



Growing up with a family deeply entrenched in the mortgage, title, and development businesses, Melissa Cantway's transition to the real estate world was a decidedly natural one. Having always fostered an intrigue for the industry, Melissa earned her license in 2004 and just a year later earned her broker's license, as well. After successful tenures at a few top offices, Melissa decided to combine the best agent and broker practices from her broad professional experience and start her own company — Realty Professionals, Inc.

Today, Melissa leads an office of agents in the heart of Boynton Beach where she directs a tight-knit team of 25, in addition to fielding her own buyers and sellers as well. A native of South Florida, Melissa primarily serves the Palm Beach County area, with agents in her office specializing in virtually all the niche communities of the region. Additionally, Realty Professionals, Inc. boasts a luxury homes division specializing in homes valued at more than \$1 million and a commercial division for sales and leasing that offers proficiencies in industrial, retail/office, land, tenant representation, multi-family properties, and hospitality. Melissa and her team are guided by the straightforward principle of "Higher Standards," their motto and professional philosophy. "At our office, it's not about securing a customer for a single transaction, it's about building long term relationships," Melissa explains. "We want our clients to be clients for life. We are always training to stay up-to-date on our professional education in order to be on the cutting-edge of the market. We base our work on integrity, treating our clients with the highest level of respect, loyalty, and diligence — we're all about those core values." In that vein, each agent at Realty Professionals, Inc., is carefully and personally selected to match the office's culture of candid, forthright service.

With a robust rate of repeat and referral clients — amounting to nearly 100% — Melissa and her team prioritize personalized client service and the delivery of quantifiable results. Services are provided concierge-style, running the gamut of the modern buyer or seller's complete needs. "We coordinate their move, shop insurance rates, look at crime grids and school zones," Melissa recounts. "We offer our clients the ultimate package and become a 100% full-service resource." This full-spectrum approach is indicative of the seriousness with which they take

their role. Altogether, she and her team never fail to recognize that at the heart of every transaction is an individual or family working toward a new milestone. "Partnering with a real estate agent can be just as serious as partnering with an attorney or doctor," Melissa reflects. "Together with our client, we are working toward the American dream. When we represent buyers and sellers, we hold their risk in our hands."

To mitigate that risk, Melissa and her office of agents not only boast practical experience and in-depth market knowledge, but are also keen negotiators with a capable network of finance professionals at their disposal, in turn facilitating the buying, selling, and lending processes for their clients. What's more, Melissa and the agents at Realty Professionals, Inc., understand the value of clear, candid communication, so that all parties involved are adequately educated, informed, and up-to-date on the ins-and-outs of the buying and selling processes. "First, we ascertain our clients' goals and expectations and then we work from a place of integrity," Melissa says. "We don't inflate our clients' expectations; we tell the truth. We go the extra mile to be more strategic, to be better negotiators, to problem solve — all so that we can best support our clients and help them grow seamlessly into their next chapter."

Positioning her spirit of service toward her community, Melissa and her team partner with a variety of local charitable and civic engagements, from supporting awareness-raising breast cancer research walks to volunteering at area schools, Samaritan's Purse, and Operation Christmas Child. As for the future, Realty Professionals, Inc., recently began offering title services through their latest imprint, The Title Group, LLC. What's more, additional area office locations are still to come and Melissa is always open to welcoming capable, like-minded agents, taking the time to meet privately with REALTORS® interested in exploring their professional options through Realty Professionals, Inc. In her free hours, Melissa enjoys spending quality time with her husband and two children. Together they enjoy beach visits, exploring classic car shows, hosting gatherings with family and friends, and traveling the scenic state of Florida.

With more than a decade of experience under her belt — along with hands-on insight earned from multiple angles in the industry — Melissa has built a flourishing, client-centered enterprise that provides an invaluable service to her community. Grounded by an ethos of accountability, accessibility, and execution, the years ahead are sure to remain bright for Melissa Cantway and Realty Professionals, Inc.

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