

CANADA'S TOP REAL ESTATE OFFICES

These brokerages are more than high-transaction, high-volume players – they're also leaders in innovation for clients and agents, and in their communities



REAL ESTATE AGENTS these days are more than just salespeople. They're entrepreneurs who approach their work as strong individuals increasingly working as a team.

To celebrate the professional and entrepreneurial spirit that exemplifies the real estate profession in the 21st century, *REP* has compiled a list of 60 of the nation's best performing real estate offices.

In addition to celebrating the achievements of these operations, we've dug into what makes each of these offices special. All offices boast exemplary training and mentorship programs for their sales reps, while taking pride in their charitable works.

So what, exactly, makes these offices worthy of a place on our list? Turn the page to find out.

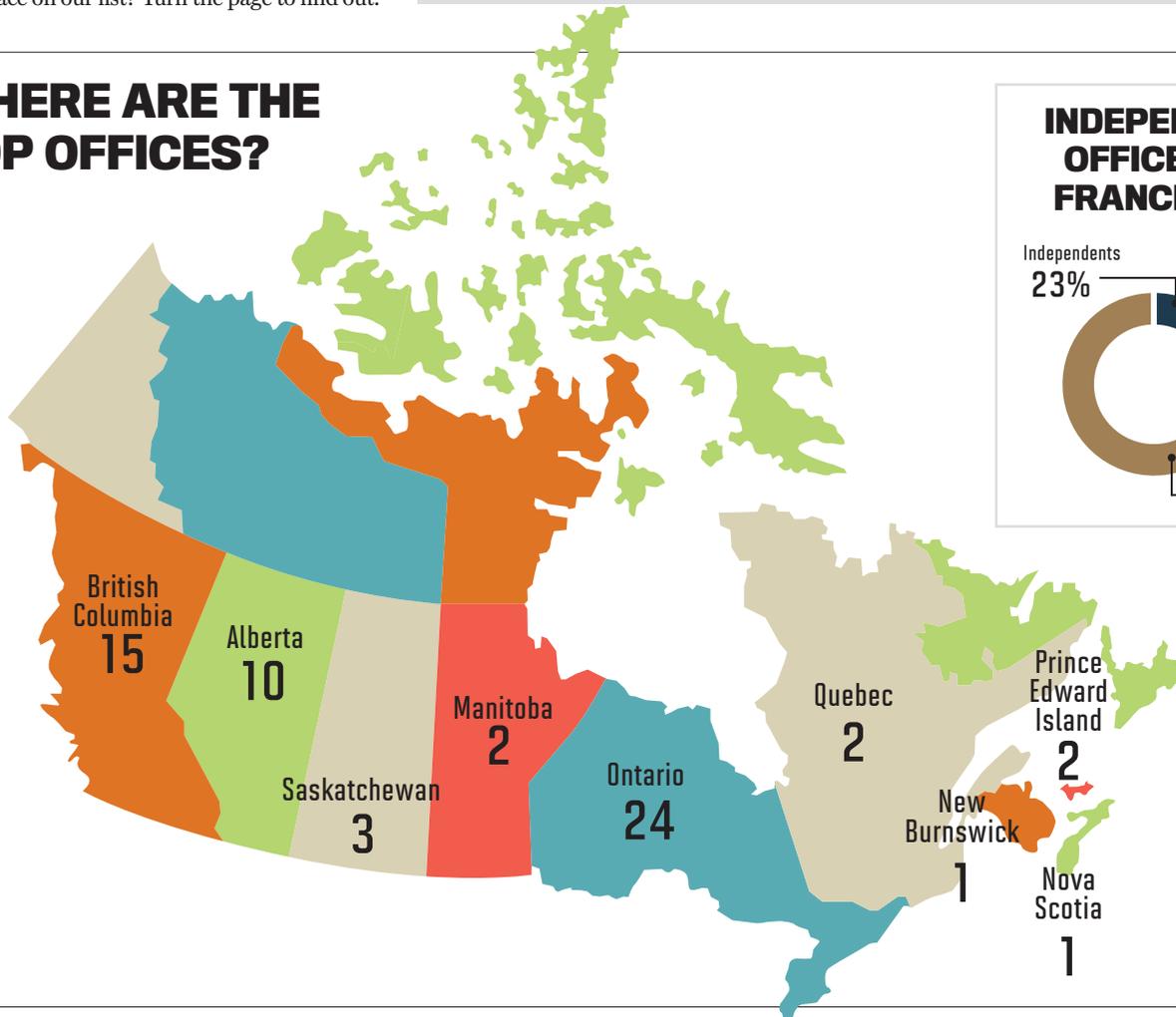
THE METHODOLOGY

We opened nominations for this list in March and were soon inundated with hundreds of entries from across the country. Based on a weighted breakdown of the following variables, *REP* selected the top 60 offices:

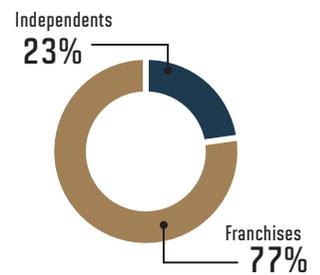
-  Average dollar amount (volume) per agent
-  Average number of sales per agent
-  The office's specialization, business model and community involvement

The weighting was relative to the provincial averages. We verified the submitted data in a number of ways, including a comparison to historical RealTrends data and corroboration by head office and other third parties, where possible.

WHERE ARE THE TOP OFFICES?



INDEPENDENT OFFICES VS FRANCHISES



REALTY EXECUTIVES ELITE

 Head(s)
Costa Paulapoulos
(broker of record/
owner), Mary Johnson
(owner)

 Province Ontario

 City London

 Transactions (2014) 1,613

 Sales volume (2014)
\$322.7 million



Kindness Above Everything is not just the name of the charity organization founded by one of the co-owners of Realty Executives Elite, it's also one of the London, Ont.-based brokerage's founding principles. Owners Mary Johnson and Costa Paulapoulos are committed to that message, encouraging their 140-plus agents to participate in various community events. But Johnson and Paulapoulos also give back to their agents, providing them with an in-house support staff that can handle everything from administrative duties, marketing and design, photography, virtual tours and websites to social media, mortgage services, and other tasks.

MAIN STREET REALTY

Main Street Realty in Newmarket, Ont., might still be a relatively small brokerage, with only 80 agents and two support staff, but the five-year-old office is quickly growing, adding offices in Bolton, Stouffville, Uxbridge and Brampton. The office is also a high-tech one: The agents pride themselves on using online programs and social media to help their clients sell their homes.

 Head
Mike Cartwright
(broker of record)

 Province
Ontario

 City
Newmarket

 Transactions (2014) 307

 Sales volume (2014)
\$1.4 billion

CENTURY 21 DOME REALTY

 Head
Carla Browne
(president)

 City Regina

 Transactions (2014) 2,098

 Province
Saskatchewan

 Sales volume (2014)
\$599.2 million

It's not the weekly meetings or the professional development opportunities that make Century 21 Dome Realty in Regina great. Broker Carla Browne says it's the agents, who are not only keen to lend a helping hand, but are just as excited to learn from one another – veteran sales reps and rookie agents alike.

“There is a lot of concern in the industry about the age of the broker,” she says. “We have an ownership team made up of older and younger [brokers] to ensure the succession of our company and to also make decisions, taking into account the thought processes of different age groups.”



CENTURY 21 COLONIAL

 Head
Joel Ives
(broker/owner)

 Province
Prince Edward Island

 City
Charlottetown

 Transactions (2014)
547

 Sales volume (2014)
\$103.1 million



Century 21 Colonial's second-generation owner, Joel Ives, is like a human guinea pig, testing out different technologies and systems in an effort to provide his agents with the best the industry has to offer.

“I try to educate and motivate agents on new technologies, and review new tools and services, without disrupting [their business] too much,” he says. Indeed, the office was an early adopter of digital signatures, social media, paperless transactions and other cutting-edge technologies that help agents do their jobs in the most efficient way possible.

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