

## Record of Success



Put us to the test! Our track record speaks for itself. It's a well-known adage in real estate that 80% of all real estate transactions are done by 20% of the agents. Our model, however, sees it more as 90/10, and in that spirit we've built a company comprised of the finest agents in every market we serve. We want to be lean, nimble, and effective. Less is truly more.

The results prove it. Our 124 full-time professionals list and sell more homes in a multitude of price ranges than any of our competitors. This is

an outstanding achievement, given that many competing firms in our same markets often have thousands of real estate agents.

Another telling factor: National statistics show that real estate firms, on average, sell 17% of the homes they list. At Washington Fine Properties, we sell over 40% of our own listings in-house!

Far and away, the most important indicator in judging a real estate firm's success is its participation in sold transactions. Take a look at our statistics, which are extracted directly from the listing service that all real estate firms in the Nation's Capital Region rely on—the Metropolitan Regional Information System (MRIS). We think you will agree, our performance does speak for itself.



## Record of Success (cont'd)



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