

# Boutique real estate

## Sotera Living values quality, not quantity

BY MARIA SONNENBERG  
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**R**ealtor and broker Margarita D'Angelo went back to her roots when choosing a name that would accurately describe the mission of her new real estate brokerage firm. Proud of her Greek heritage, D'Angelo researched mythology for the perfect name and found it in the god Soter and his female counterpart, Soteria.



The Sotera Living team at the office's grand opening event last October. Photo: provided.

To the ancient Greeks, Soter and Soteria personified safety, preservation and deliverance, apt attributes for D'Angelo's new company. Thus was Sotera Living of Brevard, LLC, born.

"I find and sell homes that provide safe and secure place of comfort and deliverance from stress," said D'Angelo.

From the start, D'Angelo did not want just another real estate firm. Instead, she designed Sotera Living as a boutique company that offers personalized concierge service to clients that is very different from the assembly line approach many firms use.

"We focus on quality, not quantity," she said.

"The Sotera brand of brokerage carries the assurance that everyone needing to buy or sell a home in the area will



receive exclusive service."

D'Angelo opened Sotera Living of Brevard at 3190 Suntree Blvd., Suite 101, Rockledge, in October of last year. The new office joins Sotera Living in Winter Park, operated by Margarita's daughter, real estate broker Lianna D'Angelo. Plans are to expand

Sotera into other counties in Florida. These are not your typical brokerage offices.

"We purposefully do not employ a large number of agents," said D'Angelo.

"We have highly qualified service associates who are all about one-on-one service. We want the office to feel like a home where our clients past, present and future can come in relax over coffee and refreshments."

Comfy chairs with ottomans make for a casual and congenial space where cli-

ents can sit back and enjoy some coffee with their biscotti. Surrounding guests is the artwork that clients have presented to D'Angelo in appreciation of her efforts in their behalf.

When clients are ready to talk business, they can rest assured that any information shared remains confidential, since Sotera's offices are sound-proof.

Sotera clients can expect to have a hand to hold throughout the entire buying and selling process...and beyond.

"We call our clients at least a couple of times a week," said D'Angelo.

"The avenues of communication are always open by phone, email and texting."

Home showings are scheduled at the convenience of the customers, not of the agents.

"We work around their specific schedules," said D'Angelo.

D'Angelo brings more than a decade of experience in Space Coast real estate to Sotera Living. Well-versed in the Brevard County real estate market, as well as in real estate throughout state, she

adds a wealth of negotiating and contractual skills to all transactions.

Her agents present every customer with a service plan of action that clearly delineate the commitment and responsibility expected from them.

Once a client, always a client, adds D'Angelo.

"The relationship doesn't stop after they buy or sell a home," she said.

"Each customer is a customer for life."

Real estate, a critical component of the "American Dream," is not to be taken lightly.

"I truly believe real estate is one of the most valuable assets anyone can own," said D'Angelo.

"We take great pride in helping our customers, whether they are buyers or sellers, to realize the potential of that valuable asset."

For more information, call 321-446-3843 or visit [soterilivingofbrevard.com](http://soterilivingofbrevard.com). ■