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Latest News

- ✦ Tent covering Bellevue skating rink collapses
- ✦ Boy Scout Troop 600 will conduct its 13th annual Christmas tree recycling drive
- ✦ Tip #9 – Gifts and your kids.
- ✦ Thistle Theatre brings "Aesop's Fables" To SecondStory's stage
- ✦ Kirkland Performance Center January Performances 2009
- ✦ Kirkland Calendar of Events for January 2009
- ✦ Five Critical Steps to Securing Small Business Capital
- ✦ Chris Wilcox and MinYuan Cheng Join Cary Kopczynski & Co
- ✦ Asemblon Receives Energy Innovator Award
- ✦ Lake Washington Schools Foundation awards \$66,000 in grants
- ✦ Bellevue Christian School Receives Awards
- ✦ Missy Will Expands Consulting Services

Newsflash

Visitors to Eastside Business can now add comments to posted articles - please join in the conversation!

Events Calendar

« < December 2008 > »						
S	M	T	W	T	F	S
30	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31	1	2	3

Largest Coldwell Banker Office Expands in WA



Wednesday, 12 November 2008

As real estate firms across the country shrink daily, closing offices and letting realtors go, a Federal Way-based office is beating the downward trend. Coldwell Banker Danforth & Associates, Inc. (CBDA), the largest single Coldwell Banker office in the U.S.A. recently announced its acquisition of Coldwell Banker Del Bianco Realty, Inc.

Phyllis Danforth, CBDA's president, has survived many of the market's highs and lows during her more than 35 years in the real estate business. As one of the first women to own an office, the industry pioneer says her company's continued growth is directly tied to her office's ability to offer real estate agents the best value proposition in the industry.

"I've worked hard over the years to build a solid foundation for our office and we're now in a fortunate position to move strategically while many other firms are struggling," said Danforth. "I opened this office in 1993 with just 38 agents and we've been able to succeed steadily over the years to now have over 250 agents as we celebrate our 15th anniversary."

An example of this is Danforth's strategic move to eliminate the geographic boundaries that typically exist between a brokerage and agent, allowing her agents more freedom in where they choose to live and do business.

"Agents continue to leave other agencies to join our office because of the unique combination of benefits we're able to offer," said Danforth. "We make it easy for our agents to work with clients by providing online tools like a web-based contract storage system and creating a paperless, virtual office with our intranet site. We also have low agency fees, aggressive commission splits, and a nationally recognized brand."

