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-- High-End Realtors, Rupert and Karen Irby

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40 Under 40
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Photos of 40 Under 40 honorees courtesy of Michelle Reed Photography.

RP

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►► publisher's note

40 STARS SHINE BRIGHT THIS HOLIDAY SEASON!

Dear Real Producers of Naples,

The season of joy and giving is upon us, and I must say, I'm filled with pride at how our community consistently comes together to give generously to worthy causes. It's part of what makes our Real Producers family so special.

In late October, we came together for our fall "Pink Party" at DC Autos, where we raised \$7,300 that we donated to Pink DIVAS United, an organization dedicated to supporting breast cancer survivors. Giving back is woven into the fabric of our Naples Real Producers community, and it's all thanks to each and every one of you. You can relive the entertaining event through the fun photos included in this issue, on pages 20 to 25, as well as on our social media.

In this special issue, I'm thrilled to introduce you to SWFL's 40 Under 40 honorees. These shining real estate stars are already making waves in our industry, and it's truly inspiring to witness their potential. Check out their profiles in this issue and keep an eye on these promising REALTORS® because we expect great things in their future!

As 2023 draws to a close, I'm incredibly grateful for our amazing Naples Real Producers community. This year has been full of fantastic stories and amazing events, all made possible by our outstanding preferred partners. You truly make it all happen, and we appreciate each and every one of you!

Lastly, I want to wish you all a very Merry Christmas and a joyous holiday season with your loved ones. We can't wait to see everyone again at our next big Naples Real Producers event in the New Year!

Very respectfully yours,

Andrew Regenhard

Owner/Publisher
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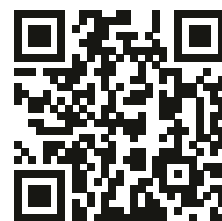
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Naples Real Producers' PINK PARTY

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▶▶ special events

Photos by Jake Maciosek and Samuel Saum



For more details about Naples Real Producers' events, contact us at swfl@n2co.com or follow us on Facebook and Instagram.



We were thrilled to host an unforgettable celebration at DC Auto Pros! The event was a resounding success, and we want to extend our heartfelt thanks to everyone who joined us in the festivities.

Through the generous support of those who purchased raffle tickets, we raised an impressive \$7,300, which has been donated to Pink DIVAS United — an organization dedicated to empowering breast cancer survivors.

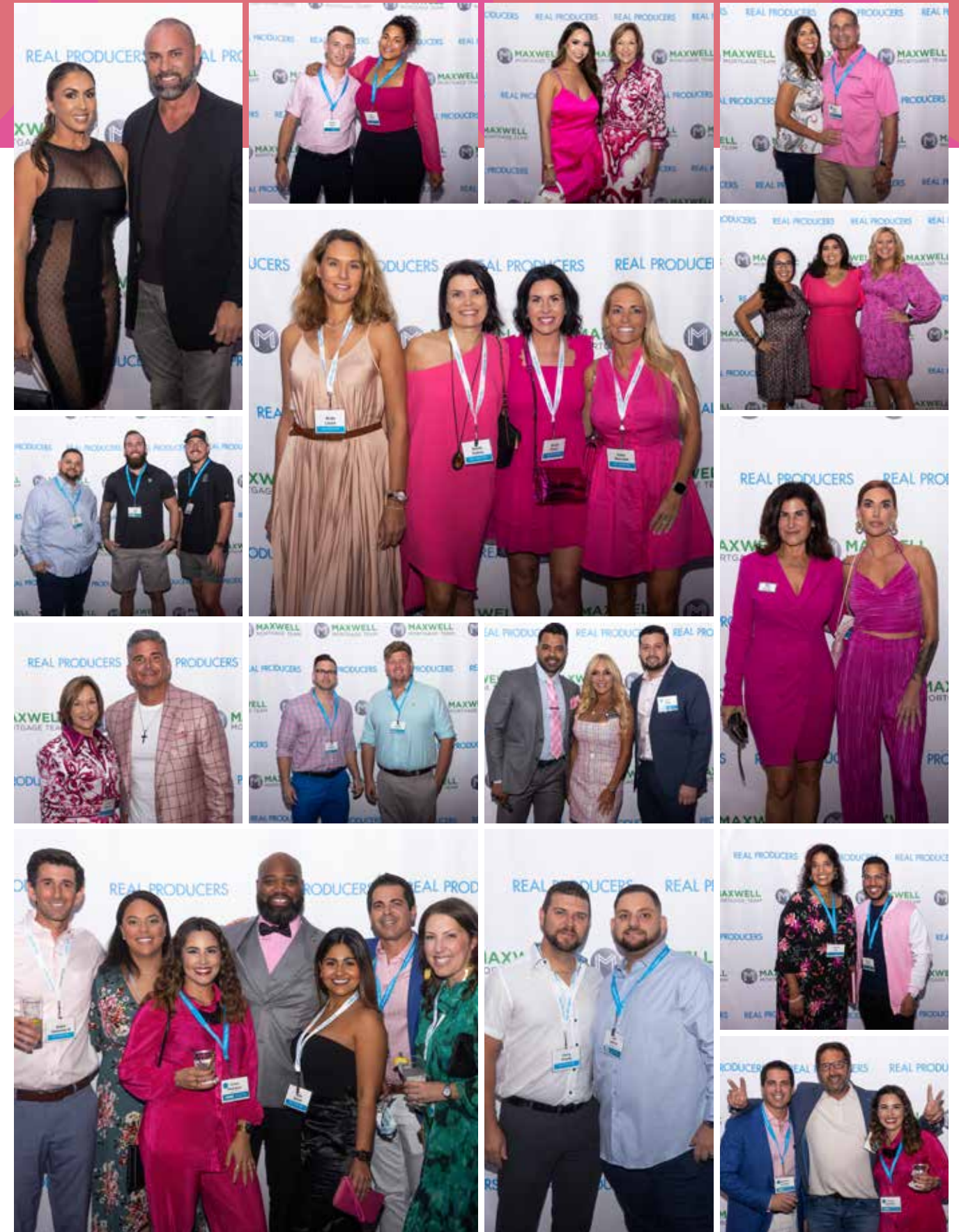
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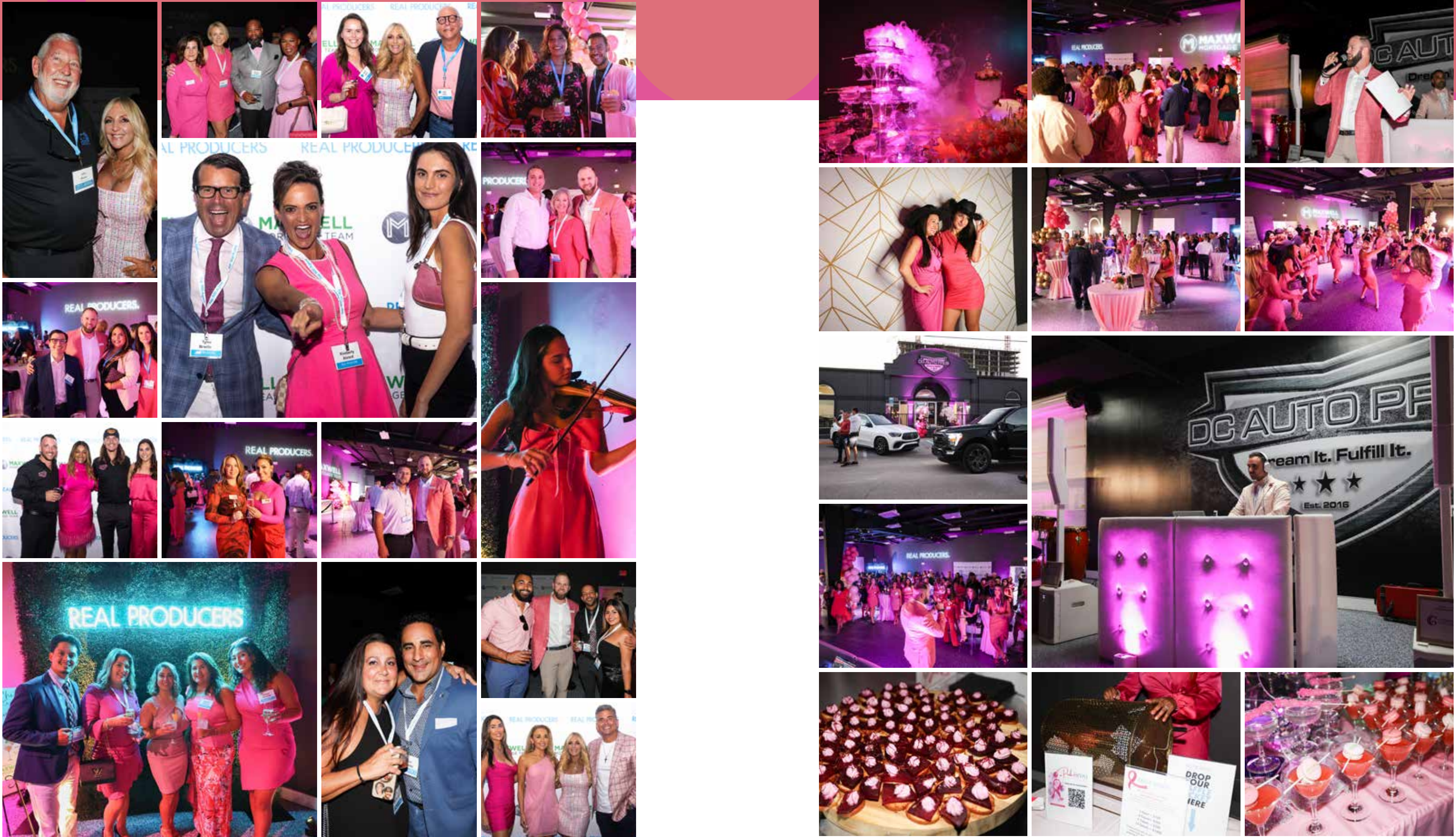
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We are immensely grateful to our host, **DC Auto Pros**, and our car sponsor, **Mercedes Benz of Naples**.

Wishing you all joyous holidays! We eagerly anticipate seeing you at our upcoming events in the New Year!









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Naples Real Producers

PROUDLY PRESENTS THE SWFL

40 UNDER 40

CLASS OF 2023

Photos by Michelle Reed Photography

We are thrilled to present our readers with a special edition of Naples Real Producers, featuring the remarkable 40 Under 40 honorees in the SWFL real estate industry. These talented individuals are the movers, shakers, and rain-makers to keep an eye on in the years to come!

The winners were chosen not only for their exceptional performance in real estate sales, but also for their professionalism, drive, innovation, community involvement, and outstanding character. They are exemplary leaders who are generously imparting their time, wisdom, and support to the next generation of REALTORS®.

Many of these impressive agents have received accolades and recognition for their accomplishments in the industry and are actively contributing to various non-profit organizations and causes. You may have already seen some of these outstanding individuals featured in our past issues, and we are excited to showcase them again in this special edition.

We are honored to present to you the Real Producers' SWFL 40 Under 40 Class of 2023, who are not only exceptional agents but also extraordinary human beings.

►► 40 under 40: trailblazers in real estate

Emma Jane Beckmann

JOHN R. WOOD PROPERTIES



Emma Jane Beckmann quickly established herself as a top performer in the real estate industry after becoming a REALTOR® with John R. Wood Properties in 2021. Born in Hong Kong and with a diverse background that includes the UK, Canada, Spain, and the United States, Emma brings a global perspective to her work, making her a valuable asset to her clients.

Emma's achievements are nothing short of impressive, with a total volume of almost \$40 million and 18 transactions slated for 2023. Her commitment to excellence has earned her prestigious awards, including the Platinum Circle in 2022 and the Diamond Circle in 2021 from John R. Wood. Emma's passion for helping people and facilitating life-changing moments for her clients is at the heart of her success. She is a dynamic force in the industry, working alongside her mother and best friend, Jane Wood, to create an exceptional client experience.

Emma enjoys an active lifestyle outside the office, including playing pickleball, traveling, and following Formula 1 racing. She also enjoys spending time with her fiancé, Eric, and two lovely pups, a Havanese named Lola and Albert, a Lab. Emma is deeply committed to her community, volunteering with the Women's Shelter and advocating for causes she believes in.

►► 40 under 40: trailblazers in real estate

Danny Batatt

JOHN R. WOOD PROPERTIES CHRISTIE'S INTERNATIONAL REAL ESTATE

A Naples native, Danny Batatt is a homegrown, talented broker associate at John R. Wood Properties Christie's International Real Estate. After graduating with a degree in finance from Florida Gulf Coast University, Danny embarked on his real estate journey in 2020, as his initial career plans were influenced by the global pandemic's challenges.

Having grossed this year, at the time of this writing in early November, almost \$7.5 million with seven transactions, Danny's genuine interest in real estate finance courses during college made his transition to the real estate industry a natural fit. He believes in mastering every facet of real estate, including law, development, construction, and finance, to empower his clients with the best possible advice and support.

Beyond his professional life, Danny is part of a family with deep community ties. His mother owns a children's furniture store called Megakids, established in 1996, while his father owns the popular barbershop, Hair Cuts For Kids & Adults, since 2010. Danny is actively involved in charitable organizations like Habitat for Humanity NextGen, and Young Professionals of Naples, reflecting his commitment to community building.

With aspirations to buy his first home and explore the world, particularly European countries, Danny balances his personal and professional goals. His motto is simple yet effective: "Keep plugging!"



Laura Bolagno

PREMIERE PLUS REALTY COMPANY



Originally from Boston but raised in New Jersey, Laura Bolagno relocated to Southwest Florida in 2007 with her husband to start a new chapter. Laura's real estate career began in 2014, driven by her passion for helping others make their dreams of owning a piece of SWFL paradise a reality.

A devoted REALTOR® and real estate consultant committed to her clients at Premiere Plus Realty Company, Laura

has recorded a total volume of \$6.6 million thus far in 2023. She's also been recognized for her outstanding achievements, receiving awards such as the Premiere Plus Realty Company Award for selling over \$10 million in 2021 and 2022, as well as being named a Best of Zillow Premier Agent in 2021.

Laura's personal and professional life is centered around her family. She and her husband, Martin, have been together since they were 16 and have been married for nearly 14 years. The couple has three amazing children — Angelina, Christian, and Nico — and the entire family enjoys an active lifestyle. Laura is committed to obtaining her broker's license in the near future. She also has plans to expand her investment portfolio by acquiring two or three properties within the next five years.

Bryan H Brax

DOWNING-FRYE REALTY, INC.

Born in Beirut, Lebanon, Bryan Brax spent his early years in New York City and moved to Naples at age 12. He received a degree in business marketing from Florida Gulf Coast University and entered into the world of real estate in 2019. Bringing a passion for luxury and a successful background in the exotic car industry, Bryan's decision to become a REALTOR® was motivated by the desire to leverage his extensive clientele network and the excitement of working with luxury properties.

In 2023, Bryan's outstanding performance as a top producer resulted in a total sales volume surpassing \$25 million with Downing-Frye Realty, Inc. His achievements have earned him plenty of awards, including being named a Real Producers Rising Star and receiving the Downing-Frye Realty Platinum Award.

In his off hours, Bryan enjoys time with his wife, their two dogs, Stella and Fayrouz, and watching the family's five chickens. He has an active lifestyle, including working out, driving luxury cars, traveling, and savoring good food. He is also passionate about giving back to the community through his support of the Make-A-Wish Foundation. Bryan's goals are focused on continuous improvement and expanding his luxury-focused business to encompass a wide range of high-end services, from luxury vehicles to aviation charters and more.



Samantha H. Corrochano

THE DELLATORE REAL ESTATE COMPANY

Samantha Hoagland Corrochano's psychology degree, her MBA from the University of Florida, and her experience in business-to-business sales and the pharmaceutical industry equip her with a unique skill set for success. A REALTOR® since 2020, Samantha has achieved an impressive total volume of over \$18 million in sales and 26 units.

"Sam," as her family, friends and clients know her, showcases her passion for the business serving as the vice president of her family's boutique brokerage, The Dellatore Real Estate Company. While she has earned numerous awards in her previous sales roles, Samantha feels true fulfillment when connecting with others and helping them achieve their real estate goals.

Sam's life revolves around her career and family. She and her wife, Milina, are raising three beautiful children — twin boys Tavyn and Kiptyn, and a daughter, Grace. Their family is completed by Benjamin, a black goldendoodle, who is also an avid Steelers fan.

Beyond real estate, Samantha enjoys boating, playing her guitar, cooking, and spending quality time with her loved ones. She actively supports St. Jude's, The Alzheimer's Association, and the Wounded Warrior Project, and is also a member of the Bonita Springs Downtown Alliance. Samantha's ambitions include helping to grow her family's brokerage, obtaining a broker's license, and becoming more involved in her community, especially in assisting the growth of Downtown Bonita.



Eddie Burnham

DOMAIN REALTY

Armed with a bachelor's degree in business real estate from Florida State University, Eddie Burnham embarked on a real estate career in 2021 after being inspired by his parents —

Eddie's father is a builder and his mother is also a successful REALTOR® like her son.

Eddie's dedication and hard work at Domain Realty in Naples certainly haven't gone unnoticed as he has earned numerous awards while grossing over

\$32 million in career earnings. His accolades include a Platinum Sales Award from his real estate board, recognition as a Five-Star professional, the prestigious 30 Under 30 honor and the Rookie of the Year award at his brokerage. Eddie's outstanding achievements have also placed him among the top 10 agents in his brokerage, out of over 300 agents.

Eddie's passion for real estate lies in helping clients secure their dream homes, and he finds immense fulfillment in witnessing the joy and happiness that flows through them when they close the deal. Outside of his professional pursuits, Eddie loves everything about the Southwest Florida lifestyle, including fishing, boating, hunting, golfing, and enjoying sporting events. As a devout fisherman, Eddie's favorite local charity is supporting Captains for Clean Waters.



Rei Culi

ROBOCI TEAM | ROYAL SHELL REAL ESTATE

Rei Culi brings a unique background to the world of real estate. Originally from Albania, Rei pursued a master's degree in veterinary science in his home country. However, Rei's passion for helping people and the desire for a business venture that could positively impact countless lives led him to enter the real estate field in 2021.

In his relatively short time as a REALTOR® with Royal Shell Real Estate's Roboci Team, Rei

has achieved notable success, closing 16 deals totaling nearly \$12.4 million in volume this year. Rei finds immense joy in seeing the happiness and appreciation in his clients' eyes, being recognized as a trusted professional, and living the good life in Naples.

Outside of his professional endeavors, Rei is a devoted family man. He is married to LeAnne, and they have two beautiful children, Drin and Dea. Their family is complete with Leo, an adorable toy poodle. In his downtime, Rei enjoys scuba diving and traveling, and has an abiding interest in cars. Beyond investing in real estate rentals and obtaining his broker's license, Rei's ambitions include early retirement and continued involvement in charitable causes. He has a personal goal to actively engage in providing homeless individuals with a fresh start and aid in the recovery of abused children and women.



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Alex Daane

DAANE PROPERTIES

Naples native Alex Daane is the managing broker and owner of Daane Properties, a real estate brokerage he started over a decade ago. With an education and background in finance, Alex obtained his real estate license in 2007 and has consistently ranked among the top 1 percent of agents in the country. This year, he is proud to be opening a new office at 721 12th Avenue South, a building in Olde Naples that was developed by his grandfather in the early '80s and was home to his mother's clothing store, Brigadoon, for nearly 40 years. Alex's passion was cultivated at a young age... He fondly recalls observing changes in the once-sleepy Naples real estate landscape from the front seat of his father's bicycle or in his '64 Ford Mustang convertible.

Alex's production consistently ranges between \$20 million to \$40 million annually. At the time of this writing in early November 2023, he has already achieved approximately \$17 million in total volume. Although he holds various performance-based designations and graduated

magna cum laude from the University of Florida, Alex remains humble, focusing on adding value to his clients' experiences and ensuring each transaction is smooth.

Beyond his career, Alex cherishes his family — his wife, Casey, and their baby boy, Ralston, born in July. They share their home with two lovable dogs, Winnie and Scottie. Outside of work, Alex enjoys golf, boating, exploring new restaurants, and traveling to cherished family vacation spots. He's also deeply committed to philanthropic endeavors, supporting organizations like the David Lawrence Center, Habitat for Humanity, the Children's Museum, and more.



Ornela Roboci Dees

ROYAL SHELL REAL ESTATE, INC.

Ornela Roboci Dees is a passionate REALTOR® and the co-founder of the Roboci Team at Royal Shell Real Estate, Inc. Originally from Albania, Ornela's journey to becoming a luxury real estate professional in Naples is a testament to her determination. She began her real estate career in 2014 after feeling unfulfilled working in the banking sector. Real estate resonated with her because it allowed her to connect with people while providing genuine assistance.

Ornela's commitment to helping people better their lives is the driving force behind her work. She thrives on exceeding expectations and embracing challenges, making each day in real estate unique. Thus far in 2023, Ornela has closed 20 transactions for \$16 million.

Outside of her professional life, Ornela is a loving wife to Ryan, a native of Naples, and a devoted mother to their two children, Henry and Valerie. The Dees family also includes Dixie, their mischievous, four-year-old beagle. Ornela's love for Naples and the water is evident in her favorite activities: watching sunsets and enjoying beach days. She is also deeply involved in charitable work, particularly organizations that support children. In both her personal and professional life, Ornela's goal is continuous self-improvement to better serve her loved ones and clients.



Andrew Darda

THE DARDA GROUP | COMPASS

Co-founder of Compass's The Darda Group, Andrew Darda decided to become a REALTOR® in 2008 after growing up being inspired by his father's involvement in the industry. Andrew's decision was further motivated by his wife's belief in the potential it held for their family. Over the years, Andrew has become a prominent figure in the field, with a focus on helping both homebuyers and homeowners.

Andrew thrives on assisting others, whether it's helping individuals find their dream homes or helping homeowners

sell their properties, especially those facing challenges. His passion now includes mentorship, guiding fellow agents within his team, and emphasizing effective systems and accountability to drive their success. In 2023, The Darda Group is set to close approximately \$150 million. Looking ahead, Andrew plans to grow his team to 20-plus agents, selling 480 properties annually. On a personal level, he aims for 85 to 100 property sales, with a primary focus on luxury homes, while also prioritizing the team's and company's growth.

Outside of real estate, Andrew treasures his family, which includes his wife, Hope, their son, Aiden, and their beloved golden retriever, Cabella ("Bella"), who shares a special connection to being born on their wedding day. Andrew's interests extend to boating and fishing, and he is equally devoted to charitable causes, supporting institutions like St. Jude's Children's Hospital and Golisano Children's Hospital Florida.



Marissa DiMare

THE DIMARE GROUP | KELLER WILLIAMS LUXURY

An accomplished REALTOR® with an impressive career, Marissa DiMare is a luxury ambassador with The DiMare Group at Keller Williams Luxury, specializing in high-end real estate. Born and raised in New Jersey, Marissa's entry into real estate was a fortunate accident. While in college at Rutgers University, she began working for a top local real estate team as an assistant and purchased her first investment property at just 19 years old.

What Marissa finds most fulfilling about her work is the opportunity to connect with people, match their unique lifestyles to the perfect homes, and help clients build long-term wealth through real estate investments. Her ability to listen to her clients' needs has made her a respected figure in the industry since 2006. She has received accolades, such as Realtor of the Year in 2014 in New Jersey, and has achieved a

sales volume of \$5.6 million so far this year in Florida, along with \$7.8 million in New Jersey with her business partner there.

Marissa loves spending time with her young son, Nicholas, in her off hours. Alongside her husband, Darren, who is a contractor, Marissa is not only transforming homes but also contributing to her community. She and her team have adopted a "Care.Serve.Give." program, where every sale results in a donation to a charity of the client's choice, showcasing their commitment to giving back.



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Tony Erpenbeck

DENNY GRIMES & TEAM | KELLER WILLIAMS REALTY NAPLES

Tony Erpenbeck's real estate journey began in 2011, inspired by his mother, one of Stock Development's top agents. Growing up in the industry, he developed a deep passion for real estate and recognized the importance of pride, respect, and happiness in one's professional endeavors.

Now a distinguished REALTOR® and listing specialist affiliated with Denny Grimes & Team at Keller Williams Realty Naples, Tony has been a consistent standout performer with 48 transactions totaling over \$28 million in volume this year alone. His commitment to excellence has earned him plenty of recognition, including the prestigious Top Listing Specialist Award for Keller Williams South Florida Region, which he has received twice in recent years.

Family is at the core of Tony's life. He married his best friend, Paige, in 2015, and they are proud parents to two wonderful daughters, Lorelai and Charlotte. Their long-haired mini dachshund rescue, Chewy, rounds out the family and plays well with the girls. Tony is also a true Gators football fan, enjoys golf, the beach, and CrossFit, and has an appreciation for fashion. He is actively involved in various community organizations, including the Women's Council of REALTORS®, SWFL Gator Club, and the Associate Leadership Council for Keller Williams Realty Naples.



Morgan Grimes

DENNY GRIMES & TEAM | KELLER WILLIAMS REALTY OF FORT MYERS & THE ISLAND

A proud fourth-generation native of Fort Myers, Morgan Grimes started her real estate career in 2011 and has since become a respected REALTOR® and broker associate with Denny Grimes & Team at Keller Williams Realty of Fort Myers & The Islands.

Morgan has sold an impressive 55 units for a total sales volume of \$27 million thus far in 2023. She has also been recognized for her supreme dedication, earning the title of Top Listing Agent for both SWFL and Keller Williams. However, what truly fulfills Morgan in her work is the opportunity to guide clients through the emotional and logistical roller coaster of buying or selling a home. She takes immense pride in being a calming presence, resolving issues, and ensuring her clients feel heard and supported throughout the entire process.

In addition to her thriving real estate career, Morgan cherishes time spent with family, her two dogs, Chewie and Paige, and beloved feline Kitty Witty. She is actively

involved in her community — whether as a member of the board or putting on their annual Pie Day and Breakfast with Santa. She is also known to randomly show up in a dinosaur suit to bring smiles to everyone's day. Morgan's mantra, which she wrote on her basketball shoes in high school, "Good, better, best. Never let it rest. Until your good is better and your better is best!" reflects her belief in continuous improvement. Morgan's future ambitions include building on her father's legacy, Denny Grimes & Team, and helping her team members achieve their professional aspirations.



Claire Gogan

THE GOGAN TEAM | EXP REALTY

With a strong presence in the real estate world since 2012, Claire Gogan has been a driving force in the industry. As team leader of The Gogan Team at eXp Realty, her impressive achievements include their closing 68 transactions with a total volume north of \$34 million in 2022 and over 120 transactions for over \$60 million in 2023.

Originally from Chicago, Claire has deep roots in Naples, where she grew up from the age of 2. She pursued her

education at FGCU, earning a degree in marketing. Her entry into real estate was driven by a desire for flexibility and the limitless potential for financial success. What she finds most fulfilling in her work is the opportunity to create life-changing opportunities for the agents on her team.

When she's not busy helping clients or teammates, Claire enjoys a fulfilling family life with her husband, Andrew, and three boys, Ashton, Bryson, and Finn. Claire's love for the outdoors is evident in her hobbies, which include boating, fishing, and riding horses. She actively supports organizations like Beverly's Angels, hosting events for at-risk youth. Her professional aspirations include growing The Gogan Team to achieve over 1,000 sales a year, demonstrating her commitment to ongoing success in the real estate industry.



David Gruninger

WILLIAM RAVEIS REAL ESTATE

David Gruninger has made a significant mark in the real estate industry since joining in 2014. David founded an auto detailing business during college, servicing many of the country clubs throughout town. He eventually leveraged this business to transition his clients into real estate clients, laying the foundation for his successful career today.

Now a REALTOR® with William Raveis Real Estate, David's passion for his work is evident in his numerous awards and accolades, including being ranked among

the top 1.5 percent of agents nationally for the last five consecutive years, and in his impressive performance. Year to date, he's sold 56 units for over \$56 million with an average sale price of \$1.1 million. However, what truly fulfills David is helping clients find their perfect homes and witnessing them create cherished moments with their families. For him, a home is not just a physical space but a place where memories are made.

Beyond his professional accomplishments, David treasures his close-knit family. His active lifestyle includes a love for golf, live music, and fine dining, along with a passion for cars, often participating in exotic car rallies across the country. He is also involved with the Make-A-Wish Foundation, highlighting his commitment to giving back. As he continues to reach new heights in his career, his guiding motto is, "Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful."



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David Jablonski

COMPASS FLORIDA LLC

David Jablonski brings a rich family legacy to his impressive career as a REALTOR® and principal at Compass Florida LLC. Licensed in 2011, David is now the fourth generation of real estate agents in his family, demonstrating a deep-rooted passion for the field.

David has recorded over \$21 million in sales, moving 19 units thus far in 2023. His performance is driven by his commitment to finding clients the perfect property, regardless of the time frame. Outside of real estate, David is a loving family man with a wife, Rebecca, and two young daughters, Isla Mae and Cecilia. His two friendly cats, Darla and Zieba, keep a watchful eye over their home.

Apart from his career and family, David dedicates time to giving back to the community. He has served as the chairman of the NABOR Young Professional Network and contributed to the Muscular Dystrophy Association as a camp counselor. His personal and professional goals include achieving a \$50 million sales volume, fostering a team culture focused on ethical conduct, and treating clients with the respect they deserve. David's guiding principle is to provide clients not just with a property, but with a home where they can create cherished memories.



Michelle Lauzier

DOUGLAS ELLIMAN REAL ESTATE

An exceptional REALTOR® and broker associate with Douglas Elliman Real Estate, Michelle Lauzier loves serving her clients in the beautiful Southwest Florida region. Originally from the northwest corner of Connecticut, Michelle moved to SWFL in 2006 to attend Florida Gulf Coast University, where she earned a degree in marketing with a focus on advertising. Her transition into real estate in 2011 was driven by her love for connecting with people and her desire to stay in the paradise she had come to call home. She was fortunate to work alongside Michael Lawler, who mentored her and instilled the confidence needed to succeed in real estate. Closing five units for \$10.6 million this year, Michelle finds her work incredibly fulfilling as she helps clients find their perfect properties.

Michelle is dedicated to continuous learning, and with her newly achieved broker's license, she looks forward to mentoring new agents in the future. Outside of real estate, Michelle enjoys spending time on the water, fishing, snorkeling, and exploring the beautiful local beaches. She is also deeply involved in charitable activities, particularly those supporting animal shelters and The Alzheimer's Foundation. On a personal note, she aspires to purchase property in the mountains to enjoy another breathtaking facet of life.



Marcus Larrea

PALM PARADISE REAL ESTATE

A prominent figure in the real estate industry, Marcus Larrea serves as the founder and team lead of Palm Paradise Real Estate. Born and raised in Fort Myers,

Marcus made his way into real estate in 2016. With a bachelor's degree in business management from FGCU and a master's in business administration from the University of Florida, he possessed a solid educational foundation that has propelled his success.

Marcus's leadership has driven his brokerage to remarkable heights, achieving 571

transactions worth \$201 million year to date. His accomplishments extend beyond sales figures; Marcus was recognized as the number one RealTrends Mega Team for the number of transactions along the entire west coast of Florida in 2022. He was also selected to be part of Zillow's Agent Advisory Board, working closely with the company to shape its strategic direction.

Beyond helping clients, Marcus is equally passionate about nurturing his team's growth. He envisions expanding his brokerage's footprint with multiple offices stretching from Marco Island to Tampa within the next three years. Personally, Marcus enjoys boating, traveling, and spending time with his fiancée Sarah, their daughter Sophie, and their French bulldog, Bugsy. The family looks forward to the arrival of a baby girl in January 2024. Marcus is also actively engaged in giving back, instituting the Palm Paradise Gives Back program at his office.



Ryan Leben

THE PINNACLE GROUP OF NAPLES | MVP REALTY ASSOCIATES

With a passion for sales that has been driving his career since 2017, Ryan Leben is a phenomenal REALTOR® and team leader of The Pinnacle Group of Naples at MVP Realty Associates. Born and raised in Naples, Ryan's deep knowledge of the local market has been a valuable asset. He holds a bachelor's degree in business management from FGCU and is also a designated certified financial planner.

In 2023, Ryan achieved an impressive \$24 million in

pending and closed transactions, totaling 25 sides. His expertise has earned him recognition, including the MVP 2022 Top Agent Commission Award, beating out over 1,200 other agents. What Ryan finds most fulfilling about his work is building lifelong relationships with clients and selling not just homes, but the unique Naples lifestyle.

Ryan's personal life is equally rewarding, with his spouse, Louis Scandale, and their two beautiful children, Diya and Dante. They enjoy travel, beach time, interior design, and quality moments with loved ones. Giving back to the community is important to them, with a special focus on Youth Haven, where they recently attended the charity ball and witnessed the incredible generosity and energy dedicated to helping underprivileged children. Ryan's motto is simple but powerful: "There is nothing impossible to them who will try."





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Chris Lecca

WILLIAM RAVEIS REAL ESTATE

Chris Lecca of William Raveis Real Estate is a seasoned REALTOR® with a remarkable career that began in 2009 when he was just 18 years old. With a total volume of \$84 million and an impressive 60 transactions so far in 2023, Chris is a monthly top producer and a force to be reckoned with in the field.

Hailing from a small town in western Massachusetts, Chris's passion for real estate has been a lifelong dream. What he finds most fulfilling in his work is the transformation of houses into model homes through updates and staging, ensuring top-dollar sales, and providing a smooth transaction experience for his clients.

Beyond closing deals, Chris cherishes his personal life with his fiancée, Abby, and their two Chihuahuas, Rico and Chi Chi. In his leisure time, Chris enjoys spending quality time with family and friends, hosting parties,

and enjoying the warm weather on his boat, "No Contingent-Seas." With motivating slogans like "Leave it to Lecca!" and "Good things come to those who Hustle!" guiding his business philosophy, Chris has plenty of both short-term and long-term goals. Professionally, he aims to steadily grow his real estate business by 10 percent each year, while personally, he looks forward to getting married next year and starting a family, embracing a bright future ahead.



Tyler Mattingly

JACK MANCINI TEAM | KELLER WILLIAMS ELITE REALTY

With Keller Williams Elite Realty, Tyler Mattingly is a standout REALTOR® driven by a lifelong dream to work in the industry he is passionate about. Tyler's love for helping people has made him a go-to agent since he started in 2019.

Tyler's real estate performance has been remarkable, with a total volume of approximately \$15.5 million and 35 transactions completed year to date. His dedication and results have earned him accolades, including Rookie of the Year in 2019, as well as being recognized as the number one agent in total volume for his office in 2022. Additionally, Tyler achieved the distinction of being the number one team in the Bonita Keller Williams office in 2022 as a part of the Jack Mancini Team.

While Tyler is passionate about his career, he also enjoys various activities outside of work, including spending time with his long-time girlfriend Stephanie, swimming, working out, jet skiing, and even venturing into entrepreneurial endeavors such as flipping homes and starting new businesses. He's actively involved in his community through his church, Summit Church, participating in charitable initiatives that support local causes like backpack drives and food pantry contributions. Tyler's future plans include launching a title company, a shared office space venture, and pursuing a storage unit facility.



Azamina "Nina" Llorca

NINA LOVES NAPLES TEAM | COLDWELL BANKER REALTY

As a top-notch REALTOR® and team lead for the Nina Loves Naples Team at Coldwell Banker Realty, Azamina "Nina" Llorca has been making waves in the industry since 2019. Nina has closed 25 units and achieved a total volume of over \$20 million in 2023, a testament to her commitment and expertise. In 2022, Nina was recognized with the Sterling Society award from Coldwell Banker.

Originally hailing from Montenegro and later growing up on Long Island,

New York, Nina's path eventually led her to Naples. Her decision to go into real estate was a natural progression from owning an insurance agency, driven by a desire to further help her community.

What Nina finds most fulfilling in her work is the deeply personal nature of buying and selling homes. She and her husband, Carlo Llorca, bring a unique approach to their real estate business through their "Staged and Styled to Sell" brand. They meticulously transform each property into a showstopper, attracting buyer interest and achieving higher sales prices.

Beyond her professional success, Nina cherishes her family, including Carlo and their three daughters: Alina, Adela, and Angelina. Together, they enjoy the beach and are passionate about contributing to charities that support children, combat hunger, and honor service-men and women.



Lex McKinney

WILLIAM RAVEIS REAL ESTATE

Originally from Portland, Maine, Lex McKinney went into real estate four years ago, eager to embrace a new challenge that would blend her passion for helping others with her interest in architectural design. Now an esteemed REALTOR® with William Raveis Real Estate, Lex has grossed almost \$3.7 million and recorded four transactions in 2023.

With a bachelor of science degree in interpersonal and organizational communication

and a minor in business administration from East Carolina University, Lex possesses the skills essential to success in the real estate industry. In 2022, she achieved recognition as a William Raveis Real Estate President's Club recipient, highlighting her dedication and accomplishments in the field.

Lex finds immense fulfillment in her work, as it allows her to guide clients through major life events and help them achieve their real estate goals. Outside of work, she enjoys boating with her boyfriend, Anders, visiting Bonita Dog Beach with beloved dogs Sadie and Mowgli, and exploring the vibrant culinary scene of Southwest Florida. As an animal lover, Lex is actively involved with animal rescue organizations like Collier County Domestic Animal Services. Her future goals include obtaining a broker's license to further enhance her real estate knowledge and better serve her clients' needs.





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▶▶ 40 under 40: trailblazers in real estate

Ruth Morency

GULF COAST INTERNATIONAL PROPERTIES

In her brief real estate career, Ruth Morency has already achieved promising results. After only two years in the business, Ruth has racked up over \$2.5 million in sales volume from five transactions. Originally from Haiti, Ruth earned her degrees at Saint Ambrose University in Davenport, Iowa, and has a rich background in international business and marketing. Ruth's focus is on building lasting relationships with her clients, helping them find their dream homes, and guiding them through the intricate process of buying and selling properties.

As a skilled marketer, Ruth recognizes the value of every client relationship and ensures optimal results by exceeding client expectations. Ruth provides her clients with the utmost professionalism, responsiveness, and care. Researching and sharing valuable information is where she shines — nothing makes her happier than to see her clients overjoyed with their new Naples lifestyle.

A goal-setter by nature, she aspires to build a strong client base, establish a reputable brand, expand into new markets, and achieve consistent business growth while earning recognition for excellence in the real estate industry.

Ruth is a proud mother of four children: Zoe, Eli, Gabe, and Gabby. She's also an active participant in her local community and supports Ronald McDonald House Charities. Her favorite quote, "I can do all things through Christ who gives me strength," from Philippians 4:13, serves as a motivating force in her life.



▶▶ 40 under 40: trailblazers in real estate

Jorvi Noesi

MARZUCCO REAL ESTATE LLC

Jorvi Noesi, a native of New York with roots in the Dominican Republic, is a seasoned REALTOR® and esteemed managing partner at Marzucco Real Estate LLC. With a career in the real estate industry that commenced in 2017, Jorvi boasts a remarkable track record of achievements. Jorvi has consistently demonstrated his prowess in the field by achieving sales exceeding \$57 million. His unwavering dedication to helping clients realize their real estate dreams is underscored by these impressive results.

Jorvi's success can be attributed to his distinctive perspective. He believes in the transformative power of education and is a proud holder of an Associate of Arts degree from Florida Southwestern State College. A passion for learning and knowledge sharing is integral to Jorvi's approach, enabling him to make real estate dreams a tangible reality for his clients. In addition to his client-centric approach, Jorvi is known for his commitment to nurturing and guiding others. He actively mentors aspiring real estate professionals, sharing his

expertise and insights to help them build successful careers.

Beyond his professional accomplishments, Jorvi is a global explorer who delights in forging connections with individuals from diverse backgrounds. He cherishes his close-knit family and passionately engages in philanthropic activities, including the annual Turkey Drive and Christmas toy collections. Jorvi's ultimate aspiration is to establish a lasting legacy that inspires humility, groundedness, and a profound commitment to giving back to the community. His exceptional career in real estate is marked by a dedication to service, a commitment to excellence, and a passion for helping clients achieve their real estate dreams.



Jess Morris

MARZUCCO REAL ESTATE LLC

Jess Morris, a Naples native and seventh-generation Floridian, began investing in real estate at the remarkably young age of 12 when she acquired her first property, sowing the seeds of her passion for real estate investment. She officially entered the real estate industry in 2017 and has since achieved significant success, including being featured as a *SWFL Real Producers' Rising Star*.

As a dedicated REALTOR® with Marzucco Real Estate LLC, Jess's commitment to helping her clients build wealth while finding their dream homes brings immense fulfillment to her work. But Jess is not just a real estate professional; she's also a coach and mentor, committed to sharing her knowledge and secrets with new real estate agents.

Jess's family includes her husband, Murray, and two children, Chadley and Colt James, as well as two beloved fur babies, Jake, the chocolate Lab, and Cotton, the blue heeler. Jess is actively involved in her community, as well, serving on committees and volunteering for various causes, including child survivors of human trafficking, conservation, and hurricane-relief efforts. Her personal and professional goals are grounded in the pursuit of the American dream, both for herself and the families she serves.



Janice Viktoria Pearson

ELITE TEAM | CENTURY 21 SUNBELT REALTY

Janice Viktoria Pearson brings a wealth of experience and accolades to the real estate industry. Originally from Germany, Janice's international background and bachelor's degree in supervision and management from FSW in Fort Myers have equipped her with unique skills for being an expert REALTOR® with Century 21 Sunbelt Realty.

Since 2015, Janice has consistently demonstrated her commitment to excellence in her career.

In 2022, Janice closed over 75 transactions with a sales volume of

over \$10 million and is projecting to meet or exceed that performance again in 2023. Her impressive list of awards, including Double Centurion and Centurion honors, reflects her dedication to providing top-notch service to her clients. Janice finds her work in real estate fulfilling as she helps families find their dream homes and coaches and supports them throughout the buying process.

Janice's personal life is filled with love and adventure. She is happily married to Richard Pearson, and together they have three beautiful children, Alayna, Amelia, and Little Ricky, who are being raised bilingually in both English and German. Their family enjoys fishing, exploring the Southwest Florida beaches on their boat, and participating in community charities like Easterseals and Captains For Clean Water. With her motto, "Defy Mediocrity + Deliver Extraordinary Experiences," Janice is not only achieving her vision but also making a positive impact in her community.





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Katie Edmonds **Peters**

HAVEN GROUP | COMPASS



Katie Edmonds Peters is a driven REALTOR® and the team leader of HAVEN GROUP at Compass. Originally from Fort Myers, Katie earned a degree in fashion merchandising management from The Fashion Institute of Technology in New York City. She obtained her real estate license in 2019, inspired by her family friend, Joey James Remington, who is now her business partner.

Closing 37 transactions for \$15 million year-to-date, Katie finds fulfillment in serving people and guiding them through the ever-changing process of buying or selling a home. She thrives on the diversity of each day, with new challenges and opportunities to excel. With a competitive spirit, Katie enjoys the excitement of landing significant deals and is committed to making a meaningful difference in her clients' lives.

Outside of work, Katie shares her life with her husband, Trey, and three children, Dru, Ambrose, and Virginia. The family also includes two fun-loving English Labradors, Buck and Bessie. In her free time, Katie enjoys pickleball, bike rides with her children, traveling, and baking. She is actively involved in her community and supports causes such as Community Cooperative. Katie's ambitious goals include becoming a top ultra-luxury agent and team in Southwest Florida, demonstrating her commitment to excellence in her profession.

Joey **Remington**

HAVEN GROUP | COMPASS FLORIDA LLC



Joey Remington is a prominent local REALTOR®, and as the principal and team lead of the Haven Group at Compass, he brings a wealth of experience and expertise to his clients. Joey obtained his real estate license in Manhattan in 2013. Although he returned to Southwest Florida in 2015, he officially entered the sales side of the real estate business in 2018.

Joey's impressive track record showcases his dedication and skill in the field. In 2022, Joey achieved a remarkable \$21.7 million in sales volume and aided his team in transacting \$53 million. He values the autonomy and income potential that being his own boss offers, and he's deeply passionate about architecture and interior design. What Joey finds most fulfilling in his work is the opportunity to assist clients with some of the most significant transactions in their lives, all while maintaining a high level of professionalism.

Outside of helping his clients, Joey enjoys engaging in activities like playing pickleball, exploring his passion for cars, and traveling to new destinations. He is also actively involved in his community, contributing to Community Cooperative's soup kitchen in Fort Myers. Joey's commitment to creating opportunities, both for himself and his clients, is exemplified by his favorite quote: "Opportunities don't happen. You create them."

Adam **Radno**

TXG GROUP | WILLIAM RAVEIS REAL ESTATE



An exceptional REALTOR® and luxury home advisor with the TxG Group at William Raveis Real Estate, Adam Radno's real estate career began in 2014. This year alone, Adam has achieved a total volume of \$6.6 million through eight successful transactions, earning him numerous awards within his brokerage.

Originally from Freehold, New Jersey, Adam moved to Naples at 7, shaping his formative years. He graduated from McKendree University

with a degree in business management. Driven by a fascination with the unique challenges in each transaction, Adam entered the industry, finding it a fulfilling career change. The most rewarding aspect for Adam is helping clients achieve their real estate goals amidst transaction intricacies.

Outside work, Adam enjoys golf, time with friends, hitting the gym, and beach moments with Tess, his beloved rescue dog. Adam lives by Confucius' motto, "The man who thinks he can and the man who thinks he can't are both right." Short-term, Adam's goals involve closing deals, selling listings, and expanding his database. In the long term, Adam envisions achieving \$100 million in sales volume. Personally, he aims to continuously improve and make a positive impact on as many lives as possible, with an eye on acquiring his first multifamily or commercial building in the future.

DeShawn **Robinson**

DOORS OPEN CONNECT | MARZUCCO REAL ESTATE LLC



DeShawn Robinson's transition to the real estate sector was anything but ordinary. With a rich background in hospitality and management, DeShawn capitalized on 15 years of mastery of white-glove service, needs anticipation, connection making, relationship building, effective communication, problem solving, and team building which set the stage for his successful pivot into real estate in 2015. He aimed to utilize these skills and make himself an invaluable asset in the industry.

As a founding member and managing partner at Marzucco Real Estate and the founder-owner of Doors Open Connect,

DeShawn's achievements extend beyond personal milestones. He's been pivotal in expanding Marzucco Real Estate, now boasting over 475 agents and multiple offices throughout the state, resulting in over a billion dollars in real estate sales to date. Moreover, with Doors Open Connect, he's developed a mobile app and desktop platform linking thousands of brokers and agents from all over, cultivating a vibrant, collaborative community in the real estate industry.

DeShawn's professional mission transcends individual accomplishments. He derives immense satisfaction from mentoring and training newcomers to the industry, sharing his wealth of knowledge and expertise. In his limited free time, DeShawn loves the outdoors, especially fishing, and cherishes moments with his beloved brindle pit bull, Niko. Currently, he's driven to further scale Marzucco Real Estate and Doors Open Connect, as well as help out in the community and pursue endeavors that extend beyond real estate.



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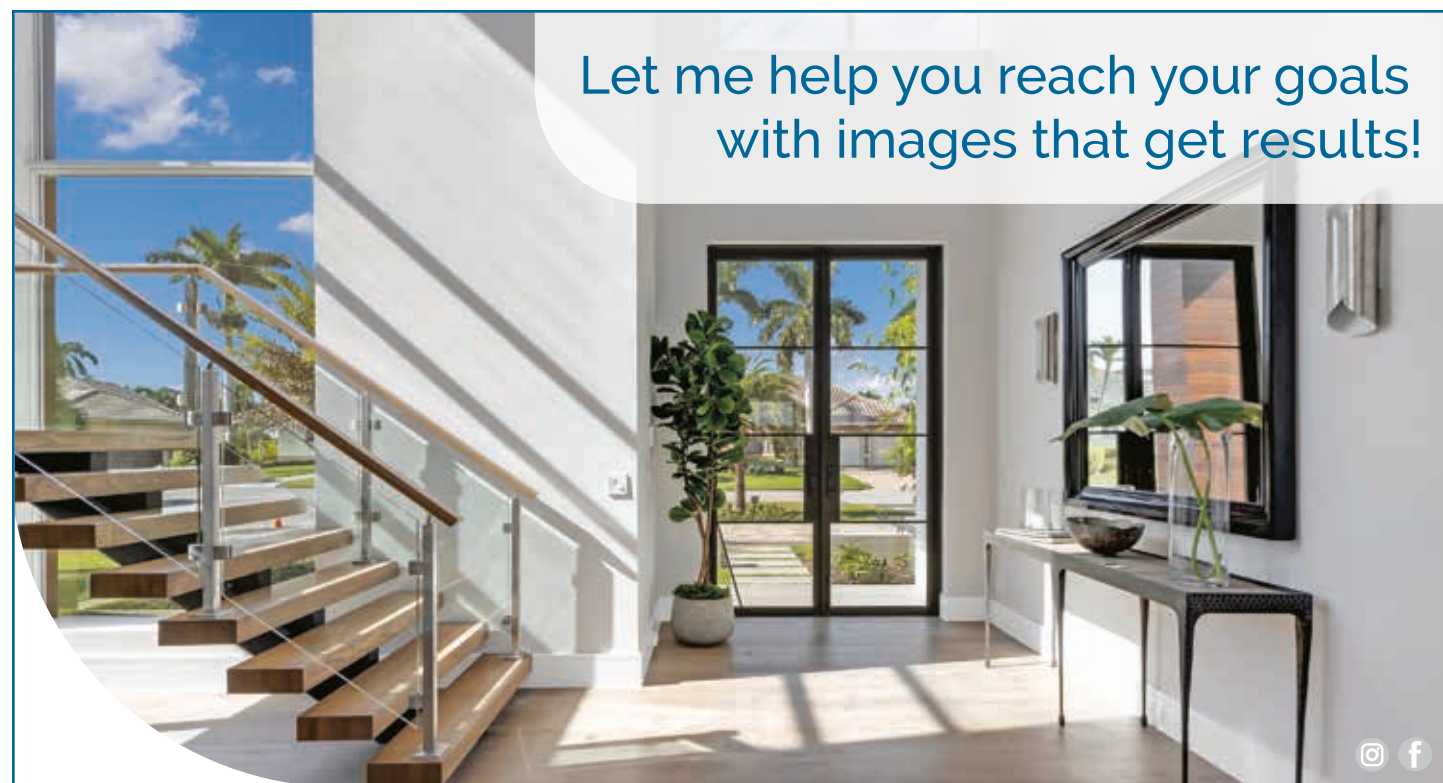
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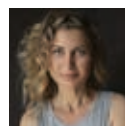
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Zach Rosen

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Zach Rosen brings over a decade of real estate expertise to his clients as a seasoned REALTOR® and principal agent at Compass. Hailing from Fort Lauderdale, Zach interned for a top Realtor in Naples during his college years, an experience that ignited his passion for the industry.

Zach has achieved remarkable success, with a year-to-date volume of \$45.5 million and 80 transactions. His amazing dedication has earned him accolades, including the prestigious

Diamond Award from Bonita Springs-Estero REALTORS®. Zach finds deep fulfillment in his work, knowing that he plays a crucial role in guiding people toward their ideal homes.

Outside the office, Zach cherishes family time with his wife, Danielle, and their 18-month-old daughter, Mila. They also have a furry companion, a mini goldendoodle named Charlie. In his downtime, Zach enjoys watching his daughter's growth and friendly poker games with fellow industry professionals. He's actively involved in giving back to the community, as well, supporting the Harry Chapin Food Bank.

With a passion for growth, Zach's short-term goals include continuing to expand his personal portfolio and aiming for a \$100 million year in real estate. His motivating quote, "I didn't come this far just to come this far," reflects his relentless pursuit of excellence.

Adam Sheets

THE SHEETS | RE/MAX REALTY TEAM



Adam Sheets, a REALTOR® with The Sheets Team at RE/MAX Realty Team since 2015, excels in the real estate world. Dubbed the "Social Media Wizard," he and the team achieved 38 sides in 2023, totaling about \$16.7 million in transactions. Adam boasts numerous prestigious awards, including RE/MAX Rising Star, RE/MAX Platinum Club, and RE/MAX Hall of Fame.

Originally from Odessa, Texas, Adam's educational journey includes Full Sail University, FSW, and Valencia College,

however, valuing independence and self-investment, he discovered a passion for real estate.

Adam's work is most fulfilling when he witnesses the joy of first-time homebuyers. He's not just a Realtor but a devoted husband to Zoe, who shares his love for travel and cuisine. Their family includes Brewer, a 100-pound Pyredoodle who doubles as the office mascot. Beyond work, Adam enjoys golfing and boating, embracing South Florida living.

He actively contributes to the community through the Gateway Kiwanis Club and volunteering at the Harry Chapin Food Bank. Adam's passion for coaching drives his short-term goals to expand his coaching business and long-term vision to transition into a full-time coaching and speaking role. He's making a meaningful impact, embodying Steve Jobs' words, "Those who think they can change the world are the ones who do."

Cullen Shaughnessy

PREMIER SOTHEBY'S INTERNATIONAL REALTY

Cullen Shaughnessy brings his clients over a decade of experience in the real estate industry. He embarked on his real estate journey in 2012, driven by a family legacy in the field that dates back to 1981. With a passion for luxury goods and a natural inclination towards the real estate market, Cullen found his calling in helping clients buy their dream homes and securing the best deals for sellers.

Cullen holds a Bachelor of Science degree from the United States Naval Academy in Annapolis, Maryland, reflecting his commitment to excellence and discipline. In 2023, Cullen has already achieved an impressive total volume of over \$10 million this year through seven successful transactions as a REALTOR® with Premier Sotheby's. His dedication to his clients and his strong work ethic have earned him recognition as a Sotheby's Club 1744 Member, ranking number 30 in all

of Premier Sotheby's with a total of over \$46 million closed in 2022.

Cullen's family includes his wife, Melinda, and their two daughters, Isabella and Kelsey. While they recently lost their beloved pet, Sadie, their love for the water, boating, and fishing continues to bring joy to their lives. Cullen's motto, "If you're not first, you're last," reflects his commitment to excellence and his drive to succeed in every endeavor.



Johnathan Shirey

THE AGENCY NAPLES

As a REALTOR® with The Agency Naples, Johnathan Shirey brings extensive experience and expertise to the real estate industry. Born and raised in Canton, Ohio, he has embraced the Florida real estate market since moving to the Sunshine State in 2003. After obtaining his real estate license in 2008, Jonathan quickly established himself as a trusted professional in helping clients navigate their real estate transactions.

Johnathan's commitment to optimizing the real estate experience for both buyers and sellers is evident in his work... He closed 11 units resulting in approximately \$22.5 million in sales volume in 2022. Johnathan takes pride in assisting clients in making one of the most important financial decisions of their lives while ensuring a pleasant and smooth process.

Outside of his real estate endeavors, Johnathan enjoys spending quality time with his Brazilian wife, Greice, and his family and friends, traveling, hiking, skiing, playing tennis, and just watching Netflix to chill. In the long term, Johnathan envisions a move into real estate development, investment, and building as the next stage of his career. He is driven by the belief that the only barrier to achieving personal and professional goals is one's own limiting beliefs.



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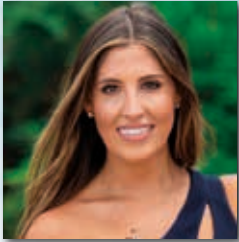
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Brittany Skotak

SKOTAK GROUP | DOUGLAS ELLIMAN REAL ESTATE



Born and raised in Michigan, Brittany Skotak's passion for real estate was ignited at an early age. Dissatisfied with a traditional 9-to-5 job, she sought a career that allowed her the freedom to work independently while engaging with people directly. Real estate offered the perfect blend of personal interaction and entrepreneurial freedom while introducing her to diverse individuals and teaching her valuable lessons along the way.

Now a highly accomplished REALTOR® and executive director of luxury sales, Brittany leads the Skotak Group at Douglas Elliman Real Estate. Since 2011, she has consistently demonstrated her commitment to excellence. This year, Brittany has achieved remarkable results, closing 57 transactions thus far with a total volume of \$34.6 million. Her dedication to her craft has earned her numerous awards, including recognition as the #1 Team and Individual Agent, along with the prestigious Top Small Teams Award.

Beyond work, Brittany enjoys a bustling household with her husband Nick and their three children, Cruze, Nixon, and Stella. They also share their space with a trio of adorable pets — dogs Puff and Coco (or Gary), and a sweet cat, Mochi. Brittany's commitment to her family and her growing real estate business keeps her extremely motivated.

Kyle Thompson

THOMPSON GROUP | KELLER WILLIAMS ELITE REALTY



Originally from Smithfield, Rhode Island, Kyle entered the real estate industry in 2011, guided by friend and fellow agent, George Patton. With his competitive spirit and ambition, Kyle has achieved remarkable success as a REALTOR® at Keller Williams Elite Realty, where he leads the Thompson Group.

Kyle has racked up over \$20 million in sales so far this year with 36 units and is projecting to end the year having closed approximately \$30 million in sales. Over the years, he has transacted 1,000 units and his career sales volume has eclipsed over \$150 million. Kyle's achievements

also include being named Zillow's Top Agent, making Forbes' The 500 List, and the honor of being the number one agent in his brokerage for multiple years. His passion for real estate is fueled by the opportunity to meet great people, help them realize their dreams, and thrive in a competitive environment.

Outside of work, Kyle shares his life with his wife, Jessica, and their three children: Ella, Jack, and Grace, along with the family's English bulldog, Barkley. His hobbies include golf, coaching his children in various sports, beach trips, and spending quality time with loved ones. Kyle also values giving back and supports local charities such as the food bank, schools, and the Children's Hospital. Kyle's long-term goals include achieving financial flexibility, providing for his children's education, and continuing to grow personally and professionally while building lasting memories with his family.

Christyna Stires

COASTAL LUXURY LIVING | KELLER WILLIAMS REALTY

Christyna Stires entered real estate in 2021, transitioning into production in May of this year. Originally from the suburbs of Philadelphia, Christyna brings her Penn State background in psychology to her career, and has already closed \$2.2 million as a REALTOR® with Coastal Luxury Living at Keller Williams Realty and has \$2.5 million currently pending.

What Christyna finds most fulfilling in her work is alleviating stress for her clients and exceeding their expectations throughout the buying and selling process. She takes pride in being nurturing and readily available to assist her clients, recognizing that real estate transactions often come with a variety of emotions and pressures.

In her personal life, Christyna is a cat owner, with calico Pia as her furry companion. She enjoys a range of activities, including working out, pickleball, boating,

exploring adventurous foods, cooking, and indulging in her passion for interior design. Community involvement is also essential to Christyna; she actively participates in charity drives, such as collecting school supplies. Her personal motto, "Do it scared," motivates her in both her personal and professional life, where she aspires to achieve \$10 million in sales in 2024 and dreams of one day renovating and designing a fixer-upper to be her own dream home.



Damon Vetere

THE VETERE TEAM | COLDWELL BANKER REALTY



Originally from Long Island, New York, Damon Vetere transitioned to sunny Southwest Florida in 2010. Damon holds a bachelor's degree in political science from SUNY Stony Brook, showcasing his commitment to continuous learning. A distinguished REALTOR® and the team lead at Coldwell Banker Realty's The Vetere Team, he entered the real estate industry in 2012.

Damon has achieved remarkable milestones, including the NRT 2013 Rookie of the Year and membership in the International President's Circle for multiple years. In 2022, his team was recognized by Coldwell Banker as part of "The Florida 100." Damon's professional pursuits have allowed him to blend his operational management background with his sales acumen, creating a

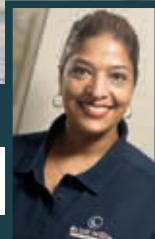
rewarding career. This year alone, Damon and The Vetere Team have closed 50-plus sales for over \$20 million.

Outside work, Damon is a dedicated family man, enjoying life with his supportive wife, Jules, and their delightful 1-year-old daughter, Blaire. The Vetere family also includes two rescue dogs, Lou and Dane, and a horse, Brooks. In his spare time, Damon enjoys sports, travel, and poolside relaxation with his loved ones. His commitment to community involvement is reflected in his family's support for charitable organizations like Track to Trail Thoroughbred Rescue, Big Brothers Big Sisters of the Sun Coast in Lee County, and Coldwell Banker Cares.

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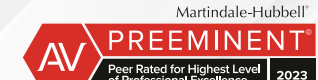


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Matthew Vos

JOHN R. WOOD PROPERTIES

A promising REALTOR® since 2020, Matthew Vos has quickly established himself as a rising star in the industry. With a total current volume of nearly \$5.7 million and seven transactions thus far in 2023, Matthew is making his mark in the Southwest Florida real estate market with John R. Wood Properties.

Originally from Republic, Missouri, Matthew made the move to Southwest Florida in 2017 for work and instantly fell in love with the area. His passion for people and sales led him to make the transition into real estate, a career that allows him to work at his desired pace and directly correlate his income with his efforts. Matthew finds fulfillment in helping clients achieve their real estate goals while enjoying the Southwest Florida lifestyle.

Matthew's personal life revolves around his loving family, including his wife, Megan, and their twin girls, Emma and Evelyn. When he's not assisting clients with their real estate needs, he enjoys spending quality time on the water with his family, whether it's on their boat or jet skiing. His slogan, "Are you ready to be the record sale on your street?" reflects his drive to help clients achieve exceptional results in their real estate endeavors.



Blaze Zdravev

BLAZE LUXURY TEAM | JOHN R. WOOD PROPERTIES CHRISTIE'S INTERNATIONAL REAL ESTATE

Dynamic team leader and broker associate Blaze Zdravev is known for his exceptional service at John R. Wood Properties Christie's International Real Estate. Winning Rookie of the Year in 2015, Blaze has consistently demonstrated his commitment to excellence and his clientele in the real estate industry since then and currently serves as a member of the John R. Wood Properties Board of Directors.

This year alone, Blaze has recorded 15 transactions totaling \$30 million in sales volume. Blaze's entry into real estate was motivated by a deep passion for helping people achieve their homeownership dreams. He finds immense fulfillment in guiding clients through the intricacies of the real estate process and seeing their joy when they find the perfect property.

In addition to his thriving career, Blaze values his family above all else. He shares his life with his best friend and wife, Emilia, and their three lovely children: Bella, Ava, and Nikola. Outside of work, Blaze enjoys a range of activities and hobbies that bring balance to his life, including tennis, golf, fitness, pickleball, running, hiking, travel, and an interest in cars. He is also an active participant in charitable initiatives in his local community, such as the March of Dimes and St. Matthew's House.



Ashley White

BLUE LINE REALTY OF SWFL LLC

Ashley White found her calling in real estate in 2017, inspired by her family's background in the industry. A REALTOR® at Blue Line Realty of SWFL LLC,

Ashley has closed 22 transactions and achieved a remarkable \$7.5 million in volume in 2023. Her ongoing industry excellence has earned her plenty of prestigious awards, including the top-producing \$10 Million Club.

What Ashley finds most fulfilling in her work is helping people achieve the American dream of homeownership.

She understands the significance of this milestone and is passionate about making it possible for as many families as she can. Family is a central theme in Ashley's life, not just through her profession but also at home. She shares her life with her husband Robby and their two daughters, Arianna and Gracie, who actively participate in her real estate endeavors.

Ashley's love for animals is evident in her three working dogs — Maya, Remi, and Nova — all trained for personal protection. She also has a bunny named Snowflake. Beyond her professional and family life, Ashley enjoys training her dogs, CrossFit, and engaging in DIY projects. She also supports law enforcement charities, a cause close to her heart, honoring her father's legacy as a police officer.



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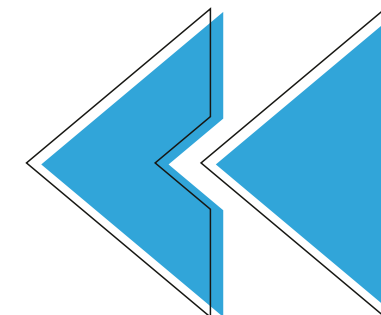
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