



REALTOR® Nikki Hanna, M.S. expertly leads her team, The Nikki Hanna Real Estate Group, as they help clients navigate their real estate transactions all over Florida. Born and raised in Hollywood, Nikki has been an active member of her community and has had her hand in countless aspects of both business and real estate for more than two decades.

Nikki's introduction to the industry began with buying and flipping properties 20 years ago. After moving on to become the owner and operator of several gyms, she found a niche aiding others with leases and finding real estate to open their own health and wellness centers before becoming a full-time agent. Today, she leads her team of agents with the guidance and support they need to succeed in their own businesses. Nikki is passionate about teaching and mentoring, and she doesn't limit that to just agents. She skillfully guides her clients with strategic planning and acts as an advisor, a huge asset to have during fluctuating markets. And with her no-nonsense and upfront approach, she's never timid when it comes to negotiating the best deal for her clients.

With her vast knowledge of the local market and her educational background — a Master of Science in Business Administration and Leadership, along with a Bachelor of Science in Business Administration from Nova Southeastern University — Nikki has been able to assist clients through a wide array of transactions. Her experience runs the gamut ranging from luxury homes and residential homes, to commercial properties, HOA properties with community issues (she is HOA Florida Board Certified and has a certificate from Florida Atlantic University in Tourism and Hospitality), probate, divorce home sales, VA buyers, first responder buyers (she comes from a family of first-responders), relocation, off-campus housing and everything in between. She prefers it this way, rather than limiting herself to one certain type of transaction. "We're here to do what we do best — help clients sell, make money on their investments

and then take that money to reinvest it in real estate," explains Nikki. "I want to set them up for success. We are the team of a higher form of realty."

Nikki has implemented extensive marketing tools and strategies that allow her and her team to set up their sellers to get the highest and best deal for their home, which have provided her with unmatched leverage when it comes to successfully educating, advocating and negotiating for her clients. This has resulted in an impressive 80% referral rate. "Clients choose to work with me because I'm honest and straightforward," Nikki says. "My success is based on what you sell your house for, so I'm going to give you all the facts to look at things from every different angle. I recommend a pre-home inspection and in some cases a home appraisal."

Having lived in Broward County her whole life, it's important to Nikki that she's involved in her community. She was employed as the Chief Executive Officer for the Davie-Cooper City Chamber of Commerce and was the former Chair of the Broward County Council of Chambers. Additionally, Nikki has been a member of the Coral Springs Parkland Chamber and is currently board president of a Plantation Home Owner's Association. She makes it a point to support small businesses and prefers to utilize the services of local vendors as a way on ensuring the success of the community as a whole. Nikki also dedicates her time to volunteering with a variety of organizations such as Just Paws, Plantation Women's Club and Pink Angels.

In the future, Nikki looks forward to continuing to mentor and develop new agents as she expands her team of agents. "We understand that every buyer and seller is unique and we offer a wide range of options to meet those individual requirements. Right now our team is one of the leading and most-sought after real estate groups in the local market," Nikki says, making this the perfect time to grow and provide their exceptional service to potential clients throughout the state of Florida. "Interview us and see the difference!"



## NIKKI HANNA, M.S.

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