

# RE/MAX Suburban Named #1 in Southeast Michigan

Fourteen years ago two young men had a dream and after much work and planning the dream turned into a reality. Dave Kwasny and Dave Tuscany purchased their RE/MAX franchise in 1990 and set out to make it the premier office in Metro Detroit. They had tremendous growth along the way starting with just the two of them and growing to 68 agents today. "We wouldn't hire just anyone," Tuscany said. "We wanted to surround ourselves with the area's top agents whom we knew would offer the best service to the buyers and sellers."

Well they've obviously accomplished that goal. RE/MAX Suburban was named the #1 office in all of Southeast Michigan in sales volume per agent for 2003. Over the years the pair have accumulated many other awards and honors including #1 in total sales volume, #1 in closed transactions, top recruiting office, broker owner of the year and more.

"It's an honor to be recognized as being best at what you do, but in reality our customers and clients are the main beneficiary," Kwasny says. "All of our agents strive to give the highest real

estate service possible to all of the buyers and sellers we serve," he adds.

It appears to be working. RE/MAX Suburban is located in a beautiful 10,000-square-foot building in the center of Macomb County in Sterling Heights.

"We are very well situated to serve Macomb, Oakland, Wayne, Lapeer and St. Clair counties," Dave Tuscany said. The facility offers work areas with high-tech computer networks, phone systems, faxes and duplicating services. In addition, there is an on-site mortgage company and title company for customer convenience.

"There is also an insurance company here, so literally a client can come in, buy or sell a house and accomplish everything to complete the transaction right here on site," Dave Kwasny said. "It is very service oriented and effective for the customer."

Asked about the future for the real estate industry and their company and the two were decidedly enthusiastic. "We see agents and customers gravitating to the larger companies in the area with RE/MAX Suburban being one of them," Tuscany explained. "It takes a large amount of capital to



Dave Tuscany and Dave Kwasny have been named #1 in several categories for their successful RE/MAX Suburban office.

provide the technology and services that today's knowledgeable consumer demands and deserves and the smaller firms will have trouble keeping up."

Asked about the market, Kwasny suggested that real estate will continue to see good

times ahead. "Interest rates are at record lows, which is favorable, but even if they move up, real estate will always be the American Dream and we'll be right here alongside our buyers and sellers to help them reach it!"

With belief and enthusiasm

like that it's easy to see how RE/MAX Suburban will be around Southeast Michigan serving their customers for a very long time. If you are looking to buy or sell, give one of the top producing agents at RE/MAX Suburban a call at (586) 262-2000. You'll be glad you did.



RE/MAX Suburban is located in a beautiful 10,000-square-foot building in Sterling Heights.

# RE/MAX Suburban Named #1 for Second Consecutive Year!

How do they do what they do? That's what a lot of people in the real estate industry are asking themselves these days as RE/MAX Suburban was named the #1 RE/MAX office in Southeast Michigan for 2004, the second year in a row they achieved the top spot. What's impressive in not just that they hold the top spot again but that they earned it even more convincingly with a 25% increase in sales in 2004! Owner Dave Kwasny again attributed the success of

the company to the quality of his agents. "Everyone here works hard to provide a very high level of service to people who entrust their real estate needs to us." "Our agents are the best in the industry in getting results for their clients whether they are buying or selling" he said.

Well they certainly do get results! RE/MAX Suburban agents are involved in nearly 4 home sales per day, 365 days a year, including weekends and all holidays. Now

that's a productive sales force!

"One of the keys is in helping the client understand how to position their particular property in relation to today's market dynamics. We're certainly not seeing the 8% appreciation in home prices that we had in some previous years," he continued, "So it's important that we do a great job in interpreting market conditions so we end up with a successful sale instead of a listing that ends up expiring".

In fact, the real estate market in Macomb County and the surrounding areas has experienced a slowdown in the last year or two. Even as we continue to hear about soaring prices in California, Florida and Arizona, Michigan has experienced a leveling off in home prices. When asked about that Kwasny responded, "It's not a bad thing that prices have come down a bit from the heated levels we've seen over the last few years. Prices are steady and interest rates are attractive so it's a more balanced market whether you are buying or selling."

So if you are in the market to buy or



Dave Tuscany and Dave Kwasny of RE/MAX Suburban work hard to keep their company on top of the real estate market in Macomb County.

sell real estate in the near future, your first step should be to call the market leaders at RE/MAX Suburban. Let the most productive, experienced agents in Southeast Michigan Get you the results you need!

RE/MAX Suburban is located at 43599 Schoenherr Rd in Sterling Heights. Geographically centered in Macomb County. They sell all types of property ranging in price from \$20,000 to \$5,000,000! Call them today at 586-262-2000

Each office is independently owned and operated.



Let the professionals at RE/MAX Suburban go to work for you. Call (586) 262-2000.

# RE/MAX. SUCCESSSES

October 23, 2007

RE/MAX of Southeastern Michigan and RE/MAX Regional Services announce great successes for 2006 and 2007. With all of the negative press about the real estate market, it's time for some good news.

RE/MAX reports the following for the past 12 months:

1. 19,163 = closed transactions.
2. \$2,582,222,135 = closed dollar volume.
3. 151 = number of real estate professionals transferring to RE/MAX.
4. 163 = 100% club members (those RE/MAX Sales Associates earning \$100,000 - \$249,999).
5. 31 = Platinum Club members (those RE/MAX Sales Associates earning \$250,000 - \$499,999).
6. 8 = Chairman's Club members (those RE/MAX Sales Associates earning \$500,000 - \$999,999).
7. 1 = Diamond Club members (those RE/MAX Sales Associates earning \$1 Million +).
8. 3 Million = leads from LeadStreet directly to RE/MAX Sales Associates (no referral charge to the RE/MAX Sales Associates).
9. \$57,900,000 = dollars spent in National and Regional Brand Advertising.

The above statistics confirm what we have known all along – RE/MAX attracts the most successful agents in the industry. The success of RE/MAX agents comes from a powerful combination of their experience, education and dedication to provide superior customer service and we are proud of the outstanding results these agents continue to deliver in today's market. At RE/MAX, we are committed to continue the successes we have enjoyed for the past 34 years.

Jeanette

