

Reflecting With Gratitude 2022

CAREER BEST | \$62+ MILLION IN CLOSED TRANSACTIONS | 2021

As we are off and running into 2022, I wanted to share the amazing list of closed transactions that helped me achieve my most rewarding and successful year yet.

Closed Transactions





540 Tamiami Trail | 1401 \$3,800,000.00



1385 Harbor Drive \$3,150,000.00

539 Norsota Way \$7,000,000.00



500 S Palm Ave | 102 \$2,725,000.00

100

1155 N Gulfstream Ave | 603 \$1,650,000.00



1924 Hibiscus Street \$2,400,000.00

512 Treasure Boat Way \$1,390,000.00



2524 Pleasant Place \$2,300,000.00



1301 Main St | 502 \$2,047,000.00



111 S Pinneapple Ave | 1212 PH6 \$1,825,000.00



1661 S Jefferson Ave \$1,044,500.00



2408 Vaccaro Drive \$810,000.00



7019 Vilamoura Place \$620,000.00



6300 Midnight Pass Rd | 1105 \$1,030,000.00



2950 Dick Wilson Drive \$740,000.00



4234 Gulf of Mexico Dr | A1 3655 Egerton Circle \$665,000.00 \$555,000.00

\$825,000.00



4234 Gulf of Mexico Dr | Q1 \$525,000.00



1155 N Gulfstream Ave | 406 \$1,375,000.00











205 Golden Gate Pt | 302





16026 Topsail Terrace \$2,300,000.00



1002 Tara Vista Drive \$1,825,000.00



168 Coastal Hammock Court \$1,600,000.00



3010 Grand Bay Blvd | 411 \$1,590,000.00



111 S Pineapple Ave | 720 \$1,200,000.00



401 Quay Commons | 1603 \$6,100,000.00

18028 Polo Trail



388 Aruba Crl | 401 \$850,000.00



149 Harbor House Drive \$607,500.00



553 Carmona Place \$515,000.00



8267 Shooting Star Road \$435,788.00



\$688,070.00

7120 Prosperity Crl | 1208 \$400,000.00



8406 Broadstone Court \$398,000.00



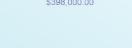
5535 Duncanwood Place \$360,000.00

2884 Indianwood Drive \$299,000.00



4526 S Lockwood Ridge Road \$292,500.00

8273 Shooting Star Road





2021 yielded a career record year in both total sales & volume. Both big and small (and everything in between) transactions are all important to me and the combination of those transactions helped me reach **\$62+ million in sales for last year and \$448 million** since I began my real estate career over 3 decades ago in our wonderful city of Sarasota. And equally important are the relationships cultivated along that journey.

Continuing my tradition of including *On a Personal Note* and *Top 10 Annual Highlights*, sharing the highlights with you (in no particular order):

- My granddaughter, Ruby, turned 1 and continued to be a joy
- Thankful for the important relationships in my life: John and me, Daniel and Cristina, Nicole and Alex
- Nicole celebrated 10 years at American Express
- Daniel's company, Well Seasoned, continued to grow (check it out:getwellseasoned.com)
- I achieved \$62+ million in closed sales with an additional \$13+ million in pending sales for 2022...another personal best
- I walked an average of 6.1 miles/day (great mileage but actually down from last year...I will try harder!) and successfully completed an impromptu 1/2 marathon in Philadelphia, thanks to <u>a 6:00</u> <u>am</u> hotel fire alarm wake up!
- Lela, Kelly and I continued our very successful teamwork and friendship...I couldn't do it without them
- 96% of my clients were repeat or referred clients WOW, thanks for your loyalty and trust!
- My golf game continued to improve... goal for 2022 is to break 110!
- I looked back to cherish so many great memories with family and friends, and looked forward to many more to come!

As always, your loyalty and business are cherished and appreciated. A heartfelt thanks to each of you for entrusting me with your real estate needs.

Lenore

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