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# TABLE OF CONTENTS

	<p><b>06</b> Preferred Partners</p>		<p><b>08</b> Meet the Team</p>		<p><b>10</b> Publisher's Note: Liquid Courage or Curse?</p>
	<p><b>12</b> Partner Spotlight: Scott Golmic, The Real Estateographers</p>		<p><b>18</b> Top Producer: Paige Covington</p>		<p><b>24</b> Rising Star: Sara Gentry</p>



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**Jess Wellar**  
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# ALCOHOL: Liquid Courage or Curse?

## Loudmouth Soup: Not So Good for the Soul

I've toasted Scotch with a sitting governor, sipped rum next to Kenny Chesney in the islands and celebrated with champagne after proposing to Kristin at the top of the Eiffel Tower.

These moments felt like appropriately grand occasions to celebrate with alcohol.

But reflecting more broadly, my college weekends—and sometimes weekdays—often involved drinking. Tailgating, trivia nights or casual hangouts always seemed to include drinks.

Despite these experiences, I've never truly enjoyed the taste or effects of alcohol. At times, it seemed to offer “liquid courage” or make events more fun. But did it really?

For me, drinking has always been a choice, not a necessity. I've seen the devastating effects of alcoholism on family and friends, but thankfully, I've never faced that struggle myself.

The Bible says to “Go, eat your bread with joy, and drink your wine with a merry heart,” however, Scripture clearly prohibits “drunkenness”.

Therein lies the problem most people have with alcohol. They can't just stop after one or two.

When I began dating Kristin, we would go to a Mexican restaurant and I would order a margarita out of habit. She typically would not.

I have no judgment toward those who drink responsibly, but many years ago I began questioning: Why drink something I don't enjoy that costs money, offers no health benefits and leaves me feeling worse the next day?

Kristin's quiet, non-judgmental example shifted my perspective back then. I started valuing coffees over cocktails, mental clarity over fogginess. Better sleep and fitness. Alcohol no longer fit into our lifestyle.

Today, even younger generations are rethinking drinking, opting for healthier, more fulfilling habits. Kristin and I drink so infrequently that when my kids saw me with a beer, they were wide-eyed with surprise.

For those struggling with alcohol, my heart goes out to you. But for anyone considering cutting back, know this: drinking less—or not at all—can transform your health, relationships and future in incredible ways.



Brian & Kristin Lunsford in Paris



Governor Asa Hutchinson & Brian Lunsford in Arkansas



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# Scott Golmic

WITH THE REAL ESTATE PHOTOGRAPHERS

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▶ partner spotlight | By Jess Wellar | Photos By The Real Estateographers

“When we moved from Pittsburgh to Jacksonville, I messaged hundreds of REALTORS® on Instagram offering them a free shoot. It was a way they could test out my work risk-free and see the value I could bring to their future listings. My first photo shoot was with Amanda Arnett Edwards, a Real Producer, in Green Cove Springs last March. I am so thankful to everyone that took me up on that offer! It has been an incredible journey since then,” Scott Golmic recalls, his enthusiasm palpable.

The proud owner of The Real Estateographers, a fast-growing full service real estate media company, Scott and his talented team have shot over 1,000 houses locally since then. A professional sports photographer for almost a decade, Scott isn’t shy about his plans to dominate the Northeast Florida market as his fledgling company continues to rocket.

#### No Stranger To Big-Stakes Photography

Scott’s passion for photography began long before he snapped his first Jacksonville home. With a background as a professional sports photographer, Scott has an impressive résumé.

“I graduated from Robert Morris University and had some internships there that led to amazing opportunities,” Scott shares. One of those opportunities included shooting on the field for NFL games, a gig that lasted a decade and even included Super Bowl XLVI.”

“Traveling the country and photographing the Steelers, Pirates, and Penguins was a dream,” he continues, “but as I got older, I still wanted to have a camera in my hand but travel less to spend time with my family.”

The shift to real estate photography was sparked by a chance encounter with a REALTOR’S® photographer when Scott was selling his home in Pittsburgh.

“We chose our REALTOR® because her photos stood out. I talked to her photographer and decided to take a deep dive into the industry myself,” Scott explains. “There are a lot of transferable skills from my previous work.”

#### More Than Just a Camera

The Real Estateographers isn’t just a one-man show anymore. Scott’s team has expanded to



include four talented photographers, each bringing their own unique skills to the table.

“Whenever I talk about my team, I like to say ‘They’re great photographers and even better people!’” Scott beams.

Based in St. Johns, Florida, The Real Estateographers cover a one-hour radius, including St. Johns, Duval, and Clay counties.

“Our goal is 48-hour availability to schedule you in Northeast Florida, and our standard turnaround time is the next day by noon,” Scott emphasizes.

This quick turnaround time helps REALTORS® get their listings up quickly, a crucial factor in today’s fast-paced market. But it’s not just about speed; Scott emphasizes the importance of building trust with REALTORS® as well.





Scott and his wife, Caroline, have two sons, Julian and Jackson.

“Real estate in general is all about relationships, and I’ve had an opportunity to make connections with many REALTORS® and brokerages, which has led to our growth,” Scott acknowledges.

“REALTORS® have so many hats that they wear, so we try to be as professional and accommodating as possible, too. We value how we interact with both the REALTOR® and the homeowner. Image quality is important, but just as important is the time on site — we’re efficient, so we won’t be at a property longer than we have to.”

Scott’s business is not only efficient, it’s quickly building a reputation for the comprehensive services it offers. From photo and video shoots to drone footage, 360 tours, and even agent headshots, The Real Estateographers are a one-stop shop for real estate media.

And for Real Producers, there’s a special one-time offer from Scott: “I would be happy to offer one free listing photo shoot for any agent reading this article! It’s a risk-free way for you to see the value we could bring to your future listings and an opportunity for us to earn your business. We want to work with as many agents as possible while providing the highest quality we can.”

**Family First**

Despite the rapid growth of his business, Scott remains grounded, attributing much of his success to his family and his faith.

**People go on Zillow to find houses. People go on social media to find REALTORS®.**



“I have the most supportive, loving, beautiful wife in the world! None of this is possible without Caroline,” Scott acknowledges with a smile. “But the hand of God has also been all over it; I couldn’t have known that there was even an industry for this business before we moved from Pittsburgh two years ago.”

The Golmic family includes their five-year-old son, Julian, and their youngest, Jackson, born on Christmas morning 2023. When not behind the camera, Scott enjoys “jumping in the pool and hanging out at the beach” with his loved ones.

Looking ahead, Scott is beyond excited about the future of The Real Estateographers, and with over 12,000 REALTORS® in Northeast Florida, he sees incredible potential for sustained growth.

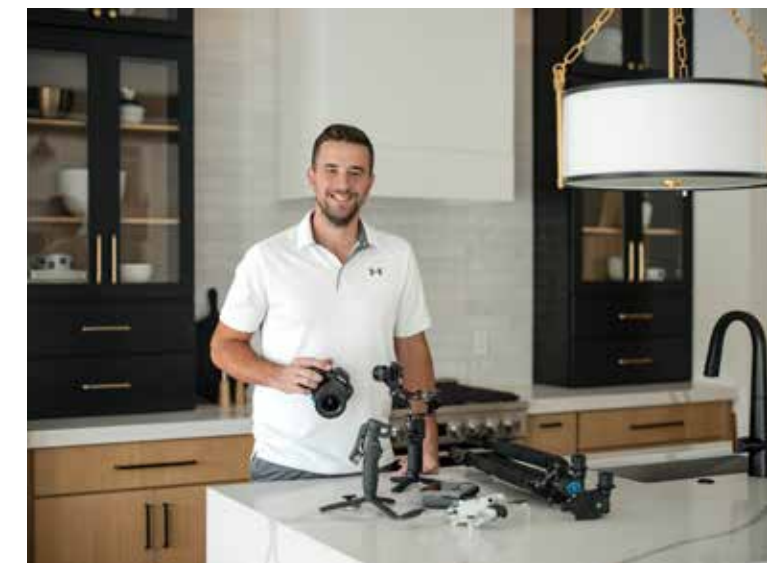
“We are excited to keep growing and partnering with agents. Our goal is to be the easiest team to work with, maintain that 48-hour availability window, and help our clients build their business,” Scott concludes. “We offer such an amazing opportunity for REALTORS® to build their brand and their presence online.”

“This is the year of video,” he declares. “People go on Zillow to find houses. People go on social media to find REALTORS®. So it’s time to get in front of the camera.”

*For top producers interested in experiencing The Real Estateographers exceptional services, you can reach out via their website, [therealestateographers.com](http://therealestateographers.com), or call 904-604-7587. Don’t forget to scan the QR code on this page to redeem your free listing photo shoot!*



Left: Before starting his own business as a real estate photographer, Scott worked for NFL Films.





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# Paige COVINGTON



*“Success is never final. Failure is never fatal.  
It’s courage that counts.”*

By Zachary Cohen | Photos by Renee Parenteau

When Paige Covington launched her career as a REALTOR® in 2014, she took a significant risk. A single mom with a young son and no financial backup plan, she set out to build a real estate business. With no safety net to catch her, she was fully committed to her pursuit of success.

wasn’t my calling, so I ventured into sales. I wanted my time to be more flexible. By that time, a lot of people were telling me it wasn’t a good idea because I had a young son, but I took a bet and a chance on myself and dove into it, not knowing what to expect.”

“Don’t get me wrong, I was nervous. I went from consistency to all commission, but I felt confident in myself that I could take that step. I knew I was a hard worker. I knew I could achieve what I wanted to. It was just a matter of doing it.”

“When I started in sales, I was in so much debt,” Paige recalls honestly. “I didn’t have a lot of money. I had to have another agent buy my first lockbox and sign. But I told myself I would prove the people who told me I couldn’t do it wrong. I knew I could achieve what I set out to do. I had a lot to lose, but I was determined to make it work. I was fully committed.”

**Putting It All on the Line**  
Paige’s first taste of real estate came two years earlier (2012) when she began her tenure in property management. While property management proved to be a poor fit, it gave her an introduction to the real estate world.

“Property management was unfulfilling for me,” Paige continues. “It



As it turned out, Paige’s intuition was spot on. Despite her early struggles, she was named Watson Realty’s Rookie of the Year. In the years following, her business continued to grow.

**One of Jacksonville’s Best**  
Paige has now been thriving in real estate sales for over a decade. As an individual agent with Engel & Völkers First Coast, she closed 39 transactions for \$16 million in 2023. She has leveraged her status as a Jacksonville native and her love for building relationships to grow a primarily referral and sphere-of-influence-based business.

Paige runs her business on the motto, “Luxury is a service, not a price point.” She strives to deliver luxury service for every client, regardless of their situation. That means top-notch communication, the willingness to go above and beyond, and connections with professionals who can provide nearly any service a homeowner needs.

▶▶ top producer

IT’S COURAGE  
● ● ● ●  
THAT COUNTS





As Paige reflects on her journey to real estate success, she feels proud of how far she's come. From a struggling single mom to a top-flight agent, she's certainly made her mark.

"I recently posted something on Instagram about an accomplishment I achieved. My 14-year-old, Davis, sent me a text and said, 'I'm proud of you, Mom.' That's something I waited my whole life to hear from my son. All the hard work I've done — he sees me, he knows I work my butt off, and why I do it is to hear those words."

"Davis has seen the struggle. He felt it. He's seen me since day one climb my way to the top. They say it's not about numbers; it's about helping people. And yes, of course, that's true, but it's also about achieving goals. My kids are watching me, and I want them to see that you can be an incredible mom and a businesswoman at the same time. I want to be remembered for being the best in both."



Paige has three sons: Davis (14), Maddox (2), and Knox (born May 2024). Paige describes her husband, Tanner, as the backbone of the family.

● "What makes me different and successful is communication. I'm available to my customers 24/7 by phone or text. People text me, and I text back right away. People don't have to wait. Real estate is a big deal. It's a lot of stress. They want to know I'm there when they need me," Paige explains.

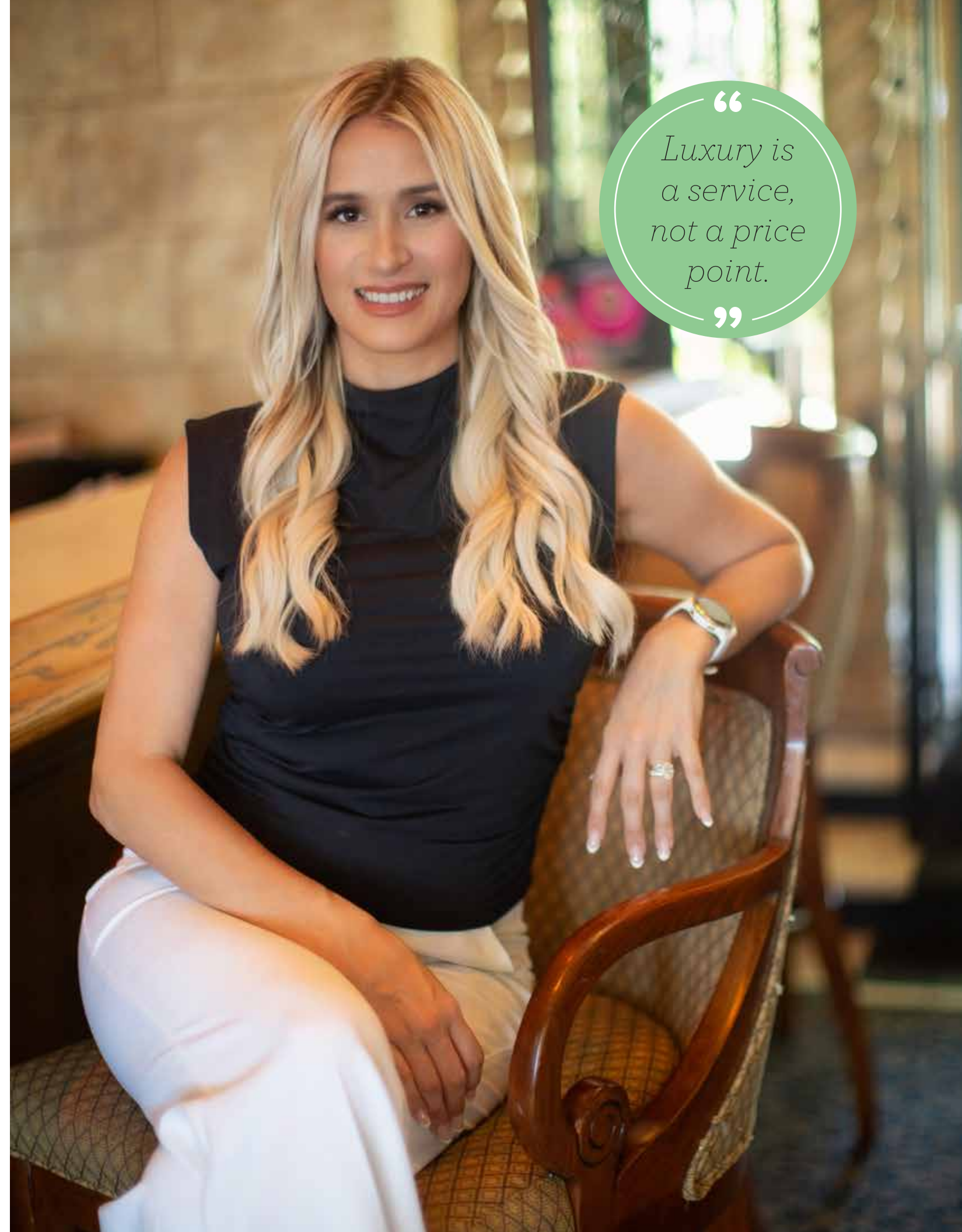
**Giving Thanks**

Family has long been at the center of Paige's life. Her

oldest son, Davis, is now 14, and she has two younger sons: Maddox (2) and Knox (born May 2024). Paige describes her husband, Tanner, as an encourager and the backbone of the family.


"He always pushes me to be the best I can, and I know I couldn't perform at the level I do without his help and support," Paige shares.

“Luxury is a service, not a price point.”






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# Sara Gentry

## LEARNING AS SHE SOARS

rising star

By Jess Wellar | Photos by The Real Estateographers

A promising force in the real estate world, Sara Gentry has quickly made a name for herself at REAL Brokerage on the 904 Home Guide Team in Jacksonville Beach. With her data-driven approach and emphasis on clear communication, Sara absolutely crushed expectations in her first full year as a REALTOR®.

“Success in the real estate industry is achievable for anyone, regardless of their previous job or the challenges they face,” Sara emphasizes. “By continually furthering your education and staying committed to learning, you can build a successful career.”

### SoCal Beginnings

Growing up in Chino, California, Sara’s early life was devoted to water polo from the young age of 6. Balancing a full-time commitment to her sport with academic responsibilities, she developed a strong work ethic and even served on the Olympic Development Team for the sport.

“My dedication and passion for water polo earned me a full-ride scholarship to the Division I University of California, Santa Barbara,” Sara recalls.

After university, Sara worked as a business manager for a local pest control company while also handling social media and marketing for several REALTORS® and businesses.

“These experiences helped shape my understanding of business operations and marketing, which have been incredibly useful in my real estate career,” she affirms. “I’m also the marketing director for our team, too.”

Sara’s interest in real estate was initially piqued when she worked as a social media manager for well-known local REALTOR® Stevie Hahn.

“Watching Stevie help families and individuals pursue their dreams of homeownership was incredibly inspiring,” Sara shares. “I realized I wanted to do the same, helping people find their perfect homes and making them happy in the process.”

Sara decided to take the plunge into real estate in April 2022 and has been unstoppable ever since. Her stats last year in real estate speak for themselves, with 19 units closed and a total volume of nearly \$8.8 million in 2023. She’s also on track to match or exceed those totals this year.

Sara is quick to praise her wonderful 904 Home Guide Team and mentors for contributing to her early accomplishments.



Sara is proud to be part of the 904 Home Guide Team led by Mike Rolewicz.



“Our team lead, Mike Rolewicz, has been a huge part of my mentorship; I know I can always rely on him to help answer questions for the hard transactions, and Steve Shane has also been a big help,” she acknowledges. “Their support has been invaluable.”

### Power In Knowledge

Sara’s devotion to continual learning truly sets her apart in the real estate industry. This dedication allows her to provide valuable insights to her clients and stay ahead of industry changes.

“I study market trends to stay informed about our hyperlocal market. I also attend Landmark Title’s classes every other week, if not every week, to learn all I can and ensure I am confident in my work,” she points out. “Knowledge is power; it helps build trust with your clients and confidence within yourself, especially when you’re new and working alongside seasoned agents.”

Another way Sara differentiates her business is through her love of planning fun events for clients. These events not only demonstrate client appreciation but also help her stay connected with her sphere.

“Vision board parties I hold in January, Halloween parties on the river, and Galentine’s Day gatherings are some of my favorites,” she smiles. “It’s a fun way to give back for referrals and mingle with clients and combine different groups of friends all at once.”

### Life Beyond The Office

When she’s not working or attending classes, Sara enjoys spending quality time with her loved ones. She shares her life with her fiancé Chad and their prodigious seven-year-old son, Greyson.

“Greyson is my right hand; he’s affectionately known as ‘the intern’ by our team,” Sara beams. “He’s amazing at showing homes and highlighting key features. It’s incredibly rewarding to share these experiences with him.”

Sara’s family life often revolves around outdoor activities like going to the beach, hitting local trails, and playing board games. “Greyson kicks my butt in Monopoly!” she adds with a laugh. Sara also has a soft spot for animals in need.

“We have a pitbull named Georgia, rescued from Brunswick, Georgia, and a cat named Ruth, rescued from the Humane Society,” she shares. “Ruth



doesn't come out much though; most friends don't even know she exists."

Giving back to the community is a priority for Sara as well. She and her team are proud to be actively involved with Angelwood Jax and the American Heart Association. Angelwood Jax focuses on improving the quality of life for children and adults with developmental disabilities, while the American Heart Association promotes heart health and wellness.

#### A Promising Future

Looking ahead, Sara is focused on growth at all levels, but not at the expense of her family. "I never want to stop expanding my knowledge and honing my skills," she says. "My biggest wish is for my son to always be proud of me, while never feeling like my career takes me away from him. I don't want to grind my life away; I want to balance and capture the memories with my son."

While prioritizing a healthy work-life balance, Sara has big dreams for her professional path.

"I'm eager to take on more leadership roles and eventually build my own dream team. Helping others thrive, especially women in the industry, is incredibly rewarding. I want to show them that with a bit of grit and determination, anything is possible," she asserts.

Her long-term plans also include diving into property management as another avenue where her passion for real estate can truly shine. Perhaps her gifted son will even join her in the business some day.

"Ultimately, I want to leave a positive mark on everyone I work with, leaving behind a legacy of success, empowerment, and kindness in the real estate world," Sara concludes. "With dedication, continuous learning, and a commitment to balance, you can thrive in real estate and make a lasting impact."



Sara and her fiancé, Chad, have one son, Greyson.

“KNOWLEDGE IS POWER.”



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# What is your favorite Christmas/Holiday memory?



**JOHN RICHARDSON**  
**ONE SOTHEBY'S INTERNATIONAL REALTY**

As a child my favorite Christmas memory is my grandfather making huge breakfasts after we opened presents. As an adult it was our first Christmas in Ponte Vedra and going to V Pizza with our new Florida friends on Christmas Eve.



**TONYA O'QUINN**  
**KELLER WILLIAMS REALTY**

Midnight mass with family.



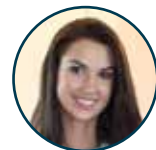
**SARA GENTRY**  
**904 HOME GUIDE**

My son's first Christmas truly understanding the magic of the holiday. Watching his excitement as he woke up, rushing us to the living room, was such a special moment. Growing up, my parents went out of their way to make the holidays feel magical for me and my sister, creating memories we'll always treasure. Now, it feels full circle to be able to do the same for our son. We've started our own traditions; making a special breakfast, cooking, and dancing in the kitchen, moments we hope he'll remember and cherish just as I do.



**EDWINA BURCH**  
**KELLER WILLIAMS REALTY ATLANTIC PARTNERS SOUTHSIDE**

One of my most favorite holiday memories is actually a tradition for us. I kick my kids out of the house for the weekend so that I can decorate our entire home. The moment they walk back in and see the house adorned with Christmas decorations, filled with the scent of Christmas candles, and the joy that fills the atmosphere is always priceless. This tradition has always been near and dear to my heart, and I look forward to it every year.



**CHRISTINE HERRON**  
**HERRON REAL ESTATE**

Every Christmas my grandfather would read us Luke 2:1-20, Grandpa was my favorite! David always put the star of David on the tree. We both brought these traditions to our family!



**JOY DOYLE**  
**HOVER GIRL PROPERTIES**

Being a military family stationed across the country — returning home for the holidays and gathering around with family after being apart. Experiencing a snow filled Christmas Eve night heading off to church for a midnight candlelight service.



**GIGI URBANSKI**  
**REAL BROKER**

One of my favorite holiday memories is the year my grandson Carson was born, just a day after my 40th birthday and right before Christmas. That season, I spent time helping my daughter and son-in-law settle into parenthood, and we shared a joyful morning capturing photos of Carson and their new little family. Carson's arrival brought us a moment of pure joy and peace during a challenging season, and it was beautiful to watch our family come together. Becoming GiGi and Poppy made that holiday even more meaningful.

Also so cool the nurse mid wife who delivered my daughter, delivered my grandson — full circle!



**CHRISTIE MORGAN**  
**BETTER HOMES AND GARDENS REAL ESTATE**

Best childhood memory was Christmas Eve at my grandparents, so many presents and the most beautiful tree. The food was amazing and my grandmother made the holiday so magical. My parents, my sister, myself, cousins, aunts and uncles, everyone was there. It truly was the best.



**TARA BELANGER**  
**COMPASS**

The Christmas I was in 4th grade will always feel like magic, a time when "Santa" pulled off the ultimate Christmas dream — not just for me but for all five of us siblings. I still remember sneaking downstairs in

the early morning, heart pounding, careful not to wake anyone. In the soft glow of the tree lights, I spotted a big, uniquely shaped wrapped box — and I just *knew* what it was! My eyes went wide. Not one, but *five* of them, each carefully wrapped and waiting just for us!

Somehow, Santa had managed the impossible: a Cabbage Patch Kid for each of us. Looking back now, I realize what a feat that was. This was before the days of online shopping, before you could just "add to cart" and wait for delivery. I am sure that it took my parents endless late nights, driving from store to store, tracking down the next shipment of those hard-to-find dolls. The hours they must have spent just to make sure we'd each get our own Cabbage Patch Kid!

When we finally tore into those boxes that morning, the joy was overwhelming. Each of us had our very own Cabbage Patch Kid in our hands, something I'm sure my parents had worried might not be possible. The dolls had different names, funny little faces, and even their own "adoption" papers! It was a moment of pure magic, the kind that only parents — and maybe a little "Santa" magic — could pull off.



**LORI NEIGHBORS**  
**ASSIST2SELL FULL SERVICE REALTY**

Years ago, back in my Santa-believing days, I decided to stay up on the couch, hoping to catch a glimpse of Santa. Our home on Mandalay Road in Holiday Hill, Jacksonville, was filled with Christmas activities that night. I dozed off but woke to the sound of a remote control dog barking and walking. By the tree, I saw my dad trying out a remote-control dog named "Dasher" — something that was on my list.



Right then, I realized Santa was my dad. My parents let me in on the secret, making me promise to keep it from my little sisters. For a few more years, I kept up the act, holding onto that memory — a small but unforgettable moment that made Christmas even more special. All these many years later, I can remember this vividly.



**RAFHID MUKHTAR**  
**UNITED REAL ESTATE GALLERY**

My favorite memories are the fun and lively Christmas traditions after church of family, friends, and neighbors visiting. There's something about those constant gatherings that makes the holiday feel full of life. It was exhausting, but is energizing at the same time and fun.



**ELAINE MORGIN**  
**COLDWELL BANKER**  
**VANGUARD REALTY**

Waking up to a white Christmas.



**AMANDA SOLARI**  
**FIRST COAST MORTGAGE**

A funny one was a year that I finally got a VCR to go with the TV I got the year before. While setting the VCR up, the TV rolled off the bed and broke. We couldn't stop laughing. A sweeter memory was getting together with family and playing white elephant.



**SCOTT GOLMIC**  
**THE REAL ESTATEOGRAPHERS**

Our youngest son, Jackson, was born Christmas morning! He will turn one this Christmas!



**TINA PRIEST**  
**HOVERGIRL PROPERTIES**

For the last 8 years we have gone to Amelia Island as a family for a couple of nights before Christmas to enjoy the decorations and spend time together as a family. I look forward to it every year and love that our kids do too.



**ALLISON CHANCE**  
**ANCHORED REAL ESTATE GROUP**

Making peanut butter blossoms with my kids and delivering them to neighbors and friends.



**KERI CARPENTER**  
**KELLER WILLIAMS ATLANTIC**  
**PARTNERS SOUTHSIDE**

Christmas morning Santa brought the biggest surprise! He put a big swing set together! Watching my daughter run out and find the new swing set in the backyard was the most magical day ever! She was so happy and asked to open the rest of her presents while swinging on her new swing!



**WENDY PATTON**  
**BERKSHIRE HATHAWAY**  
**HOMESERVICES FLORIDA**  
**NETWORK REALTY**

My favorite memory is from Christmas 1987 when my grandfather and grandmother took our entire family on a trip to Jackson Hole, Wyoming. All of my aunts and uncles and cousins went. We absolutely laughed and had the best time together, we went skiing, we went on a sleigh ride up to the top of the mountain where they had a beautiful dinner set up for us, the very best part was just all of us being together and enjoying each other's company.

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