

THE RE/MAX Commercial Team

A PASSION FOR THE KEYS AND COMMERCIAL REAL ESTATE IS A WINNING COMBINATION FOR THE TEAM FROM RE/MAX ALL KEYS REAL ESTATE.

In 1979, Curtis Skomp was a teenager in Indiana who was presented with the chance of a lifetime. His dad purchased Atlantis marina on Long Key and wanted Curtis to come live with him. "I can still remember his phone call," Skomp recounts. "He said I could work at the marina and go to school in Key Largo. It wasn't a hard decision."

Skomp is a graduate of Coral Shores High School in Tavernier, where he played football and baseball. Coach Allen was the assistant principal and Skomp's baseball coach, while Coach Russell, the current Coral Shores athletic director, was his history teacher and football coach.

After graduating in 1982, Skomp earned his BA in Business Finance from the University of South Florida in Tampa. He then spent 10 years in the corporate world, working in sales and marketing for Procter & Gamble and PepsiCo. In 1992, Skomp headed back to the Keys and partnered with his dad to open a commercial real estate business in Key West. Skomp has been building his expertise and experience throughout the Keys over the past 28 years and has been the Owner/Broker of the RE/MAX franchise since 2013.

Greg and Rosanne Dully had to wait a little longer for their chance to move to paradise. It came in 2014, when their work and family responsibilities became more flexible, allowing them to move to Florida. They downsized and headed south with their 51-foot boat, settling in Islamorada. "It was our lifelong dream to move here," says Rosanne, 44. She and Greg pursued their dream of cruising and lived on their boat for a few years —"the sea was our home," Greg says—and quickly became part of the tight-knit community in the islands, joining the First Baptist Church of Islamorada and helping with its community ministry.

They had been successful real estate agents for more than 11 years in Point Pleasant Beach, N.J. helping individuals and businesses achieve their lifestyle and revenue goals in a community like the Keys. Before that, they managed government and national accounts at Verizon Wireless. They later went on to own an IT business that they continue to have a vested interest in, building relationships with top executives and government leaders. "Our experience in all aspects of real estate,

corporate and government sales, plus our work in the IT industry, had really set us up to hit the ground running in commercial real estate in the Keys," Greg, 50, says.

A few years ago, that opportunity materialized. A mutual friend connected the Dullys with Skomp, who was looking for hard-working, experienced real estate agents to form a commercial team. "Greg and Rosanne are exactly that, and we hired them on the spot," Skomp says. "They've been able to leverage my experience in commercial real estate, and bring in their own business. Together, we've established a successful business with RE/MAX and broker properties throughout the Keys."

They've built their business through financial and market expertise, professionalism, technology and long-term relationships. Roughly 50 percent of the buyers they work with are investors who have some connection to the Keys—maybe they fish and boat here, or own a second home. The other 50 percent are investors from around the U.S. and the globe.

One recent example is the buyer of a marina in Marathon. He had been bringing his big yacht to the Keys from the Midwest every year. He wanted a place to keep the family's yacht and RV, plus earn a return on his money.

Sellers have learned they can count on the RE/MAX commercial team to understand their property's value and deliver results. "Almost every property

in the Keys is unique and can be valued differently," Skomp says. "That's why it's important to work with local experts who understand the Keys market." The team's experience in the local market makes them capable of providing fast, accurate valuations.

Skomp and his wife Mariana, who is from Peru, have been married for 23 years and have a daughter, Mia, who is 17. The Skomps enjoy the waters of the Keys through boating and fishing, and they also love traveling and skiing in Colorado.

The Dullys have two children who live in Tavernier and two in New Jersey. They are active at the First Baptist Church of Islamorada, where Greg is a Deacon and Rosanne volunteers behind the scenes. They are avid boaters and enjoy sampling the Keys' great restaurants.

Looking ahead, Skomp is optimistic about the real estate market in 2021. The team just made a major announcement: their RE/MAX All Keys offices in Key West and Key Largo have merged with the largest RE/MAX office in Miami, with Skomp staying on as the local Co-Broker/Owner. The team is eager to help current and new clients achieve their goals in 2021 and beyond.



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