

MEET THE EXPERT

MARTHA JOLICOEUR understands **WELLINGTON REAL ESTATE** from an equestrian's viewpoint.

MARTHA JOLICOEUR FIRST BECAME involved in the equestrian world as a show-jumping athlete. Training under the legendary George Morris, she competed throughout North America and Europe and was named the American Grand Prix Association Rookie of the Year in 1985. A licensed broker since 1991, Martha applied to real estate the same principles that made her successful in the show ring. After moving to Wellington, Florida, 13 years ago, Jolicoeur quickly established herself as one of the area's most successful brokers and a member of the elite Douglas Elliman Real Estate sports and entertainment division.

Deeply involved in the equestrian community, Martha has presented the weekly Leading Lady Rider Award at the Winter Equestrian Festival for the past eight years.

Martha explains, "I have been working in the Wellington real estate community since 2005, but I have been in love with the location since first showing here myself as a junior rider. For me, Wellington is a unique and fabulously special place because it is not dedicated to one discipline. It is the winter horse capital of the world because you can find show jumping, dressage, polo, racing, and everything in between here."

Wellington equestrian properties



ERIN GILMORE

typically have less acreage than elsewhere, but they are carefully laid out so that there is ample room for luxurious homes for horses and humans alike.

As an example, Martha notes, "I really love the listing I have on Palma Lane (*below*). It is a French-chateau-inspired estate in Palm Beach Point that includes five turn-out paddocks, a 120-by 230-foot all-weather Riso arena, and a 12-stall barn with a luxurious owner's lounge, on 5.44 immaculately landscaped acres. It's an ideal retreat for any professional equestrian, their family, and their string of horses. The main house boasts four bedrooms, four baths, a billiard room, and a divine pool and patio area overlooking the barn and arena."

When asked why both buyers and sellers choose to work with her, Martha says, "I feel the same passion for equestrian real estate that I did when I was in the ring, jumping fences. I'm an equestrian. I understand what horsemen and -women need and want for their horses and their families. That understanding, as well as my involvement with equestrian events like the Winter Equestrian Festival and the Adequan Global Dressage Festival, put me in front of a target audience every day. A lot of times people focus on the buyer's experience when referring to real estate, but I take pride in dedicating myself to both buyers and sellers. I try to provide an excellent experience to every client, which has rewarded me with a loyal base of buyers and sellers."

