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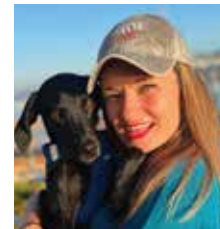
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Emerald Coast Real Producers

A YEAR IN REVIEW

As we celebrate the publication of the December 2024 issue of Emerald Coast Real Producers Magazine, I find myself reflecting on another incredible year of sharing the stories of top agents and connecting them with their peers and our esteemed partners.

2024 has truly been a whirlwind! We are thrilled to have 32 partners who have joined us this year, and we cannot express enough gratitude for their support and insights. They are, without a doubt, the lifeblood of our platform.

- 1st Line Mortgage, Amanda PierreLouis
- All County Diamond Property Management, Maritza Rosado and Cara Griffith
- Anchor Title, Jes Bennett
- Banking Door, Jojo and Maricel Quiroz
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- Warren Roofing, Chris Warren

In 2024, we had the privilege of featuring 12 exceptional agents and teams on our covers, each bringing their unique talents and inspiring stories to our community. Thank you to these industry leaders for sharing their lives with us!

- January:** Rick Gonzalez
- February:** Mike and Sarah Vogel
- March:** Christine Baeza
- April:** The Spears Group
- May:** Dawn Burt
- June:** Tony Manthey
- July:** The Abbott Brothers
- August:** Lindsey Lynch
- September:** Christopher Harper
- October:** Michaelanne Lauderdale
- November:** Brian Burgett and Dustin Cornwell
- December:** The Probst George Group

Looking ahead to 2025, I am excited to continue showcasing the best of the best among top real estate agents on the Emerald Coast through our current categories: Top Agent, Rising Star Agent, Broker Spotlight, and Super Connector. We will also maintain our Partner Spotlights, allowing you to get to know the fantastic local businesses that make our platform possible. Expect fun, exciting, and innovative features! The best is truly yet to come!

As the holidays approach, I am filled with gratitude and love for each of you who has contributed to the success of Emerald Coast Real Producers throughout 2024. Thank you for welcoming me into your world and for your generous spirit in helping this magazine thrive.

Wishing you a wonderful Thanksgiving, a blessed Christmas, and a joyous holiday season. If we don't cross paths again in 2024, let's connect in 2025—especially for our KICK-OFF EVENT!

With heartfelt gratitude,



Cindy
Publisher, *Emerald Coast Real Producers Magazine*

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cover story

Lifting Others
By Dave Danielson
Photos by Faltisek & Gloria



THE PROBST GEORGE GROUP

EMILY PROBST AND TANIA GEORGE



recalls. “Tania was actually my real estate agent when we moved to Florida.” That professional connection laid the foundation for a future partnership.

Forming Their Team

Though Tania and Emily worked separately for six years, they were always each other’s confidantes, sharing ideas and helping one another navigate the challenges of real estate. It wasn’t until 2021 that they officially combined forces to form the Probst George Group under eXp Realty. Since then, they’ve become an unstoppable duo, serving the Florida Panhandle with a deep focus on the Niceville community.

Dynamic Duo

Those who have had the opportunity to work with Tania George and Emily Probst know one thing for certain ... this dynamic duo from the Probst George Group with eXp Realty are dedicated to making their goals become reality.

Tania and Emily share a lot of similarities. One is that they both come from military families, which has required them to move frequently and rebuild their careers in new locations.

For Tania, the transition to real estate was born from a combination of passion and opportunity. With a degree in psychology, Tania originally planned a different career path but found herself drawn to design and working with people. The constant moves with her military husband allowed her to develop expertise in homes and sparked her love for the creative side of real estate.

“I became an expert in homes,” Tania shares, “and I got into real estate because I loved the design element and helping people navigate one of the biggest decisions of their lives.”

Emily’s journey into real estate followed a similar path. An elementary school teacher by trade, Emily often found herself starting over each time her husband, Zach, received new military orders. After some time at home raising her children, the family had to move yet again in the middle of the school year. Rather than return to the classroom, Emily decided to pivot into real estate—a field she had grown familiar with after coordinating numerous moves.

“I had become good at handling the details of buying and selling homes,” Emily

“We’ve been the top-ranked agents for all three years that we’ve been partnered together,” says Emily. Their success isn’t just measured by sales volume but by the relationships they’ve nurtured along the way. With over 95% of their business coming from repeat clients and referrals, the Probst George Group has become synonymous with trust, expertise, and high-quality service.

“Our tagline is ‘Real estate by referral. Your REALTORS® for life,’” explains Tania. “It’s our privilege to support the community, and we owe our growth and success to our people referring their people.”

THOUGH TANIA AND EMILY WORKED SEPARATELY FOR SIX YEARS, THEY WERE ALWAYS EACH OTHER'S CONFIDANTES, SHARING IDEAS AND HELPING ONE ANOTHER NAVIGATE THE CHALLENGES OF REAL ESTATE.





This emphasis on building long-term relationships, rather than simply focusing on transactions, has propelled them forward in an industry that can often be fast-paced and transactional.

A Team Built on Shared Values

What makes the Probst George Group unique is the seamless partnership between Tania and Emily. Their values, work ethic, and vision for the future align perfectly, creating a unified front that their clients trust and appreciate.

“We both have a similar train of thought and high expectations for ourselves and our business,” Emily says. “We’re proud to offer concierge-level service to our clients, the same kind of care we would want for our own families.”

Tania adds, “We’re very focused on our people. We want them to feel cared for and appreciated, and we aim to create a real estate experience that is not only seamless but also enjoyable.”

Community Focus

Beyond their professional achievements, Tania and Emily are deeply invested in their community. They support local schools, teams, and other organizations, ensuring that their marketing dollars stay within the community they serve. Emily and Tania also love giving back through various charitable efforts.

Emily is particularly passionate about Mission of Hope, where she’s involved in meal-packing efforts, while Tania focuses on supporting local pet rescues, including Alaqua Animal Refuge.





Family First

Despite their busy schedules, both Tania and Emily prioritize family. Tania and her husband, Daniel, are proud parents to two daughters, Taegan and Tenley, while Emily and her husband, Zach, have three daughters—Peyton, Paige, and Parker. When they're not busy helping clients, both families love to travel. With

both husbands flying airplanes, it's no surprise that travel plays a big role in their lives.

"We love seeing how other people create 'home' in different countries," Tania notes.

Words of Wisdom

Both women agree that real estate is about more than just closing deals—it's

about building something lasting. Tania advises new agents to focus on what's truly important to them and let that guide their business. "If you're trying to build something of longevity, focus on what will be the biggest blessing for your people. If you do that, everything else will fall into place," she says.

Emily echoes this sentiment and encourages new agents to lean into their sphere of influence. "Focus on the people around you who bring you joy—those are the clients you'll enjoy working with, and that's where you'll grow your business the fastest."

Congratulations to Tania and Emily for their dedicated efforts—sharing their experience and expertise ... in turn, lifting others higher.

In addition, they host an annual client appreciation party at the end of the year, which they consider one of the highlights of their calendar.

"We've been doing it together for three years now, and it's something we look forward to. It's a way to say thank you to our clients and celebrate our shared successes," Emily says.



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SAMANTHA LAPOMARDO

► rising star

By Cindy Bell
Photos by

BUILDING DREAMS: THE INSPIRING JOURNEY OF SAMANTHA LAPOMARDO

Laying the Groundwork

From the moment she picked up her first hammer as a teenager, Samantha Lapomardo knew she was destined for a life in real estate. Growing up, she worked alongside her parents, who specialized in purchasing distressed properties to restore and rent. The family spent countless evenings and weekends engaged in demolition and renovation, transforming dilapidated homes into beautiful, livable spaces. This immersive experience ignited a deep passion for real estate in Samantha, who learned from her parents that real estate is always a sound investment.

However, like many in the industry, Samantha's journey has not been without challenges. Early in her career, she faced a significant hurdle: self-doubt.

A mentor suggested that perhaps real estate wasn't the right fit for her, causing her to question her abilities. This negativity lingered, affecting her confidence and performance.

In early 2024, everything changed.



Samantha made a conscious decision to surround herself with supportive individuals who believed in her potential. This transformative shift helped her silence the inner critic that had been holding her back. "I decided to ditch the toxic influence of my previous mentor and embrace the positivity of those who cheer me on," she shares. The results have been astounding—Samantha is now enjoying a remarkable year in her career.

The Key to Success

For Samantha, positive word-of-mouth remains essential in building her business. Yet, she emphasizes that consistency and client follow-up are equally vital in a saturated market. "If I'm not following up with past clients and current clients, they will forget about me," she explains. "Staying top of mind is crucial for success in this industry."

Education also plays a central role in Samantha's approach to real estate. "The industry is constantly changing; what's relevant today might be outdated tomorrow," she notes. She believes that keeping herself informed is critical to effectively guide her clients through one of the most significant purchases of their lives. Motivated by the desire to provide a bright future for her family—especially her son, Ian—Samantha is dedicated to remaining at the forefront of her profession.

A Source of Pride

Among her many achievements, Samantha is particularly proud of being nominated by her peers for a feature in *Emerald Coast Real Producers Magazine*. She feels honored to be recognized by other agents and brokers as a top performer. "Being able to talk to fellow agents and share knowledge is something that truly makes me proud," she reflects.

Networking is another passion for Samantha. She thrives on initiating conversations in crowded rooms and discovering connections with others. Through various networking events, she has forged meaningful relationships with colleagues



and friends. One pivotal moment in her career was connecting with her broker, Nick Brown, at the beginning of 2024. "Nick truly cares about the agents in his office and actively mentors agents across the Emerald Coast," she explains. His unparalleled leadership and support have been invaluable to Samantha's growth.

Striking a Balance

Finding a work-life balance has been an ongoing challenge for Samantha, but she is committed to learning and growing in this area. With her husband, Todd, and their son, she has gained a new perspective on prioritizing family. "Having my husband and son has really put work-life balance into perspective for me," she says.

Samantha is gradually learning to set business hours, recognizing that it's not selfish to establish boundaries. "Just as clients respect the hours of other professionals, they appreciate my professionalism as well," she explains. Although she occasionally responds to messages late at night, she is focused on improving her work-life balance. "It's still a work in progress, but I'm getting there," she admits.

A Bright Future Ahead

Samantha Lapomardo's journey in real estate is a testament to resilience, education, and community. By surrounding herself with supportive individuals and prioritizing her family, she continues to thrive in a competitive industry. As she moves forward, Samantha remains dedicated to helping her clients make informed decisions, ensuring they receive the highest level of service throughout their real estate journeys. With a bright future ahead, Samantha is not just building homes; she's building dreams.





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By Cindy Bell
Photos by Faltisek & Gloria

**ANCHORING SUCCESS: HOW
INTEGRITY AND INNOVATION
DRIVE ANCHOR TITLE CO.**



ANCHOR TITLE CO,
Jessica Bennett

From Challenge to Opportunity: The Birth of Anchor Title

Jessica Bennett, co-founder of Anchor Title Co., established the company three years ago with her business partner, Katie, in response to an unexpected opportunity. Faced with mandated COVID-19 vaccinations at their previous title company, Jessica was encouraged by her staff to venture out on her own. Within just three weeks, Anchor Title Co. was born, guided by the principles of integrity, customer service, and responsiveness. The name, inspired by Hebrews 6:19—"Hope anchors the soul"—captures their mission of providing stability and trust in the ever-changing real estate market.

A Foundation of Integrity

From the beginning, Jessica set out to distinguish Anchor Title Co. in a crowded industry by prioritizing honesty, ethics, and transparency. In an industry with a title company on every corner, Anchor Title Co. stands apart through its commitment to solving problems and educating clients. "We

won't just close a file with unresolved title issues to move things along," Jessica explains. "Instead, we work diligently to resolve any issues, ensuring transparency every step of the way." With over 75 years of combined experience across the team, Anchor Title Co. offers a wealth of knowledge in real estate, closing, and title processes.

Success Through Dedication

In just two years, Anchor Title Co. achieved a milestone that affirmed their commitment to excellence. After requesting a performance review from their underwriter, Jessica was thrilled to discover that Anchor Title Co. ranked in the top 10 title companies for Bay and Jackson counties. This recognition, earned in a relatively short time, highlighted the team's hard work and dedication to providing exceptional service despite market fluctuations. "It was a humbling moment," Jessica reflects. "We've worked hard to build trust and success, and seeing our efforts recognized like this motivates us to continue striving for excellence."





of title, the markets, and the ethics of real estate,” she advises. For her, experience and integrity are essential to success. “Anyone can close a deal, but it takes a skilled and ethical professional to navigate challenges effectively and minimize errors.”

Prioritizing Communication

A key element of Anchor Title Co.’s success lies in its consistent communication and customer service. Jessica and her team place a strong emphasis on being responsive to clients, whether it’s answering calls promptly or providing timely updates on transactions. “Consistent communication and problem-solving are essential,” Jessica notes. This hands-on approach builds trust and ensures that clients feel supported throughout their real estate transactions, fostering long-term relationships.

Overcoming Market Challenges

Operating in a highly competitive and saturated market, one of Anchor Title Co.’s biggest challenges has been gaining the loyalty of Realtors. While many agents recognize the company’s exceptional service, long-standing partnerships with other title companies can be difficult to overcome. Despite this, Jessica remains focused on proving the value of Anchor Title Co. through actions and results. “In an oversaturated market, we work hard to stand out by going above and beyond,” she says. “We know that earning loyalty takes time, but we’re committed to delivering the best service possible.”

Innovating for the Future

Anchor Title Co. is continually seeking ways to improve the client experience. As part of their commitment to innovation, the company is investing in new technology features designed to streamline communication and make the closing process even smoother. Additionally, the team remains up-to-date on industry developments, including the implications of the National Association of Realtors (NAR) settlement and shifting market conditions, ensuring they stay ahead of the curve in an ever-evolving industry.

Advice for Success

Jessica offers valuable advice for those looking to build successful partnerships in the title industry. “It’s important to find a partner who truly understands the complexities

Looking Forward

Jessica and the team at Anchor Title Co. are excited for the future. With their focus on integrity, innovation, and customer service, they aim to continue building strong relationships

with clients and real estate professionals alike. Anchor Title Co. is committed to being a trusted partner in the real estate industry, providing a stable and reliable foundation for clients through all stages of the closing process. As they grow, their core values of honesty, ethics, and transparency will remain the anchors of their success.

Contact Anchor Title Co.:

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▶▶ broker spotlight

SABINE ROBERTSON

The Vision of Sea Haus Realty

By Cindy Bell
Photos by Faltisek & Gloria



THE VISION OF SEA HAUS REALTY - Seven years ago, Sabine Robertson began her journey in real estate at her mother's brokerage, Silver Int'l Realty. Learning from her mother, a broker with nearly four decades of experience, Sabine built a solid foundation in the industry, underpinned by her Master's in Education and Bachelor's in Hospitality. Her approach has always been grounded in exceptional service and a dedication to client relationships.

In 2023, Sabine fulfilled a long-held dream by establishing Sea Haus Realty, a boutique brokerage with a global perspective. Her vision is to prioritize client interests while creating a community-focused, collaborative environment. Sabine's philosophy centers on the idea that building lasting relationships naturally leads to success. She's also excited about her daughter, Christine Robertson,

joining the brokerage, bringing her marketing expertise to the team as they grow Sea Haus Realty together.

Personalized and Collaborative Service Sea Haus Realty stands out for its boutique, personalized approach. Sabine is both a managing broker and an active agent, allowing her to stay closely connected to the market and offer tailored service to buyers and sellers.

By keeping the brokerage small, she ensures that clients and agents receive focused, individualized attention.

Sabine is also committed to professional growth and industry involvement. She recently graduated from the Florida REALTORS® Leadership Academy, further honing her leadership skills. As a member of the Florida REALTORS® Faculty and also

an NAR CIPS instructor, she teaches agents about Global Business and social media strategies, fostering a culture where agents feel supported yet free to build their own brands. At Sea Haus, agents work independently but thrive in a collaborative, family-like atmosphere.

Creating a Supportive Culture

The founding of Sea Haus Realty was a career-defining moment for Sabine. Although she wasn't initially looking to recruit agents, many reached out through word of mouth, drawn by the culture and values she had established. Today, she is proud of the supportive community within Sea Haus Realty, where agents and clients are genuinely valued. This experience has reinforced her belief that strong relationships are at the core of real estate success.

Sabine stays informed by attending seminars at local, state, and national levels, gaining insights into market trends and best practices. She also produces monthly market updates on her YouTube channel, which are valuable resources for her clients and agents.

Additionally, Sabine maintains lasting connections with clients beyond

transactions, hosting an annual Beach Bonfire Event as a gesture of appreciation. This year's event on October 19 marked her fourth Client Appreciation Event, a testament to the long-term relationships she fosters.

A Collaborative and Diverse Team

Sea Haus Realty currently includes eight agents, each bringing unique skills to the team. Sabine values the strong sense of community within the brokerage and encourages collaboration through group chats, where agents share ideas on community initiatives, such as recent efforts to support hurricane victims. Many agents bring additional talents, like staging, decorating, or contracting, which adds extra value to the brokerage.

For Sabine, the most rewarding part of leading Sea Haus is seeing the supportive, growth-oriented culture they've cultivated. It's about more than just closing deals—it's about creating a true community where agents and clients alike feel empowered.

Guidance for Aspiring Brokers

For those interested in opening a brokerage, Sabine emphasizes the

importance of planning, goal-setting, and having a clear vision. She advises new brokers to be patient as momentum builds, and to stay involved in their agents' professional development. Aspiring brokers should decide whether to remain boutique or scale up; Sabine chose to keep Sea Haus small to deliver a personalized experience and differentiate it from larger competitors.

She also highlights the value of learning from successful brokers, consulting with a real estate coach, and preparing for expenses such as insurance and technology investments. Despite the challenges, Sabine finds the rewards of independence and mentoring agents highly fulfilling.

Looking Forward

In 2025, Sabine will serve as the South Walton Area Director for the Emerald Coast Association of Realtors (ECAR) and sit on its board. She will also serve on several local & Florida REALTORS® committees. She is excited to give back to the real estate community and encourages others to do the same. With her ongoing involvement at all industry levels, Sabine believes that the future is bright for Sea Haus Realty and the real estate community at large.





ask the expert

By Phil Crescimanno, Candle Cabinets

Easy Kitchen & Bath Cabinet Enhancements 101

How to Set Your Listing Apart!

Every Listing Can Shine with Cabinet Refacing – Here's How!

The kitchen is often the first space prospective buyers look at when touring a property. In fact, a buyer can fall in love with a home within minutes of seeing a stunning kitchen. With one simple tool, Realtors can add immediate value to their listings: cabinet refacing!

Many Realtors are unfamiliar with cabinet refacing, let alone its benefits or how to access a trusted, high-quality cabinet refacing service. Imagine being able to offer your clients an instant estimate on a kitchen transformation that can help their home sell faster and at a higher price. Here's how cabinet refacing can give your listings a competitive edge!

What Is Cabinet Refacing?

Cabinet refacing is a process where old cabinet doors are removed and replaced with new ones, while the existing cabinet structure is refinished to look like new. This includes new soft-close

hinges, updated handles, a fresh color, and a modern door style. It's far more than just repainting old doors – it's a complete kitchen transformation that reuses the current layout and structure.

How Cabinet Refacing Adds Value for Your Clients

New Kitchen in Just Three Days

- Boosts Home Value
- Shortens Time on Market
- Increases Buyer Interest
- Improved listing photos create more interest online
- Perfect for social media and TikTok reels (think dramatic before-and-after shots)
- Attracts larger offers and creates competitive bidding scenarios

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- Use the cost calculator on our website www.candlecabinets.com to quickly provide estimates.
- Educate clients on the refacing process, a concept many

homeowners and even contractors don't fully understand.

- Check out detailed descriptions, photos, and reviews on our site.

Nearly every listing can benefit from cabinet refacing, so make it a part of every listing presentation!

For tools, training, estimates, and samples, please contact us at phil@beelinecabinets.com, www.candlecabinets.com or call (850) 328-5458.



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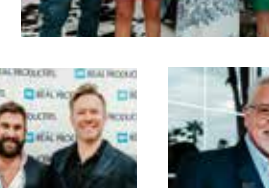
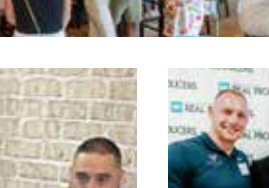


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2024 OH, WHAT A YEAR!

Enjoy a look back at some of the events we held in 2024! But as the old saying goes:

“You ain’t seen nothing yet!” 2025, get ready ‘cuz here we come!





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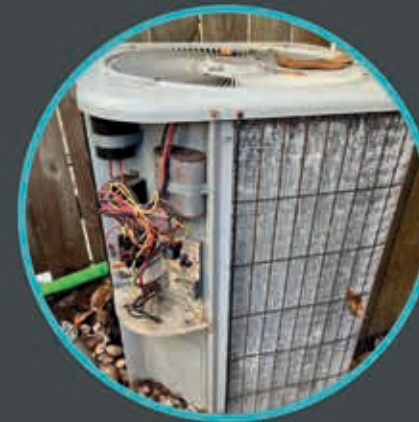
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