



## Research Real Estate Agent Production Online in 5 Minutes

These are non-MLS agent production online search methods that apply for most if not all U.S. States.

**Goal:** Find agents' annual sales volume to date, and if available find their total units closed to date.

### Step 1: Start with Zillow (Fastest Overview)

1. Go to [zillow.com](https://www.zillow.com)
2. Click "Agent finder" (top menu)
3. Search by agent name + city/state
4. On their profile → Scroll to "Past Sales"
  - **Shows: # of homes sold, total \$ volume, average price**
  - **Covers last 12–24 months** - this search criteria may be built in and not editable so don't worry if the information provided is beyond the current year - just note this in your spreadsheet.
  - **Tip: If there is concern over accuracy, click each sale to verify details**

### Step 2: Cross-Check on Realtor.com (Most Accurate)

1. Go to [realtor.com](https://www.realtor.com)
2. Click "Find Realtors"
3. Search agent name + location
4. View "Sales History" tab
  - **Updated directly from local MLS**
  - **Often shows faster and more complete data than Zillow**

### Step 3: Use Redfin (Best for Speed & Comparisons)

1. Go to [redfin.com](https://www.redfin.com)
2. Click "Find an Agent"
3. Search agent name or zip code
4. See "Homes Sold" + "Faster than X% of agents"
  - **Great for side-by-side agent rankings**



## Step 4: Verify with Public Records (100% Free & Unfiltered)

- Google: “[County Name] property records search”
- (e.g., “Miami-Dade property records”)
- Use official county site or NETROnline.com
- Search by agent’s name (as buyer’s or seller’s agent)
- Count recent deed recordings to confirm volume
  - **Note: Only shows closed sales, not listings**

## Quick Comparison View

SITE	BEST FOR	DATE SOURCE	COVERS ALL STATES
<b>Zillow</b>	<i>Quickest snapshot</i>	<i>MLS + self-reported</i>	YES
<b>Realtor.com</b>	<i>Most accurate volume</i>	<i>Direct MLS feed</i>	YES
<b>Redfin</b>	<i>Speed &amp; rankings</i>	<i>MLS &amp; Redfin data</i>	<i>Major metros only</i>
<b>County Records</b>	<i>Raw truth</i>	<i>Public deeds</i>	YES - all counties

## Using Your MLS for agent production research:

- Most MLS systems have an “agent roster” or “agent search” option where you can usually find accurate agent production information.
- MLS systems are similar as their function is similar, however, navigation can vary.
- Keep in mind agent production for agents working on a team may not report accurately because often team production is recorded under the name of the team or the name of the owner/leader agent.
- If you use the MLS to research agent production, also using another online source such as Zillow or Realtor.com to cross reference data, is recommended as a best practice.