

We simply do more.[™]



JONATHAN GARCIA

Global Real Estate Advisor

305.494.5547

jonathan@bluntzergroup.com

www.jgsellingmiami.com

Every great agent *has a story*

Jonathan believes the pursuit of perfection requires daily and never-ending improvement. Born in Venezuela and Miami resident since 2001, he started his luxury real estate career in early 2013. His background is Private Banking and Asset Management which by definition require a high level of trust, honesty, integrity, and the ability to provide impeccable service. His stellar reputation in the industry, in addition to his natural passion for real estate, led him to the partnership with ONE Sotheby's International Realty. In 2019, Jonathan was asked to join The Bluntzer Group, top 10 producing team every year consecutively that focuses on Ultra High Net Worth Individuals. By joining forces, not only is he able provide an even higher caliber of real estate services to his clients but will also contribute to the growing success and overall impressive track record of the team and its presence in the luxury market.

Prior to joining Sotheby's, Jonathan had the opportunity to be associated with the #1 Team in sales volume in the U.S. as reported by The WSJ, The Jills®. In addition to being a full time Real Estate Agent, he was selected among a small group, 1 of 5 agents, to be the Host and Production Manager of the brand new EMMY nominated TV Show The American Dream. They are rolling out a new series locally called "Selling Miami".

His combination of understanding the financial and personal needs that accompany the requirements of a real estate client has propelled him to achieve rather quickly a solid and highly reputable name in the industry. With total sales already exceeding \$180 million, he's accomplished recognized record sales, become a reputable agent to comment in certain markets, and received the company's recognition for his early accomplishments throughout the past 10 years.

Jonathan is passionate about Miami, fascinated and proud to see his home continue to evolve into a recognized global city; he enjoys being actively involved in the community. He is a Leadership Committee member in the Nickalus Children's Young Ambassadors at the Nickalus Children's Hospital Foundation; active member of the Next Gen Chapman Partnership (supports the homeless), also has an early passion for art that led him to become a PAMM Contemporary at Perez Art Museum Miami and involved with Young Arts Miami Foundation.

Fluent in Spanish, English, Portuguese, and with strong international ties, Jonathan fits in perfectly within the diverse city of Miami.

Who you work *with matters*



“Jonathan is the most amazing real estate agent we have ever dealt with. We have worked with many agents over the years and Jonathan’s professionalism, dedication, expertise, knowledge and attention to detail are the best we have come across. He always goes the extra mile and it brings in amazing results time and time again. He sold 2 apartments and 1 home for us at record breaking prices, making us very happy clients. We highly recommend Jonathan’s services and are certain that he can make the process of buying or selling a property a complete dream come true.”

-ALEX & RENA KARAKHANIAN.

“We were thrilled with the results and the way Jonathan Garcia marketed and sold our condominiums in Miami Beach. Jonathan is extremely professional, energetic and results oriented. He got us a very good price! He is a wonderful person and pleasure to work with.”

-JILL & LARRY WILKER.

“Jonathan Garcia did an excellent job with the marketing, sale and closing of my South Beach house. I had kept in touch with him for a few years, until I felt that the right time had come to sell. We set the price on the high side. Garcia did a fantastic job of marketing the property, and it went into contract at full price, in just two days on the market. He really went the extra mile to complete the closing. It was a really great experience for me, and a huge relief to do this with such a dedicated professional, who was such an honest advocate for my interests. I felt like he was outstanding compared to other realtors. It was also a pleasant experience to deal with him.”

- ANNE-MARIE O’CONNOR.

“My spouse and I worked with Jonathan Garcia in 2014 when we purchased a condo in Miami. Jonathan’s client service was excellent. He was very responsive. He has an extraordinary knowledge of the Miami area market. We felt that he was a zealous advocate for us. When we were willing to pay more for a condo than he recommended, rather than letting us buy it, he counseled patience. Shortly after taking his advice, we found another condo in the same building that we liked more at a better price. We were fortunate to have worked with Jonathan and highly recommend his services.”

-BILL LIBIT & DUANE LISOWSKI.

“As first-time homebuyers, Jonathan took much of the stress out of the process. Prior to house hunting, he met with us to discuss process, answer questions, and learn about what we were seeking. He then kept us apprised of residences that potentially met our needs, and demonstrated great flexibility in scheduling house visits after work hours and on the weekends. When we found our future home, he gave us sound advice on negotiating the price, working with the lenders, and navigating the inspection process. Jonathan is a real pro who had our best interests in mind every step of the way. His assistant Natalia is also a great asset that put up with all our questions and requests. They’re a great team and we highly recommend!”

-DREW STEVENS.

Notable sales



Four Seasons Residence #PH1, 1435 Brickell Avenue
Miami, FL

SOLD FOR \$15,900,000.00



661 Melaleuca Lane
Miami, FL

SOLD FOR \$9,500,000.00



1000 Brickell Plaza Residence #UPH6201
Miami, FL

SOLD FOR \$8,600,000



5745 Southwest 94th Street
Pinecrest, FL

SOLD FOR \$7,400,000.00



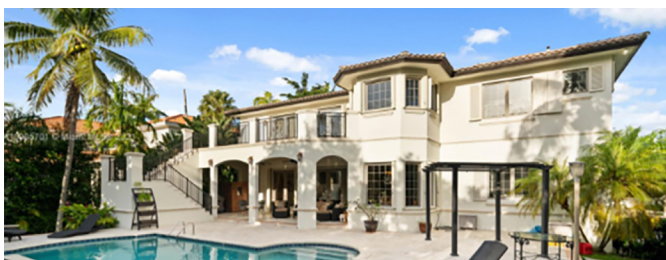
4700 Bay Point Road
Miami, FL

SOLD FOR \$4,800,000.00



10295 Collins Avenue Residence #1507
Bal Harbour, FL

SOLD FOR \$4,500,000.00



131 Paloma Drive
Coral Gables, FL

SOLD FOR \$3,728,000.00



4420 Bay Point Road
Miami, FL

SOLD FOR \$2,235,000.00

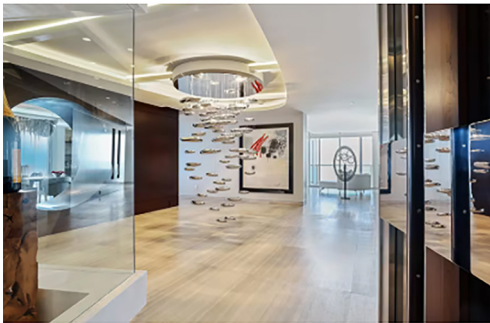
In the press

MANSION GLOBAL

\$15.9 Million Penthouse Breaks Record for Miami's Brickell Neighborhood

The 8,000-square-foot penthouse with ocean views was listed for \$25 million in 2017

BY AYSE KELCE | ORIGINALLY PUBLISHED FEB. 9, 2022, 4:39 PM EST | [MANSION GLOBAL](#)



The penthouse is the most expensive home sale in Brickell, Miami.

THE REAL DEAL
REAL ESTATE NEWS

Karakhanian sells home in Miami's Bay Point to Verzasca exec

Natalia Temkin, married to Verzasca Group owner, paid \$9.5M for non-waterfront home

Karakhanian, owner of Lindmrk Development, sold the five-bedroom, four-and-a-half-bathroom house at 661 Melaleuca Lane to Natalia Temkin, property records show. Temkin is married to Roman Temkin, owner of the Verzasca Group, and she is a manager at the development firm, according to LinkedIn.



The 5,300-square-foot home hit the market in October for \$10.2 million. Jonathan Garcia with One Sotheby's International Realty was the listing agent. Tim Lobanov, managing director at Verzasca and a licensed broker with Verzasca International Realty, represented the buyer.

THE REAL DEAL
REAL ESTATE NEWS

Miami Heat player Dion Waiters buys Pinecrest spec mansion, sets record price

\$7.4M sets record for priciest home sale in Pinecrest



5745 South West 94th Street (Credit: Pioneer Inter-Development Inc.) and Dion Waiters (Credit: ESPN)

By Amanda Rabines
NOV 2, 2017, 11:15 AM

UPDATED Nov 2, 3:50 p.m.: Miami Heat player Dion Waiters just bought a non-waterfront mansion in Pinecrest for a record-breaking \$7.4 million, property records show.

The mansion at 5745 Southwest 94th Street marks the priciest home sale in Pinecrest, beating last year's \$5.8 million record sale, Brown Harris Stevens Miami listing agent Marianna Dubinsky said, citing the Multiple Listing Service.

NEW YORK POST

Miami sky palace comes with \$2 million worth of art

By Jennifer Gould

Published Nov. 30, 2021, 3:45 p.m. ET



Just in time for Miami's Art Basel, a palatial nest at the top of the Four Seasons Millennium Tower is on the market for \$15.9 million, with \$2 million worth of art included in the sale.

The main bedroom is a fashionista's dream, with a large en-suite bathroom and a walk-in closet that rivals the bedrooms of Great Mansions and Florida's reputation as the

In the press

\$15.9 Million Penthouse Breaks Record for Miami's Brickell Neighborhood

"This sale will have a significant impact concerning how the following sales are going to be in Brickell."

AS SEEN ON MANSION GLOBAL

Karakhanian sells home in Miami's Bay Point to Verzasca exec

"A Bay Point residence sold to a Verzasca Group executive, highlighting strong demand for luxury homes in Miami's most exclusive neighborhoods. The transaction reflects continued interest from global, high-net-worth buyers seeking premier properties."

AS SEEN ON REAL DEAL

Miami Heat player Dion Waiters buys Pinecrest spec mansion, sets record price \$7.4M

"The mansion at 5745 Southwest 94th Street marks the priciest home sale in Pinecrest, beating last year's \$5.8 million record sale."

AS SEEN ON REALDEAL

Miami sky palace comes with \$2 million worth of art

"The main bedroom is a fashionista's dream, with a large en-suite bathroom and a walk-in closet that "rivals the boutiques of Chanel, Versace and Fendi."

AS SEEN ON NY POST





CONTENTS

WHO WE ARE

YOUR PROPERTY'S JOURNEY

OUR BRAND, YOUR ADVANTAGE

OUR COMMITMENT TO YOU

WHO WE ARE

Trusted

LOCAL LEADERS

ONE Sotheby's International Realty is the premier brokerage for luxury real estate and development along Florida's East Coast, with 30 offices spanning from Miami to Amelia Island. Since 2008, we've brought together the most passionate and committed professionals in our local markets to serve buyers and sellers at all price points. With a long-standing reputation of quality, trust and unsurpassed service, ONE Sotheby's International Realty is dedicated to giving extraordinary lives a home to thrive.



Strength in Numbers

#1

FLORIDA LUXURY MARKET SHARE IN
SALES VOLUME AND UNITS SOLD IN 2024

\$16.85B

FLORIDA SALES
VOLUME IN 2024

30

OFFICES ACROSS
FLORIDA'S EAST COAST





WHO WE ARE

Who Represents You

MATTERS

ONE Sotheby's International Realty prides itself on being at the forefront of innovation, delivering technology, marketing, and results that push the boundaries within our industry. Our commitment to providing the highest caliber of expertise and dedication sets us apart as we continue to raise the standard of excellence across Florida's East Coast. Our global and local presence, combined with our unmatched resources, propel us as leaders in the real estate market.

#1

GROWTH LEADER NATIONWIDE

*The largest sales volume increase among
franchised brokerages by T360

#3

SOTHEBY'S INTERNATIONAL
REALTY AFFILIATE IN THE U.S.

25

TOP BROKERAGES
IN THE U.S.

8x

AWARD-WINNING
MARKETING TEAM





Banksy
Love is in the Bin, 2018

Sotheby's EST. 1744

Powered by an

ICONIC BRAND

Over the last two centuries, Sotheby's Auction House has built an iconic brand with unparalleled prestige. Today, Sotheby's International Realty builds on its legacy with the Auction House, offering the same elevated standards and exemplary service that make it the most trusted name in real estate.

We harness the global power of the Sotheby's name and its proprietary database of 700,000 clients to create unique opportunities and introduce your property to the most qualified buyers around the world.

When the iconic Sotheby's brand is seen outside your property, it commands attention and elevates its stature – because consumers around the world instantly recognize that our brand stands for excellence.



WHO WE ARE

Connected to the

GLOBAL MARKET

The buyer of your property may come from down the block, across the country, or from overseas. When choosing a firm to represent the sale of your property, don't settle for a firm that doesn't have reach beyond the region.

At ONE Sotheby's International Realty, International is our middle name. Our team is uniquely connected to the global real estate market linking your property to prospective buyers worldwide. These global markets act as catalysts in generating sales for one another, averaging over \$4.6 billion in referral transactions annually.

Our Worldwide Reach

86

COUNTRIES AND
TERRITORIES

1,100

OFFICES

26,000

ASSOCIATES

Setting the Standard
**SIGNIFICANT
SALES**



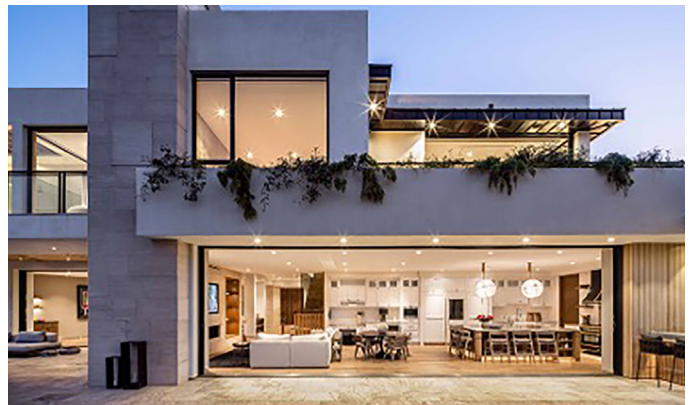
Coral Gables, Florida
\$40,000,000



East Hampton, New York
\$25,000,000



London, England
€15,500,000



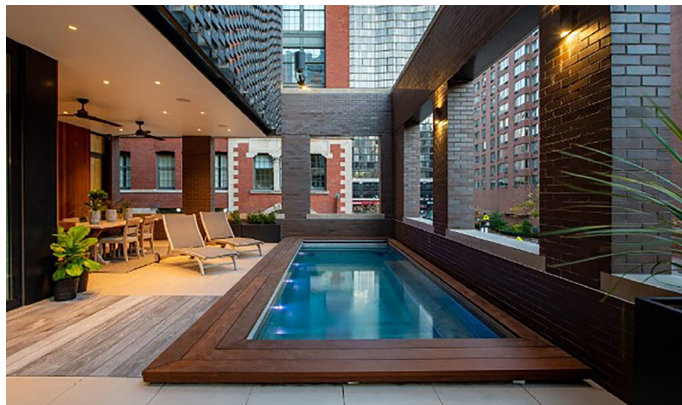
Los Angeles, California
\$14,435,000



Boca Raton, Florida
\$6,200,000



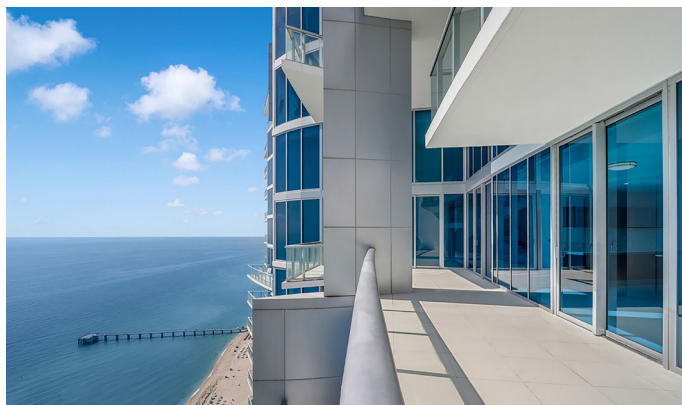
Barcelona, Spain
€5,000,000



Chicago, Illinois
\$4,800,000



Vero Beach, Florida
\$4,450,000



Sunny Isles Beach, Florida
\$4,200,000



Fernandina Beach, Florida
\$3,100,000



Luxury is not a Price,
**IT'S A LEVEL
OF SERVICE**

We believe that luxury is not defined by a particular price. Instead, we view luxury as the level of expertise and service that is received when working with us.

Regardless of price, our clients benefit from the firm's global reach, powerful marketing, and unmatched professional service. Our commitment to providing the highest caliber of expertise and dedication to each transaction sets us apart as we continue to raise the standard of excellence.

YOUR PROPERTY'S JOURNEY



The

SELLING PROCESS

Together, we will follow a proven path to success. With an in-house creative team of marketing specialists, we beautifully present each of our properties with stunning detail. Once your property is ready to market, our dedicated experts launch an unrivaled selling strategy that includes traditional and modern approaches - on the ground, online and within the global network. Our mission is to conclude our journey with the successful and rewarding sale of your property. Allow us to simplify the process, provide invaluable guidance, and ensure you are well-informed and supported at every step along the way.

1. PREPPING FOR THE MARKET

To maximize the value of your property, we will work together to determine potential cosmetic improvements, renovations, and/or staging plans. We'll leverage our best-in-class photographers and videographers to showcase your property in the very best light.

2. PRICING STRATEGY

Experience shows that pricing a property correctly from the start results in the greatest buyer interest leading to a quicker sale. After a thorough comparative market analysis, and using our local expertise, we will determine the optimal list price for your property.

3. STRATEGIC MARKETING

Before your home is on the market, we will outline a powerful and bespoke marketing plan tailored exclusively for your property to procure maximum exposure and reach the most relevant and qualified buyers through digital, social media, and print advertising.

4. LAUNCHING YOUR PROPERTY

This is the exciting day when we announce your property to the world. Your property will make its debut on sothebysrealty.com, and then syndicate to the top real estate and media websites across the globe.

5. SHOWINGS & OPEN HOUSES

We will host private client tours, weekend open houses and broker's open houses for interested buyers to experience your property in the best way: in person. Our exclusive, interactive open house technology ensures thorough and efficient follow-up with all visitors.

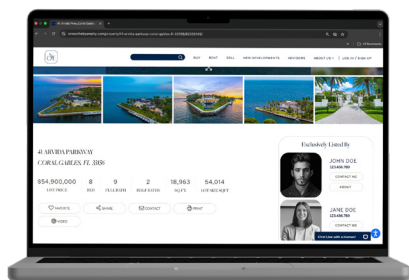
6. CLOSING THE TRANSACTION

Listing your home is just the beginning. From negotiating offers to navigating inspections and paperwork, we will guide you through every step of the closing process. Our priority is to provide you with a smooth and seamless transaction.

YOUR PROPERTY'S JOURNEY

Exceptional
MARKETING

We don't just list homes, we tell their stories. Your home is one of a kind, and we treat it as such. Our in-house marketing experts create unrivaled marketing materials designed to elevate your property, capture attention, and connect with the right buyers, both near and far.



SOCIAL MEDIA

Your home will be showcased across major social platforms with eye-catching visuals, leveraging our professional videography and photography. These posts are designed to spark engagement, generate buzz, and place your listing in front of qualified, motivated buyers across a wide digital network.

DIRECT MAIL AND EMAIL MARKETING

We create customized direct mail and email campaigns strategically targeted to local neighborhoods and key feeder markets. Our unique technology allows us to instantly share your property directly with brokers who are actively searching for listings just like yours, ensuring it's seen by the right eyes at the right time.

PROPERTY BROCHURES

Our high-end marketing brochures combine striking professional photography with a compelling narrative that highlights your home's most desirable features. Whether in print or digital form, these bespoke materials leave a lasting impression and reflect the exceptional quality expected of the Sotheby's brand.

DEDICATED PROPERTY WEBSITES

Your home deserves the spotlight. We'll create an exclusive, personalized website showcasing high-resolution images, a cinematic video tour, and full property details, all under a unique URL. It's a sleek, immersive experience that captures attention and keeps serious buyers engaged.

Global Exposure

FOR YOUR HOME

With nearly all buyers beginning their home search online, maximizing your property's visibility is essential. What sets our listings apart is their unparalleled exposure and global reach. As soon as your property goes live, it is syndicated and featured across leading media outlets, including top news, lifestyle, financial, and real estate-specific websites.

THE WALL STREET JOURNAL.

MANSION GLOBAL

FINANCIAL TIMES

JamesEdition

RobbReport

BARRON'S



LUXURY ESTATE

NIKKEI

PropGOLuxury.com



Zillow

realtor.com®

MarketWatch

PROPRIETES
LE FIGARO

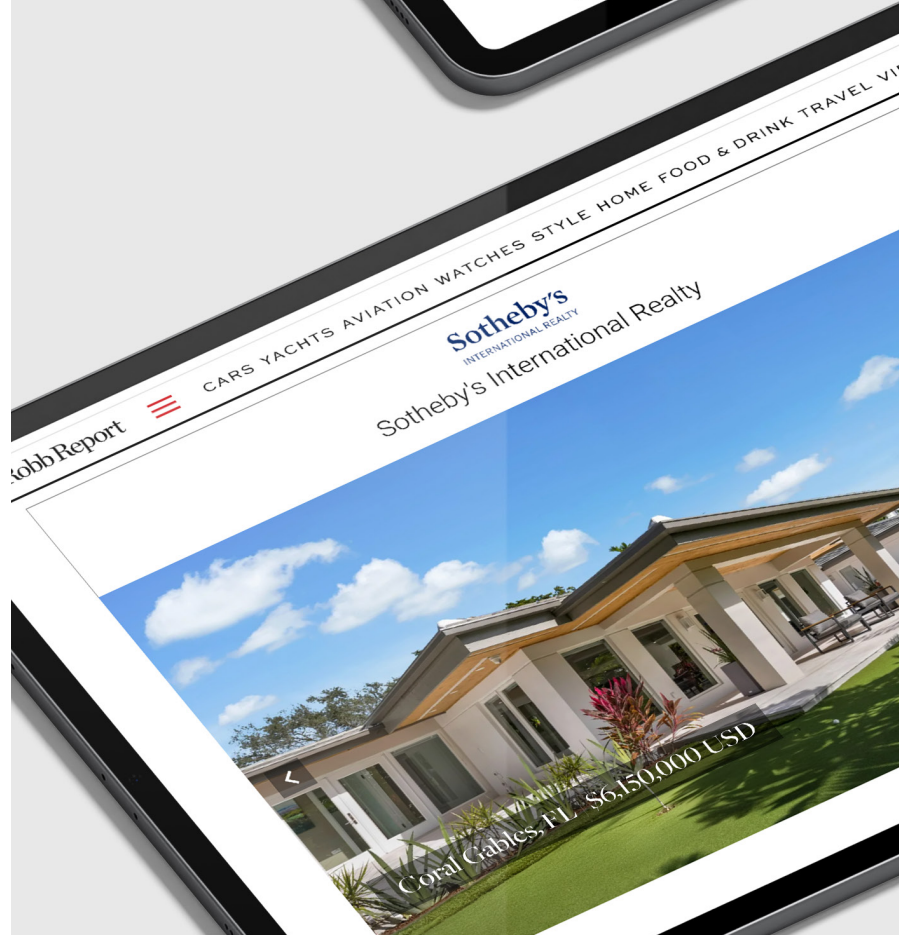
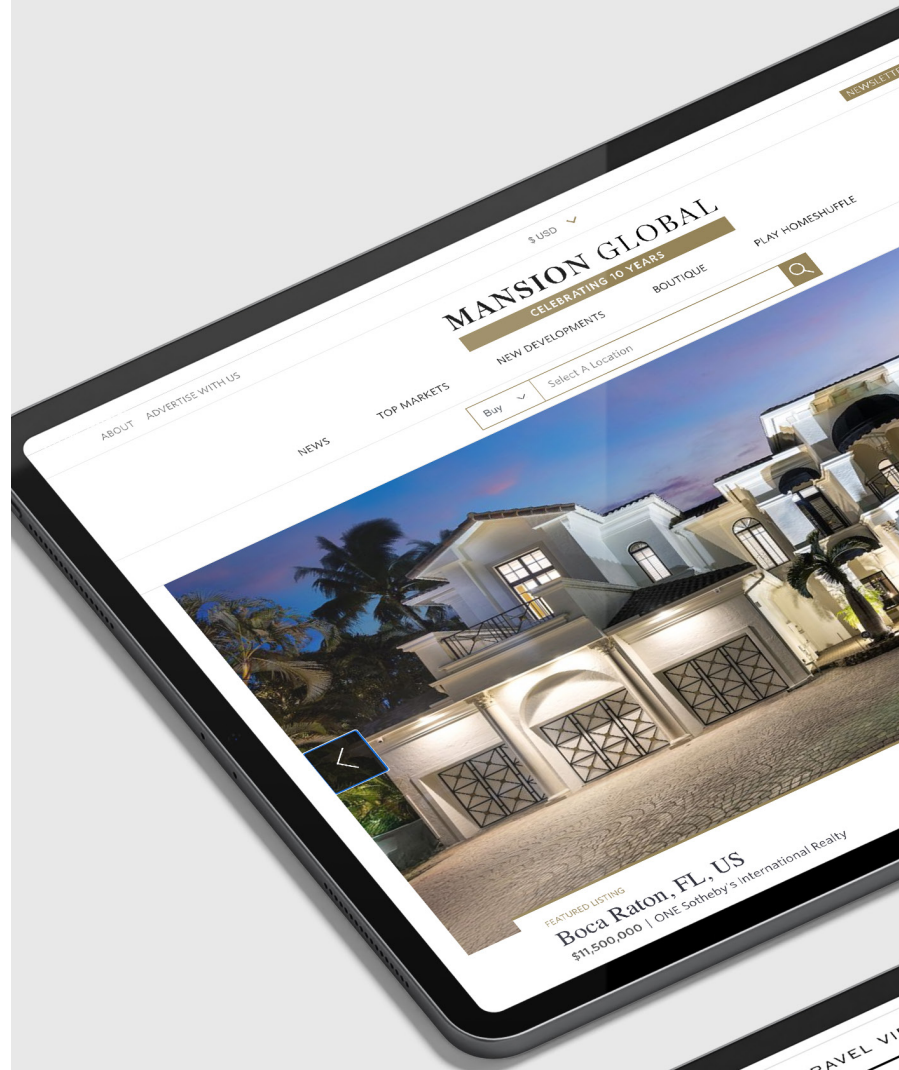
H²⁴OUSE

Lands of America®

LandWatch

Apartments.com®

ApartmentFinder™



OUR BRAND, YOUR ADVANTAGE

Delivering Unrivaled DIGITAL REACH

As demand for online experiences continues to soar, we lead the way with an innovative, digital-first approach. Our award-winning website and expertly optimized SEO make your listing easy to find online. Sothebysrealty.com attracts millions of visitors, offering immersive experiences through high-quality video, striking photography, and interactive virtual tours.

The Sotheby's International Realty brand features our listings on multiple social media platforms and engages with more than a million followers each day. Additionally, our YouTube channel has more subscribers and views than any other real estate brand, delivering unmatched exposure for your property.

Instagram

 YouTube

facebook

Linked 

 TikTok



52M

ANNUAL VISITS TO
SOTHEBYSREALTY.COM

49%

OF VISITORS ARE FROM
OUTSIDE THE U.S.

1.2M

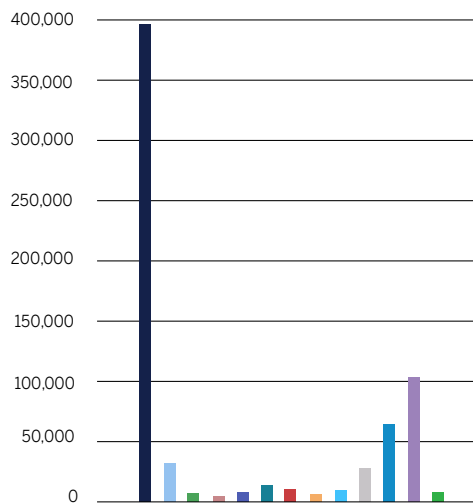
FOLLOWERS ACROSS
SOTHEBY'S INTERNATIONAL
REALTY SOCIAL MEDIA

#1

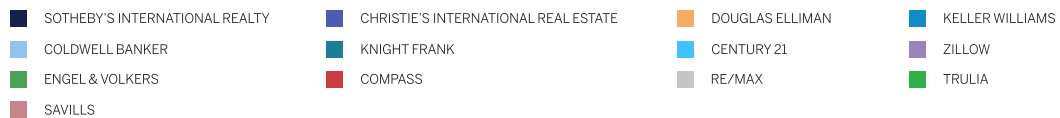
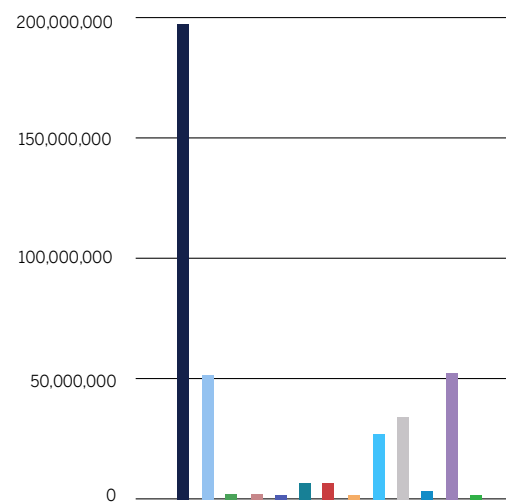
MOST FOLLOWED LUXURY
REAL ESTATE BRAND
ACROSS SOCIAL MEDIA

YOUTUBE CHANNEL COMPARISON

SUBSCRIBERS



VIDEO VIEWS



Our Reputation

IS YOUR ADVANTAGE

As the #1 most profiled luxury real estate brand in the news, Sotheby's International Realty leads the conversation with an unmatched media presence. Our award-winning PR team and strong relationships with top-tier outlets like The New York Times, Wall Street Journal, and Forbes generate significant exposure for properties suited for media coverage.

No brand is better positioned to garner maximum press attention.

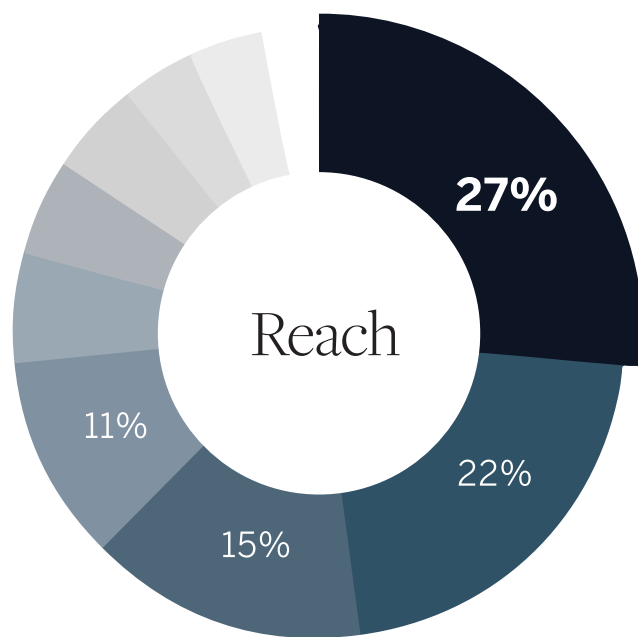
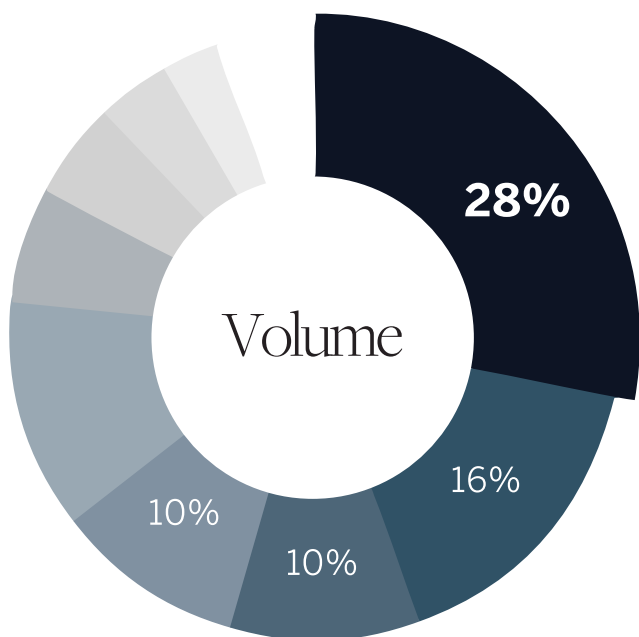
#1

MOST PROFILED REAL ESTATE
BRAND IN THE PRESS

30B+

AVERAGE VIEWS IN
A 12-MONTH PERIOD

2025 Press Share of Voice



- SOTHEBY'S INTERNATIONAL REALTY
- COLDWELL BANKER
- DOUGLAS ELLIMAN
- COMPASS
- ENGEL & VOLKERS

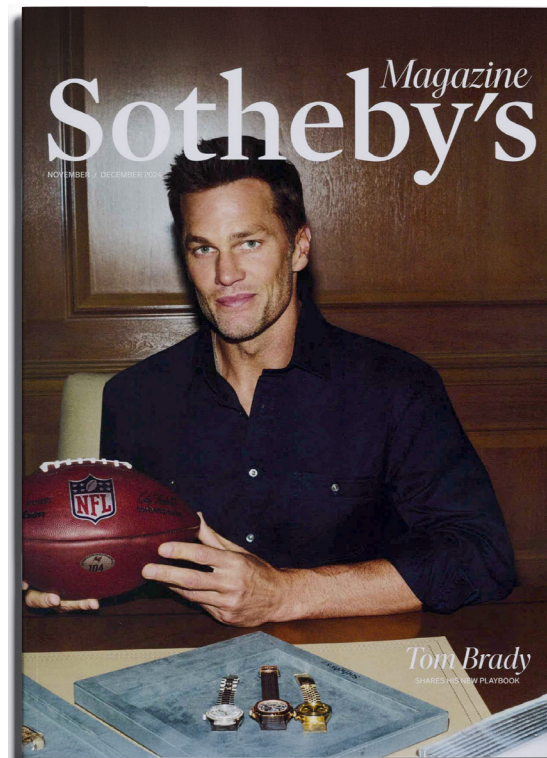
- CHRISTIE'S INT. REAL ESTATE
- THE AGENCY
- BERKSHIRE HATHAWAY
- KELLER WILLIAMS REALTY
- KNIGHT FRANK

Source: Meltwater, January 1, 2025 - June 30, 2025.

Exclusive

ADVERTISING PARTNERS

At ONE Sotheby's International Realty, we unite world-class marketing expertise with our exclusive partnerships across the most influential media brands to showcase your property to qualified buyers. From targeted digital campaigns in our local markets to coveted global placements in The New York Times, Architectural Digest, Condé Nast, Financial Times, and beyond, every campaign is crafted for maximum impact and reach. Through proprietary publications and exclusive access to Sotheby's Auction House clientele, we deliver an unparalleled platform to elevate your property's marketing to the highest standard.



Global

AD

FINANCIAL TIMES

MANSION
GLOBAL

AD
MEXICO

Robb Report

The New York Times
Expect the World®

THE WALL STREET JOURNAL

Los Angeles Times

Google

Instagram

YouTube

facebook

BBC

LUXURYESTATE

Sotheby's
Magazine

South China Morning Post

LE FIGARO
PROPERTIES

NIKKEI

PropGOLuxury.com

JAMES EDITION

居外
Juwai.com

theTradeDesk

CONDÉ NAST

Local

Art|Basel
Miami Beach

VeroBeach
Magazine

LUXURY HOME
MAGAZINE

LIVING LUXE

Angelia
ISLANDER

MODERN
LUXURY

THE REAL DEAL

The Power of

MARKET EXPERTISE

In today's dynamic real estate market, knowledge is power. The secret to our expertise in residential markets is our endless research. Our bi-annual Luxury Outlook report provides current data on trends and consumer behavior in residential markets around the globe. Naturally, the more insights we have into a market, the more we can help our clients make informed decisions.

Experience shows that pricing a property correctly from the start results in the greatest buyer interest at the most favorable price. We will carefully analyze the market using our expertise to determine the optimal price for your property.



LUXURY OUTLOOKSM

Sotheby's
INTERNATIONAL REALTY

LUXURY OUTLOOKSM

The 2025 Mid-Year Luxury Outlook delves into the pivotal forward-looking issues shaping luxury residential property markets around the world.

[READ NOW](#)

Sotheby's
INTERNATIONAL REALTY

Luxury Outlook Report

LUXURY OUTLOOKSM

The 2025 Mid-Year Luxury Outlook delves into the pivotal forward-looking issues shaping luxury residential property markets around the world.

- f in X @ T P

OUR BRAND, YOUR ADVANTAGE



Sotheby's
CONCIERGE AUCTIONS



Sotheby's EST. 1744

NEW YORK

Alternative Approaches

PRIVATE & AUCTION

There's more than one way to sell a property. While the vast majority of our properties benefit from being listed on the public marketplace, we also offer two alternative methods to selling a property – through our Exclusive Look Platform and Sotheby's Concierge Auctions.

If you believe the private market is the best option for your property, we have tailored solutions for you. With our Private Listing platform, your property will not be placed in the MLS and will not be found on sites like Zillow. Instead, it will be discreetly marketed within our proprietary platform, Exclusive Look, available exclusively to members of the Sotheby's International Realty brand.

Another alternative method that we offer is through Sotheby's Concierge Auctions. Our brand is well known for auctioning works of fine art, antiques, jewelry, and cars to high-net-worth individuals. But it's also a valuable option for select properties.

In fact, auctioning a property can accelerate the timing of a sale to as little as 60 days. Sotheby's Concierge Auctions is the leading global luxury real estate auction marketplace, with one of the most comprehensive databases of property connoisseurs.

New Developments

EXCEPTIONAL PORTFOLIO

Representing a portfolio of the most prestigious new residences in Florida, our Development Division continues to honor a proven track record, with more than 40 esteemed developments sold throughout the most coveted neighborhoods.

Our specialized in-house sales associates elevate each development, attracting the most discerning and distinguished global audience. Our firm has successfully raised the region's luxury real estate market standards by offering a curated sales experience replete with tailored marketing strategies, access to proprietary technology, and extensive digital exposure.

A Proven Track Record

40


DEVELOPMENTS
SOLD TO DATE

\$6B+

IN LISTED INVENTORY

\$2.56M

AVERAGE SALES PRICE



OUR BRAND, YOUR ADVANTAGE

Connecting our Brand

WITH PURPOSE

At ONE Sotheby's International Realty, we take pride in being active and engaged leaders within the communities we serve. By fostering meaningful local connections, we provide our clients with a level of service and access that extends far beyond the transaction.

We collaborate and partner with distinguished organizations and world-class events that embody our values and inspire our associates, creating powerful synergies that elevate every aspect of the client experience.

From local community initiatives to the dynamic worlds of sports, entertainment, and the arts, we align with pioneering brands that share our commitment to excellence, innovation, and dedication. This collective spirit empowers us to deliver unparalleled opportunities and unmatched results for those we serve.

**MIAMI
HEAT**



**Art | Basel
Miami Beach**



Sotheby's REAL ESTATE Wine



ONE COMMERCIAL



OUR COMMITMENT TO YOU

OUR
COMMITMENT
TO YOU

To many, a brand is a color, a logo, a website.

For us, our brand embodies so much more - our heritage, our story, our people, our clients, our culture. It's a visual representation and reminder to us day-in and day-out to be stewards of our brand, providing clients an exceptional luxury experience regardless of price point, location, or size of a property. It's remembering how we got here, looking forward to where we strive to be, and committing to making our communities and our industry better than when we first started.

To us, ONE Sotheby's International Realty isn't just a name, it's a promise.

A promise of being different, of going above
and beyond; living, breathing and sharing a
tradition of the extraordinary.

ONE | **Sotheby's**
INTERNATIONAL REALTY

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