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FEBRUARY 2025

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FEATURE:

Matt Goulas



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A Note From the Publisher

Providing a platform to celebrate and unite the top real estate professionals across Acadiana!

BY DRAKE ABSHIRE

Hello Acadiana Realtors!

As we prepare to close out 2024 and welcome the opportunities and challenges of 2025, we find ourselves reflecting on the progress we've made and the excitement that lies ahead. This past year has been a remarkable journey, but the new year promises even greater possibilities. At *Acadiana Real Producers*, we've been hard at work strategizing for what's next, and our excitement is hard to contain!

Recently, we held our exclusive **Partners Only Breakfast**—a gathering dedicated to connecting, brainstorming, and building strategies alongside our Preferred Partners. This event reminded us of the incredible power of collaboration and set the tone for an amazing 2025. We're thrilled to announce that we've already scheduled the next four *Acadiana Real Producers* events for the upcoming year! These events promise to inspire, connect, and elevate all who attend. So, mark your calendars—we can't wait to see you there.

To our incredible Preferred Partners, you are the backbone of what makes this community so strong and unique. As we look forward to 2025, I want to offer a few reminders about how to make the most of your partnership and gain the maximum exposure possible.

First, **keep your print ads fresh**. Just like trends evolve in real estate, so too should your advertisements. Updating your content consistently not only showcases your adaptability but also keeps your business top-of-mind for others. A well-crafted, eye-catching ad speaks volumes about your commitment to excellence and relevance in an ever-changing industry.

Second, **make Acadiana Real Producers events a priority**. Whether it's a large networking event or a more intimate setting like our Breakfast gatherings, being physically present builds trust and meaningful relationships. Remember, your network is your net worth. Showing up and engaging with other professionals helps reinforce existing relationships while opening doors to new opportunities.

Lastly, **engage with your community on social media**. In today's fast-paced digital age, even a small gesture—liking a post, leaving a thoughtful comment, or sending a congratulatory message—can make a huge difference. People



remember those who take the time to acknowledge their achievements, and these small acts of kindness help strengthen bonds and foster goodwill within our network.

2025 is shaping up to be an extraordinary year, and we can't wait to work alongside you to make it even better. Whether you're a long-time Preferred Partner or a new face joining us for the first time, know that we value your contributions, energy, and commitment to building a thriving real estate community here in Acadiana.

Let's continue to connect, grow, and inspire one another in the months to come. We look forward to everything the new year will bring and are honored to have you on this journey with us. Here's to collaboration, fresh ideas, and reaching new heights in 2025!



With heartfelt thanks,
DRAKE ABSHIRE
 Owner/Publisher
Acadiana Real Producers
 Drake.Abshire@RealProducersMag.com
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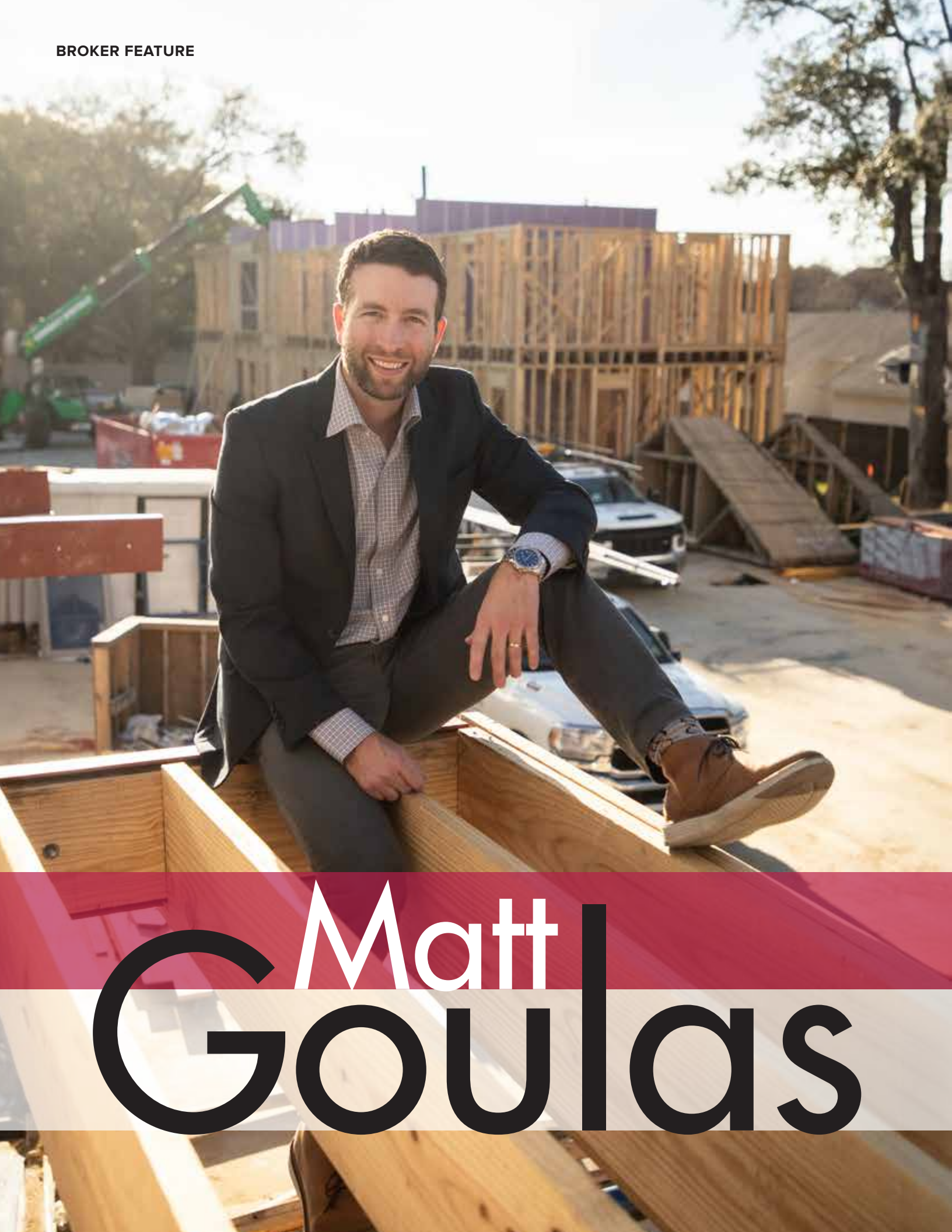


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Matt Goulas

Walking The Walk

WRITTEN BY JESS WELLAR • PHOTOGRAPHY BY ACE SYLVESTER

“At 23 years old, I scraped enough money together for a down payment and purchased my first home. By renting out the extra bedrooms to my brother and friends — a strategy now known as ‘house hacking’ — I experienced the power of real estate firsthand and knew I had found my calling,” broker Matt Goulas begins. “I don’t have any fear of jumping into anything new since I believe everything can be figured out. It didn’t even occur to me until after I bought that first house that I was going to need to buy furniture!”

For Matt Goulas, co-founder and CEO of ReHive, a Lafayette-based brokerage, diving headfirst into challenges is second nature. With

nearly a decade of experience and over \$114 million in total sales since its founding in 2017, ReHive continues to redefine how real estate is bought, sold, and developed in Acadiana.

A Solid Foundation

Born and raised in Franklin, Louisiana, Matt’s entrepreneurial spirit was shaped early on by his father, who often spoke of investing in the stock market.

“While much of what he said went over my head at the time, it instilled in me a subconscious appreciation for the investor mindset,” Matt chuckles.

That curiosity blossomed during his college years at the University of Louisiana at Lafayette, where he played

baseball on scholarship and was elected team captain while earning his degree in general studies.

After six years as a landman specializing in mineral leases and contract negotiations, Matt knew he wanted to move on from the oil and gas industry. The defining moment came when he purchased that first home. “Lauren Gardiner, my Realtor at the time, was incredibly insightful,” he recalls. “She helped me see the transformative power of homeownership. I knew I wanted to be a resource for others navigating these critical decisions.”

“Being a landman also improved my competence in land laws, which





helped build a strong foundation for my transition into real estate,” he adds.

Building a Brokerage with Purpose

In 2017, Matt co-founded ReHive with high school friend Jacob Landry, a budding young developer himself.

“We started the brokerage to sell our inventory and cut out the fluff,” Matt explains. “We wanted to eliminate unnecessary red tape, making the process more efficient and keeping costs low.”

Since then, ReHive has grown into a powerhouse brokerage with \$19 million in sales across 94 transactions in 2023, and similar projections for 2024. The team is currently managing \$30 million in real estate projects under construction, with plans to deliver over 200 new homes to the market in the next 24 months.

For Matt, those pipeline projects are certainly exciting, but he doesn’t align his worth or fulfillment with stats. “I define success as becoming the kind of

person my kids are proud of and aspire to emulate,” he notes. “It’s about leading by example, upholding strong values, and inspiring others to pursue their dreams with integrity.”

Leading with Vision

At the helm of his brokerage, Matt embodies the principle of servant leadership. His approach involves setting clear standards and goals while giving his team the freedom to find creative solutions.

“People don’t care how much you know until they know how much you care,” he affirms. “I also strive to eliminate micromanagement. It empowers my team to grow, become resourceful, and develop their own problem-solving abilities.”

ReHive’s culture thrives on teamwork, with a focus on hospitality, urgency, and trainability, as Matt points out those traits simply cannot be taught.

“We’re looking for agents who haven’t been in the industry forever — those with a fresh, outside perspective,” Matt shares. “It’s not about how many houses you’ve sold. It’s about being the right fit because you’re open-minded and coachable.”

Likewise, Matt’s helpful advice for aspiring Realtors echoes his recruitment criteria: “Personal development, persistence, and operating with a strong sense of urgency are key in this business. These traits foster resourcefulness and growth over time.”

Life Beyond The Brokerage

Matt’s daily drive is his family. He and his wife, Kate, whom he married in 2018, are the proud parents of three boys — Eli (3), Miller (1), and Jackson, who is forever in their hearts after his stillbirth in August 2024.

“Watching my children experience life’s moments for the first time is one of my greatest joys,” Matt reflects. “It reminds me daily of the beauty and preciousness of family.”

The Goulas home also includes a beloved three-legged yellow Lab named Cohle, who defied a suspected cancer diagnosis with a leg amputation to thrive.



“
For me, it’s about building something meaningful that lasts — for my team, my family, and my community.
”



Matt at one of his projects, Steiner Oaks, a 28-unit development of luxury townhomes; currently more than half of the units have sold with completion slated for Spring of 2025



When he's not managing projects or spending time with his loved ones, Matt enjoys staying active through golf, running, and cheering on the Ragin' Cajuns and LSU Tigers. His family is also active in The Bayou Church and supports Maddie's Footprints and Red Bird Ministries — organizations that have provided solace to his family and countless others that have experienced the heartbreak of losing a child.

On the horizon, Matt's vision for the future is ambitious and grounded in community. ReHive is expanding its short-term rental portfolio and preparing to launch a cottage court development featuring fully furnished tiny homes in Youngsville.

"We're focusing on projects that bring people together and enhance the local area," he elaborates.

On a personal level, Matt hopes to carve out more time to travel with his wife and sons, introducing them to new cultures and experiences: "We're discussing a Disney World trip soon and always love taking the boys to the beach," he adds with a smile.

Ultimately, Matt's aim is to make a lasting impact on the industry by shaping the leaders of tomorrow with constant growth, learning, and leading by example.

"A real leader creates leaders," Matt concludes. "John Maxwell said it best: 'How well you lead determines how well

"WE'RE LOOKING FOR AGENTS WHO HAVEN'T BEEN IN THE INDUSTRY FOREVER — THOSE WITH A FRESH, OUTSIDE PERSPECTIVE. IT'S NOT ABOUT HOW MANY HOUSES YOU'VE SOLD. IT'S ABOUT BEING THE RIGHT FIT BECAUSE YOU'RE OPEN-MINDED AND COACHABLE."

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All About Acadiana Real Producers



Real Producers magazine started in Indianapolis in 2015 and is now in over 130 markets across the nation and continues to spread rapidly.

Q: Who Receives Real Producers Magazines?

A: The top 300+ real estate agents across Acadiana.

Q: What Is The Goal Of This Magazine?

A: We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals in Acadiana's real estate industry.

We take the top 300 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

Q: Does Real Producers Have Events?

A: Yes! We will have specific networking events throughout the year.

Q: What Is The Process For Being Featured In This Magazine?

A: It's really simple. You have to be on the top 300 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider anyone brought to our attention who is in the top 300 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support Real Producers and attend our private events to increase your chances.



To submit a nomination, please send us an email!

Q: What Does It Cost A Real Estate Agent/Team To Be Featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share **REAL** stories of **Real Producers**.

Q: Who Are The RP-Vetted Businesses?

A: They are one of the best businesses in Acadiana in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this

publication. We will not even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

Q: How Can I Recommend A Business?

A: If you want to recommend a business that works with top real estate agents, please email or message us!

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Brittany LeBlanc

PHOTOGRAPHY BY ACE SYLVESTER

How many years have you been a Realtor?
2 years

What is your career volume as a Realtor?
7 Million

What was your total volume last year?
4.5 Million

1. When did you start your career in real estate?

I got licensed in January 2022 and I started my real estate career in August 2022.

2. What did you do before you became a Realtor?

I worked for the Vermilion Parish School Board as an Early Childhood Special Education Early Interventionist serving children with exceptionalities.

3. What are you passionate about right now in your business?

Right now in my career I am passionate about helping people where they are and watching them achieve their individual goals no matter what that may look like for them, especially FIRST TIME HOME BUYERS. As first time home buyers have a special place in my heart!

4. What has been the most rewarding part of your business?

The most rewarding part of my career has been making the unbelievable achievable for all of my clients whether that be helping them sell a home or buy the home of their dreams. Seeing my clients faces at closing has been an absolute dream come true and gives me the motivation I need daily.

5. How does real estate fit into your dreams and goals?

Making peoples dreams become a reality is my job... How does it get any better than that?

6. What's your favorite part of being a Realtor?

My favorite part of being a Realtor is building genuine relationships with people. It's an honor and a privilege to be a part of each one of my clients' unique stories and I love being a part of their journey.





7. Define success.

Personally, success means being a problem solver. Trying my best and not stopping until I achieve what I set out to do! NEVER GIVE UP!

8. Tell us about your family.

I have an amazing and unique family that I wouldn't trade for the world. My husband and I have a daughter who is 9 and I've been beyond blessed with 3 phenomenal bonus children, who aren't really children at all anymore but young adults. I am also a Lolli to 3 of the cutest little grandchildren a person could ask for.

9. Favorite books? Podcasts?

Motivational Quotes?

Hustle Humbly Podcast, Bible, NEVER QUIT, Rich Dad Poor Dad, & Journey to the Heart

10. Are there any charities or organizations you support?

St. Jude

11. What are your hobbies and interests outside of the business?

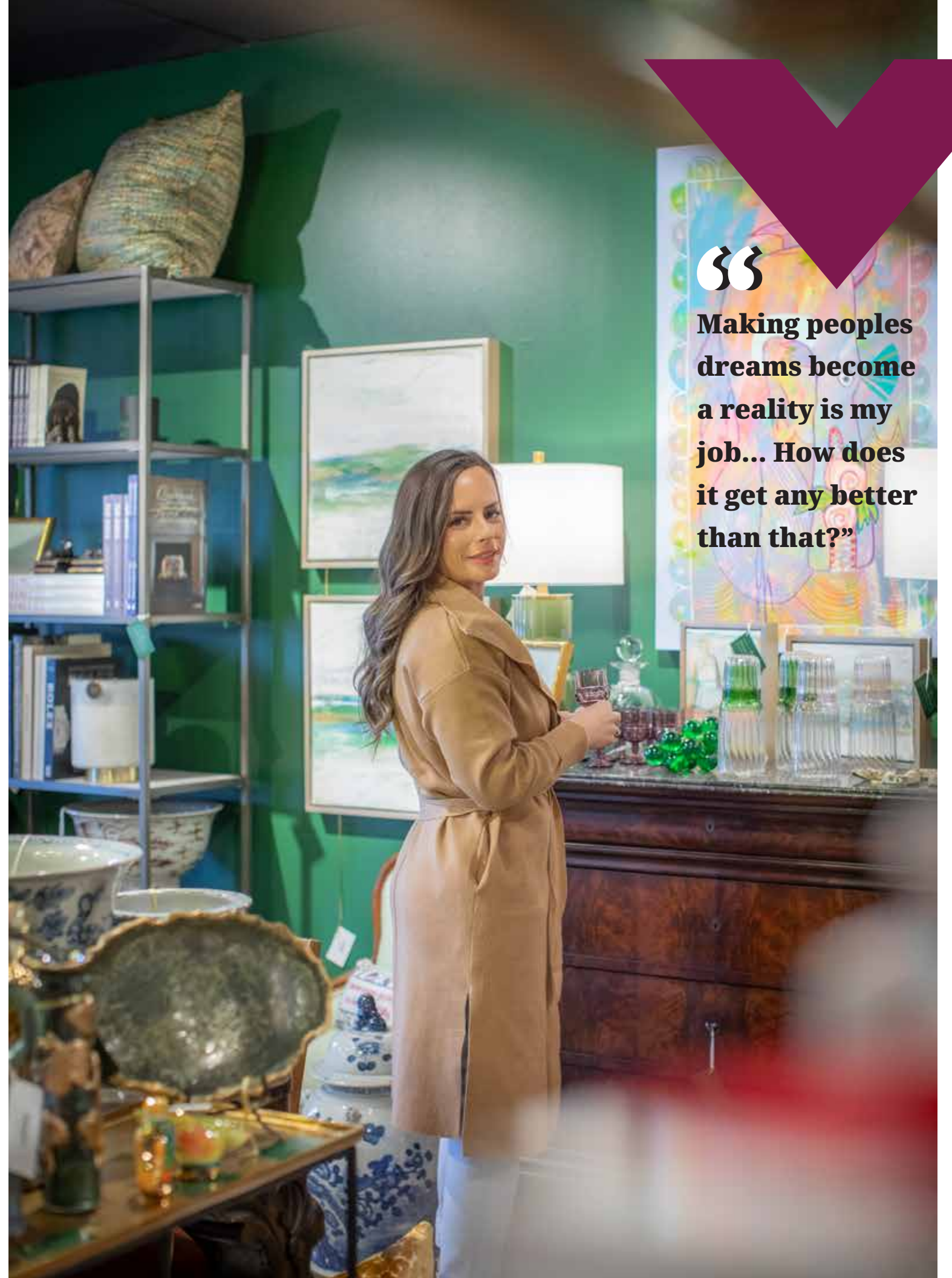
I love working out at Red's, attending all of our amazing festivals, and eating out at local restaurants. Oh and let me not forget my Mandez's frozen Lemonade's (You can totally thank me later)... I also enjoy swimming with my family on beautiful summer days while my husband grills.

12. Given your status and expertise, what is some advice you would give the up-and-coming top producer?

Center in. Get focused. Set your goal. Get a schedule. Stick to it and watch your business grow. It's what you do today that makes all the difference in what happens tomorrow.

13. In closing, is there anything else you would like to communicate using this Acadiana Real Producer platform?

As a Realtor, I believe we all are in it to win it. Helping others should be all of our main goals. I hope and pray daily that I always take the high road and do unto others as I would want them to do unto me. This has been a personal motto of mine since I was young and it still holds true today.



“

Making peoples dreams become a reality is my job... How does it get any better than that?”



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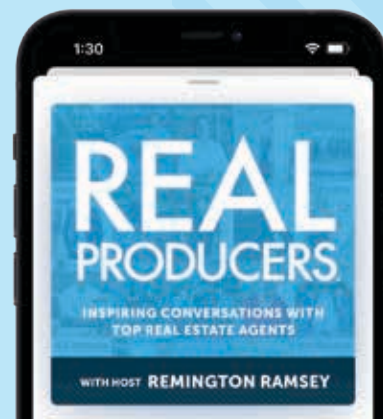
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DOUCET

with GMFS Mortgage

Still Enjoying Every Milestone Moment

WRITTEN BY JESS WELLAR
PHOTOGRAPHY BY ACE SYLVESTER

With 28 years of experience in the mortgage industry, Aimia “Mimi” Doucet has helped countless families navigate milestone moments in their lives — whether buying their first home, building their dream home, or refinancing to meet their needs. As branch manager at GMFS Mortgage in Lafayette, Mimi feels fortunate to have found her true calling while working with so many incredible Realtors and builders over the years.

“There comes a fork in the road when you find your purpose in life,” she explains. “It makes a huge difference since you’re not questioning your actions any longer. I focused on the skills that I was good at, and my business grew stronger over time.”

From Perfume to Purpose

Mimi’s venture into the mortgage industry began with recruitment out of the blue.

“I was doing sales for a perfume company for several years when one of my clients, a personal friend, introduced me to the mortgage industry,” she recalls. “His wife needed assistance, and I was recruited. It’s all about relationships though really, regardless of the industry you’re in.”

She made the career pivot in 1996, learning the ins and outs of the business at Louisiana Lending before taking a leap of faith and opening her own company, Louisiana Residential Lending. For a decade, Mimi cultivated relationships and watched her business boom.

In 2014, Mimi joined GMFS Mortgage to better serve her clients with the support of in-house underwriting and servicing.

“I wanted to retain my clients for the life of the loan and have more power behind me as a full-service lender, not just a broker,” she explains.

Mimi notes her ability to adapt and thrive in an ever-changing industry has been key to her ongoing success.

“Like anything else, change means growth. We must always be willing to learn, grow, and improve,” she emphasizes.

Building Dreams

GMFS Mortgage Lafayette specializes in residential mortgage lending, offering options like conventional loans, FHA loans, VA loans, refinancing, and one-time-close construction loans.

“New construction and renovations are really our team’s niche,” Mimi

“Like anything else, change means growth.

We must always be willing to

learn, grow, and improve.”



notes proudly. “We love to help families build their dream home. It’s incredibly fulfilling to turn dreams into reality and help both the borrower and the builder.”

Mimi’s team consists of eight hardworking individuals, four of whom work out of the Lafayette branch office.

“We’re currently expanding to Conroe, Texas, and Fairhope, Alabama, in the coming year,” Mimi shares excitedly. “Soon, we’ll be operating in seven states: Alabama, Arkansas, Florida, Louisiana, Mississippi, Tennessee, and Texas.”

Mimi’s teammates embody her own philosophy of putting clients first: “We love what we do. We believe everyone deserves to own their own home, and we’re passionate about creating the path to getting them there,” she affirms.



One unique touch that sets their business apart is the gift of a cross clients receive at closing.

“Every cross is blessed by our priest and prayed on by our team,” Mimi explains. “We encourage our clients to bury the cross in their foundation or near the doorstep as a way to invite blessings and protection into their home. It’s a symbol of faith and peace.”

Beyond Business

When Mimi isn’t helping families secure their dream homes, she finds endless joy in her own family. She is the proud mother of three wonderful sons: Jonpaul, Justin, and Garrett,



and the grandmother to six cherished grandchildren.

Mimi is also recently engaged to her fiancé, Kelly Mire, a firefighter with a passion for saving lives. The couple are busy planning their wedding for August 2025.

“The Lord blessed me with a man who loves God and shares my faith,” she smiles.

Together, Mimi and her fiancé enjoy the rich culture of Acadiana, often hitting the dance floor to groove to the sounds of Cajun and Zydeco music and dressing up for annual Mardi Gras celebrations. Another favorite pastime discovered during the pandemic, Mimi’s love for the ocean sparked an interest in scuba diving, and she enjoys travel when time allows. Next up, she’s

planning a trip to Portugal to visit her father’s side of the family. But back at home, Mimi finds relaxation in the kitchen, happily cooking for friends and family.

“Most of my friends enjoy my chicken spaghetti, but my sticky chicken and backbone stew are also popular,” she shares with a laugh.

Faith is a central pillar in Mimi’s life and business as well. She attends daily mass and draws inspiration from Psalm 24:1-2, which reminds her that everything truly belongs to God.

Looking Ahead

Over nearly three decades, Mimi has certainly seen her share of significant changes in the mortgage industry.

“I began doing mortgages in 1996, and things were very different at that time,” she reflects. “Technology has advanced, and the industry has grown more complex, but I’ve always embraced change as an opportunity for growth.”

With plans to expand GMFS Mortgage to new locations and states, Mimi remains motivated by her relationships and her team, with no plans to slow down anytime soon.

“After all these years, I still love what I do,” she concludes. “I pray the Lord gives me 10-15 more years of service to my clients. This work allows me to continue helping others, and I feel incredibly blessed to do what I do.”

CONTACT US!

To learn more about GMFS Mortgage and get started on the path to homeownership, call 337-456-3580 or visit www.gmfsmortgage.com/mimi.

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Charles ILONYA & Nah SENPENG

“Charles and I both come from third-world countries and have faced plenty of rejection. So we treat a ‘no’ as an opportunity to get creative. If one door closes, then we go for another door,” begins Nah Senpeng, summing up the mentality that has defined her and her husband Charles Ilonya’s impressive real estate success.

WRITTEN BY JESS WELLAR • PHOTOGRAPHY BY ACE SYLVESTER

Together, the dynamic couple leads The Dream Team at Keller Williams Realty in Lafayette, Louisiana, where they’ve built a reputation for turning challenges into creative opportunities while helping clients turn their dreams of homeownership into reality.

Humble Beginnings

Nah’s and Charles’s ethos is rooted in perseverance. Nah grew up in Thailand, where she graduated from Thammasat University with a degree in social work and business. After moving to the U.S. over 22 years ago, she worked as a waitress and hairstylist for years before discovering her true calling in real estate.

“I met my mentor, Lily Montgomery, while waiting tables,” Nah recalls. “Lily encouraged me to get my real estate license, believed in me when I didn’t believe in myself, and supported me through everything.”

Originally from Nigeria, Charles earned a degree in mechanical engineering from Polytechnic of Calabar before working as an importer-exporter

in Thailand. While living in Bangkok, he met Nah who was home visiting her parents and sparks flew. After the couple married, Charles relocated to the U.S., where he worked at Home Depot and in the oil industry for several years. His pivot to real estate came after the couples’ home flooded in 2016 and he saw how much his wife’s brokerage cared about their devastating situation.

“KW CARES helped us when we needed it most,” Charles explains. “They sent us \$4,000 to stay in a hotel and supported us emotionally. Meanwhile, my oil job wanted me to go back to work offshore while our house was still flooded. That experience made it clear which employer really cared about our family and I knew where I needed to be.”

A Team Built On Tenacity

Nah started her real estate career in 2007, and Charles joined her at KW in 2016. Together, they formed The Dream Team the following year, which has since grown into a close-knit group of seven diligent professionals. Their team includes buyer agents Tuyen

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“

Our team culture is all about positivity, hard work, and going above and beyond for our clients.”

- Charles Ilonya



La and Kaylan Richard, showing agent Austin McGrew, transaction coordinator and office manager Rose Xaykeo, and social media and advertising manager Lucy Mangay.

“Our team culture is all about positivity, hard work, and going above and beyond for our clients,” Charles emphasizes. “Negativity and excuses have no place here. If you are having a bad day, we would prefer if you stay home to recharge your energy.”

The Dream Team’s results speak to the fact they will not be outworked. In 2023, they closed 122 transactions totaling \$20.3 million in volume, and the team is on track to surpass \$22.5 million as 2024 draws to a close. Their efforts have earned them recognition as the #1 team at Keller Williams in their market for the past three years.

“Our work ethic is exceptional because our work is our passion, it’s not a means to an end,” points out Nah. “We look at work as a privilege. Our clients choose us to work with out of thousands of agents because they know we will do our absolute best.”

True Grit Meets Creativity

What continues to set Nah and Charles apart is their refusal to accept limits or labels.

“We don’t turn down clients who don’t fit into certain boxes,” Nah shares. “We are out-of-the-box thinkers and agents. Creativity and persistence define how we approach every transaction.”

Their differing personalities complement one another perfectly. “Nah is no-nonsense, and I’m a little more laidback,” Charles shares with a chuckle. This balance helps them connect with any client and guide them through the complexities of buying or selling a home.

Their focus on relationships over transactions is central to their philosophy as well.

“We always tell our team members, just because we lose the fight (one deal) we don’t lose the war,” Nah offers. “It might not work out for one transaction, but it’s never the end of the relationship.”

The couples’ shared advice to new agents comes straight from their own playbook: “Having a coach and mentor



is key to success,” Charles counsels. “We’ve invested in coaching and seminars every year, and it’s made all the difference — in addition to studying the market and working hard.”

Outside The Office

For Nah and Charles, family is the driver of everything they do. Married for 12 years, they are proud parents to Daniela, 9, and Jojo, 4. Their son, who is autistic and nonverbal, has made incredible progress with their love and support. And their daughter, already a budding entrepreneur, ran her own lemonade stand last year and works part-time at a local BBQ joint.

“I love seeing my daughter work,” Nah beams. “Both of our parents worked hard, and we’re passing that

mentality on to our kids so they value what they earn.”

The family cherishes their annual vacations to Thailand or Nigeria, and enjoys spending time together at the beach or connecting with Nah’s nearby sister and nephew. They also make time for their passions — Nah plays piano and runs an online book club that meets five times per week, not only to read, but to meditate and exercise, while Charles participates in a weekly online spiritual group and recently joined his wife’s book club, too.

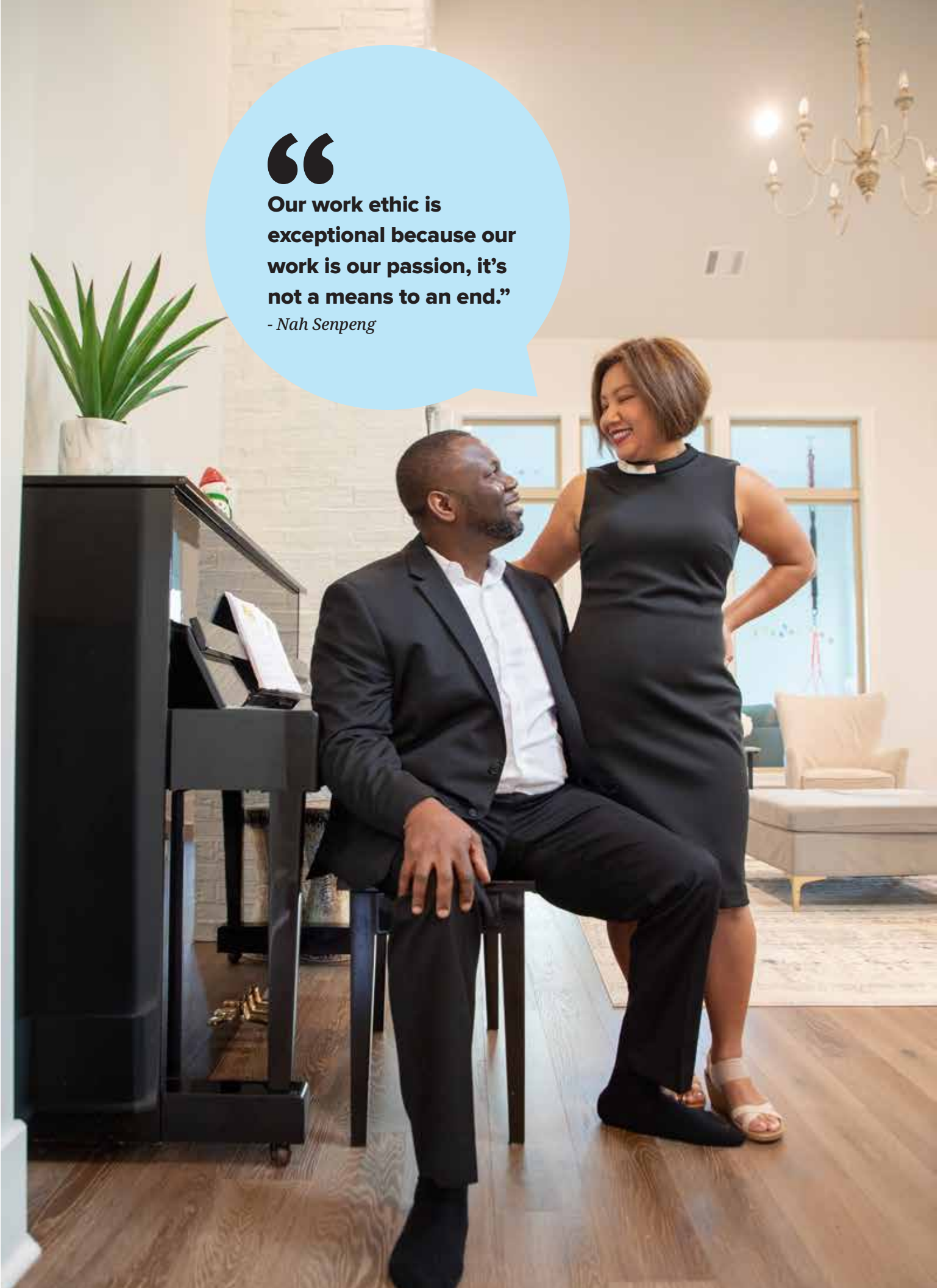
“It’s God, family, and real estate as far as priorities go,” Charles declares. “In that order.”

Giving back is a cornerstone of their lives. After witnessing firsthand the impact of their brokerage’s generosity

during the difficult recovery after their home flooded, Nah and Charles are the biggest KW Cares donors at their brokerage and proud of it.

Looking ahead, the couple is laser-focused on growing their team and achieving financial freedom. “We came to this country with nothing but our work ethic,” Charles smiles. “Now, we’re living the American dream and want to raise healthy, productive children.”

Nah nods her head in agreement: “Our goal is to maintain our lifestyle without working eventually, and to become the best versions of ourselves in every area — physical, spiritual, business, mental, financial, and relational,” she concludes. “We want to leave a legacy of hard work and kindness behind for our family.”



“
Our work ethic is exceptional because our work is our passion, it’s not a means to an end.”
- Nah Senpeng

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