

COVER STORY: TOP 200 AGENTS



Our third annual search for Canada's top performing agents resulted in our most wide-ranging list yet. From Newfoundland to the Northwest Territories, from rural Manitoba to downtown Vancouver, the REP 200 proves unequivocally that a good agent creates success anywhere

2016 WAS a defining year for the Canadian Realtor. Agents in Toronto and Vancouver found themselves shepherding shell-shocked clients through their local minefields, while those in Alberta, Saskatchewan and much of Atlantic Canada had to find new ways to navigate their own flat or dwindling markets. Some expanded their client base by tapping into an increasingly fervent investment market; still others moved to capitalize on the exploding retiree population.

With buyer interest and home prices in Canada having reached such dizzying heights, outsiders might feel Canada's market circa now is one of automatic sales; or that rewarding agents in a seemingly easy industry is as meaningful as celebrating Canada's wettest swimmer.

The fact is, 2016 would not have been the same kind of year for the Canadian real estate industry without the time, effort and genuine care of its agents. Buying a home has never been a more intense experience, and Canada's Realtors took it upon themselves – as they do every year – to help their clients make sound decisions for themselves, their families and their futures.

But not all agents are created equal. There are those who go above and beyond for their clients – drilling deeper into the market to provide the most valuable insight, tweaking strategies to better fit an individual neighbourhood or property – and by doing so elevate the entire industry. It is those agents who make the REP 200 not only possible, but necessary. Congratulations to them all.

A NOTE ABOUT THE RESULTS

We used a combination of MLS data and online survey results to chisel the REP 200 from a mountain of nominees. Because of the wide discrepancy in home prices in the agents' different markets, we based inclusion on the number of transactions completed by each, rather than overall sales volume.

Out of respect for agent privacy, we have chosen not to publish any of the sales figures that were submitted as part of the nomination process.

SPONSOR PROFILE



RE/MAX Infinite is proud to sponsor REP's third annual Top Agents feature. As a thriving brokerage with a diverse team of agents, administrators and managers, we know how much effort and dedication is required for agent success. We value the energy and dynamism all our agents bring to our clients and our brokerage. At RE/MAX Infinite, we deal with vibrant new ideas brought forward each day by our agents; it is truly a breath of fresh air that yields positive results. RE/MAX Infinite never forgets that our agents are our clients. Our commitment and dedication are therefore to better serve our agents. We have become the fastest growing brokerage in the GTA, growing in record numbers year after year, and sold over half a billion dollars of real estate in 2016. The RE/MAX Infinite family would like to congratulate everyone selected by REP for its Top 200.

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CAILEY HEAPS ESTRIN
Royal LePage Real Estate Services – Heaps Estrin Team

Toronto, ON

Cailey Heaps Estrin has done some amazing things since establishing her sub-brokerage of Royal LePage Real Estate Services in 2015. Last year, her team made a tremendous leap in productivity, establishing itself as Royal LePage’s No.1 team in Toronto and its fifth-ranked nationwide.

Heaps Estrin attributes her team’s significant improvements to a number of factors, including a stronger social media presence and an expanding team that can provide a wider range of services, including client outreach. “Staying in touch with our clients continues to be a priority,” she says. “Our clients love the personal attention; we pride ourselves on these valuable relationships.”



CHRIS CONSTANTINE
Royal LePage Atlantic

Moncton, NB

Chris Constantine has spent the last 10 years with Royal LePage Atlantic and had a fantastic year in 2016, with close to 100 ends.

He approaches real estate from the perspective of an investor, providing valuable alternative insight for his clients.

“Buying what you need until you can truly afford what you want is a lesson Realtors must be willing to share with their clients,” he says.



LEIGH SUGAR
Royal LePage RCR Realty

Newmarket, ON

Leigh Sugar set a new record for sales volume for Royal LePage RCR in 2016, capping off a brilliant five-year run that included annual spots in the top 1% of Royal LePage agents nationwide and the Toronto Real Estate Board.

In addition to maintaining an excellent reputation based on high professional standards, Sugar says marketing has been critical to expanding her business.



JOEL FARIS
Royal LePage First Contact Realty – The Faris Team

Barrie, ON

In the first three months of 2016, Joel Faris was not happy with his performance. Sales were slow and he was falling behind on the goals he had set for himself.

“It was mentally draining for me to stay focused during this time, but I kept doing the activities I knew to be effective,” he says. “The next two months were my best ever, with 19 ends in May and 21 in June.”

Faris continued his hot streak over the following months, closing out 2016 with over 120 ends, helping lead First Contact Realty to its current status as the No.1 Royal LePage team in Canada.



ROBBIE JOHAL
RE/MAX Lifestyles Realty

Langley, BC

Robbie Johal is no stranger to success. He has been a repeat member of RE/MAX’s Platinum and Chairman’s Clubs and, last year – the first in which he racked up 100 transactions – he was welcomed into the company’s coveted Diamond Club.

Johal sees the industry moving in a direction where clients will turn to agents less and less. He says agents will have no choice but to provide greater service and show their clients why they are needed. Knowledge that complements – or exceeds – that provided by evolving technology will be key.

He has been his brokerage’s No.1 donor to the Children’s Miracle Network eight times.



NEVIN HOLLETT
Royal LePage Atlantic Homestead

St John’s, NL

To call Newfoundland a buyer’s market would be a gross understatement. But for an agent like Nevin Hollett, challenges are just an opportunity for transformation.

“If you’re not growing, you’re dying,” he says. “Over the years I have had to modify or change strategies for continued success, and over the last few years I have completely bought in and invested into website and CRM technology. I believe this is one of the main reasons that business has flourished in a challenging market.”