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A woman with dark, wavy hair, smiling, stands on a wooden dock. She is wearing a bright red, knee-length, form-fitting dress with a black belt, a white blazer with black lapels and cuffs, and white high-heeled shoes with black tips. She is leaning against a wooden post. The background shows a calm body of water and lush green trees.

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Chambre

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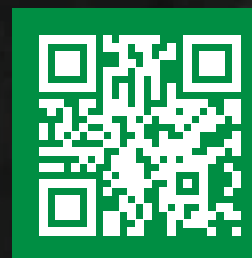
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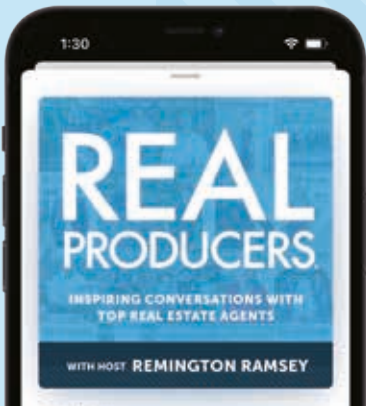
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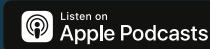
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# Summer Vibes and Market Moves

Hey everyone,

Happy July! I hope you have an amazing Fourth of July and find time to enjoy the holiday with friends and family, picnics, barbecues, parades and fireworks.

We're officially halfway through 2025, and the Southwest Florida real estate scene is showing some interesting shifts. After a rollercoaster of a market in the last four years—first booming for two years, then cooling off for the next two—the dust is starting to settle. That's great news for both buyers and sellers.

Here's the scoop: home prices have relaxed slightly, and inventory is finally on the rise—especially when it comes to condos and townhomes. If your clients have been waiting for more options, now's a good time for them to take another look.

Even though mortgage rates remain on the higher side, buyer interest is holding strong. And here's the exciting part—many experts are forecasting rate drops later this year, which could lead to another

boom. Mortgage lenders, in particular, are getting ready. So here's to a summer and beyond that's full of possibilities.

One of the things you shouldn't miss this summer is our big quarterly event coming up on **August 7th at the Corkscrew Weddings & Winery in Estero**. Registration is open, so if you haven't received your exclusive invite yet, just let me know, and I'll make sure it finds its way to you.

Thanks for being such an integral part of our *Real Producers* community. Wishing you a July full of good times, growth, and new possibilities.

Very respectfully yours,



**Andrew Regenhart**  
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I was reading a great book recently—*10x Is Easier Than 2x*. And I know, for some, the phrase “10x” triggers the thought, “Oh no, here we go again... do more, push harder, hustle longer.” However, that is not what it’s about. It’s not about doing *more*—it’s about doing *less*, but with more clarity and more leverage.

Let me share a story.

Michelangelo is widely regarded as one of the greatest sculptors of all time. And his most famous piece? David. Now, here’s the part that is often overlooked—David wasn’t carved from a flawless slab of marble. Quite the opposite. That piece of stone was rejected, tossed aside by other sculptors. Too flawed. Unusable. Michelangelo saw something different.

Before he ever picked up the chisel, he already saw his David. The image was clear in his mind. And then? He simply removed everything that *wasn’t* David.

That’s it. That’s the magic. That’s 10x thinking.

I recently had a coaching conversation with a client. He’s launching a franchise and there are a lot of moving pieces. I asked him a simple question: “Is this your David?” He paused, thought about it, and said, “Yes. This is my David.” Perfect.

Now, if that’s true—if this is your masterpiece—then the next step is just as important: what has to go? What needs to be

removed, delegated, or released so you can stay focused and chisel away at the one thing that matters most?

That’s the essence of this work. We’re all surrounded by distractions—new ideas, conferences, social media, AI this and that, books and podcasts and emails. There’s always something shiny pulling at our attention. But when you’re clear on your David? The noise fades. You see what fits and what doesn’t. You know your role, your focus, and your lane. And when you’re in that lane—when you’re working from your highest purpose—you bring others into theirs. You empower your team, your business, your life.

So this week, I encourage you to ask yourself: What’s your David? What’s the thing you’re building that matters more than the rest? And just as importantly—what needs to be removed so it can fully take shape?

Let’s get clear. Let’s get focused.  
Let’s get sculpting.



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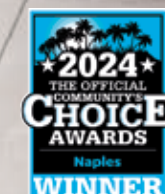
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# AMANDA FONT

## THE POWER OF HEARTFELT CONNECTIONS

BY JESS WELLAR • PHOTOS BY LACASATOUR, TAKEN AT A HOME BY LUX DEVELOPMENT GROUP

People often ask Amanda Font what her secret is to maintaining her real estate career without a CRM or much marketing. The answer? No secret at all — just genuine relationships and thoughtful communication.



“I LEAD WITH MY HEART.”



Amanda Font is a REALTOR® with John R. Wood Properties | Christie's International Real Estate.

"I'm not salesy or in anyone's face," Amanda begins. "I just meet people where they are, and I think my diverse background has given me the ability to relate to all kinds of people."

That authentic approach is exactly what has fueled Amanda's success in real estate for the past dozen years. With over \$30 million in sales in the last four years and recognition as a Top 10 agent within John R. Wood Properties, Christie's International Real Estate's Island Palm Region, Amanda is living proof that meaningful connections can outperform aggressive tactics.

#### A Life Full of Lessons

Born and raised in Southwest Florida, Amanda lived a life full of colorful experiences that shaped her into the understanding person she is today. At just 15, Amanda graduated from high school early to pursue a career in high-fashion modeling. For the next seven years, she traveled the world, living in New York City, New Zealand, Australia, Miami, and California.

"Modeling forced me to grow up fast," Amanda reflects. "I was out there all by myself as a young adult, learning independence, resilience, and how to adapt to unfamiliar environments."

After semi-retiring from the modeling world, Amanda took on a new challenge as a table games dealer in the casino industry. Dealing blackjack, three-card poker, and baccarat kept her on her toes in the fast-paced world of casinos. But the demanding schedule eventually prompted Amanda to pivot again.

Always looking to keep her plate full, she became a product specialist for Lincoln Motor Company, traveling across the U.S. and Canada to educate people about the brand. Still, Amanda kept her eyes peeled for a career that would provide both flexibility and a deeper sense of fulfillment.

"I originally got my real estate license thinking it would just be a side gig," Amanda chuckles. "But after two years, I realized how much of an impact I could

make by helping people through one of the biggest financial and emotional decisions of their lives. So I jumped in full-time after that."

#### Finding Her Groove

There's little doubt Amanda's colorful career path helped her develop a unique, people-first approach to real estate that clients appreciate. There's no pushy sales pitch or automated emails; just the contacts in her phone.

"When I'm thinking of someone, I just text them," Amanda smiles. "My clients are my friends, and they will call me when they need something. That's why it doesn't feel like a job; it just flows, and it feels seamless."

Her success speaks for itself. In addition to receiving the Certificate of Excellence Award as a Top 10 agent for her region, Amanda has also been the recipient of the company-wide Circle of Excellence Award for the last three years. Because her business is naturally relationship- and referral-based, her clients stick around, trusting her to guide them.

"My clients are my friends, and they will call me when they need something. **THAT'S WHY IT DOESN'T FEEL LIKE A JOB;** it just flows and it feels seamless."

Even her broker has taken notice of her unusual approach.

"He has asked me what my secret to success was in this tough market because he knows I don't use a CRM," Amanda laughs. "But I think it's because I lead with my heart. I know that buying or selling a home can be overwhelming, so I focus on being a gentle communicator—someone people can turn to without feeling pressured."

#### Heartfelt Service

Amanda's intent goes much deeper than reaching the closing table; she wants her clients to feel informed, supported, and confident throughout the process.

"I genuinely care about my clients and their experience," she affirms.

Over the years, Amanda's knowledge of the industry has grown, and she's made it a point to pay it forward. Since 2021, she has mentored newer agents at her brokerage, offering the same patience and guidance that has helped her succeed.

"I've seen a lot of different markets over the years, and I've watched technology change the industry," she marvels. "I no longer have to fax over contracts—which is a relief!"

#### Beyond the Office

When Amanda isn't helping clients, she's cherishing every moment with her son Mason (14) and their Spanish water dog Philly Cheesesteak—affectionately known





Amanda Font has built a thriving real estate business without a CRM—relying instead on genuine, personal outreach directly from her phone contacts.

as “Phil” and named after her son’s love of the Philadelphia Eagles.

“Mason has been in sports, mostly football, since he was 5 years old,” Amanda shares. “My favorite days are spent cheering him on from the sidelines.”

In their free time together, Amanda and Mason love to go boating, fishing, or hanging out with their extended God-family for board games and movies. Amanda’s God-sister even owns a spirited bison named Tatanka, which adds plenty of entertainment to their family visits.

Moving forward, Amanda’s goal is simple: keep doing what she loves while maintaining meaningful connections with her clients, who are really her friends.

“I couldn’t imagine doing anything else after real estate,” Amanda concludes. “I could never have a 9-to-5 job and then just shut it off and go home.

“My plan isn’t just to maintain, though; I want to enjoy my business and my clients,” she adds. “It’s about creating work from the heart, and that’s what I’ll keep doing—forever.”



# MEET MIKE SCHWARTZ

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# GEORGE NAHRA



## Renovation Sells SWFL

Beautiful Results, Hassle-Free

BY JESS WELLAR • PHOTOS BY NEW FRAME PHOTOGRAPHY

Who wouldn't want to sell a home faster and for more money? It's little wonder George Nahra's fledgling business, Renovation Sells Southwest Florida, is quickly gaining traction.

"The reception has been very positive so far!" George says with a grin. "One client at a time, I aim to prove that renovations don't have to be painful with the right tools, experience, and mindset. It really can be hassle-free."

That hassle-free approach is a core focus for George, who launched the Naples-based branch of Renovation Sells in November 2024. While the national franchise was initially focused around pre-sale cosmetic renovations—helping REALTORS® get listings market-ready—the model quickly adapted to shifts in the real estate market. The company also serves homebuyers who want to update outdated homes prior to moving in, as well as homeowners who want to renovate their spaces to stay put and enjoy their refreshed surroundings.

"We handle design, construction, and even offer financing," George explains. "I want to simplify the renovation process

by leveraging trusted local experts, timeless designs, and a streamlined experience from start to finish. It's a white-glove, all-in-one experience."

### A Background in Strategy and Service

George's business background makes him uniquely qualified to deliver exceptional results. Originally from Chicago, Illinois, George attended Duke University for his undergrad and Wharton for his MBA.

"I worked for over 20 years in leadership roles with major retail brands and consulting for CEOs on strategy, sales growth, and profitability," George notes. "I worked for McKinsey in Chicago for several years and am fortunate to have had the opportunity to serve many recognizable clients."

That extensive experience taught George the value of stellar customer service, a skill that translates perfectly to his own business endeavors today.



“My ultimate goal is to serve the client, whether that’s the Realtor or their homeowner,” George emphasizes. “Renovations can be stressful, but I aim to deliver an excellent experience. I’ve been through the pain of renovating myself, so I completely understand where clients are coming from.”

In fact, George had tackled his fair share of renovation projects before launching Renovation Sells locally.

“I’ve renovated both of the homes we’ve lived in here in Southwest Florida, one in Fort Myers and one in North Naples,” he points out. “I’ve also renovated a few condos while living in Chicago and Columbus, Ohio. I know firsthand how daunting the process can be, and that’s why I’m focused on making the experience easier for everyone involved.”

#### A Trusted Network

George launched Renovation Sells in Naples last November to serve both Lee and Collier Counties. Employee-wise, he’s running the business “lean and mean” for now and recognizes that subcontracting can raise eyebrows for some homeowners, but he’s very intentional about the people he works with.

“I only use subcontractors I’ve personally used in my own home or who were referred to me by people I trust,” he says with pride. “I want my clients to know I’m not bringing random people to work in their homes.”

“ I’VE BEEN THROUGH THE PAIN OF RENOVATING MYSELF, SO I COMPLETELY UNDERSTAND WHERE CLIENTS ARE COMING FROM.”



George Nahra is the owner of Renovation Sells Southwest Florida.

That focus on trusted connections has been key in delivering beautiful, lasting results thus far, and in building George’s reputation as a reliable renovation partner.

But if you ask George what separates Renovation Sells from the competition, his answer is simple: communication.

“I’ve found that one of the biggest pain points in renovations is the lack of communication and transparency,” he continues. “So I take the opposite approach. I’m always available via text, phone, or email. I keep an open line of communication and provide full transparency for everyone’s peace of mind.”

Because Renovation Sells primarily focuses on cosmetic renovations such as floors, paint, countertops, cabinets, lighting, and plumbing fixtures, George’s team can typically complete projects in four to six weeks, depending on the scope of the improvements.

“There’s a lot you can do without pulling permits,” George elaborates. “Cosmetic updates aren’t just ‘lipstick on a pig.’ You can drastically remake a home without permits, and that makes the turnaround faster while still delivering a high-impact transformation.”

#### Family Man

When George isn’t busy helping Realtors and homeowners achieve their renovation goals, he’s spending every spare minute with his loved ones.

“I have a 2-year-old son, Jonathan, so most of my free time is spent with him and my wife, Samantha,” George beams. “We’ll be celebrating our 10th wedding anniversary this October, and as a family, we love going for walks, visiting the zoo, and spending time at the beach.”

George and Samantha moved to Southwest Florida from Ohio nearly a decade ago for George’s work, but he notes the region quickly became home.

“My in-laws have a home in Bonita, and my mom has a condo on Marco, so this area has become our happy place,” he smiles. “We love being here.”

#### Rosy Outlook

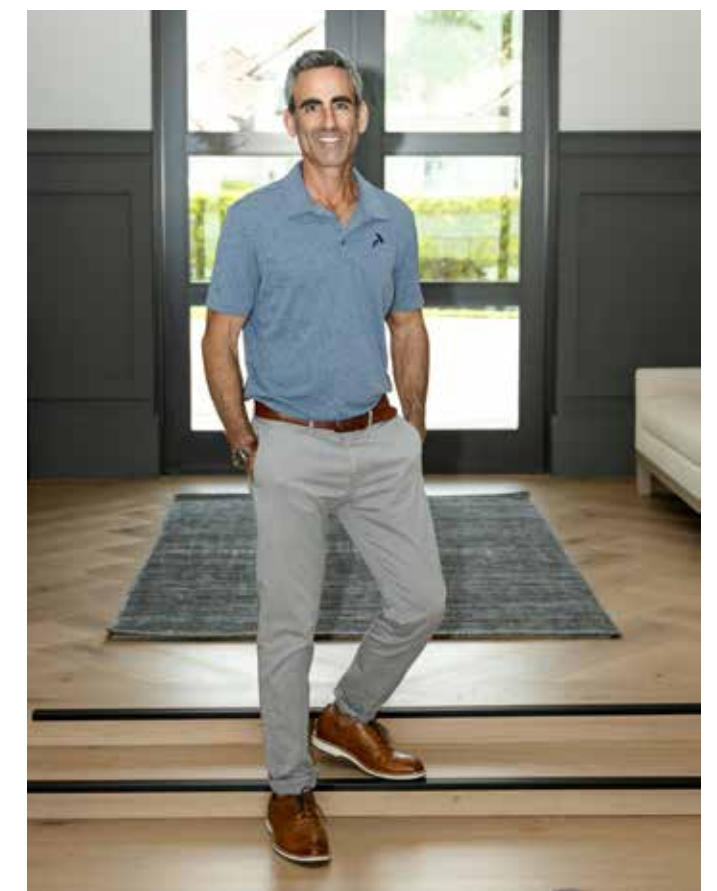
Looking ahead, as George continues to grow Renovation Sells Southwest Florida, his focus remains on delivering consistently excellent results and building meaningful partnerships. He also sees major opportunities for growth in the Southwest Florida market in particular.

“A lot of the homes here lend themselves to cosmetic updates,” he offers. “There are so many homes that have been lived in for 20 or 30 years that are overdue for a refresh. That’s where we come in: we can modernize those homes without the stress of extensive, permit-heavy projects.”

With an increase in available inventory, George believes cosmetic updates are the key to helping homes stand out in the current market.

“Instead of a home sitting on the market for months, a few key updates can get it sold in a matter of weeks,” he concludes. “And we’ll be here to help.”

To learn more, visit [www.renovationsells.com](http://www.renovationsells.com) or contact George Nahra directly at 239-880-2992.





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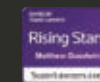


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# Denise CHAMBRE

Celebrating the Milestones BY ELLEN BUCHANAN • PHOTOS BY MICHELLE REED

*“I celebrate the milestones in your life—buying your first home, trading up to your dream home, downsizing when the kids leave, purchasing a vacation property to enjoy with the grandkids, and building a portfolio of investment properties.*

*“I am grateful to assist you in achieving your financial and lifestyle dreams by serving as your lifelong property consultant. Advising you is both a blessing and a passion—it’s what makes my work so rewarding every day.”*

This heartfelt promise to her clients encapsulates what makes Denise Chambre’s long and successful real estate career so meaningful. A licensed REALTOR® since 1999, Denise is a top-

performing Luxury Property Specialist with Keller Williams Realty of Fort Myers & The Islands. She is also a broker associate and one of five partners who helped establish the Keller Williams franchise in Fort Myers 11 years ago.

One of the things that truly sets Denise apart is her deep experience and passion for real estate investing. Not only has she built her own investment portfolio, she also trains other agents on how to invest and how to work effectively with investor clients.

Above all, Denise’s success stems from her unwavering commitment to cultivating lasting relationships. Many of her clients have worked with her on

multiple transactions and confidently refer their friends and family, knowing they’ll be in the best hands.

## **New England Beginnings to Global Adventures**

Denise grew up in Worcester, in Central Massachusetts. She attended Northeastern University in Boston for her undergraduate studies, and later earned an MBA from the University of Louisville.

Her passion for real estate took root early, inspired by her father—a dedicated property investor who acquired homes in both Massachusetts and Florida. “I’ve always just loved looking at property. I’m one of those people who goes to open houses, even if





I’m on vacation,” she says with a smile. That early exposure sparked a lifelong interest in real estate investing. By 22, Denise had bought her first property.

Denise began her career in industrial engineering. She was working in Hong Kong as a consultant when she met her husband, Richard—an English civil engineer—in the Philippines. They bonded over a shared love of boating and yacht racing and were married in Sri Lanka.

#### Becoming a Top Agent

Real estate was always a natural interest for Denise, and she began pursuing it professionally when her children were young—starting part-time before eventually transitioning to a full-time career.

Today, Denise is consistently recognized among the best in her field, regularly earning top producer honors as an individual agent at her brokerage. In 2024 alone, she closed 40 transactions totaling \$30 million in volume. She credits her continued success to her



experience and her intentional focus on building strong, lasting relationships with clients and colleagues alike.

“I think it’s been about building really long-term relationships with my clients so they come back to me time and time again,” she offers. “With some of my clients, I’m on the 10th or 15th transaction with them. About 70 percent of my business is referral-based now. And I try to build those relationships with the Realtors I work with too.”

What Denise finds most fulfilling about her work is the lasting trust her clients place in her. Many of her clients come back again and again, referring their family and friends and even introducing her to the next generation.

“I do feel it’s all really a blessing,” Denise reflects. “It’s a blessing from God to be able to assist people, to be able to help them time and time again, to help their families and their friends.”

#### Teaching Real Estate Investing for Success

Influenced by her father and her own early experience in property investment,

Denise has built deep expertise over the years—knowledge she now shares by teaching fellow agents at her brokerage.

“I teach why, as Realtors, they should be investing in real estate themselves—and also how to work with investors,” she explains.

“A lot of my repeat business comes from investors, and I personally invest in real estate as well,” she says. “I buy and sell, do some flips every year, and also buy and hold properties to rent out. I feel I’m very qualified to help investors because I’m doing it myself.”

Denise’s personal portfolio includes four investment properties—three weekly rental properties and one annual rental. She also helped their oldest son purchase his first home and plans to continue to guide her children into real estate investing when the time is right.

#### Family, Faith, and Adventure

Outside of her thriving real estate business, Denise’s greatest joy is her family. She and her husband, Richard Rowe, have been married for 26 years and have three sons: James, an ER nurse

at Gulf Coast Hospital; Joshua, who is starting at Stetson Law School this fall; and Jack, who is completing his undergraduate engineering studies and an MBA at Notre Dame, and interning with a large property development firm this summer in South Bend, Indiana.

As a family, they love to travel and have explored destinations including England, Egypt, Italy, Israel, Jordan, the Galápagos Islands, and Botswana. “Because we both lived overseas and Richard is from England, we wanted to introduce the boys to different cultures and different places to live. So we’ve traveled extensively with them,” Denise shares.

She and Richard also enjoy cruising. Last year, their adventures took them to Australia, New Zealand, Europe, and on a transatlantic cruise. Even while traveling, though, Denise stays connected to her business, thanks to trusted colleagues.

“You always hear that when you go on vacation, that’s when you seem to get a lot of contracts, and it’s true,” she chuckles. “But I do have close colleagues and referral agents who help



Denise Chambre with clients Sara, Ivan, and Sidka Cernajova

“

**I teach why REALTORS® should be investing in real estate themselves—and also how to work with investors.”**

*Denise Chambré*



me when I'm out of town. I've had to negotiate contracts at odd hours, handle inspection issues, and more—all from a distance. But I do what I need to to keep those contracts moving forward.”

Closer to home, Denise and her family enjoy spending time outdoors walking and hiking in local, state, and national parks.

As Denise reflects on the heart behind her work, she's quick to point to the values—especially her faith—that continue to shape how she serves others. She's a member of Church of the Resurrection of Our Lord in Fort Myers, where she begins most days in prayer.

“I go to daily mass, and I pray for all my clients and for all the Realtors out there. I pray for everybody,” she laughs.

#### **Next Chapters**

Looking ahead, Denise remains focused on what matters most: her family. All three of her sons are engaged to be married, and she's enjoying this new season of helping them get established in their own lives.

“Personally, for me, it's always about my family,” she says. “My 88-year-old mom has been living with us, too, ever since her property was destroyed in the hurricane. So really, it's just about helping my family.”

On the professional front, Denise is aiming to grow her sales volume to \$40 million this year while continuing to guide clients toward their real estate and financial goals. She notes that her background in industrial engineering continues to influence her business practices.

“Industrial engineering is about how to do processes effectively and in a repeatable manner,” she explains—an approach that helps her manage transactions with precision and consistency.

“I'm going to just keep on doing what I've always been doing,” Denise concludes. “I'm happy with Keller Williams, I love my clients, and I'll just continue to serve them.”

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