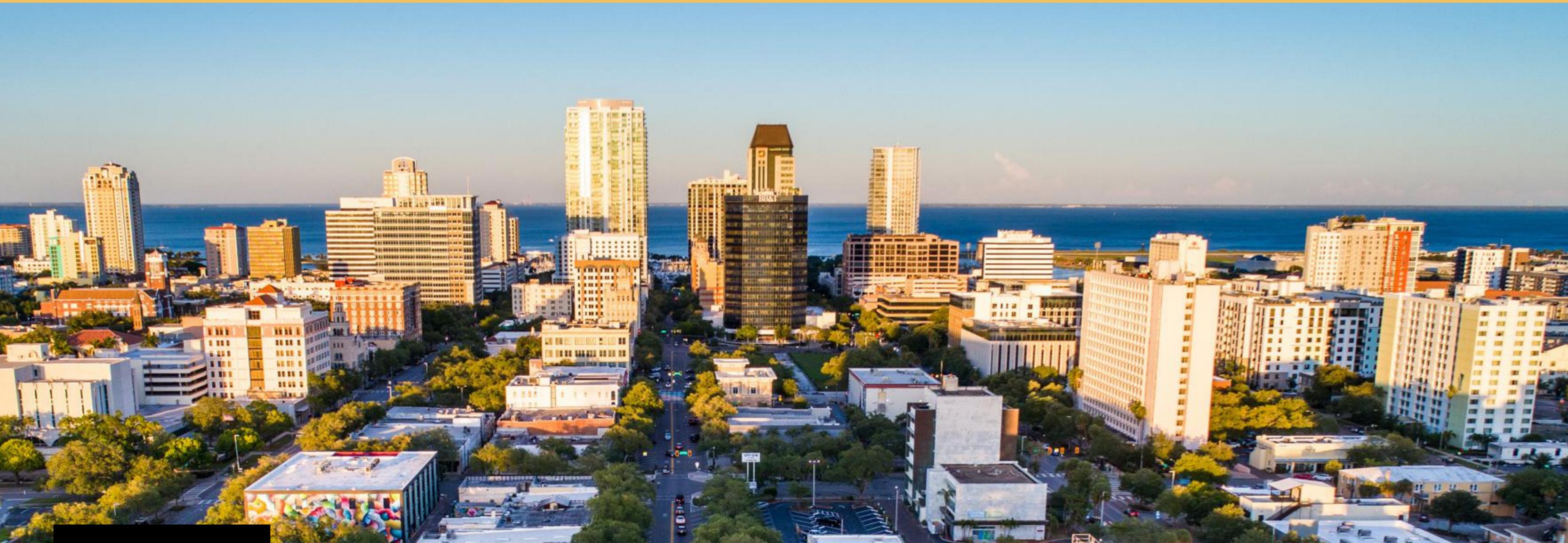


PROPERTY MANAGEMENT SOLUTIONS



SPITZER
RUTLAND

Smith &
Associates Real Estate

TABLE OF CONTENTS



About Us

- Core Values
- Philosophy
- Our Portfolio



Financial Management



Asset Management



Property Operations



Dynamic Marketing Services



Leasing



Tenant Relations



Real Estate Sales & Purchase



Testimonials



Contact Us



CENTRAL AVENUE
THE "600" BLOCK

ABOUT US



JASON SPITZER, J.D.

A St. Pete native, Jason grew up surrounded by the charm and sunshine of the city he still proudly calls home. After high school, he set out to experience life beyond Florida, attending Elon University in North Carolina, where he graduated in 2009 before earning his law degree from the Elon School of Law.

During law school, Jason spent a summer as a project manager for the acquisition of a 150-unit distressed apartment complex—a hands-on project that reignited his passion for real estate and set the course for his career. After graduation, he dove into commercial real estate sales in Greensboro, North Carolina, where he honed his expertise in property investment, development, and client relations.

Eventually, the pull of the Gulf Coast proved too strong to resist, and Jason returned to his hometown of St. Petersburg. Since then, he has built a reputation as one of the area's leading real estate professionals and serves as the leader of a top-producing team, Spitzer Rutland. Under his guidance, the team has become known for its collaborative culture, client-centered approach, and impressive results across both residential and commercial markets.

Today, Jason channels his legal background, leadership experience, and deep market knowledge into helping clients and team members alike navigate the dynamic world of real estate with confidence and clarity. He and his team have a broad range of experience handling sales, leasing, and property management for both commercial and residential properties. They are passionate about every facet of the industry, and are driven by the endless opportunities it provides to create value, build community, and make a lasting impact right here in the Greater Tampa Bay Area.

SPITZER
RUTLAND

Smith &
Associates Real Estate



MATT LANNI

REALTOR

Matt is a proud St. Pete Beach native and accomplished Realtor® with deep local roots and a genuine passion for helping clients make the most of life on Florida's beautiful Gulf Coast. Growing up here has given him an insider's understanding of the area's neighborhoods, hidden gems, and unique market trends—knowledge he draws on daily to guide buyers, sellers, and investors with confidence.

Before launching his real estate career, Matt spent 15 years in the hospitality industry, including 13 years at the iconic Don CeSar Beach Resort. There, he mastered the art of precision, professionalism, and five-star service—skills that now define his approach to real estate. Whether he's negotiating a sale, managing an investment property, or helping a family find their forever home, Matt's attention to detail and commitment to excellence ensure a seamless experience from start to finish.

Since joining the Spitzer Rutland team, Matt has built a reputation for his local expertise, strong work ethic, and client-first philosophy. Today, he specializes in residential sales, commercial leasing, and investment properties, as well as property management. His goal is simple: to provide every client with the same level of care and professionalism that has become his hallmark throughout his career.

SPITZER
RUTLAND



TOM KELLY

DIRECTOR OF OPERATIONS

In February of 2020, after two years of working on the brokerage team at RE/MAX Metro, Tom joined us at Spitzer Rutland as our Director of Operations.

Additionally, Tom has 10+ years of experience as a full-time Realtor® focused on providing exceptional customer service by getting to know his clients, supplying them with the information to make the best-informed decisions, and taking care of them from beginning to end, and beyond.

Tom is a member of the National Association of REALTORS® (NAR), and the Pinellas REALTOR® Organization (PRO), and has earned the Graduate REALTOR® Institute (GRI) designation. In 2016, Tom was named one of Washingtonian Magazine's "Best Residential Real Estate Agents" for customer service. He was also named as a Five Star Professional for customer satisfaction in the Washington Post Magazine.

Smith &
Associates Real Estate

SPITZER RUTLAND'S CORE VALUES

LEGAL

We strive to always be compliant with laws, regulations and policies, We endeavor to conduct ourselves in a manner beyond reproach, and are guided by what is right.

ETHICAL

Integrity and strict ethical standards are assured with us. We support and practice the professional standards of the National Association of REALTORS.

(visit www.REALTOR.com to read the code of ethics) and the Pinellas REALTOR Organization (PRO).

PROFESSIONAL

Our team is known for qualified, skilled and committed agents that provide the exceptional, service that is expected of a real estate professional.

RESPONSIBLE

Beyond the responsibility we have to our customers, our clients, our peers, & our profession, we recognize and embrace our broader responsibility to give back to our community through charity & volunteering, to be good stewards of the environment, and to protect & promote fundamental human rights for all.

SPITZER
RUTLAND

Smith &
Associates Real Estate

PHILOSOPHY

- Personal Concierge Service
- Honesty
- Care
- Help and Guidance

SPITZER
RUTLAND

MOUNT EVEREST AND THE SHERPAS

- The Sherpa people live high in the Himalayas of Nepal.
- They are experts in the local terrain, and are exceptional mountaineers.
- They are invaluable guides to all those who have, and who desire to ascend Mt. Everest and the other peaks of the Himalayas

LIKE THE SHERPAS, SPITZER RUTLAND AGENTS APPLY THEIR SKILLS, EXTENSIVE EXPERTISE, & KNOWLEDGE OF THE LOCAL AREA TO SERVE AS INVALUABLE GUIDES TO CLIENTS SEEKING TO ACHIEVE THEIR REAL ESTATE GOALS.

Smith &
Associates Real Estate

665 CENTRAL AVE.



SPITZER
RUTLAND

OUR PORTFOLIO

- 🔑 Approximately 30 Doors
- 🔑 Residential & Commercial Spaces
- 🔑 50,000+ Square Feet
- 🔑 \$15 - \$20 million in Assets

Smith &
Associates Real Estate

FINANCIAL MANAGEMENT

- Process rental income
- Review and pay invoices
- Maintain financial reports
- 24~7 Online account access
- Calculate CPI increases & CAM expenses

SPITZER
RUTLAND

Smith &
Associates Real Estate

ASSET MANAGEMENT

- 🔑 Recommend rental increases
- 🔑 Negotiate vendor contracts & services
- 🔑 Review vendor performance
- 🔑 Research comparable properties
- 🔑 Maximize Net Operating Income (NOI)



SPITZER
RUTLAND

Smith &
Associates Real Estate

PROPERTY OPERATIONS

- 🔑 Comprehensive Maintenance Services
- 🔑 Inspect Property / Recommend corrective action
- 🔑 Handle maintenance emergencies
- 🔑 Oversee renovations and repairs
- 🔑 Oversee subcontractors
- 🔑 Ensure compliance with regulatory requirements

SPITZER
RUTLAND

Smith &
Associates Real Estate

DYNAMIC MARKETING

- 🔑 Post on Databases: MLS, LoopNet, etc.
- 🔑 Broadcast Commercial Properties on CoStar
- 🔑 Multi-page Brochures with Neighboring Retail Maps & Demographic Data
- 🔑 Launch email blasts to brokerage community
- 🔑 Signage

SPITZER
RUTLAND

Smith &
Associates Real Estate

LEASING

LEASING ACTIVITIES

- 🔑 Lease negotiation and preparation
- 🔑 Collect deposits and oversee refunds
- 🔑 Enforce rent collection and terminations
- 🔑 Review landlord/tenant obligations

SPITZER
RUTLAND

Smith &
Associates Real Estate



TENANT RELATIONS

- 🔑 Powerful Screening Tools
- 🔑 Maintain communication with tenants
- 🔑 Prepare rent increase letters & other correspondence
- 🔑 Coordinate move-ins and move-outs

SPITZER
RUTLAND

Smith &
Associates Real Estate

REAL ESTATE SALES & PURCHASE

When you are ready to sell your investment or purchase others, our experienced team is ready to guide you through the entire selling or buying transaction process. We can also provide you with recommended mortgage sources and title companies ready to help you close the deal!



SPITZER
RUTLAND

Smith &
Associates Real Estate

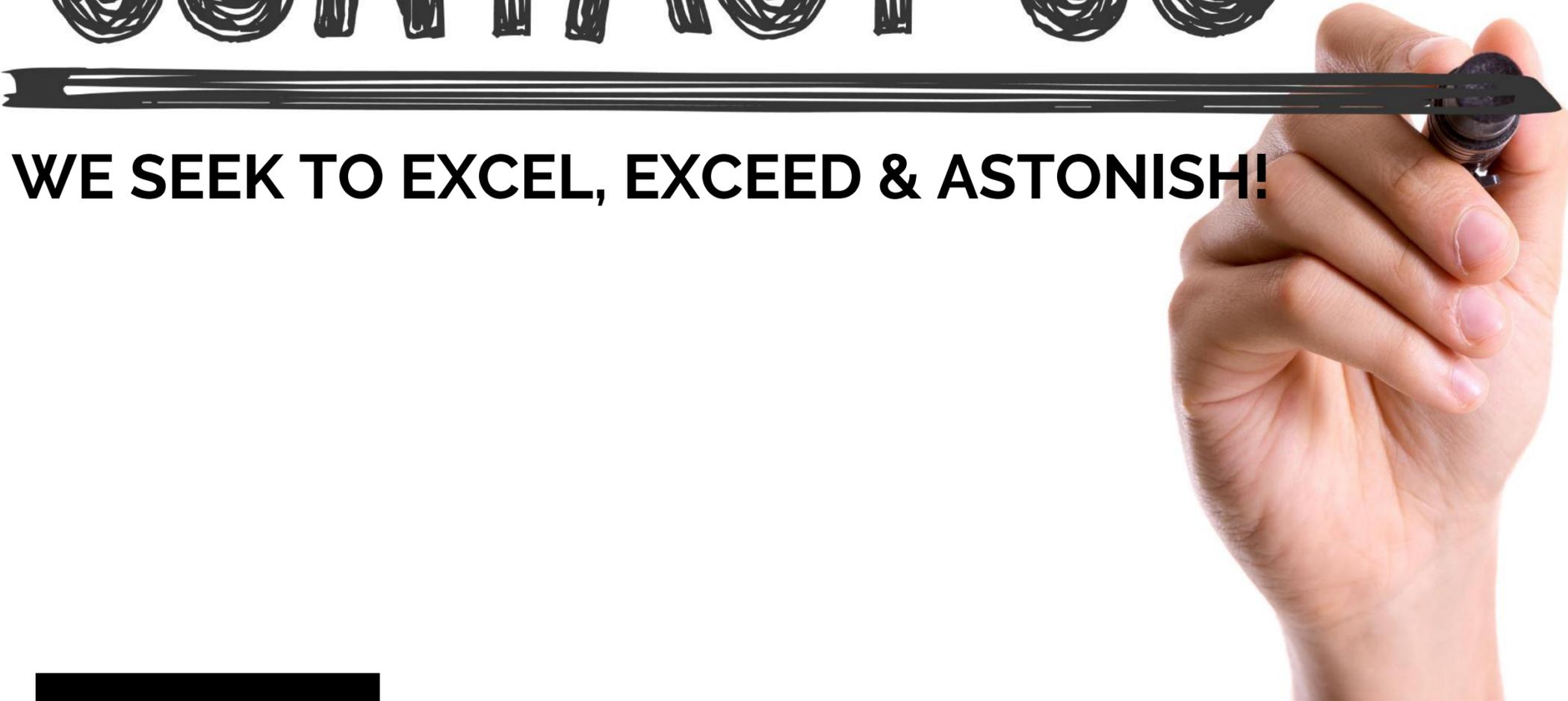


OUR REPUTATION DEPENDS ON CLIENTS LIKE YOU!

"Jason, big time kudos to you. Great job with the tenant negotiations and retention. Despite the difficulties of 2020 we are on a ROLL."

-- a satisfied Spitzer Rutland Property Management client

CONTACT US



WE SEEK TO EXCEL, EXCEED & ASTONISH!

SPITZER RUTLAND

(727) 336-0465

Info@SpitzerRutland.com

SpitzerRutland.com

SMITH & ASSOCIATES

1100 4th Street N.

St. Petersburg, FL 33701

(727) 342-3800

**SPITZER
RUTLAND**

**Smith &
Associates Real Estate**