

# EXCITING THINGS ARE ALWAYS HAPPENING AT



**Michael Saunders & Company**  
Licensed Real Estate Broker

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**FOR IMMEDIATE RELEASE:**

## **SAUNDERS ASSOCIATE ENJOYS A SIZZLING SUMMER**

**TERRI HEALEY CLOSES ON \$13 MILLION IN  
RESIDENTIAL SALES IN JUST THREE MONTHS**

**SARASOTA, Florida—(October 17, 2007)**—This year’s real estate correction made the annual summer slowdown in residential sales that much slower. But neither a cold market nor hot off-season weather kept Terri Healey, a sales associate in the Palmer Ranch office of Michael Saunders & Company®, from having one of her best summers ever.

Healey closed on nearly \$13 million in sales in the traditionally slow months between late June and early September. Equally noteworthy is that the five sales represented homes in every price range—from \$249,000 up to nearly \$5 million—in neighborhoods as diverse as Nokomis, Bird Key, The Founders Club and Manasota Key. According to Healey, her success has been primarily based on pricing and presentation. “It’s getting back to the basics by putting the ‘real’ back in real estate,” she said.

“With my sellers, I communicate regularly and continually re-orient them to the ever changing dynamics of today’s correcting real estate market and its affect on their properties,” Healey adds. “Understanding the shifting realities of the marketplace is the very knowledge

that empowers us, in consultation with our sellers, to price and present their homes competitively.”

Healey also attributes her success to the array of property marketing tools that her affiliation with Michael Saunders & Company® enables her to bring to each of her customers. She specifically cites the technical prowess, Internet superiority and multiple international affiliations that the company has developed over the years.

A native of Atlanta, Terri Healey has resided in Southwest Florida for 33 years. She began her career in education, before transitioning to real estate 25 years ago. Along the way she has held several positions, including Director of Commercial Sales and Leasing for Trammel Crow Company, one of the nation’s leading real estate developers. For the past seven years, Healey has been a Broker-Associate at Michael Saunders & Company® where she has consistently earned company-wide recognition, including the prestigious Master’s Circle Award for annual sales volume between \$15 and 20 million. As well, she holds a Certified International Property Specialist designation.



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**ABOUT MICHAEL SAUNDERS & COMPANY®:**

In 2006, Michael Saunders & Company® began its fourth decade of service to Southwest Florida. Founded as a single small office in 1976, the company has grown to 18 full-service

offices—with more than 500 professionally trained associates and 200 staff members.

Powerful world-wide affiliations—including *Leading Real Estate Companies of the World*, *Luxury Portfolio*, *Christie's Great Estates* and *The Board of Regents*—extend the company's message to qualified buyers globally, ensuring the broadest possible exposure for our properties.

Michael Saunders & Company® is ranked 75<sup>th</sup> in unit sales and 81<sup>st</sup> in volume sales among the top 500 largest real estate brokers in the U.S. and is included among the 35 most influential Realtors in luxury real estate. Each sales associate's average of \$5.99 million in annual sales has propelled the company to 9<sup>th</sup> in the nation for individual agent productivity.

At Michael Saunders & Company®, ours is a company-wide commitment to enrich the lives and culture of the communities we serve. Each year, the company makes significant contributions to more than 75 charitable, educational and cultural institutions throughout the region. These include Boys & Girls Clubs of Sarasota, Junior Achievement, Child Protection Center, The Dyslexia Foundation, Florida Studio Theater, Mote Marine Laboratory, Westcoast Black Theater Troupe, Manatee County Schools Foundation, Manatee Community College, University of South Florida Foundation, Education Foundation of Sarasota County, Marie Selby Botanical Gardens and the Community Foundation of Sarasota.

For more information call 1-888-552-5228 or visit us on the Web at [michaelsaunders.com](http://michaelsaunders.com).

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