

# Meet the Team at Profitable Property Realty LLC

## Your Trusted Partner in Property Management & Real Estate Services

At **Profitable Property Realty LLC**, we bring together a powerhouse team of dedicated professionals who share a common goal: delivering exceptional property management and real estate services with integrity, experience, and local expertise. Serving Duval (Jax), St Johns and Clay counties, our team provides hands-on knowledge, diverse industry backgrounds, and a passion for customer satisfaction.

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### Grace Rogge-Smith – Broker | Property Manager | Realtor

A Jacksonville native, Grace provides the team a detail-driven, client-first approach with an extensive knowledge of the area. She combines strategic insight with hands-on experience in managing single-family homes, condos, and townhouses.

- **Credentials:** Licensed Real Estate Broker, Notary, Member of NEFAR, FAR, and NAR
  - **Education:** BS in Political Science and Business Administration from UNF
  - **Strengths:** Property Management Services, community knowledge, and technology
  - **Experience:** Assisting buyers, sellers, and landlords across Northeast Florida since 2021
  - **Local Ties:** Resident of Jacksonville since 1997
  - **Personal:** Grace enjoys our beaches, nature activities and renovating her home
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### Kenneth J. Smith Jr. – Realtor | Property Manager | Home Sales

Ken has had a long successful career in real estate since 2007 in Northeast Florida, having guided thousands of customers through buying, selling, renting, and investing. He is a former Real Estate Sales Manager as well as Property Management Supervisor who offers a deep experience and extensive knowledge base in purchasing, selling and managing properties for his customers.

- **Credentials:** Licensed Sales Associate since 2007, SFR, Member of NARPM, NEFAR, FAR, and NAR, Property Manager of the Year Award and many Awards for Production
  - **Education:** Bachelor of Liberal Arts & Master of Science in Clinical Psychology
  - **Strengths:** Property Sales Marketing Strategies, Rental Portfolio Management
  - **Local Ties:** Jacksonville resident since 1996
  - **Personal:** Ken is a family man who enjoys gardening, home renovations and his pets
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**More Team Information on Back of Page**

## **Melinda A. Santos – Operations Manager | Property Management | Financial Reporting**

Melinda brings award-winning expertise from her years in multi-family and military housing property management. Her leadership in operations, compliance, and financial reporting sets a high standard in delivering consistent, cost-effective results.

- **Credentials:** CDPM Level 1 & 2, IREM Certified & Business Operations Expert with awards for Property Manager of the Year, Regional Manager of the Year (3x) and Director of Operations Excellence
  - **Education:** BSW and AAS in Human & Social Services
  - **Strengths:** Budgeting, Software Maintenance, Financial/Contract Compliance
  - **Local Ties:** Resident of Northeast Florida since 2013
  - **Personal:** Melinda enjoys traveling and family time
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## **Dylan Smith – Property Support & Photographer Specialist**

Dylan supports the team with essential fieldwork and documentation to ensure each property is presented and maintained to the highest standard. He provides professional photography, property condition reporting and performs some minor maintenance tasks.

- **Services:** Listing Photography, Property Reviews & Light Maintenance
  - **Strengths:** Accuracy, visual presentation, prompt field service
  - **Personal:** Dylan enjoys weight lifting and electronics
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## **Why Clients Trust Us**

- ✓ Local Market Knowledge
  - ✓ Full-Spectrum Property Management
  - ✓ Proven Sales and Leasing Results
  - ✓ Ethical, Certified, and Award-Winning Professionals
  - ✓ Customized Solutions for Investors, Sellers & Buyers
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**Contact Profitable Property Realty LLC** today and discover how our team's experience, integrity, and local passion can **maximize your property's profit potential** and simplify real estate from start to finish.

**904-888-9954 Voice/Text**

