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COVER STORY

TONY MANTHEY

Manthey Group at
Premier Property Group

Photos by Faltisek & Gloria

RISING STAR

Nico Camargo
AvantStay Real Estate

BROKER SPOTLIGHT

Nick Brown
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PARTNER SPOTLIGHT

Jason Carducci,
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DADS of The Emerald Coast

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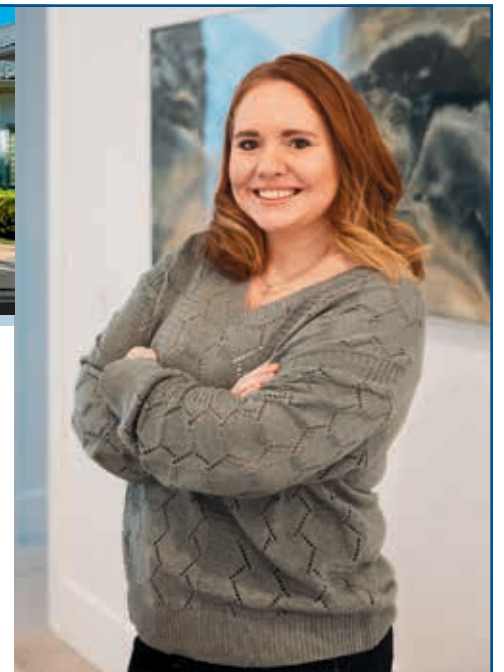


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Photography by
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By Dave Danielson

COVER STORY

TONY MANTHEY

RISING TO THE CHALLENGE

There's a lot to be said for the ability of overcoming hurdles that arise in the ever-changing Real Estate Market. It's a big part of what drives Tony Manthey.

My clients know that I am working for them from the start of the transaction to the end. They also know that not only are they my clients but my friends for life.



As a Luxury Real Estate Advisor/Developer/Principal/Investor and Team Lead with Manthey Group at Premier Property Group, Tony has a passion for rising to the challenge and not being your “typical” Real Estate Agent.

“I really do love the challenges that come with this business. In the Real Estate Market, there are always up and down cycles so must be prepared to adjust accordingly,” he points out.

“There will be times when the real estate market is on ‘fire’, but there also will be down markets like the one we are in right now due to high interest rates, inflation concerns, and financial uncertainties. However, even in a down market there can be some amazing opportunities if you position yourself with the right people. That is why Manthey Group remains optimistic and motivated to help our clients think outside the box. They know based on my experience, creativity, and being set apart from everyone else that I will help them maneuver through all types of markets.”

MAKING GREAT THINGS HAPPEN

Over the last few years, Tony has amassed over \$250 million in real estate closings. This volume was obtained by representing the buyers, sellers or both on luxury residential properties for the primary and second-home buyer along with short-term rental properties throughout the Emerald Coast for his investor clients. Tony also is involved with commercial sales and development projects in the local area along with his consulting work through Manthey Capital Group, in the New York and Southern States Market, with areas of emphasis in the multi-family, hospitality, senior housing and retail/commercial sectors. Tony takes pride in providing a “One-Stop-Shop” for his clients.

The honors and accolades that Tony has collected through time are impressive, including owning the record for the most expensive residential closing in the Florida panhandle — at \$25 million.

He actually has been involved with the sale of the property twice. The first time, the 10.78-acre beach/waterfront 25,963 SF estate sold for \$16.5 million in 2019. In June 2022, Tony was asked by ownership to sell the property — in which he brought this off-market property to the new buyer/developer who purchased it for the record price point.

BEGINNING HIS CAREER

Tony contributes his hard work ethic to how he was raised on a family farm in a small rural town in South Dakota. His parents, Bob and Elaine Manthey and his four other siblings (Cherie, Steve, Mike and Ryan), now all residing in the Destin area, started working at a very early age. The Manthey Family grew corn and soybeans on approximately 750 acres along with raising cattle, hogs and over 30,000 chickens.



After high school, Tony moved to Fort Walton Beach, Florida. He earned his Electrical Engineering degree, along with his MBA, at FSU working for 13 years with a defense contractor. From there, he became the US National Sales Director for Future Electronics with corporate office in Montreal, Canada for eight years.

“Even during my time in the corporate business world, I had a passion for real estate and knew eventually I would make a career change. I saw from the beginning how the Emerald Coast was being transformed by the ever-expanding push east of new residential homes, communities and commercial buildings from Fort Walton Beach to Panama City. More and more people were finding out about our quiet little beach community with crystal white sand and emerald water,” he remembers. “I wanted to get involved and be part of the development and expansion of the area.”

A NEW DOOR OPENS

In 2003, Tony was ready to move forward with a new career path. He became a Partner in a mortgage brokerage in Destin. After the big financial downturn in the 2007-2009 timeframe, he moved full-time into real estate sales starting with Beachy Beach Real Estate. After a few years, he wanted to get more involved with development so moved his Real Estate License over to Premier Property Group.

A couple of years ago, Tony and his partner formed GMP Development and Investment. As part of that endeavor, Tony wanted to move forward with his

long-time passion of developing residential and commercial projects in which they would buy raw properties, develop the site, work with a GC on the construction, and then allow Manthey Group to sell the properties. In fact, the company just received a C/O on a 6,651-square-foot waterfront estate, complete with a pool and boat dock located at 330 Kelly Plantation Drive, Destin with a list price of \$6,999,999.

Due to his expanding real estate business, Tony formed Manthey Group at Premier Property Group. Jillian Pulire, Luxury Real Estate Advisor was recently brought onto the team and has been an incredible source for social media marketing and working with new clients looking to sell or buy properties in our local area.

“I had always been a one-man show, so it’s been fantastic having Jillian on my team,” he emphasizes.

As Jillian says, “Tony is an incredible person to work with. He is great to learn from, is patient and he has a large depth of experience. I love the people part of it. I love interacting with clients and helping people find their piece of paradise for personal use or as an investment.”

FAMILY FULFILLMENT

Away from work, Tony’s world is made much richer by his family, including his wife of 21 years, Bonnie, who works as a Mortgage Lender, and their four children (Eric, David, Kayla & Adrean). Tony and Bonnie also have five grandchildren (Brecken, Bowen, Remy, Ryker and Dominic) which they love spending time with as much as possible.

In his free time, Tony enjoys time at Emerald Bay Golf Club as an avid golfer. He also loves anything outdoors including boating, riding his Harley, hiking and walks on the beach... as well as taking walks with his dog, Charlie. He also a long-time member at Destiny Worship Center.

When it comes to giving back, Tony supports Food for Thought, an organization that supplies food to underprivileged children at local schools and the surrounding area.

The record of achievement that Tony continues to build upon is impressive by any measure. But he doesn’t rest on past achievements. He keeps moving forward and enjoys helping others take steps forward in their own careers, as well.

“As I think about new people who are getting into real estate, I would remind them that it takes time to build your business and establish long-lasting relationships

with your clients. You have to be patient. It’s not a get-rich proposition as many new Agents think it is,” he points out. “You need to be dedicated to your clients and be a reliable source. If someone calls me, I answer the phone. You need set yourself apart from everyone else.”

POSITIVE ENERGY

With his contagious positive attitude and upbeat energy, Tony finds creative ways of bringing new opportunities to his clients. Those who have worked with him appreciate the “value” he brings such as many off-market opportunities not available to other people.

“It makes me feel good to see how hard work always pays off,” he emphasizes. “My clients know that I am working for them from the start of the transaction to the end. They also know that not only are they my clients but my friends for life.”

Congratulations to Tony Manthey for his tireless dedication and sense of creativity that allow his clients to move closer to their dreams each day!



Jason CARDUCCI

▶ partner spotlight

By Dave Danielson
Photography by Faltisek & Gloria

JP Carducci, Inc

A house quickly becomes more than a structure on a lot of land. It is the place where families grow, evolve and create memories together.

Thanks to President/Owner Jason Carducci and JP Carducci Inc. Construction, more area residents continue to have a high-quality place that they're proud to call home.

WORKING WITH HEART

When you talk with Jason, it's easy to see the love he has for diving into the process with his clients and helping them create results.

"I've loved building rapport over the last 20 years with our clients, and the results of our work have felt good," Jason says. "It's rewarding to hear people say they want a JP home or remodel. We push the envelope on design and creativity."

Jason remembers starting to build from the ground up in 2004. He had been involved with building custom cars.

"Unfortunately, I was making zero money with that," Jason recalls. "The father of my girlfriend at the time was a contractor and asked if I wanted to try it, too."

BUILDING SKYWARD

For his first 10 to 15 years, he worked in remodeling and then went into new construction. As he got his start, he traveled across the Southeastern U.S. doing remodeling work.

*Reputation
for Results
with Style*

"From the start, I saw the possibilities in this business. During my first two weeks, I had made more money than I had during two months of working on cars," he remembers.

Today, Jason continues to build one person at a time. As he says, it's an interview process for both sides of the equation.

"I don't look at things in terms of numbers," Jason says. "Through the process we essentially are married for at least 8 to 10 months. The dollar amount doesn't matter to me. It needs to be the right fit for both of us."

GROWTH WITH INTEGRITY

Those who work with Jason appreciate his old-school mentality of integrity. He's even been known to build million-dollar homes based on a handshake.

Today, Jason focuses his efforts in a number of areas, stretching from South Okaloosa and Fort Walton to Shalamar, Niceville and Destin ... as well as Santa Rosa Beach and Blue Mountain.

In addition to building new homes, Jason continues working with remodels on both the residential and commercial sides.

Away from home building, Jason continues his passion for custom cars, bikes and golf carts.

"We build some wild and crazy golf carts," Jason smiles.

"The custom automotive side is a big passion for me. I think it's important in life to come up with a work/life balance. If you're able to do that, you will be very happy in what you do. Enjoying the fruits of your labor is very important. I travel a lot. Going to car and truck shows across the country."

LEADING THE WAY

Today Jason serves as President of the local building association. It's a group that he is proud to lead.

As he says, "The work that we do ties into every aspect in terms of

how we grow the industry, working with the governmental side to keep costs and codes down."

One of the successful efforts that the group has been involved in is helping to clear the way for the next generation to become involved in the building business.

"During the last two years we pushed for passage of an issue for younger people. Up until a couple years ago, teenagers aged 16 to 17 weren't allowed to get a construction job," he says.

"You had to be 18 years old before you could do that. However by the time most teens turn 18 years old, they lose interest. So we got a law passed where we will be able to hire 16- to 17-year-olds in the business."

When you're looking for a partner who will bring a solid reputation for results with style to your clients, look to Jason Carducci.

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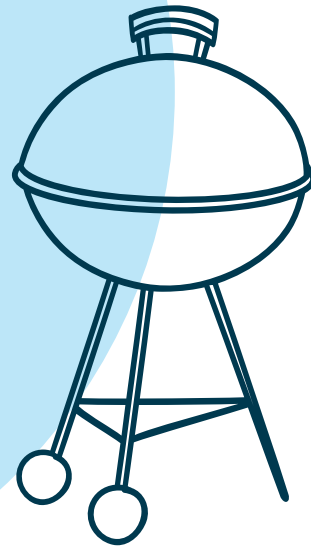


▶▶ father's day special



THE REAL PRODUCER DADS

of the Emerald Coast



Happy Father's Day to all the DADS along the Emerald Coast! We thought it might be fun to highlight a few of our own. Meet four of our Emerald Coast Real Producer Dads!



SHAWN DUNNE

Shawn is with Berkshire Hathaway HomeServices PenFed Realty 30A, and has been in real estate for 5 years. He has 3 children-- Olivia, 12 (his step-daughter who's been with him since age 7), Gracie, 3, and Millie, 5 months!

When asked the best part about being a dad,

Shawn says: "My favorite part about being a dad is putting my own wants and needs aside and giving them the best childhood they could ever have. I grew up in a household where my parents worked 7 days a week and we didn't do very much as a family so I love creating experiences for them to see the smiles on their faces. I love being their protection and someone that they can trust to come to for anything."

Shawn describes his best memories with his kids: "I have such a large age gap between my girls that my memories are for each one individually versus them all together. Recently I took Olivia to her first concert to see Blake Shelton for her birthday.

She has been obsessed with him for a few years and at her birthday party I gave her an envelope with plane and concert tickets and she just started crying. It was the sweetest thing ever. With Gracie every day is a memory with her. It has been so great watching her grow, from her first steps to her first experiences. Right now she is starting to talk and she is the funniest kid I have ever met. She is literally my best friend and we are inseparable. We took her to central Florida last week for her birthday and she got to meet Peppa Pig at Peppa Pig world. She was so excited. Mille is my happy baby. She just smiles all day, she doesn't cry and is just happy to be with us. She was our blessing baby. My mom was diagnosed with stage 4 pancreatic cancer in March of 2023 and she passed away 10 days later. We found out we were pregnant with Millie 3 days after. She gave us so much comfort in our toughest times and will always remember my mom when we think of her."

How does Shawn balance real estate with family time? "Teamwork! My wife is the backbone to me being able to be successful at my job. She quit her job to stay home with the children and take care of them so I could chase my dream. Our routine is great but we always put God first, family second and work third. We sit at the table every night for dinner together and talk. We ask the kids how their day was, and make sure we know everything going on in their life. My typical day is to get up, take Olivia to school then Gracie, go to office, head out for showings, meetings, pick up the kids on certain days and bring them home then back to

work. My wife will pick up the kids on certain days that we have dance, swimming or youth group at church and I will go back and get them after.

We dedicate our weekends to the kids and make sure we do something exciting for them like the zoo or beach, and get them to church on Sunday. We try to take 2-3 trips a year and have even been known to take a great trip in place of a bunch of presents at Christmas. We believe in building memories over things. I don't know how we do it but we just get it done!"



KEVIN KRAMER

Kevin has been in real estate for 20 years, and is with Rev Realty as Managing Partner.

He has two children-- Ava, who is 15 and a freshman at Destin HS. And Brosnan, 10, and a 4th grader at Destin Elementary.

When asked the best part about being a dad, Kevin says: "Being a sports dad to a talented volleyball player like my daughter and a talented baseball player to my son offers countless fulfilling experiences that strengthen our relationship, provide opportunities for growth, and create lasting memories. I spend a lot of time with my kids and have no regrets as some of the best parts are providing unconditional love, bonding opportunities, sharing adventures, pride in achievements & learning and growth."

Kevin describes his best memories with his kids: "My best memories are ALL my memories with my kids, We spend a lot of time together that involves sports. Watching them excel and achieve a goal they have worked so hard for and seeing them light up with joy is awesome but also the tears when something they worked so hard for didn't go as planned and learning from it is a great memory as well. The down time we have are the best memories also. All the trips, holidays, birthdays. I have no regrets."

How does Kevin balance his real estate career with family time? "Balancing a career in real estate with being a great dad requires careful time management, prioritization, and flexibility.

Identify what matters most to you in both your career and your role as a dad. Determine your non-negotiables and allocate time and energy accordingly. I have a great team around me, I ask for help with tasks at work when possible and consider outsourcing certain household responsibilities to free up more time for your family. Whether it's hiring help for household chores or enlisting support from colleagues, don't hesitate to ask for assistance. Also leverage technology to stay connected with your family, even when you're away for work. Video calls, text messages, and sharing photos and updates can help bridge the gap and maintain a strong connection. I'm a very big believer in prioritizing self-care to maintain your physical, mental, and emotional well-being. Taking care of yourself enables you to show up as the best version of yourself both at work and at home. Being flexible will recognize that achieving balance is an ongoing process that may require adjustments along the way. Be flexible and adaptable to changes in your schedule and priorities."

MICHAEL TOMLIN

Michael has been in real estate for 7 years, and is with Coldwell Banker Realty. Michael has 4 children-- Charlee is 10, Beckham is 6, Bravery is 4 and Blakely is almost 8 months!



When asked the best part about being a dad,

Michael said: "Having kids made me a better man. I work hard to provide for them, they have made me think about more than just myself. I love to pour into my kids lessons that will help shape and grow them into strong, godly men and women that can face anything life throws at them."

Michael describes his best memories with his children: "I've got so many memories with each of my children, but one that specifically comes to mind was the day they met their baby sister, Blakely. Blakely had been in the NICU because she was born at 33 weeks and the kids weren't able to meet her until she came home. So the day we got to bring her home, was a happy day full of happy tears and big smiles."

Your Home IS OUR BUSINESS



How does Michael balance a career in real estate with his family life? “My family knows that they come first over my career. Without my wife and kids, success in business is meaningless. I have an automatic DND that comes on at 7pm. We don’t take phones out during dinner. I make an effort to be a present father to my kids. Yes, daddy must work and that is a priority, but I couldn’t do what I do without my wife, Caroline. She’s the real MVP of the Tomlin household.”

CHRIS CARTER

Chris has been in real estate for 16 years, and is currently with Real Broker Coastal Properties. He has 2 daughters-- Bailey, 19, and McKenzie, 15.

When asked the best part about being a dad, Chris answered: “The best thing being a dad is the unconditional love that I receive from my girls. Good and bad days they are always right there by my side. I have also enjoyed watching them grow up to be two amazing young ladies with huge hearts.”

Chris describes his best memory with his girls: “Going on our Disney World trips, and Gatlinburg Tennessee.”

How does Chris balance his career with his family time? “I try and take a few longer vacations to get more quality time with my family. I have built a team to also help relieve some of the burden.”



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NICO Camargo

▶ rising star

By Dave Danielson
Photography by
Faltisek & Gloria

INFORMING THE DECISION

There's clearly no shortage of moving parts and details that face those who set out to buy or sell real estate. Luckily, they have you on their side to lend your experience and expertise to their endeavors.

Nico Camargo shares that same spirit.

As a REALTOR® with Avant Stay Real Estate, Nico enjoys guiding and educating his clients, in turn, informing their decision.

"My favorite part is being able to educate people to give them pointers and things so they can make better decisions, whether they are first-time buyers, beginning investors or in another stage," Nico points out. "I love passing on knowledge to help them."

DRIVEN TO MAKE AN IMPACT

Nico earned his real estate license in July 2021, but his drive that powers what he does can be traced back to his formative years. Nico was born and raised in Bogota, Colombia, moving to the U.S. when he was 12 years old.

"My drive is deeply rooted. When we moved here, I didn't speak the language or know the culture. I got a late start. My family went through a lot, including some financial hardships. We

had difficult times making it in this country," he remembers. "However I knew that I would succeed because I have the right tools, and have never backed down from a challenge."

Nico remembers how his dad put his expertise training horses to work in America. He started his own business teaching people how to ride.

"I gained an early insight into the responsibilities of a business owner by consistently working on my dad's farm after school and soccer practice. Enduring the elements, whether in the scorching summer heat or freezing winter chill instilled in me a strong work ethic from a young age," he says. "I've always had a deep drive to better myself. I want to make sure that my family is set up for success in the long run."



A PATH TO SUCCESS

As Nico finished his undergraduate degree at Immaculata University in Pennsylvania, he enlisted in the U.S. Air Force and earned his U.S. Citizenship. His first duty station was Eglin Air Force Base and that is how his path led him to the Emerald Coast.

"I met my wife Lyna Camargo in the military during our last phase of training. This was a pivotal moment in my life as we both began a journey of supporting each other and challenging one another to be the best version of ourselves. The military really helped instill in me a sense of leadership, accountability and responsibility that helped shape the person I am today," he says.

CROSSING NEW THRESHOLDS

Before long, COVID-19 swept the globe. During that time, Nico became a stay-at-home dad until 2021. During the same time, he enrolled in his MBA program, refereed soccer on the side and did odd jobs.

"During my last semester of my MBA I looked at potential jobs. But there aren't a lot of MBA corporate jobs in the area. I started learning about real estate," he points out. "While I had been in active duty, I had bought and sold houses. I thought I would do well knowing as many people in the military as I did. I graduated in May and started studying and got my real estate license in May 2021."

While difficult transitions into the business tend to be the norm for most new real estate professionals, Nico felt blessed to have a relatively smooth entry.

"I could never have dreamed of how well it went. I had my first deal under contract during the first month. I attribute my success to the military. They

knew who I was as a person and they said they were happy working with me. And I delivered results and they started referring me," he remembers. "It was very rewarding to gain traction early on in my real estate career. I look back with immense pride, not only because I provided the best possible service to my clients, but I did it while being a full-time 'stay-at-home' dad to my daughter in the process."



During his first two years he made his presence known. In fact, in 2022, Nico received multiple awards at his previous brokerage as a top producer.

FAMILY FOUNDATION

Family time is a truly rewarding time for Nico. He looks forward to moments with his wife, Lyna, and their children — their daughter, Mia; and their son, Luca.

In their free time, Nico and his family stay very active.

"We are always hiking, fishing, camping and traveling," he says.

Other favorites include sports. One of Nico's free-time favorites is snowboarding. He's also taking surfing lessons. He also likes to stay in shape with weightlifting.

Nico is also involved in supporting the needs of his community. One group that has a big place in his heart is the Surf Brigade, a non-profit that helps veterans come together and discuss their transition into veteran life ... and maintaining their brotherhood through surfing.

Nico also offers advice for others who are beginning their own real estate adventures.

"I think new folks can really set themselves up for success by surrounding themselves with the right people ... people with more knowledge," he says. "Don't be afraid to make mistakes. I'm three years in and there's still so much to learn. If you stay humble and hungry and combine that with an eagerness to learn and grow, you can find success."

With a mix of fun, positivity transparency and energy, Nico makes dreams a reality for those around him. And it's clear that there's more outstanding success for him on the horizon.

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► broker spotlight

By Dave Danielson
Photography by
Faltisek & Gloria

The
Power of
“Why”

Nick

Coldwell Banker
Realty, Niceville

BROWN



You carry out vital steps and acts of service each day that literally allow others to enter the next chapters of their lives.

Those are no small feats that you achieve. But what powers you in the process? What motivates you to see others open new doors in their own lives?

As Manager of the Niceville Office of Coldwell Banker Realty, Nick Brown is powered by his “why,” as well.

“That’s something that I mention to others who are just getting into real estate,” Nick says. “I urge people to first identify why you are doing this, then set a business plan on how you are going to do that and then prospect.”

LIFE OF SERVICE

Nick speaks from experience. After serving in the U.S. Navy, he continued the vital work he had taken on as a power plant operator in the service.

“While I was in the Navy, I produced the steam that made the ship go through the water,” he remembers. “When I went into civilian work, I lived in Northern Virginia and continued that work.”

During that time, he carpooled to the office with a co-worker who was planning on taking advantage of the booming real estate market of the time.

“He told me that he was planning on selling his house and would make quite a bit of money in the process,” he remembers. “So I looked into it myself.”

PIVOTAL TALK

Through that process, he started working with a REALTOR® who surprised him with her observations.

“She said, ‘I think you would be good as a REALTOR®, because you have the two basic criteria. You like to talk and look at houses,’” he recalls. “So I thought about it and decided to get my license in my off-time.”

As a single dad at the time, Nick kept both jobs for about a year.

During his first year in the business, he had a tremendous start. In fact, he recorded \$5 million in sales volume.

“I remember my boss at my power plant job told me that he didn’t think I would be successful in real estate,” he remembers. “I left and went into real estate full-time. I struggled a bit. In 2007, we saw a real market shift. At the time, I didn’t really know how to prospect. It was hard, but I had to go back and ask for my job again at the plant. It was very humbling for me.”

He didn’t quit though. In time, he had another opportunity to pursue his real estate dreams. In the meantime, he had learned the importance of prospecting.

“I realized you have to prospect every day,” he says. “My why was to make enough money to support my daughter. I had to figure out the income I needed and I set up a schedule to get to three or four appointments a week.”

He had his why, he had his plan and he had the grit and follow-through to chase down his dreams.

PASSING ON THE POWER

Today, Nick has a passion for helping other Agents reach their why, as well, including his team of 52.

“I love that moment when I’m talking with an agent and you can see that lightbulb moment,” he says. “It feels good seeing them grow and help others.”

The pride that Nick feels for the team at the Niceville office is easy to see.

“It’s one of the best groups I’ve ever been around. I’m a big believer that you have to have a very cohesive culture. We definitely have that,” Nick points out. “Your agents are like a family. They will naturally be successful if they feel comfortable, and that’s what I try to provide.”

The results have been rewarding. In fact, the team’s first-quarter closed volume this year is up 51%.

WONDERFUL LIFE

Family time is a truly fulfilling time for Nick. He cherishes time with his husband, Eric Fieber, and his daughter, Alex, who also serves as the team’s Office Administrator.

In his free time, Nick is a big fan of Pittsburgh sports teams. He also looks forward to trips to the beach, as well.

When it comes to giving back, Nick likes supporting Relay for Life, along with St. Jude Children’s Hospital. Another favorite cause he likes to support is organ donation.

Those who have a chance to know and work with Nick appreciate his solid integrity and honesty. In turn, when Nick tells them that he is going to do something, they know without a doubt that he will follow through and make that happen.

Day by day, Nick makes an undeniable impact for those around him. And at the heart of it all is the answer to the question of “Why?” It’s the answer that fuels the impact that’s made each day.



▶▶ event recap!

Photos by Faltisek & Gloria

April 2024

The Harbor Tavern, Destin, FL

Held at **'The Harbor Tavern'** in Destin, our April event was nothing short of fantastic! Even though the traffic in the area was crazy and the wind was intense, that didn't deter us from having a super time!

Thanks to our photography team of **Tyler Faltisek & Sarah Gloria** for capturing the best moments of the night for us. And a very special thank you to our event sponsors:

- **Mendy Gregory and her entire team at Community Bank.**
 - **Cassie Long and her team at South Walton Law, PA.**
 - **Steven Friot with John Galt Insurance.**
- We appreciate you!

If you haven't been to The Harbor Tavern lately, go check it out! The food is 'chef's kiss', the staff is incredibly friendly, and the view of the water is simply sublime!

And if you're one of our Top 300 agents with *Emerald Coast Real Producers*, keep your eyes peeled for your exclusive invitation to our next event coming soon!





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