

VOLUSIA FLAGLER

# REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

## TEAM MATACALE



**DREAM TEAM**  
Selling Sunshine

**PARTNER SPOTLIGHT**  
O'Quinn Agency

**RISING STAR**  
Lee Buckner

**MAKING A DIFFERENCE**  
20th Anniversary  
Jeep Beach®

Photography By: Cld Photography

APRIL 2023



*We make insurance Simple*

**Having troubles getting affordable Insurance?**

**We Can help! We work with over 90% of the home insurance carriers in the Florida Market so we have options for your customers.**

We have 30 team members, so you can get quotes fast from a knowledgeable team!

We have been in business for over 45 years and we are local, all of our team is here in Volusia and Flagler county.



*Brent O'Quinn*

BRENT@OQUINNAGENCY.COM • (386) 673 - 9111

**WE WORK FOR OUR CLIENTS AND PARTNERS,  
NOT THE BANKS!**

*We follow the "Golden Rule":  
Do Unto Others As You Would  
Have Them Do Unto You*



**We focus on:**

- Being available in the evenings and on weekends.
- Fast pre-approvals when needed.
- Communicating throughout the process, from the first call until after closing.
- Providing loan programs that meet client needs.
- Offering competitive rates.
- Providing our clients with loan scenarios so there are no surprises.
- Closing on time.

**Kerry Collins**

407-474-4705  
Kerry@AssureHomeFunding.com  
NMLS 1195184

**Aiden Collins**

407-416-9335  
Aiden@AssureHomeFunding.com  
NMLS 2117184

**www.AssureHomeFunding.com**



# TABLE OF CONTENTS

**08**  
Making a Difference: Jeep Beach™

**10**  
Dream Team: Selling Sunshine

**14**  
Rising Star: Lee Buckner

**18**  
Partner Spotlight: O'Quinn Agency

**22**  
Cover: Team Matacale

**25**  
Expert Corner: Taking Title in Florida

*Old-photography*  
FB: @oldphotofamily IG: @old.photo.family

Not Just Photography But an Adventure

I love to capture moments that would otherwise be forgotten -- if not caught on camera.

**Call or text 407-949-8314**  
**cldphotofamily.com**

**ISAC**  
International Sales Agent Certification

Be-Niched  
6205 Thomas Dr, F1  
Panama City Beach  
FL 32408, USA  
info@be-niched.com

Real estate isn't just local. It's GLOBAL. And the opportunities are plentiful. People move around this globe daily so why aren't you in the mix? With the shortage of properties for both investors and homeowners, Americans are looking to invest in property overseas.

Shouldn't you be THE person to help them?

To get started, register right away for our ISA Certification: [www.isa-certification.com](http://www.isa-certification.com)

## PREFERRED PARTNERS



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

### ACCOUNTING

James Moore  
(386) 257-4100  
[www.jmco.com](http://www.jmco.com)

### ATTORNEY/ LEGAL SERVICES

Reid Legal Solutions P. A.  
(954) 873-3013

### BEAUTY

Illume Laser Spa  
(386) 275-5093  
[www.illumelaserspa.com](http://www.illumelaserspa.com)

### CONCIERGE SERVICES

The Elite Concierge  
Krystal Sperry  
(386) 269-3151  
[theeliteconciergeof  
florida.com](http://theeliteconciergeofflorida.com)

### HEALTH INSURANCE

HealthMarkets  
(334) 300-3999  
[healthmarkets.com/  
nmartin](http://healthmarkets.com/nmartin)

### HOME INSPECTION

Dream Home Inspections  
(816) 386-3272  
[www.dreamhome  
inspection.com](http://www.dreamhomeinspection.com)

### INSURANCE

O'Quinn Insurance  
Services Inc.  
(386) 795-1798

### MASSAGE/WELLNESS

Pressure with a Purpose  
(702) 335-9132

### MOBILE DETAILING

R&B Platinum Tow  
and Detailing  
(386) 220-0354

### MOLD AND ODOR REMEDIATION

O2 Wizard-Mold & Odors  
(386) 689-4563  
[O2wizard.com](http://O2wizard.com)

### MORTGAGE COMPANY

Assure Home Funding  
Kerry Collins  
(407) 813-1361  
[www.assurehome  
funding.com](http://www.assurehomefunding.com)

Hamilton  
Home Mortgage  
(386) 316-7716

### PET SITTERS

Dog Mom Pet Services  
(386) 478-3450

### PHOTOGRAPHY

Alex Walker Photography  
(970) 778-7991

Cld Photography  
(407) 949-8314

Waltons Photography  
Xavier Walton  
321-512-3486

### POOL SERVICES

East Coast Pools & Spas  
(386) 451-2445  
[www.eastcoastpools  
andspas.com](http://www.eastcoastpoolsandspas.com)

### REAL ESTATE EDUCATION

TREHA LLC  
(816) 922-0985  
[www.isa-certification.com](http://www.isa-certification.com)

### REAL ESTATE/ LEASING SPECIALIST

Latitude 29 Homes  
(386) 265-7063  
[www.L29homes.com](http://www.L29homes.com)

### SPRAY TANNING

Golden Glow by Sabrina  
(386) 562-4855  
[goldenglowbysabrina.com](http://goldenglowbysabrina.com)

### TITLE COMPANY

Realty Pro Title  
(386) 672-3840

Smart Title Services  
(386) 317-4171

### TRAVEL & VACATION SPECIALIST

Salty Dog Vacations  
(386) 202-3051  
[www.saltydogvacation.com](http://www.saltydogvacation.com)

### TRAVEL AGENCY/ TRAVEL ADVISOR

Travelmation GG Mack  
(404) 242-9334  
[www.ggmacktravel.com](http://www.ggmacktravel.com)

**DOG MOM**

- Dog Walking
- In home pet sitting
- All types of pets
- Serving Ormond & Surrounding areas
- Insured & recent background check

**DOG MOM PET SERVICES**  
Lauren LaBrie 🐾 386-478-3450

CLINIC FOR LASER HAIR REMOVAL AND ANTI-AGING

**ILLUME**  
LASERSPA

Laser Hair Removal & Clinical Aesthetics

**Free** CONSULTATIONS AND TEST SPOTS

[www.illumelaserspa.com](http://www.illumelaserspa.com)  
DELAND, FL → 386-275-5093

# MOLD, ODORS, TESTING & WATER DAMAGE



- 80 Odor & 100's of health altering contaminants killed organically – usually in 20 hrs with one-of-a-kind NASA Technology
- A top reputable company with 10,000+ happy clients!
- 75% Saving from traditional mold remediation in most cases and much more effective – especially in A/C, duct work, & furnishings.

SEE [o2wizard.com](http://o2wizard.com) FOR HEALTH QUIZ, TESTIMONIALS, PICS & MORE DETAILS.

**386-689-4563**

**Pressure With a Purpose**  
**Stormi Walker LMT**  
 Specializing in  
 Ashiatsu  
 Deep Tissue  
 Massage  
 and Body Work  
**(386)286-7724**  
 By Appointment Only

*Sabrina Sloan*  
**SPRAY TANNING**  
**TEETH WHITENING**  
 GoldenGlowBySabrina.com  
 (386) 286-2090  
 600 S Yonge St #11A, Ormond Beach, FL 32174



**Lisa Bailey - Owner/Broker**

211 E INTERNATIONAL SPEEDWAY BLVD.,  
 DAYTONA BEACH FLORIDA

888.330.7063 | [L29homes.com](http://L29homes.com)

*Mobile Homes on leased land only (we pick up where Realtors leave off following NAR guidelines)*



**Real Solutions for  
 Real Estate Investors**

**FULL-SERVICE BUSINESS CONSULTING**

- Assurance
- Tax Planning & Compliance
- CapEx Repair vs. Expense Strategies
- Accounting and Controllership
- Wealth Management

**JAMESMOORE** | [jmco.com](http://jmco.com)  
 888.387.6851

▶ the real update **Jayne Dickey**

# WELCOME TO VOLUSIA FLAGLER REAL PRODUCERS COMMUNITY!



**Publishers Note:**

Thank you to everyone for the positive, overwhelming response to our first issue in March! I am so excited for 2023 and to share incredible stories of Top Producers and Partners in Volusia Flagler County.

I am very excited about our April issue. Jeep Beach is an amazing event and we are so lucky to have it here in Daytona Beach every year. A lot of hard work goes into this event. The money raised goes to local charities in our area, so please support the cause by donating or volunteering your time.

I also want to take a minute to give a special thanks to all of the Volusia Flagler Real Producers Partners. Without them, our monthly publication and events would not be possible. Please make sure to give them a thank you when you use their services or see them around town.

My goal is and always has been to create a community of top thriving business professionals within the Real Estate Industry. Thank you for allowing me to do so. Make sure to keep an eye out for emails regarding our upcoming events.

If we haven't met, you might be wondering, "What is *Volusia Flagler Real Producers*, and why am I receiving this magazine?"

You've earned it!

You are one of the top 300 REALTORS® in Volusia Flagler Counties by sales volume, and only the top 300 will receive this for free every month moving forward. If you are reading this now, you should be incredibly proud!

I like to think of it as "The Country Club of Real Estate"

You must be nominated to be featured in this magazine. We want to highlight you and all your hard work!

**What can you do to help Volusia Flagler Real Producers community thrive?**

It's simple! Nominate or refer your favorite businesses in the area to be a part of our community. You can submit their information to me at [jayne@n2co.com](mailto:jayne@n2co.com) or our Volusia Flagler Real Producers page on FB. A phone call or text is great too, 816-642-6800.

This is an amazing opportunity to build a strong referral base with people who do a majority of business in our local area. Sharing is caring.

**What does this magazine mean to the REALTOR®?**

It is a badge of honor to be receiving this magazine out of the thousands of agents in our area. We want to validate your business and achievements! There are so many incredible producers who don't get the opportunity to be in the spotlight as they should. We will celebrate our local legends each month and the success they've created.

Let's ROCK 2023 together!

**Jayne Dickey**  
*Volusia Flagler Real Producers*  
[jayne@n2co.com](mailto:jayne@n2co.com)

**Let's Connect:** Please follow our FB at *Volusia Flagler Real Producers*



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [jayne@n2co.com](mailto:jayne@n2co.com).

**DISCLAIMER:** Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



▶ making a difference

Photography By: Jonny Nomad Media  
 Writer: Manuela Nivia

# JEEP BEACH®

“WELCOME TO THE FAMILY”

## JEEP BEACH: THE ULTIMATE CELEBRATION OF THE JEEP LIFESTYLE AND COMMUNITY

Recognized as the premier Jeep exclusive event worldwide, Jeep Beach brings hundreds of thousands of Jeep enthusiasts annually to Daytona Beach every year for a week-long festival. From its humble beginnings as a small gathering at a local park, the affair is now hosted at the Daytona International Speedway as the country’s largest Jeep-only event. Every April, representatives from all 50 states, over 30 countries, and all walks of life come together as one Jeep Nation to share friendship and camaraderie.

“The Jeep community is a very unique community,” Jeep Beach CEO, Charlene Greer, described. “Everybody supports each other. It’s not just a vehicle—it’s a lifestyle. We’re a very passionate group of people that are there to always extend a helping hand. They’re just a very giving community and I’m very proud to call them my ‘family’.”

Now celebrating its 20th anniversary, the event serves as a celebration of the Jeep lifestyle and includes a variety of activities that cater to all Jeep owners and aficionados. Starting with the Jeep Beach 5k Fun Run and ending with a colorful beach parade along the Volusia County coastline,

participants can spend an entire week at this family-friendly bash that not only celebrates all things Jeep but also supports the Daytona community.

“Jeep is the platform,” Charlene shared. “The real cause is the community. The more we can engage the community, the more we can spread our mission and help people understand why we’re bringing all the Jeeps into town.”

Branded as “a charity supporting other local charities,” Jeep Beach has donated over \$3.8 million to local organizations over the past decade. A 501(c)(3) non-profit, Jeep Beach is run by a team of hundreds of volunteers who operate raffles, auctions, and other fundraising events. In 2022 alone, they raised \$650,000 for 70 charitable organizations,

such as the Boys and Girls Club of Volusia and Flagler Counties, the Childhood Cancer Foundation, and Oceans of Hope Foundation—a testament to the Jeep community’s generosity.

“We’re held accountable to every person that donates, whether they bought a \$3 sticker or made a \$50,000 donation,” Charlene explained. “We are responsible to every person that touches Jeep Beach, which is why we take our donations and mini-grants very seriously. Our responsibility is to take care of the community that takes care of us.”



While Jeep Beach offers a wide range of highly anticipated activities and events, its main focus is people. From seasoned Jeep owners to newcomers to the hobby, Jeep Beach strives to foster community at every touchpoint.

“I just want everyone to know how fantastic Jeep Beach Nation is,” Charlene shared. “It’s a humble honor to be the leader of such an amazing group of people.”



Scan to volunteer, donate and event schedule.



# SELLING

# SUNSHINE



## COMBINING REAL ESTATE, PASSION, FUN AND FRIENDSHIP!

Photography By: **Jonny Nomad Media** | Writer: **Krista Goodrich**

Spring in Volusia and Flagler Counties is full of excitement with tons of events and things-to-do. March starts with a bang as we welcome our bikers and college Spring Breakers. Art festivals begin to line Beach Street and Granada Boulevard, while long-distance boaters try to capture their last big runs before Hurricane Season starts. April sees families playing on the beach as southern states enjoy their Spring Breaks followed by the streets suddenly lined with 4-wheel drives as Jeep Beach finishes off the month.

All this excitement, matched with incredible weather and great people makes Volusia the perfect place to call home or to have a vacation home. When my real estate and business partner, Kym Nguyen and I, first met at a dinner in Ormond Beach (at the yummy Sovereign 63), we instantly bonded over our love of all things Florida. We developed a quick friendship sharing sunrises & sunsets, lobstering in the Keys, scalloping in Homosassa and always trying to live life to its fullest.

Kym is a transplant of over 25 years from California and, while I am a native Floridian, I spent way too long land-locked in North Georgia. Since we weren't getting any younger and our passion for life is overwhelming, we decided to just "go for it" and enjoy all the fun things our slice of paradise had to offer.



What started as a small company to help a few clients has grown to one of the fastest growing vacation rental management companies in the country. We continue to bring innovative strategies to our homeowners. Salty Dog homes have state of the art cigarette smoke detectors, smart locks and guest screens. The screens are interactive and give ideas of where to eat, shop and play. We populate the screens with info when there are rocket launches, festivals or happenings in towns so the guests truly get the local experience.

After watching me selling real estate to investor clients and personally investing like crazy in vacation rentals, Kym decided to retire from her 20+year long career in banking, got her real estate license and the Selling Sunshine Real Estate Team was formed. Our little duo works round the clock to find the perfect investment properties for our clients, to make sure the zoning is appropriate for their rental and to help them understand how to make their rental a success.



Salty Dog Vacations has partnered with The Elite Concierge so guests can enjoy tailored luxury vacation services including golf cart delivery, picnics set up on the beach, blow up big screen movie night in the backyard, on site massages, pre-arrival grocery stocking and other services.

Several investor clients ask us for help in managing their new vacation rental purchases as time went by. I had been running my vacation rentals for over ten years and with Kym's background in finance, creating Salty Dog Vacations, a vacation rental management company, was a no-brainer. We made a plan to focus on several key points:

1. Maximize occupancy and revenue
2. Create one-of-a-kind experiences for guests
3. Help our owners understand how to have the best vacation rental
4. Make sure Volusia, Flagler and now St. John's Counties get a positive benefit from well-maintained and regulated rentals
5. Welcome tourists to our towns year after year and to create lifelong memories.



“WE'VE FOUND THAT MIXING WORK AND PLEASURE CAN BE A GREAT AND LOVE CELEBRATING ALL THINGS CENTRAL FLORIDA WITH OUR OWNERS AND GUESTS.”

As adamant lovers of fun, you can find Kym and I tooling around town in our Salty Dog Jeeps or cruising down Main Street on our matching Harleys with some of our team members. If it hot out, look for us boating on the intercostal or offshore catching fish. We've found that mixing work and pleasure can be a great



WE CONTINUE TO BRING **INNOVATIVE STRATEGIES** TO OUR **HOMEOWNERS.**



and love celebrating all things Central Florida with our owners and guests. Pop into The World's Most Famous Brewery on Main Street, the brewery I co-own with Tom Caffrey, and share a beer with us to hear more about our future plans to enhance our area.

Central Florida has always welcomed tourists and we hope that Salty Dog Vacations can continue to raise the bar for the variety of groups are lucky to host. Our portfolio has everything from small condos to luxury beachfront pool homes. We strive for our guests to fall in love with Volusia, Flagler and St. John Counties so they come back and see us again.

*Stay Salty!*

**RESIDENTIAL • COMMERCIAL • REFINANCES**



**RTP**  
**REALTY PRO**  
**TITLE**

[www.Realtyprotitle.com](http://www.Realtyprotitle.com)

**Call A Title Pro For All Your Title Needs**  
**386-672-3840**

**900 W. Granada Blvd, Ste 2, Ormond Beach, FL 32174**



[www.mysaltydogvacation.com](http://www.mysaltydogvacation.com)

## Professional Vacation Rental Management



**Need someone to manage your client's vacation rental home or condo?**

Our full service management includes:

- Hassle free-we provide the cleaners, maintenance, manage all bookings and more.
- Dynamic pricing strategies to maximize owner revenue and occupancy.
- Real estate referral fees paid
- Realtors always keep their client referrals and we let you know if your client is considering additional purchases or selling.

**LET SALTY DOG VACATIONS MANAGE YOUR CLIENT'S VACATION RENTAL HOME OR CONDO**

[saltydogvacations@gmail.com](mailto:saltydogvacations@gmail.com)  
**+(386) 202-3051**

**RB PLATINUM TOW & DETAILING**

*Tow service*  
**24/7**



*Mobile detailing*

**386-220-0354**

*GG Mack*

**travelmation**

*Certified Cruise Specialist, Certified Luxury Specialist*  
Specializing in Cruises, All Inclusive Resorts



**404-242-9334**  
[ggmack@travelmation.net](mailto:ggmack@travelmation.net)



▶ rising star

# LEE BUCKNER

Photography  
By: **Waltons**  
Photography  
Writer:  
**Manuela Nivia**

*A Recipe for Success*

Though the real estate market is marked by inevitable change, REALTOR® Lee Buckner's unwavering principles for success have always remained unchanged. A local real estate professional and restaurateur, Lee has found in his faith a guiding roadmap for both personal and professional growth.



WALTONS  
PHOTOGRAPHY

“No matter what I do, I run at 100 miles an hour and I grind,” Lee described. “Life is too short to make excuses—that’s what I live by. My favorite Scripture is 1 Corinthians 10:31. It says, ‘whether you eat or drink or whatever you do, do it all for the glory of God’. That’s what I want—I want to glorify God in everything I do.”

Never afraid to roll up his sleeves and get to work, Lee has cultivated the values of diligence and perseverance from a young age. Raised by a single mother following the death of his father, Lee has carried throughout his every pursuit the philosophy of hard work that his parents instilled in him. From his childhood dream job as a law enforcement officer to leading a church as an assistant pastor, Lee has made service a core tenet of each facet of his career. Today, he has established a reputation as a real estate agent known for his dedication, entrepreneurial spirit, and personal touch.

“Growing up, I would cut grass in the summer and shine shoes in the winter,” Lee recalled. “I also worked in the restaurant business waiting tables and bartending, which came naturally for me. I’ve always had more than one job, that’s just who I am. I enjoy a variation of things, which is why I own a catering company and I’m a REALTOR® full-time.”



WALTONS  
PHOTOGRAPHY

Committed to lifelong learning, Lee began his culinary journey in a restaurant’s ‘dish pit’. Now, he’s renowned in the Daytona community as the owner and chef of the catering and food truck business, Southern State of Mind. This role has allowed him the opportunity to apply his creative abilities into his brand—as well as to every meal. Through the community he has formed as a restaurateur, Lee has also blended both of his passions in a way that uniquely distinguishes him from other agents in the area.

“I’ve been able to cross-brand my two businesses,” Lee explained. “I try to pull from clients that already know the level of work and integrity I bring to Southern State of Mind so they know that they can trust me with their real estate needs.”

Marked by southern charm, beach vibes, and unmatched hospitality, Southern State of Mind has served as the foundation for Lee’s branding as #TheBestCookingRealtor. Constantly leveraging his talents, Lee has utilized his chef skills for client events, including recently grilling tri-tip street tacos with his Big Green Egg—a barbecue brand that serves as one of his sponsors and culinary partners. With passion and discipline, Lee has been able to balance both full-time careers, even earning Agent of the Year in his second year in the business.



“I’ve owned my food truck and catering company for over seven years, and I wasn’t about to walk away from it,” Lee explained. “But when a friend reached out during the pandemic and said it was the perfect time to go into real estate, I decided to try it because I had always wanted to do it. I passed my test on the first try and have never looked back.”

At Lifestyle Realty Group, Lee has found a supportive real estate family that has cemented his path to success. Through the mentorship and support of his brokerage, he has developed a deep well of industry insight. As part of every transaction, Lee works tirelessly for his clients by providing personable service that delivers results. It’s his strong personal relationships and intrepid problem-solving that have served as the root of his prosperous start in the industry.

“I love the thrill of the hunt and finding the perfect property for somebody,” Lee explained. “I love when I get to help a client that thought they’d never been able to own a home realize the dream of homeownership.”



“

I try to pull from clients that already know the level of work and integrity I bring to Southern State of Mind so they know that they can trust me with their real estate needs.”



WALTONS  
PHOTOGRAPHY



ALEX L WALKER PHOTOGRAPHY  
BARE ELEMENTS EVENTS  
DELAND, FL

(970) 778-7991 ~ BAREELEMENTSEVENTS@GMAIL.COM ~ BAREELEMENTSEVENTS.COM



*Are your clients new to the area, retiring, or Medicare eligible?  
Are they self-employed or leaving employment?  
Are they looking for an advisor to represent their best interests?*

Look no further! My name is Nic Martin and as a licensed insurance expert I can find coverage to fit your client's individual situation. With access to numerous insurance companies I can present ALL options available and recommend the right plan for their needs and budget. **For personalized service call (334) 300-3999 or email at [nic.martin@healthmarkets.com](mailto:nic.martin@healthmarkets.com) today!**

**Private Insurance - Affordable Care Act - Medicare Supplement - Medicare Advantage  
Long Term Care - Whole Life - Term Life - Annuities**

**Nic Martin Licensed Insurance Agent  
334-300-3999 • [nic.martin@healthmarkets.com](mailto:nic.martin@healthmarkets.com) • [healthmarkets.com/nic.martin](http://healthmarkets.com/nic.martin)**

**HealthMarkets Insurance Agency**  
Health | Medicare | Small Group | Life | Supplemental  
4455 Baymeadows Road, Suite 104 • Jacksonville, FL 32217  
**C (334) 300-3999 - < O (386) 346-5755 - > F (904) 425-9076**  
**[NMartin@HealthMarkets.com](mailto:NMartin@HealthMarkets.com) • [HealthMarkets.com/NMartin](http://HealthMarkets.com/NMartin)**



# O'QUINN AGENCY

Meet Brent O'Quinn, owner of the top-producing insurance agency in Ormond Beach, Florida. As a leader in the industry, his commitment to the community serves as an extraordinary example of what it means to build a successful business.

Brent's story begins in his hometown of DeLand, Florida, where he was born and raised. It is there that he met his wife, Erin, who has worked alongside him for the past 25 years. High school sweethearts, Brent and Erin began dating at sixteen years old. After both earning degrees in Marketing and Management with a minor in Risk Management and Insurance from Florida State University, they married, bought their first home and went straight into the family insurance business in 1998. In 2009, they purchased O'Quinn Insurance Agency Inc. from Brent's father, Tom O'Quinn.

Over the past fifty years, the O'Quinn Insurance Agency has maintained first-class excellence in their industry. Among their long list of achievements, the O'Quinn's have been recognized as the Small Business of the Year awarded by both Daytona and Ormond

## ▶ partner spotlight

Photography By: **Cld Photography**  
By Writer: **Jessica Stipanovic**



Beach Chamber of Commerce, have won the Community Service Award from the Ormond Chamber of Commerce and most recently were awarded the Humanitarian of the Year by the Women's Council of Realtors.

Coming from a long line of Seminoles, the O'Quinn's family values and work ethic extends beyond the business to their two children Brendan and Kelcy. Brendan, 20, is a sophomore at Florida State University studying Business Marketing. In his earlier years, he shined as a state athlete throughout high school. Their daughter, Kelcy is a junior at Father Lopez Highschool. She is a varsity athlete in cross country and track and field and after graduation intends to pursue a medical degree. Family time is best spent by traveling and adventuring outdoors with activities such as wake surfing, surfing, fishing and hunting.

In 2011, Brent had a life-altering event while dirt biking with his son, an accident that resulted in a broken neck. During that year of



recovery, Brent had time for self-reflection and began to get a sense that there was something greater than himself in control. At the prompting of a good friend, he attended a church service. Shortly thereafter,

which lies in his ability to build a business that serves the community and gives career paths to their team.

"We love our insurance team and love to see them accomplish their personal and business goals. It is important to us to mentor them to ensure they are continually learning and growing as insurance professionals, community leaders and growing on a personal level," he said.

As client advocates, Brent and his team place a high level of importance on ensuring their customers are properly covered in a time of need. In the aftermath of a hurricane, it is not unusual to see Brent, Erin and their team with sleeves rolled up in a parking lot cooking hot dogs, filing claims, answering questions and giving hugs to those in need.

Additionally, his honest and transparent approach to insurance has led him to become known as a trusted advisor committed to helping his clients protect what matters most.

"We have standards and that is a large part of why we have been successful for 50 years. We are a trusted agency with a great team. If our price is high, it is because we are doing it right. You will not see our

“  
We love our insurance team and love to see them accomplish their personal and business goals.”



the O'Quinn family became actively involved in a church community. The injury served to be a blessing in disguise as they developed a stronger relationship with God and returned their focus to family.

As a business owner, Brent's return brought out his truest passion

agency cut coverage to earn business. Cheap isn't always good and good isn't always cheap. We live in our community and would never want to hide from a customer because we didn't take care of them at a time of loss. We can sleep at night better when we are sure they are insured properly," he said.

In addition to a good team, a large part of the agency has been built from real estate agent relationships and mortgage banker referral partners. Brent's relationships with real estate agents have helped him stay on top of market trends and changes in the industry. With help in identifying fluctuations in the market, he has been able to develop business strategies that will ensure his clients get what they need. Recognition of the importance of establishing these partnerships with local agents early on in his career has been a win-win for

everyone. Not only have these relationships helped them grow to be one of the largest insurance agencies in Volusia and Flagler counties, but they have enriched their lives with incredible friendships that have since turned into family. In the end, Brent's story is one of community and commitment to excellence. As owner of the top-producing insurance agency, Brent has laid the foundation for his legacy. Yet it is in his ability to foster good relationships with people that he has made his mark as a leader. With more than 50 years of success with the O'Quinn Agency, Brent and Erin alike are positioned to continue to make a difference in the lives of clients and community, one relationship at a time.



**Hamilton**  
HOME MORTGAGE  
A Refreshingly Simple Experience

**Michael Cathey**  
Mortgage Loan Advisor  
NMLS #1221899  
386-316-7716

"Your Trusted Choice in Residential Lending"

**HAMILTON FOR HEROES**

MILITARY - NURSES - TEACHERS - POLICE OFFICERS - FIREFIGHTERS - EMT - PHYSICIAN ASSISTANT

**Reduced Lender Fees!**  
Savings of \$1,590

**SPECIAL MORTGAGE BENEFITS:**

- VA, FHA, Conventional and USDA loans are eligible
- Purchases & Refinances
- Dedicated service from a team of mortgage experts

**Dream Home INSPECTION**

**MILITARY/ FIRST RESPONDER DISCOUNT**  
NEW CONSTRUCTION SPECIALIST • PRE-DRYWALL FULL INSPECTION  
11MOS WARRANTY INSPECTION

**WWW.DREAMHOMEINSP.COM • INFO@DREAMHOMEINSP.COM • 386-383-3270**

*We Go Beyond Your Expectations!*  
Pools • Spas • Water Features • Installed & Repaired

**386-451-2445**  
Ormond Beach, Florida  
EastCoastPoolsandSpas.com

License CPC1457246

**N2 GIVES**

SINCE 2016, N2 HAS DONATED  
**\$20 MILLION**  
TO HELP END MODERN-DAY SLAVERY.

The N2 Company — the organization behind this publication and hundreds like it — is financially committed to end human trafficking.

**FOR EVERY AD SOLD, N2 DONATES ENOUGH MONEY TO FREE TWO SLAVES FROM CAPTIVITY.**

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.

A GIVING PROGRAM BY THE N2 COMPANY

Visit [n2gives.com](http://n2gives.com) to learn more about our fight.

# TEAM MATACALE



cover

Photography by: Cld Photography  
Writer: Manuela Nivia

## MAKING WAVES IN THE DAYTONA BEACH REAL ESTATE MARKET

Partners in business and in life, Jennifer and Todd Matacale have always been driven to succeed together. High school sweethearts married for 30 years and counting, the duo has now settled into new roles as a real estate power couple in a thriving business. In each other, Jennifer and Todd have found the perfect complement to their individual strengths and weaknesses and have flourished in the Daytona Beach market.

A quintessential “meet-cute,” the couple began dating as young teenagers. “Todd had a Volkswagen bug for sale that I loved,” Jennifer recalled. “He had his phone number on the side of his bug, and I said, ‘I’ve got to call this guy.’ We ended up talking for about four hours. We saw each other the next weekend and that’s all she wrote.”

Jennifer first obtained her real estate license in 1993 but then transitioned into the mortgage industry, where she not only worked as a loan officer but also as a forensic underwriter. As she adeptly climbed the corporate ladder, Jennifer was notably handpicked to help craft the new underwriting guidelines for the Federal Housing Administration. She ultimately returned to her true passion in 2017 and continues to help local families achieve their homeownership dreams.

“I know both sides of the fence,” Jennifer described. “That sets me apart from other agents. I know what it takes to put a deal together and keep a deal together. It’s not like HGTV. You don’t just open a door and put something on a piece of paper. Many things can go wrong, and I know how to avoid the pitfalls—99% of the time it’s about addressing situations up front before they even become situations.”

As Jennifer leaped back into real estate sales, Todd was immersed in the graphics and publishing business—a career he had cultivated for over three decades. As he observed the industry progression away from print and into e-commerce and social platforms, Todd felt his passion for his profession shrink into monotony. By leveraging his marketing and business processes background, he realized a second act in the real estate industry would allow him to apply his existing expertise while pursuing new opportunities for professional growth.

“After 30 years of being at it, I decided I’d had enough and wanted a career change,” Todd explained. “Talking to Jennifer about how busy she was getting, it seemed natural that I come over and help her.





IT'S VERY IMPORTANT FOR ANY COUPLE WORKING TOGETHER, WHETHER IN REAL ESTATE OR ANYTHING ELSE TO UNDERSTAND WHAT EACH ROLE IS GOING TO BE.

It was an opportunity to help her on the back end so she could boost her sales. My previous experience being a part of some intricate processes and various marketing challenges adapted very well. Bridging my career into this one was very fluid."

Together, Jennifer and Todd make an unstoppable team that provides exceptional service to their clients in all aspects of a real estate transaction. Together, they have built a successful real estate business that is based on integrity, communication, and genuine relationships. It's the couple's passion for their work and commitment to their clients that have made them a favorite among homebuyers and sellers alike.

"It's very important for any couple working together, whether in real estate or anything else to understand what each role is going to be,"



Todd advised. "It's important to be complementary to each other in key tasks." Jennifer added: "Todd has come in and complimented me well because he's able to pick up the things I don't have expertise in. I'm an expert in mortgages and sales and dealing with people and I know this area inside and out—that's my niche. He's all the things behind the scenes, tech-related, and inspections that make him an invaluable member of my team."

Outside of the business, the pair strives to prioritize quality time together. Dedicated parents to Josh, 28, and Tabitha, 16, Jennifer

and Todd can often be found supporting their children at their events and activities. A true Florida couple, the pair also enjoys any and every water sport—from kayaking and boating to fishing and scuba diving. Since obtaining their PADI certifications, they have traveled across the world on scuba diving excursions.

"Todd is my adventure man," Jennifer gushed. "I always have to keep up with him. He pushes me and that's what I love about him. He challenges me, whether personally or professionally, to be the best that I can be while having fun in the meantime."

expert corner

Writer: Nicole Reid

Our your clients properly vested?

# Taking Title in Florida

It's one of the most important aspects of a residential real estate deal – and yet it is also one of the most frequently overlooked pieces of the process: how the buyers will take title to their new home. While it is not often discussed during the excitement of the purchase negotiations, the title company or law firm handling the closing of the transaction will need to know the buyers' preference to ensure that the title interest in the property is properly vested.

This is by far one of the most common questions I get from my real estate clients, and as there are several ways to take title in Florida, I understand why.

### Sole Ownership

While sole ownership is the standard for property purchased by a single buyer, it can also be used by married individuals who wish to take title of the property in their name alone. This is typically used when one spouse purchases property for investment purposes. Sole ownership does not grant any special tax benefits to the owner, and when the owner dies, the property is subject to the probate process to be passed on to the owner's heirs (unless the sole owner records an enhanced life estate deed, a/k/a a "Lady Bird Deed" before their passing).

### Tenants in Common

Tenancy in Common is used when two or more buyers, who are not married to each other, take title to property together, such as investors. Each "tenant" (buyer) owns a specific percentage of the property (as specified in the deed) and it does not have to be an equal share. Each tenant may pass down their interest in the property to whomever they choose – which is also the biggest disadvantage to this form of ownership: tenants in common may end up co-owning the property with total strangers.

### Joint Tenants with Right of Survivorship (JTWROS)

JTWROS is similar to tenancy in common, but with joint tenancy each owner's share in the property is equal. Also, when one owner passes away, their stake in the property simply passes to the other owners, as opposed to passing down to that owner's heirs. This is most often used amongst close family members, as well as by individuals in unmarried but committed relationships, who wish to keep the ownership interest in the family, and allows the family to avoid the probate process.

### Tenancy by the Entireties

Ownership of real property as Tenancy by the Entireties is only available to married couples. Each spouse owns an equal share of the property, which passes to the other upon death without the need for probate. Another plus is that creditors of one spouse cannot attach a lien to the property. Both spouses must sign the deed to sell or transfer the property, so neither spouse can sell it without the other's consent.

### Why does it matter?

The ownership language contained within the Deed can have far-reaching impacts on your buyers' tax obligations, estate planning, and ability to transfer or sell the property in the future. Since each buyer's situation is unique, it is best to discuss all options with the real estate attorney overseeing the closing of the deal.

What real estate topic would you like to learn more about? I welcome requests for future topics at [Nicole@ReidLegalSolutions.com](mailto:Nicole@ReidLegalSolutions.com).

**DISCLAIMER:** The opinions expressed herein are only provided for informational purposes, and do not constitute legal advice.



# FAQ

## ALL ABOUT VOLUSIA FLAGLER REAL PRODUCERS



**Real Producers** magazine started in Indianapolis in 2015 and is now in over 130 markets across the nation and continues to spread rapidly.

**Q: WHO RECEIVES *Real Producers* MAGAZINES?**

**A:** The top 300+ real estate agents in the Volusia Flagler Counties.

**Q: WHAT IS THE GOAL OF THIS MAGAZINE?**

**A:** We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. *Real Producers* is a platform that brings together the most elite individuals in Volusia Flagler Counties real estate.

We take the top 300 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

**Q: DOES *Real Producers* HAVE EVENTS?**

**A:** Yes! We will have specific networking events throughout the year.

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

**A:** It's really simple. You have to be on the top 300 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider anyone brought to our attention who is in the top

300 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support *Real Producers* and attend our private events to increase your chances.

**Q: WHAT DOES IT COST A REAL ESTATE AGENT/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 RP-VETTED BUSINESSES?**

**A:** They are one of the best businesses in Volusia-Flagler Counties in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business 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 team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

**Q: HOW CAN I RECOMMEND A BUSINESS?**

**A:** If you want to recommend a business that works with top real estate agents, please email or message us! **Email: [jayme@n2co.com](mailto:jayme@n2co.com)**

# Closings Made Simple

- › Specializing in FAST cash closings
- › Residential and Commercial
- › Title Search and Abstract
- › Courtesy Closings
- › Notary Services
- › Hero Discounts\*

\*We proudly offer Hero Discounts to Veterans, Active Armed Forces of the United States, Law Enforcement Officers, Firefighters, EMT, Physicians, Nurses & Teachers



Two convenient locations to serve you.

**Ormond Beach** 164 West Granada Blvd 386.317.4171  
**Port Orange** 4770 S Ridgewood Ave Suite 4 386.317.4155

[mysmarttitle.com](http://mysmarttitle.com) | Find us

## Experience Luxury With The Elite Concierge

We offer a full range of services from personal shopping, event planning, and lifestyle management, as well as Airbnb Co hosting.

EXPERIENCE THE ULTIMATE IN LUXURY SERVICE AND CONTACT US TODAY.

Connect with us



Website



Facebook



386-269-3151

[Theeliteconcierge@outlook.com](mailto:Theeliteconcierge@outlook.com)

# WALTONS PHOTOGRAPHY



WALTONS PHOTOGRAPHY OFFERS VIDEOGRAPHY & PHOTOGRAPHY  
 CONTACT: (321) 512-3486  
 EMAIL: [XAVIERWALTON1016@GMAIL.COM](mailto:XAVIERWALTON1016@GMAIL.COM)  
 GOOGLE: WALTONS PHOTOGRAPHY



Full-service boutique law firm and title company providing services in business law, trademarks, real estate law, and title/real estate closings.

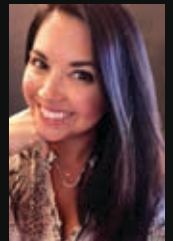
**NICOLE REID, ESQ.**

Managing Attorney

321.234.2478

Admin@ReidLegalSolutions.com

Reidlegalsolutions.com



Office: Daytona Beach. Serving all of Central Florida