

TAMPA BAY

APRIL 2025

# REAL PRODUCERS®

Bettina  
Reisenauer  
Grimsley

Team Leader  
Neill Boyd

On The Rise:  
Janna Cantero

Featured Agent:  
Stacy Allen

One To Watch:  
Kim Sobecki



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# 2024 By The Numbers

Here's What Tampa Bay's Top 500 Agents Sold...

17,090  
Total Transactions

\$11.7 Billion  
Total Volume

\$5.5 Billion  
Sold Volume

8132  
# of Buyers Served

6.2 Billion  
Total Listings  
Volume Sold

861K  
Average Sales Price

\$687K  
Average Buyer

11.2M  
Average Buyer  
Volume Per  
Agent

8958  
Total Listings Sold

12.3 Million  
Average  
Listing Volume  
Per Agent

23.5M  
Average Total  
Volume Per Agent

34  
Average # of Sides  
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18  
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16  
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**Review the Wind Mitigation Report for Retrofitting Opportunities:** Simple upgrades, like adding a third nail to qualify for a hurricane clip, can save up to 40% on insurance!

**Let the Insurance Agent Know About Alarm Systems:** If your client plans to install one, it could mean a lower rate.

**Ask About Community Discounts:** Many carriers offer savings for homes in gated communities or with single-entry access.

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# meet **Bettina** Reisenauer Grimsley with BHHS Florida Properties Group

## She Built Her Business on Relocation & Referrals!

**Bettina Reisenauer Grimsley never imagined she'd find her calling in real estate. Yet after two decades in the real estate industry, she reflects on her career with gratitude and pride. "I couldn't imagine doing anything else," she says, crediting her success to passion, persistence, and a talent for helping people transition into new chapters of their lives.**

BY ELIZABETH MCCABE  
PHOTO CREDIT: ALLIE SERRANO  
OF ALLIE SERRANO PORTRAITS

Bettina's journey began far from Tampa, in Germany, where she worked as an international flight attendant and received a degree in foreign language correspondence. A life-changing move to the United States led her to New Jersey, where she lived for four years before settling in Tampa in early 2004. At the time, real estate wasn't on her radar, but when a neighbor suggested she pursue a

real estate license alongside him, she decided to give it a shot.

"I never planned on real estate," Bettina admits. "Math wasn't my thing in school, and contracts felt intimidating. But I gave it a try—and I'm so glad I did."

Her career took off quickly, thanks to her ability to connect with people and her distinctive European background. By joining a German expat club, she found an opportunity to work with international clients. In 2006, she was approached by a Tampa-based development company seeking a real estate agent with European background to assist international buyers on a private island in the Caribbean. She was hired immediately and discovered her knack for navigating cultural differences and easing clients into their new environments.

For a decade, Bettina worked as a REALTOR® specializing in exclusive luxury properties on a private island in the British Virgin Islands. "It was an incredible experience," she recalls.

Returning to Tampa during an economic upswing, Bettina transitioned to corporate relocation. "I basically started over in real estate, no client base, no network—so I took on every corporate relocation opportunity that came my way," she







“

**I basically started over in real estate, no client base, no network—so I took on every corporate relocation opportunity that came my way.”**

explains. Her persistence paid off, as relocation clients began referring her to friends, family, and colleagues, ultimately carving out her niche in the market. It’s all about the long-term rewards, not immediate gratification.

Today, Bettina thrives as a go-to resource for international clients relocating to Tampa. “I love helping expats and corporate relocation buyers and sellers,” she says. “I’ve worked with clients from Brazil, Europe, Australia, and beyond.

Bettina’s approach is rooted in trust and dedication. She goes the extra mile, whether it’s helping a client tour 10 homes in one day or navigating the complexities of international moves. “Real estate requires patience. What feels like six months to others is just a blink of an eye to us. But the long-term rewards are worth it,” she says.

Beyond her CRS (Corporate Relocation Specialist) certification, Bettina holds multiple other designations, including Military Relocation Specialist, Certified New Home Sales Professional, and Accredited Buyer’s Representative. Her achievements speak for themselves, with repeated recognition in the Top 5% of Berkshire Hathaway HomeServices network agents nationwide.

Her commitment to exceptional service has been the cornerstone of her success. “If you take care of your clients, the referrals will come,” Bettina says. Her ability to see the big picture and invest in lasting relationships has helped her build a thriving business.

When she’s not working, Bettina enjoys beach days, traveling, and spending time with her Lhasa Apso, Luna Blue, a playful and protective companion who loves being on her lap whenever she is home.

Reflecting on her career, Bettina says, “I’ve built something I’m truly proud of. Helping people find their place in the world isn’t just my job—it’s my passion. I wouldn’t trade it for anything.”









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WRITTEN BY ELIZABETH MCCABE  
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## DOOR-TO-DOOR SALES PREPARED HIM FOR REAL ESTATE

Neill Boyd, co-owner of the Ealey | Boyd Group, is a respected real estate advisor with Compass, building a rapport with his clientele. He's also a team leader with a passion for problem-solving and a deep commitment to his clients and team. Alongside his business partner, Cash Ealey, Neill has successfully merged their individual teams to create the Ealey | Boyd Group, a thriving real estate team consisting of nine agents. While Neill runs the residential team, Cash leads the commercial real estate division for the Ealey | Boyd Group. The team's diverse age range and experience levels contribute to a unique and effective dynamic that has led to the group's continued success.

### A Natural Problem Solver

Neill thrives under pressure, and this characteristic has been pivotal to his success as a team leader and producer. "I like being under the gun," he says. "I do well when there's a lot going on. It

forces me to stay focused and problem-solve in real-time." Neill's hands-on approach ensures that he remains actively involved in both leading and producing, keeping him connected with the current challenges his team faces.

He believes in being accessible to his agents, preferring it when they reach out to him with questions or challenges. "I like it when agents reach out; it means they're engaged. If they don't, I'll reach out to them." He enjoys hearing from his agents and helping them navigate challenges to the closing table.

### Road to Real Estate

Neill's road real estate wasn't linear. It's been an adventure. After growing up in Tampa, he spent five years as a regional manager for a tavern in Colorado before transitioning to door-to-door sales, a role that took him across the country and taught him invaluable lessons in communication and trust-building.

He became adept at handling rejection. "A lot of times rejection isn't a personal thing," explains Neill. "Finding the positive in every conversation is my goal. I take something positive from conversations." He used that positivity to approach the next person to connect with them, falling in love with the feeling of accomplishment and success that door-to-door sales gave him. Now Neill can have a conversation with anyone with ease because of door-to-door sales.

"Door-to-door sales was the most terrifying and rewarding experience I've ever had. It taught me how to gain people's trust in a very short period and how to read both verbal and non-verbal cues."

These skills proved essential when Neill decided to pursue a career in real estate. As he says, "I don't know how confident I would have been as an agent in real estate had it not been for door-to-door





“  
WHEN YOU  
PUT THE  
CLIENTS’  
NEEDS  
ABOVE YOUR  
OWN, IT  
WORKS OUT.”

sales prior.” He became a licensed agent in January 2018 and quickly found his stride, leveraging his sales experience to navigate the emotionally charged world of real estate transactions. “Real estate kind of happened, with the guidance of my brother-in-law, Cash, and I’m grateful for it. Every day brings new challenges and hurdles to overcome.”

Neill’s approach to real estate is relationship-driven. He believes in

putting his clients’ needs first, ensuring they have a positive experience that encourages them to return and refer others. “When you put the clients’ needs above your own, it works out,” he says. This philosophy has helped Neill build lasting relationships, some of which have evolved into friendships.

#### Balancing Work and Family

Outside of work, Neill is a devoted husband to his wife, Jordan, a beloved

culinary teacher at Bloomingdale High School. They have two children, Brody (4) and Bensen (2). Brody was born on St. Patrick’s Day, right before COVID. “He’s more social than I ever thought he would be,” says Neill. “He’s like the mayor on our street,” he jokes.

Their daughter Bensen was born on Halloween in 2022. “She’s Miss Independent,” says Neill. “She has her routine that she sticks to every day.”

This family of four resides in Carrollwood, where they enjoy Tampa’s rich outdoor and cultural amenities, from beach trips to live music and local eateries. Neill adds, “I’m also a member at Busch Gardens, the Florida Aquarium, and the zoo.” You can also find him boating, golfing, and enjoying sports of all sorts. He and Brody also like to go on the “big rides” at Adventure Island.

Neill is also a board member of the Florida Dream Center, a faith-based nonprofit in Lealman that assists low-income families with food support, job training, and certification programs to help them break the cycle of poverty.

#### Looking Ahead

As for the future, Neill has his sights set on expanding his real estate portfolio, with dreams of owning vacation homes in Colorado and a Florida beach town. Colorado holds a special place in his heart, as it’s where he and Jordan experienced significant personal and professional growth in their relationship, which has made them the happy couple that they are today.

From door-to-door sales to leading a successful real estate team, Neill Boyd’s journey is amazing. Every step in life has prepared him for the leader he is today, handling challenges with grit and grace. Whether navigating the challenges of a real estate transaction or exploring the great outdoors with his family, Neill approaches life with enthusiasm, positivity, and a genuine love for connecting with people.





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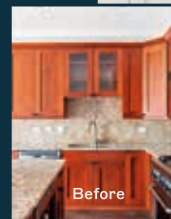
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# Janna Cantero's



## RISE TO REAL ESTATE POWERHOUSE AGAINST ALL ODDS

WRITTEN BY ELIZABETH MCCABE  
PHOTO CREDIT: SHOMBRÉ RICKETTS AND SUZI RUE

A multi-faceted Latina and proud daughter of Cuban immigrants, Janna Cantero is a God-fearing wife, born leader, loyal friend, and loving sister. As a dynamic businesswoman—REALTOR®, investHER, landlord, hard money lender, and entrepreneur—she channels her drive and dedication into building a legacy and leaving a generational impact. Her

admiration for her parents' sacrifices for a better life for her and her siblings fuels her relentless pursuit of the American Dream.

Janna's real estate journey began at 19 while attending college, where she studied criminology and political science. Although she initially envisioned a career as a lawyer, life took an unexpected turn. While

working at Best Buy in Business Sales during her college years, she impressed a client from KB Homes so much that they offered her a job on the spot.

"They said, 'You're going to work for me. You're going to sell houses,'" Janna recalls. "That's how it all started."

Janna quickly rose through the ranks at KB Homes,

becoming one of the youngest sales counselors and ranking among the top 200 in the nation. Juggling her college education, rigorous training, and real estate career, she thrived until the market crashed in 2008.

"It was complete chaos in 2008, but every time something happened in my life, I learned to pivot and adjust my sails. I learned new skills and how to survive through anything," Janna reflects. She transitioned into property management, helping investors nationwide with takeovers and transitions, and found her niche in student housing.

In addition to her real estate career, during the crash, Janna pursued her passion for music by working in radio sales at WILD 94.1 and serving as an executive assistant for Grammy Award-winning producers, J.U.S.T.I.C.E League, while managing her artist Prime. She also co-founded "Risa Lashes" with her partner Marisa in Atlanta, gaining popularity with celebrities and shows on VH1 and BRAVO. Despite being accepted into law school, Janna chose real estate after facing her student loan bill that was due. In 2014, she returned to Tampa, fully committing to real estate, helping revive her mother's home services business, and building her client base and brand in residential sales.

After years of relentless hustle, working seven days a week and reinvesting every penny, Janna decided to bet on herself. She invested her savings in a fixer-upper, determined to clear her







**“GOD HAD ANOTHER PLAN FOR ME, AND I’VE HELPED HUNDREDS OF FAMILIES, SINGLE WOMEN, AND FIRST-TIME HOMEBUYERS ACHIEVE THEIR DREAMS.”**

it took to get out of debt and build a life on my terms.”

“The road I didn’t choose chose me,” Janna reflects. “God had another plan for me, and I’ve helped hundreds of families, single women, and first-time homebuyers achieve their dreams.”

Janna’s influence in the real estate industry is both profound and inspiring. Leading the Synergy Home Group at Pinewoods Realty, which includes her best friends and business partners Jessica, Jesse, and REALTOR® Partner Ada Santos, Janna has championed women breaking barriers in this traditionally male-dominated field, provided crucial seed funding to minority women-owned startups, and earned recognition as a Woman

Leader of Real Estate in *Medium Magazine*. She has also assisted NBA and WNBA champions, as well as other high-profile clients, in securing their dream homes.

Her impressive achievements include closing four single-family homes in a single day and selling a \$1.2 million equestrian property, which was prominently featured on *Traded MIA*, a nationally recognized platform showcasing top real estate power players.

Janna’s exceptional sales performance, including closing three luxury properties in 90 days totaling \$2.8 million, earned her the prestigious CLHMS luxury certification. Her television presence extends to hosting the Tampa edition of *American Dream TV*, where

undergraduate debt. Her first successful flip brought her to tears—erasing years of anxiety and opening the door to her future as a real estate investor. She had finally earned her seat at the table.

Key investments followed, including a \$28.5 million Brickell building and 22 Dollar General store acquisition valued at \$32 million, brokered by her powerhouse commercial broker brother, Arnaldo.

“I flipped myself into financial freedom,” Janna says. “I knew I had to do what







she highlighted a minority woman executive breaking barriers at Busch Gardens, and has made many notable appearances on other real estate reality shows and networks. In 2024, her outstanding contributions to the Tampa real estate market were recognized with a nomination for Best REALTOR® of the Bay 2024.

#### Overcoming Obstacles

Janna's journey has not been without challenges. In 2021, she battled a severe case of COVID-19, which left her with long-lasting health issues, including an autoimmune dysfunction. However, her faith, determination, and support from her family and husband, Christian, helped her persevere. Christian, a real estate investor and former radio DJ for WILD 94.1 and world-renowned

recording artist Fat Joe, has been her rock. Together, they have amassed an expansive real estate portfolio and even flipped a storefront, establishing a brand known for offering natural alternatives to pain and chronic illness, like CBD products, before selling it.

As Janna continues to build her real estate empire, she remains passionate about giving back to her community. She is committed to empowering women and minorities in real estate and business, guiding them through a field that was challenging for her to enter. She actively supports *Journi for Two*, a nonprofit founded by one of her best friends Alicia, who battled breast cancer while pregnant, a cause close to her heart. If you are moved to donate to this great cause,

please do so at [givebutter.com/journifortwo](https://givebutter.com/journifortwo).

"I want to empower women and minorities to get involved in owning real estate and not be afraid of it," Janna says. "I want them to know they are capable, and I'm here to support them."

Outside of work, Janna enjoys sound healing, for which she is now a certified trauma-informed sound therapy practitioner, spending time by the water, and sharing life with her husband, family, close circle of friends, and beloved Yorkie, Zoe. "She is my heart," Janna smiles. "Zoe has been with me since the start of my entrepreneurial journey, comforting me through all of the ups and downs."

From overcoming student debt and dominating real estate to battling health



issues, Janna has faced obstacles head-on and risen like a phoenix. Her story inspires anyone on their path to success to persist and remember that "this too shall pass." Unapologetically blazing her trail, Janna is driven by her passion for helping others and her faith in God. Choosing real estate over law was the best decision of her life, leading to a future beyond her wildest dreams.

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*From Corporate America  
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**Stacy Allen**  
*Is An Inspiration*

BY ELIZABETH MCCABE  
PHOTO CREDIT: CAROL WALKER/THOMAS BRUCE STUDIOS

**Driven. Determined. Disciplined.**

Stacy Allen, a REALTOR at Keller Williams Realty Gulf Beaches, has all those characteristics. A Type A go-getter, she goes after her dreams without reservation.

An entrepreneur at heart, Stacy began investing in rental properties in Georgia while maintaining a corporate job. She would rely on friends who were agents to help her with these transactions, but after buying her fifth or sixth property, she decided it was time to get her real estate license and do her own transactions.

In 2009, Stacy earned her real estate license, yet she continued to work in the corporate world. Two years later, Stacy earned her broker's license while maintaining her corporate job and selling over \$2 million in real estate annually. In 2014, she made a pivotal decision to focus solely on real estate. At the time, she was juggling multiple responsibilities: owning a sandwich shop, excelling in corporate sales by consistently hitting her monthly numbers and selling real estate. However, her employer's ultimatum pushed her to choose between her corporate job and her passion for real estate.

After some reflection, Stacy chose to pursue real estate full-time, leaving her



corporate job behind. It paved the way for real estate.

"It was a blessing in disguise," reflects Stacy. "If I hadn't been given an ultimatum, I never would have moved to Florida. I would never have been doing real estate full-time." She has been commission-based since the age of 23. Sales come easily to her, and real estate was no exception, especially with her connections.

Her background in outdoor sales, coupled with her active lifestyle as a tennis player and boater, prepared her for the dynamic world of real estate.





**Moving to the Sunshine State**

Stacy’s transition into real estate was not without its challenges. In 2015, she dove deep into her business goals, got her real estate license in Florida, hired a buyer’s agent and a coach to enhance her real estate business. Two years later, she moved to Florida permanently, seeking a new beginning in a place where no one knew her.

The first year in Florida was filled with uncertainty, but Stacy quickly grew to love her new community & beach life. Despite the distance, she has been able to maintain her connections and business in Georgia, selling \$4 million worth of real estate there last year alone.

Stacy’s ability to leverage her resources is one of her secrets to success. She collaborates with her showing agent in Georgia maintaining strong sales figures there, while growing her Florida business to over \$10 million last year.

“  
If I hadn’t been given an ultimatum, I never would have moved to Florida. I would never have never been doing real estate full-time.”



Her dual-state operations allow her to enjoy the best of both worlds.

“I’m doing both states now and having fun with it,” she smiles. “I got my systems down.”

**Secrets to Success**

Reflecting on her stellar career, Stacy emphasizes the importance of giving excellent service, leveraging and negotiating.

Her previous job in commission-based sales prepared her for a career in real estate, where she thrives on a 100% commission basis. “I’ve been on 100% commission since I was 23 years old, that’s all I know,” reflects Stacy. She goes above and beyond for her clients, genuinely loving her job.

She also works hard and plays hard, taking time to relax and rejuvenate outside of real estate. Outside of work, Stacy enjoys playing tennis, boating, walking her dogs, and spending time with friends. She recently started playing pickleball and holds a 50-ton captain’s license, showcasing her adventurous spirit.

**What’s Next**

Looking ahead, Stacy envisions continuing her business in both Florida and Georgia. With 85,000 real estate



agents in Florida, she stands out as a dedicated and experienced professional. Stacy’s passion for helping people find their dream homes is unwavering. “I can’t imagine doing anything else,” she smiles.

Stacy Allen’s story is an inspiring example of how following your passion and leveraging your skills can lead to success and fulfillment. Whether in Florida or Georgia, Stacy continues to build her business, have fun, and help clients achieve their real estate dreams.



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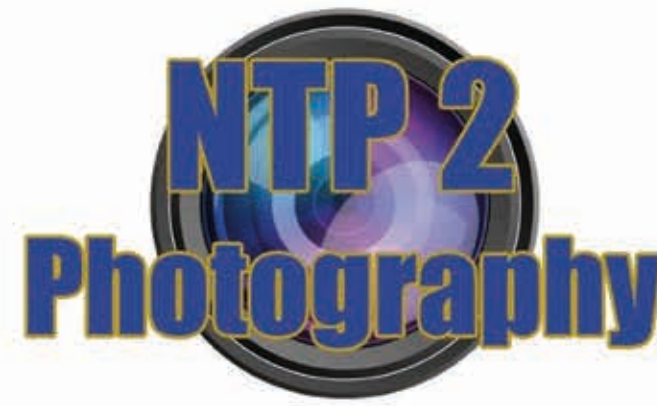
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THOMAS BRUCE STUDIOS

# KIM SOBECKI

Making People's Real Estate Dreams Come True, One Home at a Time!

Kim Sobecki has always had a heart to help others. Originally from Virginia Beach, Virginia, she went to college and graduated with her Degree in Nursing. In 1989 she moved to Florida where she took her State Boards and began her career as a Registered Nurse. A Registered Nurse for 20 years, she liked caring for others.

She wanted to make a career change to become a REALTOR because of her love of decorating and interior design. "I visited so many open houses over the years so that I could get decorating ideas," Kim says. She realized that she loved design and decided to pursue her passion for real estate.

A few weeks after completing her real estate training and passing the state boards she was diagnosed with cancer. So real estate was put on hold while she completed her treatment. When it was finally time to go back to work, Kim thought about going back to nursing but her husband encouraged her to pursue her dreams of real estate that she had planned to do prior to getting sick. She took her husband's words of wisdom to heart, and hung her license and began her



new career as a REALTOR. Eighteen years later she is still loving working as a REALTOR. Her buyer's agent, Kelli Kontodiakos, has worked alongside her for almost 10 years, and they both genuinely love what they do. Kim's license is with ReMax Realtec Group in Palm Harbor.

## A Passion for Helping People

Kim remembers a real estate seminar that she went to when she first entered the business of real estate. The speaker mentioned that the two best professions that make great REALTORS were prior teachers and nurses. He said that they are genuinely compassionate people and good educators. That resonated with her, as

she felt she was still helping people, much like in her nursing days. Early in her real estate career she found her niche with pre-foreclosures. She enjoyed doing the 65 plus short sales per year helping sellers get out of difficult financial situations. "I believe I gained a lot of negotiating experience and a following of customers that knew that I could help them," Kim says. This was a very rewarding time for her to see these people get out of these situations with their mortgages.

Kim's goal is to help her customers and build relationships that last forever. "I know it's cliché, but I truly want to help my customers as if they are family,"



she says. She loves helping people find their dream homes and has a network of professionals to help them get their homes ready to sell or post-closing to help them with needed repairs or renovations. She is eager to help her customers in any way she can and is always ready to go the extra mile.

**Overcoming Challenges**

A woman of strength and courage, Kim tackles challenges with grit and grace. An overcomer and a cancer survivor, Kim has faced and overcome three different types of cancer. She says she is always there to lend a helping hand to those in need. “It hurts me to know anyone is sick with cancer after going through this myself,” Kim says. She feels grateful for a second chance in life, which has filled her heart with a strong sense of gratitude and a commitment to giving back.



**“It hurts me to know anyone is sick with cancer after going through this myself.”**

**Family First**

Kim’s dedication extends to her family. She has a daughter who is married and lives close by and a son with special needs who requires full-time care. Her husband, who is retired, takes care of their son so Kim can focus on her real estate career. “He’s a trooper,” she says with pride. They live in Pinellas County and also

have a farm in Brooksville. Her son and husband travel to the farm daily so that he can enjoy the outdoors and feed their cows, a daily routine he loves.

Kim’s son is a significant source of strength and motivation for her and her husband. “He is our whole focus. He is part of who I am,” she shares. She

acknowledges that her son has made her a stronger and better person. Her husband, whom she describes as the glue that holds their family together, supports her unconditionally.

How does Kim do it all? “You have to keep moving forward,” she explains. She genuinely loves real estate. She shares, “It’s a great profession. I love what I do. I love helping people find their dream homes.”

**Hobbies and Interests**

In her free time, Kim enjoys coin collecting, going to the beach and helping her friends and customers with decorating or remodeling ideas. She is also an avid baker, especially around

Christmas when she bakes thousands of cookies for everyone. “Sweets make people happy,” she says with a smile.

**Final Thoughts**

Kim Sobecki’s story is one of resilience, compassion, and unwavering commitment to making people’s dreams come true, one home at a time. She embodies the spirit of service and dedication, making her a true top producer in the real estate industry. What an inspiration!



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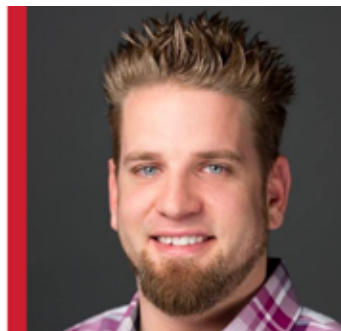
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FROM THE DESK OF THE PRESIDENT:

# “Florida’s Economy is a Force to be Reckoned With”

BY TIM WEISHEYER, 2025  
PRESIDENT OF FLORIDA REALTORS®



Florida may not be the biggest state geographically but we pack a punch economically. As of 2024, its gross state product (GSP) stands at a massive \$1.695 trillion, making it the fourth-largest economy in the United States. To put this into perspective, if Florida were a country, it would boast the 15th-largest economy globally, surpassing nations like Spain and Mexico.

According to the “2024 Profile of International Transactions in Florida,” there were \$7.1 billion in international sales in Florida. The largest share of foreign buyers (45%) were from the Latin America/Caribbean region. The top 5 countries of foreign buyers in Florida were: Canada, Argentina, Colombia, Brazil, and the United Kingdom.

According to the Florida State Chamber of Commerce’s latest migration trend report, in 2023, Florida experienced significant inbound domestic migration, but it was lower than the previous year. Here’s a breakdown:

- **Inbound Migration:** Florida led the nation in domestic in-migration, receiving 636,933 new residents. This means that over half a million people moved to Florida from other states within the US.
- **Net Migration:** While Florida gained a substantial number of new residents, it also saw a significant outflow of people. The net domestic migration (inbound minus outbound) was 126,008. This is a decrease from 2022, where the net migration was almost 250,000.

Several factors contribute to Florida’s economic success, however Florida’s real estate market attracts both domestic and international investors, further fueling economic growth. For instance, in 2024, Realtors® closed over 361,000 sales with \$198.5 BILLION in dollar volume.

As real estate professionals it is essential that we stay in tune with the condition of our state’s economy and Florida Realtors is focused on connecting our legislative agenda to the success of the Florida economy. From advocating for more workforce housing to reducing the sales tax on commercial leases the Realtors are always engaged and putting Florida and our communities first.

As the state continues to attract businesses, investment, and talent, its economic future looks brighter than ever. When these three show up in Florida we see buyers, sellers, landlords and tenants move to secure their needs. Whether for your home or your business the Realtors are ready to bring you home.

Tim Weisheyer



By the age of 24, Tim was a multi-million dollar producer and had become known for delivering excellence in every real estate transaction he was a part of. He quickly became a trusted resource for buyers and sellers throughout Central Florida and a sought-after thought leader and speaker on real estate matters across the United States.

Tim has many awards and appointments to attest to his success as a leader, businessman, and real estate professional. Additionally, Tim has been inducted into the National Association of REALTORS® Hall of Fame. He is the youngest member ever inducted from his association and part of an elite group of REALTORS® from across the United States to earn such an honor, placing him in the top 1% of all REALTORS® nationwide.

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# Move Deals to the Closing Table Faster with a Pre-Listing Inspection and 90-Day Warranty with HomeTeam Inspection Service

WRITTEN BY ELIZABETH MCCABE



When it comes to selling a home, the key to a smooth transaction lies in preparation. One of the most effective ways to ensure a seamless process is through a pre-listing inspection. HomeTeam Inspection Service provides comprehensive pre-listing inspections that help sellers identify hidden issues, mitigate disclosure risks, and make strategic repairs before listing their homes on the market.

**Benefits of Pre-Listing Inspections**

A pre-listing inspection uncovers potential problems that may not be immediately visible, giving sellers the opportunity to address them in advance. This proactive approach minimizes the risk of surprises during the buyer’s inspection, reducing the likelihood of renegotiations or lost deals. By making necessary repairs ahead of time, sellers can ensure their home passes the four-point inspection required for buyer insurance eligibility. Additionally, understanding the home’s condition allows sellers to set a fair and competitive asking price, justifying their value proposition with a detailed inspection report.

Homes with fewer issues tend to sell faster, and pre-inspected homes often spend less time on the market. The investment in a pre-listing inspection—ranging from \$400 to \$600—can yield significant returns, either by increasing the home’s sale price or enhancing negotiation power. HomeTeam even offers the convenience of paying for the inspection at closing, making the process more accessible for sellers.

**Be Safe With a 90-Day Warranty**

Beyond a thorough home inspection, HomeTeam provides an added layer of security with their 90-day warranty, included in their inspection packages. This limited structural and mechanical warranty offers homebuyers peace of mind, covering key aspects of the home post-inspection. Additional benefits include a platinum roof protection plan, which covers repairs for leaks up to five years after the inspection date, as well as MoldSafe coverage for undetected mold issues for up to 90 days. SewerGard protection is also available, covering water and sewer line failures due to normal wear and tear for 90 days after the inspection.

**A Solid Team**

At the heart of operations at HomeTeam Inspection Service is Jeff Ackerman, one of the owners and a seasoned professional dedicated to delivering exceptional service. With extensive experience in home inspections, Jeff leads a team committed to providing thorough, efficient, and insightful assessments. His expertise ensures that sellers and realtors receive the most accurate information to make informed decisions. Jeff’s leadership and customer-centric approach have helped HomeTeam earn a stellar reputation in the industry, making it a trusted partner for real estate professionals across Hillsborough, Pasco, and Pinellas Counties.

HomeTeam Inspection Service sets itself apart with a streamlined and efficient approach. Unlike traditional inspection services, HomeTeam employs a team of inspectors, ensuring double the attention to detail and faster inspections. An average-sized home inspection takes just 1 to 1.5 hours.

Margo Ackerman, one of the owners and the head of sales and marketing for HomeTeam Inspection Service, explains, “We have two teams of home inspectors and four auxiliary inspectors. We are different because we operate as a team.”

Each team member is an expert in his or her own field. HomeTeam Inspection Service is one-stop shopping for home inspections. Margo says, “We do regular home inspections, WDO (Wood Destroying Organism) inspections, 4 point and wind mitigation inspections, sewer scoping (for older homes), air quality mold inspections and radon inspections.” Margo can bring in 4-5 inspectors to a home at any one time.

“They all know each other, work together, and communicate what they find,” shares Margo. After all, four sets of eyes are better than one.

**Standing the Test of Time**

With over 30 years of experience and more than 45,000 inspections completed, HomeTeam has built a reputation for reliability and excellence.

A commitment to superior customer service sets HomeTeam apart. Their phones are answered by a live employee or owner seven days a week from 8 a.m. to 10 p.m. Immediate feedback is provided with verbal reports at the time of inspection, while detailed electronic reports are delivered by the next day. The company also offers a “pay at close” option, allowing sellers and buyers to defer payment until the closing process is complete. Competitive pricing, flexible scheduling, and convenient online and app-based booking further enhance the client experience.

**Simplifying the Process**

HomeTeam Inspection Service isn’t just about inspections—it’s about making the process easier and more transparent for everyone involved. Their comprehensive services and warranties provide real estate agents and sellers with the tools they need to move deals to the closing table faster.

As Margo puts it, “We’re more than just a home inspection company. We provide services you typically don’t get from a home inspection, including a warranty after move-in. It makes the whole inspection period friendlier and more open.”

Another reason to choose HomeTeam Inspection Service? You have to taste their chocolate chip cookies. Margo, also known as “The Cookie Lady,” makes mouth-watering chocolate chip cookies that are sure to please your palate.

**For More Information**

Life is too short not to move deals to the closing table. Put your inspections in the right hands with HomeTeam Inspection Service. For more information, visit [www.HomeTeam.com/](http://www.HomeTeam.com/) Tampa-Bay or call (813) 632-0550.

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