

## HOME EXPERTS

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# ENGEL & VOLKERS FLORIDA

MICHELLE MOUSIN  
MELANIE ESCALANTE

**A** true global real estate company, Engel & Volkers was started in 1977 in Hamburg, Germany, opening 882 shops in 33 countries. The global nature of the company allows its agents to be at the forefront of the industry, giving them access to the latest in real estate technology and tools. It also means that they set high standards for every agent; each must be experienced and have a wealth of market knowledge. And with more than three decades of experience between them, local agents Melanie Escalante and Michelle Mousin are offering up that expertise to North Florida.

Specializing in new construction, waterfront, marina, and equestrian properties, Melanie and Michelle work diligently to offer exceptional service to every client in every unique situation. They listen to each client's needs and goals and use their years of experience to achieve the desired result in the shortest amount of time. Communication is key in a real estate transaction. It's imperative to be on hand and provide excellent customer service.

The team represents a new construction community that showcases their unique knowledge and sales ability. Villa Calissa is situated along the San Sebastian River, just a short bike ride from historic downtown St Augustine. The community is made up of 11 homes and is developed and built by the award-winning Urban Partners Group. The architect is the renowned Cronk Duch Architecture. Each home comes with a deep water boat slip. The first closing will take place at the end of March 2020 and a model will be available to view at that time. The sales pace has been record breaking, and only 4 homes remain. The average sq footage is 2100 + sq feet, 3 bedroom, 2.5 bath with a two-car garage. Community amenities include a community pool, fire pit, and kayak/paddleboard launch. "This is a perfect example of one of the things that Urban Partners does best – small, beautiful infill communities," says Michelle, "that change the local landscape." Location: 95 Cherokee Street, St Augustine. \$689,000 - \$769,000, includes slip. Learn more at [www.villacalissa.com](http://www.villacalissa.com)

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