

## Dean Saunders, ALC

Licensed Real Estate Broker, Realtor®



Dean Saunders, owner of **Coldwell Banker Commercial Saunders Real Estate** (CBCSRE) is a Licensed Real Estate Broker, ALC (Accredited Land Consultant), Realtor®, and CCIM Candidate.

Saunders has been working in real estate since 1982. Starting the company in 1996, the business has grown into a noted commercial and land real estate brokerage in the state of Florida.

Saunders comes from a sixth-generation Florida agricultural family; earned a BSA from the University of Florida in Fruit Crops, Food and Resource Economics; and is a former legislator who assisted in the creation of important property rights and conservation legislation.

He served as Agricultural Liaison, Special Assistant, and Director of External Affairs to US Senator Lawton Chiles and then Governor Chiles.

He is the former chair of the Florida Real Estate Commission (FREC) who oversaw nearly 200,000 real estate licensees and in 2001 was one of 1,000 brokers nationwide to be certified as an Accredited Land Consultant (ALC) by the Realtors® Land Institute (RLI). He is past president of the Florida Chapter of Realtors® Land Institute.

In 2003, Saunders was selected along with Alan Greenspan, then four-term chairman of the Federal Reserve Board, as one of the exclusive nine "Notables" by the National Association of Realtors®. As a Notable, Saunders was considered by his peers to be among the influential impacting real estate nationally.

Saunders is a member of the CCIM Institute Real Estate and is near completion of the extensive requirements to become a Certified Commercial Investment Member (CCIM).

As an industry expert, Saunders is often published and quoted in a variety of respected journals, such as the Florida Real Estate Journal and Florida Trend. Saunders authored the benchmark and award-winning consumer publication *We Create Solutions: A Primer on Conservation Easements* and annually produces a popular real estate conference on a variety of current real estate market subjects.

## Awards

- 2007 CBC Company Commercial Elite Award
- 2007 CBC Top Two % Globally
- 2007 CBC Top 5 Producers Regionally
- 2007 CBC Circle of Distinction Platinum
- 2007 FGCAR (Florida Gulf Coast Association of Realtors®) Pinnacle Award - #2 Top Land Producer
- 2007 CFCAR (Central Florida Commercial Association of Realtors®) Hallmark Award - #1 Top Producer/Land
- 2007 CFCAR Hallmark Award - Top Overall in Sales
- 2006 CBC Unofficial #1 Top Producing Broker in the Global CBC Affiliate network noted by CBCSRE's President, Rick Davidson (brokers did not participate in the award calculations)
- 2006 CBC Company 1st South Region, 1st State, 2nd Nation
- 2006 CBC Company Commercial Elite Award
- 2006 CBC Circle of Distinction Platinum
- 2006 FGCAR Pinnacle Award - #2 Top Land Producer
- 2006 CFCAR Hallmark Award - Top 10 Overall in Sales
- 2006 CFCAR Hallmark Award - Top Producer - Land
- 2006 CFCAR Hallmark Award - Most Deals - Polk County
- 2005 CBC Circle of Distinction Platinum
- 2003 National Assoc. of Realtors® (NAR) Notable (along w/ Alan Greenspan, then 4-term chairman of Federal Reserve Bd.)
- 2003 Real Source Benchmark Award - Achieving Expert Status – Multi-Million Dollar Producer
- 2003 Real Source Benchmark Award - Achieving Expert Status – Conservation
- 2001 Award of Appreciation - Florida Dept. of Business & Professional Regulation - Florida Real Estate Commission Chairman 2001
- 1994 County Champion Award - Florida Assoc. of Counties
- 1994 Legislator of the Year - Florida Assoc. of Realtors®
- 1993 Legislator of the Year – AAA
- 1993 Freshman Friend of Education Award/Outstanding Leadership & Service to Public Education and School Employees by the FTPNEA (Florida Teaching Profession National Education Association)
- Other awards between 1992-1994: Home Builder Legislator of the Year and FFVA Legislator of the Year (Florida Fruit and Vegetable Association)