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There's **NO PLACE** Like **HOME**

Local Realtors Who Know South Florida

As we climb out of one of the most volatile times in the history of the real estate market, many South Florida homes have regained their pre-bubble values and real estate seems to be more fairly priced in many areas. At a time like this, it's smart to find a competent real estate professional to guide you through what can still be a daunting (albeit exciting) process.

Your friendly neighborhood realtor is a jack of many trades, juggling skills like a master magician, aiding both buyers and sellers. They need to be expert negotiators. They need to know the various neighborhoods and schools, as

well as the current market. They have to keep up with real estate trends, values and the various forms of financing.

And that's just the half of it.

Then there's you, their client, who may need a fair share of handholding and personal guidance. Realtors are often part therapist; after all, they need to help clients keep their emotions in check during what can be a stressful and joyous experience all at the same time.

Need a good realtor? You'll find some of our area's best and most experienced on the following pages.

Gene Arky, Illustrated Properties

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Gene Arky started in the South Florida real estate market in 1988 and began building his career at Palm Beach Gardens' BallenIsles community in 1989.

He has more than 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 and Frenchman's Creek.

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. He uses these skills to guide his clients through the complexities of buying and/or selling a house by eliminating hassles and stress.

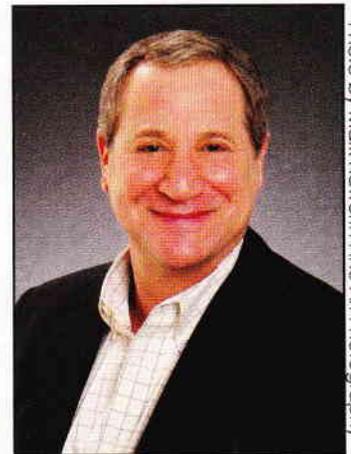
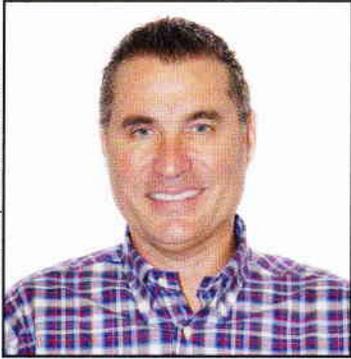


Photo by Mark Howorth Fine Art Photography

Joseph A. Martin, Martin Realty & Associates LLC

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Joseph Martin formed Martin Realty & Associates LLC in 2011 after working for more than a decade during the most undisputedly challenging time to be a realtor in Martin County.

Recognized for his knowledge and sales success as well as a commitment to excellence, Martin is a consummate professional who handles all facets of his business, from residential to commercial. Among peers he is considered one of the county's up-and-coming premier brokers.

For the buyer, Martin is devoted not only to getting the best price on a property, but finding that perfect home to suit his client's unique lifestyle. For the seller, Martin has acquired the skills, tools and dedication necessary to sell your home fast and for the highest possible price.

"I believe in a simple one-on-one client focus," Martin said. "I offer a free comparative market analysis of your property; as well, I cater to each client by being there. I personally assess the property and advise my clients what they need to do to increase the value of their property."

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

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Not your average real estate agency, Long Island & Palm Beach House Hunters is made up of Exclusive Buyer Agents working only in the buyer's interest.

That puts Lora Cusumano, head of the firm's luxury division, Lux House Hunters, in a very exclusive club.

"There aren't too many Exclusive Buyer Agents in the US," Cusumano said. "Working with us, you're getting the most elite form of Exclusive Buyer Agency."

Cusumano loves what she does, and with more than a decade of experience, she's racked up some pretty impressive credentials, including the ABR (Accredited Buyer's Representative) and the ABRM (Accredited Buyer's Representative Manager) designation.

She also shares her wealth of knowledge on her radio show, "The House Hunt with Lora Cusumano." You can catch it live every Sunday at noon on The Talk of the Palm Beaches, 900 AM and Long Island News Radio, 103.9 FM, or streaming on the stations' websites.

"The entire show is devoted to helping educate the consumer to buy a house," she said.



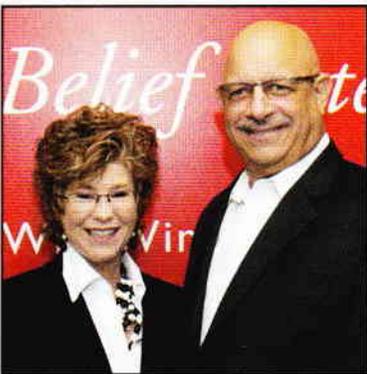
Photo by Natalia Grabczynska

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Tracey Goldenberg and Steve Schour, along with their Director of Operations Mike Gowen, are changing people's destinies through real estate.

"We are in a unique position to directly impact many lives in a profound way," said Goldenberg, "guiding them through one of the most difficult and rewarding decisions of their lives."

Their team, The Gold Group, achieves this by providing clients legendary service, something they understand well.

Specializing in residential properties from the beaches to the bridle paths, the team stays up on current market trends by staying educated. Both Schour and Goldenberg have achieved certifications and designations including but not limited to: Certified Luxury Home Marketing Specialists, graduates of the Real Estate Institute, Accredited Buyers Representatives, Global Property Specialists and Transnational Referral Certification.

"As broker associates, we have taken our education to a higher level in order to serve our customers and clients in these challenging times," said Goldenberg, who also noted that she and Schour are proud US Army veterans, adding, "Our service carries forward into all aspects of our lives."

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