

Tony Ratchford

Credentials

- Past President of Sioux Falls Board of Realtors
- Past Member of Employee Relocation Council
- Member of Sioux Falls, State and National Board of Realtors
- Member and Past Chairman of Sioux Falls Multiple Listing Service
- Member of Professional Real Estate Sales Associates
- Century 21 Top Residential Producer, District 9, 1986
- Member of RE/MAX 100% Club, 1987-1990
- Top 1% of all Real Estate Agents in North America
- Accredited Buyer Representative (ABR)
- Senior Real Estate Specialist (SRES)
- Certified Residential Specialist (CRS)
- Distinguished Sales & Marketing Award from Sales and Marketing Executives Int. (SMEI), 2006
- "The Local Best" Top 5 Real Estate agent, 2006-2008
- "The Local Best" #1 Real Estate agent for Sioux Falls, 2007-2008

Accomplishments

- 31 years in full-time residential sales
- 26 years as a licensed broker
- More than 3,100 total transactions closed

2009 Performance

- 131 closed transactions
- Average market time of a listing sold: 66 days
- 55% of our listings sell in 60 days or less
- 80% of listings taken were sold
- 99% of all "Sale Pendings" closed
- 76% of all business activity was generated from past clients and referrals
- 27% of the time we personally sold our own listings
- 98.2% list to sale ratio
- Summary sale price: Minimum – \$78,000 Maximum – \$675,000
Average – \$205,311

Past 3-Year Performance

- 130 closed transactions per year
- Average market time of a listing sold: 60 days
- 82% of all listings taken were sold
- 99% of all "Sale Pendings" closed
- 79% of all business activity was generated from past clients and referrals
- 21% of the time we personally sold our own listings

Education

- Northern State College
- Northwestern College of Commerce
- Hopkins School of Real Estate

References Available Upon Request



THE
Tony Ratchford
GROUP

Let us invest our reputation, experience
and knowledge in the realization of your
Dream Home Vision.

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