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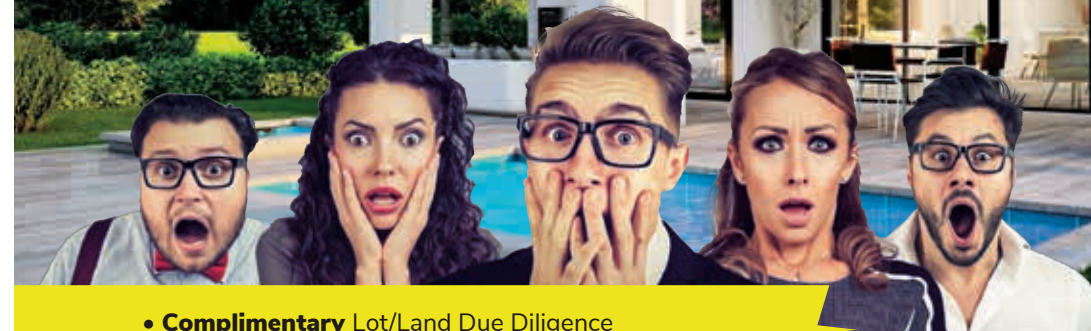
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► publisher's note



EMBRACING HOPE AND RESILIENCE

Dear REALTORS® and Preferred Partners,

As the seasons change, this October we honor Breast Cancer Awareness Month. For me, this month holds a deeply personal significance, as my mother, Kim, has triumphed over breast cancer twice in the past 25 years.

My mother's battle is a testament to the power of the human spirit. Her determination to fight, her resilience in the face of uncertainty, and her unyielding hope are qualities that resonate not just in her story, but in the stories of countless survivors.

Breast Cancer Awareness Month is a time to unite, educate, and inspire. This month reminds us that one in eight women will face the battle against breast cancer in their lifetime. The statistics are a stark reminder of the prevalence of this disease, but they also reflect the remarkable unity and hope that bind survivors, families, and communities together. In the U.S. alone, almost 4 million breast cancer survivors stand as such examples of courage.

Resilience and hope are the cornerstones of Breast Cancer Awareness Month. They remind us that while the road to recovery may be tough, the power of the human spirit and the support of a caring community can overcome even the most daunting challenges. They inspire us to raise our voices, support ongoing research, and advocate for early detection.

As we embrace this month of awareness, let's remember that each pink ribbon we wear, each conversation we start, and each dollar we donate contributes to a future where breast cancer is no longer a threat. Let us embody the spirit of resilience and hope that survivors demonstrate every day.

Here's to my mother Kim, to the countless survivors, and to a future where breast cancer is conquered. Together, we stand strong, united in the face of adversity, and filled with the relentless hope that fuels change.

Very respectfully yours,



Andrew Regenhart

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▶▶ featured agent

By Zachary Cohen
Photos by LaCasaTour



Liz
WILSON



Right at Home

Six years ago, Liz Wilson packed her bags, leaving cold, snowy New England for the bright, warm weather of Southwest Florida. This move marked new beginnings for Liz in more ways than one.

Just before leaving Connecticut, Liz sold the high-end consignment retail store she had run for the prior 12 years, and her husband sold his construction business. With two young children in tow, they landed in Cape Coral seeking a fresh start.

Upon landing in Florida, Liz took up work in a new industry — real estate. From her perspective, it was a natural transition from the customer-service-oriented role she held as a retail store owner.

“My success at Karma, my consignment store, taught me a lot about customer service, and during that time, I learned I love working with people. That drove my success in retail, and it also inspired me to get into real estate,” Liz reflects.

Back in Connecticut, Liz and her husband had bought, sold, and flipped several homes. Each





“
My favorite part
of this work is
connecting with
people.
”

time, the REALTOR® gave her the same advice: “You should become a real estate agent.”

Liz initially resisted, but her move to Florida provided the perfect opportunity to begin a new career.

NEW BEGINNINGS

Liz began her real estate career on the property management side of the business in 2017, working for top agent Ted Stout.

During her first three years, she came to understand the inner workings of the industry, preparing her to set off on her own. In 2020, she transitioned to the buy/sell side.

“I was instantly thrown into a busy market in COVID. I was a buyer’s agent competing against so many other buyers, but I still managed to land a ton of deals,” Liz says proudly. “Against all odds, I closed \$10 million.”

Since 2020, Liz’s career has steadily grown. She’s tracking to close over \$15 million this year as a member of the Izzo Team at Royal Shell Real Estate, which would be her career best.

“My favorite part of this work is connecting with people. I love finding clients I can connect with, laugh with, and have fun with. I want it to be fun when we’re looking for a house,” Liz shares. “I also love the glamor of it all. Who wouldn’t love to show a beautiful house? I love the glitz and glam of going into beautiful homes.”



Liz Wilson is a member of the Izzo Team at Royal Shell Real Estate.





Liz has fallen in love with Cape Coral, her home and primary place of doing business. Although she's still somewhat new to the area, she knows Cape Coral better than most. She can rattle off interesting facts like how the city was developed, how many miles of waterfront there are, and the intricate history of the freshwater canals.

"I think, as human beings, we crave to be on the water or near water, and Cape Coral allows that," Liz continues. "This place is special."

BEYOND WORK

Liz pairs her love for Cape Coral with a growing passion for boating. She recently purchased her dream boat, a 30-foot Cobalt that she loves using to explore with her family and clients alike.

Outside of work, you'll find Liz with her husband, Shane, and their two children, Hayden (10) and Beau (8). If they're not out on the boat, you'll find them on a baseball field watching Beau or on the horse tracks watching Hayden.

Liz Wilson recently purchased her dream boat, a 30-foot Cobalt.

"I'm a mom first, a wife, and I'm obsessed with real estate. That's who I am," Liz adds.

"I'm most grateful for my family. I'm also really grateful to get to do what I love. I'm so grateful for the freedom of my job. When I wake up in the morning, I'm excited to get to work."

“

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▶ partner spotlight

By Zachary Cohen
Photos by LaCasaTour

DALI MIHAJLOVIC



ALL IN PROPERTY MANAGEMENT

ALL-IN ON REAL ESTATE

Dali Mihajlovic is one of Southwest Florida's fastest-rising real estate agents; he's also building one of the area's premier property management firms, ALL IN Property Management.

Dali's experience as a REALTOR® has helped him develop one of the most agent-friendly property management firms around while quickly building a reputation as an all-inclusive, customer service-focused company.

GOING ALL IN

Born and raised in Serbia, Dali spent over 20 years as a professional tennis player and coach before transitioning into real estate. He relocated to the U.S. at 17 years old, first landing in Florida and later growing a tennis coaching business in Chicago.

Dali moved back to Florida in 2018, and in 2020, he launched his real estate sales career. Since then, he's been fully committed to real estate; ALL IN Property Management was founded the following year. Over the past two and a half years, ALL IN Property Management has grown its portfolio to over 200 properties.

"Property management goes hand in hand with real estate," Dali explains. "After taking care of clients who purchased a home,

they need someone to manage the rentals. So that's how it all started. Little by little, through word of mouth, the property management business started growing to where I decided to open a property management company to service them fully."

With All IN Property Management, Dali's goal is to take the day-to-day operations of a real estate investment out of the owner's hands, freeing up time and energy for them to use elsewhere in their life.

BUILT FOR REALTORS

Dali's property management firm has offered his real estate business the added benefit of being a lead-generation source. Many investor buyers turn out to be property management clients, and many of his renters become eventual buyers.

While Dali's property management business and real estate sales business feed each other, Dali is careful not to step on the toes of other real estate agents. He prides himself on running a Realtor-centric business model.

“

THE SKY'S THE LIMIT, SO WE'LL SEE WHERE THE FUTURE TAKES US. I'M LOOKING FORWARD TO CONTINUING TO GROW.



“I’m someone who understands a real estate agent’s job and the scope of work they do. I am providing them with a relationship, with someone to take care of their clients, someone to keep their clients happy. And then, whenever their clients are ready to buy or sell real estate, I give those clients back to the Realtor. I won’t take the business away from them. I want to have good relationships with agents where they can feel confident that they can rely on me to take care of their clients’ needs,” Dali explains.

ALL IN’s business model centers on creating extraordinary client relationships through empathy-driven customer service. Their systems, staff, and technology are best-in-class. They offer a hands-on experience to clients, ensuring no detail is overlooked. In addition to handling the more traditional list of property management services, ALL IN has expanded its staff to include an in-house design and furnishing team and offers a variety of home concierge service options as well.

“With the ever-growing number of luxury rental property owners living outside of the area, ALL IN has mastered the art of fulfilling every need imaginable for owners who desire to furnish and care for their properties — prior to, during, and after their tenant’s stay. From contact to contract, we provide options for our owners to enjoy owning their investment properties without them having to lift a finger,” Dali emphasizes.

LOOKING AHEAD

ALL IN Property Management has quickly become a power player in the property management industry, but Dali and his team aren’t resting on their laurels. They are committed to continued growth. Expansion to Florida’s east coast is in their plans.

“The sky’s the limit, so we’ll see where the future takes us. I’m looking forward to continuing to grow.”



The ALL IN Property Management team leads the industry with best-in-class systems, technology and customer service.



Dali Mihajlovic, owner of ALL IN Property Management, traded his 20-plus-year career as a professional tennis player and coach for real estate in 2020.

FAMILY SPOTLIGHT

Dali and his family moved to Southwest Florida in 2018 for the lifestyle, and they are enjoying every minute of their life in Naples. He and his wife, Maya, have three sons: Stefan (16), Marko (10), and Filip (7).



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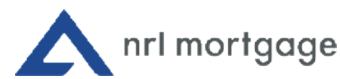
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►► cover story

By Zachary Cohen
Photos by Michelle Reed Photography



KYRA

QUARLES



THE ROAD TO EXCELLENCE

When you talk to Kyra Quarles about her journey into the world of real estate, you can hear the passion in her voice. Her rise to the top of the Southwest Florida real estate rankings has taken her from owning and operating a floral shop in Kentucky to being one of Fort Myers' most well-respected REALTORS®.



Prior to real estate, Kyra Quarles and her mother ran a successful florist and home design services and accessories store in Kentucky for 25 years.

Kyra’s path into the real estate industry has been shaped by her family’s entrepreneurial spirit and her passion for creating beautiful spaces. In Kentucky, Kyra and her mother ran a small family business specializing in floral arrangements for weddings. This venture eventually expanded into a retail gift shop, where Kyra discovered her love for decorating and design.

“Local Realtors would send clients to my store, who would hire me to stage their homes. I had a passion for decorating, and we’d help people settle into their new home or simply refresh their space. We’d deck the halls for people’s houses at Christmas. It was an exciting business,” she recalls.

Kyra and her mother ran A Touch of Grace for 25 years, growing from a small retail floral arrangement shop above an insurance agency to a 6000-square-foot home accessory store with home decor, design services, a gift shop, and floral arrangements.

During her years running the store, Kyra witnessed firsthand the impact of staging and home decor on the real estate market. She found herself staging homes and helping people create their dream living spaces.

The events of 9/11 and the influx of competing big box retail businesses, like Dollar Tree and Pier 1, took a toll on the family’s store. Kyra got married in 2003 and began searching for new opportunities that would provide both financial independence and flexibility to spend time with her husband.

“I was living paycheck to paycheck. Since I was helping agents stage their listings, I thought, ‘Why not try real estate?’” Kyra explains.

Kyra’s knack for design and passion for helping others made real estate a natural next step. She launched her real estate business in Kentucky in 2006, soon becoming a consistent top producer.

Kyra initially worked with a custom builder, which provided valuable experience and eased her transition into real estate. By 2009, she had established herself as a top producer. She attended the Century 21 national convention in New Orleans that same year. It was there that she encountered Barbara Watt, who ran the company’s third-ranked agency and happened to be from Cape Coral, Florida — where Kyra’s parents had relocated to in 1999.

“MORE THAN ANYTHING, I WANT PEOPLE TO SEE THAT I’M AN OPTIMISTIC, JOY-FILLED PERSON WHO LOVES GOD AND LOVES PEOPLE.”



“YOU NEED
TENACITY, INTEGRITY,
A STRONG MINDSET,
A STRONG BELIEF IN
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IN OTHERS. ALWAYS
DO THE RIGHT THING,
REGARDLESS OF HOW
HARD THAT MIGHT BE.
LIVE YOUR LIFE WITH
EXCELLENCE.”



Top producer Kyra Quarles is the lead broker of The Quarles Team at Royal Shell Real Estate.

“I found her and said, ‘I don’t know when, but I’m coming to Florida, and I want to come to work for you,’” Kyra remembers.

MAKING THE MOVE

Inspired by this encounter and her desire to be closer to her parents, Kyra decided to move to Southwest Florida in 2013.

“My dad was at the end of his life. It was my husband’s passion to move to Florida. We were vacationing here two to three times a year since my parents made Cape Coral their home. We loved it here and would drag our boat 1,000 miles each way to experience this water wonderland. So it just made sense,” Kyra continues. “I had been successful in building a real estate business in Kentucky, and it was exciting to make the move and establish our real estate business here in Southwest Florida.”

Kyra had stayed in contact with Barbara since 2009, and she launched her career in Florida as a part of Barbara’s agency in January 2014. The transition required resilience and a strong mindset, but Kyra thrived under Barbara’s mentorship. After Barbara sold her business, Kyra made the move to Royal Shell Real Estate, where she has been for the past two years.

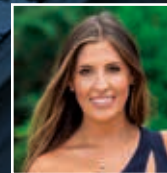
“Royal Shell has been nothing but an elevation for me,” Kyra shares. “I want to grow a handful of agents who thrive and work with excellence as well. My husband, David, is my support and backbone, and he helps me tremendously.”

As the leading broker of The Quarles Team at Royal Shell Real Estate, Kyra brings a wealth of knowledge and passion to her real estate endeavors. Her focus on serving people with excellence and a commitment to doing the right thing has garnered her impressive success. In 2022, she closed 26 transactions for \$23 million.

“I stay focused and attack the day. I love serving people and do so with excellence. More than anything, I want people to see that I’m an optimistic, joy-filled person who loves God and loves people,” Kyra closes.

BEYOND THE BUSINESS

Outside real estate, Kyra enjoys boating, beachgoing, fishing, and visiting waterfront restaurants. She and her husband, David, are United States Coast Guard Merchant Mariner-credentialed boat captains and are active members of the Cape Coral Tarpon Hunters Club.



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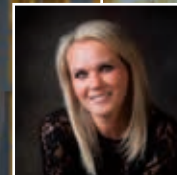
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