

## About Tony Anderson

I have been in real estate for about two decades. My objective is to succeed together with you. But you are likely curious about my background, experience and credentials.

First a little history about me prior to my real estate career. Before real estate, I spent many years in the telecommunications industry. I assisted in the development of cellular telephone service providers in Indiana, West Virginia, Michigan and Florida. This was during the infancy of the cellular industry. Prior to that, I was a senior accountant with the largest food wholesaling company in the world.



So, real estate is my third, and final, career.

A Tampa Bay resident since 1996, I started my real estate career as an investor and "flipper" in the early 2000s. That experience provided an invaluable source of information to help guide other real estate investors.

In 2005 I became a licensed Realtor. Initially inspired to guide my own investment strategy, the market soon changed, and we endured the real estate crash. My real estate aspirations also changed and I devoted myself 100% to assisting home sellers and buyers.

With the shifting market, I then spent about four years selling bank owned foreclosures. In addition to assisting sellers and buyers to find their new homes, I continued to navigate the investment property market - this time for their "flipping" opportunities, not mine.

In 2012 I was recruited to manage a branch office for an independent brokerage. Over the next four years we grew into a top producing office in Pinellas County.

I made the decision in 2016 to open my own brokerage. After extensive research I chose to align with NextHome. As a new and innovative brokerage, NextHome provides the technology, marketing, branding, products and culture that I find most effective to serve customers in the best way possible.



NextHome Gulf Coast was the 100th franchise of NextHome in 2016. And over time we also opened their 200th and 500th franchises. Today we have three NextHome Gulf Coast offices. They are located in Largo, St. Petersburg, Indian Rocks Beach. And we will soon be in Dunedin.

Our team at NextHome Gulf Coast has sold hundreds of homes in the Tampa Bay area. We have been privileged to assist sellers and buyers achieve their real estate goals and realize the lifestyle they desire in the homes where they live.

Over the course of my real estate career, I have strived to improve my skills and increase my education in all areas of the industry. An effective way has been to consistently train on current topics, trends, and issues which, in turn, has allowed me to obtain a number of industry designations and certifications.

My signature is often followed by all or some of these letters:

**ABR, AHWD, CARES, CDPE, CLHMS, CNE, CPRES, e-PRO, FMS, GRI, MRP, PSA, RSPS, SRS, SFR**

They each indicate an industry designation or certification that I have achieved. Here is a brief explanation of what they represent:

GRI - in 2006 I earned the Graduate Realtor Institute designation from the National Association of Realtors after successfully completing a rigorous program of course work covering many facets of real estate. Only 15% of all Realtors have earned the GRI designation.



SFR - I earned the Short Sale and Foreclosure Resource certification in 2010. SFR training and certification provides agents with critical skills to help sellers maneuver the complexities of short sales and help buyers pursue short sale and foreclosure opportunities.

CDPE - A Certified Distressed Property Expert has a thorough understanding of foreclosure avoidance options available to homeowners. CDPEs can provide solutions, specifically short sales, for homeowners facing market hardships. I earned this designation in 2011 to more effectively assist struggling homeowners.



**CERTIFIED DISTRESSED  
PROPERTY EXPERT®**



CNE - I added the Certified Negotiation Expert designation to my credentials in 2012. CNE designation graduates gain professional negotiation techniques, approaches, and skills to achieve the best possible outcomes given the market situation for the client's personal situation.

e-PRO - I became a National Association of Realtors e-PRO in 2012. By becoming an e-PRO my sellers and buyers can be confident that I use the most advanced real estate technology to provide exceptional service to clients.



CPRES - In 2013 I obtained the Certified Probate Real Estate Specialist certification. CPRES training and certification provides agents with the critical skills necessary when assisting buyers and sellers dealing with properties in probate.

PSA - I earned the Pricing Strategy Advisor certification in 2017. By obtaining PSA, I enhance my skills in pricing properties, creating marketing analysis of properties, working with appraisers, and guiding clients through the anxieties and misperceptions they often have about home values.



ABR - I earned the Accredited Buyer Representative designation in 2019 by completing a series of courses and demonstrating a history of successful transactions as a buyer's representative. ABR provides valuable real estate education that elevates skills and knowledge in the perspective of home buyers.

SRS - In 2020 I earned the Seller Representative Specialist designation by completing a series of courses and demonstrating a history of successful transactions as a seller's representative. SRS provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace.





RSPS - The Resort and Second-Home Property Specialist is a National Association of Realtors Certification, and allows buyers and sellers to have confidence in the ability of a REALTOR® who specializes in buying, selling or management of properties for investment, development, retirement, or second homes in a resort, recreational and/or vacation destination, to assist them with their search. I earned this certification in 2020 to better serve my clients.

CLHMS - In 2021 I completed a thorough training and certification course through the Institute for Luxury Home Marketing to earn the Certified Luxury Home Marketing Specialist certification. Recognized as the mark of accomplishment in luxury markets around the world, the CLHMS designation assures affluent buyers and sellers that the agents who have earned it have the knowledge, experience, competence, and confidence they require.



MRP - When military staff and their families relocate, the services of a real estate professional who understands their needs and timetables makes the transfer easier, faster, and less stressful. I earned the Military Relocation Professional certification in 2022. This helps me when working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support.

AHWD - The At Home With Diversity certification, that I obtained in 2022, addresses the topics of diversity, fair housing and business planning development. This helps me to assess and understand attributes of diversity in local markets and associated impacts on the real estate industry. I strive to earn the confidence of potential buyers and sellers, regardless of race, ethnicity, religion, gender, handicaps, familial status or national origin.





CARES - In 2022 I earned the Certified Accessibility Real Estate Specialist certification to get a greater understanding of disability and accessibility laws in the United States, types of disabilities and independent living support systems. It also helps me to understand the types of property in need, incorporating phases of safety, how to find funding resources, and how to create a team to assist with designing and building.

FMS - The goal of the military specialist certification program is to educate Florida's Realtors so they can help active military, reservists, military retirees and their families with the complex issues they may face when it comes to buying or selling a home, finding a place to live or dealing with home loans. My most recent designation, I earned this credential in 2022.



In 2019, NextHome, in conjunction with the National Association of Realtors® (NAR) developed a program to allow NextHome brokers to become Certified Instructors. The first of its kind, this program enables NextHome offices to become National Association of REALTORS® approved sites where they can teach the NAR Accredited Buyers Representative (ABR) course to other Realtors®. As a result of completing the inaugural training course, I was one of just 35 brokers in the United States to become a certified trainer.



## *Awards & Recognition*

### **Personal Awards**

2022 Premier Sales Award  
2021 Premier Sales Award  
2020 Premier Sales Award  
2019 Premier Sales Award  
2017 President's Circle Award  
2016 Master's Club Award



### **Brokerage Awards**

2022 Pinnacle Award  
2021 Diamond Pinnacle Award  
2020 Pinnacle Award  
2019 Pinnacle Award  
2018 Pinnacle Award  
2017 Pinnacle Award

*If you are a professional dedicated to the real estate industry and determined to maintain total honesty, integrity and hold the interest of your clients above all else, my team and I at NextHome Gulf Coast would be honored to discuss partnering with you to achieve your real estate goals. Thank you for the opportunity to present this information. Please do not hesitate to contact me if I can assist you in any way.*

**Tony Anderson | Broker/Owner | [TonyAndersonRealtor@gmail.com](mailto:TonyAndersonRealtor@gmail.com) | 727.251.3268**