



PRESS RELEASE FOR IMMEDIATE RELEASE

2/8/17

John R. Wood Announces Top Producers for January 2017

Top Closed Sales: Phaidra McDermott

Phaidra McDermott, A true "Florida girl", Phaidra has lived on Sanibel Island since she was three. Growing up surrounded by Sanibel's unparalleled natural beauty helps to set her apart from the majority of island Realtors who have only been in the area for a short time. She enjoys sharing her vast knowledge of this island paradise with her clients, and her deep love for Sanibel and Captiva is positively contagious! Having also traveled extensively -- from the mountains of Thailand to the shores of South America -- she combines a world-based perspective with her local knowledge and island real estate expertise. In 2005, Phaidra was honored as a member of Coldwell Banker's International President's Premier - representing the Top 1% of all Coldwell Banker Sales Associates Worldwide. As a champion competitive athlete, Phaidra offers her clients the kind of determination, enthusiasm, and extreme dedication that helped her to become an All American Athlete. Of course, when it comes to real estate, her clients always come first.

Top New Listings: Dave Russ

Dave Russ is from Minnesota and relocated to Fort Myers in 1995. He loves people and knows Fort Myers, so real estate is a perfect fit. With home sales/purchases for more than 400 families over the past 30 years, he understands the unique real estate business. Dave works hard to get what you want, and will succeed because he has taken several Negotiating classes offered by the American Management Association. For all his successes he earned the award of Entrepreneur of year for the Midwest, showing he can get you results and knows how to market.

Top Pending Sales: The Starr Team

Tom, Elise & Rob Starr - Elise has over thirty years of successful real estate experience. She has expertise in residential, commercial, industrial sales and construction as well as restoration of historical buildings. Tom brings his military discipline and business expertise to the team. He has experience in sales, marketing, and real estate investing. Tom has also earned the ChFc (Chartered Financial Consultant) designation. He served as Past President Council of Economic Development for Alachua County, Florida. Growing up in Baton Rouge, La., Elise attended Louisiana State University and began her career in that fine city. Elise has been in Southwest Florida for over ten years and is an area expert having extensive knowledge regarding location, schools, the arts and shopping.

Tom served in the United States Navy and was qualified in the submarine service. He served aboard one of the first Ballistic Missile Nuclear Submarines. USS Abraham Lincoln SSB(N) 602. A native of Pennsylvania, he has been a resident of Florida for over 20 years. Tom graduated from Otterbein University with a business degree. He also is a Chartered Financial Consultant. Previously, Tom was Vice President Agency Sales with Nationwide Insurance Company. Elise is very active in her profession. She serves on the Grievance Committee and teaches Pathways to Professionalism for the Realtor Association of Royal Palm Coast Realtor® Association. She has served on other committees including Knowledge Services and the Leadership Academy. Both Elise & Tom are members of The National Association of Realtors. Elise and Tom live in a "boating community" and have extensive knowledge of waterfront properties.

Productivity Award: Susan Yarab

Susan Yarab - Susan fell in love with Southwest Florida after vacationing with family and moved here in the '80s. Her successful executive career required over a dozen relocations to various cities (Charlotte, NC; Cincinnati, OH; Nashua, NH; Framingham, MA). While this moved her away from Florida, it gave her valuable personal experience buying and selling homes. In 2014 Susan moved back to Southwest Florida and relocated to a boating community on a small private island in Fort Myers. As a previous retail executive in Fortune 500 companies, Susan consistently received the prestigious annual President's Club Award for top customer experience ratings, and highest sales and profitability. Some of Susan's strengths include her well-developed marketing abilities, her certifications and expertise in negotiating, strong financial acumen, time management and organization skills and most importantly her ability and passion to serve others. This made choosing a career working with Sanibel real estate listings an unequivocal choice. During down time Susan loves visiting with family and friends, sharing a good meal, boating, walking the beach, listening to live music at open air restaurants, dancing, walks with her Golden Doodle, and reading. Susan has always been passionate about health and exercise. She is very active in the community and is always striving to make a difference.