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Meet The Team

Cover photo by

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PROFILES



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Jason Schneider joined The Federal Savings
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professional with over 5 years of experience in
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With his extensive knowledge and lending experience, he makes sure his clients' financial goals are adhered to. Having closed loans in many states with a multitude of programs with everyone from first time home buyers to experienced investors, Jason will find the right solution. Making sure his clients have a precise understanding of how the home buying process works and setting expectations from beginning to end is a must for all buyers, new and experienced, in this ever-changing real estate market.

Over the years, Jason has spent most of his time in NY and now splits his time in Florida as well. With his wife of over 25 years and children from teenagers to adults, he remains very active in his community. Staying in shape mentally and physically is one of his favorite ways to spend his free time.

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2024

BY THE NUMBERS

Here's What Sarasota & Manatee Top 500 REALTORS® Sold ... 13,478



\$10,768,931,000



TOTAL SALES VOLUME



AVERAGE TRANSACTIONS
PER AGENT:

27



\$ 21,537,862

AVERAGE SALES VOLUME PER AGENT

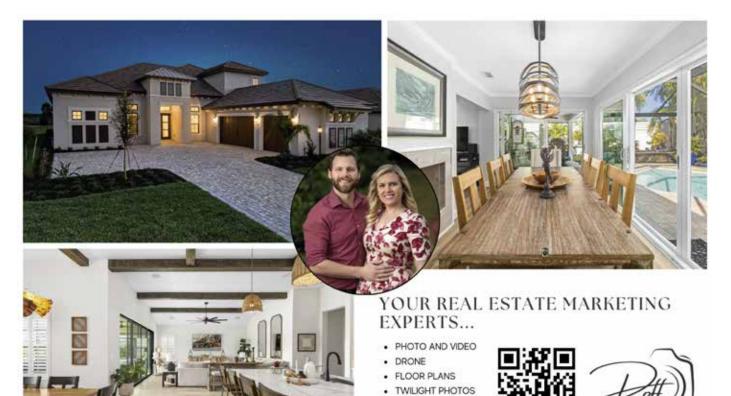
"The heartbeat of Real Producers...

is to elevate the culture of our real estate community by inspiring us to know one another better. When we know one another better, we treat each other better. When we treat each other better, we build trust. And when trust is present, doing business becomes not just a transaction—but an honor."









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As a young, newly married couple, Sheryl and Mark VanDuren had a clear vision for the road ahead. They wanted four children—a boy and a girl, and later, another boy and a girl. They envisioned living near the water in Florida and saw themselves working in real estate. Thirtyfive years later,

Sheryl and Mark are the proud parents of two sons and two daughters—born in their preferred order. They happily live in The Sunshine State, and as the leaders of The VanDuren Group with Michael Saunders & Company, the top-producing real estate professionals consistently rank in the top 1% of agents

in Sarasota and

Manatee Counties.

Mark and Sheryl acknowledge that they prayed for their future, yet when they first met at a water fountain at an Indianapolis YMCA in 1989, they had no idea what was ahead—or how many times they'd move across the country before securing their dream careers.

After marrying in Indiana, the VanDurens embarked on a two-decade adventure that took them to Dallas, Seattle, Portland, Philadelphia, Denver, Austin, and Colorado Springs. While Mark climbed the corporate ladder, Sheryl orchestrated the details of their numerous moves with multiple children, handling the intricacies of packing, scheduling movers, setting up utilities, unpacking, decorating, and more while excelling as a stay-at-home mom. Sheryl's relocation expertise paved the way for a career as a luxury stager and then as a real estate agent.

In 2016, Sheryl earned her license in Colorado.

Meanwhile, Mark had departed the corporate world, and the couple began buying and selling rental properties and loving every minute of it. Mark also became the owner and publisher of two magazines in high-end Colorado Springs neighborhoods. In 2019, he learned about an available Real Producers publication in Sarasota. "Our youngest child had graduated from high school, and for the first time in our lives, we could live wherever we wanted," Sheryl shares. "We sold our house and moved to Florida."

Mark sold his Colorado publications and ramped up Sarasota & Manatee Real Producers, while Sheryl jumped right into real estate, joining a team and building from the ground up. Two years later, she became a solo agent and then joined forces with an up-and-comer—Mark.

Mark has thrived since launching his real estate career in 2021, making their shared vision a reality. "We have come full circle from talking about our dreams to what we envisioned our life would look like," he remarks. Sheryl adds, "We give all the glory to God for our blessings."

Firmly planted in their partnership, Sheryl and Mark are proud of what they've created and resolute in their commitment to stay in their lanes. "We believe in the power of a group, and we collaborate a lot, but we run our businesses differently, and we know our places," Sheryl explains. Still, they help each other, and their clients value getting two agents for the price of one.

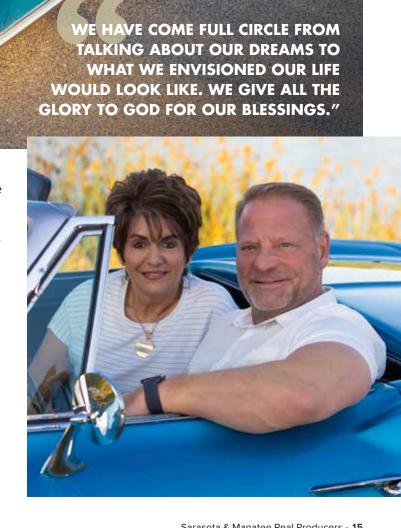
Sheryl's strengths. "Here's the thing about Sheryl," he starts. "She's a nurturer and an excellent listener—she makes deep connections and doesn't let them go. And she does not forget the details. Nothing falls through the cracks." Together, Mark and Sheryl have sold properties

Mark is quick to praise

from \$200,000 to \$4.5 million, and they currently have a \$20 million buyer. Sheryl calls Mark an excellent negotiator, and their Google and Zillow reviews—they've never had bad feedback—speak volumes. Their work has even become somewhat of a family affair, with their oldest son a real estate attorney and his wife a paralegal for him. Their other son is a real estate agent in town.

Mark and Sheryl look forward to one of their daughters moving here in the fall, while their other daughter and three grandchildren still live in Colorado—one of many states they have called home on their journey to making their vision a reality. The early days were challenging, but their hustle has paid off. "I have to tell you that being a stay-at-home mom is hard," Sheryl notes. "But doing a corporate job like Mark did was extremely stressful. He worked hard for our family so I could stay home and raise our kids. His drive and ambition during that time were instrumental in getting us to where we are now."

To think—it all began with a sip of water.



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LPT Realty

STORY BY MADDIE PODISH • PHOTOS BY CORY & MINDY POFF, POFF MEDIA GROUP

Known for his durability on the mound, Josh Roenicke, REALTOR® with LPT Realty, is now applying that same relentless drive to his real estate career. As the son of former Baltimore Orioles Gary Roenicke, Josh grew up with a legacy of big shoes to fill. But his transition from baseball to real estate was about more than talent—it was about the work ethic and adaptability defining top athletes and high-performing agents alike.

Raised in Baltimore with baseball running through his veins, Josh was heavily influenced by his father's career in the majors. After playing football and baseball at UCLA, Josh's path took off when he let go of football to focus only on one sport for the first time, leading to being drafted by the Cincinnati Reds in the 10th round of the 2006 draft. For 15 years (six of those years in the

MLB), Josh played for teams across the United States, Mexico, and Taiwan. The change of scenery was not the only thing that made his career challenging—the separation from his family did, too. The long seasons, the missed birthdays, and the constant travel took their toll, and by 2020, Josh decided to retire at 39, eager to spend more time with his wife, Nikki, and their four kids.

Not knowing what was next and having no real passion for a new career path, his wife suggested he try real estate—a field that offered flexibility and the ability for him to provide for his family. In May 2021, Josh earned his real estate license, diving headfirst into a new world that presented its own obstacles. As expected, the first year was slow for him, while Sarasota's real estate market was booming for seasoned agents. However, he isn't one to shy

away from a challenge. His competitive nature, born from years of adapting to different teams and environments, kept him pushing forward. Through mentorship with Julie Franklin, Josh navigated the steep learning curve of real estate and built his skills in all areas, from showings to closings.

Thinking back to his early days as a REALTOR®, Josh reflects on one of the biggest hurdles he continues to see in newer agents today. "I think we get in our own way a lot early on," he says. "One of those ways is what they call *imposter syndrome*, thinking 'Who am I to handle a million-dollar deal being brand new?' In reality, a lot of times, business comes because they like you, trust you, and want to work with you."

Josh applies the discipline he learned in baseball to his real estate career.





"I always tell former baseball players who are looking into real estate that the industries are similar in a sense," he explains. "When we're in the offseason, we don't have a coach looking over our shoulders. To succeed, we have to stay disciplined and do the work ourselves. The same goes for real estate—I'm at home without a boss, so if I want to succeed, I need to stay focused and disciplined."

In real estate, results drive Josh. His clients know they can count on him to get the job done. He also made a strategic move by leveraging social media to stay top of mind with his network. "I get great feedback on my social media," he laughs. "Even though I need to be more consistent, it has brought me some business just from posting. I also want to be unique with my social media, so I integrate my baseball background—highlighting a pitching moment, then transitioning into a property tour. It's all about standing out and showing a little bit of who I am."

Josh keeps his sphere engaged with a monthly newsletter, blending personal updates with real estate insights. "It's about staying connected and offering value beyond transactions," he says. He's also a firm believer in taking action. "As solo agents, we often overthink and wait for perfection," he explains. "But perfection isn't relatable—just take action and get the ball rolling."

Real estate has given Josh the flexibility to prioritize family life. He can be present for his wife and four kids— Taytum, Desmond, Piper, and Dylan whether dropping off and picking up or attending school plays and sporting

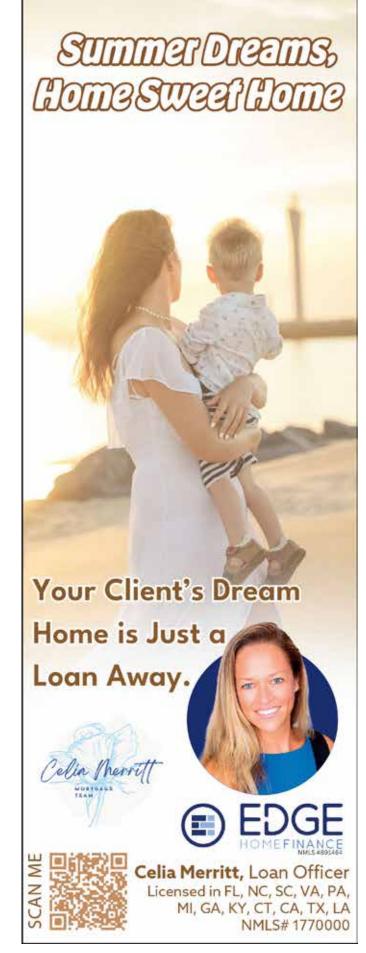
"AS SOLO AGENTS, WE OFTEN OVERTHINK AND WAIT FOR PERFECTION. BUT PERFECTION ISN'T **RELATABLE-JUST TAKE ACTION AND GET THE BALL ROLLING.**"

events. "It's all about managing my time effectively," he says. "I use a calendar and post-it notes to prioritize tasks, knowing once 2:30 p.m. comes around, family time is a priority."

Josh has proactively shared his story with fellow athletes, particularly those nearing retirement. He frequently speaks to former teammates about the opportunities real estate offers as a fulfilling career after sports. Real estate has been a game-changer for him with its flexibility, wealth-building potential, and opportunity for connecting with

people. Josh encourages other athletes to consider this path, knowing firsthand how it can provide financial stability and a renewed sense of purpose.

As Josh focuses on his career, he's transitioning from "Josh the baseball player" to "Josh the REALTOR®."
Eager to make his mark in Lakewood Ranch and Sarasota's real estate scene, he's determined to be recognized not just as a former MLB pitcher but as a trusted agent who's fully dedicated to expanding his expertise and delivering exceptional value to his clients.







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Brunching & Bonding of Design Works

PHOTOS BY MINDY POFF W/POFF MEDIA GROUP

What a morning at DesignWorks in downtown Sarasota! The energy was high, the conversations were meaningful, and the room was filled with some of the region's most successful and dedicated REALTORS®. Many had worked together on deals over the years but had never met in person until now—a powerful reminder that authentic connection is at the heart of real estate.

Collectively, the agents in the room were responsible for more than \$800 million in real estate sales last year. That level of success doesn't come from talent alone—it comes from showing up, learning from one another, and building lasting relationships.

"At Florida Design Works, our customers are our top priority. We believe every project begins by understanding your unique vision and needs. Our dedicated team works closely with you throughout the remodeling process, ensuring open communication and transparency at every step. We're committed to bringing your vision to life with exceptional quality and care."

This event was a testament to the power of bringing professionals together under one roof—especially in a space where design, collaboration, and creativity thrive. And seriously—how did everyone look so polished that early in the morning?

Thank you to DesignWorks for hosting and managing the event so seamlessly. Your hospitality helped set the tone for a truly memorable morning.

We're also incredibly grateful to everyone who joined us—you made the gathering what it was. Thanks to Buddy's Bagels for the delicious breakfast, our Framing and Drink sponsor, A Radiant Property Inspection, and our Gold Level Sponsors, CMSA Architects and Poff Media Services. Your support didn't just make this event possible—it made it exceptional.

Here's to more mornings filled with connection, inspiration, and shared success!











Kirkplan
Kitchen & Bath







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Hank & Mary LOBDELL

A RADIANT PROPERTY INSPECTION

STORY BY JACKI DONALDSON PHOTOS BY ALLIE SERRANO, ALLIE SERRANO PORTRAITS Long before their company earned more than 1,300 glowing reviews, Mary and Hank Lobdell were two real estate professionals unknowingly orbiting each other's lives. Both living in North Carolina, they frequented the same happy hours and were members of the same gym. "We were at the same places, just never at the same time," Hank laughs. An algorithm on Match.com finally connected them.

Mary, originally from Kingston, NY, and Hank, a native of Baltimore, MD, married on July 21, 2006, and just six months later, they dove into business together. Their first company, Capital Commercial Realty, was a bold step into commercial real estate, and they managed more than three million square feet of shopping centers. "He was the dirt dude," Mary says. "He worked with developers, looking for acquisitions, and I leased the spaces."

When the market crashed, the Lobdells pivoted. They moved to Florida in 2012 with a new mission: starting a home inspection company. "Inspections felt like a natural next step," Hank shares. Previously a regional VP managing 5,000 apartment units, he walked properties, looked

for areas of improvement, and evaluated how his team was doing. "I've been through major fires and plumbing emergencies," Hank describes. "I've managed everything from high-rise to garden-style buildings. I've seen a lot in the apartment industry, which was a great primer for a career in property inspections."

In January 2013, A Radiant Property Inspection was born. Hank handled inspections solo for the first 18 months, juggling bookings and walkthroughs until demand pushed him to expand. Mary joined the team, and together, they grew the company from a one-person show into a powerhouse with

seven inspectors and three office staff who shine with enthusiasm. "Our company and the people we hire are excited and happy about their work," Hank remarks as he talks about his inspiration for naming the business. "Our company motto is simple," Mary states. "Be radiant, memorable, and extraordinary. If you're memorable and do an extraordinary job, what more is there?"

That philosophy runs through everything they do. They handle everything from pre-slab inspections to thermal imaging, sewer scoping, air sampling, wind mitigation, WDO, drones, commercial inspections, and







more. They even offer specialized services no other inspection company in the area provides such as Phase One environmental assessments and dock/seawall inspections conducted by their certified scuba divers.

While their services are elite, A Radiant Property Inspection's client care is down-to-earth.

"We tell people we're not a home inspection company," Hank asserts. "We're a customer service company that specializes in home inspections." Mary continues, "We inspect everything from manufactured homes to multimillion-dollar estates, and we treat everyone the same," she explains. Hank's philosophy is simple: "Everyone deserves a home," he declares.

For military families or outof-town buyers, Radiant even provides progress photos and a final video showing a home's journey from slab to completion, and when clients hit financial roadblocks, Radiant offers a no-fee option to defer inspection costs until closing.

That same giving spirit fuels Mary's passion for teaching. She and Hank are licensed by the state of Florida to teach



continuing education (CE) classes for real estate professionals. "We offer 16 different CE classes," she notes. "We go to real estate offices, usually with a sponsor, and teach for free. It's our gift back to the agents who refer us." Mary aims to teach two or three weekly classes and invites agents to contact her for scheduling.

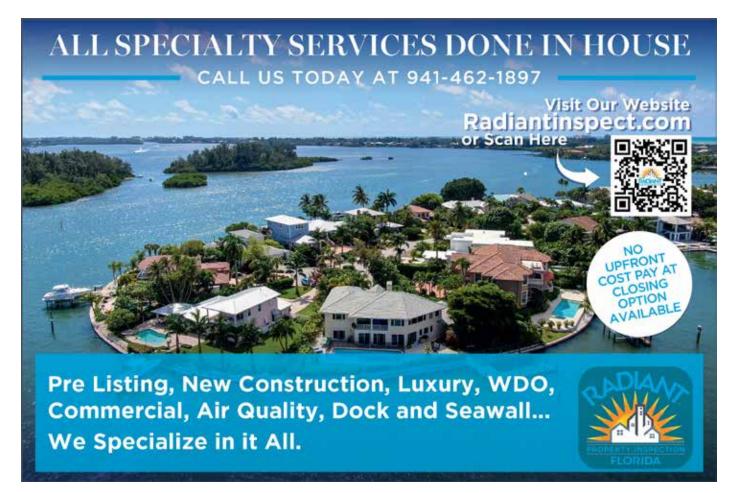
One of the most rewarding facets of Mary and Hank's work is stepping aside and letting their skilled team seamlessly run the day-to-day operations of their successful business. "We are so proud of our team," gushes Mary, who cherishes the time she and Hank have to get away a couple of times yearly. They also adore spending time with their three daughters, two grandsons, and the newest member of the family—a mini Aussiedoodle puppy named Tilly.

A Radiant Property Inspection remains rooted in one simple truth. "Home is where the heart is," Hank comments. "And if you were having heart surgery, would you choose the cheapest surgeon—or the most trusted, experienced one?"

Contact Hank & Mary Lobdell:

A Radiant Property Inspection 941-462-1897 hank@radiantinspect.com radiantinspect.com







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CELEBRATING EXCELLENCE: Honoring Our Top Producers

BY TIM WEISHEYER, 2025 PRESIDENT OF FLORIDA REALTORS®

Success in real estate doesn't happen by chance. It's the result of tireless dedication, exceptional service, and an unwavering commitment to our customers, clients, and community. As the voice for real estate, Florida REALTORS® has created an exclusive opportunity to recognize and celebrate the outstanding achievements of our top-producing real estate agents—professionals who consistently raise the bar and set the standard for achievement in our industry.

Your results speak volumes. You've navigated a competitive market and earned the trust of countless buyers and sellers who count on your expertise. Over the past year, your performance exemplifies what we stand for as Champions for the American Dream—champions for our real estate entrepreneurs and your continued business success.

Like you, we know staying at the top requires more than past success—it demands continual growth, adaptability, and a passion for learning. In a fast-changing industry, the most successful REALTORS® are those who keep evolving, refining their strategies, and embracing new ideas.

That's why we're thrilled to invite you to the Florida REALTORS® Convention & Trade Expo, where opportunity meets inspiration. In addition to being the largest real estate conference and expo in Florida, this year's event features an exciting keynote address by none other than Marcus Lemonis, entrepreneur, investor, and star of The Profit. Known for his sharp business insights and people-first approach, Marcus will share powerful lessons on leadership, resilience, and growing your brand in an ever-changing world.

Watching Marcus Lemonis on television is insightful, but hearing him live is an entirely different experience. Feel the energy, absorb the practical wisdom tailored for professionals like you, and gain actionable strategies you can implement immediately. Seeing Lemonis live is more than just hearing a speech; it is an investment

in a new perspective on how to grow and scale *your* real estate business.

Exclusive, private reception for Real Producers only!

Additionally, you are personally invited to join me and the Florida REALTORS® Leadership Team for a private reception exclusively for Real Producers. The reception will bring together the best of the best from around the state of Florida and provide incredible networking opportunities to grow your reach, expand your business, and collaborate with some of the most innovative minds in real estate. Just use the QR code to register.





Tim Weisheyer is broker-owner of Dream Builders Realty and dbrCommercial Real Estate Services in Central Florida and is the 2025 president of Florida REALTORS®.





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