

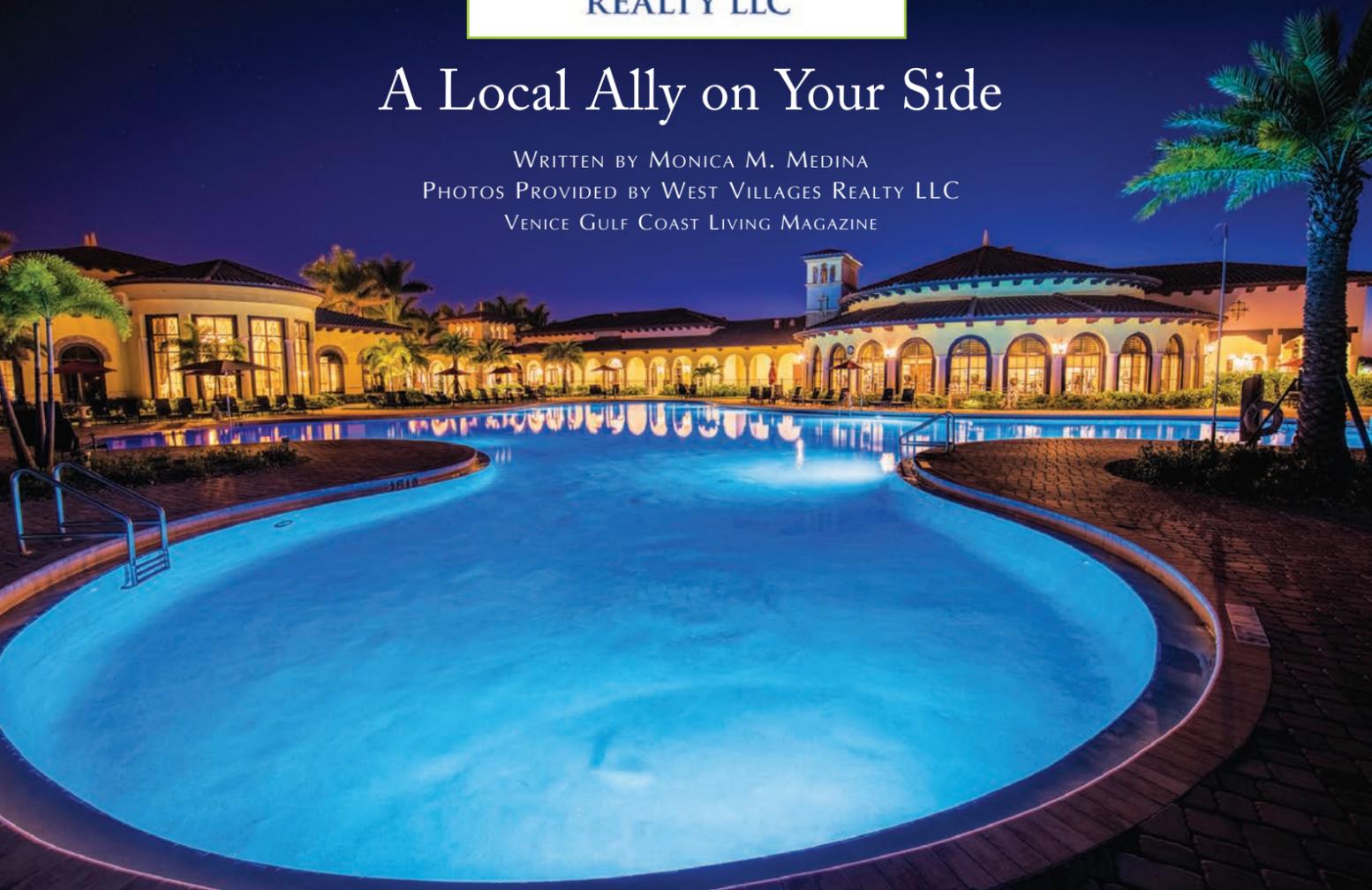


Owner/Broker Ali Johnston, JR Smith, Bill Hutchins, Marni Scott and Shelley Jennings.



A Local Ally on Your Side

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PHOTOS PROVIDED BY WEST VILLAGES REALTY LLC
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Each year, more and more sunshine seekers discover the bliss in living a coastal lifestyle. This growing pursuit is leading many to opt for exceptional service and sharp expertise as they invest in a home on the Suncoast.

Local agents at West Villages Realty LLC have identified this trending preference and remain well-versed in the growth of developing neighborhoods and all facets of the building process. Whether you are purchasing new, building from the ground up or comparing previously owned homes, consider this team of experts your local ally.

“New construction is driving the current market,” tells Ali Johnston, broker and owner, “and at West Villages Realty, we understand it best.” Dedicated to assisting individuals with one of life’s most important purchases, Ali is leading a growing real estate company that easily connects customers with flourishing lifestyle communities.

Ali reveals, “Stylish floorplans, various amenities and modern hurricane protection features are just some of the reasons why recent developments are in high demand. Our West Villages Realty team is in direct communication with regional representatives and we maintain a wealth of in-depth knowledge that illuminates our customers’ choices. We can present a detailed comparison of multiple neighborhoods in order to find exactly what you’re looking for. Since negotiating within these lifestyle communities is a regular occurrence for our agents, our ability to understand the best prices for buyers and support a seller’s asking price has become our forte.”

“To simplify the competition sellers may face against new builders,” Ali includes, “our experts offer the proficiency needed to uncover a home’s greatest features and establish a listing value backed by insights on the current market.”

While traditional agencies may find themselves at a loss in the world of housing development, West Villages Realty thrives on this playing field by equipping new agents with comprehensive training. “To understand the process, you must be familiar with these lifestyle communities as they evolve,” tells Ali. “Since the information in the MLS (Multiple Listing Service) can be limiting, we train our recruits to make fully informed decisions based on direct developer relations. As a result, when changes occur in timeframes, fees, add-on amenities and closing costs, we are the first to know. For a buyer or seller, our advantages can mean the difference between thousands saved.”

Sending progress photos, building updates and strategizing savings are just some of the ways this dynamic agency is a full-service stop for customers. “In a number of ways, we are their boots on the ground and our job is not done until the home is theirs.” expresses Ali. Although the notion exists that having an agent will cost buyers more, many people are learning that the remarkable benefits offered by these qualified professionals come at no additional cost. As credit to its impressive reputation, West Villages Realty has been voted First Place Readers’ Choice by the Sarasota Herald-Tribune in 2017, 2018 and 2019.

Call the team at West Villages Realty today, where you’ll discover exceptional service with a local touch.

For more information about this advertorial, call West Villages Realty at 941.460.3179 or log on to WestVillagesRealty.com to search area homes. Located at 19503 S. West Villages Parkway Suite #A2 in Venice, West Villages Realty LLC is open by appointment only.

