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RP

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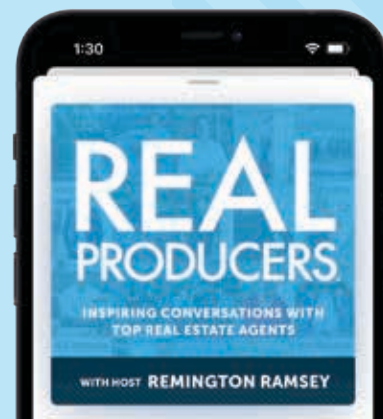


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Dear Real Producers of Fort Myers,

As we enter the holiday season, the spirit of giving is in full swing. It's a time when we come together, enjoy the camaraderie of family, friends and community, and appreciate the joy that comes from giving. The holidays bring a sense of warmth rooted in the connections we value and the generosity that marks the season.

Your dedication to giving — of your expertise, your time, and your resources — makes a meaningful impact. When you sponsor a local youth sports team, provide supplies to a shelter, or volunteer at a community event, you help lay the foundation for a stronger, more resilient community. As REALTORS®, your commitment to Fort Myers helps build and strengthen our thriving, interconnected community.

In the face of natural disasters and unexpected crises like we've seen this year, the Fort Myers community has consistently stepped up, not just with donations, but with time, resources, and heart. Whether it's helping a neighbor rebuild after a storm or supporting local schools and nonprofits that shape Fort Myers' future, the spirit of giving goes beyond financial support, emphasizing the importance of really being there for one another.

During this holiday season, I hope you take pride in the impact you've had, not just in December but throughout the entire year. You inspire others to give generously and remind us all that a small act of kindness can create ripples that reach far beyond the moment.

As you close out the year, may you find joy in both the giving and receiving that fills this season. Here's to a new year of continued generosity and community connection — cornerstones of Fort Myers and the spirit that binds us all together. Here's to continued success for all of us!

Very respectfully yours,

[Andrew Regenhard](#)

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RENEWAL



► featured agents

By Zachary Cohen

Photo by LaCasaTour



Sheri and Joe Harris (back row center) lead the Integrity 1st Group at eXp Realty. (Photo by Syd Schantz, INKED iMAGE)

Originally from the Northeast, Sheri and Joe Harris have reinvented their lives in Cape Coral. Six years ago, they took a trip to Southwest Florida and fell in love with the landscape and the community. Soon after, the couple decided to move south and got married, beginning again in a new, sunnier landscape.

“We love to be on and in the water as much as we can. The weather is gorgeous. The palm trees are beautiful. What’s not to like?” Sheri ponders. “We came to Southwest Florida on vacation and realized we never wanted to leave.”

“Here in Cape Coral, it’s a laid-back atmosphere. People are friendly. We felt we fit in,” Joe adds. “As we came over the bridge to Cape Coral, we knew we were home.”

BUILDING A BUSINESS TOGETHER

Back in Pennsylvania, Joe worked as a law enforcement officer and

construction worker. Sheri, who lived in New Jersey, spent 30 years with a networking company, where she built sales teams. Upon landing in Florida, they both decided they were ready for new professional adventures.

Joe got his real estate license in late 2019. Inspired by her husband’s work and the opportunity to tour Southwest Florida with clients, Sheri followed suit the following year.

The early years of Sheri and Joe’s careers were challenging, but they steadily built their business to become one of Southwest Florida’s best. When they moved to eXp Realty and started Integrity 1st Group in late 2022, their business truly took flight.

Sheri and Joe were particularly drawn to eXp Realty and the team model because of the opportunity to collaborate and grow alongside other agents.

“I wanted collaboration,” Sheri says. “Everyone in our brokerage is an owner, so we have a part of something bigger, and everyone wants to help each other. That was a huge selling point for me. The ability we have, as REALTORS®, to build a team, have an office, and not have the liability of owning a brokerage is a huge selling point. I love and thrive working in collaboration with others, so leading a team at eXp was incredibly appealing to me.”

A TEAM FOUNDED ON INTEGRITY

Integrity 1st Group started as a small team, but it has ballooned to 17 agents. In 2024, the team is on pace to close 92 homes for \$36 million, while Sheri and Joe are tracking to close 40 homes for \$19 million themselves. The team includes Jesse Spencer, who grew up with Joe’s children and is a commercial broker-associate, and Sheri’s daughter, Amanda, who handles the team’s marketing, alongside being a top producer.



“MOST OF OUR
TEAM ARE PEOPLE
WE KNEW FROM
OUR LIFE, AND
EVERYONE IS LIKE
FAMILY.”

”

Photo by LaCasaTour



Sheri Harris built a 30-year career in New Jersey, leading sales teams for a networking company. (Photos by LaCasaTour)

“Most of our team are people we knew from our life, and everyone is like family. We work hard and have a lot of fun,” Sheri says. “We want it to be a true collaboration, not the Joe and Sheri team. Many on our team are former law enforcement, first responders, and we also have a submarine veteran. For everyone, integrity was a top value, and that’s why we started with Integrity 1st as the best name for our team.”

“We all have different attributes and different ways of doing things,” Joe adds. “It adds to our clients’ experience when we have more people available to help. Our youngest agent is 21, and our oldest is 73. To have that range sitting in one room, we have a wealth of different experiences to offer clients and each other.”

LIVING THE SOUTHWEST FLORIDA LIFESTYLE

Outside work, you’ll find Sheri and Joe boating, riding motorcycles, traveling, listening to live music, and spending time with their family. They have six adult children between them and two grandchildren (one of whom is in Cape Coral). Three of their children recently relocated to Southwest Florida.



Prior to real estate, Joe Harris served as a law enforcement officer in Pennsylvania and worked in construction.



Sheri and Joe Harris embraced a fresh start in Southwest Florida in 2018, enjoying the sunny, laid-back lifestyle. (Photos by LaCasaTour)



“MY GOAL IN LIFE IS TO ENJOY IT, LIVE HEALTHY, AND DANCE AT OUR GRANDCHILDREN’S WEDDINGS.”

“We’ve been really blessed,” Sheri smiles. “We reinvented ourselves when we moved down here. I love that we can learn and grow together and have fun doing it. We really are a family, and it makes what we do fun. It’s not always easy, but it’s fun. “My goal in life is to enjoy it, live healthy, and dance at our grandchildren’s weddings.”



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LAUREN MAXWELL

Maxwell Mortgage Team | CrossCountry Mortgage

AT THE TOP OF HER GAME

▶▶ partner spotlight

By Zachary Cohen
Photos by Michelle Reed



Lauren Maxwell began her mortgage lending career in 1987. In that time, a lot has happened in the industry: the wide-scale adoption of the internet, the housing crisis of 2007–2010, and the COVID-era boom, to name a few. But one thing remains steady — Lauren’s commitment to her craft.

Year after year, Lauren has overcome the challenges of being a mortgage professional to come through for her clients. Along the way, she’s built a reputation as one of Southwest Florida’s best. She’s led the way at CrossCountry Mortgage since 2018.

“Our mortgage lending programs are getting better and better every year,” Lauren says proudly. “CrossCountry is the number one retail mortgage lender and number one non-QM lender in the country. We’re growing because we’re ahead of the game in leadership, programs, and tech. So while others are getting nervous about slowdowns in the market, we’re growing and growing and growing. Other than a lot loan, there’s nothing we can’t do.”



Lauren Maxwell leads the Maxwell Mortgage Team at CrossCountry Mortgage.

BEST IN THE BIZ

Lauren has some of the highest sales volumes of any lender, but she doesn’t consider herself a luxury or high-end lender. She handles everything from a \$75,000 manufactured home to a \$7 million mansion.

“I’m there to protect the client and get them the best deal,” she explains. “I have three loan assistants, but you get me 80 percent of the time. I’m always involved.”

Lauren encourages agents to look carefully at who they refer their clients to, especially on the lending side. The challenges that can arise during a loan approval process are unending, but Lauren is well-equipped to handle them. Her experience and aptitude speak for themselves.



“The knowledge you need in this day and age to know how to run into challenges when they come up, to have an operations and processing team and all the tools and experience, that’s huge,” she continues. “Just because you have a license doesn’t mean you know how to close a loan. It takes years of skill. So when you are hiring me, you are getting somebody with 37 years of lending experience.”

THE DRIVE TO THRIVE

After 37 years, Lauren isn’t slowing down. She recently celebrated her sixth anniversary with CrossCountry Mortgage. During that time, the Maxwell Mortgage team has closed over 7,500 loans for more than \$2.2 billion, and Lauren has personally closed over 4,100 loans for more than \$1.3 billion.

So how does Lauren manage such a tremendous volume?

“With a lot of stress,” she quips. “I don’t have downtime. I was just in Europe because my boss took me on our Top 10 trip, and I still took five hours a day to work and catch up on emails and answer clients. It’s a lot, but it’s worth it. I’m competitive. It’s in my blood.”



Lauren Maxwell proudly embraces her role as grandmother to her beloved grandson, Phoenix.



“I like being at the top of my game. I have the number one market share in Collier County and number three in Lee County. I closed one out of every 12 loans in Collier County.”

LEAVING A LEGACY

As the real estate market changes shape again, Lauren is as consistent as they come. She understands this business allows the best of the best to succeed in any market conditions.

“The future is growing, growing and growing. Collier County has over 9,000 units being built just in the Oil Well/ Ave Maria area alone. We have a lot of growth happening everywhere in the counties I work in,” she says.

Looking ahead, Lauren has no plans to slow down, either. She’s still at the top of her game and plans to continue serving the community through mortgage lending as long as possible.

“I want it to be known that if Lauren Maxwell can’t do it, it can’t be done. I close so many loans with clients who were told ‘no’ and wanted a second opinion or deals gone bad that need to be saved. Call me. Let me be your second opinion. Let me be your backup lender, and if your person can’t make it work, let me see if I can.

“On my tombstone, I’d like it to read, ‘magnificent mother and mortgage master.’ And I’m not joking.”

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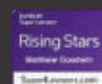
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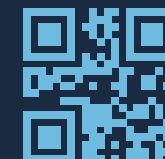
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TROY DEMOND

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With 12 years under his belt as a REALTOR®, fitness guru turned top agent Troy De Mond has built a solid reputation for his exceptional customer service while continuing to smash sales goals and exceed expectations at Royal Shell Real Estate.

Entrepreneurial Roots

Raised in Tuscaloosa, Alabama, Troy grew up with a passion for fitness that would shape the first two decades of his career. After earning a master's degree in exercise physiology from the University of Alabama, he moved to Fort Myers in 1987.

"I started my fitness career with Lee Memorial Hospital as a physiologist for five years," Troy recalls. "But my entrepreneurial spirit soon took over, leading me to open a mobile personal training business called Fitness on the Move in 1992."

Over the years, Troy expanded his venture into a full-fledged health club, where he managed over 50 teammates and even became a global fitness ambassador. "I spoke on fitness around the world, visiting over 15 countries, wrote articles and books on fitness, produced and starred in five top-selling exercise videos, and was sponsored by Nike as a fitness athlete," he shares proudly.

However, the financial turmoil of 2008 dealt a heavy blow to his business. Troy hung on for several more years due to his passion, but eventually made the tough decision to sell his club. Once his business was on the market, Troy dove headfirst into the world of real estate, got licensed in 2013, and hit the ground running.

"In my former fitness career I logged over 20 years inspiring others... I have the same goal in the real estate industry now."



Troy De Mond and his wife, Sara

“

Real estate was a natural fit because I knew how to build relationships with people first, establish trust, and then seek business opportunities.



“Real estate was a natural fit because I knew how to build relationships with people first, establish trust, and then seek business opportunities,” Troy points out.

A Soaring Start

Troy’s career pivot was fairly seamless, given his work ethic and love for serving and selling. He chose to join Royal Shell Real Estate, a decision he attributes to the brokerage’s “relationship first” philosophy. “Royal Shell was a great fit for me because their focus is always on building relationships first, just like mine,” Troy explains. As a new agent, the direct access he had to the president of Royal Shell, Michael Polly, was another huge factor in his decision.

Troy was fortunate to have several other supporters who played pivotal roles in his early success, as well, as he managed to sell over \$10 million his rookie year. “Denny Grimes took me under his wing to train me, and I’m incredibly grateful to him. We were friends long before real estate,” Troy shares. “Mike McMurray has also always been there for me as a leader and taught me the importance of marketing myself.”

Troy has sold over 350 homes since venturing into the business, while his incredible diligence and consistency have earned him plenty of accolades, including being voted “Top Gun” Real Estate Agent of 2020 by the Florida Gulf Coast Board/MLS and ranking in the top 3 percent in revenue among all Lee and Collier County real estate agents in both 2022 and 2023.

For Troy though, the most fulfilling aspect of his work is simply being able to be of service. He believes that every deal, regardless of its size, is an opportunity to bring joy to his clients. “My largest deal was just under \$5 million, but the ones that rival this in importance are those where I can truly help



Troy De Mond’s wife, Sara, volunteers at the Lee County Humane Society and walks dogs every week.



An Alabama native, Troy De Mond is a proud fan of his Crimson Tide football team.

enjoys spending time golfing, skiing, and exercising, as well as cheering on his beloved Alabama Crimson Tide football team. As big animal lovers, Troy’s household is an ardent supporter of the Lee County Humane Society, where Sara volunteers.

Looking ahead, Troy’s goals are bold and crystal clear. He and Sara are busy planning a trip of a lifetime to Africa to witness the Great Migration, while professionally, Troy is committed to continuing his momentum at his beloved brokerage.

“I will start and finish my career with Royal Shell,” Troy concludes. “My ultimate goal is to have two careers parallel in length that were spent serving people. But the reality is, I will always be involved in real estate in some way because I thrive on helping others and I love what I do.”



people, like the 80-year-old gentleman I helped sell his vacant mobile home lot after he lost his home in Hurricane Ian. He kept asking, ‘Why should I trust you when we’ve never met?’ Establishing that trust and successfully selling the lot meant the world to me,” Troy emphasizes.

Relationships First

Troy’s approach to real estate is rooted in his belief that relationships are the bedrock of success.

“Every single relationship you forge is so important, regardless of the income status of the customer,” he advises new agents. “Then if you do a great job, those relationships will yield referrals and repeat business. Stay in touch with them all!”

His emphasis on high-end customer service, attention to detail, and the ability to focus on the process are what set him apart from other Realtors. “I learned how to run a business in fitness, and attention to detail is critical,” Troy affirms. He also stresses the importance of staying grounded and disciplined in both personal and professional life: “Each day, I try to get to the gym at 5:30 a.m. to clear my head and get focused. Movement causes emotions, and emotions cause change. I get after it each day.”

Beyond the Office

Outside of work, Troy is a devoted family man. He and his wife Sara, whom he describes as his “rock,” have been married for three years but have known each other for much longer. “We knew each other 30 years ago in the fitness industry as best friends and circled back after we both divorced. We’ve been best friends forever!” Troy shares. “Sara’s calm and supportive nature plays a crucial role in my success. She is amazing.”

Troy also has three active sons: Parker (25), Dawson (21), and Hunter (19). The family also includes Sara’s cat, Teegan, who Troy says is a ‘true mommy’s boy.’ When he’s not working, Troy

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THE 2024 RP AWARDS GALA

Honoring the Best of the Best in Southwest Florida Real Estate



What an unforgettable evening at our inaugural RP Awards Gala, held at Elite Jets on November 8th! It was wonderful to see everyone dressed to the nines, ready to celebrate the exceptional agents who make up our Naples’ and Fort Myers’ Real Producers communities.

This night was dedicated to honoring excellence in our industry, as we proudly recognized top-producing agents nominated and voted for by their peers. We celebrated not only their impressive achievements but also their outstanding commitment to clients and the community.

We were also thrilled to celebrate our preferred partners, whose dedication and top-tier services are instrumental in the success of our monthly magazine and events. Their support strengthens our REALTOR® community, and we are grateful to have them as part of this remarkable network.

A special thank-you to our incredible sponsors who made this event possible: our headline sponsors, **Maxwell Mortgage Team** at **CrossCountry Mortgage** and **FirstSource Title**; our brokerage sponsor, **Premiere Plus Realty**; our food sponsors, **HouseMaster** and **LandSel Title**; our bar sponsors, **Be Your Gift Group** and **Hartford Funding**; our photo booth sponsor, **Luxure**

Lifestyle; our awards sponsors, **Woods, Weidenmiller, Michetti & Rudnick** and **Nautical Miles**; and our table sponsors, **Action Title**, **ALL IN Property Management**, **Goodwin Law**, **Medrano & Cail Bookkeeping Professionals**, **Northstar Technologies**, and **Three Bays Lending**.

A huge thank-you to **Elite Jets** for providing a fantastic venue, **Lightworks Stage Productions** for the spectacular lighting, **5 Star Valet** for seamless guest parking, **The Twisted Trotter** for the wonderful libations, **Sage** for the delicious food, **Forever Fiore** for the stunning flower arrangements, **Naples Balloons** for the festive decor, **Jake Maciosek** and **Lionel Crespo** for beautifully capturing the magic of the evening in photos, **DJ Tommy and Jade Strings** for their lively music, and **Coby Corradino** and **Samuel Saum with Visionz Media** for the captivating videography.

Our gala raffle raised over \$4,000 to support **Freedom Waters Foundation**, a local nonprofit dedicated to enhancing the well-being of children and adults with disabilities and veterans through therapeutic boating experiences. Congratulations to our raffle winner, **Nico Paredes**, who took home an exclusive selection of prizes, including a luxury yacht charter provided by **Nautical Miles**, beautiful

bottled gift boxes of wine from **Rigoni Wine Company**, and a premium **WOLF Roadster** double watch winder with storage from **Carbon Watch Company**. Thank you to all who participated in this raffle — your generosity contributes to an incredible cause and makes a meaningful impact in our community.

A heartfelt thank-you to our awards sponsor, **Nautical Miles**, for providing an exclusive luxury yacht charter for our charity raffle winner and all of our Realtor

award recipients. Your generosity truly elevated the evening’s celebration.

Congratulations once again to all the honorees featured on the following pages — you’ve earned this recognition through your hard work and dedication. And a big thank-you to everyone who attended and made the night unforgettable. We look forward to witnessing your continued achievements in the coming year!



2024 RP AWARD RECIPIENTS



BEST COVER STORY AGENT AWARD

Recognizing the most captivating and visually outstanding cover of the magazine.

PATRICK DEARBORN

John R. Wood Properties
Christie's International Realty

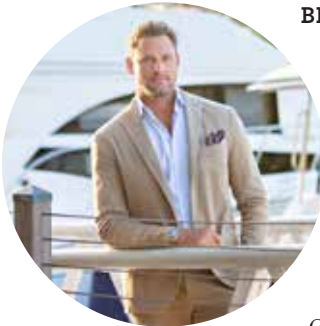


LIFETIME ACHIEVEMENT AWARD

Awarded to a Realtor who has dedicated their career to real estate, showcasing consistent excellence over many years.

DEREK CARLSON

MVP Realty Associates



BEST LUXURY REALTOR® AWARD

Celebrating the Realtor who has excelled in the luxury real estate market, setting the standard for high-end properties.

TAYLOR CANADA

Gulf Coast International
Properties



MARKETING EXCELLENCE AWARD

Awarded to the Realtor with the most creative and effective marketing strategies in their business.

KIM JONES

Keller Williams Realty



CLIENT SATISFACTION AWARD

Recognizing a Realtor who consistently goes above and beyond to ensure the satisfaction of their clients.

NINA LLORCA

Coldwell Banker Realty



MOST INSPIRATIONAL STORY AWARD

Recognizing a Realtor whose personal or professional journey has inspired others in the industry.

MARY JO O'REGAN

Premier Sotheby's
International Realty



LEADERSHIP IN REAL ESTATE AWARD

Honoring a real estate professional who has demonstrated exceptional leadership and innovation in the industry.

KELLY BARNES

Realty Executives

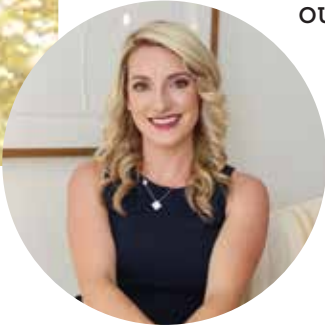


MOST PHILANTHROPIC REALTOR® AWARD

Celebrating a Realtor who has made significant contributions to their community through philanthropy.

LORI FOWLER

Coldwell Banker Realty



OUTSTANDING HOSPITALITY AWARD

Honoring a professional who exemplifies exceptional hospitality and customer service in real estate.

MANDY DINGLE

Marzucco Real Estate



REALTOR® OF THE YEAR AWARD

Recognizing a Realtor who has exemplified excellence, professionalism, and outstanding service throughout the year.

JOE PAVICH JR.

Realty World – J. Pavich
Real Estate



ROOKIE-OF-THE-YEAR AWARD

Recognizing an emerging star in the real estate world, this award is for the most promising new talent.

MADELINE TRACY

Compass



SOCIAL MEDIA INFLUENCER AWARD

Celebrating a Realtor who has leveraged social media platforms to grow their brand and engage their audience.

NATALIE PEREZ-BENITO

Compass

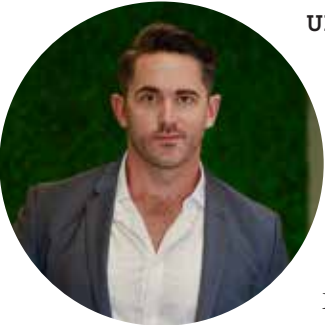


TOP PRODUCER OF THE YEAR

Awarded to the Realtor who has demonstrated exceptional productivity and sales success over the past year, consistently delivering outstanding results and surpassing their targets.

BRITTANY SKOTAK

Douglas Elliman Real Estate



ULTIMATE CONNECTOR AWARD

Given to the Realtor who has made the most impactful and meaningful connections within the industry.

JOSH MARZUCCO

Marzucco Real Estate



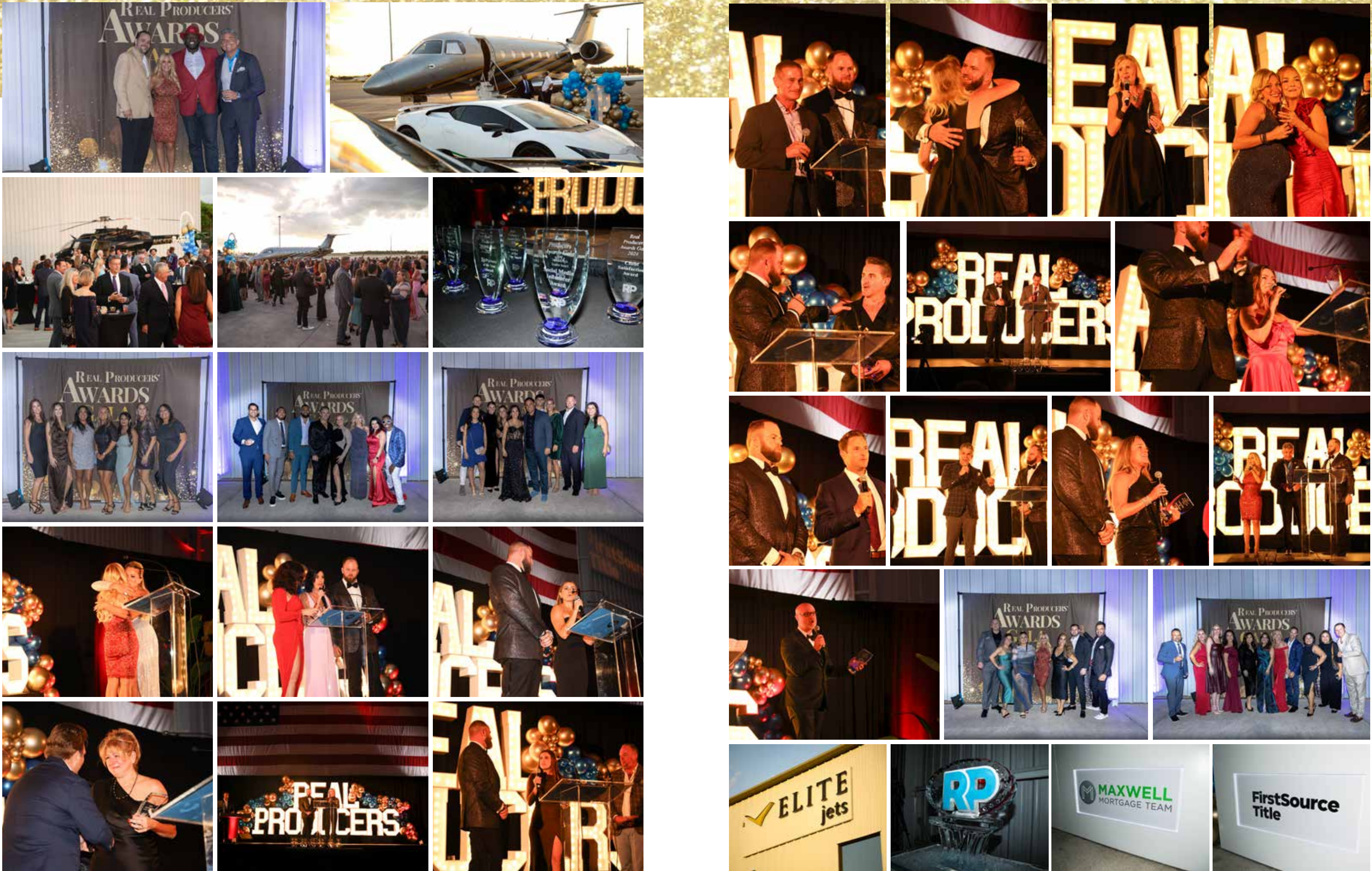
DRESSED-TO-IMPRESS AWARD

Awarded to the best-dressed attendee of the RP Awards Gala, showcasing style and sophistication.

LAUREN TARANTO

Coldwell Banker Realty







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