

# Equestrian Community Calls Delray Beach Home

BY NICOL JENKINS

**Matt Johnson rides the wave in the luxury Real Estate Market.**



PHOTO COURTESY OF ART BODEGA MAGAZINE

The town of Delray Beach is no longer a hidden gem in the Real Estate market. Homebuyers are taking notice of the bustling beach town and want to find their dream home in the sunny coastal area.

Many equestrians who have farms and estates in Wellington have been purchasing luxury beachfront homes in Delray Beach. The town provides the best of both worlds for the equestrian community since they are close enough to their farms to ride their horses yet just far enough away to enjoy the beach and nightlife in the City.

Rider and Realtor Matt Johnson with Engel & Völkers in Delray Beach is an expert at matching the equestrian community with the luxury Delray Beach, Wellington and Palm Beach Real Estate market.

“The Wellington equestrian market has expanded in recent years into an international destination. Many have their horses in Wellington and their primary winter residence in Delray Beach, Manalapan, and Palm Beach,” said Johnson. “Delray Beach is a prime market for Real Estate because it’s a more casual hip lifestyle offering the beach and everything is within walking distance, many of the restaurants and boutiques are right on Atlantic Avenue. It’s convenient for the equestrians because they can get to the beach in a half hour from the barn, so they can ride during the day and then go back for the nightlife and beach. If members of the family aren’t riders, Delray offers a great lifestyle for them too, it gets them out of the equestrian scene.”

In 2016, Johnson matched an equestrian client with a stunning home directly on Delray Beach - breaking a real estate record of selling the highest sold home in the City at over \$26 million.

The local Realtor and equestrian attributes his successful 20 year Real Estate career to building relationships with his clients. He also has experience with estate homes, high-end horse farms, luxury auctions and vacant land sales.

“I like helping people and making a match between homebuyer and the perfect property,” said Johnson, who also has an eye for marketing his listings.

“I don’t rest on my laurels, I’m always looking to raise the bar and provide the best exposure for my properties, to set a new standard.”

Johnson has a proven track record of success with luxury real estate sales of some of Delray Beach and Wellington’s most prestigious properties. He is known as a premier real estate expert in Wellington, Delray Beach, Palm Beach, Jupiter, Lake Worth, Palm Beach Gardens, and has extensive training in the latest real estate strategies.



PHOTOS BY SUSAN STICKLE

His focus and competitive nature is also apparent as an active dressage rider and competitor, with his Danish stallion Petersborg’s Qasanova. Johnson has been training with Olympians since 2014, and he and Qasanova represented the U.S. at the World Championships in Verden, Germany.

“The first time I came to Wellington to see the horse show, I was hooked. I did horse riding full time for five years but I grew tired of being on the road all the time. I was inspired to get into real estate because I always had an interest even as a kid in houses, architecture and design. It also provides a good living to support my riding,” said Johnson.

The local Realtor also credits his continued success to working at Engel & Völkers. Last year he was ranked 4th world-wide. They have become one of the world’s leading companies specializing in the sale and letting of premium residential and commercial property, yachts and private aviation; currently operating a global network of over 10,000 real estate advisors spanning 33 countries. They offer both private and institutional clients a professionally tailored range of luxury services. Committed to exceptional service, the firm supports their advisors with an array of premium quality business services; marketing programs and tools; multiple platforms for mobile, social and web; as well as access to its global network of real estate professionals, property listings and market data.



PHOTO BY TRACY TREVORROW

If any of his clients want to buy a second home anywhere in the world, Johnson is able to refer his clients to another Engel & Völkers professional.

“Within Engel & Völkers we have an exclusive network of real estate advisors around the globe called ‘private office’. We have been handpicked and vetted by the corporate office, and there are only 128 private office advisors in the world. If a client is looking for a property for example in Tuscany, Santa Barbara, Dubai, or Toronto, I have a private office advisor I can refer to. I can rest easy knowing my client will be handled with the same level of professionalism I offer,” explained Johnson.

Engel & Völkers provides much support to their advisors including offering networking, cutting edge marketing and technology and hiring agents who are enthusiastic and passionate about real estate.

With Palm Beach becoming more of a global Real Estate market, Johnson through his firm focuses on networking globally. His clients, from CEOs to professional athletes, come from all over the world including Denmark, Canada, South America and locally.

“Networking globally is a huge focus for me. Wellington and Delray Beach are becoming international destinations, and it’s important to use a global luxury brand when selling or buying a home to tap into those buyers,” Johnson said.

Call Matt Johnson for all your luxury Real Estate needs in Palm Beach!

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