

30th Anniversary

ATLANTA BUSINESS CHRONICLE

HOME QUARTERLY • INDUSTRY FOCUS

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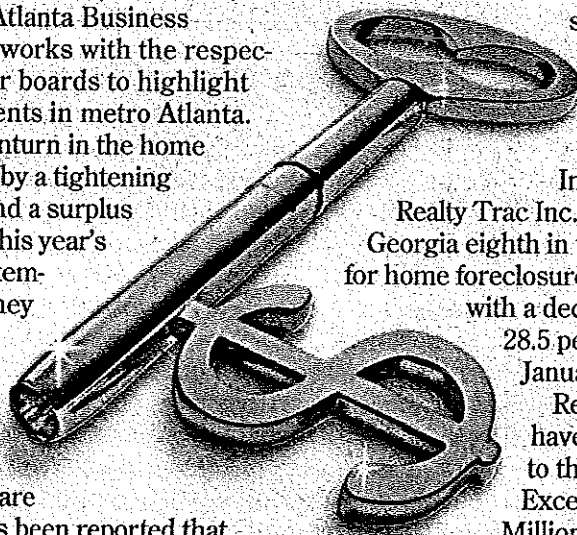
HOME QUARTERLY

Best in residential real estate

Each year, Atlanta Business Chronicle works with the respective Realtor boards to highlight the top agents in metro Atlanta.

With the downturn in the home market, caused by a tightening credit market and a surplus of new homes, this year's honorees are exemplary because they distinguished themselves during a tough time.

The early signs from 2008 are looking up. It has been reported that new inventory has fallen, with Atlanta having more than 20,000 new homes for sale, according to Metrostudy Inc., while the number of existing homes for



sale has dropped to 56,000 from 65,000 in August of '07.

In February, Realty Trac Inc. ranked Georgia eighth in the country for home foreclosures — but with a decrease of 28.5 percent from January.

Realtors who have been named to the Circle of Excellence, the Million Dollar Club or Top Achievers have overcome the torrent of bad news in the housing market and continued to set the bar high.

ATLANTA BOARD OF REALTORS

FROM STAFF RESEARCH

The Atlanta Board of Realtors announced the members of the 2008 Million Dollar Club at a March 14 banquet held at the Hyatt Regency.

Among the qualifications for this year's winners is having new business in excess of \$2 million during the qualifying year, Jan. 1 through Dec. 31, 2007.

The designations for honorees are individual, where applicants have no licensees performing functions on behalf of the applicant; team, which does have licensees; team members, those licensees working for a team; and new homes.

The following profiles are of Atlanta Board of Realtors Top Producers in the individual designation.

Kim Boyd

Keller Williams Realty Peachtree Road

Why did you choose real estate?

I was a second generation Realtor and grew up surrounded by the business.

What is the secret to buying and selling homes?

Understanding and listening to sellers' and buyers' needs. My cornerstone for success is "do what you say you're going to do."

What has been the highlight?

Yesterday. That's the way we approach success in our business.

