

## REAL ESTATE PEOPLE

**Diann Roberts** has become affiliated with Coldwell Banker Commercial NRT as a commercial specialist. Roberts specializes in commercial sales and leasing in the Sarasota and Manatee County areas.

Before joining Coldwell Banker, Roberts was vice president of the southeastern division for Roger Staubach Group in Atlanta, Georgia, where she focused on regional and national platform expansions. She has represented several national brands including Kohl's, Walmart, Academy Sports, Keiser University, Publix, Party City, Target, Brinker Restaurants, Ross, Boater's World, Bonefish Grill and several physical therapy and dental facilities.



**Tate**

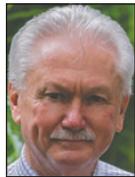
**James Tate** has joined Re/Max Alliance Group as a commercial real estate agent in the Sarasota office.

He is an Accredited Commercial Professional. As the former owner/agent of an independent sales

organization providing merchant services and point-of-sale systems, Tate has helped thousands of business owners over the past 19 years. He also gained valuable insight into the retail market in Southwest Florida.



**Ware**



**Stone**

**Linda**

**Ware** has joined Re/Max Alliance Group as a real estate agent in

the Venice office. She has formed the StoneWare Team with real estate professional **Jeff Stone**.

Ware has years of sales, marketing and customer service experience as the director of sales and marketing for independent living retirement communities. She is sales director of Sarasota Bay Club, with an average sales volume of \$23 million per year over the past

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five years. She also has a background as a speaker, author and executive coach. Ware has a bachelor's degree in education from Ohio University.

**Heidi Webber** has joined RoseBay International as a sales associate. She moved to Sarasota in 2000. Her background in real estate and finance compliance for both private and publicly renowned firms cultivated her interest in marketing and public relations. She has almost 20 years of experience in real estate. Webber is joining the Leduc Team, working from RoseBay's Southside Village office in Sarasota.

Premier Sotheby's International Realty sales associate **Gregg Center**, of the brokerage's downtown Sarasota office, was a presenter at the National Association of Realtors annual conference in Boston on Nov. 4.

Center appeared on the panel, "The Winning Formula: Realtors Share How They Use a Free Member Benefit to Enhance Their Customers' Experiences (RPR Panel)," where he spoke about gaining and sustaining a competitive advantage with data and reports from RPR.

The conference, themed "Ready, Set, Boston!" was the largest to date, with more than 20,000 agents who attended 125 conference sessions covering a broad range of real estate topics, including innovation and business technology, affordability issues related to inventory constraints, laws' impact on commercial real estate and blockchain transactions.

## REAL ESTATE DEALS

### SALES

**Longevity LLC** bought the property at 820 S. Tamiami Trail in Osprey from Hoke Investment Company LLC for \$1.4 million. Adam Seidel, of American Property Group, and Nick DeVito, of Ian Black Real Estate, handled the transaction.

### LEASES

**Transparent Realty** leased 667 square feet at 5111-E Ocean Blvd., Siesta Center, Siesta Key. The property is managed and leased by Hembree and Associates Commercial Realtors, leasing agent Tom Burrows.



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