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Roger Pettingell Honored as One of the Top Real Estate Agents in The United States by Real Trends

Sarasota agent already on track for record sales year in 2021



SARASOTA, Fla. (June 13, 2021)—Following one of the most successful years of his real estate career, Sarasota luxury waterfront specialist Roger Pettingell has earned a spot on the highly prestigious 2021 REAL Trends “The Thousand” list. This recognition, as published in The Wall Street Journal, places Pettingell among the most accomplished and trusted real estate agents in the United States.

REAL Trends announced Pettingell as No. 67 on the list of the Top 250 real estate agents in the U.S. based on achieving \$175,566,683 in closed sales volume in 2020. Pettingell was the top-ranking Coldwell Banker Realty agent from Florida to be honored in this category. This recognition places him within “the top one-tenth of 1% of more than 1.4 million licensed Realtors® nationwide,” per REAL Trends.

“It’s a great honor to be included among Real Trend’s list of the top real estate professionals in the nation,” said Pettingell. “We experienced an unprecedented housing market in 2020 that was initially frozen and then rebounded with greater intensity than anyone predicted. Through it all, I kept my focus on providing the best possible service to my clients and on helping many homeowners begin their new lives in our Sarasota area.”

Pettingell earned additional honors for his remarkable sales year in 2020:

- No. 1 real estate agent in Sarasota and Manatee counties for the eleventh consecutive year (REALTOR® ASSOCIATION of Sarasota & Manatee)
- No. 1 Coldwell Banker Realty sales agent in Florida
- No. 3 among approximately 45,000 Coldwell Banker Realty agents nationwide in sales volume.
- Coldwell Banker Society of Excellence Award, earned by fewer than 1% of approximately 94,000 Coldwell Banker agents worldwide

Over the course of his 33 years in real estate, Pettingell has contracted and sold more than \$2 billion in homes. And he’s well on his way to another record year...

In just the first six months of 2021, Pettingell has already surpassed his 2020 sales volume, achieving more than \$182,310,589 in closed and pending sales.

“To be able to sell more than last year in less than half the time speaks to the vigorous market we’ve been experiencing in 2021,” said Pettingell. “More higher-priced homes are selling, and at a pace we’ve never seen before. My network of luxury agents in Miami, New York City and California have told me about hyper markets they’ve experienced at different times, but this is first time we’re witnessing it in Sarasota.”

“We might have had multiple offers now and then; now they’re the norm,” added Pettingell. “One might suggest you need a real estate agent less, but I would argue you need a better real estate agent more. What you really want in a market like this is an explosive introduction for each listing, because you know people out there are already looking. You want to get it to the largest number of those buyers in order to get the best price and the best terms for the seller.”

Pettingell leverages his intricate knowledge and marketing expertise to achieve exceptional results for his clients, coupled with Coldwell Banker Realty’s international presence and online tools that enable agents to get an early, exclusive look at upcoming properties.

During the COVID-19 pandemic, the Sarasota area welcomed an influx of new buyers from states such as California and Texas, in addition to a higher proportion of New York buyers who might typically seek out the Atlantic coast of Florida. “I really do feel there’s a second wave of buyers coming from the international markets that we haven’t had access to in the last year because of travel restrictions,” said Pettingell.

With the United States opening up, will that cause a shift in the local real estate scene? “The Sarasota market is a lifestyle choice,” said Pettingell. “Most of the people I’m working with are not buying their homes as an investment to flip, where they need to get in at the lowest price and sell at the highest. They’re making an investment in their life. They’re buying a second home or relocating their primary residence to Florida, setting up a place where their family can gather.”

The REAL Trends The Thousand ranking consists of all real estate agents and teams throughout the United States who took part in residential real estate transactions in 2020. The individual rankings are divided into two top 250 categories, based on closed transaction sides and closed sales volume. To qualify, an individual agent had to close at least 50 transaction sides or \$20 million in sales volume in 2020. For real estate teams, the minimum was 75 transaction sides or \$30 million in closed sales volume. Teams are ranked by closed transaction sides and closed sales volume, divided by the sizes small, medium, large and mega.

For more information about listing or purchasing a home in the Sarasota area, contact the area’s top real estate expert, Roger Pettingell, at 941-387-1840, roger@pettingell.com, or visit www.pettingell.com.