

ELITE REALTORS®

ROUNDTABLE



From high-rises to ranch homes, modern mansions to seaside cottages, the Gulf Coast boasts many of the most impressive houses the country has to offer. Finding what is best for you ultimately comes down to choosing the right realtor—someone who has a personal touch and is ready and willing to go to bat to find you your dream home. Look no further: regardless of your location or price point, the elite realtors here have your back.



1ST PREMIER INTERNATIONAL PROPERTIES



Bill Howell and his partners at 1st Premier International Properties are passionate about helping people. Before entering the real estate market, Bill served as a firefighter in Sarasota for 25 years. While his profession has changed, his commitment to serving others has not. Joining forces with Ryan Howell and Natasha Shevchuk, the three have established a new level of quality service for homebuyers and sellers in the Sarasota market. Drawing from the strength of a system developed to cultivate a high volume of sales, 1st Premier International Properties is in business to help people find their dream home—no matter what scale their dream may be. From top-tier luxury properties to first-time home purchases, the 50 years of combined experience at 1st Premier International Properties offers a level of service to locals and those looking to relocate to the beautiful Gulf Coast region. But this extraordinary level of service isn't reserved exclusively for clients. 1st Premier International Properties believes in the power of investing in their agents. By providing a full-time administrative staff, the agents at 1st Premier are able to focus their time and talents on finding the perfect home for prospective buyers and creative ways to market their listed properties. For more information about 1st Premier International Properties and to view their portfolio of homes, visit them online or connect with an agent.

"One of the best parts of our business is that we built it to reflect, refine and harness what each of us truly loves the most about what we do. When you develop your company around the things you love about your job, no one loses." -Bill Howell



MASSEY & MASSEY



Massey & Massey is committed to guiding our clientele to the next destination in their journey. When clients seek our services to sell or lease their commercial properties, Massey & Massey provides a four-man team focused exclusively on your property, and through the sum of our combined decades of wisdom and experience, a methodical process to success. When you sell or lease through us, we ensure that absolutely every marketing opportunity is harnessed, resulting in a level of exposure unrivaled in the area. The marketing process begins online. The Internet is the fastest growing marketing arena and Massey & Massey is dedicated to staying at its cutting edge. Massey & Massey designs robust listings for your property in online commercial real estate markets like MFCRE and LoopNet, complete with attention-commanding photography, high quality video tours, in-depth statistics and well-written property descriptions. These listings are next presented to the massive circle of contacts we have cultivated over the years through business, networking and an active, lifelong presence in the Sarasota community. Your listing will be promoted to over 5 thousand contacts through engaging advertising on Facebook, Twitter and LinkedIn. Your listing will also be distributed by way of email through our Constant Contact E-Blasts. But it doesn't stop there. Massey & Massey is a regular advertiser in *Southside Village Life*, *City Islands Life* and *SRQ* magazine, three of the most prominent lifestyle magazines on Florida's west coast. Your listing will be featured in these well-read publications once a month. Another way we utilize print media is through our informative and attractive property brochures, which we print on high-quality paper and distribute via guerrilla marketing in active and relevant venues of commercial interest. Finally, Massey & Massey will market your property in a way that only we can: through our unique relationship with Sarasota. Our team has deep roots in the area from decades of living, doing business and socializing in Sarasota's fabulous community. Massey & Massey will harness these powerful bonds along with our suite of marketing tools in order to reach and connect with the best possible candidate for your property. Massey & Massey is eager to meet and do business with you, so call us today to get started.



BRYAN AND CHERI GUENTNER

BROKER/CERTIFIED LUXURY SPECIALIST



Finding the perfect waterfront home takes more than skill and real estate acumen; it takes finesse and a keen understanding of each unique market along the Gulf Coast. As owners of RE/MAX Platinum Realty, Bryan and Cheri Guentner not only specialize in the sale of luxury waterfront homes, they've grown an entire business based on their knowledge of Sarasota County real estate. With combined experience of 57 years, Bryan and Cheri attribute their success to keeping their client's wishes paramount throughout the home buying and selling experience.

They have each received the coveted Five Star "Best in Client Satisfaction" award for the last decade and the Hall of Fame award from RE/MAX International. The focus of their business is the sale of single-family homes and condos along the Gulf Coast waterfront, mainly Siesta Key, Casey Key, Lido Key, and Longboat Key. RE/MAX Platinum Realty has expanded along the Gulf Coast with locations in Venice, Osprey, Lakewood Ranch and a Main Street location in the heart of Downtown Sarasota. Their very first office, located in Osprey, serves as the company headquarters. Bryan and Cheri have watched their business grow from fewer than ten Realtors® to now employing over 70 agents and staff. They have sold several record-setting properties on Lido Key and Siesta Key, including one for \$8 million—the highest priced single-family home at the time. Since then, they have continued to excel in the luxury waterfront market. By knowing the niche market of beachfront and bay front properties, Bryan and Cheri are able to successfully guide their clients through the intricacies of purchasing waterfront property.

Away from the office, Bryan and Cheri are actively involved volunteering in the community; including serving on The Board of Directors of the largest regional multiple listing service (MLS) in the state of Florida, and local chamber of commerce organizations. They are also proud parents to two children, ages 15 and 12 and two Havanese pups.

RE/MAX PLATINUM REALTY



"The most important thing you can do as a prospective buyer of a waterfront property is to work with a Realtor® with waterfront expertise. Knowing the details of flood insurance, construction lines, coastal conservation and sea walls is critical. Be sure that you are working with a Realtor® that keeps your best interest in mind, is a strong negotiator, and knows what to look for along the water." -Bryan Guentner



SARASOTA TRUST REALTY COMPANY

RENÉE PREININGER, REALTOR



Renée Dedio Preininger has been a resident of Florida since 2003. Having moved with her family in tow from New Jersey to Ohio and then California to Florida, gave her a strong sense of the emotional stress that comes along with moving a family. After a successful career as a national account executive calling on department stores and mass-market retailers, Renée launched her own gift company that operated successfully for many years before being acquired. Running her company, Renee mastered the art of developing relationships, negotiating and closing deals. It was not a tough decision for Renée to turn her passion into a career and pursue a career in real estate after selling her gift company. “Real estate is in my blood,” says Renée. Sarasota Trust Realty Company is a family affair and collaborative effort with brother Anthony “Tony” Dedio. Tony is the broker to both Sarasota Trust Realty Company and sister company, Naples Trust Real Estate Services in Naples, FL where his wife, son and parents all hang their licenses. When Renée decides to do something, she does it. Since January, she has closed and listed just shy of \$17 million, with most of her business in the luxury home market. She closed the largest resale in recent years in Lakewood Ranch Country Club at \$2.35 million, where she represented both buyer and seller in this record-breaking transaction. She represented both buyer and seller again in a \$1-million transaction in Lakewood Ranch Country Club in July. When Renee is not busy selling real estate, she enjoys spending time with her family, walking her dogs, working out and going to the beach. A firm believer in giving back to the community, Renee supports local charities including The V Foundation and Taylor Emmons Scholarship Fund.