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Real Estate Agency's McCormick Market Share Tops Amongst All Area Brokerages **Weichert, Realtors® - Cornerstone sees 10-fold increase in annual sales production**

MARTINEZ, Ga. / Dec. 18, 2019 – Weichert, Realtors® - Cornerstone, located in Martinez, continued to experience significant growth throughout the 2019 calendar year under the leadership of Betty Renard, the company's broker/owner.

The substantial growth of the Weichert® affiliate also propelled the agency to the No. 1 spot this month amongst members of the Greater Augusta Association of Realtors for residential listed homes and land in McCormick, South Carolina by dollar volume and units.

The office currently has 27 percent of McCormick's listed residential properties by dollar volume and 39 percent of the units.

This marks the latest sales production achievement for Renard's office, which has increased its annual gross commission income 10-fold since joining the Weichert national franchise system in 2010.

"Our office would not have grown like we have without the resources that Weichert provides its affiliates," said Renard. "Weichert gives us everything we need – from unique marketing tools and agent training programs to an amazing smart technology platform – to help us deliver extraordinary home buying and selling experiences for our clients."

Renard first shared news of her agency's ascension to the top of the regional association's sales chart at a December 4 gathering of Weichert franchise owners and brokers from Georgia, South Carolina and Florida in McCormick. The group was in town for a management training and brainstorming session to share best practices for running a successful brokerage.

Renard also invited the group to tour the city and see the attractions that make McCormick a preferred destination for second-home buyers and retirees, including the resort-style community of Savannah Lakes Village.

"I'm so glad Betty was able to arrange this tour for us," said William Webb, the broker/owner of Weichert, Realtors® - Webb & Associates in Statesboro, Georgia. "McCormick has many things that someone would be looking for in a resort-style community."

"We'll definitely tell our clients who are looking for an amazing vacation or retirement destination about everything that McCormick has to offer, and I have no doubt the other franchise owners and brokers who were here will do the same," added Webb.

Introducing McCormick to Weichert franchise owners and brokers throughout Georgia and South Carolina is one of the reasons why Renard was so excited to host the gathering earlier this month.

"You can't help but fall in love with McCormick, which has the friendliest neighbors anywhere" said Renard, whose office is a member of the McCormick Chamber of Commerce. "This city can sell itself once you see it in-person, and that's just what it did with my Weichert colleagues."

Weichert, Realtors® - Cornerstone is an independently owned and operated Weichert® affiliate. The office serves the greater Augusta area.



Weichert franchise owners and brokers from across South Carolina and Georgia attended a management training and networking event Dec. 4 in McCormick. Pictured (left to right in front) are: Mary Caughman, Melissa Stanford, Kathy Wilson, Betty Renard, Ray Covington and William Webb. Pictured in back are: Charles Caughman, Tom Renard, Ray Garnett, Jan Bradshaw, Karen Ryan and Bill Scott.

For more information about Weichert, Realtors® - Cornerstone, located at 4424 Columbia Road, Suite D, in Martinez, contact Betty Renard at 706-364-4234 or visit cornerstoneaugusta.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 Companies, 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 of the top traditional residential real estate franchises in *Entrepreneur's* 2019 Franchise 500 and was identified in 2019 by *Franchise Business Review* as one of the top U.S. franchises for owner satisfaction. Weichert Real Estate Affiliates, Inc. has offices serving over 350 markets in 40 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.