

Joe C. Hembree

HEMBREE & ASSOCIATES



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Hembree & Associates is a full service commercial broker that offers property management and other services. How does that give you an advantage?

We work very diligently to make sure we are experts in the field. In addition to property management, we do sales and leasing, receivership work, tenant representation, and market research and consulting. I know properties from the ground up. I know what the numbers mean, the cyclics on roofs and what replacement costs are. I know how to value properties and evaluate best case scenarios for our customers.

How have you been able to help your clients weather a tough environment?

We have assembled the most experienced team of commercial real estate professionals in the bi-county area who continue to match people successfully with property solutions during the downturn. We pursue technologies, and personal connections, that allow us to keep on top of the market. We do a lot of work with banks, and people who are having issues with banks, to position the property to have the best outcome. With this level of expertise, Hembree & Associates has grown to 15 commercial

associates and is one of the largest commercial brokers in Sarasota and Manatee counties.

You mentioned that you place a large emphasis on listening.

We do. We listen to whoever has an interest in the property to find out what they want. Then we look at the property's current value and the encumbrances against it and try to marry those into an acceptable solution. We step back and find the common ground between the world as it is and the world they would like.

As a drilling Naval reservist, serving your country is still part of what you do.

That's true. I spent 66 days last year in the Middle East. I also am personally active in the community. Next year, I will be on the Board of Realtors. I am a graduate of Leadership Sarasota, a member of the Chamber's Leadership Council, and have served on committees for the Gulf Coast Builders Exchange and Young Professionals Group. I have a lot of optimism about our market and extreme pride in our community.