



2014 WHO'S WHO IN ATLANTA RESIDENTIAL REAL ESTATE



Allan MINTER

A committed top producer, Allan Minter's knowledge, enthusiasm and determination make him one of Atlanta's most preferred consultants.

In 2008, as the walls of real estate were crumbling and agents facing dire odds were fleeing the industry, Minter, now a 14-year veteran, saw the crisis as an opportunity to revisit the foundation of his business, and further reinvent his career.

"I had to step back, make some adjustments and get back to my roots," Minter recalls. "It was very humbling, but also a blessing, because I learned to become well-versed in all aspects of residential real estate all over metro Atlanta, instead of putting all my eggs in one basket."

This unique coupling of tenacity and an unshakably positive attitude has served Minter well throughout his tenure, helping him to negotiate upwards of \$100 million in sales volume to date and to regularly out-sell and even dwarf the national average. In recognition of earning Million Dollar Club status for 10 consecutive years, the Atlanta Board of Realtors awarded him the prestigious Phoenix Award in 2012.

For Minter, the difference is also in his ability to foster a genuine connection to others, allowing him to serve as a trusted consultant, no matter the time of day.

"Real estate is not a Monday through Friday, nine-to-five job, and it should never be treated as such," he says. "I am available whenever I'm needed, and know my listings and markets like the back of my hand."

Minter is on track for a record-breaking year, on a business and personal level. He is on track to surpass his \$13 million in sales volume from the previous year, and he and his wife Ana are now proud parents to baby Stella, who was born in April. The devoted family man and exercise enthusiast loves the improvisation required in the industry and believes in quality over quantity when it comes to working with clients. "It's simple: If you take the best care of your clients, it will come back to you," he says.

ALLAN MINTER

SENIOR MARKETING CONSULTANT
HARRY NORMAN, REALTORS