

NORTH TEXAS' #1 LUXURY BROKERAGE

# Nothing compares to what's next.

President Russ Anderson: You can't trust the headlines but you can trust our agents.

Briggs  
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**Sotheby's**  
INTERNATIONAL REALTY

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### FROM THE PRESIDENT'S P.O.V.



**THIS JUST IN** We are the #1 luxury brokerage in Dallas. Read about the new RealTrends Verified Best Brokerages ranking at [briggsfreeman.com/blog](https://briggsfreeman.com/blog).

**M**ore news from the real estate world: The sky is not falling. Last Friday's announcement by the National Association of REALTORS® (NAR) about its lawsuit agreement related to broker commissions has set the media abuzz with speculation and misinformation.

Know this: The agreement does not mean the end of compensation for services rendered. It *could* mean that longtime commission models evolve into new models. It *will* mean that buyers and agents will enter into a written agreement at the beginning of their journey — just as sellers and agents always have — so that they understand exactly what services and value will be

provided, and for how much. That is one change of several in the agreement, which is still subject to court approval, and something that both NAR and Briggs Freeman Sotheby's International Realty brokerage have long encouraged.

Here is something that will never change: A real estate agent provides a professional service that is worthy of fair compensation — as do your doctor, accountant and attorney. Our agents bring immeasurable value to their buyers and sellers, including negotiation skills, contract expertise, trusted resources, risk mitigation and future guidance far beyond a transaction. When you hire a professional agent, you are benefiting directly from their education, connections and experience.

This is a moment of evolution. Name an industry that doesn't change. I'll wait. In the meantime, we'll keep innovating at Briggs Freeman Sotheby's International Realty, as we have since 1960. Our agents focus on growth, goal-setting, professionalism and positivity, not sensational headlines. Frankly, they're too busy helping the best clients in the world buy and sell properties — and achieve goals of their own.

**RUSS ANDERSON**  
President and CEO  
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MONTSERRAT / FORT WORTH, TEXAS / GATED COMMUNITY / 3.25 ACRES  
9516 Bella Terra Drive / \$3,850,000



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HIGHLAND PARK / DALLAS, TEXAS  
4524 N. Versailles Avenue / \$4,675,000



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PRESTON HIGHLANDS / DALLAS, TEXAS / PLANO ISD  
6504 Missy Drive / \$635,000



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HILLS OF KINGSWOOD / FRISCO, TEXAS / GATED COMMUNITY  
1650 Lilac Lane / \$9,499,000



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PRESTON HOLLOW / DALLAS, TEXAS  
6026 Prestonshire Lane / \$5,950,000



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REEDS, MISSOURI / JASPER COUNTY / 341+ ACRES  
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UNIVERSITY PARK / DALLAS, TEXAS  
3829 Amherst Avenue / *Listed for \$1,989,000*



**CLAIR STOREY** / 214-507-1388 / [cestorey@briggsfreeman.com](mailto:cestorey@briggsfreeman.com)  
**CAROL STOREY** / 214-707-1142 / [cstorey@briggsfreeman.com](mailto:cstorey@briggsfreeman.com)

HALL ARTS RESIDENCES / ARTS DISTRICT / DALLAS, TEXAS  
1747 Leonard Street #903 / \$3,750,000



**KYLE RICHARDS** / 214-263-4065 / [krichards@briggsfreeman.com](mailto:krichards@briggsfreeman.com)  
**CINDI CAUDLE** / 214-991-2990 / [ccaudle@briggsfreeman.com](mailto:ccaudle@briggsfreeman.com)

BRIARWOOD / DALLAS, TEXAS  
5035 Horseshoe Trail / *Off-market sale*



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## The global locals.

We may live, work and play in Dallas-Fort Worth, but our expertise extends across Texas — and our network spans the globe. Whether you're moving across town or across the country, we are the team who can get you there.



VAWTER CLARK GROUP

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