

# St Petersburg and the Beaches Real Estate

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Connie Lancaster lives and breathes Real Estate. "Real Estate has been a passion for many years," says Connie, who previously had a long successful career marketing European automobiles. "Even when I go to the Mountains for vacation, I spend much of my time looking at properties." After years of investing in properties in St. Petersburg for herself, family and friends, Connie teamed up with a longtime friend, Cynthia Serra, when they both decided to turn their hobby into their profession. A resident of St. Petersburg's Historic Old Northeast for the last 22 years, Connie especially loves dealing with luxury downtown condos, historic homes, bungalows, as well beach properties. "My partner and I have invested in a number of properties over the years. We have a lot of investment experience, condo conversion, and have taken advantage of 1031 exchanges along the way." She also enjoys working with second home buyers and vacation buyers. Originally from the Carolinas, Connie is well connected in the Real Estate industry in North Carolina, where she has a mountain home. Of her business philosophy, Connie says, "We try to limit the number of people we work with so we can do a really great job for each of our clients." Most of our business comes from referrals, even though we have a strong presence on the internet and that has generated a number of customers, buying and selling. The team is unique in many ways and clients benefit from the contributions made by each team member. "We invest a lot of time and money marketing for our clients, ourselves and Smith and Associates. The company is second to none and we are so very proud to be part of the Smith family here

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truly is “ No Better Place, No Better Time”.

Specialization(s): Downtown condos, historical homes, bungalows beach properties

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