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STANGE

at Keller Williams Realty St. Pete

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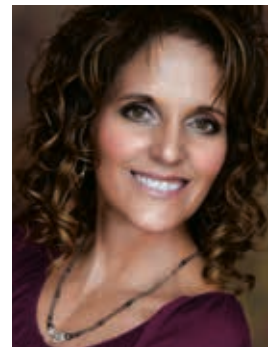
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Welcome to the 2023 Tampa Bay Real Producers Community

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We're pleased to bring you this edition of *Tampa Bay Real Producers*. As always, this magazine is provided for free exclusively to the top 500 [traditional] residential real estate agents in Tampa Bay.

If you're reading this, then CONGRATS!

Every February, we update our mailing list to include our (estimated) top 500 real estate agents in Tampa Bay from the previous year based on sales volume. If you're receiving this publication for the first time, it's because you cracked the top 500 list for 2022, so congratulations! Last year was an absolutely record-breaking year in Tampa Bay real estate, and you were in the top < 3% of agents.

*Although our list is never perfect, we do our best to ensure accuracy and proper inclusion. If you think we've missed out on, or overlooked anything or anyone, feel free to email us at don@tampabayrealproducers.com.

For those of you who have been receiving this publication for a while, it means you've consistently ranked within the top 2.5% of Tampa Bay's real estate industry, or run a top-notch brokerage in the area with agents in that percentile. We hope you'll be proud to receive this exclusive publication, attend our events, and connect with the other top producers.

In case you're wondering, all of the agents featured are based solely on nominations and featured completely for free (there's no "pay to play" for articles).

This publication and community are being provided to you free of charge as a top producer in real estate. There's no cost of membership, no "catch" nor anything to sell you...

The cost of producing, printing, and mailing each newsletter is covered by the advertising partners, as well as our social events are not-for-profit either (sometimes we charge a nominal entry to donate money to charity).

If you're ever in need of top-notch services, we hope you'll

turn to our partner index for recommendations, as each has been thoroughly vetted, and contributes significantly to help produce the *Tampa Bay Real Producers* platform. Our partners can be found in the index of this magazine.

Again: All of our events and the publication would not be possible without the support of our amazing advertising partners who you'll find within these pages.

The events and publications are designed to increase social connections between top REALTORS® and top affiliates so that the best of the best can grow their businesses together. It is our goal that the events create a culture where there is no "hard selling" but a culture of relationship-building on a more intimate level.

Keep your eyes out for emails and text invites to our major events. You can also make sure to follow TAMPA BAY REAL PRODUCERS on Facebook so you don't miss out on anything!

Connecting With Our FB Group:

If you're new to our community, please join our group on Facebook. It's called "Top 500 Agents in Tampa Bay" (Hosted by *Tampa Bay Real Producers*.) Here we share referrals, ideas, updates, and invitations to our exclusive top-agent events. You can find it using this QR code.



We'd Love to Hear From You:

If you have any questions, suggestions, thoughts, ideas, feedback, or simply want to reach out, feel free to text us at 203-240-0011.

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Don Hill

Founder/Publisher

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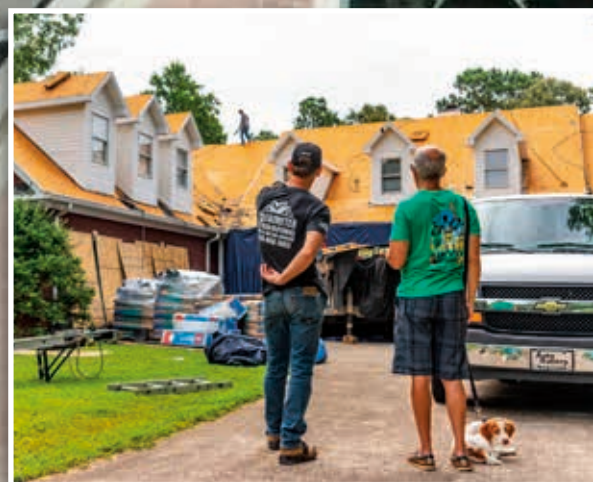
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KW St Pete

KATHY STANGE

A Trailblazer in Real Estate and a Mentor at Heart



cover story

By Elizabeth McCabe
Photo Credit: Carol Walker/
Thomas Bruce Studios



In real estate, there are individuals who not only excel in their careers but also have an innate passion for nurturing and guiding others. Kathy Stange, a seasoned REALTOR® with over four decades of experience, stands out as one such exceptional professional. Her journey from being a stay-at-home mom and dedicated schoolteacher to becoming a top producer in the industry showcases her determination and unwavering commitment. Alongside her thriving career, Kathy's true fulfillment lies in mentoring aspiring agents and fostering meaningful relationships. Kathy is a trailblazer in real estate and a mentor at heart.

A LEAP OF FAITH

In 1983, Kathy embarked on her real estate journey, stepping away from

her previous roles as a stay-at-home mom, which was the "hardest job" she ever had, and a teacher for 5 years with Everglade High School. The road of real estate wasn't entirely new to her. "I started buying and selling for my own account in 1981," she says. "I would buy and sell with FHA and VA loans for \$100,000, rent a house, and then get another one."

Inspired by her father-in-law, who was a Broker for ERA, Kathy earned her license in 1983. She promised her father-in-law on his deathbed that she would accomplish this goal. "He made me promise that I would get my license and I did," she reflects.

She moved to Destin and began working as a buyer's agent for a mom-and-pop brokerage. "They told me that if I

sold something in the first place in the first month, I could stay," she recalls. Her first transaction was over a million dollars in the first month. It made sense to continue her career in real estate, especially when Katy realized that her first commission was more than her entire teaching salary for a full year! "God is good," she smiles.

One sale soon led to another and Kathy started making a name for herself in real estate. Now she works at Keller Williams Realty St. Pete. "My team consists of me as the rainmaker, a buyer's agent, an admin, and a transaction coordinator," she explains. She also has her trusted vendors, including her title company, insurance professionals, and home warranty people, who are all on her team and are eager to serve her clients.



realtor

(noun)

a full time psychologist
who shows houses every
now and then



EMPOWERING THE NEXT GENERATION

One of Kathy's greatest passions lies in mentoring and supporting younger agents as they embark on their own real estate journeys. She derives immense joy from nurturing and guiding these individuals, often referring to them as her "eaglets" that she cherishes in her metaphorical nest.

"I like helping younger agents and getting them started," she smiles. It gives her great satisfaction to see them leave the nest, spread their wings and soar to new heights in real estate. As she says, "I want them to fly higher than I ever flew."

While finding committed agents who share her values is a challenge, Kathy remains dedicated to instilling in them the principles of a win-win approach and fostering a burning desire to excel. "My biggest challenge is finding agents who are willing to put in the work to get to the level that they want to be," she says. "They have to be committed."

Kathy knows that mentoring and loving people has been why she has been so successful in real estate. As she says, "It's about relationships." Now she is inspiring the next generation of real estate agents.

A STELLAR CAREER

Over the course of her illustrious 40-year career, Kathy has consistently achieved remarkable yearly sales volumes, including \$23 million in 2022, earning her the distinction of being a Top Producer. Kathy's expertise and dedication have been

instrumental in her success. Leading a well-rounded team comes naturally to her along with her network of industry professionals. Her motto to her clients is simple, "Setting the Standard of Excellence for YOUR Real Estate Experience."

BEYOND REAL ESTATE

Outside of her professional endeavors, Kathy loves to relax through reading, music, and swimming. Her love for reading provides her with a wellspring of knowledge, while singing in the church choir at First Baptist Church at St. Petersburg brings her closer to her faith. "My husband, Dan Edwards, sings in the choir with me," she smiles. "That's how I met him." They've been singing together ever since.

Additionally, few may know that Kathy excelled as a competitive swimmer during her high school years, showcasing her determination and drive, qualities that have served her well in life.

FAMILY AND RELATIONSHIPS

Kathy's family holds a special place in her heart. She is the proud mother of three children, two boys, and a girl, and relishes her role as a doting grandmother to eight grandchildren. She says, "One of my goals is to raise happy, healthy, well adjusted children and God gave me the ability to do that. All of them are successful, graduated from college and set out on their own." She cherishes the bond she shares with her family.

AN INSPIRATION

Kathy's remarkable journey from being a dedicated stay-at-home mom to becoming a highly accomplished real estate agent is a testimony to her resilience and passion. Her unwavering commitment to mentoring younger agents and fostering meaningful relationships is a reflection of her innate desire to make a positive impact on the lives of others. With her exceptional career accomplishments, Kathy continues to inspire and guide aspiring agents, leaving an indelible mark on the real estate industry and the individuals she mentors along the way. This "eagle" is passing on her wisdom and knowledge to the next generation of eaglets. She wouldn't have it any other way!



Sales Professional Leading PGA TOUR Events Found Real Estate Suit Him to a Tee

Principled. Passionate. Professional. REALTOR® Peter Ripa with Coldwell Banker Realty has all of these qualities. With 13 years of experience leading PGA TOUR events, he excels in marketing, client relations, and negotiations. In 2021, he started transitioning to real estate, changing careers and arriving on the real estate scene with passion and purpose. His extensive background in sales, marketing golf and event management helped to create a thriving business as a real estate professional at Coldwell Banker Realty.

OPPORTUNITY KNOCKS

After a 35-year career in professional and amateur golf requiring several relocations, Peter had promised his wife a return to the Tampa Bay area when their children graduated from high school. His children had just graduated high school in 2019.

PETER RIPA



» rising star

Written by Elizabeth McCabe
Photo Credit: B. Lively Images



With events put on hold, Peter started considering his next steps in life. “I looked at consulting or events, but I didn’t want to travel or relocate,” he says. He looked for a career to “shrink his world” within a 10–15-mile radius from his home.

Inspired by a colleague who had made a transition to real estate, Peter spent three hours on the phone with him, asking him about the parallels of the business on March 15, 2021. He got his license on April 28, 2021 and started working May 1, 2021. It was a fast transition, but Peter was eager to hit the ground running, earning the New Associate Achievement Award in his first year.

Drawing from his golfing background, Ripa recognized the power of relationships and community building. He approached his real estate endeavors with the same holistic mindset he applied to his communities in the world of golf. He has served with various organizations, including the YMCA, Rotary, and Copperhead Charities within his local community. This approach allowed him to cultivate trust and credibility among his clients, focusing on meaningful relationships while building a reputation as a capable professional rather than relying on cold calls.

GUIDING CLIENTS FROM START TO FINISH
Peter’s personalized service and

experience set him apart in the competitive real estate market. He understands that the decision to purchase real estate is a significant one, often involving couples making life-changing choices. His passion lies in demystifying the process for clients, sweating the details, and ensuring they are equipped with the information needed to make sound decisions. His experience in serving C-Suite executive clients, professional athletes and their agencies has also allowed him to expand his services to Luxury Property Specialist.

With his background in event management, Peter excels in delivering exceptional customer experiences. He draws parallels between his past roles,

such as managing PGA TOUR events with thousands of guests and his current role in real estate. The importance of anticipating what lies ahead, timely communication and seamless execution have carried over from one realm to the other. Peter's commitment to delivering on client objectives has established him as a trusted advisor in real estate.

FITNESS ENTHUSIAST

When not working, Peter enjoys working out and teaching indoor cycling at the YMCA three days a week. Now settled in the Heritage Springs golf community, he enjoys reconnecting to the game he loves. His commitment to building communities and authentic relationships has proven more valuable than mass advertising and direct mailings, as his business has grown through referrals.

His commitment to fitness was not always at its current level. Peter's health journey highlights his determination and resilience. Recommended for neck surgery from a herniated disc, Peter elected to fight through with physical therapy using exercises and stretches he continues daily.



Challenged again five years ago, he was recommended for a knee replacement but once again elected physical therapy. This speaks volumes about his ability to rise above the obstacles of life and embrace the challenge. These experiences have instilled in him a deep appreciation for maintaining physical and mental well-being, which he translates into his personal and professional life.

FAMILY

Beyond his professional achievements, Peter is a devoted husband and father. His wife, Theresa, shares his appreciation of an active lifestyle. They find



joy in workouts, cycling, and other recreational activities within their community.

"I met my wife at Tarpon Springs High School," says Peter. They are blessed with two children. Peter is appreciative of Theresa supporting him while he traveled extensively for his previous leadership roles in Atlanta, Fort Worth, and San Diego. He appreciates being able to make good on his promise and return home to family.

GIVING BACK

Peter is committed to the community. His involvement in charitable organizations, particularly as a member of the nonprofit host organization Copperhead Charities for the Valspar Championship. The membership provides an opportunity to serve with other civic-minded professionals while introducing relationships to our community's major annual event.

LIVING WITH IMPACT

As a real estate professional at Coldwell Banker Realty, Peter continues to make his mark on the real estate industry. With a principled approach, unwavering passion, and a wealth of experience, Peter is a true professional who is grounded in what builds a solid business, client service excellence.

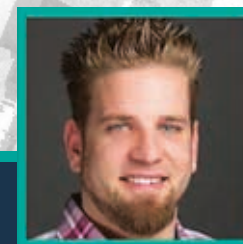


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By Dave Danielson

JASON NICHOLAS with SCM ROOFING

Advanced Results Built with the Basics



Think about the last time that you had an outstanding service experience. Chances are that experience wasn't about some new-fangled piece of equipment or software.

Instead, chances are very good that you experienced that high level of

service because of the good, old-fashioned human factor ... someone who had the capacity to listen to your needs and then find a solution made just for you.

That's the kind of advanced service results you and your clients get

when you partner with Operations Manager Jason Nicholas and the team at SCM Roofing.

"I love helping homeowners ... it's amazing the amount of jobs that we will earn just from answering the phone. We hear that we were the only ones who answered the phones. It's something that sounds simple, but it does make a difference," Jason explains.

"I really enjoy getting out, helping people in times of need and figuring out ways of working with them in a way that is best for them."

EXPERTISE AT WORK

Jason grew up with a strong construction background. In time, he met Scott, the gentleman who would become his friend and business partner. After

a time of operating a construction company together, Scott went on to run the construction arm of the business — SCM Construction of Florida, and Jason leads SCM Roofing.

Today, Jason is proud to be joined at SCM Roofing by a top-notch team of professionals, including his wife, Samantha, who serves as Office Manager; along with a secretary, their handful of sales representatives, as well as their roofing crews.

The scope of services that Jason and the team deliver continues to grow.

"When we started, we focused on reroofing residential shingle roofs. Through the years we have grown and transitioned to metal. That's the result of insurance companies making people replace shingle roofs more frequently," Jason says.

"Also, tile is a popular material that we work with quite a bit. Plus, we have a large commercial presence with our projects, as well."

STRENGTHENING BONDS

Along the way, Jason and his

team prize the strong bonds they continue to create and strengthen with their REALTOR® partners.

"That has always been a strong focus for me once I started leading the company. Our REALTOR® partners are the ones who are working face to face with customers," he says. "If you're a client and you're working with a REALTOR®, and that person gives you a recommendation for someone to work on your house, you are pretty likely to take that recommendation. We're honored to have built close bonds with around 100 real estate partners."

Those who work with SCM Roofing appreciate the way the company goes the extra mile to help put quality in place in a way that protects the client along the way. With that in mind, one big advantage that clients who work with SCM Roofing get is the ability to pay for repairs at closing.

In addition, Jason and his team do their best to provide in-house financing to work out payment plans for homeowners who



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need to have a solid roof in place. They also work out special pricing for teachers, members of the military and other first responders.

FOR ALL THE RIGHT REASONS

SCM Roofing holds the coveted distinction of being a GAF System Master Elite Contractor. But, as Jason explains, having that designation to put a high-end roof in place isn't always the best answer.

“In some cases, people automatically believe they may need a new roof. But that might not be the case,” he says.

“We look at every option and give them the best advice we can for their situation. We know that by doing that, we are serving as a trusted resource that they will come back to in the future. Like our motto says, ‘We protect your most valuable investment one nail at a time.’”

REWARDING TIME

Away from work, Jason's world is made much richer by the time he spends with Samantha.

As he says, “She helps me keep everything in line. She has a very calm head and is a big part of our success.”



In his free time, the Brandon native has a passion for playing golf and fishing. He and Samantha also look forward to time with their goldendoodles — Emmitt and Eleanor. He also loves staying engaged in the community, as well.

With a spirit of honesty, reliability and trustworthiness, Jason and his team are here to make a vital difference for their partners and clients.

“We won't lead someone down the wrong path. We're going to give people the best roofing repair advice that fits them,” he says. “We aren't perfect. But when you pick up the phone, you'll know that we're going to make you a priority. We will be there to have your back whenever there is an issue.”

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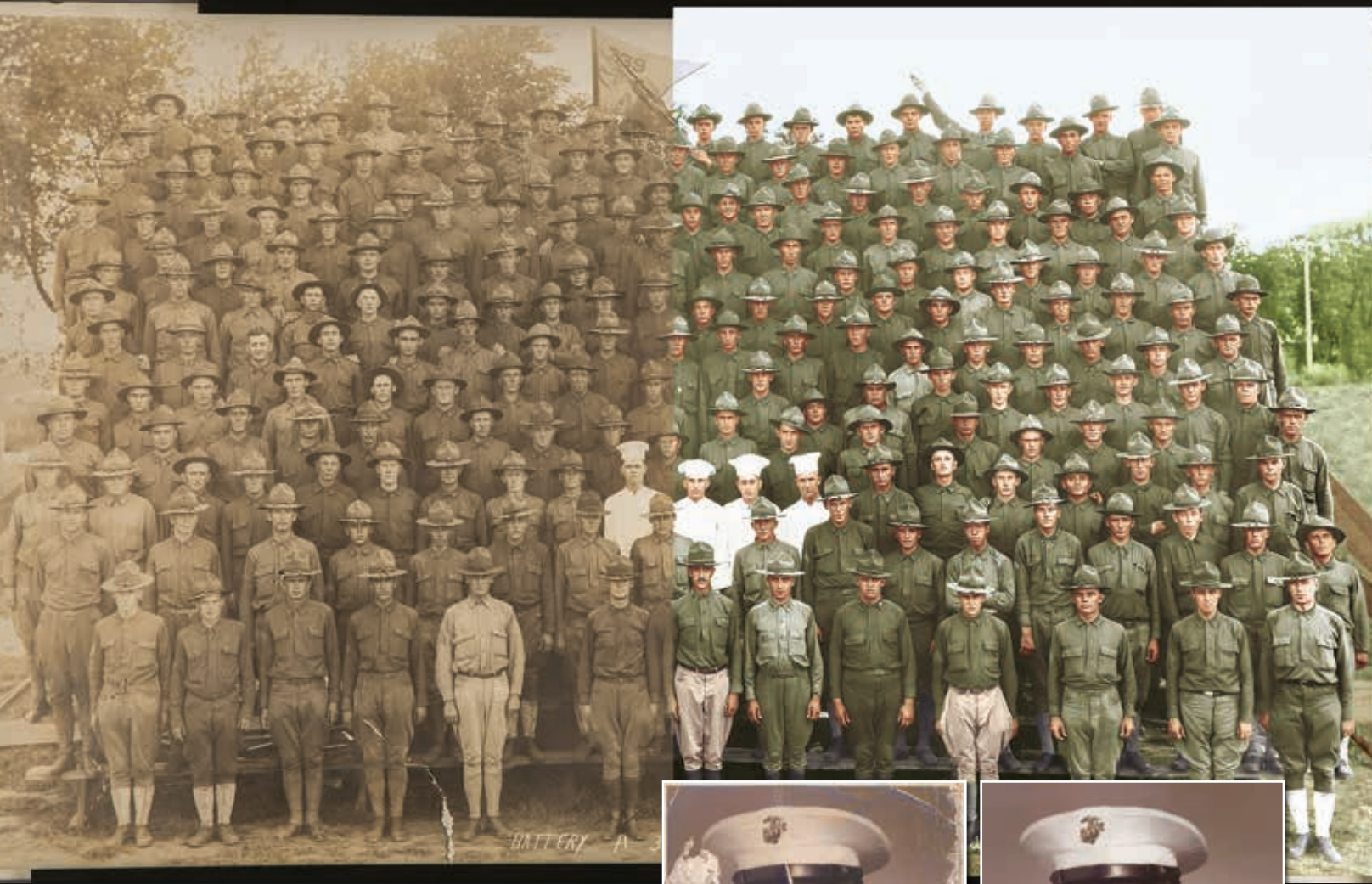
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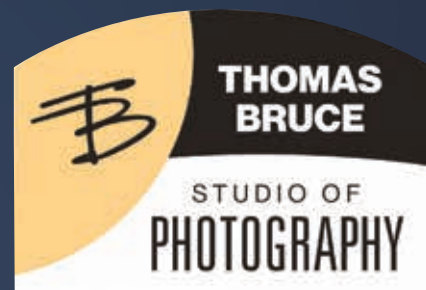
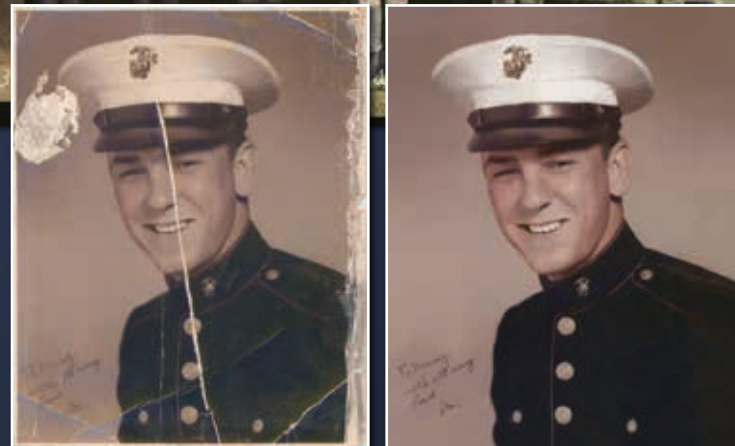
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FAQ

ABOUT TAMPA BAY REAL PRODUCERS

What IS Real Producers®?

Real Producers® magazine started in Indianapolis in 2015 and has since been franchised and spread to over 130 markets across the country. Orlando was one of the original six franchises too. If you can think of a large, major U.S. city, we're either already there or likely to launch there shortly!

In each market, we take the top 500-producing residential real estate agents (or top 300 for smaller markets/ areas) based on confirmed sales production and build a community about, around, and for those agents and the companies who support them using social, digital, and print elements. Our monthly magazine shares their stories, successes, market trends, inspiration, information, and anything in between that objectively connects, informs, and inspires the "Real Producers" of the local market, not just every licensee...

Our mission is to help "move the needle in the local real estate market from hyper-competitive towards ultra-collaborative," — and we do so by highlighting the top performers across each and every "corner" of the local real estate community.

Who receives Tampa Bay Real Producers Magazine?

Agents who ranked in the top 500 in Tampa Bay based on total on-market production the previous calendar year. These agents receive the publication for free for the year, plus invites to our private FB group and four exclusive top-500 social events annually. This list is reset every Feb./March edition and took over \$11M last year to crack.

What is the Process for Being Featured in this Magazine?

It's really simple — every feature you see has been nominated, and their production has been confirmed to be within the top echelon of the local real estate community. You can nominate other REALTORS®, affiliates, brokers, owners, leaders of real estate organizations, and even yourself! We'll consider anyone brought to our attention, and typically the main criteria, aside from being nominated, is that the person is "really producing." You can nominate someone by emailing us at don@tampabayrealproducers.com with their name, why you're nominating them, and their contact information. OR ...check out this QR code.

What Does it Cost to be Featured?

Zero. Zilch. Zippo. Nada ... We don't sell featured stories to agents or brokers ... Unlike other publications, there are no "pay-for-play" articles for agents, and everyone featured was nominated based on their results in the local real estate community. Our preferred partners cover 100% of the costs.

Who Are The Preferred Partners?

Our preferred partners make up some of the best of the best in Tampa, Florida real estate. Each and every partner was personally recommended by other top 500 producers, vetted, and committed to supporting this platform on a multi-year agreement. That means they're serious about serving agents of your caliber and have a proven track record of doing so. These aren't your average real estate "vendors" ... They didn't just pop by with donuts or coffee. They are fully committed to serving the top producers in Tampa Bay real estate, full-time, in any market climate.

How Can I Recommend a Preferred Partner?

Please contact Don at don@tampabayrealproducers.com.



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Empowering Dreams, Building Futures with Steve Robertson Mortgage Services, My mission is to be the premier loan officer delivering exceptional service to both realtors and consumers alike. We are driven by a commitment to excellence, integrity, and innovation as we strive to provide personalized, comprehensive lending solutions tailored to our clients' needs.

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DIANA POMARICO

FROM TRESSES TO TRANSACTIONS:
THE GLAMOROUS JOURNEY OF A HAIRSTYLIST TURNED REALTOR®



featured agent

Written by Elizabeth McCabe
Photo Credit: Allie Serrano of Allie Serrano Portraits, LLC



From coloring and cutting hair to getting clients to the closing table, Diana Pomarico with Palermo Real Estate Professionals has what it takes in the hustle and bustle of real estate. Never underestimate the ability of a former hairstylist who excels in connecting with her clients to work with buyers and sellers to help them achieve their real estate goals. A listening ear, the ability to work hard, and exceed her clients' expectations is what Diana does best.

This remarkable real estate professional has forged her path to success through a hands-on approach and genuine care for her clients. As a solo agent, Diana takes pride in personally guiding her clients through the real estate process, from start to finish. Her ability to connect with people on a deep level and her unwavering dedication have propelled her to new heights in the industry. As she says, "I like being very hands on with my clients."

Florida Roots

Born and raised in Tampa, Florida, Diana's early years were marked by frequent moves due to her

father's medical career. These experiences made her empathetic to the challenges of relocating and helped shape her into the resilient person she is today. Diana recalls what it felt like to be the new kid and uses that understanding to better serve her clients who are going through similar transitions.

Diana's journey to real estate was not a direct one. Initially, she pursued mass communications with big dreams of being in news broadcasting. However, she quickly realized after graduating with a Bachelor of Arts degree in 2005 from the University of South Florida that having to move to a small market to begin a broadcast news career was not the right path for her. An opportunity presented itself through a neighbor who owned a local salon, and Diana was hired to work at the front desk as a potential manager for the owner's

new spa. She found success in the cosmetology industry, while simultaneously earning a Masters of Business Administration degree in 2010 from USF and ultimately opening her own salon and spa. Little did she know that this experience would be invaluable for her real estate career.

In May 2017, Diana decided to add real estate to her resume, inspired by her passion for building relationships and her intrigue in the industry. At that time, she was already a successful hairstylist, running her own salon and spa. With two young children to support, Diana saw real estate as a promising way to supplement their family's income. Little did she know that her venture into the world of property would far exceed her expectations.

Diana's existing salon clients became her biggest supporters, referring their friends and families to her real estate services. "My salon clients were my biggest cheerleaders,"



she smiles. "They were my first clients and their friends and families were my clients too. I was very lucky I had that." The strong relationships she had built with them over the years, similar to that of a trusted therapist, played a significant role in her early success. Diana considers herself fortunate to have had such a supportive network, which propelled her real estate career forward.

While simultaneously managing her salon and real estate endeavors, Diana realized that the demands of both professions were becoming overwhelming. As the real estate market continued to thrive, she had to make a choice. In April 2021, Diana made the difficult decision to focus solely on real estate, bidding farewell to the connections and routines she had established with her salon clients and fellow hairstylists. Although she misses that aspect, she remains passionate about the real estate industry.

Family First

Outside of her professional life, Diana cherishes quality time with her family. She and her husband, Frank, have two children, Frankie and Francesca, and they share a love for travel. From their favorite



local Indian Rocks Beach to the Caribbean and hopes to someday show their children the world, the Pomarico family has created cherished memories together. Disney cruises hold a special place in their hearts, as they celebrated milestone birthdays with their children on these magical voyages.

Grateful for Support

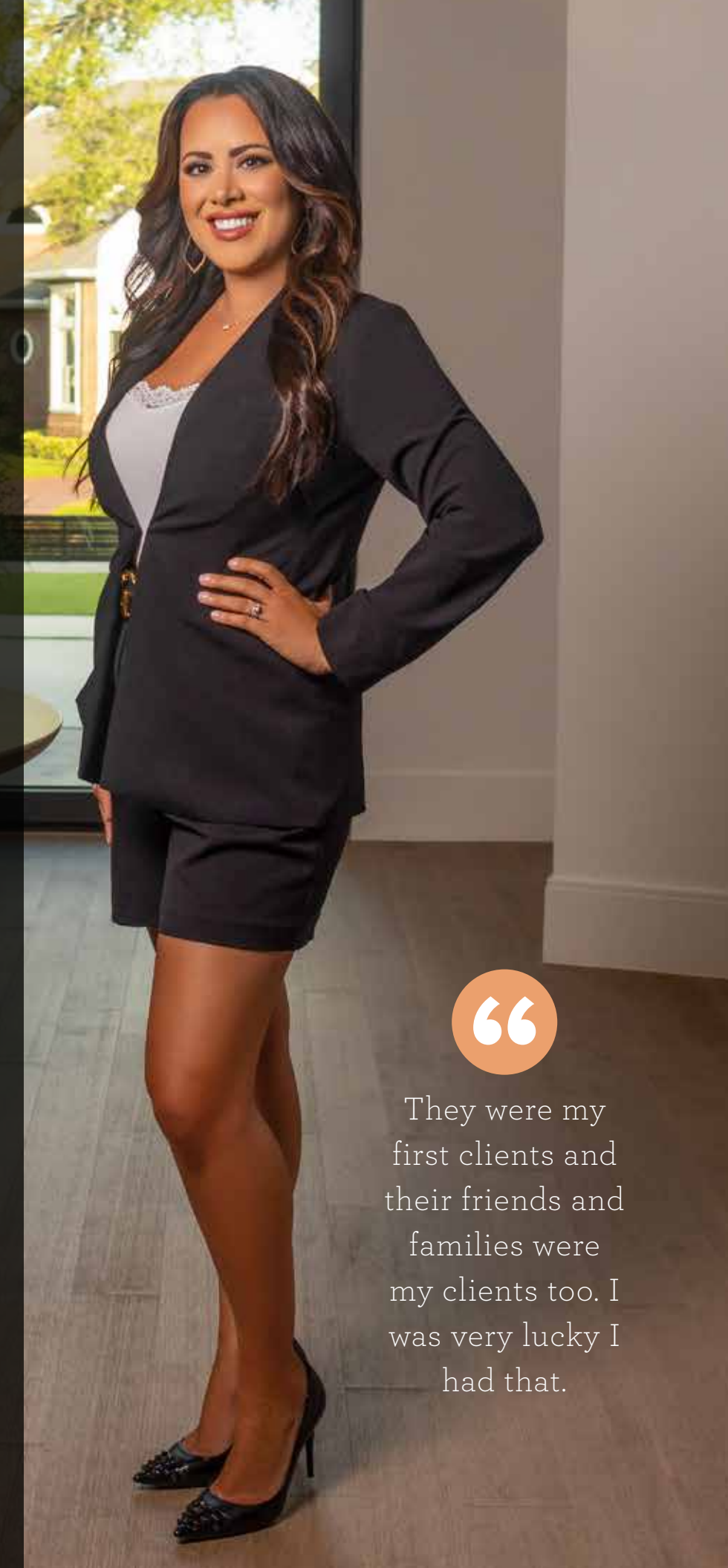
Diana acknowledges that her success would not be possible without the support system she has in place. Her mother, mother-in-law and family have been an incredible source of assistance, helping with childcare when needed. Additionally, Frank, an attorney who works for Florida Cancer Specialists, has been an unwavering pillar of support when Diana is attending showings and open houses on evenings and weekends.

Caring Counts

When asked for advice to aspiring real estate professionals, Diana emphasizes the importance of genuinely caring about clients. While the real estate industry may appear easy from the outside, she believes that true success lies in caring about people and their best interests. By putting clients first and maintaining honesty throughout the process, Diana has earned a reputation as a trusted advisor.

Final Thoughts

From her early experiences as a hair stylist to her current success as a real estate professional, she has shown the ability to adapt and thrive in various situations. With her genuine care for clients and her commitment to building meaningful connections, Diana is a true force to be reckoned with in the industry. As she continues to make her mark, she is undoubtedly someone to watch in the world of real estate.



They were my first clients and their friends and families were my clients too. I was very lucky I had that.



▶▶ team leader

Written by Elizabeth McCabe
Photo Credit: Allie Serrano of
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PETER ARNER

Waterfront Expert and Founding Member of Compass Tampa Bay

Helping Clients Achieve Their Dreams, One Home at a Time!

Meet Peter Arner, a seasoned real estate professional with a passion for helping clients achieve their dreams in the vibrant market of Tampa Bay. With over 17 years of experience, Peter's journey from Manhattan to the sunny shores of Florida is nothing short of inspiring.

A waterfront expert, Peter loves boating and checking out all the marinas in Tampa Bay. He says, "I know the waterways well and can educate my clients about what type of boat can access a property they are considering before they purchase it." This real estate professional even offers tours of homes from the waterfront as well as the land, which sets him apart from the competition.

Made in Manhattan

"I started my real estate career in Manhattan," explains Peter. "I was on a top team at Brown Harris Stevens." Starting as an assistant on their team, he learned the ins and outs of the Manhattan real estate market back in 2006. His background in asset valuation, negotiation, and alternative financing techniques provided him with a solid foundation to excel in the competitive Manhattan market. Working tirelessly, Peter also got his broker's license, eager to expand his knowledge in real estate and serve his clients more effectively.

When the market crashed, he moved to Long Island with his partner Andy. Peter explains, "We had plans to get a place with a backyard." Wanting to adopt a child, they moved to Long Island where they adopted their daughter Tori, who is now 9.

When Peter's partner got a job in Florida, they moved south, and Peter



started a new chapter in real estate. Peter saw great potential in the rapidly growing Tampa Bay and St. Petersburg areas.

"It was my third time in a new market," he reflects. "I just saw a lot of opportunity in Tampa Bay and St. Petersburg as well as growth. There was so much changing so rapidly."

Compass: A Perfect Match

Recognizing the opportunities abound in Tampa Bay, Peter joined Compass

four years ago. He quickly became a Founding Member and has since grown his team to cover four counties, providing excellent service to clients throughout the region.

"I saw the market changing as well as technology," he says. Compass was the right match for him, especially since they embrace cutting-edge technology. "They also have a huge database of referral agents across the country." Peter saw that as an excellent way to



A Heart for the Community

Beyond the world of real estate, Peter is a devoted family man with a heart for giving back. He actively supports a local charity focused on children with special needs, an organization close to his heart. As a patron of the arts, he revels in exploring the vibrant art scene that Tampa Bay offers.

Embracing the Florida Lifestyle

Peter cherishes the outdoor lifestyle that Florida offers, spending quality time with his husband, Andy, and their 9-year-old daughter, Tori. From enjoying fun in the sun on the white sand beaches to enjoying the rich culture and art exhibitions, Peter embraces all that Tampa Bay has to offer. He is also the chairperson for the Historical Northeast HOA Board.

“I love anything to do with gardening,” says Peter. He’s actually a Master Gardener, earning the certification while in New York. “I like to experiment with citrus trees and orchids,” he candidly comments.

A typical weekend includes cooking at home, playing in the pool, and going out on the boat. Trips to the Tampa Zoo, a family favorite, also is something to enjoy. “We love to take advantage of different things that happen on the weekend,” adds Peter. Because he and his family live close to Vinoy Park, there is something going on every weekend.

A True Real Estate Trailblazer

From Manhattan to Tampa Bay, Peter has continued to invent himself in the world of real estate. As he continues to thrive in the ever-changing market, Peter remains dedicated to his clients, ensuring they find not just a house, but a place they can call home. His commitment to excellence sets him apart, making him a recognized leader in the Tampa Bay real estate scene.

ramp up business in a new market where he didn’t know anyone.

Empowering Clients with Expertise

Peter’s vast experience in luxury, waterfront, and new development real estate makes him a resourceful expert for his clients.

“I grew a team,” he says. “I was always a solo agent until I moved to Florida. I got to the point where it was more than what I could handle.

I built my team slowly. It was 3-4 agents and then it grew quite a bit.” Now Peter has 11 agents and they cover four counties.

As Team Leader, this seasoned agent navigates the market with diligence, preparedness, and an instinct for sealing the deal. Whether it’s buying, renovating, or selling homes, Peter’s dedication ensures his clients get the best terms and maximize their return on investment.

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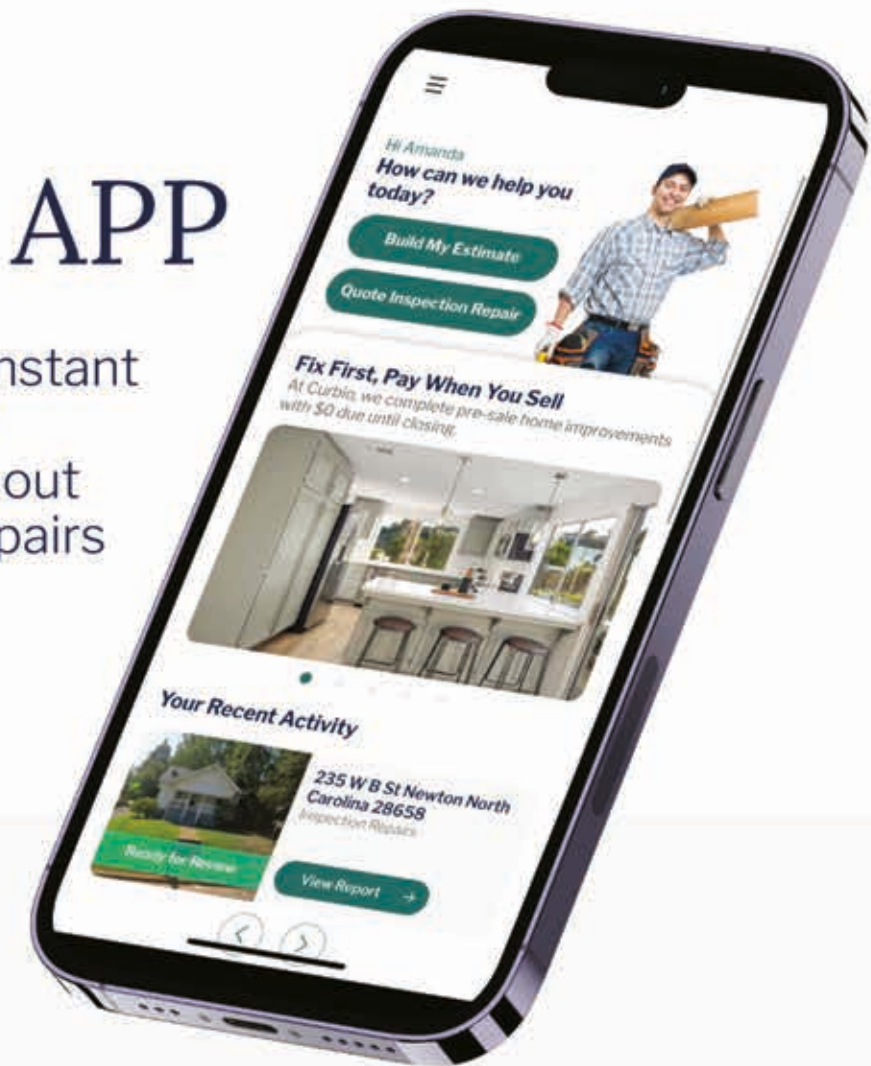
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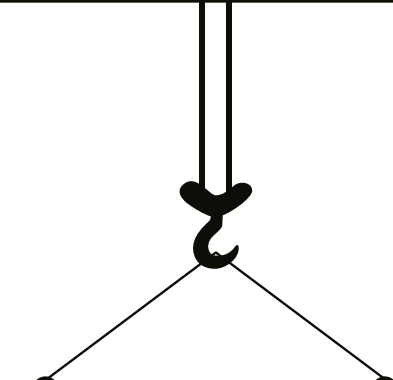


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By Dave Danielson

Caring Transitions

OF TAMPA

Thoughtful Solutions That Make All the Difference

When someone truly cares about what they do and the impact it has on the lives of real people, there's no mistaking it.

That's something you know for certain when you talk with Laura Bruce.

As Owner of Caring Transitions of Tampa, Laura is there with her team to take some of the burden off the shoulders of her partners and clients during a time that can be filled with uncertainty and stress by helping them make a successful transition to their new home and chapter in life.

"It means a lot to us knowing that we're walking into a very stressful situation, especially for our senior clients and being able to alleviate some of that stress in a very short period of time. I joke with my clients that I am their favorite daughter for the next 30 days and I am there to help them as an extension of their family. I want to help them create a new yet familiar living environment," Laura explains.

"Everyone has a house. But it's the special thing that makes a house a home that is key. It can be very challenging. I love having that sense of

accomplishment and giving people a safe and comfortable environment."

Moving Things On

Laura also smiles as she talks about one of her other passions ... throwing old things away.



"Seriously, it's very satisfying to help go through the accumulations of papers and worn out Tupperware with mismatched lids and old stuff," Laura says.

"When you no longer have room for all of those items, you do need to look to an outside resource to help you figure out what the best way is to dispose of those items. Anything we can do to facilitate that and make that transition of treasures going on to others in the community we love doing."

Caring Transitions is a national franchise of senior move managers and liquidation specialists. Laura remembers how she first became acquainted with Caring Transitions and decided to become the Owner of Caring Transitions of Tampa.

An Opportunity that Began as a Need

Laura had faced her own need to make a transition



in her family. Her mother passed away in October 2017.

"Mom and Dad had been talking about how the house was too big. Plus, they had faced two consecutive seasons where they had suffered hurricane damage. It was becoming overwhelming for them," Laura remembers. "They had talked about where to go, and then Mom was diagnosed with a terminal illness. We didn't know how long she had. She just wanted to know that Dad and all three kids were in good places and that Dad was going to be settled somewhere."

Laura's father had started the process of looking at senior living communities in Jacksonville where he lived.

"He started working with Caring Transitions of the First Coast there. At first, I thought I can do that. But once I really saw all the services that Caring Transitions offered, I realized that I could let them take that on and I could be there in more of a support role for my dad rather than just doing all the work," Laura recalls.

"Plus, I lived three hours away and I didn't have all of the contacts in town to take care of things in the same way that Caring Transitions could. I thought I would much rather let people who were experts at doing this manage those details."

Laura appreciated the way that the Caring Transitions team packed his things, moved them and then

unpacked and placed all of his items in his new home.

"We let the team have free rein about where to put the pictures and furniture. It was nice to let someone else make those decisions. They did a wonderful job," she says. "As I continued engaging with the CT office, they made me aware of an opportunity that I could have with them."

True Care

Today, Laura is in her sixth year of running the Tampa franchise. Her work with her team is a true labor of love and caring.

"We work with a lot of the senior living communities. We move residents in and out, we work with REALTORS® with clients who have lived in their homes for over 40 years. Sometimes we get brought in and the family has already made the decision about where the family member is going and they have facilitated the move and we get brought in after that."

As she explains, at that point, there are still many items left in the old property that cannot move with the family member. With that in mind, Laura and her team provide cleanouts and liquidation services ... helping to identify what can be sold, donated and disposed of ... in the process, using the net proceeds to offset the cost of cleanout services. As part of the process, she uses a proprietary online auction platform (CTBids.com) with more than a million registered

bidders nationwide to move items on to their new homes efficiently.

Laura is thankful for her all-female team, as well as her network of service providers, including a resource that handles trash removal, and a moving partner that accounts for over 90 percent of the moves her team touches.

Working with a sense of urgency to support the timing of the deal, and also a sense of thorough care, Laura and her team members deliver thoughtful solutions that make all the difference.

"We are responsive to our partners and clients' needs, we respect their relationship with the clients and are trustworthy, because as we all know, being a REALTOR®, relocation specialist or cleanout specialist, there's a lot of trust involved with those relationships. You walk in with granted trust and it takes a lot to maintain that. That's what we strive to do with every move."



Contact

Caring Transitions of Tampa Today!

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Email: Lbruce@caringtransitions.com



▶▶ from the desk of the president

By Mike McGraw, 2023 President at Florida Realtors®

THE REALTOR'S[®] LEGAL RESOURCE

Every real estate transaction has its own identity and its own potential challenges. As Realtors®, we know legal questions aren't our area of expertise. Still, sometimes the question seems like it should have a convenient answer. Whether it is how to interpret the financing clause or the inspection contingency, the real estate world is never boring.

Very few brokerages offer an attorney who can answer these transaction questions – so what is a Realtor to do? Did you know Florida Realtors® offers a complimentary Legal Hotline that is part of your annual dues? Yes! Florida Realtors has a LIVE call center with more than 10 attorneys, available Monday - Friday from 9 a.m. - 4:45 p.m., to answer legal questions related to the transaction.

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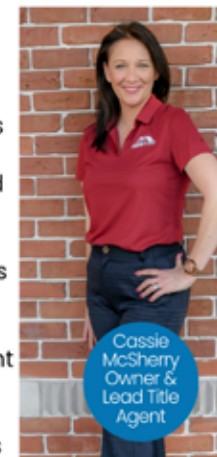
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Ana Milena Vega Helps Others Through **FEEDING AMERICA!**



“Be the change you wish to see in the world.” - Mahatma Gandhi

When it comes to helping others, REALTOR® Ana Milena Vega with Keller Williams Realty has a heart of generosity. She came to the United States in 1999 and understands what it is like to go through hard times, especially food scarcity.

With her compassion for others, she wants to help others who find themselves facing the same dilemma. That’s why she donates to Feeding America, a program that helps 1 in 7 people in America. Today, Feeding America is the nation’s largest domestic hunger-relief organization with a powerful and efficient network of food banks across the country. Ana first got introduced to this organization by one of her favorite business and life coaches and leaders, Tony Robbins.

“I don’t want anyone to miss a meal,” says Ana. “I don’t want to hear that someone is hungry.” That’s why she donates to Feeding America, and local food banks and churches across her town and in Colombia, South America.

About Feeding America

In the late 1960s, Van Hengel, a retired businessman, volunteered at a soup kitchen trying to find food to serve the neighbors facing hunger. One day, he met a desperate mother who regularly rummaged through grocery store garbage bins to find food for her children. She suggested that there should be a place where food could be stored for people to pick up, rather than being thrown away — similar to the way “banks” store money for future use. With that, an industry was born.



Van Hengel established St. Mary’s Food Bank as the nation’s first food bank. In its initial year, van Hengel and his volunteers distributed 275,000 pounds of food to people in need. Word of the food bank’s success quickly spread, and states began to note. By 1977, food banks were established in 18 cities across the country.

For over 40 years, Feeding America has responded to the hunger crisis in American by providing food to people in need through nationwide network of food banks. As the coronavirus pandemic brought record unemployment and instability, the Feeding America network rose to meet the need. Last year, the Feeding America network served 6.6 billion meals.



98% of all cash and non-cash donations go directly into programs serving people in need.

Never underestimate the power of one person to make a difference. Ana has experienced hunger herself and now uses her influence and generosity to help others. The result is priceless, filling people with food, compassion, kindness and hope.

For more information on Feeding America, check out their website, www.feedingamerica.org.



How To Be Featured Or Nominate Someone For An Article

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“RISING STAR SPOTLIGHT” — this section is for agents who are within their first one to four years in the industry while personally selling at least \$5M+ in a year.

“CELEBRATING LEADERSHIP” — this section celebrates the leaders behind the biggest or most influential brokerages, organizations, or associations in the local real estate community.

“MAKING A DIFFERENCE SPOTLIGHT” — this section is for producing agents or brokers/team leaders who are making a difference in the community outside of their job description through their charitable or philanthropic work.

“AGENT411” — a quick informative profile on local REALTORS® with some client testimonials, business stats and structure, area favorites and favorite areas, and local insight/recommendations on a “perfect day in town.”

PARTNER PROFILE/SPONSOR SPOTLIGHT — these articles featured highly recommended and strongly endorsed real estate and home service providers: the people who support the top producing agents locally and/or their customers.

“CONTRIBUTOR ARTICLES” — These are typically 500 to 800 words, educational in nature, and include industry insights, tips, tricks, or pointers without self-promotion.

“GENERAL AGENT HIGHLIGHT” — this is for agents performing in the top 300 to 500 in the market who may or may not fit the other categories/themes we’re currently running or specifically looking for or any other miscellaneous recommendation

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Congrats to everyone who have been a Top 500 producer in the Tampa Bay Real Estate Market and in turn have proven to be deserving of such a feature.

All MVP's are invited monthly to attend our MVP Socials at a venue near you! If you don't see your headshot below despite being featured in a past issue of TBRP, please submit an updated headshot to content@tampabayrealproducers.com

If you wish to be featured in Tampa Bay Real Producers to become an MVP scan this QR Code.



This section highlights all our MVP (Most Valuable Producers) over the years that have been featured in an issue of Tampa Bay Real Producers.



Alison Connors
2022 Cover Story - April
2022 Travel Tales - March



Andrea Hartmann
2022 Cover Story - September



Andrew Duncan
2020 Cover Story - March



Becky McConnell
2021 Cover Story - May



Courtney Poe
2022 Featured Agent - March
2022 Making A Difference - November



Bruce Erbeck
2021 Featured Agent - November



Bobby Paolini
2019 Rising Star - December



Beth Cupari
2020 Featured Agent - December



Brandon Rimes
2020 Featured Agent - November
2023 Success Habits - July



Bill & Teresa Yingling
2023 Team Leaders - February
2023 Making A Difference - May



Cabot Brown
2021 Rising Star - September



Catalina Roman
2022 Rising Star - May



Clay Glover
2021 Cover Story - August



Chris Price
2022 Cover Story - October



Charles Roundtree
2020 Broker Feature - September



Courtney Stein
2021 Rising Star - April



Chris Zoller
2021 Rising Star - December



Crystal Brady
2020 Featured Agent - February



David Wertz
2021 Team Leader - October



Denise Wooley
2022 Team Leader - October



Cyndee Haydon
2021 Making A Difference - July



Becky Slocum
2022 Featured Agent - July



David Lovitch
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Janet Moore
2019 Rising Star - September



Frank Albert
2019 Rising Star - March



Jennifer Orns
2021 Cover - December



Marina Kloppel
2022 Featured Agent - May



Luz Colon
2023 Rising Star - February



Jac Smith
2020 Rising Star - February



Heidi Joy
2022 Local Legend - October



Jared Rutherford
2019 Team Leader Feature - July



Janina Wozniak
2023 Featured Agent - May



Lindsay Hernandez
2023 Rising Star - March
2023 Making A Difference - June



Eric Dungy
2022 Cover Story - August



Stacy Naumann
2023 Cover Story - April



Iris Green
2019 - Cover Story - November



Julie Larsen
2020 Making A Difference - February



Kent Rodahaver
2021 Making A Difference - May



Kendall Bonner
2019 Featured Broker - May



Hector Conteras
2021 Broker Feature - December



Samantha Boyd
2022 Broker Feature - September
2022 Pets - April
2022 Making A Difference - December



Tony Baroni
2019 Cover - March



Tom Buscemi
2023 Cover Story - March



Tricia Priest
2021 Cover Story - April



Maria Gallace Gerelus
2023 Featured Agent - March



Dean and Kristi Newell
2021 Team Leader - April



Frank Ambrosio
2023 Broker - March



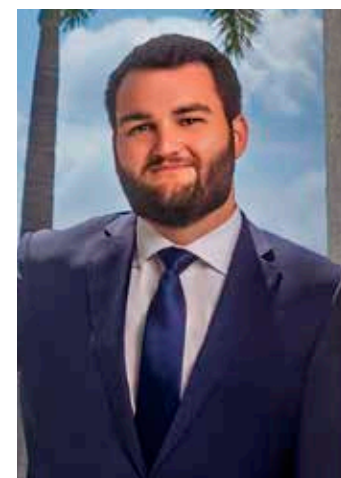
Jennifer and Rock Scaglione
2022 Team Leader - September



David Moyer
2023 Cover Story - July



Zach Steinberger
2023 Rising Star - July



Dalton Robinson
2023 Featured Broker - July



Diana Geegan
2021 Making A Difference - March
2023 Featured Agent - July



Michael Wyckoff
2020 Broker Feature - July



Virginia Bond
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Maria Mercado
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Kelly Mothershead
2022 Rising Star - August



Jeff Gould
2023 Cover Story - August



Kathy Congdon
2023 Team Leader - August



Eileen Bedinghaus
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2020 Making A Difference - June



Anita McCracken
2023 Rising Star - April
2023 Making A Difference - August



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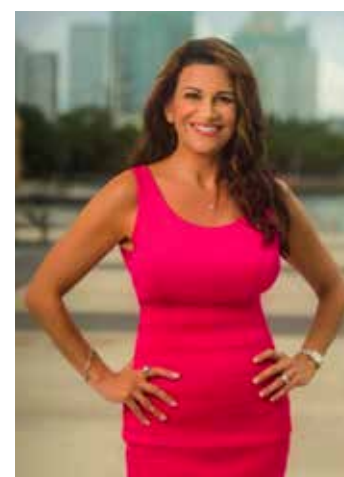
Karla Dorsey
2020 Making A Difference - November



Vanessa Leonard
2021 Cover Story - February



Laura Varner
2023 One To Watch - August



Julia Wright
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Annie O'Sullivan
2023 Cover Story - September



Lei Cheng
2023 Rising Star - September



Laurie Dykeman
2023 Featured Agent - September



Whitney Boland
2023 - Making A Difference
- September



Michelle Rehm and Jeff Meyer
2022 Featured Agents - October



Liz Heinkel
2020 Cover Story - July
2023 REALTORS® and Their Pets
- September



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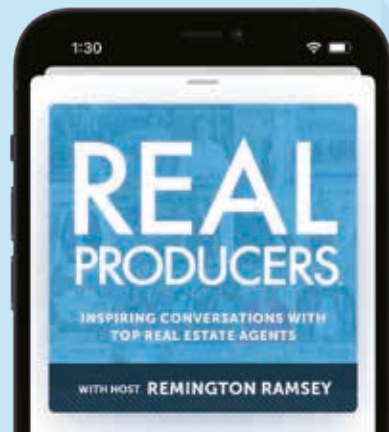


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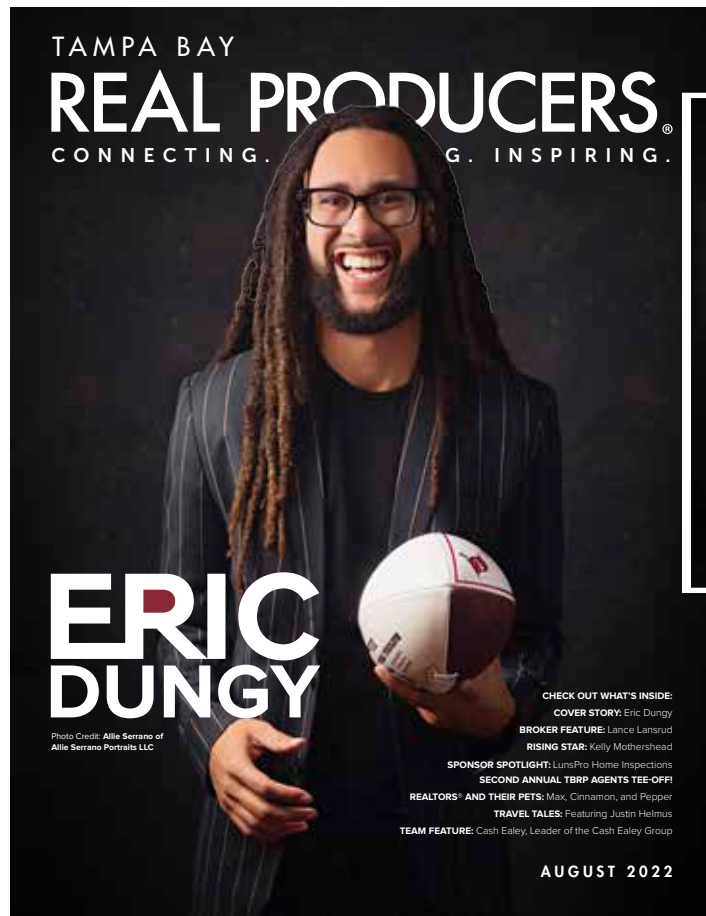
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