

# Michael Saunders & Company<sup>®</sup>

Licensed Real Estate Broker

EXCEPTIONAL PEOPLE, PROPERTIES & SERVICE

## Best Of The Best

Over to these many months of swimming hard against the tide of an exceedingly stubborn real estate correction, we've written repeatedly about the steady improvement in our local market—in vivid contrast to the sluggish pace that still handicaps nearly every other Florida market. We've touched often on new customer-driven initiatives and affiliated services—including dedicated mortgage, title, relocation, asset management and international divisions—that add up to one-stop shopping for our clients and customers; and have spoken to the ever-increasing depth of our global connections in an era when the steady trickle of international inquiries has turned into a flood of fast-closing buyers.

Today we dedicate this column to those without whom much of this focus on delivering exceptional service to fit the changing needs of a challenging market would make little difference: Our top-producing associates. Outstanding achievers at all times, we are in constant awe at how they've continually stepped up to the plate to deliver first-rate results when the market was being declared dead-on-arrival, with sales next to impossible.

Here's what we mean by first-rate results. There are presently 3,361 hard-working, dues-paying Realtors who are members of the Sarasota Association of Realtors. 421 of these professionals—or 12.5 percent—are associates of Michael Saunders & Company. An unremarkable statistic, until you consider this: Of the 50 top-producing Realtors in the entire Sarasota MLS by dollar volume of properties sold, a full 40 percent—16 individuals and four teams—are associates of Michael Saunders & Company. By comparison, the next closest firm has eight associates (or teams) who rank in the top 50. That's an awesome track record by any measure; and one we're extremely proud of. It not only proves that each of these associates has what it takes to deliver exceptional results, but also knows how to use the tools and technology we've provided them to achieve the desired outcomes for their clients and customers.

Here at Michael Saunders & Company, we have our own elite Top 50; the 50 top-producing associates—or teams—from throughout our 15 branch offices, each of whom is undoubtedly tops in the eyes of a client who has made it to the mountaintop and seen results.

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## What's Your Opinion?

Log on to our blog at [michaelsaunders.com](http://michaelsaunders.com) to share your perspective on a range of topics.

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### And now without further ado, the best of the best, The Saunders Top 50 Producers for 2008 (year-to-date)

1. Linda Roe Dickinson	18. Kathleen Valente	35. Larry Zeigler
2. Kim & Michael Ogilvie	19. Klaus Lang	36. Carol Aviles
3. Jenifer Schwell	20. Karen Cash Greco	37. Julie Jordan
4. Joan Dickinson & Beth Afflebach	21. Sandy & Jerry Strom	38. Saint Cacchiotti
5. Bibi-Ann Allard	22. June Howell	39. Raul & Alison Elizalde
6. Tom Stone	23. Terri Derr & Ken Torrington	40. Helen Moore
7. Jonathan Fox	24. John August	41. Craig & Steven Abbott
8. Gail Wittig & Ian Addy	25. Cathi Reali	42. Gaia & Damon Goldman
9. Debra Pitell	26. Sania Allen	43. Stacy Liljeberg
10. Judy Nimz	27. Sherrey Welch	44. Debra Cooper
11. Anne Mitchell	28. Janis Collier	45. Barbara Corbett
12. Lenore Treiman	29. Michael Moulton & Annette Rogers	46. William Weed
13. Robert Kolton	30. Terri Ayers	47. Anka Eshak
14. Richard Perlman	31. Ann Martin	48. Cathie de'Ath
15. Mel Goldsmith	32. Sharon Freeman	49. Joe Foster
16. Debra Lee Rugh	33. Kimberly Roehl	50. Peggy Horlander
17. Tammy L. Garner	34. Betty Mullinnix & Steve Abbe	

We are also proud to welcome the following new associates who have recently made the move to Michael Saunders & Company:

Hannerle Moore	Jill Singer	Marc Rasmussen
Stacy Haas	Karen Chandler	Shayla Twit
Audrey Singer	Jenna Carver	Karin Swanson

From the bottom of our hearts we salute each these talented professionals—new and old—who never once allowed a daunting market to prevent them from delivering outstanding results for their clients and customers.

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