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Total Volume

\$5.5  
Billion  
Sold Volume

8132  
# of Buyers Served

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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  
per Agent

18  
Average # of Listings  
per Agent

16  
Average # of Buyers  
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- While most people remember to stock up on food and water, it's crucial to also consider medical supplies and essential items for pets, children, and the elderly.
- Take proactive steps now to prepare your property. Trim trees, secure fences, extend gutters, and address water grading issues. Any existing water pooling can lead to flooding during a storm.
- Consider taking a first aid course to familiarize yourself with vital emergency techniques, including CPR and bleeding control, to better handle unexpected situations.
- In the event of a storm, traveling to loved ones' homes may not be safe or feasible. Prepare a communication plan that includes alternative options like FRMs and GRMs radios, which continue to function even if cell phones and Wi-Fi are down.
- Buy: Quick Dam bags, water activated sand bags, flameless candles or lanterns (never use a real flame inside your house during an emergency), have a reliable first aid kit, WaterBOB or a bathtub storage for emergency drinking water.

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# Cheryl Thompson

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Built Her Business on Relationships and Referrals

WRITTEN BY ELIZABETH MCCABE

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On the way to success, you can't forget those who have helped you along the way. Without encouragement or referrals, many Top Producers wouldn't be where they are today. Cheryl Thompson with RE/MAX Realty Unlimited has a heart of gratitude for all those who have helped her succeed in real estate. She rewards referrals with handwritten notes, gift cards, and dinners. Appreciating those who have helped her only paves the way for more referrals.

## A Hard Worker At Heart

In addition to recognizing those who have helped her, Cheryl has a stellar work ethic, which has also caused her to soar in real estate.

"Hard work pays off," says Cheryl.

Cheryl has always had an entrepreneurial spirit. She and her husband have been self-employed since they got married, initially running an ecommerce business. During the housing crash of 2007, Cheryl got her real estate license but chose not to pursue it at the time due to family obligations. She planned to revisit real estate one day.

However, in 2020, life took an unexpected turn when COVID-19 impacted their business. Cheryl, a stay-at-home mom at the time, saw an opportunity to finally dive into real estate. Encouraged by her husband, she completed an online real estate course in just two and a half weeks, earning her license in November 2020. She started her career with Berkshire Hathaway and had her first listing by March.

The early days weren't easy. Balancing a newborn and a new career was challenging, and at one point, she considered switching to referral status. But her broker saw potential in her and encouraged her to push forward. By her second year, she had closed \$12 million







in sales and realized she had outgrown her brokerage. In the spring of 2022, she joined RE/MAX Realty Unlimited, where she has since doubled her business each year.

Fascinatingly, she doesn't even have a transaction coordinator. "They don't get it done fast enough," she laughs. A self-described control freak, Cheryl has made a name for herself in Tampa Bay.

#### Relationships Matter

Cheryl credits much of her success to the power of relationships and referrals. "I don't buy leads—I hate them. My business is built on my reputation and the connections I've made."

A strong presence in her local community has played a huge role in her success. As an active PTA member and class mom for

both of her daughters, she's organically grown her network. Many of her clients come from referrals, past clients, and repeat business. "People Google me, they see my reviews, and that builds trust."

Her husband, Chris, became licensed a year and a half ago and now plays a vital role in the business, assisting with buyers and sellers, hosting open houses, and minor handyman tasks for clients. Cheryl also recently brought on a buyer's agent to support their growing team.

Last year, Cheryl sold over \$20 million in real estate, excluding new construction. "Consistency is the secret to my success." She consistently shows appreciation to those who refer her business. "We can't do this without our people—our cheering squad," she smiles.

“ ”

I don't buy leads—I hate them. My business is built on my reputation and the connections I've made.







Going the extra mile for clients is second nature to Cheryl. From cleaning homes before photoshoots to ensuring every detail is perfect, she takes pride in delivering top-notch service. “When I sit down with a seller, I make sure they know I will take care of everything. That trust leads to referrals, and the cycle continues.” She genuinely cares, which makes a tremendous difference in today’s world.

### Family, Fun and the Future

Outside of real estate, Cheryl and her family love taking trips to Disney World with her two daughters, Kendall and Isla, and enjoying quality time together. She also stays deeply involved in her daughters’ school activities, even funding their end-of-the-year field trips. “My calendar

looks like a crazy person’s, but I wouldn’t have it any other way,” she laughs.

As for the future, Cheryl has big goals. She’s mentoring an 18-year-old new agent, delegating more to Chris, and focusing on continuous growth. “If I keep pushing myself out of my comfort zone and doing hard things, the sky is the limit.”

Her biggest motivation? Setting an example for her daughters. “I want them to see that hard work pays off. If something is scary, we do it anyway until it becomes easy.”

With gratitude, determination, and a relentless work ethic, Cheryl Thompson continues to build a thriving business—one relationship at a time.



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WRITTEN BY ELIZABETH MCCABE  
PHOTO CREDIT: B. LIVELY IMAGES

# HEATHER HARRIS

*Wishes She Had Started Real Estate Sooner*

“I started real estate back in 2015,” recalls Heather Harris with Coastal Properties Group International. “If I would have known how great it was, I would have started in my 20s!” *She laughs, reflecting on her path to success. Real estate, it turns out, is in her blood.*

Before becoming a real estate agent, Heather managed her ex-husband’s pest control company, handling everything from HR to background checks. But when she decided to make a career change, she found herself drawn to real estate.

“I was planning to get divorced and needed to do something different. I had always loved real estate—different styles, different architecture—so I decided to dive in,” she comments.

Heather’s first six months in real estate were a whirlwind. “I closed three or four



transactions right away. After that, I was off to the races!” Heather has lived in the area she services her entire life, giving her a deep knowledge of the community. “I know this area inside and out,” she says. Her parents owned six rental properties growing up, and Heather and her three siblings were often roped into helping with renovations. “I was free labor!” she jokes. “We even added a second story to our home. That’s when I really fell in love with real estate.”

For Heather, the appeal of real estate is twofold. “I love the freedom to create my own schedule and the discipline it takes,” she explains. But it’s not just the logistics of the job that drive her—it’s the people. “I truly, honestly love meeting people, listening to them, and helping them solve their problems, whether they’re buying or selling.”

**Catering to Clients**

Heather’s personal experience buying her first home in 2011—an arduous short sale process—motivated Heather to become the hands-on agent she is today. “The short sale took six months, and the agent was not very helpful. It was a nightmare.” That experience shaped her commitment to her clients.



“When I started in real estate in 2015, I made it a point to set myself apart. I explain the entire process to my clients, whether they’re buying or selling. My goal is full transparency and disclosure, and I’m very hands-on.”

Despite the trend of building real estate teams, Heather prefers to handle things herself. “I don’t have a team. I’m a bit of a control freak, and I was once on a team with a very successful agent who didn’t always attend to her clients personally. I promised myself that I would always be there for my clients.” Heather takes pride in handling every detail, from paperwork to working closely with lenders, insurance companies, and inspectors. “I’m very







**"I'M VERY PROUD OF THE WORK I DO WITH WOMEN WHO ARE REBUILDING THEIR LIVES."**

Heather is also active in working with women who are recovering from trauma, a cause that is close to her heart. "I'm very proud of the work I do with women who are rebuilding their lives," she comments. It's incredibly rewarding to see women come out on the other side and take charge of their lives.

#### Loving Life and Real Estate

"I love this job," Heather says with a smile. "For me, it's all about helping people."

Heather found the right profession with her skillset. She loves real estate as well as the people she serves. As she says, "Everyone has a story. There's a reason why people are buying and selling."



involved in getting everything from point A to point B."

Honesty and transparency are at the heart of Heather's approach. "I encourage my clients to ask questions and ensure they understand the process. I'm not afraid to have the hard conversations." She emphasizes the importance of realistic pricing: "I will not overinflate a home's value. My goal is to help you sell your home for the most money possible."

#### Family, Fun, Faith

Outside of work, Heather is a devoted mother and grandmother. "I'm single

and have two daughters, ages 28 and 22, and three beautiful grandsons, ages three, two, and one. I love my grandchildren, and any time I can spend with them, I do."

When she's not spending time with family, Heather finds solace in nature. "For fun, I drive to the mountains in North Carolina, rent an Airbnb, put on my hiking boots and backpack," she comments. Hiking is one of her favorite pastimes. At the end of August, she even went hiking at Glacier National Park. "I thoroughly enjoy being out in nature," she comments. Kayaking and running are also on her list of outdoor passions.

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# Crystal Littlefield

*Unlocking Doors to Destinies with Floridian Shores Realty*

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

Homeownership isn't just about property – it's about possibility. Crystal Littlefield, Broker and Owner of Floridian Shores Realty LLC can attest to that truth. Her personal journey, professional path, and spiritual mission intersect to create a vision centered on unlocking opportunities for others.

## From Ohio to the Sunshine State

Born in Dayton, Ohio, Crystal grew up in Lexington, Kentucky area, where she spent the first 37 years of her life. She built a career in purchasing and government contracts, a field that prepared her for handling real estate transactions with precision. Alongside her professional life, she was deeply engaged in ministry in her local community, even traveling to South Africa for several months for speaking engagements.

In 2017, life took a surprising turn. After accepting a job within Danaher, a Fortune 500 company, at Mammotome in Cincinnati OH, Crystal accepted a promotion and relocated to New Port Richey, Florida to their division of Pall Aeropower an Aerospace and Defense company. The move brought her closer to a newly discovered branch of her family—a revelation that filled a void she didn't realize she had. "I always thought my mother was an only child," she recalls. "After her passing, I discovered an entire family I never knew existed. Meeting them changed everything."



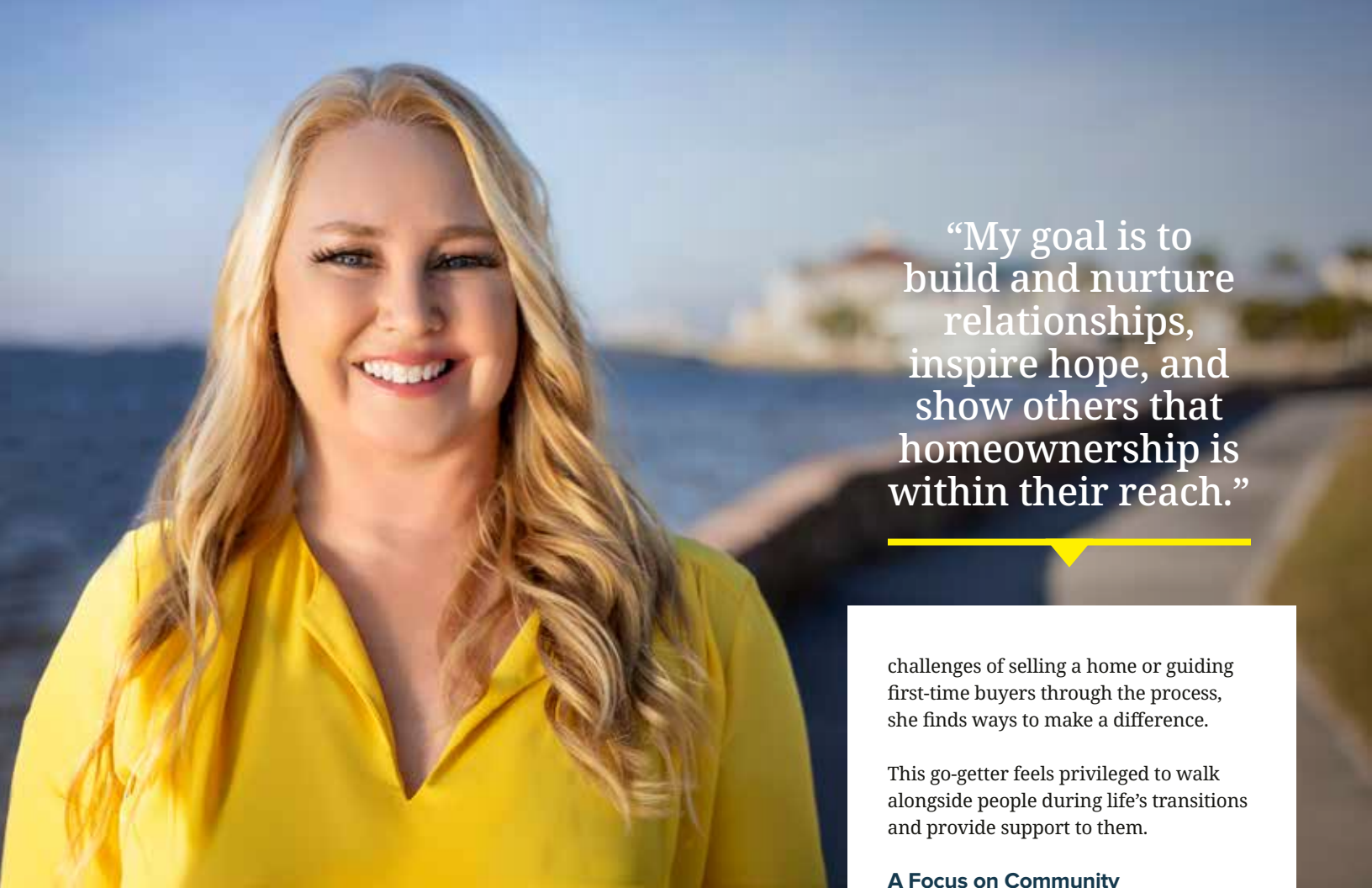
## A Leap of Faith into Real Estate

Though initially focused on her corporate career, Crystal's relocation to Florida planted the seeds for her real estate journey. A long-distance relationship with her now-husband, Timothy, who worked in education and investments, sparked her interest in obtaining her real estate license. "At first, I wasn't looking for a full-time career in real estate," she admits. But once she started, it became her passion. The idea for property management was planted while she was in Ohio. Little did she know that years later, this idea would come to fruition with her husband by her side.

Crystal's real estate career took off quickly. She began at eXp Realty, where her skills in analyzing contracts and finding solutions proved invaluable. Soon, she realized her calling: helping people achieve homeownership, especially those who never thought it was possible.

"I grew up in poverty, where owning a home seemed out of reach," Crystal says. "Now, I connect clients with lenders and resources to make their dreams a reality." Her mantra, "Unlocking Doors to Your Destiny," reflects this mission.





“My goal is to build and nurture relationships, inspire hope, and show others that homeownership is within their reach.”

challenges of selling a home or guiding first-time buyers through the process, she finds ways to make a difference.

This go-getter feels privileged to walk alongside people during life’s transitions and provide support to them.

**A Focus on Community**

Crystal’s commitment extends beyond her clients. She and Timothy coach their son’s T-ball team, where she serves as an assistant coach. Timothy is also the president of their HOA, while Crystal contributes by managing architectural changes.

The couple’s deep roots in the Hudson/New Port Richey area fuel Crystal’s passion for empowering residents. “Many people here, with the right guidance, they can achieve what they never thought possible,” she says.

**Looking Ahead**

As Floridian Shores Realty continues to grow, Crystal remains focused on making an impact. “God has been faithful through every challenge and transition,” she reflects. “My goal is to build and nurture relationships, inspire hope, and show others that homeownership is within their reach.”

For Crystal Littlefield, unlocking doors isn’t just about real estate—it’s about opening pathways to new beginnings, brighter futures, and destinies fulfilled.

**Building Floridian Shores Realty**

In 2023, Crystal took another leap of faith and launched Floridian Shores Realty LLC. As a Broker, she currently manages one agent and oversees around 15 properties through her property

management division and still growing. This addition to her business was born out of necessity.

At her previous brokerage, she didn’t have the option of offering property management. Now she can provide comprehensive service to clients, which is an asset to her clients.

Crystal’s husband, Timothy, plays an active role in the property management side of the business. Together, they balance their professional and personal lives, including homeschooling their six-year-old son Kaiden. “We’ve created a special learning space for him in the office,” she says. “Whether we’re at the office or in the car, he’s part of our day-to-day.”

**A Ministry in the Marketplace**

For Crystal, real estate is more than a career—it’s a ministry. “In Kentucky, I was active in pulpit ministry, but now, my ministry happens in the marketplace,” she shares. Whether helping a family navigate the emotional



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# JASON NICHOLAS

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BY DAVE DANIELSON

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That's exactly the kind of experience you can expect when working with Jason Nicholas, Operations Manager at SCM Roofing, and his dedicated team.

"I really enjoy helping homeowners," says Jason. "You wouldn't believe how many jobs we get just because we actually answer the phone. It seems simple, but it makes a big difference."

"I love being out in the field, meeting people during stressful times, and finding the best way to work with them based on their individual needs."

### Built on Experience

With a solid background in construction, Jason's career naturally evolved into roofing. His journey took shape when he met Scott, who would become both his business partner and close friend. Together, they built a construction company before branching out—Scott now runs SCM Construction of Florida, while Jason leads SCM Roofing.

Today, Jason works alongside a talented and growing team, including his wife Samantha, who serves as Office Manager. They're joined by a secretary, a crew of skilled sales reps, and hardworking roofing teams.

SCM Roofing's services have steadily expanded.

"When we started out, we focused on reroofing shingle roofs for residential properties. Over time, we shifted more toward metal roofing," Jason explains. "Insurance companies started requiring shingle roofs to be replaced more frequently, so we adapted."

Tile roofs have also become a key part of their offerings, and the company now manages a robust commercial portfolio as well.

### Valued Partnerships

One of Jason's top priorities is building strong partnerships with local REALTORS®.

"That's been a focus for me since taking on a leadership role," he shares. "REALTORS® are the ones working directly with homeowners. If a trusted REALTOR® recommends us, that means a lot to the client. We're proud to have relationships with about 100 real estate partners."

SCM Roofing is known for going the extra mile—protecting clients not just with quality workmanship, but with thoughtful service. For example, they offer the option to pay for roofing

work at closing, giving clients peace of mind during the selling or buying process.

They also provide in-house financing, helping homeowners find payment plans that work for their budgets. Teachers, military members, and first responders can also benefit from special pricing—a small way to give back to those who serve.

### Doing What's Right

As a certified GAF System Master Elite Contractor, SCM Roofing is recognized for top-tier quality. But Jason is quick to point out that not every situation calls for a new roof.

"People often think they need a full replacement, but that's not always true," he says. "We always explore every option and give the most honest advice possible. That way, we become a trusted resource they can return to."

As their motto says: "We protect your most valuable investment one nail at a time."

### Life Beyond the Ladder

When he's not on a roof or the phone with a client, Jason enjoys downtime with his wife Samantha, who he credits as a key part of his personal and professional life.

"She keeps everything in balance," he says. "She has such a calm approach and is a huge reason for our success."

A Brandon native, Jason enjoys golfing, fishing, and spending time with their golden doodles, Emmitt and Eleanor. He's also passionate about staying active in the local community.

With a foundation built on trust, reliability, and genuine care, Jason and the SCM Roofing team are committed to doing right by every client.

"We're not perfect," Jason says. "But when you call us, you become our priority. We'll be there when you need us—and we'll always have your back."

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# Karina Bell

HAS SOARED IN TAMPA BAY REAL ESTATE LIKE NEVER BEFORE!

WRITTEN BY ELIZABETH MCCABE  
PHOTO CREDIT: ALLIE SERRANO OF ALLIE SERRANO PORTRAITS, LLC



"I've never sold real estate in a city this big," says Karina Bell. "I was super scared, because I didn't know anyone." However, Karina is a driven and determined woman, eager to make her mark in the industry.

"I joined the right brokerage, and I'm forever grateful," she comments. Karina works at 54 Realty, a boutique brokerage with 80 agents, where she received exceptional training and tasks that set her up for success. In Florida, she obtained her real estate license just 2 years ago and has since built a thriving career. Best of all, she loves what she does.

## A Journey Across the Globe

Originally from Germany, Karina moved to New Mexico in 2006. It was there that she was recruited into real estate by a broker's mother, who believed

she had the perfect skill set to excel in the industry.

"In Germany, you don't switch careers; you stay in one until you retire," she explains. However, after having lunch with the broker and his team, she decided to take the leap. Karina got licensed and spent her first two years as an assistant, handling client relations and paperwork. Eventually, her mentor encouraged her to step out on her own.

From 2007 to 2013, Karina worked as a real estate agent in New Mexico. However, life as a military spouse led to frequent relocations—from North Carolina to Colorado, South Korea, and back to Germany. In Germany, she continued working in real estate but in a completely different market where buyers pay all broker commissions.

When her husband, Desmond, a meteorologist for the military, was approaching retirement, Karina faced a decision. "I told my husband, 'I will only get my real estate license if we retire in Tampa.' I didn't want to put in all the work just to move again." Once Desmond retired, she dove back into real estate and chose to join a team to gain momentum, which was a smart choice.





“I interviewed 15 to 20 teams,” she says. “I loved 54 Realty because, while I was part of a team, no one knew—I advertised myself and built my own business.” By September 2023, Karina was licensed, completed her training by December, and hit the ground running in January. She sold 32 houses in her first year.

**Building a Niche and a Reputation**

Karina specializes in working with military families. “As a military spouse, I know what military families go through. I help them with sight-unseen purchases and relocation. I do everything possible to make their transition smooth.” Many of her clients find her through social media, where she shares valuable insights and personal experiences.

Initially working with brokerage leads, Karina transitioned to a hybrid model in October, allowing her to work her own leads and earn better commission splits. “I had planned to spend two years on a team, but I worked so hard I was able to accelerate the process.”

**The Secret to Her Success**

Karina attributes her success to discipline and dedication. “I treat real estate like a business. I take my kids to school, start work at 7:30 a.m., and rarely take days off. My clients know I’m always available.” She also believes in the power of connection. “I find something in common with every client—whether it’s military experience, love for horses, or cultural background. It builds trust.”



**Family and the Future**

While real estate is her passion, Karina’s heart belongs to her family. “My kids are my life. Everything I do is for them.” She and Desmond have three children: Carter, a soccer-loving son and two strong-willed daughters, Brielle and Alina. “Sunday mornings are sacred family time—soccer games, horseback riding, beach trips, and amusement parks.”

Looking ahead, Karina hopes to mentor new agents. “When I was an assistant, I learned from the best—one was an expert negotiator, and the other was incredibly caring. I combined those skills, and now I love teaching others. One day, I’d like to build a team with the same model as 54 Realty—to help agents elevate their business and create sustainable careers.”

From an uncertain newcomer in Tampa Bay to a thriving real estate professional, Karina Bell has truly soared, proving that determination, discipline, and the right mindset make all the difference.

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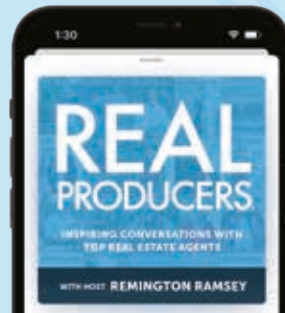
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BY ELIZABETH MCCABE  
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# Three Great Companies from the Name You Trust!

*FBI Group Expands from Inspections to Home Repair Services, and Home Watch*



When it comes to the homes your clients buy, sell, and manage, trust isn’t optional—it’s essential. That’s why real estate professionals across Florida turn to **FBI Group**, a name synonymous with reliability, responsiveness, and results.

Locally owned and operated, FBI Group has grown from a premier inspection provider into a full-service trifecta with the addition of **FBI Home Services** and **FBI Home Watch**. Together, these three divisions offer an unmatched level of care for homeowners, buyers, sellers, and agents alike.

“We’re locally owned and operated with a personal touch,” says Dustie Amatangelo, General Manager of Florida Building Inspection Group, who has helped shape the company’s reputation for excellence.

**It Begins with Inspections—and a Commitment to Clarity**  
Founded in 2013 by licensed General Contractor **Tom Frey**, FBI Group quickly became known for its meticulous, customer-first approach to home inspections. The team’s deep experience and responsiveness have made them a favorite among agents and clients navigating the buying or selling process.

But the vision didn’t stop at inspections.

**FBI Home Services: Stress-Free Repair Solutions**  
Recognizing a common need among real estate agents and homeowners—getting

timely, trusted repairs done to close the deal—FBI launched **FBI Home Services** in March 2023.

“After inspections, someone always needs repairs to keep the transaction moving,” explains Dustie. “We thought, why not make that step seamless?”

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“It’s like hitting the easy button,” Dustie adds. “We take care of it all so you can focus on closing the deal.”

**FBI Home Watch: Peace of Mind While You’re Away**  
Just in time for snowbird season, FBI Group launched **FBI Home Watch** in October 2023. Designed for seasonal residents or those with vacant properties on the market, this service offers scheduled visits to ensure homes remain secure, operational, and damage-free.

Weekly, bi-weekly or monthly check-ins include monitoring for break-ins, leaks, AC issues, and lawn or pool service

failures. The team even offers oversight during emergencies or vendor access while the homeowner is away.

“We’re even helping agents with vacant listings—making sure the property stays in show ready condition in the case on a absentee owner,” notes Dustie.

**“We’re locally owned and operated with a personal touch.”**











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With more than 50,000 inspections completed and over a decade of trusted service, FBI Group remains privately owned, independent, and in touch with the communities it serves. Every decision is made in-house—not by a corporate board—and always with the client in mind.

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#### Listening to the Market—and Answering the Call

What truly sets FBI Group apart is their proactive approach to community needs. When a property management company recently requested **lead testing**, a service that now requires certified professionals—FBI stepped up and added it to their offerings.

“We’re not here to reinvent the wheel,” says Dustie, “but if it makes sense and it helps our clients, we’ll make it happen.”




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# Former Social Worker Lands Job of Her Dreams in Real Estate

BY ELIZABETH MCCABE  
PHOTO CREDIT: ROB HORNE OF IMPRESSIVE PERSPECTIVE

Meet Bianca McRee, a dynamic agent on the Judi Pobst Team with Keller Williams Realty. In her fourth year of real estate, Bianca's journey from social work to becoming a top-performing real estate agent is both inspiring and impressive.

Before diving into real estate, Bianca was a dedicated social worker. Her husband, a turbine builder who traveled frequently, also made a significant career change into the real estate world. Together, they are now part of the #2 team in the Keller Williams Palm Harbor Market Center, an honor and privilege Bianca holds dear.

Bianca's transition from social work to real estate wasn't immediate. Her husband, who initially didn't have a team, pursued her for a year, urging her to



leave social work and join him in real estate. At that time, Bianca was taking care of veterans with substance abuse and trauma issues, building strong relationships and honing her people skills. Eventually, she decided to take the leap, bringing her compassionate approach to her new career.

Their first year in real estate was a whirlwind, with both of them working 80-hour weeks while Bianca was pregnant. They wore many hats—marketers, transaction coordinators, and lead generators—realizing the need for a team to manage the workload. After starting at Coldwell Banker and

moving to a small boutique brokerage in Clearwater, they found their true calling with Keller Williams, thanks to a serendipitous encounter with Judi Pobst at her local winery, Grape Expectations.

## A Chance Encounter

"I had an idea to make my own wine as gifts for my clients and went over to the local winery," says Bianca. When the woman who ran the shop wasn't there, Bianca called the number posted on the front door and it was Judi. "She wanted

to come meet me," smiles Bianca. "Judi is a big name and a wonderful woman." Bianca knew that it was an answer to prayer that their paths crossed and soon she joined Judi's team. She couldn't be happier.

Judi's influence has been transformative for Bianca. Keller Williams' support and training have elevated her skills, leading to an impressive increase in her conversion rates from 50% to 90%. Bianca's passion for real estate shines through in







ability to be conscientious, sensitive, and an active listener has been invaluable.

#### Juggling It All

Balancing work and family, especially with their 2-year-old daughter Hazel Grace, has its challenges. Hazel, affectionately dubbed the future CEO of Keller Williams, even participated in a photoshoot as a future broker/owner. Bianca emphasizes the importance of maintaining a positive outlook and embracing the fun in life, including her passion for CrossFit.

Bianca's journey to motherhood was also marked by resilience. After seven years of infertility and two years of focusing on her health, she wanted to help others.

"I am a huge advocate for women's health," she shares. Her new podcast, "Fertile Beginnings," provides support and shares her experiences with IVF and a healthy lifestyle. Bianca's commitment to a holistic, animal-based diet has transformed her health, and she's eager to share her knowledge and journey with others.

#### The Power of Perseverance

In every aspect of her life, Bianca McRee embodies determination, compassion, and a relentless pursuit of excellence. Her story illustrates the power of perseverance and the incredible possibilities that await when you follow your dreams.

her work, and she feels like she's not just working but genuinely enjoying her career.

"It has taken me as an individual to new heights and to new levels. I truly learned skills that I never learned in college or in social work," she says.

#### A Fulfilling Career

In addition to residential real estate, Bianca is exploring KW leadership options, commercial real estate, investment properties, and flips. Her growth in various areas of real estate speaks volumes to Keller Williams' comprehensive support system.

The couple operates as individual agents on the



same team, balancing their business while maintaining their unique strengths. Bianca attributes her success to a strong mindset, a skill she developed as a social worker. Real estate, much like social work, involves navigating emotional situations and understanding clients' diverse needs. Her



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FROM THE DESK OF THE PRESIDENT:

# “Florida and Florida’s Real Estate Market Remain a ‘Bright’ Spot in the USA”



BY TIM WEISHEYER, 2025  
PRESIDENT OF FLORIDA REALTORS®



The spring housing market is in full swing and there are three things that continue to impact Florida’s residential real estate sector: Inventory, interest rates and life events. As we break down the status of the market, the future outlook is probably stronger than some of us think after the drop in sales during the first quarter compared to this time last year.

Inventory has finally rebounded in Florida, not since 2012 has there been so much product for our members to sell, according to Florida Realtors® housing data. The condo market is now officially a buyer’s market and the single-family home market is close to it as well. Increased inventory means increased opportunities for buyers at all levels to analyze their needs and wants, and find the property that is right for their home.

Although many hoped for a decrease in interest rates, they are holding steady between 6% and 7%. We know that a large number of potential buyers are sitting on the fence with a 2% to 3% interest rate on their current home and are hesitant to make a move. However, with more choices out there, buyers are starting to pop up – it’s just taking a little longer than what we’ve seen previously.

One of the many benefits of being a Florida Realtor is having access to comprehensive market data and our renowned research department. Recently, Florida Realtors Chief Economist, Dr. Brad O’Connor, shared, “When rates do eventually fall, as they enter the 5% to 6% range, it’s likely that inventory will be absorbed fairly quickly and prices will start to get bid upward again. So, buyers who wait for lower rates may still face affordability challenges from higher prices,

and on top of that, will have less selection available.” As real estate professionals our market knowledge and expertise will be invaluable to buyers as they seek to make these important home buying decisions.

Let’s also remember that even with higher interest rates and as some buyers sit on the fence, life happens: Babies are born, couples get married, job relocations occur, promotions and pay increases are earned, and sadly people pass away and relationships transition. These factors are life events that trigger a home sale or a purchase – and Realtors® are always ready to help a family transition to the next stage in their lives.

According to the National Association of Realtors® (NAR), in a two-year period there can be as many as 7 million new-born babies, 3 million marriages, 4 million net new jobs and 50 million job switches alone. As Realtors we have the honor of supporting Americans as they navigate all of these, and more, changes in life.

As we move through the Spring and Summer selling season, let’s always remember we do so much more than sell real estate - we help individuals and families with their largest investment, we guide them to building stability and long-term financial wellness and serve as cornerstones of our communities.

For more statistical information or access to Sun Stats – Florida Realtors’ proprietary tool designed to help Realtors better understand their markets and easily use their local data with their customers - please visit [www.floridarealtors.org](http://www.floridarealtors.org).

*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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# Brenda Bianchi Supports Give Kids The World Village

WRITTEN BY  
ELIZABETH MCCABE



In real estate, making a difference extends beyond closing deals and finding dream homes. For Brenda Bianchi and her team at Your Home Sold Guaranteed Realty, it’s also about giving back to the community and supporting causes that transform lives. One such cause close to Brenda’s heart is Give Kids The World Village, a remarkable organization that provides magical experiences for children with critical illnesses and their families.

### A Magical Haven for Families

Give Kids The World Village is an 89-acre, whimsical resort in Central Florida that offers an unforgettable experience for children facing serious illnesses and their families. The Village creates a dreamlike atmosphere where children can escape the realities of their medical conditions and enjoy a week of pure joy and fun. Facilities are 100% wheelchair accessible

Brenda began supporting this charity last year and was deeply moved after touring the Village. “It feels like Disney,” she said, describing the enchanting environment designed specifically for children. The resort features rides tailored for children with disabilities, storybook-like homes, a theater, and even an ice cream stand, ensuring every detail contributes to a magical experience.

### Creating Lasting Memories

The impact of Give Kids The World Village is profound. Each child receives the master suite in their own fairy-tale cottage, and every night, the Village organizes special events such as Stellar’s Star Search In Julie’s Safari Theater Once Upon A Village Party at the Park of Dreams Pool, Silly Science Spectacular in The Hoppening Place, and the Big Splash Bash Pool Party at the Park of Dreams Pool. These thoughtful touches ensure that each day is filled with unique, joyous moments.

The gift of \$7500 helps to Make A Wish Come True. “A donation of \$7,500 covers the cost of a once-in-a-lifetime wish experience. The magic you help create goes far beyond a magical vacation, you are helping us offer the families the gift of a wonderful time – time away from the burdens of doctors’

appointments, hospital stays and a chance to rediscover the joys of simply being happy together.”

### A Legacy of Service

Since its inception in 1986, Give Kids The World Village has welcomed over 193,000 families from all 50 states and 77 countries. They have been a 4 star charity for the past 16 years and \$0.93 of every \$1.00 goes toward the program.

Brenda’s contribution helps ensure this incredible service continues, providing joy and respite to those who need it most. The Village’s commitment to making dreams come true for critically ill children aligns perfectly with Brenda’s passion for helping others, especially children.

### A Personal Commitment

As a grandmother of ten and great-grandmother of three, Brenda’s passion for supporting children’s charities is deeply personal. “We wanted to do everything we could for children,” she shares, emphasizing her dedication to making a positive impact. Through her ongoing support of Give Kids The World Village, Brenda is making a tangible difference in the lives of children and their families.

### Inspiring a Better World

In real estate, success is often measured by numbers, but for Brenda, it’s the difference she makes in the lives of others that truly defines her legacy. By intertwining her professional success with her philanthropic endeavors, she sets a powerful example of how businesses can drive meaningful change in their communities. Brenda Bianchi’s support of Give Kids The World Village showcases the profound impact that dedicated individuals and businesses can have when they commit to making a difference.

**For more information on Give Kids The World Village, check out their website, [www.gktw.org](http://www.gktw.org). To donate, please visit <https://give.gktw.org/team/556387>**





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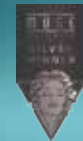
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