

Dante DiSabato

Broker associate, William Raveis Real Estate

'We Not Me!' approach serves both buyers and sellers of high-end properties

WHO HE IS

REAL ESTATE PROFESSIONAL:
Dante DiSabato, broker associate
William Raveis Real Estate

SPECIALITY: High-end properties in SWFL, with a focus on Olde Naples, Moorings, Park Shore and Port Royal

YEARS IN BUSINESS: 7

When did you begin your real estate career?

I started in 2009 learning the business but really started general real estate sales in 2012. It's about seven years now fulltime. I love it more every day.

Where do you see the real estate market moving in 2019-2020?

The major high-end markets have a lack of good inventory out there right now. Anything new or updated that is priced right goes fast. We actually had a very busy summer. Prices are steady, however will start to creep up with interest rates going lower, inventory down and demand still high. I am very excited for the fourth quarter of 2019 and beyond.

What are some of the ways you differentiate yourself from other area Realtors?

I create a relationship with my customers and work together to accomplish a common goal of buying or selling to make them happy. It's a WE NOT ME! approach. I am not in this for one sale, or two sales — this is my career, and I plan to be here long enough to help my clients' kids and grandkids.

What is something people might not know about you?

I have an English bulldog. Her name is Kibbi — and she hasn't helped my golf game at all.

What neighborhoods do you specialize in, and what makes them unique?

Well, I don't specialize in one



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neighborhood but focus on high-end real estate in all of Southwest Florida. I do, however, develop properties and focus mainly in Olde Naples, Moorings, Park Shore and Port Royal. These areas are special due to the lifestyle they offer to the buyer based on their location: close to the beach, shopping, dining and all of the other activities that make Naples world famous.

What makes you the best at what you do?

I am constantly learning and I think of ways to be better. And am always authentic. I create genuine relationships with customers and continue those relationships well past the sale. In other words, I actually care. I start my days early, often around 5 a.m., and constantly check the market for new listings. I even drive around area neighborhoods in case something special pops up that's not on the MLS.

What was the last big achievement your career celebrated?

I was just ranked second in my entire company at William Raveis Real Estate out of 4,000 agents, 36th out of 170,000 agents in Florida and in the top 1% of the top 1% of North America for volume in 2019, based on more than \$60 million in sales for 2018.

What was your biggest challenge last year, and what did you learn from it?

My biggest challenge last year was a couple deals that didn't come together. I had my best year ever but still could have done more. I am very lucky and blessed to where I am, but I am learning to become better and look forward to growing as a professional.

How do you measure success, and over what time frame?

I measure success based on my personal and professional goals. I

have long-term and short-term goals and always continue to strive for success. But I don't compare myself to other agents; I am in competition with myself, and I focus on what is important to me. With that said, a large part of those goals is to be the best agent my clients have ever dealt with. I've only been doing this for about seven years, but I plan to be around for many decades to come.

What ways do you give back to the community?

Over the years I have been a supporter of the James Cancer Hospital at Ohio State and The Shelter for Abused Women and Children here in Naples; I recently joined the board of the Purple Jacket Foundation that benefits the Shelter, and we are hosting the first annual charity golf tournament this year at Grey Oaks Country Club. ■



WILLIAM RAVEIS
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DANTE DISABATO
BROKER ASSOCIATE

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