

Atlanta Real Estate Agent Crosses \$1 Billion in Sales, Just Over a Decade in the Business

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Realtor Mark Spain is entering his 12th year in the residential real estate business and has already achieved something less than 1% of Realtors will do after decades in real estate sales. With his 2006 gross sales of \$178 million, Mark Spain crossed the billion dollar sales mark for his career.

"I really never had a lifetime sales goal in mind when I began in this business in 1995. Instead, I just wanted to help as many people as possible reap the rewards of homeownership," explained Mark Spain, an agent with RE/MAX Greater Atlanta. "It has been such a rewarding profession and through referrals from satisfied clients, our Internet presence and our marketing efforts, we've been able to dramatically grow the business. At the same time, we never lose sight of the importance of great customer service."

To put the success of the Mark Spain Team in context, here are the statistics put out by the National Association of Realtors, with more than 1.2 million Realtor members. In 2004, the average sales and leasing volume was \$2.2 million (the same amount as was reported for 2002). For the last six consecutive years, Spain and his team have averaged more than \$100 million a year in gross sales and actually broke the \$200 million mark with their 2005 sales.

"Mark's enthusiasm and dedication to the real estate business have propelled him to this milestone achievement of a billion dollars in sales," said RE/MAX Greater Atlanta Managing Broker Tom Fountain. "It's something less than 1 percent of all Realtors will achieve in their lifetimes and Mark's just 35. He could easily reach two or three billion in sales in his career."

Indeed, Mark's annual sales production exceeds that of many real estate offices—for their entire sales team, which consists of dozens of real estate agents. His list of awards and honors already reads like someone who has spent three or four decades in the business.



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Mark has been honored with the Diamond Award from RE/MAX International, the highest sales honor given by the RE/MAX organization. He has also been named to the RE/MAX Hall of Fame. In 2005 and 2006, Spain was named one of the Top 50 Realtors on the Rise in the nation by Real Estate Magazine.

According to research conducted by Steve Kantor, author of the newly released Billion Dollar Agent—Lessons Learned (www.billiondollaragent.com), only about 100-200 real estate agents have achieved a billion dollars in sales during their careers. Mark Spain will be a candidate for a profile in the book's sequel.

Annually one of the top 10 RE/MAX agents in the world, Mark Spain's 2006 sales performance placed him as the #3 agent for RE/MAX International for closed transactions in the team category. Mark Spain is the #3 RE/MAX agent in the United States and the world out of more than 120,000 RE/MAX real estate agents in 67 countries.

An Atlanta native and University of Georgia graduate, Spain is affiliated with the RE/MAX Greater Atlanta office at 5591 Chamblee-Dunwoody Road in Atlanta. His team of 10 has been the number one team in that office for several consecutive years.

For more information, call 770-886-9000 or visit www.MarkSpain.com.

RISMedia welcomes your questions and comments. Send your e-mail to: realestatemagazinefeedback@rismedia.com.