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Danny Smith, ALC, CCIM Receives Three REALTORS® Land Institute APEX Awards

March 16, 2018 – Danny Smith, ALC, with Smith & Smith Realty in Wildwood, FL, has received the 2017 Broker of the Year in Residential Land Sales Award and been named an APEX 2017 Top Twenty Producer, as well as a part of the APEX Producers Club from the Realtors® Land Institute. Danny received the award during the APEX Awards Program Ceremony at RLI's National Land Conference hosted this year in Nashville, TN, on March 13.

Out of the top 20 Apex award winners 5 were from Florida, Joining Danny Smith, ALC, CCIM were, Billy Rollins, ALC, CCIM of Land Solutions, Dean Saunders, ALC, CCIM of Coldwell Banker Saunders, Ryan Sampson and Bill Eshenbaugh, both ALCs and CCIMs of Eshenbaugh Land Company.

Bill Eshenbaugh said, “we also find it interesting that all 5 of the TOP 20 from Florida brokers hold both the Accredited Land Consultant (ALC) designation and the Certified Commercial Institute Member (CCIM) designations, marking them as true professionals”.

“I’m truly thankful for God giving me the ability to excel at something I love to do, and a wife that is my biggest Cheerleader” said Smith upon receiving the award. Danny served multiple years on RLI's ALC Accreditation Committee and on the RLI Board of Directors.

The APEX Awards Program, sponsored by The Land Report, celebrated its inaugural year with fifty applicants totaling a combined \$1B+ in qualifying transaction volume. The awards program is designed to recognize the excellence and performance of *the best in the business* with these prestigious land real estate production-based awards. Every year, the REALTORS® Land Institute recognizes the year's 'Top Producer Award' for the agent with the highest production level; 'Broker of the Year Award' for the agents with the highest production in each of the seven distinct land categories; 'Wrangler' award for the agent with the most transactions; the 'APEX Top 20' recognizing the top twenty agents, and the "APEX Producers Club" recognizing all applicants who met the minimum qualifying volume of \$4M.

“We are proud of Danny Smith and all of our members that were recognized for their accomplishments in 2017. They truly are the crème of the crop when it comes to land real estate professionals,” said RLI's CEO Aubrie Kobernus, MBA, RCE, about the new program.

To learn more about The APEX Awards Program or the opportunities available through the Realtors® Land Institute, please visit rliland.com