

May 9 - We are very pleased to announce that Lawrence Middleton and Kristin Cavella have affiliated with William Raveis Real Estate where they have officially launched the **Middleton-Cavella Team**.

“We are ecstatic to have Lawrence and Kristin join us, they are exceptional individuals, and both are highly successful professionals in their luxury real estate careers across Lee and Collier Counties selling over \$500 million in Southwest Florida real estate,” says Molly Lane, General Manager of William Raveis in Florida.

Lawrence, a Florida licensed REALTOR® with more than 20 years of experience, joins Raveis from his distinguished position of Sales Manager for Mediterra Realty of London Bay Homes, where he achieved a remarkable track record of success and built a lifetime of lasting relationships and friends over the 13 years he spent there. “When I first met Kristin it was evident that her drive and passion to succeed was second to none. Kristin has proven this in her professional life, but most importantly in her private family life by demonstrating, both determination and will to overcome any obstacles in her way. Her devotion and guidance given to her son is apparent when you first meet him,” says Middleton. “When the opportunity arose for me to become Kristin’s partner it was if the puzzle was complete for both of us, not only in our business, but our personal lives to.”

Originally from Birmingham, England, Lawrence began his exceptional career in marketing and sales after being nominated for a Fellowship at The Institute of Sales Marketing & Management, the UK’s only professional body for salespeople which promotes standards of excellence in sales and sales management. Lawrence has received recognition from The Institute of Luxury Home Marketing and gained the Million Dollar Guild of Recognition and has also held two group sales Directorships prior to moving into real estate. Since that time, he has built an enviable career in real estate and has received many professional awards throughout his career, however, his true love belongs to his family, including his wife Andrea of 23 years and their three beautiful triplets girls who are expected to graduate from FSU in 2022, all of whom he eagerly shares his time with.

Kristin is originally from New England and shares Lawrence's keen business acumen, along with an energy, warmth and personality that serves as the hallmark for everything she touches. Kristin has a BS degree in Hospitality Management, and was recruited by The Ritz Carlton Hotel, where she held positions such as Director of Destination Sales and Marketing and National Sales Manager prior to joining developer WCI at on-site sales at Tiburon and later Mediterra. With 10 years of on-site sales with developers and another 10 years in general real estate sales, Kristin is known for providing the highest degree of dedicated personalized service and conducts herself with the utmost professionalism to deliver impressive results to her valued clients. Through her genuine dedication to the most prominent clientele seeking to acquire or sell properties within the Naples real estate market, she specializes in Residential and Distinctive Luxury Properties and Premier Golf Course Communities such as Mediterra, Tiburon, Quail West, and Talis Park to name a few. "I've had the pleasure of working with Lawrence for the past 15 years in different real estate capacities and I am always inspired by his work ethic and commitment to do what's best for his customers, even if it is the more difficult path," says Cavella. "Lawrence is more than a business partner to me; he is family and I'm blessed that his amazingly supportive wife and three beautiful daughters are also along for this awesome new chapter in our lives."

As the newly minted **Middleton-Cavella Team**, Lawrence and Kristin will represent prominent clientele seeking to acquire or sell luxury properties in premier communities with a specialization for Waterfront Communities, Golf Club Communities and Exceptional Residential Enclaves.

William Raveis Real Estate is the #1 family-owned brokerage in Florida and the Northeast and is recognized as the #1 Luxury Brokerage in Leading Real Estate Companies of the World: the world's largest real estate network. With a footprint that boasts 137 branch offices throughout the Northeast, from New Jersey to Maine, and Southwest and South Florida, William Raveis is the 7th largest brokerage in the US with over \$16 Billion in closed sales in 2020 and over \$2 Billion closed in residential mortgages.

For additional information on **William Raveis Real Estate** or the **Middleton-Cavella Team** please visit Raveis.com or contact Lawrence 239.949.8989 and Kristin at 239.821.6330.