *Swanepoel TRENDS Report*) we still had serious difficulty. So for the *Swanepoel Power 200 (SP200)*, we defined “Power” simply as “the ability to make things happen”.

BENCHMARKS

We decided to create benchmarks and algorithms that take into account the individual's personal influence, his/her tenure in the industry, the office he or she holds, the decision-making power of said office, the financial resources of the company or organization, that company or organization's significance and contribution to the industry, the company's geographic reach, and his or her recent activities, growth, and potential.

And then the SP200 editorial team debated each person extensively, making adjustments based upon decades-long experience and knowledge of the people on the list. We know this is more art than science. Despite our hours spent on numbers and computer models, and like art, beauty is in the eye of the beholder. We recognize that long after publication each of us will have at least a dozen individuals we think should be higher on the list.

REAL ESTATE

Real estate is too broad and includes multiple verticals in would be almost impossible to include all occupations and businesses in real estate. It was therefore decided to more accurately define real estate as "residential real estate." Residential real estate is an enormous industry with some \$55 billion being earned just in real estate commissions every year. We therefore focused on those individuals/companies who generate most of their business or income, in one form or another, from the residential real estate industry.

There was some heated debate on whether we should include companies/individuals in finance and government. Obviously, major mortgage banks like Bank of America and Wells Fargo have incalculable impact on residential real estate, and they do generate significant revenue from the financing of residential properties. They however also have significant other revenue. A similar situation arises with powerful regulators and legislators. Our solution was to acknowledge these types of powerful individuals under the "Outsiders" category without including them in the overall SP200 ranking.

SP200

This is the first issue of the SP200, the 3 most comprehensive analysis of the most powerful key decision makers, trailblazers, influencers, company chieftains, thought leaders, and innovators, ever published. And as we locked this list on New Year's Eve, we look back on our own unresolved debates as to who should rank where, and recognize that your input will be huge to help us build SP200 into the definitive list of all real estate's movers and shakers. So join us at facebook.com/realestatetrends and share with us who and why you think someone was possibly overlooked. The discussion will be lot's of fun. Trust us, we know from personal experience over the past few months.

With that, we present the *Swanepoel Power 200: The Most Powerful People in Residential Real Estate in 2013!*



Stefan Swanepoel
Editor-in-Chief



Rob Hahn
Executive Editor



SWANEPOEL
POWER200

TOP 20

MOST POWERFUL PEOPLE IN
RESIDENTIAL REAL ESTATE

IN
2013

RICHARD A. Smith

Chairman and CEO, Realogy Corp

Smith, the Chairman, CEO, and President of Realogy, is our selection as the Most Powerful Person in residential real estate brokerage for 2013. While there are others who have higher personal profiles, within the industry there is no doubt that none have more power and influence in almost every aspect of real estate than Smith.

A few years ago Realogy was groaning under a massive burden of debt incurred as part of Cendant's corporate restructuring. Then the real estate market tanked and many in the real estate industry as well as on Wall Street simply wrote Realogy off. With rigorous and painful cost-cutting measures, deft renegotiation of its debts, and a hundred other large and small moves, Realogy slowly climbed back from the brink. In October of 2012 Smith led Realogy to one of the largest initial public offerings of the year, raising over \$1 billion and reducing its debt burden by \$3.1 billion. Throughout 2013 Realogy steadily paid down its debt.

And as Realogy's overall leader for over 17 years, Smith wields more power over this group than anyone else. And what a collection of companies it is.

Its company-owned brokerage, the NRT, is the largest brokerage in the United States by a wide margin. In sales, it is three times the size of its next closest competitor. Some 42,000 real estate agents work for the NRT in 725 offices, all under one of Realogy's brands. Just in Q3 of 2013 the NRT posted revenues of \$1.1 billion. That's not sales volume, but gross commission income.

Realogy also owns half of the top 10 brands in the industry: Coldwell Banker, Century 21, Sotheby's International Realty, ERA, and Better Homes and Gardens. Between the NRT and the franchisees of Realogy's brands, Realogy touches one out of every four home sales in America. That's dominance.

Another subsidiary, Cartus, remains the world's largest relocation company, serving over half of the Fortune 500 and over 60 percent of the Fortune 50 companies. Cartus alone brought in \$127 million in net revenues in Q3/2013. Realogy also has major operations in mortgage, through its joint-venture with PHH Mortgage, and in title with its ownership of Title Resource Group. TRG alone, with 335 offices in 47 states and Washington DC, brought in \$134 million in net revenues in Q3/2013.

Newer, sexier companies like Zillow garner more press and more Wall Street attention as high-growth tech stock, but Realogy simply dominates Zillow in terms of financial strength (\$1.55 billion vs. \$53 million in Q3/2013 revenues), industry reach, and influence. Realogy is simply residential real estate's most important company. Period.

Smith's personal power also took a leap in recent years when he was appointed to the real estate commission on the extremely influential DC think tank, the Bipartisan Policy Center. A number of observers have noted that the Bipartisan Policy Center's widely studied national housing policy recommendations have essentially been the blueprint of the Obama Administration's housing policy, and have influenced Congressional legislation on housing and housing finance.

Smith is a graduate of Columbus State University (BS) and Troy State University (MS), serves on the executive committee of the Policy Advisory Board for the Joint Center for Housing Studies of Harvard University, is an honorary member of the Easter Seals National Board of Directors, a member of the Columbus State University Foundation Board of Trustees, a former member of the New Jersey Economic Growth Council, and our choice as *The Most Powerful Person in Residential Real Estate Brokerage in 2013*.



#1

RONALD J. Peltier

Chairman and CEO, HomeServices of America (part of Berkshire Hathaway)

Peltier, the man atop the second largest brokerage in the U.S. leveraged his affiliation with Berkshire Hathaway to the hilt in 2013. He is strategically brilliant and has played a “chess game” from the day he entered the real estate industry, culminating in a huge win when he orchestrated the biggest industry acquisition in recent times, grabbing two top 10 franchise networks at the same time—Prudential and Real Living. This led to a dazzling rebranding plan and the launch of a very noteworthy national new brand, Berkshire Hathaway HomeServices. The company-owned brokerage, HomeServices of America, has also accelerated its acquisition of large and powerful brokerage firms all across the country, including Prudential Fox & Roach, the largest brokerage in the Philadelphia metro market and Prudential Rubloff, a major brokerage in Chicagoland area.

In many of the industry-changing debates taking place today, Peltier has played a major role in handling major conflicts such as Franchise IDX, syndication, and the role of the MLS like the former star hockey player he was: by body checking and dropping the gloves. As one of the founders of the Realty Alliance and a powerful director of Leading Real Estate Companies of the World network, Peltier is one of the central figures in the power struggle between brokerages, technology companies, and the world of organized real estate.

He has been the Chief Executive Officer of HomeServices of America Inc. since its inception in July 1999 and now also serves as the CEO of Berkshire Hathaway HomeServices. He holds a Master in Business Administration from the College of St. Thomas and a

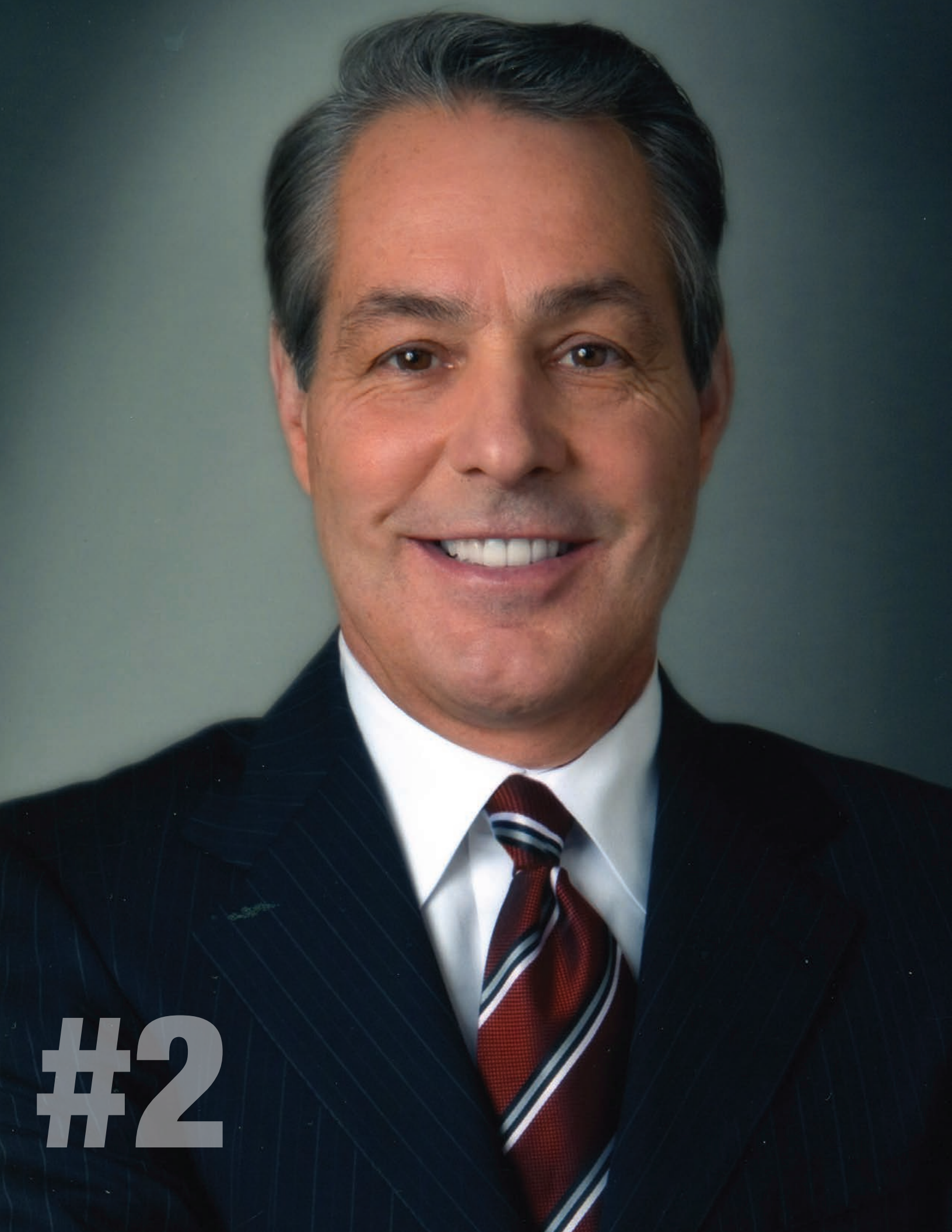
Bachelor's from the University of Minnesota where he was a Gopher's hockey standout.

We now name Ron Peltier *The Second Most Powerful Person in Residential Real Estate in 2013.*

2013

Watch the 60-minute one-on-one Swanepoel Interview with Ron Peltier hosted on April 10th, 2013 at the 2013 T3 Summit. Ron shares details about his life, his career, and his affiliation with Berkshire Hathaway and also includes never before shared stories about 9/11 and Warren Buffet.

t3summit.com



#2

SPENCER Rascoff

CEO, Zillow

Rascoff is the leader of the company that is disrupting, or at least seeming to disrupt, the entire residential real estate industry. Zillow figures in explicitly, implicitly, or subconsciously into every conference, every executive meeting, and every conversation in real estate today.

2013 was a turning point for Zillow. Its consumer advertising experiment paid off and Zillow is starting to significantly outpace Trulia and Realtor.com. As Rascoff said during the Q3/2013 earnings call, in its best month, Zillow gained 27 million monthly “uniques” year-over-year, which is the equivalent of adding the entire traffic at Realtor.com. Its growth in revenues and subscribers has been nothing short of spectacular as well. And Zillow’s increasing presence in the policy arena, including a webcast with President Obama on housing issues and a joint forum with the influential Bipartisan Policy Center in Washington DC, have raised its profile, raised eyebrows, and raised the ire of some in a number of precincts in the association world.

Its branding play raises the question of whether Zillow will one day be synonymous with real estate, the same way Yelp is synonymous with local search and Amazon is synonymous with online retail. Evoking the full rainbow of emotions from enthusiastic support to fear and loathing, love ‘em or hate ‘em, Zillow is changing real estate as we know it and Rascoff, a graduate of Harvard University, is leading that charge.

He, joined the company as one of its founding employees in 2005 and currently serves as its Chief

Executive Officer. In 1999 Rascoff co-founded Hotwire.com, a leading Internet travel company, which was sold to Expedia for whom he became VP of Lodging. He has received numerous awards including Fortune’s 2012 40 Under 40 Hottest Young Stars in Business, Forbes’ America’s 20 Most Powerful CEOs 40 and we now name him *One of The Three Most Powerful People in Residential Real Estate in 2013*.



#3

GARY W. Keller

Co-Founder and Chairman, Keller Williams Realty International

Keller, the co-founder and mastermind of Keller Williams Realty International (KWRI), is The Most Driven Man in Real Estate, and the most determined individual we have ever seen. He has a clear vision of where he is going, what the future looks like, how he is going to get there, and what needs to be done.

His company, Keller Williams Realty, has been redefining the real estate brokerage industry for the past two decades. KWRI has been a pioneer in a number of practices that are becoming more and more the norm within the industry, such as caps on commissions paid to the brokerage, profit sharing, and an unapologetically agent-centric model and philosophy. Its agent-centricity has extended to its embrace of the agent team that for all intents and purposes is a brokerage within a brokerage. The company's success at recruiting agents, despite current industry trends and its outperformance of every other national franchise network in 2012, led "according to their own calculations," it becoming the #1 residential real

estate brokerage brand in North America based on agent count. As a privately held company, KWRI's revenues and profits are not disclosed, but at its 2013 annual conference it boasted that \$55 million in profits were shared back with its agents.

An additional very unique dimension to this focused Thought Leader is that he is also a multiple *New York Times* best selling author with titles such as: *The Millionaire Real Estate Agent*, *The Millionaire Real Estate Investor*, *SHIFT: How Top Real Estate Agents Tackle Tough Times*, and *The ONE Thing: The Surprisingly Simple Truth Behind Extraordinary Results*. He has authored more books than all the other CEOs of the Top 10 real estate franchise companies combined. Keller is a gifted speaker who mixes anecdotes and personal stories with business insights, resulting in tens of thousands of KW agents flocking to Austin to attend the annual KWRI events: Family Reunion, Mastermind, and Megacamp.

DAVE L. Liniger

Co-founder and Chairman, RE/MAX

Liniger revolutionized the real estate industry when he, with his wife Gail, co-founded RE/MAX, a 100 percent commission-based brokerage. If you have ever heard this man's amazing life story you will understand why we name him The Most Interesting Man in Real Estate.

RE/MAX is one of only a handful of companies that can legitimately lay claim to having changed the residential real estate brokerage business on a national, if not a global level. With over 90,000 sales associates it is impossible to create any ranking of top real estate companies and not have RE/MAX feature very high, if not #1 on the list. RE/MAX joined the ranks of publicly traded real estate companies by successfully completing an IPO in October 2013 that raised over \$225 million, setting its market cap at almost \$360 million. With the IPO proceeds RE/MAX acquired one of its largest franchisees, RE/MAX of Texas, and ramped up its company-owned operations.

What adds to the moniker of The Most Interesting

Man in Real Estate is that Liniger is not only a change-agent for our industry, he is also a veteran of the U.S. Air Force; is a multi-engine, instrument rated, commercial pilot; has been a NASCAR driver and owner; is Co-Founder of the Denver-area conservation center, The Wildlife Experience; is Co-owner of the acclaimed Sanctuary Golf Course near Sedalia, Colorado; and competed against Richard Branson in an around-the-world stratospheric helium balloon expedition.

2014 - Join Swanepoel on April 11th
for his special interview with Dave Liniger,
The Most Interesting Man in Real Estate for
2013. Swanepoel will be sitting down live
with Liniger for this up close and personal
60-minute chat at the upcoming T3 Summit.

4



5



ALEXANDER E. Perriello, III

President and CEO, Realogy Franchise Group

Perriello has been the President and CEO of Realogy Franchise Group LLC since 2004. He played an integral role in the acquisition of the company in 1996 by Realogy (previously Cendant but HFS at the time of acquisition) before serving as President and CEO of the company from 1997 to 2004. Today his guidance and influence includes, not only Coldwell Banker and Coldwell Banker Commercial, but also other brands such as Better Homes and Gardens Real Estate, CENTURY 21, ERA, and Sotheby's International Realty. That means that Perriello oversees a total of some 244,000 agents working at 13,600

franchises in 104 countries around the world—more than any other person on the planet.

Perriello, the trusted right-hand of Richard Smith, our Most Powerful Person in Real Estate for 2013, personally has one of the highest profiles within the residential real estate brokerage industry. He is a 35-year veteran of real estate, having begun his career as an on-the-street real estate agent for Coldwell Banker. Since that beginning he has held just about every position in the company, from sales to management, exemplifying incredible loyalty and resolve.

DALE A. Stinton

CEO, National Association of REALTORS®

Heading a national non-profit trade association during changing and difficult times is no easy task. Yet Stinton, a 30-year veteran of the NAR and who took over the reins as CEO in 2005, does so with commitment and determination. Earlier in his career he oversaw key investments including Move, SentiLock, RE FormsNet, and eProperty Data. Stinton now serves as the President of Second Century Ventures, LLC, serves on the Board of REALTORS® Federal Credit Union, Sentrilock Finance Corporation, and DocuSign, Inc. Recent changes in technology, MLS, and the operating agreement with Move, Inc. have led to serious challenges from within the industry. Some are even rethinking the three-way agreement, which unifies membership (and dues payment) in the local, state, and National Associations of REALTORS®.

In the face of these challenges, Stinton is dynamic as he tirelessly explores the strategic options for restructuring and modernizing America's largest trade association that represents almost 1.1 million members involved in all aspects of the residential and commercial real estate industries. He holds an MBA from DePaul University, a BS degree from Western Illinois University, and is a Certified Association Executive, a Certified Public Accountant, and a Certified Management Accountant. The industry is in good hands.

2014 - Join Stefan Swanepoel when he sits down with Dale Stinton, The Most Powerful Person in Organized Real Estate, to discuss the complexities and possible solutions for REALTOR® Trade Associations and MLS. This exclusive 60-minute live interview will be hosted during the T3 Summit from April 9-11, 2014 in Las Vegas.

PETE Flint

Chairman & CEO, Trulia

Pete Flint, the Chairman and CEO of Trulia, is one of the most accomplished and powerful young leaders in the real estate industry. He studied Physics at Oxford, earned his MBA at Stanford, and in 2005 he co-founded Trulia with his friend Sami Inkinen. While Trulia isn't #1 in traffic, its growth over the past couple of years has been nothing short of extraordinary. In 2013 Flint led Trulia into and through one of the signature acquisitions of the year, gobbling up Market Leader, an industry leader in CRM

and agent productivity software. By making the bet, Trulia is transforming itself from an online advertising company into an end-to-end, vertically integrated technology platform for brokers and agents.

Flint's stated ambition is for Trulia to become the "real estate operating system." As the leader of one of the preeminent technology companies in real estate that is changing the industry along with its competitors, Flint is one of the true alpha dogs of real estate.

6



7



8





MARK Willis

CEO, Keller Williams Realty International

Willis is the enigmatic and charismatic CEO of Keller Williams Realty who, more than any other individual, has been responsible for the phenomenal growth the company has enjoyed during the last eight years, expanding the associate count from 14,000 to 90,000. He is focused like no one you have ever met and so far he is battling a thousand. His sights are now set on world domination as the largest real estate franchise in the world. And if the last decade is any indication, watch Keller Williams continue their strong growth through global expansion.

Willis began his career with Keller Williams Realty in 1991 as team leader of the Austin Southwest market center where he quadrupled office production over a five-year period. He subsequently served as regional director, expanding the South Texas Region to San Antonio and Houston, developing a 1,900-agent business. Exceptional growth is in his DNA.



STEVEN Berkowitz

CEO, Move, Inc.

After serving on the Board of Directors of Move, Inc. for nearly a year, Berkowitz was selected by the board to become the CEO in 2009. Prior to joining Move, he served as Senior Vice President of the Online Services Group at Microsoft Corporation (NASDAQ:MSFT) where he was responsible for running the Online Business group, which includes MSN.com, MSNTV, and MSN Internet Access programming.

Before joining Microsoft in May 2006 Berkowitz served as Chief Executive Officer of Ask Jeeves, an online search engine. Prior to that he was the President/COO of IDG Books, where he successfully expanded the "Dummies" series of books into a celebrated consumer brand. He holds a Bachelor's degree from the State University of New York.

MARGARET Kelly

CEO, RE/MAX

Our highest-ranking woman this year is the CEO of a company that celebrated its 40th anniversary in 2013 by going public. Most Americans know Kelley as the face behind the RE/MAX ads or the spokesperson that speaks candidly about the real estate market on CNBC, CNN, and Bloomberg. She is more than one of the best dressed women in real estate. She is responsible for the day-to-day operations and strategic direction at RE/MAX across North America and in more than 90 countries around the world.

Kelly joined the RE/MAX network in 1987 as a Financial Analyst, rose rapidly through the ranks and was named CEO in 2005. In 2010 she was appointed to the Board of Directors of the Denver Branch of the Kansas City Federal Reserve Bank. Kelly holds a Bachelor of Business Administration in Finance and Accounting and an Honorary Doctorate of Laws from Walsh College.



BUDGE Huskey

CEO, Coldwell Banker Real Estate

Huskey was promoted to President and Chief Executive Officer of Coldwell Banker Real Estate in 2013. As CEO he oversees marketing, operations, learning, and field services supporting 82,000 Coldwell Banker sales associates in 51 countries and territories around the world.

Prior to joining Coldwell Banker Real Estate, Huskey spent 12 years in several executive positions with NRT, the nation's largest residential real estate brokerage. He began his real estate career as an agent in 1984 with family-owned Huskey Realty in Florida. Huskey is a 1981 graduate of Mercer University and he earned his MBA in 1984 from Wake Forest University.



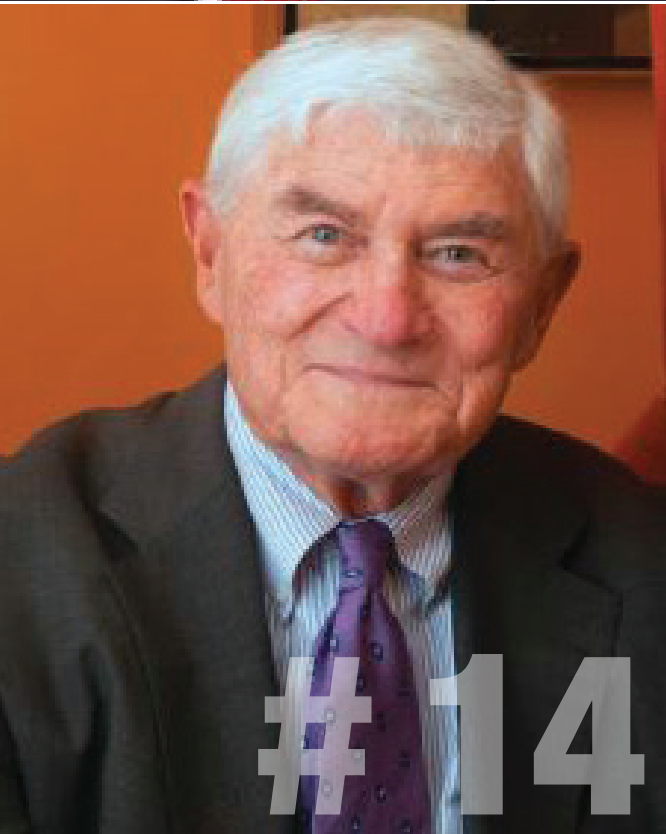


BRUCE Zipf

President and CEO, NRT, Inc.

Zipf is President and Chief Executive Officer of NRT LLC, Realogy's wholly owned and operated real estate brokerage subsidiary with operations in more than 35 of the largest metropolitan areas, 700 plus offices and over 41,000 plus agents. With over \$125 billion in annual sales NRT is ranked the largest real estate brokerage company in the country.

Previously he served as NRT's Executive Vice President and Chief Administrative Officer. Zipf has held senior management positions since he joined Schlott Realtors as controller in 1986; in 1994 he was promoted to Senior Vice President of Coldwell Banker Schlott, Realtors. Prior to entering the real estate industry he was in public accounting and held the position of Senior Audit Manager for Ernst and Young, where he served a variety of Fortune 500 and privately held companies. Zipf graduated magna cum laude from Albright College with a Bachelor's degree in accounting and became a Certified Public Accountant in 1980.



WESLEY Foster

Chairman and CEO, Long and Foster

Foster is founder, Chairman, and Chief Executive Officer of the Long & Foster Companies: Long & Foster Real Estate, Inc., Prosperity Mortgage Company, Mid-States Title Insurance Agency, Inc., and Long & Foster Insurance Agency, Inc. He founded Long & Foster Real Estate, Inc. in 1968 and has grown it into the largest privately owned real estate company in the U.S. Presently he is seated on the Board of Directors of Lane Construction Corporation of Meriden, CT and the George C. Marshall Foundation.

He served on the Board of Directors of RELO®, The Leading Real Estate Companies of the World, the Greater Washington Board of Trade, Metro Board of Directors of First American Bank of Maryland, and the Board of Directors of First Union National Bank of Virginia. Foster is a 1956 graduate of the Virginia Military Institute.

EARL Lee

CEO, HSF Affiliates (part of Berkshire Hathaway)

Lee is CEO for HSF Affiliates LLC, which operates the real estate brokerage networks of Prudential Real Estate, Real Living Real Estate, and Berkshire Hathaway HomeServices. He also serves as President of Prudential Real Estate, which he has led for most of the past decade.

Lee served on the National Association of REALTORS® Real Estate Advisory Board and its Executive Committee, and as a board member of Worldwide ERC, the international association for relocation professionals. He has also served as National Director for the Asian American Real Estate Association, the National Association of REALTORS®, and the National Association of Hispanic Real Estate Professionals.



RICK Davidson

President and CEO, Century 21 Real Estate

Davidson was appointed President and CEO of CENTURY 21 Real Estate in 2010, leading over 7,100 franchisees in 74 countries and territories worldwide with more than 100,000 sales professionals. With more than 20 years of experience in the real estate industry, Davidson is a licensed real estate broker in Virginia, Maryland, and the District of Columbia.

Previously he was the founding principal of Coldwell Banker Commercial Capitol Realty Services, Managing Director of CB Richard Ellis in the Washington, D.C., and EVP with Insignia/ESG. He is an honors graduate of the College of Management and Business at National-Louis University.





ROBERT Moline

President and COO, HomeServices of America
(Berkshire Hathaway)

Moline has been President and Chief Operating Officer of HomeServices of America, Inc. since 2008. Although currently one-third the size of NRT, HomeServices is with annual sales well in excess \$40 billion (most likely now close to \$50 billion depending on acquisition and conversion dates of all the recent activities) basically double the size of the #3 company, Long & Foster. He has 22 years of real estate brokerage experience, most recently as Chief Executive Officer of HomeServices of Nebraska, Inc., which does business under the HOME Real Estate and Woods Bros. Realty brands.

Moline began his career as a Certified Public Accountant with Peat, Marwick and Mitchell. He is an active member of ARELLO, past Chairman of the Realty Alliance, past President of the Cornhusker Council - Boy Scouts of America and serves on numerous national MLS committees.



PHIL Soper

President and CEO, Brookfield Real Estate Services

Soper serves as President of Royal LePage, Canada's large real estate franchiser and owner-operator with more than 600 locations and over 14,000 Realtors® in Canada.

He previously headed up GMAC Real Estate where he oversaw the Real Living, GMAC Real Estate, and La Capitale businesses. Soper joined Brookfield Real Estate Services Fund in 2001 and served as VP and General Manager, Corporate Relocation Solution. Earlier in his career he served as GM of IBM's Information Technology consulting services. Soper graduated from the University of Alberta with a Bachelor of Commerce and from the University of Western Ontario's Ivey Executive Program.

ERROL Samuelson

Chief Strategy Officer, Move, Inc.

Samuelson is the Chief Strategy Officer of Move, Inc. He previously served as the President of Realtor.com and Chief Revenue Officer of Move, Inc. He led the team that acquired Tigerland, Relocation.com, SocialBios, Listhub, and Top Producer Systems, where he also had served as a senior executive.

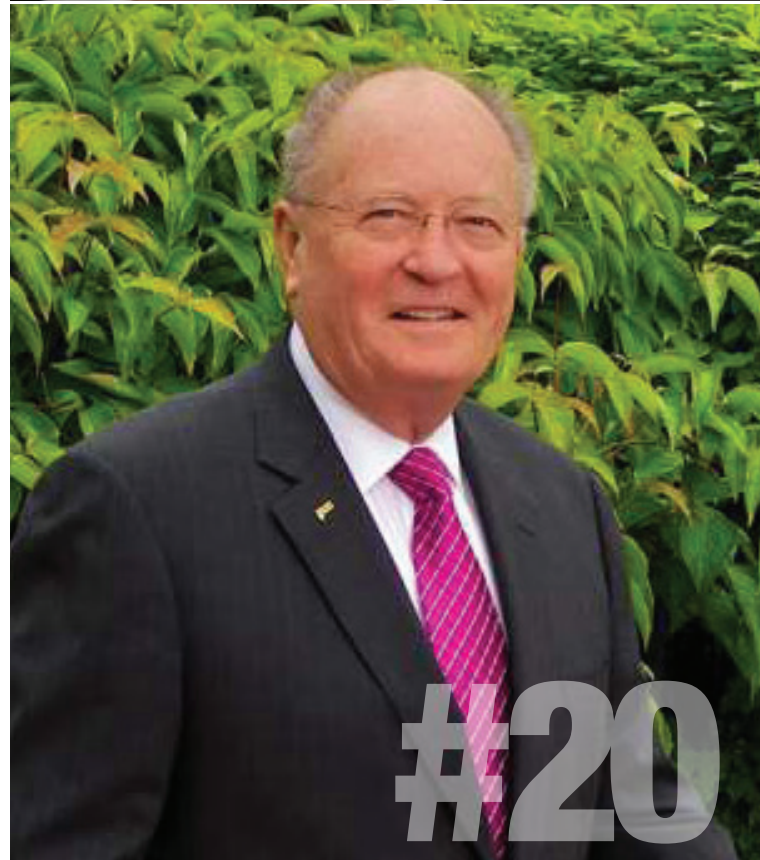
Prior to joining Move, Inc., Samuelson was Director of Sales and Product Management at GTE Enterprise Solutions with responsibility for the Real Estate and Mortgage Banking vertical markets. He was one of the original designers of T-III, a ground-breaking system that introduced interactive mapping and Internet networking to the Multiple Listing Service business.



JIM Weichert

Founder and President, Weichert Realtors

Jim Weichert established Weichert Realtors in 1969 when he opened the company's first office in Chatham, New Jersey. Today, headquartered in Morris Plains, New Jersey, Weichert has grown from a single residential real estate office to one of the largest privately held real estate companies in the nation. Jim Weichert still serves as its President and Chief Executive Officer although it is exciting to see that James Weichert Jr. has assumed a new position within the organization in 2013 and started working in the Office of the Chief Financial Officer as vice president. The group provides real estate, financial services, mortgages, and home and title insurance services through 18,000 sales associates, 10,000 referral associates and 2,000 employees in approximately 500 company-owned and franchised offices throughout the United States. Weichert Realtors® remains a family-owned company.





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THE 200


MOST POWERFUL PEOPLE IN
RESIDENTIAL REAL ESTATE
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- 1**  Richard Smith Chairman and CEO, Realogy Corp Madison, NJ
CEO extraordinaire that has directed Realogy, the world's largest real estate franchise with 13,600 offices and 244,000 brokers/agents, for 17+ years.
- 2**  Ronald Peltier Chairman and CEO, HomeServices of America Minneapolis, MN
 (part of Berkshire Hathaway)
Built HomeServices into the second largest real estate brokerage in the country. Strong one-stop shopping proponent. Recent Berkshire Hathaway affiliation.
- 3**  Spencer Rascoff CEO, Zillow Seattle, WA
A founding employee in 2005. Served as CMO, CFO, COO, before becoming CEO in 2010. Led company through successful IPO in 2011.
- 4**  Gary Keller Co-founder and Chairman, Keller Williams Realty Int'l. Austin, TX
Visionary and strategist that founded Keller Williams and remains on as Chairman. Penned several books incl. Millionaire Real Estate Agent and The One Thing.
- 5**  Dave Liniger Co-founder and Chairman, RE/MAX Denver, CO
Visionary entrepreneur who co-founded company in 1973 with wife, Gail. Has grown into a global powerhouse in 70+ countries. Led successful IPO in 2013.
- 6**  Alex Perriello President and CEO, Realogy Franchise Group Madison, NJ
Veteran real estate executive that oversees operations for the largest real estate franchise in the world. Also a member of the NAR Executive Committee and Board of Directors.
- 7**  Dale Stinton CEO, National Association of REALTORS® Madison, NJ
A 30-year veteran of the NAR and who took over the reins as CEO in 2005, and oversaw key investments including Move, SentiLock, RE FormsNet, and DocuSign.
- 8**  Pete Flint Chairman and CEO, Trulia San Francisco, CA
One of the most accomplished and powerful young leaders in the real estate industry. Co-founded company with Sami Inkinen.
- 9**  Mark Willis CEO, Keller Williams Realty Int'l. Austin, TX
Focused and driven CEO who took over reins in 2005 and has led the company on an aggressive growth path exploding from 14,000 agents to 90,000 agents in 8 years.
- 10**  Steven Berkowitz CEO, Move, Inc. Thousand Oaks, CA
After serving on the Board of Directors of Move, Inc. for nearly a year, Berkowitz was selected by the board to become the CEO in 2009.


- 11**  Margaret Kelly CEO, RE/MAX Denver, CO
 Joined RE/MAX in 1987 as financial analyst before rising to CEO in 2005. Serves on Board of Directors of the Denver Branch of the Kansas City Federal Reserve Bank.
- 12**  Budge Huskey CEO, Coldwell Banker Real Estate Madison, NJ
 Oversees marketing, operations, learning, and field services for the oldest and most revered real estate brand supporting 82,000+ Coldwell Banker agents worldwide.
- 13**  Bruce Zipf President and CEO, NRT, Inc. (part of Realogy) Madison, NJ
 CEO of Realogy 700+ company owned-real estate offices and 41,000+ agents. With over \$125 billion sales NRT is ranked the largest real estate brokerage company in the country.
- 14**  Wesley Foster Chairman and CEO, Long & Foster Chantilly, VA
 Co-founder, four-decade long CEO, and sole owner of the largest privately held real estate brokerage company in the country.
- 15**  Earl Lee CEO, HSF Affiliates (part of Berkshire Hathaway) Irvine, CA
 After leading Prudential Real Estate network for a decade, he became the first President of HSF Affiliates, Inc. after the Berkshire Hathaway acquisition.
- 16**  Rick Davidson President and CEO, Century 21 Real Estate (part of Realogy) Madison, NJ
 Since 2010 CEO of Century 21 with 7,100 franchises in 74 countries and 100,000+ agents. Former COO for Coldwell Banker and managing director of CB Richard Ellis.
- 17**  Robert Moline President and COO, HomeServices of America (part of Berkshire Hathaway) Minneapolis, MN
 Oversees all HomeServices corporate functions. Also serves as Chairman of the Realty Alliance and Chairman of the National MLS Committee.
- 18**  Phil Soper President and CEO, Brookfield Real Estate Services Don Mills, Canada
 Heads Royal LePage operations and strategy. Also CEO and President of Brookfield Real Estate Services Inc. Previously CEO of GMAC Real Estate.
- 19**  Errol Samuelson President, Move, Inc. Thousand Oaks, CA
 Responsible for driving growth and delivering a sustainable competitive advantage for all Move Inc. businesses; also serves as president of realtor.com
- 20**  Jim Weichert Founder and President, Weichert Realtors Morris Plain, NJ
 Opened first Weichert office in 1969 and built it into one of the largest full-service real estate and financial services group of companies in the country.


- 21**  Glenn Kelman CEO and President, Redfin Seattle, WA
CEO of Redfin, one of the early standout, online real estate brokerages. Raised \$50 million in mezzanine capital in 2013 and is a strong candidate for an IPO in 2014.
- 22**  Sherry Chris President and CEO, BH&G Real Estate (part of Realogy) Madison, NJ
Seasoned real estate executive with 27+ years management experience at companies such as Royal LePage, RealLiving, Pru California, CB before becoming CEO of BH&G in 2007.
- 23**  Bob Hale CEO, Houston Association of REALTORS® Houston, TX
Has headed up HAR since 1988. Through his leadership, HAR has grown to become the second largest local Realtor® association in the country, with 24,000+ members.
- 24**  Mo Anderson Vice Chairman, Keller Williams Realty Int'l. Austin, TX
Served as CEO of KW 1995-2005 and is credited with being the driver/heart behind the strong Keller Williams culture and family values.
- 25**  Steve Morris Founder and Chairman, EXIT Realty Corp. Int'l. Mississauga, Canada
Founded the company, serves as its Chairman, and is the mastermind behind the EXIT residual revenue sharing model.
- 26**  Philip White President and CEO, Sotheby's Int'l Realty (part of Realogy) Madison, NJ
A 33-year industry veteran, White has served the Sotheby's International Realty brand in both management capacities and as a broker and owner. Appointed CEO in 2013.
- 27**  Bob McAdams President and CEO, RealLiving Real Estate (part of Berkshire Hathaway) Irvine, CA
President since 2012. Joined Real Living in 2002 as vice president of finance. Prior to that he was employed at EXPRESS and Bank One as a corporate audit risk advisor.
- 28**  Dorothy Herman President and CEO, Douglas Elliman Real Estate Huntington Station, NY
Purchased Douglas Elliman in 2003 with partner Howard Lorber; since then the company has become New York's largest residential brokerage.
- 29**  Pam O'Connor President and CEO, Leading Real Estate Companies Chicago, IL
The first woman to head a global real estate network. Began her career in TV and later owned a public relations firm specializing in real estate and hospitality.
- 30**  Rich Rector President, Realty Executives Phoenix, AZ
Four years after being named president, Rector purchased the company from his father, who founded the original franchise in 1965.


31  Scott Shaw Co-Founder and CEO, Sutton Realty Group Vancouver, Canada
Opened 1983, went public in 2001 and again private in 2004. Today more than 8,800 in over 200 franchises conducting \$20 billion in real estate transactions annually.


32  Charlie Young President, ERA Corporate Systems (part of Realogy) Madison, NJ
Since 2009 has led the rebuilding and repositioning of the ERA brand; oversees the implementation of growth and profitability strategies for ERA's member brokers.

33  Jeffrey Detwiler President and COO, Long & Foster Chantilly, VA
Guiding the strategic direction including operations. Previously was the chief production officer for Correspondent Channel at Countrywide/Bank of America.

34  Bob Goldberg Senior Vice President, National Association of REALTORS® Chicago, IL
Oversees teams building the REALTOR® brand, built the REALTOR® Benefits alliance program and serves as President/CEO of REALTORS® Information Network.

35  Lawrence Flick CEO, BHHS Fox & Roach Devon, PA
In 40 years built company through mergers into Prudential's most successful affiliate. Became one of the first to convert to new Berkshire Hathaway brand.

36  Joel Singer CEO, California Association of REALTORS® Los Angeles, CA
Held the Association's top staff position as CEO since 1989 after serving as chief economist. Also President and CEO of Ziplogix.


37  Tami Bonnell President and CEO, EXIT Realty Corp. Int'l West Burlington, MA
30+ year veteran of the real estate industry. Appointed president of EXIT Realty Corp. in 2001 and CEO in 2012.


38 Pamela Liebman New York, NY
 President and CEO, The Corcoran Group (part of NRT)

Liebman, the President and CEO of The Corcoran Group, had some big shoes to fill when she took over in 2000 from founder and dynamo Barbara Corcoran, who is sometimes referred to as the Queen of New York City Real Estate. However, with Liebman's stellar success – doubling the annual sales volume from \$4 billion (2001) to \$8.5 billion (2012); she helped make Corcoran the largest residential brokerage in New York City – it might be time to declare that there is a new Queen in town.



- 39**  Gary Thomas President 2013, National Association of REALTORS® Chicago, IL
2013 President for the NAR, the United States' largest trade association, with almost 1.1 million agents involved in the residential and commercial real estate industries.
- 40**  Lennox Scott President and CEO, John L. Scott Realtors® Bellevue, WA
Company president and CEO since 1980, transitioning to Chairman and CEO in 2002. Grandson of company founder and 3rd generation CEO of the brokerage.
- 41**  Bradley Inman Founder and Publisher, INMAN News San Francisco, CA
Founded Inman News in 1983, the most widely read real estate news service. Founder of several other companies, incl. HomeGain.com, TurnHere.com and Vook.
- 42**  Greg Schwartz Chief Revenue Officer, Zillow Seattle, WA
Leads the sales, advertising, operations, and industry relations teams and drives strategy for Zillow's advertising products and software tools.
- 43**  David Charron President and CEO, MRIS Rockville, MD
Oversees all operations for one of the nation's largest MLS systems, responsible for nearly \$100 billion in real estate transactions (listings and sales) each year.
- 44**  Lanny Baker President and CEO, zipRealty San Francisco, CA
Joined zipRealty as CFO in late 2008 and became CEO in 2010, growing the company's profitability during the last couple of years.
- 45**  Jerry Giovaniello SVP and Chief Lobbyist, National Association of REALTORS® Chicago, IL
Joined the NAR in 1981 and became its top lobbyist in 2001. He is one of the most powerful lobbyists on Capital Hill.
- 46**  Harold Crye President and CEO, Crye-Leike Real Estate Services Memphis, TN
Co-founded company in 1977 and serves as CEO. Crye also serves as CEO and Chairman of Reliance Relocation Services.
- 47**  Laurie Janik General Counsel, National Association of REALTORS® Chicago, IL
Joined the NAR as a law clerk in 1977 and became its general counsel in 1987. Lead counsel in all key NAR legal battles for last three decades. Retired end 2013.
- 48**  Helen Hanna Casey President, Hanna Holdings Pittsburg, PA
Instrumental in the growth of the Company into one of the four largest real estate companies in the U.S. Part of a sibling team that runs the company.


49  Paul Hulme President and CEO, Alain Pinel Realtors Saratoga, CA
Co-founded company and subsequently became sole shareholder and CEO of the largest residential real estate company in California.


50  Gary Simonsen CEO, Canada Real Estate Association Ottawa, Canada
Former EO of the Winnipeg Real Estate Board (1991-1997). Involved with organized real estate since 1984.


51 Steve Brown Chicago, IL
 President 2014, National Association of REALTORS®

With graduate degrees in theology and psychology, Brown, the incoming 2014 President of National Association of REALTORS®, may just be the ideal person to lead the Association as organized real estate navigates through turbulent times and waters. Brown is a broker from Ohio with 35 years of experience as a Realtor® and has been President of the Ohio Association of REALTORS® and the Dayton Area Board of REALTORS®.




52  Mary Tennant President, Keller Williams Realty Int'l. Austin, TX
From Rookie in 1992 to growing a market center from \$90 million to \$1.3 billion within eight years to President of the entire franchise in 2006.

53  Dale Ross President and CEO, REALTOR® Property Resource (part of NAR) Chicago, IL
Heads up RPR, the new venture formed by the NAR, to develop a national real estate property-centric national database for its members. Co-founder of MRIS.

54  Gino Blefari President and CEO, Intero Real Estate Services Cupertino, CA
Founded Intero in Silicon Valley and built it into the largest real estate company in Northern California with 2,000 agents in 60 offices worldwide.


55  Paul Levine COO, Trulia San Francisco, CA
15 years of consumer Internet experience. Responsible for leading Consumer/Business Services divisions of company. Also investor to numerous Bay Area startups.

56  Cameron Merage President and CEO, First Team Real Estate Irvine, CA
Founder, president and CEO since 1976 of First Team Real Estate, one of the largest independent real estate firms in California.

- 57**  Richard Smith President and CEO, Coldwell Banker United REALTORS® Bryan, TX
CEO of CB United, #1 company in the Coldwell Banker network of independently owned affiliates with a sales volume of over \$4.9 billion.
- 58**  Bill Armstrong Treasurer, National Association of REALTORS® Chicago, IL
Elected to Treasurer three times. Served on NAR Finance Committee for 10 years. Instrumental in the formation of the Association Investment Program.
- 59**  Frank Polzler Chairman and co-Founder, RE/MAX Ontario-Atlantic Canada Ontario, Canada
Serial entrepreneur that founded RE/MAX Ontario-Atlantic Canada, RE/MAX of New England, RE/MAX Europe and numerous other regions and companies.
- 60**  Curt Beardsley VP Product Marketing, Move, Inc. Thousand Oaks, CA
As VP of Business Development for Move, Inc., he is instrumental in leading Top Producer Systems and REALTOR.com
- 61**  Bill Riss President and CEO, Coldwell Banker Bain/Seal Bellevue, WA
CEO and Owner of Landover Corporation, holding company of Coldwell Banker Bain and Coldwell Banker Seal spanning 30 offices. Strong acquirer of companies.
- 62**  Hoddy Hanna Chairman, Hanna Holdings Pittsburgh, PA
Second generation leader of one of the largest brokerages in the country with over 150 offices and 5,000 sales associates and agents.
- 63**  Geoff Wood CEO, Windermere Real Estate Seattle, WA
Joined company in 1999. Promoted to CEO in 2003. Under Wood's leadership company has expanded to California, Nevada, Arizona, Montana, Utah, and Wyoming.
- 64**  David Cabot President and CEO, BHHS California Realty San Diego, CA
Formerly one of Prudential's most successful and profitable office managers for 16 years. In new role oversees some 60 offices and 3,400 sales associates.
- 65**  Michael Golden/
Thaddeus Wong Co-Founders, @Properties Chicago, IL
Co-founders of @properties in 2000. Considered new paradigm business model. 700+ brokers and more than \$3 billion in sales. (Photo of Golden)
- 66**  Mark Lesswing SVP and CTO, National Association of REALTORS® Chicago, IL
Started programming robots just out of college and now, as CTO, heads up all technology for the National Association of REALTORS®.


67  **Joan Docktor** President, BHHS Fox & Roach Devon, PA
As President she is responsible for the company's growth to over 60 offices and 4,000 sales associates. Also previously Board member of The Realty Alliance and Trend MLS

68  **Candace Adams** President and CEO, BHHS New England Properties Wallingford, CT
 (part of HSA)
Grew Prudential Connecticut Realty to \$6 billion in sales and almost 2,000 sales associates. Recently rebranded to Berkshire Hathaway HomeServices.

69  **Stephen Phillips** COO, Berkshire Hathaway HomeServices Irvine, CA
Newly appointed COO of HSF Affiliates. Previously executive vice president and COO for GMAC Home Services and interim CEO of the GMAC Relocation Services.

70  **Ian Morris** President and CEO, Market Leader (part of Trulia) San Francisco, CA
Under his leadership the company grew into a publicly-traded company that was ranked the 4th Fastest Growing Tech Company in North America by Deloitte & Touché.

71  **Matt Widdows** Founder and Chairman, HomeSmart International Phoenix, AZ
Founded HomeSmart in 2000 and has grown it to 8,000+ agents and the largest brokerage in the Southwest. Strong implementation of Agent empowering technologies.

72  **Amy Bohutinsky** Chief Marketing Officer, Zillow Seattle, WA
Leads all marketing and communications at Zillow including brand, public relations, mobile, and social media marketing, email, business development and, advertising.

73 **Austin Allison** Cincinnati, OH
 Co-founder and CEO, Dotloop


Allison may be the youngest person on the SP200 this year. He is a bright, young entrepreneur who experienced firsthand the frustrations of buying a house, and then decided to do something about it. His company, Dotloop, may have found a way to solve a significant hurdle for Realtors® and homebuyers. In a few short years, some quarter of all real estate agents use dotloop to handle real estate transactions online or via mobile, while Dotloop helps to usher in the age of paperless real estate.



74  **Dan and Stuart Elsea** Co-Presidents, Real Estate One Southfield, MI
Third generation brothers that jointly run this 75-year old company that is now the largest real estate company in Michigan. (Photo of S. Elsea)


- 75**  Robert Moles Chairman, Interco Real Estate Services Cupertino, CA
As Chairman of the company he helped shape recent growth. National leader in the area of developing relocation and financial services for brokers.
- 76**  Jeff Culbertson EVP NRT Southwest and Sacramento Region Los Angeles, CA
A 32-year industry veteran. Also serves as President of Coldwell Banker Orange County/San Diego.
- 77**  Robert Shiller Economist, Standard & Poor Case Shiller Index New Haven, CT
Professor of Economics, Yale University. Creator of the Standard & Poor's Case-Shiller Home Price Index. Shared the 2013 Noble Prize in Economics.
- 78**  Clark Toole President and COO, Coldwell Banker Florida (part of NRT) Sarasota, FL
Oversees the day-to-day operations of the company's 150 offices and 6,100+ agents, which stems from Arvida acquisition, the largest in NRT's history.
- 79**  Chuck Lemire President and CEO, HomeSmart International Phoenix, AZ
Oversees growth and, in the first 30 months of expansion, opened 50+ locations. Agent count for HomeSmart is approaching 8,000.
- 80**  Ed Krafchow Chairman, BH&G Mason-McDuffie Real Estate Pleasanton, CA
Chairman of the Board of the company he has grown from \$1 to \$3 Billion. Consults and speaks on a national level regarding MLS and technology.
- 81**  Stephen Baird President and COO, Baird & Warner Chicago, IL
CEO of family owned Baird & Warner, one of the oldest (1855) residential real estate brokerages in the nation. Former Chairman of The Realty Alliance.
- 82**  Frances Broude President and COO, CB Chicago/Milwaukee (part of NRT) Milwaukee, WI
From salesperson to overseeing the operations of 55 Coldwell Banker offices and more than 3,500 sales associates. Serves on Board of Managers for MRED.
- 83**  Mark McLaughlin CEO, Pacific Union International San Francisco, CA
Acquired Pacific Union in 2009 and has doubled the company's sales volume to over \$5 billion in 2013. The company is a Christies Affiliate and was founded in 1975.
- 84**  Steve Ozonian Chief Real Estate Officer, Carrington Holding Co. Irvine, CA
Remarkable real estate career, served as senior executive with Sorrento Capital, RealEstate.com, Help-U-Sell, BofA, REMAX, MOVE Inc, RIN, Realtor.com, Prudential, and CB.

85  Marty Rueter President, Weichert Real Estate Affiliates Morris Plains, NJ
CEO of Weichert Real Estate Affiliates, Inc., the franchising arm of Weichert, Realtors. Former SVP for Century 21 and 4th generation Realtor®.

86  Don Lawby CEO, Century 21 Canada Vancouver, Canada
Has been President of Century 21 Canada Limited Partnership since 1988 after joining as an agent in 1976.

87  Kuba Jewgieniew Founder and CEO, Realty ONE Group, Inc. Irvine, CA
Stockbroker and computer programmer who has built one of the fastest growing real estate brokerages in the country.

88  Allen Tate CEO, Allen Tate Companies Charlotte, NC
Founder of the "one-stop-shopping" regional company giant in the Carolinas with more than 50 years in real estate.

89  Bob Peltier President and CEO, Edina Realty Minneapolis, MN
Sets strategy and directs operations for 60 offices and more than 2,100 agents. Served on Regional MLS Committee including two years as chairman.

90 Tom Ferry Newport Beach, CA
 Founder and CEO, YourCoach.com

After working for his Dad and real estate coaching giant Mike Ferry, Tom Ferry broke away to create his own coaching company. Leading some 200 seminars per year, Tom, in the last decade, has diligently earned the industry's respect and become a superstar himself. He is our choice as the Most Powerful Person in Real Estate Education for 2013. For category winners and ranking visit SP200.com. PS: He Tom is also a New York Times best selling author.



91  Walter Schneider President and co-Founder, RE/MAX Ontario-Atlantic Canada Ontario, Canada
Recruiter-trainer that turned into entrepreneur and innovator in the real estate franchising business expanding RE/MAX into various markets and countries.

92  Steve Murray Editor, Real TRENDS Boulder, CO
Heads up Real TRENDS Consulting, which has assisted more than 2,000 brokerage firm clients business planning and/or mergers and acquisitions.



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- 93**  Joe Horning President and CEO, Shorewest Realtors® Brookfield, WI
Third generation of leadership at family-owned Shorewest overseeing 23 offices and over 1,400 people in Wisconsin.
- 94**  Glenn Shimkus Founder, Cartavi (part of DocuSign) Naperville, IL
Oversees product management, development, and marketing for DocuSign's eSignature and transaction management (Cartavi) solutions for agents.
- 95**  Marshall Saunders Co-Owner, RE/MAX Results Eden Prairie, MN
Since 2008 built the company into 700 agents and 26 offices since 2008 and the #3 spot in the Twin Cities behind powerhouses Edina and CB Burnet.
- 96**  Stan Humphries Chief Economist, Zillow Seattle, WA
Chief Economist in charge for data analytics of all housing stats, including the Zillow Home Value Index. Also helped create the Zestimate and its algorithm.
- 97**  Nancy Seaman Chairman, Houlihan Lawrence Rye Brook, NY
Together with her two brothers, Stephen and Chris Meyers, they lead 1,000+ agents in 25 offices. The family acquired the 125 year old company in 1990.
- 98**  Saul Cohen President and Co-Founder, Hammond Residential Real Estate Brookline, MA
Harvard graduate, co-founded the company and grew it to a place among the top one hundred real estate firms with over \$2 billion in annual sales.
- 99**  Matt Crumbaugh President and CEO, Allison James Estates and Homes Punta Gorda, FL
Since bringing his management skills and entrepreneur background to AJI in 2000 he has helped expand this new paradigm company into more than 15 states with 700+ agents.
- 100**  Nancy Nagy President and CEO, Koenig and Strey Skokie, IL
CEO of Koenig and Strey since 2011 and to be CEO of newly formed KoenigRubloff Realty Group that will have combined sales in excess of \$4.2 billion.
- 101**  Brian Buffini Founder and CEO, Buffini and Company Carlsbad, CA
Immigrant Irishman founded his company in 1995 and has provided training/coaching to an estimated three million agents to improve their business earnings.
- 102**  Lawrence Yun SVP and Chief Economist, National Association of REALTORS® Washington, DC
Chief Economist and SVP of Research at the NAR. Participates in economic forecasting panels, including Blue Chip and the Harvard University Industrial Economist Council.

103  Pierre Titley President, RE/MAX Quebec Quebec, Canada
Founder of RE/MAX Québec in 1982 and has led the charge to grow to 3,500 broker/agents spread out in 136 offices across the province.

104  Clay Fouts President and Owner, West USA Realty Phoenix, AZ
Founded in 1986, Clay Fouts has grown the company to over 2,000 sales associates and almost \$3 billion in sales.

105  Dianna Kokoszka President of MAPS, Keller Williams Realty Int'l. Austin, TX
Leads a team of 40+ MAPS coaches that deliver mega achievement productivity systems for the largest training centre within a national real estate franchise.

106  Russ Bergeron CEO, Midwest Real Estate Data Chicago, IL
Responsible for all day-to-day and long term strategies for 40,000+ MRED users one of the largest multiple listing service in the country.


107 Michael Saunders Sarasota, FL
 Founder and CEO, Michael Saunders and Company

Michael Saunders plays outfield for the Seattle Mariners with a lifetime batting average of .236. The other Michael Saunders, and the person on our Power List, is a woman with a lifetime batting average quite a bit higher - albeit in business success. A third-generation Sarasotan, Saunders founded her brokerage in 1976 and, together with a stellar reputation along Florida's Gulf Coast, built her 24-office company into one of the largest independent brokerages in Florida.








108  William Raveis President and CEO, Williams Raveis Real Estate Shelton, CT
Founder of William Raveis Real Estate, one of the largest brokerages companies in the country with annual sales of over \$5billion.

109  Pat Riley President and COO, Allen Tate Companies Charlotte, NC
As CEO he helped expand the company into its #1 position in the Carolinas and among the top independent real estate companies in the nation.

110  Rosey Koberlein President and CEO, Long Realty (part of HSA) Tucson, AZ
Oversees strategic planning and leadership for all of Long Companies, including Brokerage, Mortgage, Title and Insurance, and 1,400 licensed real estate associates.


- 111**  Pamela Kabati SVP Communications,
National Association of REALTORS® Chicago, IL
Head of NAR Communication. More than 20 years experience in service journalism, with the last 13 spent developing web and interactive, multimedia communications.
- 112**  Robert Sibcy President and CEO, Sibcy Cline Realtors® Cincinnati, OH
Third generation leader and 45 year veteran of regional powerhouse in Cincinnati and Kentucky with 23 branch offices and over 1,100 real estate agents.
- 113**  Art Carter CEO, California Regional MLS San Dimas, CA
Driving force behind the data share revolution and the unification of California MLSs, the largest MLS serving more than 71,000 agents and 34 Realtor associations.
- 114**  Maureen Passerini Executive Vice President, NRT Northeast Region
(part of Realty) Madison, NJ
EVP of the Eastern Seaboard/Northeast Regions of NRT with 8 Coldwell Banker offices. Also responsible for strategic direction of 200 ERA offices in the region.
- 115**  Paul Morris President and CEO, Keller Williams Forward Mgmt. Beverly Hills, CA
Owner of second largest KW franchise with 2,200+ agents. Regional Director for Central and So Cal overseeing 6,200 Realtors with \$10 billion annual sales.
- 116**  Mark Stark President and CEO, Prudential Americana Group Realtors® Las Vegas, NV
Responsible for strategic vision and manages the largest residential real estate company in Nevada with more than 1,100 agents and \$2 billion in sales.
- 117**  Bev Thorne Chief Marketing Officer, Century 21 Real Estate Madison, NJ
Leads the marketing and branding of corporate identity as well as all consumer, broker, and agent programs for Century 21 worldwide.
- 118**  Mike Knapp President and CEO, Iowa Realty
(part of HSA) Des Moines, IA
A 40+ year real estate veteran who climbed through the ranks at the company and today serves as Chairman, President, and CEO.
- 119**  Rei Mesa President and CEO, BHHS Florida Realty
(part of HSA) Sunrise, FL
Heads up recently rebranded Prudential Florida Realty with 1,400 agents in 40 offices. 30 year veteran active on various NAR committees and Boards.
- 120**  Jed Kolko Chief Economist and VP, Trulia San Francisco, CA
Oversees Trulia's research programs as VP of Analytics and Chief Economist. Previously directed Forrester Research's consumertechnology market research.


- 121**  Dan Parmer President and CEO, Harry Norman Realtors® (part of HSA) Atlanta, GA
30 years of corporate financial and management experience and oversees growth of Atlanta's oldest and largest residential real estate firm with 22 offices.
- 122**  Janet Branton SVP Global, National Association of REALTORS® Chicago, IL
Heads up NAR global initiatives. Previously served as VP for Business Specialties and Executive Director for the Real Estate Buyers' Agent Council.
- 123**  Paul Breunich President and Owner, Sotheby's Int'l Realty (Connecticut) Stamford, CT
Heads the largest Sotheby's International Realty affiliate in the world. Group includes three companies: William Pitt SIR, Julia B Fee and Litchfield Hills.
- 124**  David Osborn Regional Owner, Keller Williams Realty Dallas, TX
Serial entrepreneur. Regional operating principal of KW in Canada, Texas and numerous other regions and co-owner or lead partner in more than 25 business entities.
- 125**  Ed Barisa CEO, Ontario Association of REALTORS® Toronto, Canada
As CEO he represents over 51,000 agents and 42 real estate boards. Past Chair of the Canadian Society of Association Executives Board of Directors.

126 Mary Frances Burluson Dallas, TX
President and CEO, Ebby Halliday Real Estate

Age has a new meaning at Ebby Halliday Real Estate. Founder Ebby Halliday recently turned 102, and Mary Frances Burluson, one of the oldest people listed on the SP200, has been a REALTOR® for more than 47 years; she has been with the company for more than a half-century. As president and CEO, Burluson still manages the day-to-day operations of Texas' largest independent residential brokerage with annual sales over \$5 billion.




127  Merle Whitehead President and CEO, RealtyUSA Williamsville, NY
Owner and CEO of one of the largest independent real estate company in New York State with over 55 offices and nearly 2,200 agents. (Formerly Stovroff Realty)

128  Chad Ochsner President, RE/MAX Alliance Arvada, CO
Owner of RE/MAX Alliance. He has served as Member Broker Advisory Board at Zillow, Inc.


- 129**  Kate Rossi Executive Vice President, NRT Southeast Region (part of Realogy) Sarasota, FL
Oversees nine markets throughout Florida, Georgia and Texas, representing more than 6,300 sales associates working under the Coldwell Banker banner.
- 130**  Lorne Wallace Founder and CEO, Lone Wolf Cambridge, Canada
Founded Lone Wolf in 1988, a leading provider of accounting software to over 9,000 real estate brokerages in North America.
- 131**  Jay Papasan Vice President, Keller Williams Realty Int'l. Austin, TX
Heads up KWU, the largest training academy of a national real estate franchise. Co-author of various bestselling books with Gary Keller incl. The One Thing in 2013.
- 132**  Jon Coile President and CEO, Champion Realty (part of HSA) Annapolis, MD
CEO of Champion Realty, Inc., the Maryland partner company of HomeServices of America, Inc., a Berkshire Hathaway affiliate. Also Chairman of MRIS.
- 133**  Judy Green President and CEO, Premier Sotheby's Int'l. Realty Naples, FL
Led strong acquisition trail and growth to become one of the largest Sotheby's International Affiliates in the world.
- 134**  Syd Leibovitch Founder and CEO, Rodeo Realty Beverly Hills, CA
Owner of a Bel Air, California-based residential real estate firm with over 700 licensed agents throughout Los Angeles and Ventura counties.
- 135**  Andy Woolley Vice President, Homes.com (part of Dominion Enterprises) Norfolk, VA
Heads up the technology brands for Homes.com. Led the launch of Homes Connect, an integrated marketing platform.
- 136**  Michael Shapiro President and CEO, HOM Sotheby's Int'l. Realty Newport Beach, CA
Real estate professional and Chairman of HOM, the coastal southern California representative of Sotheby's International Realty.
- 137**  Adi Tatarko CEO, Houzz Palo Alto, CA
Launched Houzz in 2009 with Alon Cohen. Their remodeling apps have been downloaded over 15 Million times. Raised \$11.6M (2011) and \$35M (2013) in funding.
- 138**  Michael Pierson President & Chairman, Prudential Rubloff (part of HSA) Chicago, IL
President of Prudential Rubloff and to be President of the newly formed KoenigRubloff Realty Group that will have combined sales in excess of \$4.2 billion.


- 139**  John Featherston Founder and Publisher, RISMedia Norwalk, CT
Founded RISMedia in 1980 to provide real estate news. Host of Power Broker dinner. In 2008, launched RISMedia's Top 5 in Real Estate Network.
- 140**  Robert Merrick Chairman and CEO, Latter & Blum ERA New Orleans, LA
Heads up the group that is the largest ERA affiliate in the world. Companies include Latter & Blum, CJ Brown, Noles-Frye and Van Eaton & Romero
- 141**  Laura Leyser 2013 President, Canada Real Estate Association Ottawa, Canada
2013 President of the Canadian Real Estate Association and former president of the Ontario Real Estate Association. Agent with RE/MAX.
- 142**  Charlie Bengel CEO, RE/MAX Allegiance Alexandria, VA
Took office as CEO in 2008 and heads one of the largest RE/MAX franchises in the world with over \$2 billion in sales.
- 143**  Robert Friedman Chairman and Co-Founder, Auction.com Irvine, CA
Co-founded of Auction.com with Jeffrey Frieden (CEO). Visionary of the global leader in real estate auctions.
- 144**  Joe Valenti President and CEO, CBSHOME Real Estate (part of HSA) Omaha, NE
In 1998, upon the acquisition of HOME Realty and CBS Realty by HomeServices, Valenti became the president of CBSHOME, the merged entity.
- 145**  Todd Hetherington CEO, Century 21 New Millennium Alexandria, VA
Owner and leader of NM Management, Inc., the holding company that operates Century 21 New Millennium, the #1 Century 21 franchise in the world
- 146**  Merri Jo Cowen CEO, My Florida Regional MLS Orlando, FL
Oversees consortium MLS services to 27,000+ agents from 15 Realtor® boards making it one of the 10 largest MLSs in the country. Past president of the Council MLS.
- 147**  Sandra Sanders President, RE/MAX Estate Properties Palos Verdes Estate, CA
Founded RE/MAX Palos Verdes Realty and is the visionary behind RE/MAX Estate Properties. Awarded the National Home Ownership Award by RISMedia in 2011.
- 148**  John Furber Managing Director, Keller Williams Canada Toronto, Canada
Leader of KW operations in Canada. 25+ years of real estate experience including former Top 100 agent for RE/MAX.

- 149**  Scott Webber President, Fuller Sotheby's International Realty Denver, CO
A third generation, 35+ year real estate brokerage management veteran. Heads up day-to-day operation of a team who annually sells \$1+ billion of luxury properties.


- 150** Matt Beall Princeville, HI
 Co-Founder, Hawaii Life Real Estate Brokerages
Working in arguably the most beautiful place in the world - Kauai in Hawaii - Beall has built a surprisingly successful company on a group of islands in the middle of the Pacific. His company, Hawaii Life Real Estate Brokers, became a household name on the mainland when, on New Year's Day of 2013, the Home & Garden Television network (HGTV) launched its premiere of "Hawaii Life", a 13-episode real estate and lifestyle television series.





- 151**  Jim Litten President and Owner, FC Tucker & Company Indianapolis, IN
Heads up largest independent real estate firm in Indiana with 1,500+ agents and over \$2 billion in sales.

- 152**  Dan Forsman President and CEO, Berkshire Hathaway Georgia Realty Atlanta, GA
Heads up the dominant player in Atlanta and Georgia with 23 offices and more than 1,200 agents. Just converted from Pru to BHHS in December.

- 153**  Diane Ramirez CEO, Halstead Property New York, NY
35-year veteran and co-founder of the company she has grown to 1,000+ agents. Appointed by the Governor to serve on NY Department of State Real Estate Board.

- 154**  Pamela Alexander CEO, RE/MAX Ontario-Atlantic Canada Ontario, Canada
CEO of RE/MAX Ontario-Atlantic Canada. Oversees three regions in the US and one in Canada supervising over 10,000 sales associates.


- 155**  Andy Rapattoni President and CEO, Rapattoni Simi Valley, CA
Early pioneer of computerized business applications whose company currently serves approximately 200,000 MLS and association users nationally

- 156**  Merrily Hackett GM & Owner, Sutton Realty Group Vancouver, Canada
In 1983 the first Sutton office opened in Vancouver. Today there are more than 8,800 in over 200 franchises who conduct over \$20 billion in real estate transactions annually

157  Dan Duffy CEO, United Real Estate Kansas City, MS
Came on board 2006 to secure capital to support rapid growth of a new paradigm cafe lounge real estate shop.

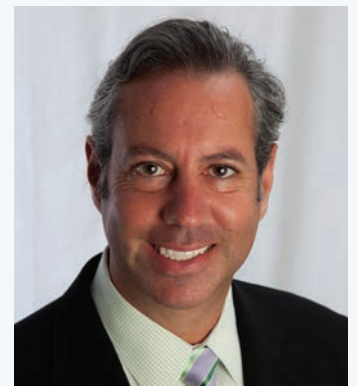
158  James O'Bryon President, RE/MAX Gold Sacramento, CA
Leads #1 RE/MAX franchise in California with over 9,000 transaction annually.


159  Jay Gaskill CEO, Real Estate Digital Aliso Viejo, CA
CEO of Real Estate Digital since 2011. Previously President of LPS Real Estate Group for 5 years.

160  Shaun Rawls Operating Principal, Keller Williams The Rawls Group Atlanta, GA
Heads up six market centers with 1,000+ real estate professionals in Atlanta. Also investor in other Keller Williams regions.


161 Victor Lund/Marilyn Wilson Arroyo Grande, CA
 Partners, WAV Group

Husband-and-wife team Victor Lund and Marilyn Wilson, together with Michael Audet, make up the WAV Group, a leading provider of consumer research in the real estate industry. In addition, Lund co-founded and today manages RETechnology.com, which offers a CNET-like product reviews for real estate software by partnering with MLSs. Interestingly, before entering real estate, Wilson, as a SVP for Fischer-Price, developed and marketed over 1,000 new products and toys.



162  Teresa King Kinney CEO, Miami Association of REALTORS® Miami, FL
20 years as CEO of MAR with 30,000 members, the largest local REALTOR® association in the nation. Greater Miami Chamber of Commerce 2013 Visionary Leader of the Year.


163  John Aaroe Founder and CEO, John Aaroe Group Los Angeles, CA
Heads up a smaller but powerful company in the Los Angeles luxury market. Started with John Douglas Real Estate.

164  Grier Allen Founder and CEO, BoomTown Charleston, SC
Co-founder of the real estate web platform BoomTown. Ranked by Inc. magazine as the 96th fastest growing private company in the nation.

- 165**  Mark Woodroof Managing Partner, BH&G Gary Greene Realtors® Houston, TX
Partner at BH&G Gary Greene, formerly Prudential Gary Greene, Realtors. Member of Broker Advisory Board of Zillow.
- 166**  Brian Boero/
Marc Davison Partners, 1000watt Consulting San Francisco, CA
Partners of a consulting company helping independent real estate companies re-imagine their brand/marketing strategies. Boreo is also former President of Inman News. (Photo of Boero)
- 167**  Jim Harrison President, MLSListings Sunnyvale, CA
Leader of one of the largest multiple listing services in northern California and focused on being an innovator in MLS nationwide.
- 168**  Paul Slaugh CEO, Prudential HomeSale Services Group Lancaster, PA
Heads up the 27 office Prudential Homesale family of real estate and mortgage companies that include Bob Yost, Landis and Homesale YWGC Realty.
- 169**  Matthew Ferrara CEO, Matthew Ferrara Learning Network Andover, MA
Speaker, writer, capitalist, teacher, and listener. CEO of video learning portal featuring hundreds of videos from America's leading trainers and business leaders.
- 170**  Drew Uher Co-Founder and CEO, HomeLight San Francisco, CA
Founder of Homelight, an algorithm that helps homebuyers and sellers find the best real estate agents.
- 171**  Kathy Condon CEO, MLS Property Information Network Boston, MA
Heads up one of the 10 largest MLSs in the country serving 28,000+ agents. Trulia MLS Advisory Board members and Girl Scouts of America "Women of the Year" in 2007.
- 172**  Deems Dickinson President, Russ Lyon Sotheby's International Realty Scottsdale, AZ
Almost a 30 year veteran with the company, serving 24 years as manager before taking the helm four years ago.
- 173**  Matthew Consalvo CEO, Arizona Regional Multiple Listing Service Phoenix, AZ
Arizona Association of REALTORS acquired assets of ARMLS forming the largest statewide MLS. Consalvo was appointed CEO the following year.
- 174**  Rebecca Jensen Chairperson, Real Estate Standards Organization Salt Lake City, Utah
Worked in the MLS industry since 1998 and became CEO of UtahRealEstate.com MLS 2007. Passionate driver of RESO since 2011.


- 175**  Michael Pappas CEO, The Keyes Company Miami, FL
4th generation family member to head up the 88 year old family-owned company with almost 2,000 associates in 30 offices.
- 176**  Steve Harney President, Steve Harney, Inc. Ronkonkoma, NY
20+ year veteran, first as an agent, then broker before launching his training firm. Writes monthly "Keeping Current Matters."
- 177**  Gregg Larson Co-Founder and President, Clarity Consulting Scottsdale, AZ
Co-founder of company in 1996 to provide MLS and information technology consulting to the real estate industry and its related businesses.
- 178**  Saul Klein Senior Vice President, Point2 (Yardi subsidiary) San Diego, CA
Also President of InternetCrusade. Creator of RealTown, RealTalk, AETalk, and MLSTalk. Co-author of the Real Estate Technology Guide.
- 179**  Michael Fischer COO, Coldwell Banker (part of Realty) Madison, NJ
Promoted to COO in 2013 after serving as SVP of marketing and chief branding officer. Previously a 15 year Nissan executive.
- 180**  Scott DeNeve CEO, Platinum Properties Kansas, KS
Kansas -based Gen Y entrepreneur building fastest growing real estate company in the country in 2010 according to Inc. Magazine.
- 181**  Don Richardson CEO, Toronto Real Estate Board Toronto, Canada
40 year veteran has guided TREB's 30,000+ agent board through stormy MLS waters the last 13 years.
- 182**  Guy Wolcott Founder and CEO, Homesnap Washington, DC
Rebranded Sawbuck Realty into and created the iconic mobile app, HomeSnap, rated by The Street as a Top 5 real estate app.
- 183**  Craig Cheatham CEO, Realty Alliance Dallas, TX
Spokesperson and administrator for 66 of most powerful brokerages in the country. Former CEO of ARELLO.
- 184**  Richard Boone CEO, Georgia Multiple Listing Service Tucker, GA
Oversees the nations 5th largest MLS in the country with over 32,000 real estate professionals.


- 185**  Nirav Tolia Co-founder and CEO, Nextdoor San Francisco, CA
Co-founder of a social network geared toward neighborhoods in 2010. Raised \$60 million funding in 2013. Former COO of Shopping.com
- 186**  Ted Jones Chief Economist, Stewart Information Services Corp. Houston, TX
One of the foremost economists on the relationship between the economy and the real estate industry. SVP Stewart Title.
- 187**  Constance Freedman VP Strategic Investments, Second Century Ventures Fund Chicago, IL
As Managing Director she manages all aspects of the fund, from cultivating opportunities, assessing initiatives to a helping portfolio companies succeed.
- 188**  Brian Larson President, Larson/Sobotka Business Advisors Minneapolis, MN
Attorney and business consultant focusing on collaborations of MLSs, including data sharing, formation of new regional MLSs, and the MLS Domains Association.
- 189**  Craig Proctor Founder and CEO, Craig Proctor Seminars Newmarket, Canada
Productivity coach that created Quantum Leap Sales System. Has helped more than 30,000 agents.
- 190**  Glenn Sanford Founder and CEO, eXp Realty Bellingham, WA
Founded the company and as CEO leads the first cloud-based brokerage system in real estate industry. Company reversed into public shell in 2013.
- 191**  Jeremy Conaway President, Recon Intelligence Services Traverse City, MI
Leading consultant in Realtor® association and MLS design. Also works with various large real estate brokerage companies.
- 192**  Tom Hurdelbrink CEO, Northwest Multiple Listing Service Kirkland, WA
Heads up a not-for-profit, member-owned MLS organization serving 25,000+ real estate professionals. NWMLS formed 30 years ago after mergers.
- 193**  Mike Brodie Regional Owner, Keller Williams Realty Plano, TX
Early KW investor and multi region owner. Former NAR Treasurer and founding Chairman of the REALTORS Federal Credit Union.
- 194**  Ann Bailey President and Owner, Pranix Orange County, CA
Provides consulting services focused around strategy, business and MLS. Former VP with Move, Inc. Co-founded Pranix with Errol Samuelson.


195  Kristina Wise Founder and CEO, The Goodlife Team Austin, TX
Founded GoodLife Team in 2007 and Coffee with Kristina 2012. Won 2010 Inman Innovator Award winner for "Most Innovative Brokerage" in the city.

196  Paul Jackson Publisher and CEO, Housing Wire Plano, TX
Publisher and CEO at HousingWire and has published more than 3,500 articles. One of the first to cover the mortgage crisis in 2006.

197  Bill Malkasian VP Political Strategic Planning, National Association of REALTORS® Chicago, IL
Oversees major new political and community-based advocacy and issues program for state and local real estate associations across the country.

198  Ty Dodge President and CEO, RealtySouth (part of HSA) Birmingham, AL
Oversees Alabama's largest residential real estate brokerage producing more than \$1 billion in annual sales. Former President of local association.

199  John Mosey CEO, Northstar MLS St Paul, MN
30+ Year MLS veteran. Former VP at Moore Data Management Services, CEO of Cyberhomes, CEO of Regional MLS, and President of Council of MLS (CMLS).

200  Alan Tennant CEO, Calgary Real Estate Board Calgary, Canada
Former President of Canada Real Estate Association, International Consortium of Real Estate Associations, and Calgary Real Estate Board.

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- Must-see, in-depth interviews with legendary industry-leading CEOs
- TED-like Talks on some of the industry's most compelling topics
- Thought Leader Panels with key industry thinkers
- Stefan Swanepoel's "What's Coming Next" original Keynote

A few who shared their wisdom in 2013

Ron Peltier
CEO Berkshire Hathaway HomeServices

Budge Huskey
CEO Coldwell Banker

Mark Willis
CEO Keller Williams Realty

Pam O'Connor
CEO Leading RE

Bob Hale
CEO Houston Assn of Realtors

Rob Hahn
Notorious R.O.B

Curtis Beardsley
Realtor.com

Chris Crocker
Zillow

T3 Summit - Trends - Technology - Thought

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This is a strategic leadership summit which is not intended for real estate sales associates. The event is limited to only 250 Thought Leaders, which ensures a focused, intimate, high-impact experience for all. To maintain the integrity of 'thought,' there is no trade exhibition, and no back-of-room sales are permitted. Further, no 'selling from stage' is allowed. The event is all about thought, growth and meaningful relationship creation - not selling.

Predictions seem obvious with advance knowledge...

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- **Glenn Sanford**, CEO / President, eXp Realty

"Congratulations on having pulled T3 off so successfully – a true testament to your influence in our industry!"

- **Spencer Rascoff**, CEO, Zillow



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