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LIFE AS A HIGH-END REALTOR

Following the strategies of Realtors Rupert and Karen Irby as they try to make their mark in the upscale market in Naples.
BY JUSTIN PAPROCKI

"There's opportunity here—you just have to see it. Put a little money into it—well, the Naples version of 'a little money'—and this could sell quickly."

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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Andrew.Regenhard@realproducersmag.com

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FAQ

ABOUT THIS MAGAZINE

By Andrew Regenhard



We realize that *Real Producers* is a new concept here in SWFL, and some of you may be wondering what

it's all about. That is why we have created an "FAQ About This Magazine" page. Here we will answer the most commonly asked questions around the country regarding our program. My door is always open to discuss anything regarding this community – this publication is 100 percent designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in SWFL MLS. We pulled the MLS numbers (by volume) from January 1, 2019–December 2019 in the SWFL area. We cut the list off at number 500, and the distribution was born. For this year's list, the minimum production level for our group is \$9.5 million in 2019. The list will reset at the end of 2020 for next year and continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple – every feature you see has first been nominated. You can nominate REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate REALTORS®. We will consider anyone brought to our attention, because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: You email us at andrew.regenhard@realproducersmag.com with

the subject line, "Nomination: (Name of Nominee)," and explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told – perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, we put the wheels in motion for our writer to conduct an interview and for our photographers to schedule a photoshoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of real producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area, but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top REALTORS®, please let us know! Send an email to: andrew.regenhard@realproducersmag.com.

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We STAND TOGETHER

publisher's note ◀◀

Dear SWFL Real Producers and valued Partners,

As I write this Publisher's Note, some four weeks in advance of its publication date, our nation is in the midst of a powerful movement seeking justice and an end to systemic racism. This magazine exists for you to hear the voices and stories of your colleagues in the real estate industry, not my personal views, but I would like to at least share this: *I stand against racism and police brutality against people of color.* This is not a political stance — it's a reflection of my love for all people and my vision for a nation that is finally just and peaceful.

This magazine has always served as a tool for building community. I, along with my fellow team members at *Real Producers*, believe no community can be healthy and prosperous so long as

racism exists. We stand alongside every team member, real estate agent, and advertising partner who has ever had to suffer the overwhelming injustice of racism and prejudice.

As a magazine publisher, I have a platform to encourage change, and I don't take this lightly. My hope is that this magazine, which continues to introduce you to influencers within the community — sharing their personal passions, experiences, and values — will serve as a vehicle for positivity and possibly even for challenging your perspective. Hard conversations are rightfully being had all around us, and here at *SWFL Real Producers*, we are committed to our mission of connecting, elevating, and inspiring; we will continue our own dialogue about who we are, and who we want to be, as a collective group of real estate industry leaders.

Ours, I am proud to say, is a community that supports and cherishes every single agent and partner, and I hope you will always feel welcomed and encouraged to share your unique story with us.



Very respectfully yours,

Andrew Regenhard

Owner/Publisher

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►► featured agent
By Lindsey Wells

DENNY BOWERS & REAL ESTATE: A PERFECT MATCH

Photo by LaCasaTour



The Bowers Group (From left to right: Gina Nigmatullina, Drew Josephson, Denny Bowers, Miles Griffin, Melissa Haynie, Naomi Valerio, Michelle Riddle).
Photo by Mary Beth Koeth

As the saying goes, the key to success is hard work and determination. Real estate agent and founder of The Bowers Group at Compass, Denny Bowers demonstrates that principle in spades. Licensed in 2005, Denny brought his decade of experience in the construction industry to the real estate table. He built his business and reputation from the ground up while keeping his clients' wants and needs at the center of it all.

Before jumping into the real estate industry, Denny graduated from college with a master's degree in exercise physiology, and moved to Naples from his hometown of Somerset, Pennsylvania, to pursue a career in his chosen field. It wasn't until a client turned mentor encouraged Denny to pursue a career in real estate sales that he began to consider selling homes for a living. After a year of persuasion, he took her

advice and made the career change. Turns out, it was a perfect match. His integrity, coupled with natural relationship-building skills, quickly propelled him to the top of the local real estate market.

For 11 years, Denny worked as an independent agent while also working in construction management before getting out of the construction industry altogether in 2016 so he could focus solely on his real estate business. When he joined Compass two years ago, Denny said the company encouraged him to form his own team of agents whom he could mentor and who would allow him to serve his clients on a broader scale. Currently, The Bowers Group is made up of seven team members: Denny Bowers, Naomi Valerio, Drew Josephson, Michelle Riddle, Melissa Haynie, Gina Nigmatullina, and Miles Griffin.

...



Photo by LaCasaTour

• • •

When asked what he thinks has contributed the most to his team’s success, Denny’s answer is simple: The Bowers Group consists of very real people who function on integrity, trust, and honesty. He added, “Having the expertise and the background of the construction and building side of it, we’re able to give realistic expectations to our customers if they want to build or renovate. While there are a lot of people in this business that just open doors, we are very much a full-service real estate team; we can refer you to whomever you need, whether that be a mover, a builder, a tile person ... whatever the case may be, we can set those up. It helps us to represent our people, sellers and buyers both, at a higher level. I think the biggest reason why we’re successful is that we are real people who are really good at our jobs.”

Denny met the love of his life, Erica, in August 2003, a year after moving to Naples. The couple will celebrate 15 years of marriage this year. Denny and Erica have since welcomed two daughters into their lives: Alexis, 12, and Brooke, 10. “There’s a lot of estrogen in my house,” Denny says, laughing. Erica is a Naples native who works as a developer and presenter for a group fitness company called Mossa. She is also a personal trainer at Quail West.

As a family, the Bowers clan enjoys taking advantage of the great outdoor life that Naples has to offer and can often be found at the beach, on the boat, or golfing. At home, they enjoy the occasional card game, movie nights, and entertaining friends and family. Another big part of their lives is serving at their church, Naples Church. Perhaps their biggest passion, though, is traveling. Each year the family takes a week-long trip to the Keys for Father’s Day, a trip to the mountains, and last year they traveled out west to Zion National Park, the Grand Canyon, and Antelope Canyon.

When all is said and done, Denny feels privileged to serve the residents of Naples and has never looked back on his decision to switch career paths a decade-and-a-half ago. “This is the first profession that has allowed me to completely be myself,” he said. “The ability to have a little bit of freedom in my schedule so that I don’t miss anything with my kids and my wife allows for a better of quality of life. I’m able to do a lot of different things while still being able to work, and I’ll always be thankful for that.”



Photo by Mary Beth Koeth.

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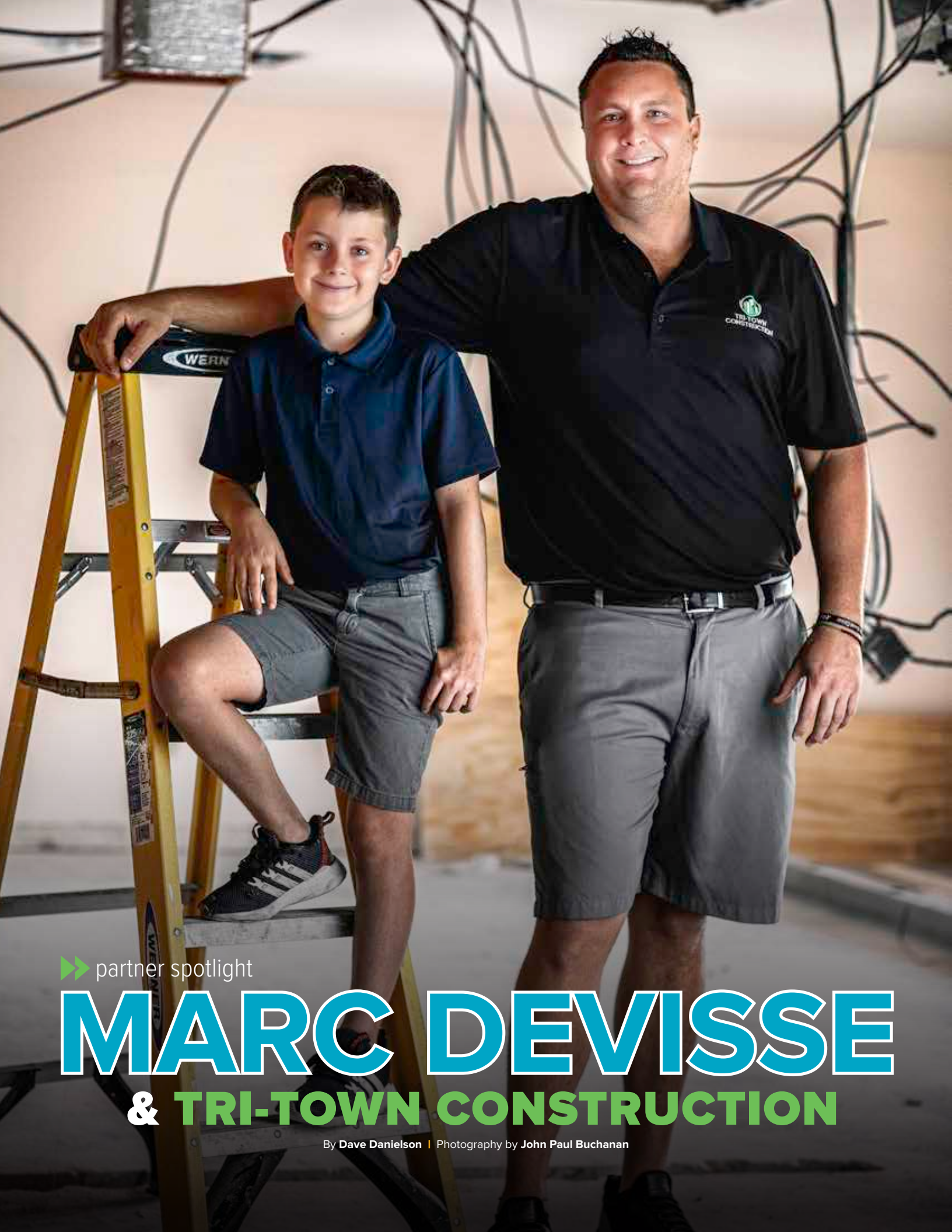
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MARC DEVISSE

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By Dave Danielson | Photography by John Paul Buchanan



COMMUNITY STRENGTH

One of the key components needed to help a region grow and thrive is community strength — the kind of vision, entrepreneurial spark, and determined follow-through that make things happen in a positive way.

That's where Tri-Town Construction comes in. As a general contractor, the company offers a valuable blend of new construction and remodeling, as well as roofing repairs, reroofing, and licensed mold remediation.

EARLY STEPS

Marc Devisse is president of the organization, a company he began 15 years ago.

In the early 2000s, Marc had graduated from college and took his first steps into his career. His first was with Rich Galvano.

"I worked with Rich, and it really helped me get to know the construc-

tion and real estate business. I learned a lot from him," Marc recalls.

The economy had other plans. In 2006 and 2007, major disruptions shook the nation.

"The economy changed drastically at that time. Work ran out, and I started Tri-Town Construction," Marc remembers. "Through time, since then, we've kept growing by doing the right thing, with quality work and by really trying to help the community with everything we do."

It wasn't always easy though. One of the initial hurdles Marc needed to clear, as he started his new business, was his age.

"I was just 22 years old when we started," he says. "I would come into a meeting, and some-

times people would ask, 'Where is your dad?'"

BEYOND HIS YEARS

While he couldn't change his age, Marc could draw on a maturity and business sense that stretched well beyond his experience.

"I think a big key to being able to work through that transition time was constant work and surrounding myself with a good team ... and leading great people," he emphasizes. "That's the key: getting great people around me and letting them do what they do best."

...

Today, Tri-Town Construction boasts a team of 32 people. And with growth and success, Marc decided to add more community strength by opening a new business — Seaside Bar & Grill.

“When people think about construction, we want them to think of us here at Tri-Town Construction,” Marc explains. “We can help them with their projects or refer them to our database of subcontractors and other specialty contractors.”

DIVERSIFYING CONTRIBUTIONS

Tri-Town Construction has been just one part of the community strength Marc and his team contribute.

“With the economy doing so well last year, we looked at something that could be another way to help the community and that would also be diversified from construction,” he says. “On March 17, 2020, Seaside Bar & Grill opened in Bonita — the same day that the governor announced the COVID-19 shutdown.”

While the pandemic has created many challenges for the world, including economically, Marc and his team have gotten creative and have used a variety of serving and delivery options to work through and serve Southwest Florida. That sense of diversification that led Marc to open the restaurant is also the same approach he has used to help strengthen Tri-Town Construction itself.

“Throughout my career, some people have said you should do one thing really well — recommending that we choose to specialize in either remodeling or roofing,” Marc recalls. “That’s a great strategy, but over time, there have been different times and conditions that



Photo by
Megan DiPiero Photography

weren’t conducive for remodeling. For example, after Hurricane Irma hit, we were focusing on other repair activities. And now that the damage recovery is pretty much over, we’re focusing on high-end remodeling. Our ability to adapt quickly when the market changes has been a major reason we have been able to grow over the last 15 years.”

MAKING A DIFFERENCE

Away from work, Marc enjoys time spent with his

12-year-old son, as well as his brother and sister. He also enjoys spending time on the water. A big passion of his is traveling and experiencing other locations and cultures around the world, with favorite locations including places such as Guatemala, Panama, and Japan.

Marc is fueled by taking on and solving challenges for those around him.



Marc with his son, Dylan,
at The Seaside Bar & Grill.



The Devisse family on a trip to Japan (from left: Julien Devisse, Jamie Davidson, Dylan Devisse, Marc Devisse, Mathew Devisse).
(Photo via Marc Devisse.)



“I love what I do. To me, it’s not as much work as it is a passion for business. I love the day-to-day dealing with new situations and leading my staff into something new and being able to do that with confidence,” he says. “It’s scary sometimes, but knowing there is a solution, thinking about it, and figuring it out. Every day brings

something new to figure out. It’s rewarding the way our team comes together with brainstorming, future thinking, and planning ... adapting and leading to the next thing we’re going to tackle. Our strategy is to run a nice business, take care of our people and our customers, and be part of this community.”

For more information about Tri-Town Construction and Seaside Bar & Grill:
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Websites: www.Tri-TownConstruction.com and www.TheSeasideBar.com
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►► celebrating leaders

By Dave Danielson
Photography by John Paul Buchanan

TEAM LEADERS SCOTT RIDDLE & ALEX GREENWOOD MINDSET MATTERS

The world is filled with talented people who possess natural gifts.

However, those who lead the way know that talent alone isn't enough. They use focused effort, innovative ideas, and the right attitude to help others around them.

Two prime examples of this are Naples natives Scott Riddle and Alex Greenwood, Co-Founders of Southwest Florida R.E. Group at MVP Realty Associates.

They prove that success begins with a positive mindset and teamwork.



Alex Greenwood



Scott Riddle

Alex says, "Scott and I are very different from each other in some ways, yet we complement each other very well. We both have the same strong work ethic."

They also share the same approach.

"We believe the way we do our work matters. As we talk with our team members, we always emphasize the importance of doing well unto others," Scott says. "People appreciate it when you show that you care for them."

Early Steps

Scott graduated from the University of Florida, moved back to the Naples area, and worked for several years in property management. In 2007, he earned his real estate license and joined Sand Castle Realty Group, where he worked with Derek Carlson.

As Scott's real estate career progressed, he met Alex and helped him purchase his first home. Scott also encouraged Alex to consider a career in real estate himself.

By 2010, Scott and Derek were both on the team at Realty Direct. In the meantime, Alex had remembered the words of encouragement from Scott. He decided to take a leap of faith. He left his full-time career with Publix, got his real estate license, and jumped into the business. In fact, Derek hired Alex to join the Realty Direct team.

The three men continued to grow in the business. In January 2014, Derek founded MVP Realty®.

Alex recalls that, "With MVP Realty, Derek had created a 100-percent-commission brokerage. There weren't many of those in the area at the time, but it was really catching fire."

Shortly after Derek founded the brokerage, Scott and Alex joined. Four years ago, the two men became Co-Founders of Southwest Florida R.E. Group and haven't looked back since.

"Alex and I both have families. We agreed that teaming up together would help us in business, and also in terms of helping us achieve a better balance in life," Scott remembers. "We started off with four agents. Today, we have about 40 team members with us."

The Power of Teamwork

Southwest Florida R.E. Group achieves significant results for its clients. In 2019, the team recorded more than 400 deals. In 2020, they're on pace to eclipse that mark, despite the challenges of the pandemic.

Beyond the deals and the numbers, Alex and Scott appreciate the chance



...

to make an impact on people. The members of their team are at the heart of that effort.

“When you’re new to the business, there’s a lot to take in. It can be very tough,” Alex explains. “I get the biggest kick out of seeing new agents come to our team, then seeing them grow and become career agents.”

With their combined 30-plus years of experience in the industry, Scott and Alex have developed a reproducible system that helps others move forward in their careers.

“It’s really a business-in-a-box approach that we have. Real estate is a bit like baking,” Scott says. “When you bake something, if you follow a precise recipe and do it correctly, you’ll get outstanding results. Our approach here is very similar. We have

created a system that works when people follow it and run with it.”

Another point of pride for Alex and Scott is seeing others take steps forward in leadership. In fact, it’s not uncommon for agents to become team leaders, in turn mentoring and coaching multiple agents themselves.

Life’s Priorities

Family is at the center of who Scott and Alex are.

Scott and his wife Cindy have five children: Anthony, Marissa, Jordan, Dylan, and Mason. In their free time, Scott and his family enjoy boating, fishing, and just sharing time at the beach.

Alex credits his parents for their lifelong support and belief in him. He and his wife Jennifer have two daughters, Mackenzie and Charlotte. Alex has a

passion for golf carts and taking the girls for relaxing rides together.

Making a Difference

When you talk with Scott and Alex, their deep sense of gratitude and passion for what they do shine through instantly.

“It feels very good knowing that people count on us,” Scott smiles. “We’re here, and we’re always willing to jump in and help.”

Alex says, “For me, success is happiness — being able to lay my head down at night knowing I did everything I could that day to help others.”

Together, Scott Riddle and Alex Greenwood lead their team and make a big impact with their positive mindset.



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Alex DAANE

Impact Through Integrity

By Dave Danielson
Photography by LaCasaTour



► broker spotlight

When you do the right things consistently through time, good things happen.

A perfect case in point is Alex Daane.

As Broker/Owner of Daane Properties, Alex has made an ongoing, powerful impact on those around him — and he's done it with integrity.

Naples Native

While Southwest Florida is like a beacon that naturally draws new residents from around the world, Alex has always been part of the region's landscape, outside of his college years.

"Growing up here, I saw the town evolve and have seen properties torn down and built up. In those years, I enjoyed watching that development and change," Alex recalls. "In turn, that sparked an interest in me. I think I always knew that I wanted to somehow be involved in construction or architecture or some facet of the home-building process, development, or real estate sales."

His interest was also stoked by his father's interest.

"As I grew up, I remember my dad taking me around to look at all of the houses that were being built," Alex says. "He had his real estate license for a while and was in the lending business, financing some of the larger projects. He always thought I would enjoy the business myself when I got out of school. And that's what I did."

As Alex came of age, he majored in finance and entrepreneurship at the University of Florida.

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"While I was there, I took a sales course and got an opportunity to interview 10 people from any industry," Alex remembers. "One of those was the father of one of my friends. He was in real estate for over 30 years, and he was a very successful Realtor®."

Steps Forward

The interview ensued. In the process, the discussion yielded a surprise.

"As we talked, he said he needed an assistant, and he offered me a job," Alex recalls. "I took him up on his offer, so my first job out of college was as an assistant at Premier Properties, and I got my license quickly thereafter."

It was 2007, and the national economic crisis was just coming into bloom.

...



Growing up here, Alex Daane's interest in real estate was sparked by watching the Naples community evolve.

“As much as I was excited to be entering the business, the market wasn’t strong. I worked with Ted Dudley, who was ranked toward the top in the state of Florida,” he says. “The timing of my entry into the industry wasn’t ideal, but I was able to put some deals together and I learned a lot. In turn, it prepared me and made me well-equipped to handle a variety of different situations.”

Building a Brokerage

After three years, Alex was recruited by, and joined, a local independent broker. After two years, Alex struck out on his own, then worked alongside a builder with a real estate division.

“I was working with a builder friend of mine, who also owns a brokerage, and we had a conversation,” Alex



says. “He said he thought I should start my own company.”

In 2013, Alex did just that, and Daane Properties was born.

Today, the brokerage includes Alex and some referral agents. Recently, he also added three licensed agents. Through time, the office has grown in its results, averaging 30 to 40 deals a year, representing \$20 to \$30 million in annual sales volume.

The thing that makes those results even more rewarding is the way they were achieved — with integrity.

“I enjoy helping people. The most rewarding thing is when you’re able to help someone get a good deal and educate them through the process,” he says. “It can be a daunting task



to protect them from making a bad move. I enjoy helping clients be ready for what’s coming at them and helping them understand why we are doing things a certain way. In the end, it’s all about helping people with, likely, the largest asset they own.”

Life’s Priorities

Away from work, Alex enjoys time spent with his fiancée, Casey Potter, who owns The Holiday Life, an organization that offers vacation rental management.

There’s also Alex’s mother, Pam Shea, who owns Brigadoon, a women’s clothing store since the mid-’70s, as well as his brother, Andrew, who owns and operates Daane Labs, a premier, local resource for air quality mold testing analysis and food safety testing.

In his free time, Alex has always had a love for tennis. In fact, he was on a team up until a year and a half ago, when he suffered a severe ankle injury that required surgery. Coming off of

that injury, Alex has developed new passions, including biking and playing more golf. He’s also building a new house that’s set for completion this summer.

In addition, Alex gives back to the region that has always been his home through his involvement in organizations such as Rotary Club and the Naples Jaycees.

As he looks to the future, Alex does so with a deep sense of thankfulness.

“Real estate is what I live, eat, and breathe. I really enjoy it. It’s my passion,” he smiles. “And Naples is near and dear to me. I wouldn’t be anywhere else ... I have always wanted to be a good steward for this community.”

Today, Daane Properties has moved to new office space at 953 Third Avenue North, in Naples.

He also works each day with a drive that is fueled by doing what’s right.

“Character is a big thing in what we do. We live in a small community; treating people honestly and fairly goes a long way,” he says. “I want the people I work with to say I did what I said and said what I did.”

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A portrait of David Burnham, a man with short brown hair, wearing a dark suit, white shirt, and purple tie. He is smiling and looking towards the camera.

ANGELA LUTZI DELLATORÈ & SCOTT DELLATORÈ

REALIZING A VISION

cover story ◀◀

By Dave Danielson
Photography by Pure Fotografica

As you look to the future, you have dreams of what you'd like to achieve. In the process, you envision the milestones you wish to realize.

For Angela Lutzi Dellatorè and Scott Dellatorè, leaders of The Dellatorè Real Estate Group, it's the same. For the past six years, they have pursued their passions in real estate while realizing their common vision. ●●●



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It started long before they ever involved themselves in their first real estate deal.

“Scott and I were living in Pennsylvania, and we were working on specialized training as marriage counselors. Our mentor told us about writing down our dreams and making a vision board,” Angela remembers. “We sat there and wrote down our wildest dreams, including having our own business, working together, and having a house in Florida. And in time, everything we wrote down, every single goal has come to pass.”

The Immeasurable Power of Dreams

“It’s pretty amazing. It’s something we continue to do. We write down our goals, and each New Year’s Day,

we’ll take out the list and look at it ... and see what we’ve accomplished,” Scott explains. “We start off by writing one or two things down, and then we keep going — bouncing things off of each other about what we’d like to accomplish together.”

Scott and Angela make a dynamic duo.

“I think we are really fortunate together,” Angela says. “Ultimately, we are a very strong team.”

Scott adds, “We complement each other very well. Angela is amazing at just about everything she does, and I am more detail-oriented. I don’t know if it would work as well if we had the same exact skill sets.”

There’s also a practical advantage to their work together.

“Most of the time, we’re working with couples. With our differing styles and personalities, it helps us in those situations,” Angela says. “You don’t know who will feel more comfortable working with each of us. It’s good that people have that option.”

Before joining real estate officially, Angela’s past definitely prepared her for her present career.

“My sister and I played real estate growing up. My dad was a contractor and builder, and he owned restaurants and also bought and sold a lot of real estate,” she says. “By the time I was a

...



The Dellatorè Group (Front row, left to right: John Milz, Ginger Hustrulid, Dawn Lutzi Bray, Angela Lutzi Dellatorè, Scott Dellatorè; Back row, left to right: Tracey Estes, Mark Brown, Marisol Galleano).

• • •

senior in high school, we had moved 11 times. Through time, whether we were visiting people in another town or vacationing, real estate was always on the agenda. Whether 15 minutes away or two hours, searching for property was a part of daily life, as my parents looked to buy, renovate, or sell. My father always had a knack for knowing when to buy and sell. Real estate is in my blood."

Finding a New Path Together

Angela and Scott share psychology backgrounds. In fact, each earned their graduate degrees in the field.

"I had a private practice in Pennsylvania. My husband also had a part-time practice, and was a school

guidance counselor," Angela recalls. "We did well as psychotherapists."

Life's path would bring changes for them.

"My mom was diagnosed with Alzheimer's when she was just 65. We were living in Pennsylvania at the time. I was 47, and Scott was 44," Angela says. "We thought we were going to freeze, living up there. The winters were brutal, and we were stuck inside. I don't think I left the house for six months the last winter we were there. And that was difficult because we are really active."

Timetables for dreams were adjusted.

"We had planned on moving to Florida at some point, when we retired," says Angela. "But mom had been diagnosed at a young age, our daughter had just graduated from college, and our son had just graduated from high school, so we thought this is the time ... we sold everything and moved here."

As they moved to Florida, Angela considered part-time real estate.

"I loved homes and thought it would be fun to host open houses. I obtained my real estate license. Scott was going to do a mortgage license," Angela says. "I started working in real estate here. Scott didn't like the idea of my hosting open houses alone, so he obtained his license

shortly after. And it just took off from there. We found out we were really naturals doing this together."

Signs of Success

After two years, they obtained Broker licenses as well.

"It was the best decision," she smiles.

That's an understatement. In fact, Angela and Scott have built one of the top-producing brokerages in the area in a short time.

As The Dellatorè Group (TDG) continued to grow over time, Scott and Angela have built a team that now includes several independent agents and two full-time team members. Scott and Angela are very selective about which agents join their team. They say that all TDG agents practice real estate with a high degree of professionalism and

sophistication, and that "people who work with TDG agents will surely be impressed by their responsiveness, polish, and genuine concern for client satisfaction."

Success has followed their energetic and focused efforts. In fact, their team recorded over \$40 million in sales volume in 2019 and a staggering 120 transactions over the past 12 months. In addition, Angela received the award of Bonita's Best Real Estate Agent from 2017-2020, and the Bonita Springs Best Real Estate Agency, 2019 and 2020, by readers of *Naples Daily News*. Plus, they've earned a spot among America's Top 100 Agents.

Away from work, Scott and Angela look forward to time spent with their children, including their 29-year-old daughter Samantha, who is a pharmaceutical sales representative in the area, and their 26-year-old son

Jeffrey, who lives in Pennsylvania and is working on reinstating his Florida real estate license.

Through their journey together, Angela and Scott feel a deep sense of gratitude for the visions they realize together.

As Scott says, "We get to work together. That, itself, is so worth it. It is an amazing experience, along with the relationships we build with our clients, who become very good friends. Those relationships are the most rewarding."

“It means a lot having work that is so woven into our lives. Real estate is truly part of us. We're helping people with something so personal and helping them find the place where they're going to be.”



From left to right: Dawn Bray, Scott Dellatorè, Angela Dellatorè, Samantha Hoagland, Alyssa Bray, Scott Bray.



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