

BUSINESS

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The \$100 million agent

Roger Pettingell sets another record in residential sales volume

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With Monday's closing on a \$4.6 million home, Roger Pettingell surpassed the \$100 million mark in year-to-date sales volume. His 2017 total now stands at \$103.9 million, according to the Multiple Listing Service, way ahead of his \$77.5 million from last year and \$72 million in 2015.

That 2017 figure makes Pettingell the top producing agent in Sarasota and Manatee counties once again and sets a record in sales volume by any individual agent over a one-year period in Sarasota County. He ranked as the top Realtor in the county in 2008,



Real estate agent Roger Pettingell at a home for sale on Harbor Gate Way on Longboat Key. [HERALD-TRIBUNE STAFF ARCHIVE / 2015 / DAN WAGNER]

2010, 2012, 2013, 2014, 2015 and 2016.

"Breaking the \$100 million mark is extremely exciting

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Top deals

Pettingell's major sales this year include:

- 1372 Harbor Drive: Sold in April, the Harbor Acres waterfront home closed for \$6 million.
- 1505 Hillview Drive: Closed for \$4.6 million in December, Pettingell worked with both the buyer and seller of this home.
- 435 L'Ambiance Drive: Sold and closed in three weeks, this double condominium residence with walk-down to the Longboat Key beach closed for \$4.8 million.
- 1233 North Gulfstream Avenue, Unit No. PH-3: Sold for \$3.6 million in August, this penthouse is located in the heart of downtown Sarasota.
- 1111 Ritz Carlton Drive, Unit No. 1501: Ritz-Carlton Residences' 15th floor luxury unit sold for \$3.4 million in May.

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for us," Pettingell said in a news release, "especially because it means an almost 25 percent increase over last year's record."

So far in 2017, Jason Sato, based in Anna Maria, comes in second with a total sales volume of \$93.5 million; Barbara Ackerman of Sarasota ranks third with \$63 million.

Pettingell, an affiliated sales associate with Coldwell Banker Residential Real Estate's Longboat Key office, sold 60 properties this year with an average sales price

of \$1.7 million. He was the listing agent on 43 deals and the selling agent on 17.

Pettingell is in sixth place for average sales price among the top 50 agents as of Monday's total. Deborah Beacham is in first, with an average sale at \$2.7 million. Beacham stands in 27th place for total sales volume, at \$29 million. Sato's average sales price hit \$1.1 million, while Ackerman's is \$1.2 million.

"Analyzing our sales," Pettingell said, "I see a big increase in our over \$3 million sales; this year we sold eight homes over \$3 million and in several cases represented both the buyer and seller. I have also seen a big increase in agent referrals

from outside of Sarasota, which I attribute to our large internet footprint."

He was ranked among the top 250 agents in the country for 2014, 2016 and 2017 by REAL Trends as reported in the Wall Street Journal.

Clark Toole, the president of Coldwell Banker Residential Real Estate, Florida, lauded Pettingell's 2017 accomplishment: "Year after year, Roger continues to push the bounds of success and this year was by far his most impressive. Exceeding \$100 million in sales in just one year as an individual agent is an incredible achievement and we're so proud of his success."