

TOP AGENT MAGAZINE

SCOTT PICKERING

A longtime resident of Tarpon Springs, Scott Pickering has always been drawn to helping others. He began his career in the hospitality industry, serving as a regional chef for the Cheesecake Factory. But over time, he found himself seeking a new opportunity that still spoke to his service-oriented mindset while affording him time to be there for his family. At his wife's encouragement, he decided to pursue his real estate license—and sure enough, he fell in love with the business. He's been going strong ever since.



Today, Scott leads the Pick Your New Home Team, powered by Keller Williams Luxury International, where he assists clients throughout Hillsborough, Pasco, and Pinellas Counties and the surrounding areas. Having uncovered a distinct niche in the luxury real estate market, he and his boutique team have established a hands-on process to meet the needs of any buyer or seller.

When listing a property, Scott offers his clients a comprehensive strategy. After helping them fully prepare their home for the market and providing a suite of professional photography services, he shares their listing to Keller Williams Realty's extensive network of more than 300 syndicated websites. From there, he drives the process towards a weekend of standout open house showings which are sure to generate multiple offers for his sellers and maximize their value on the market.

But Scott is just as devoted to his buyers, leveraging his in-depth knowledge of the region to uncover the right investment for their best interests. Moreover, he is there for his clients long after the sale, standing as

an ongoing resource for contractor referrals and providing long-term support for their new homes. This compassionate approach has earned him a tremendous reputation throughout Florida, with the vast majority of his volume coming from repeat clients and referrals.

But with his team having completed \$17 million in volume last year alone, Scott remains focused on the values that have anchored his accomplished career in the first place. "In this day and age, it's

important that people stay connected," he says. "Our team is about great service and personalization. Above all, I want to get to know my clients, and I want them to know me. My buyers and sellers have seen my kids grow up, and they've truly become my friends."

Outside his career, Scott is committed to his community. Having previously been a member of his local Rotary Club, he currently coaches Little League in his hometown. When he's not with clients or giving back, he can be found spending quality time on the water with his beloved family.

Looking ahead, Scott has a clear vision for the future of his business. On pace for a career year, he is excited to delve further into the luxury market while scaling his standards of service alongside the newest addition to his team, buyer's agent Heather Moore. But most of all, he looks forward to the new friendships that await on the coast. "Hospitality makes the world go round," he says. "With real estate, I'm able to get up every day and help somebody, and there's nothing more positive than cultivating those lasting friendships with my buyers and sellers."

To learn more about Scott Pickering email scott_pick@yahoo.com, visit pickyournewhome.com or call (727) 386-3983