

Is real estate really down?

Not according to Gwen Dowland one of 'The Real Estate Top 200,' sponsored by The Wall Street Journal, lore Magazine and REAL Trends

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Gwen Dowland was recently named as one of America's top-selling real estate professionals by hitting record-setting business in 2007 that bested 2006 — according to "The Real Estate Top 200," a national ranking and awards event sponsored by *The Wall Street Journal*, *lore Magazine* and *REAL Trends*.

Dowland is now ranked as one of America's best real estate professionals. Her 245 transaction sides represent the top 1% in the country, ranking her 22nd among the more than 1.2 million REALTORS® nationwide.

Dowland serves all of the Middle Tennessee area and is co-owner of the Gallatin RE/MAX Choice Properties office. She has been one of Middle Tennessee's top-ranking agents for several years. "I still cannot believe it. I didn't think it was real until I stepped off the plane and was greeted by the staff in Orlando, Florida," stated Dowland in a recent interview. "It is by the Grace of God and sheer perseverance, I have been able to maintain and move forward during these hard economic times. Knowing that I have been a small part of my clients' happiness has made real estate such a rewarding career. I truly love what I do," said Dowland.

Dowland commented on the local area's market: "It is a buyers market, and they need to realize there is still money available. Sellers, on the other hand, need to position themselves in the market to sell their property. They should talk with their mortgage holders. If they are in financial distress, they may still have options such as a 'short sale' on their property instead of losing it."

The Real Estate Top 200 rankings were announced November 7th at a special reception and awards ceremony at the Ritz Carlton Grande Lakes Resort in Orlando, Florida.

The Real Estate Top 200 honors the top 50 residential sales professionals and team professionals in four categories:

- Individual Sales Professionals – Sales Volume
- Individual Sales Professionals – Transaction Sides (*in each transaction, there are two sides that can be represented by an agent: a buyer's and a seller's.*)
- Team Professionals – Sales Volume
- Team Professionals – Transaction Sides (*in each transaction, there are two sides that can be represented by an agent: a buyer's and a seller's.*)

"The old saying, 'the best keep getting better,' certainly pertains to Dowland's award-winning productivity and sales in 2007," said Anne Randolph, publisher of *lore Magazine*.

This year's winners were chosen from the top real estate sales professionals representing hundreds of markets nationwide. A special feature, which included the names of the entire Top 200 appeared in *The Wall Street Journal* and *lore Magazine* on November 8th.

"Being named to The Real Estate Top 200 is truly an honor and it is our pleasure to have the opportunity to recognize Gwen Dowland's efforts, which exceeded 99.9 percent of the more than 1.2 million REALTORS® nationwide," said Martie Gallardo, vice president of classified advertising for *The Wall Street Journal*.

The Real Estate Top 200 awards program was developed jointly by *The Wall Street Journal's* Business Development Group, *lore Magazine*, and *REAL Trends*, a leading source of analysis and information for the residential real estate brokerage industry. The Real Estate Top 200 honors America's elite real estate sales professionals and their companies, many of which have forged longstanding business relationships with *The Wall Street Journal*. The Real Estate Top 200 is compiled and analyzed by *REAL Trends* with winners published in a special advertising supplement of *The Wall Street Journal* and in *lore Magazine*.



Steve Murray, host of the 2008 Real Estate Top 200 Awards Gala, pictured with Gwen and James Dowland. (PHOTO SUBMITTED)