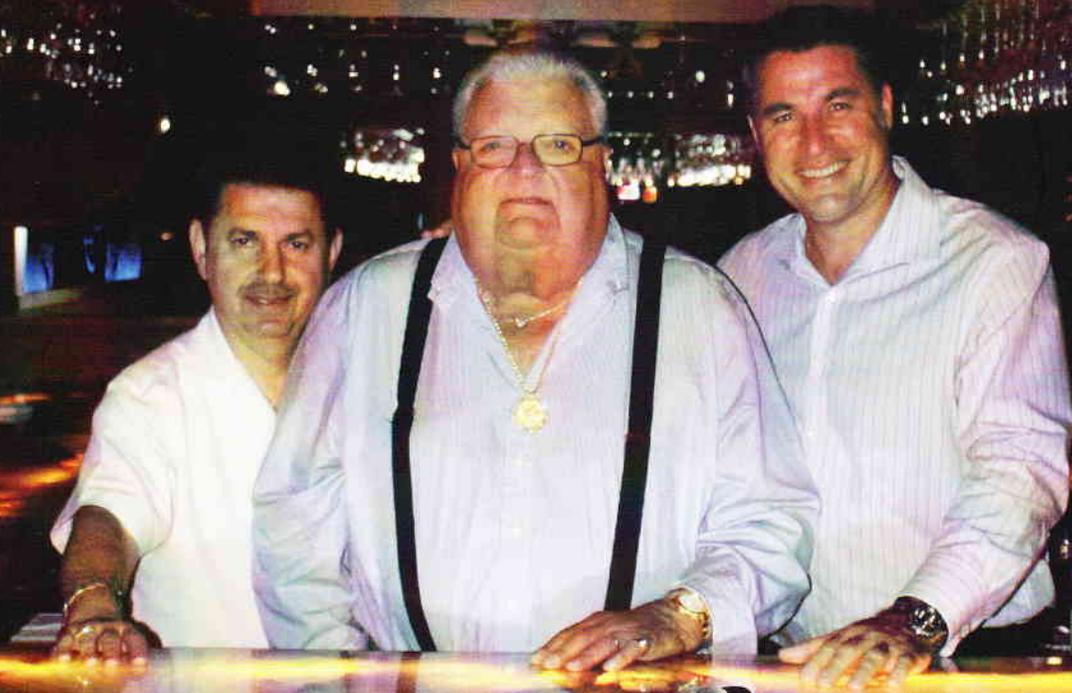


# PBG lifestyle magazine



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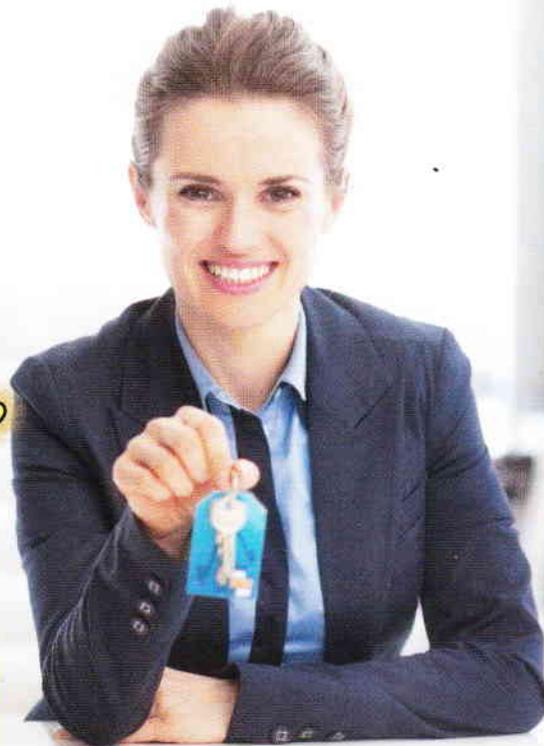


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# Find **YOUR** **Slice** of Heaven



## With South Florida's Favorite Realtors

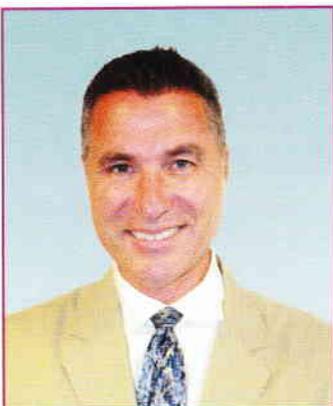
by Michelle Kaplan

**A**sk the majority of people to name the most important element in real estate and they'll tell you it's location, location, location — but ask anyone who actually knows a thing or two about real estate and they'll tell you to hire a good real estate agent.

Realtors wear many hats — negotiator, seller, marketer, and an expert on local neighborhoods, the current market, trends, values and financing — while also offering personal support to clients during this often stressful process.

You'll need expert advice to make your way through the murky trials and tribulations of the unpredictable real estate market, as well as wade through a sea of paperwork. It's always comforting having a professional in your corner, someone you know has your back.

Looking for a good agent? You'll find some of the very best in the area on the following pages.



### **Joseph A. Martin** **Martin Realty & Associates LLC**

1221 Federal Hwy. (Stuart)

(772) 263-1582 ♦ [www.joemartinrealty.com](http://www.joemartinrealty.com) ♦ [joe@joemartinrealty.com](mailto:joe@joemartinrealty.com)

A graduate of Florida Atlantic University, Joseph A. Martin has been in real estate since 2003 and a broker for the last three years when he started Martin Realty & Associates LLC in Stuart. Recognized for his knowledge and sales success, he is an expert who handles all facets of the business, from residential to commercial.

Committed to excellence, Martin's current marketing campaign has a "fix it or list it" focus and he does a free comparative market analysis of your property. He will also give each client his opinion of what is needed to increase the value of the property and will provide a general

contractor to carry out whatever renovation is necessary for improvement.

For the buyer, Joe is devoted to getting the best price on a home to suit that client's lifestyle. For the seller, he has the skills, tools and commitment necessary to sell your home faster and for the highest possible price. Joe is the up-and-coming premier broker of Martin County.

## Gene Arky Illustrated Properties

7100 Fairway Dr., Suite 44 (PBG)  
(561) 714-4568 ❖ [www.arkyhomes.com](http://www.arkyhomes.com) ❖ [earky@aol.com](mailto:earky@aol.com)

Gene Arky started in the South Florida real estate market in 1988 and began building his career at PBG's BallenIsles Country Club community in 1989.

He has 25 years of experience successfully assisting clients in the buying and selling of homes in BallenIsles and the private gated communities of Steeplechase, PGA National, Mirabella at Mirasol, Old Palm, Frenchman's Creek and Abacoa.

Dedicated to "Truth, Trust, Integrity and Loyalty," Arky represents Illustrated Properties, a luxury portfolio agency, and is a distinguished member of "Who's Who in Luxury Real Estate."

Arky knows all of the neighboring communities, schools, market conditions, zoning regulations and the local economy of each area he services, and he guides his clients through the complexities of buying and/or selling a house by eliminating hassles and stress.



Photo by Mark Howorth Fine Art Photography

## Billy Howell The Howell Realty Group

8188 Jog Rd., Suite 101 (Boynton Beach)  
(561) 206-4736 ❖ [www.thecloser.com](http://www.thecloser.com) ❖ [billy@thecloser.com](mailto:billy@thecloser.com)

They don't call him "The Closer" for nothing.

Billy Howell earned this moniker. He once took a million-dollar listing that sat on the market for 947 days and sold it in 19 days.

Billy Howell of Keller Williams Realty started The Howell Realty Group in 2009. The firm specializes in residential real estate.

"We focus on customer service, knowing the local and national real estate market, and making sure our sellers get the highest sale price for their home as possible," he said.

What sets The Howell Realty Group apart is the staff's commitment to the client. They assist the client every step of the way, finding a lender, negotiating price and terms or evaluating listings. The firm has been ranked in the top 1% of all agents in Palm Beach County since

2009 and in 2013 was named one of "America's Best Agents" by REAL Trends.

He credits his success to providing excellent customer service, continuing education, industry knowledge and keeping current with the ever-changing real estate market.

"To give real service, you must add something which cannot be bought or measured with money, and that is sincerity and integrity," Howell said.



Photo by Alicia Donelan

## Lora Cusumano LI & PB House Hunters – Exclusive Buyer Agents

600 University Blvd., Suite 101 (Jupiter) ❖ (561) 623-8887 (FL) • (631) 881-0880 (NY)  
[lora@luxhousehunters.com](mailto:lora@luxhousehunters.com) ❖ [www.luxhousehunters.com](http://www.luxhousehunters.com)

Long Island & Palm Beach House Hunters isn't your average real estate agency. They are specialists in an Exclusive Buyer Agency and only work with buyers.

"There aren't too many Exclusive Buyer Agents in the US," said Cusumano. "We are not only proud members of NAR (National Association of Realtors), but also a very proud member of NAEBA (National Association of Exclusive Buyer Agents). NAEBA members have duties and professional standards that go above and beyond all other real estate governing bodies. Therefore, working with us, you are getting the most elite form of Exclusive Buyer Agency."

Ms. Cusumano loves working with buyer clients.

"I was born to help my clients find the perfect home and I truly believe that the buyer needs a professional on their side from the beginning of the house hunt to closing and beyond."

She's been at it for more than a decade and has some pretty impressive credentials and designations to show for it. This year she had the honor of being one of three agents inducted into the 2014 NAR's REBAC (Real Estate Buyer's Agent Council) Hall of Fame.



Photo by Natalia Grabczynska