



Smith &
Associates Real Estate

GET TO KNOW US

Sharon and Brian bring their clients superior service, professionalism and knowledge while understanding the ever-changing market conditions of today. Their passion for meeting and exceeding client's expectations results in their referrals, repeat business and loyalty. Outside of real estate, Sharon enjoys walking and biking downtown and playing tennis at The Vinoy Club. Sharon is proud to have her husband, Rick, a local real estate attorney, by her side which proves very handy with many of her real estate transactions. As a native of St. Petersburg, Brian has lived, worked, and played in this community for more than 40 years. Brian enjoys spending time with his family in the Florida sun, as well as cycling, coaching soccer, and driving his classic cars.



SHARON KANTNER

REALTOR®



727-278-5866



skantner@smithandassociates.com



BRIAN WAECHTER

REALTOR®



727-643-2708



bwaechter@smithandassociates.com

YOUR LOCAL REALTORS & RESIDENTS

We know St. Petersburg inside and out—from the waterways of Venetian and Snell Isles to the brick streets of Historic Old Northeast, and from downtown towers to the city's newest developments. With over 16 years at Smith & Associates, we specialize in guiding buyers and sellers through the area's most sought-after neighborhoods in and around downtown.

Top 1% of Realtors in Pinellas County

SHARON KANTNER

REALTOR®



Cell 727.278.5866

Office 727.342.3800



skantner@smithandassociates.com



ABOUT ME

Sharon Kantner is in her 15th year with Smith & Associates and has ranked in the top 1% of all residential agents in Pinellas County for 5 years in a row. She and her business partner, Brian Waechter, finished as the #1 team in the first quarter of 2024 in St. Petersburg across all licensed agents. In 2024, 2022 and 2021, they finished as the #1 team in the St. Petersburg office of Smith and Associates.

In addition to the historic neighborhoods of St. Petersburg, Sharon's expertise extends to Snell Isle, the downtown condominium market, and surrounding areas. She brings her clients superior service, professionalism and knowledge while understanding the ever-changing market conditions of today. Her passion for meeting and exceeding her client's expectations results in their referrals, repeat business and loyalty for years after the sale.

Sharon goes the distance to make sure her clients understand the St. Pete real estate market and the complete process, whether they are buying or selling a home. She also makes it a top priority to educate out of town buyers on the neighborhood, community, churches and school system. She is a long time resident and an active volunteer in the Historic Old Northeast Neighborhood of St. Petersburg.

Having resided in a 1920's-era home for nearly 25 years, she has a deep appreciation and knowledge of historic homes and neighborhoods. Her home was featured on the 2008 and 2022 Historic Old Northeast Candlelight Tour of Homes after she and her husband lovingly restored and transformed their 1922 Arts and Crafts bungalow. They succeeded in blending existing space with a new addition, while honoring, maintaining and celebrating the Arts and Crafts Movement they so love.

Sharon is a member of the Pinellas Realtor Organization and volunteers in the local community, including serving on the Historic Old Northeast Neighborhood Candlelight Tour of Homes Committee. Outside of real estate, Sharon enjoys playing pickleball, walking and biking downtown, as well as playing tennis at The Vinoy Club, where she and her family are members. Sharon is proud to have her husband, Rick, a local real estate attorney, by her side which proves very handy with many of her real estate transactions. As a mother of two girls, ages 18 and 20 who grew up in the Old Northeast, she is very familiar with the private and public school systems in the area.

BRIAN WAECHTER

REALTOR®



727.643.2708

Office 727.342.3800



bwaechter@smithandassociates.com



ABOUT ME

Brian Waechter is an experienced real estate professional and a proud alumnus of the University of South Florida in Tampa, where he earned his Bachelor's degree in Marketing and Business Management. Brian and his business partner, Sharon Kantner, finished as the #1 team in the first quarter of 2024 in St. Petersburg across all licensed agents. In 2024, 2022 and 2021, they finished as the #1 team in the St. Petersburg office of Smith and Associates.

Having spent over 40 years in St. Petersburg, Brian has deep roots in the community, where he has lived, worked, and engaged in various activities. He is genuinely committed to addressing the unique real estate needs of his clients, whether they are selling a long-time family home or searching for a new property to call their own. Clients can rely on Brian for support throughout the entire process.

With a strong passion for real estate, coupled with a commitment to integrity and diligence, Brian has successfully navigated the housing market for more than a 2 decades, managing the buying and selling of diverse residential properties through his own business. He possesses extensive knowledge of design, construction, and renovation, along with a discerning eye for functional layouts and aesthetics. His clients have come to appreciate his expertise and the personalized service he provides.

Since 2007, Brian, along with his wife Leslie and their two children, has made their home in The Old Northeast, where they have lovingly restored a 1925 colonial house. Prior to this, he lived in the Northwest Jungle Neighborhood and enjoyed waterfront living at Pasadena Yacht & Country Club near the beaches.

Brian's background in sales and marketing includes experience with The Tampa Bay Rays and several Fortune 500 companies, including Tech Data and Raymond James. His client-centric approach remains consistent: treat every client as if they are the sole focus.

A member of the Pinellas Realtor Organization, Brian enjoys family time in the Florida sunshine, cycling, coaching soccer, and driving his classic cars. Both he and his wife are graduates of private schools—St. Pete Catholic and Northside Christian—while their children have thrived in the local public school system as well as Calvary Christian High School and Northside Christian.

Your Local Neighbors and Realtors

Hands-on agents with decades of industry experience and strong local connections, we know the neighborhoods in and around downtown St. Petersburg inside and out—from the waterways of Venetian and Snell Isles to the brick streets of Historic Old Northeast. We combine personal experience with a deep appreciation for the area's diverse architecture, including our own 1920s homes, giving us firsthand insight into what makes these properties special—and what it takes to market or find the perfect one. From preparation to closing, we're committed to making every step of the process smooth, informed, and rewarding.

Smith & Associates Real Estate

\$338M+ Total Sales Volume

367 Total Transactions

Top 1% Realtors in Pinellas County

#1 Team St. Petersburg Office
(2024, 2022, 2021)



Brian Waechter
REALTOR®
727-643-2708

bwaechter@smithandassociates.com

Sharon Kantner
REALTOR®
727-278-5866

skantner@smithandassociates.com



TESTIMONIALS



Sharon & Brian are a great team. At least one of them was with us every step of the way. They acted professionally and they listened to our needs & responded appropriately. Their knowledge of the area and available resources is very helpful.

- Janice



Sharon and Brian were a terrific team representing my home. They know the Old NE market and properties. They listened to what I wanted from selling my home. The whole process from listing to closing was seamless. I appreciate their professionalism.

- Jenifer



We could not have asked for a better experience selling our home with Sharon Kantner & Brian Waechter. From the first meeting till closing we felt completely confident that we were in great hands. Their knowledge of the market, attention to detail and easy communication exceeded our expectations.

- Angela



In the past five years, the team of Sharon Kantner & Brian Waechter have handled three real estate transactions for me. Their knowledge, expertise, communication, efficiency, and effort are unmatched. I highly recommend the Kantner-Waechter team to anyone looking to buy or sell in Pinellas county.

- Jayme



Sharon & Brian are a team with unparalleled expertise, service, and professionalism. Every question was answered completely and accurately, and we felt like we made the right decision to select them through every step of the complex process. They know their market, they listen to and understand their clients, and they helped us make many good decisions. Sharon & Brian were remarkable guides and advocates. I would recommend them without any hesitation or reservation whatsoever.

- Troy



Sharon and Brian were both excellent and this is our second home that we have purchased with them. They are experts on the market, neighborhoods, and provide useful information regarding remodeling and home services. We appreciate their top notch service and would recommend them highly to anyone!

- Joshua



Left to Right: David Moyer - VP Developer Services, Miles Williams - Smith & Associates Foundation Director, Bob Glaser - CEO, Katie Glaser Lynn - Legacy Associate, Drew Glaser - Legacy Associate

A Legacy of *Exceptional* Results

For over 55 years, Smith & Associates Real Estate has been deeply rooted in the Tampa Bay community. Locally owned and operated since inception, our commitment has always been to the consumers we serve. Our team of dedicated professionals lives and works here, providing comprehensive real estate services that span residential sales, exclusive developer representation, commercial transactions, and property management. Our mission is to contribute to the growth and vitality of Tampa Bay, ensuring it remains a vibrant place to work, play, and call home.

SMITH IS HOME

The *Authority* in Tampa Bay Real Estate

\$2.14B

Sales Volume, 2024

2,062

Transactions, 2024

#1

In Tampa Bay

102K+

Lifetime Transactions

56

Years in Tampa Bay

#1

In New Development

#1

In Earned Press

10K+

5-Star Reviews

\$2M+

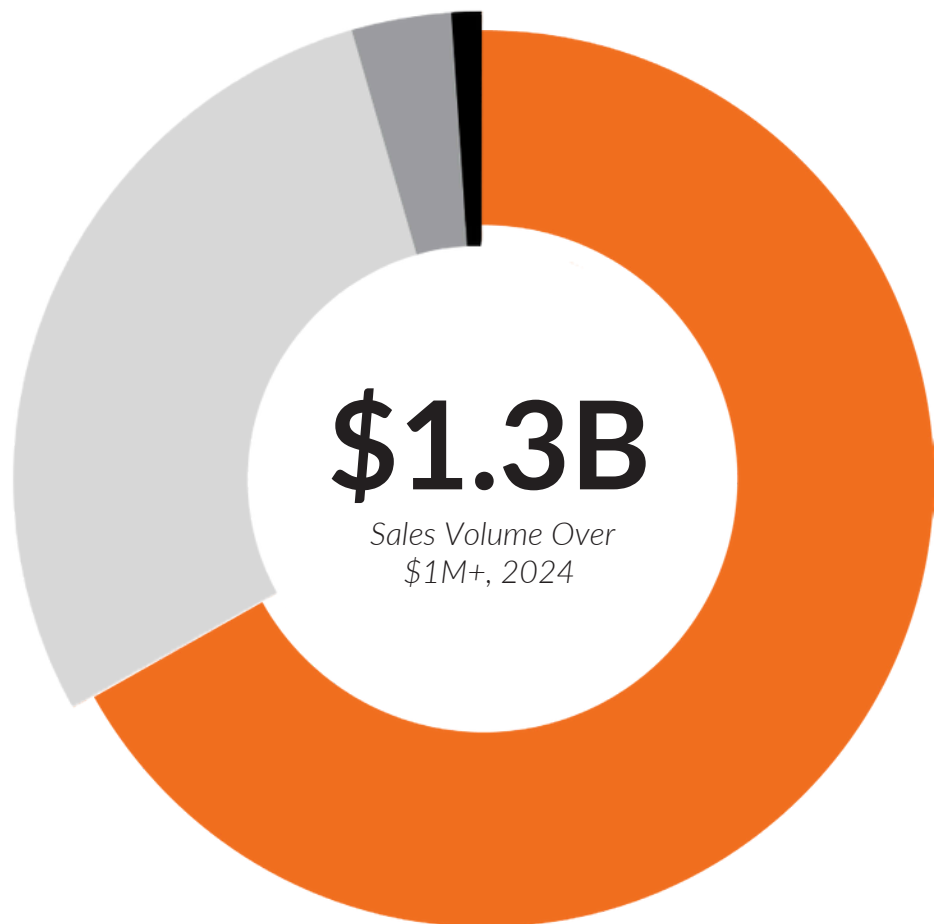
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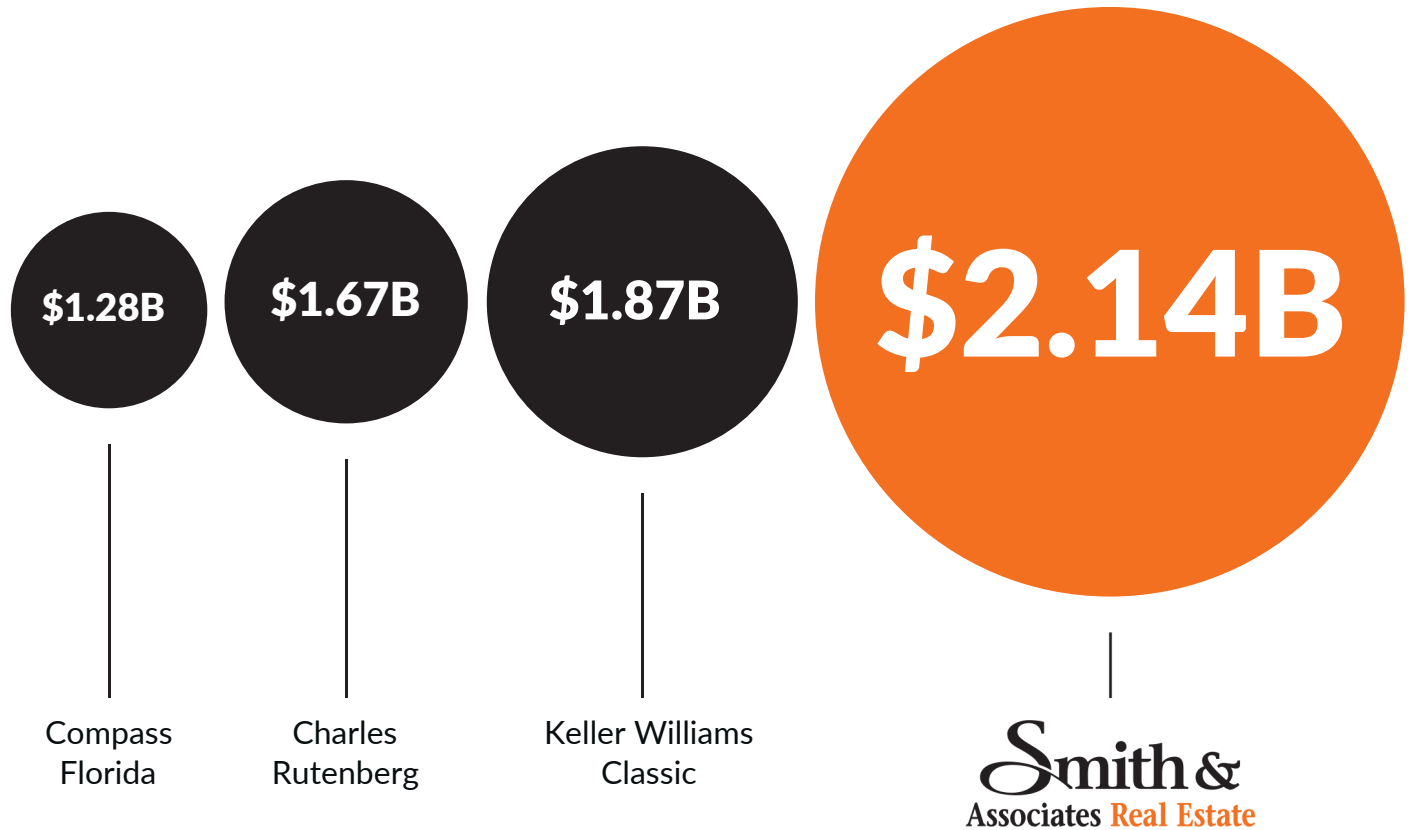
Luxury Service At *Every Price Point*

Luxury isn't defined by price—it's defined by experience. At Smith & Associates, every client receives exceptional service, no matter the size of the transaction.

BROKERAGE SALES BREAKDOWN 2024 CLOSINGS

- Up to \$1M
- \$1M - \$3M
- \$3M - \$5M
- \$5M+





#1 Brokerage in Tampa Bay

Smith & Associates leads the market in residential sales, with the highest closing volume of any brokerage in Hillsborough and Pinellas Counties combined. When it comes to high-end real estate, Smith is the trusted name across Tampa Bay.



Step-By-Step Guide To A Successful Sale

1 PREPARATION

We refine pricing and presentation to position your home for a top tier offer.



2 ACTIVATION

Our marketing engine creates maximum exposure to drive interest from qualified buyers.



3 NEGOTIATION

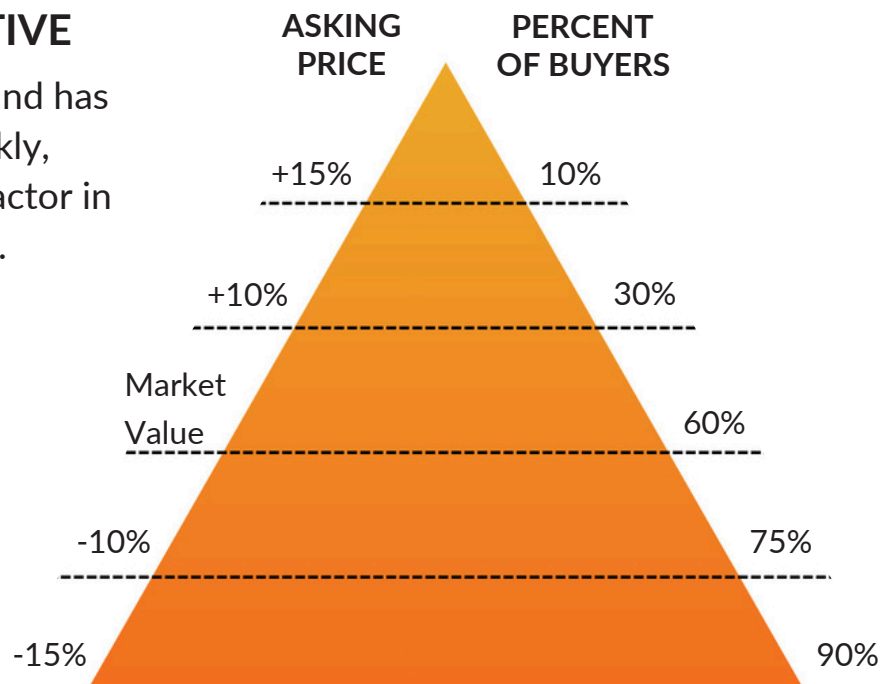
We advocate for your priorities, securing the strongest possible terms, price, and timeline to meet your goals.

Pricing Your Home

The right price gets the best results. Your property needs to be priced correctly from the very start. We will present a thorough comparative market analysis (CMA) to help determine the optimal price. We use a mix of software and localized knowledge to determine the right pricing strategy for your property.

THE PRICE DERIVATIVE

Every property will sell and has the potential to sell quickly, and the price is the #1 factor in controlling this outcome.



UNLOCK THE FULL POTENTIAL OF YOUR GREATEST ASSET

Smith & Associates consistently sells homes off market through a trusted network of qualified buyers. This discreet approach offers valuable pricing insight, preserves privacy, and allows for a seamless sale without public exposure. It's a refined strategy tailored for flexibility and results.

\$289M

Off Market Volume, 2024



Marketing That Generates *Results*

At Smith & Associates, every listing is backed by a proven marketing process built to attract the right buyer, whether they are across the street or around the world.

330K

Smithishome.com Visitors

13M+

Social Impressions

450K

Video Views

1.1B

Press Views

1.1M

Print Impressions

75K

Email Subscribers



Stunning Media

We utilize high-end photo, video, and 3D media capture to showcase your home at its absolute best.



LP LUXURY
PORTFOLIO
INTERNATIONAL

THE WALL STREET JOURNAL
WSJ

MANSION
GLOBAL

MarketWatch

FT FINANCIAL
TIMES

JAMES EDITION

居外
Juwai.com

BARRON'S
PENT

Leading REAL ESTATE
COMPANIES
OF THE WORLD®

MAYFAIR
International Realty

realtor.com

SUNCOAST TAMPA
ASSOCIATION OF
REALTORS®

ADWERX

ListHub

WeChat

MLS.COM
AMERICA'S REAL ESTATE PORTAL

COUNTRY LIFE

condo.com

Zillow

LandWatch™

trulia

Rocket BACK

REAL ESTATE
WEBMASTERS

Homes.com™

movoto High

Your Home
Everywhere

StellarMLS

Your home will be seen on over 1,000
real estate websites around the world.

MARKETING ACTIVATION

Worldwide Reach with Measurable Impact

Our exclusive partnerships ensure your home reaches qualified, affluent buyers worldwide.



550 Brokerages Spanning 70 Countries



200 Luxury Brokerages in 50 Countries



450 Affiliated Offices Worldwide

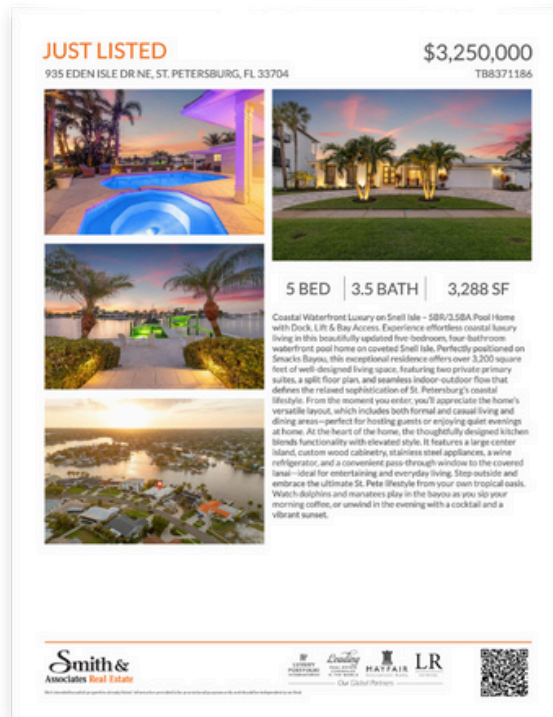
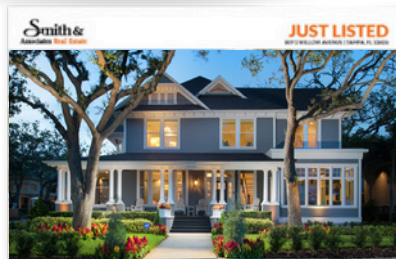
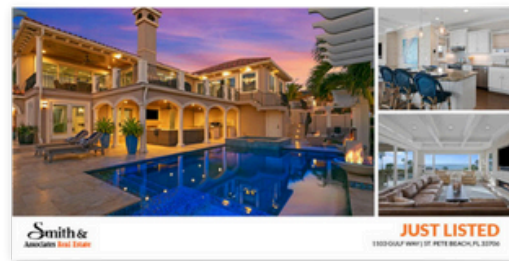


600K+ Global Social Media Following

Scroll-Stopping Marketing

From beautifully crafted organic content to strategic paid campaigns and hyper-targeted placements in niche Facebook groups, our digital approach is designed to capture attention—and keep it. Every post, ad, and placement is thoughtfully executed to elevate the property and engage the right audience.





Designed to *Impress*

Every property we represent is supported by thoughtfully designed print materials that reflect its unique character and value. Our collateral strategy ensures your home makes a lasting impression—whether it's in a mailbox, on a doorstep, or seen from the street.

MARKETING ACTIVATION

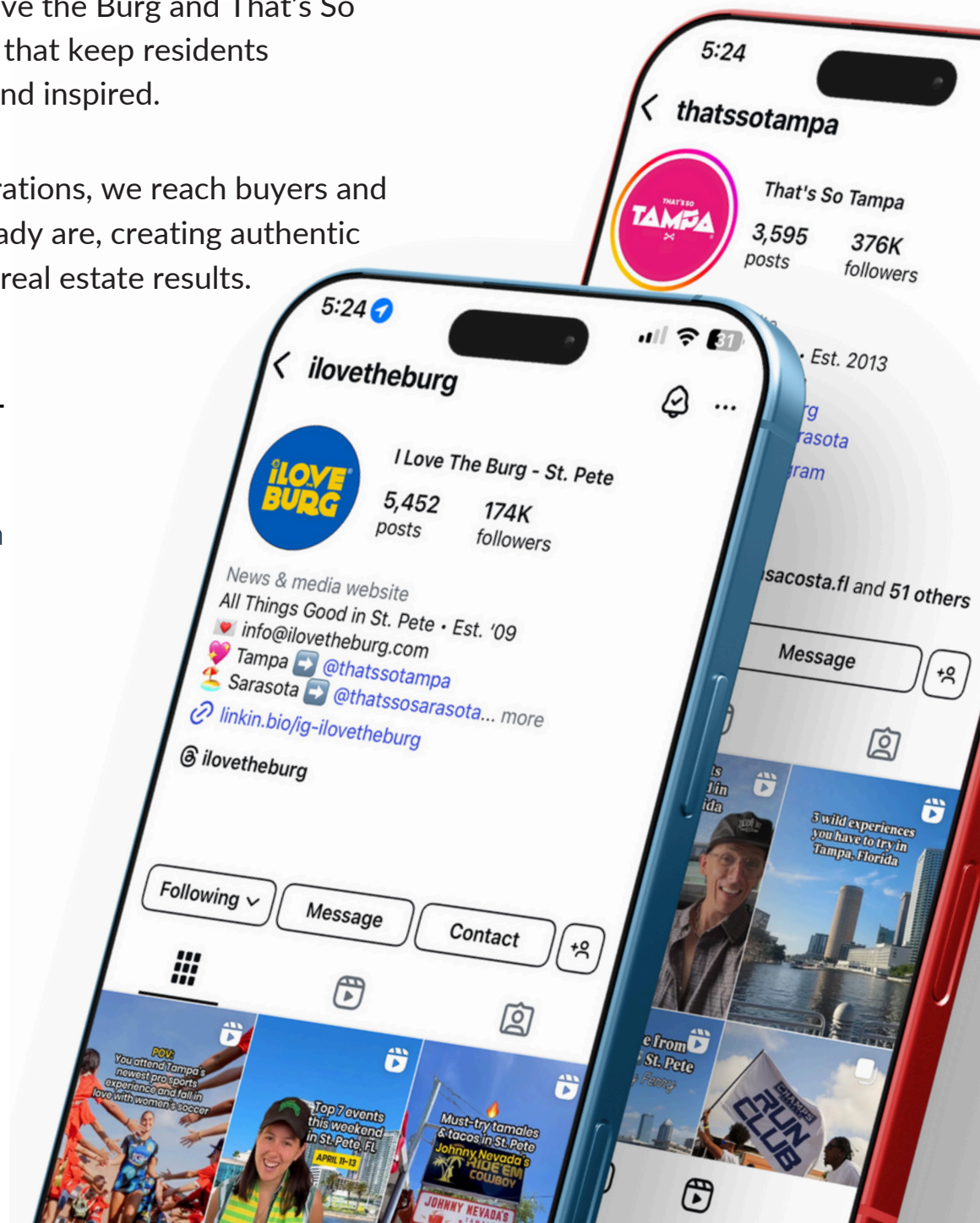
Local Media, Lasting *Impact*

As a locally rooted company, we know the power of speaking directly to our community. That's why we've formed exclusive partnerships with beloved local platforms like I Love the Burg and That's So Tampa—trusted voices that keep residents connected, informed, and inspired.

Through these collaborations, we reach buyers and sellers where they already are, creating authentic connections that drive real estate results.

500 K+

Combined Followers In
Our Local Network



Premium Placement, Serious Attention

For properties that merit broader attention, we leverage strategic partnerships with premier local, national, and international media outlets to extend their visibility.



MARKETING ACTIVATION



Our Commitment *To Community*

Tampa Bay isn't just where we work; it's where we live too!

Smith & Associates Real Estate has supported hundreds of local causes and continues its commitment to making Tampa Bay a better place to live, work, and play for all.

Smith & Associates' community giving program is designed to build strong partnerships with non-profit organizations, civic organizations, and other local organizations that are striving to make a difference, focusing on three elements: Volunteerism, Sponsorships, and Foundation Grants.



198+

Nonprofit Partners

\$2.14 M

Grants, Sponsorships,
& In-Kind Donations



SMITH GIVING

Most *Convenient* Way to Move

Our integrated services are thoughtfully curated to support a streamlined, well-managed transaction. From trusted mortgage and title partners to premier insurance and relocation resources, every detail is handled with care—so you can move forward with confidence.



MORTGAGE

Our trusted mortgage partners bring years of local expertise and offer a wide range of loan programs customized to each client's needs.



CLOSING

Integrated title services deliver fast, accurate closings—supporting a smooth process from contract to keys.



INSURANCE

Experienced insurance partners tailor coverage to protect what matters most—at the most competitive rates available.



RELOCATION If you're relocating out of Tampa Bay, our Relocation Services will connect you with a carefully vetted agent in your new city—ensuring expert guidance and a smooth transition every step of the way.



2020 BRIGHTWATERS BOULEVARD | SOLD FOR \$6.8M

Over 10,000 *Five-Star Reviews*

Over 90% of our business comes from referrals and repeat clients — a testament to the trust we've built. In a competitive market, Tampa Bay's most discerning sellers choose Smith for our unmatched insight and performance. We look forward to serving your real estate needs.

SMITH IS HOME