



WATERFRONT PROPERTIES AGENT SPOTLIGHT

ADAM BROWN

Celebrates 29 Years with
Waterfront Properties

by Bella Group

Since joining Waterfront properties 29 years ago, Adam Brown has sold more Stuart area waterfront homes than any other agent. With all his success, it's easy to wonder if opportunities to work elsewhere have ever presented themselves. "Yes," Adam said. "Nearly every real estate company in the area has tried to lure me away at one time or another. I've even had ownership offers."

Why stay? "It's simple," Adam explained. "Waterfront Properties' marketing machine delivers best-in-class resources at every point in the sales process. I have 20 people working on marketing sellers' properties for me."

Waterfront Properties has won international awards for its website innovation and lead capture system. The company also retains a creative branding group and consistently develops marketing materials that instantly place its sellers' properties a step above. "There's a formula for success," Adam said. "The Internet is the best megaphone to market a home to buyers outside our local area and even internationally. Showing and presenting the home, whether in print or in person, is an art unto itself."

So is helping sellers navigate challenging times. Over the course of Adam's career, he

and Waterfront have seen sellers and buyers through two recessions, the S & L debacle, 9-11, multiple wars and several environmental setbacks. "We've seen it all," Adam remembers. "And the more challenging the market gets, the more sellers and buyers seek my services. It can cost a seller or buyer hundreds of thousands of dollars if they get bad advice." Rob Thomson, Waterfront's managing partner commented, "Adam's time-tested knowledge of the market and home values in Stuart is crucial to helping buyers and sellers succeed in any environment."

Adam added, "Today is a great time to sell. Please come talk to me. I can help place your home in the best position to sell."

It starts with a conversation. Waterfront Properties is centrally located in downtown Stuart. The office is a historic Stuart home and a perfect place

for a relaxing cup of coffee and frank conversation about Stuart waterfront. "We can't change the market," Adam admits. "We can work together to succeed in it and achieve your goals."

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