

THE REAL DEAL

NEW YORK REAL ESTATE NEWS

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MANHATTAN

MANHATTAN'S BIGGEST RESIDENTIAL BROKERAGE FIRMS

The luxury market fueled the growth of Manhattan's largest residential brokerage firms. But it was not always a smooth ride: the major firms weathered historically low levels of inventory and a drop in the total number of exclusive listings. Still, firms like Douglas Elliman, the Corcoran Group, Brown Harris Stevens and Sotheby's International Realty — which have a considerable share of the luxury market — saw the total dollar volume of their Manhattan listings jump year over year, implying that they landed an impressive number of pricey exclusives. Elliman, which ranked at the top of TRD's list, saw a 62 percent jump in the dollar value of its listings over 2013, which brings its total listing dollar value to an all-time high of \$3.6 billion.

BY # OF MANHATTAN AGENTS

RANK		FIRM	AGENTS		
2014	2013		2014	2013	% change
1	1	Douglas Elliman	1,725	1,599	8%
2	2	The Corcoran Group	1,191	1,091	9%
3	3	Halstead Property	721	617	17%
4	4	Citi Habitats	703	607	16%
5	5	The Bellmarc Group	519	511	2%
6	6	Rutenberg Realty	489	478	2%
7	9	Town Residential	472	388	22%
8	7	Bond New York	450	451	0%
9	8	Brown Harris Stevens	431	447	-4%
10	10	Nest Seekers International	410	260	58%
11	n/a	Keller Williams NYC	343	240	43%
12	11	Sotheby's International Realty	267	248	8%

BY TOTAL MANHATTAN LISTINGS

RANK		FIRM	LISTINGS		
2014	2013		2014	2013	% change
1	1	Douglas Elliman	954	993	-4%
2	2	The Corcoran Group	830	836	-1%
3	3	Halstead Property	387	440	-12%
4	4	Brown Harris Stevens	356	353	1%
5	5	Sotheby's International Realty	166	183	-9%
6	6	Town Residential	140	136	3%
7	8	Citi Habitats	82	118	-31%
8	9	The Bellmarc Group	81	115	-30%
9	n/a	Keller Williams NYC	80	68	18%
10	11	Nest Seekers International	68	78	-13%
11	10	Rutenberg Realty	48	87	-45%
12	12	Bond New York	31	32	-3%

BY TOTAL \$ VOLUME, MANHATTAN LISTINGS

RANK		FIRM	\$ OF LISTINGS (IN MILLIONS)		
2014	2013		2014	2013	% change
1	1	Douglas Elliman	\$3,599	\$2,220	62%
2	2	The Corcoran Group	\$3,440	\$2,085	65%
3	3	Brown Harris Stevens	\$2,085	\$1,283	63%
4	4	Sotheby's International Realty	\$1,327	\$1,009	32%
5	5	Halstead Property	\$666	\$652	2%
6	7	Town Residential	\$356	\$327	9%
7	8	Nest Seekers International	\$164	\$162	1%
8	11	Citi Habitats	\$112	\$76	47%
9	n/a	Keller Williams NYC	\$109	\$186	-41%
10	10	The Bellmarc Group	\$95	\$90	6%
11	9	Rutenberg Realty	\$92	\$94	-2%
12	12	Bond New York	\$23	\$31	-26%

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

RANK		FIRM	AGENTS		
2014	2013		2014	2013	% change
1	3	Douglas Elliman	50	37	35%
2	2	The Corcoran Group	30	38	-21%
3	1	Brown Harris Stevens	22	40	-45%
4	4	Sotheby's International Realty	19	27	-30%
5	6	Town Residential	8	8	0%
6	5	Halstead Property	6	11	-46%
7	10 (tie)	Citi Habitats	2	0	--
8 (tie)	8 (tie)	Nest Seekers International	1	1	0%
8 (tie)	8 (tie)	Rutenberg Realty	1	1	0%
8 (tie)	10 (tie)	The Bellmarc Group	1	0	--
11 (tie)	10 (tie)	Bond New York	0	0	0%
11 (tie)	n/a	Keller Williams NYC	0	--	--

Source: First published in the May 2014 issue of *The Real Deal*. All data was gathered from the OLR listing portal on March 30. Data includes only Manhattan-based brokerages and agents and only active Manhattan residential sales listings that had been updated within the last 360 days at the time of the survey. Data does not include multi-family properties, listings that are in contract or listings that have pending offers. Percent changes are based on figures before rounding. Primary rankings are based on number of Manhattan agents; firms on that list are then ranked by other factors.