

▶ rising star

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MEET PAUL SIMON

with Coastal Properties Group
- Forbes Global Properties

In real estate, there are few individuals as dynamic and multifaceted as Paul Simon. With a career trajectory that spans continents and industries, Paul brings a wealth of experience, passion, and dedication to his role at Coastal Properties Group - Forbes Global Properties.

Originally hailing from the sunny beaches of Florida, Paul's journey into real estate was anything but conventional. With a background primarily rooted in the waste management business for the past three decades, Paul spent the majority of his career overseeing construction waste removal operations and navigating the intricacies of the industry. However, his innate talent for negotiation, deal-making, and building relationships soon became evident, paving the way for a transition into the world of real estate.

"We bought and sold plenty of real estate ourselves," says Paul with his wife Debbie. "In 2021, I passed along 10 million dollars in real estate referrals." Realizing that wealth was passing him by, Paul asked himself, "Why don't I get a real estate license?" With that thought in mind, Paul got his real estate license and launched into real estate.

This bold decision to obtain his real estate license, a move that would ultimately redefine his career trajectory. Armed with his signature blend of tenacity, adaptability, and unwavering optimism, Paul embarked on a new chapter in his professional journey, one that would lead him to the forefront of the luxury real estate market.



What sets Paul apart in the world of real estate is not just his impressive track record or his extensive network of contacts, but his genuine passion for the industry and his unwavering commitment to his clients. Whether he's representing buyers or sellers, Paul approaches each transaction with unparalleled enthusiasm, dedication, and attention to detail, ensuring that his clients' needs and interests are always the top priority.

"Last year, I was very successful," says Paul. While most REALTORS® are fortunate to have one 5-million-dollar transaction in the entire career, Paul had the fortune of having two, catapulting him to success in real estate. He works for Coastal Properties Group - Forbes Global Properties and excels in sales, a quality that suits Paul well.

"Back in the '80s, I sold coffee before there was Starbucks," he shares. Remember the commercials for Maxwell Coffee? Paul sold beverages as a kid and has even been in the insurance business, where he had a boss that he describes as the "greatest salesperson ever." Through the years, he has honed his gift in sales, learning to connect with people naturally and authentically.

As the old saying goes, "No one cares how much you know until they know how much you care." Paul uses his conversational nature to connect with others, especially those who stop by his office door on Beach Drive. He has a knack for meeting strangers,



Paul also has his mortgage license, which comes in handy. "I can sell loans and real estate for the next 20 years," he comments.

PERSONAL LIFE

Beyond his professional accomplishments, Paul finds fulfillment in his personal life, surrounded by his wife of 34 years, Debbie. They are blessed with one daughter, Anna, who is 28.

Anna is a graduate of FSU and earned a degree in Biology with a minor in Chemistry and Physics, with the initial goal of being a veterinarian. However, she had a change of heart, entering the Army as an Army medic and earning over 3000 hours of patient contact. Now she is on her way to becoming a Physician's Assistant.

To relax, Paul and Debbie embrace the joys of travel, socializing, and exploring new horizons. They also like sipping wine, taking long walks in Italy, or going out to eat in downtown St. Petersburg. "There's always something to do," says Paul.

AN INNOVATOR

As Paul's journey in real estate continues to evolve and unfold, one thing is abundantly clear: his passion, dedication, and unwavering commitment to excellence set him apart as a true leader and innovator in the world of luxury property. With his sights set on new horizons and his heart firmly rooted in the communities he serves, Paul Simon is undoubtedly a rising star to watch in the ever-changing landscape of real estate.

starting conversations with them (without mentioning real estate), and connecting with them in an authentic way.

He attributes his success to being in the "right place with the right friends at the right time." He's lived through the market ups and downs and is confident in his ability to help his buyers and sellers.

GLOBAL OUTREACH

But Paul's talents extend far beyond the confines of the Florida real estate market. With a keen eye for opportunity and a deep appreciation for the cultural richness of Italy, Paul has expanded his reach to include the European real estate market as well. Recently purchasing a home in Italy with his wife and embarking on a renovation project, Paul has firsthand experience navigating the complexities of international real estate transactions, making him a trusted advisor and advocate for clients seeking property abroad.

Despite his international ventures, Paul remains firmly rooted in his Florida office on Beach Drive, where he continues to build connections, foster relationships, and make a lasting impact on the local community. His genuine warmth, approachability, and knack for making personal connections have endeared him to clients and colleagues alike, earning him a reputation as one of the industry's rising stars.

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