

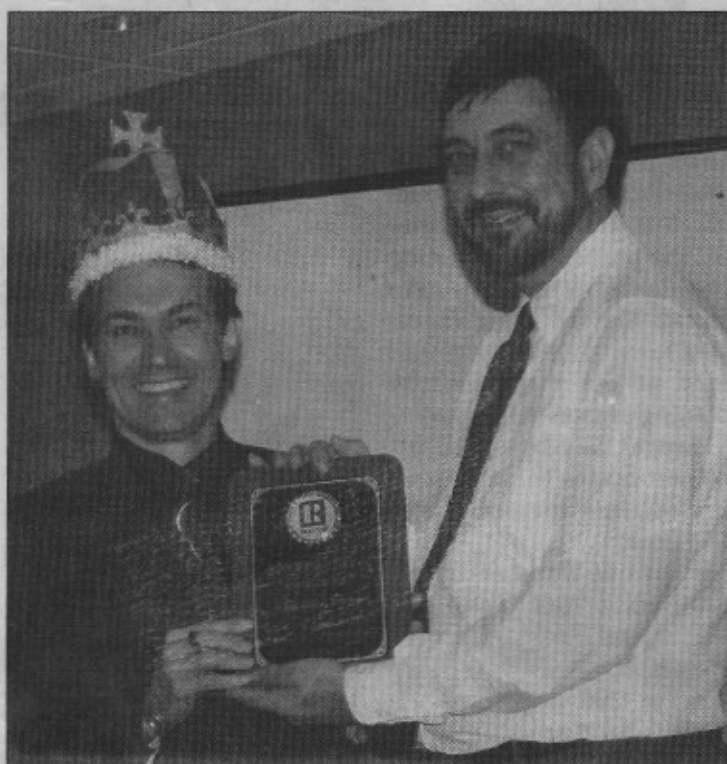
# Toye named CPS Agent of the Year

KELSEYVILLE — Cobb Realtor Timothy Toye was awarded CPS Country Air's "Agent of the Year" award for 2003 at the company's recent recognition dinner at Konocti Harbor Resort. Awarded to the company's top selling agent, Toye earned the coveted honor for the first time after being runner-up four of the last five years.

Toye broke Irene Rivas' streak of nine straight titles. "Timothy had an incredible year," according to Gena Smoley, co-owner of CPS Country Air. "He has been the perennial top agent in our Cobb office, and this year his production skyrocketed." Toye accounted for 65 closed buyer sides (tops in Lake County) and an additional 31 closed seller sides.

Toye began his real estate career in 1981 in Auckland, New Zealand where he became one of his areas top-selling agents. After six years of being the manager of a highly successful office, he moved to Cobb Mountain and later joined CPS Country Air in 1995. Since then, he has sold more than \$35 million in Lake County real estate, listing and/or selling well over 500 properties. He obtained his broker's license in 2003.

Toye credits the support staff at CPS Country Air for



Courtesy photo

**Phil Smoley, right, co-owner of CPS Country Air, presents a plaque to Timothy Toye for being the CPS Agent of the Year.**

much of his success. "Our dedicated support team has allowed me to do more with less effort. I couldn't be doing what I am doing without their help," Toye said during his acceptance speech. He specifically singled out Cobb Office Coordinator Gloria Huck. "There is no way I could have had this year without Gloria's assistance." Toye appreciated his company's commitment to ethics when he stat-

ed "walking away from a deal that is bad for our clients may cost us a commission at the time, but it always comes back many fold."

Irene Rivas was "Agent of the Year Runner-up." Rivas' end-of-the-year sales blitz was not sufficient to keep her crown for the 10th straight year, but she was gracious and philosophical about her second place showing. "It's nice to see someone else win for a

change. Timothy certainly earned it," Rivas said.

Rivas has been in real estate in Lake County since 1985, has been involved in nearly \$90 million in closed sales, and has listed or sold over 1,000 properties.

Other CPS Country Air agents recognized for outstanding performance included second runner up Ray Perry, known for his technical prowess, Larry Heine, who ranked in the top 5 percent of all Realtor Associates in just his second year in the business, Michael Crawford, Denise Jones, Elizabeth Solliday (Rookie of the Year), Bob Willroy and Carole Fulk (Middletown Agent of the Year).

Top New Agent went to Jeri Lynn Meyer. Dorothy Walker was given her 20 Year Service pin.

"We are very proud of all these outstanding agents," Smoley stated. "They are some of the best in Lake County. All but a few were hired as new agents by us, and we have watched them grow and assisted them to become successful professional real estate agents."

CPS Country Air Properties has operated in Lake County since 1980 and has five offices located in Kelseyville, Cobb, Lucerne, Middletown and the main office is in Lakeport.