



THE Hands-On Expert

LOCAL EXPERTISE, LONGEVITY IN THE MARKET, AND DECADES OF EXPERIENCE GIVE SCOTT PATTERSON THE ABILITY TO PIVOT TO CHANGING NEEDS.

BY MICHELLE PAYER

With nearly a quarter century in real estate, Scott Patterson has entrenched himself in the South Florida market, bringing natural southern warmth and hospitality from Tennessee to his robust career with EWM Realty. Deeply knowledgeable about luxury waterfront residential and commercial real estate from Miami to Palm Beach county, Patterson's buyers trust him to scout the ideal property for their needs. Just recently, he sold a \$15 million home in Stuart, representing a cash buyer from California.

Q+A

Where/When did you begin your real estate career?

"I've been in Miami and with EWM since 1996. Longevity with the same firm is rare and is a testament to my commitment and dedication, and the tremendous value clients receive from what I consider to be the best international company. The Berkshire Hathaway brand speaks volumes, opens doors and creates instant client comfort."

What distinguishes you from other South Florida realtors?

"When you hire me, you get me. I am entirely hands-on with all my clients throughout the entire process and build life-long relationships that have spanned decades. I truly enjoy the entire process from the initial meeting until the closing

and beyond, which has organically created a loyal client base."

Are buyers' priorities changing because of Covid-19?

"I strongly feel South Florida will be less affected than many other states. The travel restrictions and strong U.S. dollar have really impacted our international buyers, but most of my recent sales have been buyers from California, New York and Chicago. I just sold a waterfront property in Hollywood (Florida) to a New York couple, sight unseen. More than ever, people want to move to our Sunshine State, not only because of the theory that a warm climate can lower the spread of Covid-19, but South Florida is a global paradise and offers the coveted lifestyle of boating, beaches, golfing and natural surroundings."

What are the biggest changes you are forecasting for the market ahead?

"Potential buyers will be looking more than ever for single family homes, and they will require more outdoor space, a larger home office, more square footage and a large backyard for family gatherings and entertaining."

SCOTT PATTERSON / SENIOR VICE PRESIDENT BERKSHIRE HATHAWAY HOMESERVICES EWM REALTY

2750 NE 185th Street, Suite 101, Aventura
For more information, call 954.661.8871,
email scott@scottpatterson.com or visit
www.scottpatterson.com