



Selling RE/MAX and RE/MAX Right Choice

Rockstar 101 • May 2, 2024



RE/MAX LLC



RE/MAX Northeast



RE/MAX RIGHT CHOICE

HISTORY of RE/MAX Right Choice



1987 - The Wright Company, Realtors

1997 - RE/MAX Right Choice

- The Wright Company, Realtors

- RE/MAX United and RE/MAX Preferred

2004 - RE/MAX Realty Associates of Milford became RE/MAX Right Choice

2012 - Nova Realtors of Bridgeport became RE/MAX Right Choice

2012 - RE/MAX Enterprise of Newtown and Bethel became RE/MAX Right Choice

2018 - RE/MAX Edge of South Windsor, Glastonbury, and Berlin became RE/MAX Right Choice

2022 - RE/MAX Right Choice Stamford



The RE/MAX Right Choice Difference:

- ***Our agents and staff***



**HOME OF THE TOP PRODUCERS
AND THOSE THAT WANT TO BE**

Our Internal Mission Statement



To help agents to reach their full potential so they can live the life they deserve to have where life balance, abundance and greatness is possible.

Why RE/MAX Right Choice



- Our agents and staff
- When you surround yourself with like-minded professionals, you get better because of them, and they get better because of you!
- A culture of kindness, integrity, and being your best is very important to us.

Why RE/MAX Right Choice



- A belief that you can be as great as you desire
- Greatness is within all of us

Everyone Matters



A philosophy that recognizes the importance of every team member because collectively a great team working in harmony is always stronger than any great individual.



Our Success Pyramid



Through continuous transactional and peak performance training and coaching/mentoring, we provide an environment where our agents develop their professional abilities and build their confidence. This enables our agents to succeed at levels far better than they previously imagined.



Our Success



- We have been the # 1 firm in CT in transactions per agent for (11) consecutive years
- We averaged 15.9 transactions per agent which includes sales and rentals
- We averaged 11.5 sales transactions per agent
- We had \$523,056,328 in sales
- We averaged \$5,128,003 total volume per agent

Our Results In New England



- 2021 - # 1 RE/MAX firm in New England in transactions





2022
T H E
REALTRENDS
F I V E H U N D R E D

TOP 50 OF THE TOP 500

WHEN RANKED BY MOST TRANSACTION SIDES PER AGENT

Congratulations


RE/MAX

Right Choice Real Estate
Trumbull, CT



20.7 TRANSACTION
SIDES PER AGENT

Our Results In Connecticut: 2022



Connecticut

TOP OFFICE IN COMMISSIONS – LARGE MARKET
RE/MAX RIGHT CHOICE REAL ESTATE | Trumbull

TOP OFFICE IN TRANSACTIONS – LARGE MARKET
RE/MAX RIGHT CHOICE REAL ESTATE | Trumbull

The graphic features a dark blue background with a repeating pattern of red and white geometric lines forming a grid of squares and diamonds. The RE/MAX logo is centered at the top. Below it, the word "Connecticut" is written in a white, elegant cursive font. At the bottom, two lines of white text are presented in a bold, sans-serif font, each followed by the office name and location.



REALTRENDS VERIFIED ✓

Top 50 of the Top 500

When Ranked By Most Transaction Sides Per Agent

Congratulations

RE/MAX
Right Choice
Real Estate

Trumbull, CT



15.7 Transaction
Sides Per Agent

Unstoppable Starts Here

RealTrends Verified Best Brokerages, citing 2023 transaction sides for the 500 participating U.S. brokerages that closed the most transaction sides, excluding 12 who did not report active licensees and Redfin who reported only Lead Agents. Due to rounding, some sides-per-agent averages appear to produce ties, but all ties are broken at three decimal places. Rankings as of 3/22/24. Subject to change.
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2023 Award Winners • Connecticut Top 10

Office Sales by Volume • Multi-Office

#1 • RE/MAX Right Choice

Top Commissions Earned • Individuals

#1 • Matt Nuzie

#8 • Basil Amso

Top Commissions Earned • Teams

#3 • Chris Carozza Team

#4 • MJ Agostini Team

#5 • Jeff Wright & Team

#9 • Jill Taylor Homes Team

#10 • The Paul Ferreira Team

Top Commercial Commissions Earned • Individuals

#1 • Jaime Pereira

#3 • Marco Albarracin

Closed Transactions • Individuals

#1 • Jay Jones

Children's Miracle Network Hospital Awards

MVP Fundraiser: Gianni Viscuso

Top Agent: Matt Nuzie

Top Team: Jeff Wright & Team

Top Brokerage: RE/MAX Right Choice

Our Results In Connecticut: 2023




**CONGRATULATIONS TO OUR
AWARD WINNING AGENTS!**
RE/MAX
 Right Choice

Titan Club - Individuals **Chairman's Club - Individuals**

 Matt Nuzie	 Chris Carozza	 MJ Agostini	 Jill Taylor
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Platinum Club - Individuals

 Basil Amso	 Renée Mascia	 Kathy Chiluisa	 Marco Albarracin	 Scott Wright
 Nina Nyrop	 DJ Dube	 Jay Streaman	 Michael Wright	 Paul Ferreira

100% Club - Individuals

 John McBride	 Eric Schuell	 Michael Spindler	 David Landau	 JoAnn Kretkowski	 Jaime Perreira	 Carlos Perez	 Robert Morey	 Matt Streaman	 Joe Kapell	 Amy Balko
 Kim Camella Roy	 Cisco Borres	 Jay Jones	 Dianne Camella	 Marilyn D'Amico	 Pape Ndao	 Luisa Dias	 JD DeFrancisco	 Jason Tessitore	 Sarah Smedick	 Kurt Potter
 Lawren Hubal	 Amaryllis Rodriguez	 Val Baptista	 Gianni Viscuso	 Becky Nelson	 David Soares	 Mark Porriello	 Frank Grasso	 Gary Piccirillo		

Executive Club - Individuals

 Joe Figmic	 Judy Miko	 Wendy Weir	 Mary Gurrieri	 Steven Ferreira	 Debbie Temple	 Domingos Dias	 Mahmoud Hessami	 Jenn Fusarelli	 Janie Merola	 Jen Bolland
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Some Things To Know



- We have marketed over 100 subdivisions and thousands and thousands of new homes
- Our Commercial Team has been nationally ranked in the top 5 within the RE/MAX network on multiple occasions.

Our team handles it all at a high level



- New Construction
- Land
- Development sites
- Commercial properties
- Sale transactions
- Leasing
- Every major property type
- Every type of residential sale

RE/MAX Changes The Real Estate Industry - January of 1973



- It all began as a dream and a plan on a pad of paper.
- Dave Liniger had a controversial idea to build a real estate powerhouse where experienced, productive agents would keep more of their commissions and enjoy the freedom to run their business as they saw fit.
- Liniger had experienced the maximum-commission model and realized it would appeal full-time, serious professionals who would rather contribute collectively to office expenses than settle for a traditional commission split.
- Combining the model with robust marketing and other agent services for the first time was revolutionary genius, and it absolutely changed the real estate landscape forever.

RE/MAX Growth



1973 – The beginning

1984 – 5,000 Agents

1986 – 10,000 Agents

1989 – 25,000 Agents

1998 – 50,000 Agents

2018 – 124,280 Agents

2020 – 137,792 Agents

2021 – 141,998 Agents

2023 – 144,835 Agents

RE/MAX By The Numbers (2023)



- #1 in Transactions per agent – in North America every year since 1999 – 10.8
- #1 in Global Home Sales
- #1 in Brand Name Awareness

RE/MAX By The Numbers (2023)



- 144,835 Agents as of 12/31/2023
- 9,022 Offices
- 110+ Countries and Territories
- 10.8 Average Years in Real Estate
- \$87,053 Average Commission

RE/MAX By The Numbers (2023)



RE/MAX: A POWERFUL NETWORK OF OVER 140,000 AGENTS WHO HELP MILLIONS OF FAMILIES BUY AND SELL THEIR HOMES

RE/MAX By The Numbers (2023)



Snapshot of Success

★ USA | 2023 BY THE NUMBERS

RE/MAX® agents combine their talents with the many competitive advantages of real estate's premier brand. The results are clear. Nobody in the world sells more real estate than RE/MAX.¹

	RE/MAX United States	RE/MAX Worldwide
Agent Count	55,131 <small>TOTAL</small>	144,835 <small>TOTAL</small>
Office Count	3,340 <small>TOTAL</small>	9,022 <small>TOTAL</small>
Agent Experience	16.1 <small>AVERAGE YEARS IN REAL ESTATE</small> 10 <small>AVERAGE YEARS WITH RE/MAX</small>	10.8 <small>AVERAGE YEARS IN REAL ESTATE</small> 7 <small>AVERAGE YEARS WITH RE/MAX</small>
Franchise Sales ²	184 <small>TOTAL</small>	942 <small>TOTAL</small>
Total Transaction Sides ³	629K+ <small>TOTAL</small> 11.1 <small>AVERAGE PER AGENT</small>	1.5M+ <small>TOTAL</small> 10.6 <small>AVERAGE PER AGENT</small>
Commlsslons	\$115,269 <small>AVERAGE PER AGENT</small>	\$87,053 <small>AVERAGE PER AGENT</small>

RE/MAX By The Numbers (2023)




2023 SNAPSHOT
 CONNECTICUT

#1 NOBODY IN THE WORLD SELLS MORE REAL ESTATE THAN RE/MAX

WE'RE THRIVING

33	502
OFFICES	AGENTS


WE'RE EXPERIENCED

13.2	7.3
YEARS	YEARS
<small>AVERAGE YEARS IN REAL ESTATE</small>	<small>AVERAGE YEARS WITH RE/MAX*</small>

WE'RE PRODUCTIVE

11.4	\$3.59
SIDES	MILLION
<small>AVERAGE RESIDENTIAL TRANSACTION SIDES PER AGENT</small>	<small>AVERAGE RESIDENTIAL SALES VOLUME PER AGENT</small>
\$105,315	
AVERAGE COMMISSION	
<small>EARNINGS PER AGENT</small>	

WE CELEBRATE
INDIVIDUAL & TEAM SUCCESS

\$2 MILLION+		1
\$1 MILLION+		2
\$750K TO \$999,999		2
\$500K TO \$749,999		10
\$250K TO \$499,999		27
\$100K TO \$249,999		109
\$50K TO \$99,999		75

WE GET RESULTS

5,589

RESIDENTIAL TRANSACTION SIDES

RE/MAX: A VISIONARY NETWORK OF OVER **140,000 AGENTS** AND A PRESENCE IN MORE THAN **110 COUNTRIES & TERRITORIES**

RE/MAX By The Numbers (2023)




2023 SNAPSHOT
 UNITED STATES

#1 NOBODY IN THE WORLD SELLS MORE REAL ESTATE THAN RE/MAX

WE'RE THRIVING

3,340 OFFICES | **55,131** AGENTS

WE'RE EXPERIENCED

16.1 YEARS | **10.0** YEARS

AVERAGE YEARS IN REAL ESTATE | AVERAGE YEARS WITH RE/MAX*

WE'RE PRODUCTIVE








10.8 SIDES | **\$ 4.03** MILLION

AVERAGE RESIDENTIAL TRANSACTION SIDES PER AGENT | AVERAGE RESIDENTIAL SALES VOLUME PER AGENT

\$ 115,269
AVERAGE COMMISSION

EARNINGS PER AGENT

WE CELEBRATE
INDIVIDUAL & TEAM SUCCESS

\$2 MILLION+	 PINNACLE	102
\$1 MILLION+	 DIAMOND	342
\$750K TO \$999,999	 TITAN	375
\$500K TO \$749,999	 CHAIRMAN'S	945
\$250K TO \$499,999	 PLATINUM	4,193
\$100K TO \$249,999	 100%	12,501
\$50K TO \$99,999	 EXECUTIVE	10,438

WE GET RESULTS

615,628

RESIDENTIAL TRANSACTION SIDES

RE/MAX: A VISIONARY NETWORK OF OVER **140,000 AGENTS** AND A PRESENCE IN MORE THAN **110 COUNTRIES & TERRITORIES**

2023 RE/MAX® vs. THE INDUSTRY



Choose the brand with outstanding agents, leading brand awareness and an unmatched global presence

NATIONAL, FULL-SERVICE BROKERAGE BRANDS						
	TRANSACTION SIDES PER U.S. AGENT ¹	U.S. TRANSACTION SIDES	U.S. BRAND AWARENESS (UNAIDED) ²	COUNTRIES & TERRITORIES	OFFICES WORLDWIDE	AGENTS WORLDWIDE
RE/MAX	13.3	781,377	34.0%	110+	9,175	144,014
	8.9	56,099	0.1%	6	500	8,000
COMPASS	7.4	210,365	1.2%	1	502	28,237
	6.9	91,606	2.1%	35	2,400	42,300
Weichert	6.7	96,400	1.9%	1	500	14,400
	6.4	608,728	16.3%	39	2,900	103,400
CENTURY 21	6.2	298,562	25.3%	85	13,600	148,600
	6.2	1,047,548	12.7%	60	1,100	191,877
	6.1	307,235	6.0%	13	1,500	50,775
	5.9	132,230	2.3%	81	1,100	26,300
	5.9	72,053	1.7%	6	400	12,400
REALTYONEGROUP	5.5	100,374	0.3%	13	400	18,000
	5.4	397,138	0.9%	24	NA	87,000
	3.3	80,200	0.5%	1	200	24,000

2 TO 1

RE/MAX® agents average double the sales of other agents in the RealTrends 500 survey* of large brokerages.



THE RIGHT AGENT CAN LEAD THE WAY.



Higher Volume By Far

RE/MAX agents averaged 67% more sales volume than the average for competitors.



Unstoppable Starts Here SM

*Based on 2023 RealTrends 500 data, citing 2022 transaction sides for the 1,561 largest participating U.S. brokerages, excluding 42 who did not report active licensees. ©2023 RE/MAX, LLC. Each Office Independently Owned and Operated. 23_332

Dominant Productivity

Top 100 Brokerages
When Ranked By
Most Transaction
Sides Per Agent



RE/MAX[®]
86
of the top 100
brokerages

- Better Homes and Gardens - 1
- ERA - 1
- Century 21 - 1
- Coldwell Banker - 1
- Berkshire Hathaway HS - 2
- Keller Williams - 4
- Non-Franchise - 4



Unstoppable Starts Here SM

Based on 2023 RealTrends 500 data, citing 2022 transaction sides for the 1,561 largest participating U.S. brokerages, excluding 42 who did not report active licensees. Rank 1,561 of the largest brokerages by sides per agent, and what do you find? That the most productive agents are with RE/MAX. Out of the top 100 brokerages ranked this way, 86 are RE/MAX firms. Their agents averaged 23.7 home sales in 2022. ©2023 RE/MAX, LLC. Each Office Independently Owned and Operated. 23_332

Net Promoter Score



How would your current network measure up?

9 OUT OF **10**
RE/MAX AGENTS
WOULD PERSONALLY
RECOMMEND
RE/MAX TO ANOTHER AGENT



Buyers And Sellers Know You Before They've Met You

From TV to sports arenas, radio, digital and more, the RE/MAX name is out there working – for you. Top brand awareness has you top of consumers' minds. That means an immediate recognition for your business, and the potential for consistent referrals. This balloon has clout.





The immersive brand page engages and delivers values to millennials, the largest group of homebuyers and sellers since the Baby Boomers.





Globalremax.com averages over 900,000+ RE/MAX listings from 110+ countries and territories, making it one of the largest global listing inventories of any real estate brand. Plus, listings are viewable in more than 104 languages and over 68 currencies.



- The more you learn, the more you earn
- RE/MAX University allows you to easily stream over 1,100 training videos and 70+ designations and certification courses at the click of a button.

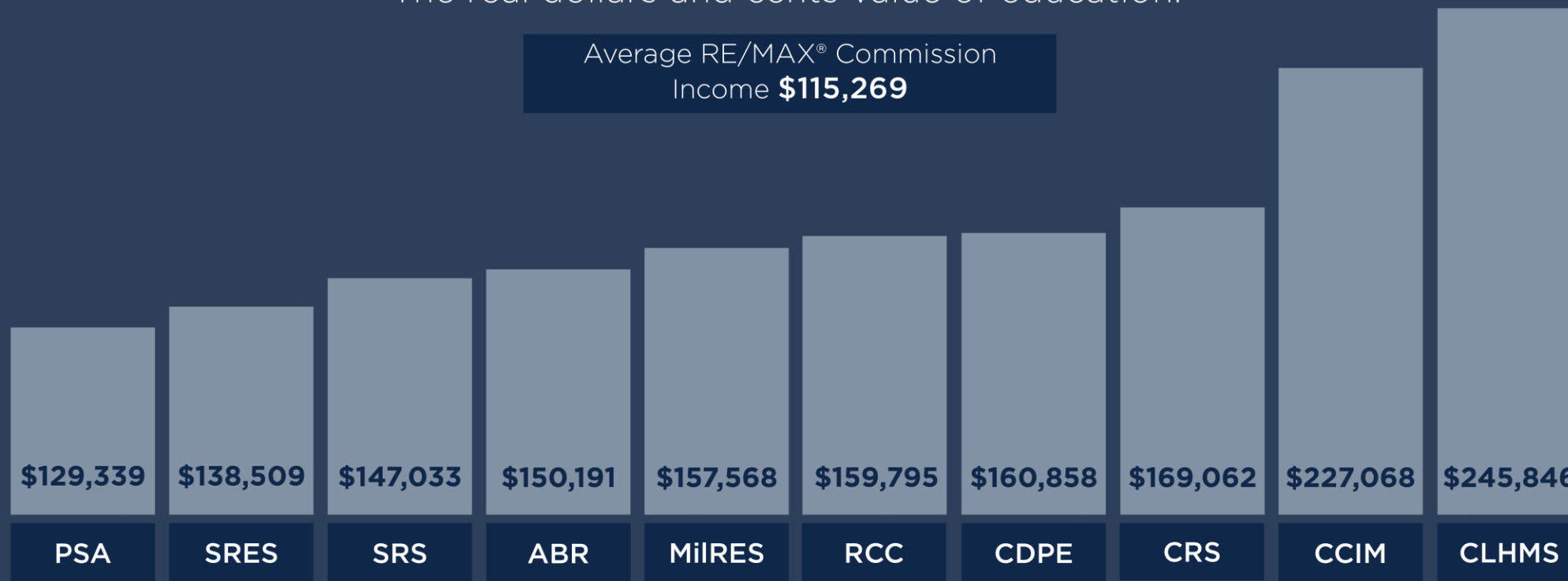


2023

THE MORE YOU LEARN, THE MORE YOU EARN[®]

The real dollars and cents value of education.

Average RE/MAX[®] Commission
Income **\$115,269**



Average commission income for RE/MAX designees in the U.S.

**You don't have to be great to start, but you
have to start to be great.**

~ Joe Sabah

SUCCESS IS A JOURNEY,
NOT A DESTINATION

