

# SARA SCHAPIRO

Personality, Poise, Perseverance & Promise

“What sets me apart from other realtors?” Sara pauses, giving gravity to the idea and says, “It has to be my New York mentality, I work fast and hard. Also my dedication, my passion, and my personality ... I make the process fun and I get the deal done!”

Realtor Sara Schapiro possesses a unique blend of immediacy, confidence and “joie de vie.” Her energy radiates in ways that provide her with the ability to connect with people. She prides herself on her strong negotiation skills and her work ethic. Sara appreciates her brokerage affiliation with KW Reserve in Palm Beach Gardens, a division of Keller Williams Realty that specializes in luxury real estate and integrates high technology to enhance its services. “I’m a social butterfly. I love all walks of life. I love people. I love trying new restaurants, going to new places, discovering hidden gems, and sharing it with the world,” Sara eagerly exclaims.

In 2017, Sara relocated to Florida from the Upper East Side of Manhattan. She had earned a Bachelor’s Degree in Telecommunications from the University of Florida, took up acting for a few years in New York City, and, further went on to receive a Masters in Elementary Education from NYU. After teaching grade school for 7 years, Sara was ready for a change to transition her skills from these professions and use them to finally pursue what she longed to do. She LOVED Manhattan Real Estate and wanted the ability to thrive in sales and grow her own business where the sky is the limit.

Schapiro practiced Real Estate in Manhattan for the next 5 years before leaping to make the big move to South Florida. Bravely she opted for a new lifestyle surrounded by palm trees and beaches, where she could take her career in Real Estate to the next level and reside near her family who lives in Boca Raton.

Her plan was well mapped out. She immediately took her Florida real estate course, got licensed, and created, owned and published “The Buzz Around the Sound”, an exclusive, social magazine for the residents of Broken Sound Country Club in Boca Raton. After one year of running the magazine, meeting the residents, and familiarizing herself with her new surroundings, she met Dan, owner of Milestone Mortgage Corporation. The two established a romantic and business relationship which led to Sara’s decision to move to Jupiter, residing in the popular community of Abacoa. She officially dove into Real Estate full force in 2020 to practice full-time. She still keeps a place in East Boca so that she is easily accessible to all clients, representing both Buyers and Sellers in Martin County, Palm Beach County, and Broward County.

Despite the setbacks during the pandemic, with proven tenacity and her usual positive spirit, Sara persevered. She grew up in Dix Hills, Long Island, with a very savvy, business-minded father, someone whom she has learned a lot from. When asking Sara how she grew her Real Estate business, she



▶ agent to watch

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replied, "I never marketed myself or paid for leads, I just started posting non-stop on social media."

She continues, "I started receiving lots of messages regarding relocating to Florida, interest in a second home, investment properties, and so on. Old acquaintances were reaching out and connecting me to their friends or family who were thinking of making the move or looking to sell property, especially those who were relocating from New York. From this, I was also now getting referrals from other Realtors and past clients. It's been nonstop ever since, I wouldn't have it any other way! I have grown so much, and set goals for myself, goals I plan to achieve".

In 2021, Sara was named the Rising Star of her company Keller Williams. In 2022, Sara's potential grew to a promise with a remarkable total volume sales figure of nearly 10 million dollars in 14 transactions. Her figures, so far in 2023, show an overall increase with 13 completed transactions by August. She was thrilled to discover this past May that she was the fifth top-producing Keller Williams agent for the entire South Florida region, expanding from Key West up to Vero Beach. She has consistently performed in the top 10 percent of all buyers' agents in Palm Beach County, as well as in the top ten agents in total production and sales volume within her company KW Reserve.

Sara is quick to respond when asked what advice she has for other young realtors, saying, "You need to be dedicated, it's a lot of hard work! Always be authentic, treat others the way you want to be treated and think outside the box to get deals done. Communication is key!"

In summary, Sara can do anything she puts her mind to. Unabashedly, she comments, "When I look in the mirror, I can say, 'I'm proud of you, Sara, you have a heart of gold... you are a good soul.' For me, that's my favorite quality about myself. That said, I'm also a bulldog in business and I genuinely care about my client's well-being, putting their needs first. I ultimately feel that this is what attributes to my current success and will keep me on the path to rise to the top."