

Rising Stars In Delray Real Estate

BY DIANE FEEN | PHOTO BY CHRISTINE MAGEE PHOTOGRAPHY

Sometimes real estate is a calling. Other times it's just second nature. For Lindsey and Curtis, it is both.

That's why these young entrepreneurs chose to become real estate professionals right out of college.

And they chose Delray Beach as their launch pad. They not only live in Delray, but also formed their own real estate team; The South Ocean Group at Coldwell Banker Realty.

The team is a shining star in the field of residential real estate in Delray Beach. Their first year in the business, they completed 21 transactions, totalling over \$10 million in sales.

The reason for this success is that they are smart, determined and dedicated to providing a fresh approach to help clients sell their home or find their perfect dream home or condo.

Apparently the folks at Coldwell Banker Realty noticed their success. That's why they were recognized as one of the "top 30 Real Estate Agents Under the age of 30" who have excelled in driving sales, serving clients and giving back to their community. "This is quite an honor considering they were selected from 94,000 Coldwell@Banker Agents worldwide."

Much of this success has to do with their enthusiasm and devotion to providing clients the best real estate experience. The other part is their keen understanding of state-of-art technology resources, social media and a solid grasp of top-notch marketing strategies.

Their clients are well aware of this advantage.

"Lindsey and Curtis provided us with the most professional and pleasant experience I've ever had with a realtor. They could not be any more helpful and their knowledge of every step of the process was incredible. I live in New Jersey and was nervous looking out of state. They held my hand through the whole process - it was the best experience I have ever had in any industry," said Jessica.

Part of this innate understanding of real estate was inborn. Lindsey's family has been in the real estate business in Colorado since she was a youngster and Curtis's family has been in real estate development in Connecticut for many years. That's the reason they have an inherent understanding of the process of buying and selling real estate and a commitment to client satisfaction.

This team in the Delray real estate scene is offering a fresh approach to real estate service with a clear focus on what clients really want. "With the help of Lindsey and Curtis we were able to purchase our dream home in 2021. They were so helpful and available through the closing and the move. This is hopefully our forever place, but for those still looking, I'd highly recommend them," said Robert.

When the cream rises to the top you don't have to look for its entry point. That is the case with Lindsey and Curtis. "Most of our business comes from repeat and referral business. We go the extra mile, provide constant follow-up (during and after the sale) and truly care about the people we serve," said Lindsey.

"Keep your eyes open, you'll probably see them showing property or heading out for an evening on the town in their golf cart. These two certainly exemplify the active, outdoor Delray Beach lifestyle. It's no wonder so many people enjoy working with them to sell their home or find them their south Florida dream home."

Lindsey and Curtis can be reached at 303-590-4873 or visit them at www.southoceangroup.com.

