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Rookie REALTOR® Sets Home Buying Record at WEICHERT, REALTORS® - Equity **Rae Ramkissoon's First-Ever Real Estate Deal Tops \$600K**

ST. PETERSBURG, Fla. / Aug. 30, 2017 – Rae Ramkissoon has been working in real estate for just three months, but that hasn't stopped the young sales agent from making a name for herself after receiving her first sales lead from the Weichert® Call Center. Ramkissoon set an office record earlier this month after closing her first real estate deal at WEICHERT, REALTORS® - Equity in St. Petersburg.

The 24-year-old city resident helped a client find a beautifully renovated condo in the highly sought-after Monte Carlo Towers on Bayshore Boulevard. The \$625,000 purchase price for the 3-bedroom, 3-bath luxury property is a record for an agent's first home buying transaction at the Weichert® affiliate.



Rae Ramkissoon

It's also significantly more than the average sales price of transactions handled by her office, which is about \$200,000.

Ramkissoon began working with her client, an out of state buyer, after she got the sales lead. She credits the training she received from Weichert and support from her co-workers with helping her close the deal.

"The support from my colleagues here in the office along with the training I received from Weichert helped immensely," said Ramkissoon. "I could never have done this without the support and training that was provided."

The rookie agent has also taken advantage of the resources provided by Weichert to help secure her first listing.

"I just used the Weichert Doors presentation to secure my first listing," added Ramkissoon. "The client was totally impressed with the presentation I gave."

Ramkissoon's exceptional handling of buyers and sellers has impressed many in her office, including Peter Chicouris, the company's broker/owner.

"I am not least bit surprised by Rae's immediate success in real estate," said Chicouris, whose St. Petersburg office joined the Weichert national franchise network last December. "Rae is using every resource that we give our agents to help them provide the best real estate service available and she doesn't shy away from a challenge."

WEICHERT, REALTORS® - Equity is an independently owned and operated Weichert affiliate. The office, which currently has 15 agents, serves Tampa Bay and Sarasota counties.

For more information about WEICHERT, REALTORS® - Equity, located at 6500 1st Avenue N., in St. Petersburg, contact Peter Chicouris at 727-343-8100 or visit www.equityrealtyinc.com.

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About Weichert Real Estate Affiliates, Inc.: Weichert Real Estate Affiliates, Inc. has grown steadily since Jim Weichert, president, chairman and CEO of Weichert, Realtors, launched the company's franchise division in 2001. The affiliate division was created to offer a business model for franchisee ownership candidates described as "a clearly defined operating system for marketing and managing a real estate business." Weichert Real Estate Affiliates, Inc. announced its first affiliate in 2002, was ranked as one the top traditional residential real estate franchises in *Entrepreneur's* 2017 Franchise 500 and is identified in 2017 by *Franchise Business Review* as one the top U.S. franchises. Weichert Real Estate Affiliates, Inc. has offices serving over 300 markets in 39 states. For more information about Weichert, visit Weichert.com or for information on franchise opportunities visit WeichertFranchise.com.

Each WEICHERT® franchised office is independently owned and operated.