

# Teams Working Together In All Aspects of Real Estate!

BY NICOL JENKINS | PHOTOS BY MELISSA KORMAN

It has been said that two people working together is better than one – and in this case, it rings true with these highly successful Posh Properties Real Estate teams.

Posh Properties with offices in Delray Beach, Boynton Beach and Ocean Ridge, founded by Broker/Owner Jerilyn Walter, is a boutique Real Estate firm with the top area agents in the field that maintains a personal experience for each client while professionally handling the business of real estate. With the incredible growth South Florida is experiencing, some of the agents have joined forces to create high functioning teams that successfully serve their clients. Whether they are selling million-dollar properties, helping new buyers find the right home, or assisting many buyers to relocate to our state, these agents have the drive, experience and area knowledge to get it done.



Dawn Libiszewski wears her heart and the heart of others on her sleeve. While Thomas Kornitzer gains the trust of many through his knowledge and experience. This yin and yang dynamic duo deliver a successful Real Estate team. Whether closing out an estate, selling a million-dollar home or beachfront condo, the duo helps to lessen the emotional burden of selling or purchasing real estate for their clients. Both have many years of experience in high end sales. For more than 18 years, Dawn worked in high end jewelry transactions and estate planning. For 20 years, Thomas has sold residential and commercial real estate, as well as owning Real Es-

tate Brokerage firms in Manhattan, New Jersey and Florida. While they have their different strengths, both agree that honesty is the best policy. “The strength of our team is Dawn. Everyone loves her. When clients meet us, they are incredibly receptive,” said Thomas. What sets us apart from other agents is: “What’s most important is being straight forward and honest with our clients. We always put our clients first,” said Dawn.



When Joan Finley and Kelsey Zapolsky met, they just clicked. Having similar values and different skill sets in Real Estate, they decided to form the JK Real Estate team about a year ago. Since the partnership, they have been able to help many clients buy or sell their homes. “We complement each other,” said the team. “One of us has a background in business management and real estate law, and the other has real estate office management and marketing, which gave us the perfect combination to go above and beyond for every client.” The realtors love what they do, and it shows. One of our clients gave us the best compliment: “I love how you both genuinely want your clients to find the right home for them. On numerous occasions you didn’t just try to seal the deal but rather you wanted the “right” deal for us even if it took more searching, showings and time. We immediately felt like your family.” What sets Joan and Kelsey apart is that they work hard to provide their client’s comfort and support during the entire process. “We truly give it our heart and ‘sold!’”



Steve and Lori Martel have been a successful team since they first got their real estate license in 1996. This year they brought on Emily Gurvitch to help with their expanding business. Steve is the up-front guy. He’s out there every day making connections with everyone and anyone who wants to talk real estate. Buyers, other realtors, builders, bankers, people in the grocery store, you name it! All these connections translate to selling more houses for sellers and finding just the right homes for buyers! Lori is more behind the scenes, working on market analysis reports, marketing and advertising, pricing, setting up open houses and broker tours, and following statistics to make sure they are on track with pricing for their sellers and buyers. Lori also makes sure their buyers meet their goals by noting dates and staying in touch with the lenders, attorneys and closing agents. Emily joined the team to help with lead follow-up, open houses, showings and listings. “Posh Properties is a local downtown agency, with a beautiful centrally located office in Pineapple Grove, yet they also offer a global reach with marketing and support,” said the team.



It was meant to be that Paige Fiedorowicz and Giana Perri joined forces as a successful Real Estate team at Posh Properties. “We have very similar work ethic and personalities. We both were specializing in the same area, Boca Harbour and Bel Marra, and it happened so organically when we started working together,” they said. They are both extremely passionate about Real Estate and helping their clients sell or buy a new home. “We each bring different strengths to the table and realized really quickly that together, we were a force to be reckoned with! We both have incredible knowledge when it comes to real estate and our passion together really is special. We complement each other in every way. From our personalities, work ethic, passion, and overall capability to succeed and create a positive experience for our clients. It really was the perfect fit,” said the team. They work together and lean on each other to tackle any challenge, they are very thorough and reliable, and they are on the same page when it comes to giving clients the best experience possible. “Between the two of us, there is nothing we can’t do!”

