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## **Joyal of Lila Delman R.E. breaks annual sales record for individual agent**

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Lori Joyal

WATCH HILL, RI With \$109,076,650 in total sales volume for 2020, Lori Joyal, managing broker of Lila Delman Real Estate's Watch Hill office, ranked as the state's top producing individual agent. No other individual agent has ever surpassed \$100 million in annual sales volume. Joyal has previously ranked as Rhode Island's top producing individual agent in 2019, 2017 and 2016, according to data maintained by the R.I. Statewide MLS.

2020 marked Joyal's, 15th anniversary at Lila Delman Real Estate. During her tenure she has surpassed over \$650 million in sales volume, more than any other associate at the firm.

Joyal's most noteworthy sale of 2020 was the sale of 15 Spray Rock Rd. in Weekapaug for a historic \$7.5 million, representing the seller and facilitating for the buyer. This transaction marks the highest sale ever recorded in the community of Weekapaug, according to R.I.'s Statewide MLS. Joyal also closed the highest sale in Charlestown's history with 648 A West Beach Rd. for \$6.5 million.

In this transaction Joyal again represented the seller and facilitated for the buyer.

According to a national ranking report conducted by Real Trend's, Joyal ranked 139th in the United States Real Estates Professionals List.

"This group of highly successful real estate sales agents represents less than 1 percent of all real estate practitioners in the United States," said Steve Murray, president of REAL Trends.

"Lori has become an institution and household name in Washington County. Her moral compass, in-depth real estate knowledge, and constant accessibility is an asset to our firm and our valued clients," said Brandyn Brunelle, chief creative officer of Lila Delman Real Estate. "We are so proud of Lori's success and commend her on breaking a statewide record, selling over \$100 million as an independent agent in 2020."

“I feel so grateful, humbled and truly blessed to work alongside such amazing clients and colleagues here at Lila Delman,” said Joyal. “I remain motivated by my customers and my love for my job and this State.”

\*2020 sales volume metrics include MLS & non-MLS transactions in RI, CT & MA across all categories. All other representations are based on information from the RIMLS for the period of January 1, 1992 – December 31, 2020. The MLS does not guarantee and is not in any way responsible for its accuracy. Data maintained by the MLS may not reflect all real estate activity in the market.

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