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MARCH 2025

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Photos from
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A woman with long brown hair, smiling, wearing a white blazer and white pants. She is standing on a beach with waves in the background. She is holding a large straw hat in her right hand. The sun is setting behind her, creating a warm glow.

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PROFILES



Rising Star Brehna Hovland



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ABOUT THIS MAGAZINE

BY ANDREW REGENHARD, OWNER/PUBLISHER

If you just made the 2025 Top 500 producers in Fort Myers and are new to our publication, you may be wondering what it's all about... "FAQs About This Magazine" answers the most commonly asked questions around the country regarding the Real Producers platform. My door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice, and to connect, elevate the industry, and inspire!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in Fort Myers. We pulled the MLS numbers (by volume) from January 1, 2024, to December 31, 2024, in the Fort Myers area, cut the list off at number 500, and our new 2025 Top 500 distribution list was born. This magazine is free exclusively to the top 500 agents in the area each year. This year, the minimum production level for our group was \$6.1 million in 2024, based on data reported to MLS.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple – every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate Realtors. We will consider anyone brought to our attention. Because we don't know everyone's story, we need your help to learn about them.

A nomination currently looks like this: You email us at swfl@n2co.com with the subject line, "Nomination: (Name of Nominee)," and explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told – perhaps they overcame extreme obstacles, they are an

exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, we put the wheels in motion for our writer to conduct an interview and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

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

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "Preferred Partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single Preferred Partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best Realtors in the area, but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top Realtors, please let us know! Email me at andrew.regenhard@n2co.com.



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2024 By the Numbers

HERE'S WHAT FORT MYERS' TOP 500 AGENTS SOLD...

Welcome, NEW TOP 500 AGENTS!

Dear Real Producers of Fort Myers,

Hats off to the outstanding new Top 500 agents who've earned their spot in our *Fort Myers Real Producers* community through stellar sales performances in 2024. Congratulations to all! By now, you should have received your 2025 *Fort Myers Real Producers* Top 500 badge in your inbox, a testament to your achievements and success!

As we dive into March, it's a special milestone for us here at *Fort Myers Real Producers*. Five years ago this month, we launched our flagship publication, *SWFL Real Producers*. Thanks to our incredible Real Producers and Preferred Partners in both Fort Myers and Naples, we were able to create two publications, one dedicated to Naples and one to Fort Myers almost three years ago now!

We take immense pride in both our magazines and our community, and eagerly welcome our newest top agents to the exclusive events awaiting you throughout the year.

We had a wonderful time at our recent 2025 kickoff event on February 6th at Margaritaville on Fort Myers Beach! It was great to see so many of you again... and also to see lots of new faces of agents who've just joined our exclusive community. Be sure to check out photos from the event in this month's issue.

Looking ahead, we will be holding two additional large Real Producers events: one in August and another exciting end-of-year gala with sister publication, *Naples Real Producers*, in November.

Congratulations once again to our 2025 Top 500 agents! For any questions, comments, or suggestions on feature stories, event locations, or anything related to our community, feel free to reach out to me personally. Your input is valued, and I'm here to make your Real Producers experience exceptional.

Very respectfully yours,



Andrew Regenhard
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Brehna HOVLAND

FEARLESS GO-GETTER

BY JESS WELLAR • PHOTOS BY LACASATOUR

“Age doesn’t determine your success; it’s your dedication to your craft and passion for helping others that does.”

Brehna Hovland, founder and owner of Hovland Realty LLC, is living proof that this statement can ring true. At just 29 years old, and with less than five years of real estate under her belt, Brehna left medical school behind and landed her dream job instead.

“For me, success is about setting a goal, doing what it takes to get it done, and accomplishing it, no matter the challenge,” she explains. “You can accomplish anything you set your mind to.”

MAJOR PIVOT

Born and raised in Naples, Brehna had always planned to become a doctor. After graduating with a health science degree from FGCU, she took a year off to travel and was accepted to medical school — only to discover it wasn’t the right fit.

“I ended up leaving for medical school and returning home the very next day. I didn’t even unpack,” she recalls. “I truly did not want to pursue a career as a doctor and did it for everyone but myself.”

Unsure of what path she should take, she tried chiropractic school

before deciding to un-enroll after six months. She took a gig as a nanny while she figured out next steps. “I felt lost, but I knew that I did not want to be stuck with a career I did not enjoy,” Brehna explains.

It was a phone call from her best friend, Sophia Kunstler, that sparked an idea — her friend was starting real estate school and invited Brehna to join. She said yes instantly.

Within two weeks of becoming licensed in 2020, the world had shut down due to COVID, but Brehna had her first listing, setting her off on a career she had never anticipated but wholeheartedly loved.



“

Real estate is more than a career — it's about helping people find the place they'll call home, and that's what drives me every day."

QUALITY OVER QUANTITY

In late 2023, Brehna took another big leap and opened her own boutique brokerage, Hovland Realty, based in Coconut Point Mall. With a team of 10 agents, all hard-working women, Brehna has created a culture that blends fun with professionalism. “Our environment is all quality over quantity,” she notes. “I put that into my agents too.”

Although young, Hovland Realty has quickly established itself as a dynamic brokerage; Brehna remains confident that 2025 will be her best year yet as she steps out of her comfort zone and into the luxury market. Her first luxury listing was pending in just six days, opening the door for several more high-end opportunities that quickly followed. Brehna has her heart set on making Hovland Realty a name synonymous with quality and ambition, setting the foundation for future growth. Team social events and regular training sessions are part of the fabric of the brokerage, and as Brehna explains, “I want hard-working agents, ideally women, who want to accomplish their goals as much as I do.”

In 2024 alone, Brehna closed over \$12 million in sales and fully intends to crush those totals this year while the awards keep piling up. From 2021 until her departure from Premiere Plus Realty last year, she was recognized annually as a top producer at the company's awards ceremony. Last year, she also received the prestigious Five Star Professional Agent Award designation. And most recently, she was honored as a 2024 SWFL Powerhouse Leader by the SWFL Real Estate Mastermind Network — a recognition that speaks to her influence in the local real estate community.

“Real estate is more than a career — it's about helping people find the place they'll call home, and that's what drives me every day,” she adds.

DETERMINED TO DELIVER

There's little doubt Brehna has earned a reputation as a “go-getter” — a trait instilled in her from her mother, who raised her and her sisters with a self-sufficient mindset.



Rising Star Brehna Hovland is the broker-owner of Hovland Realty.



“She was a single mom who did everything for me and my sisters,” Brehna shares. “She always taught us not to rely on others and to work hard to support ourselves.”

And it’s clear her approach resonates with her clients, who value her strong communication and commitment to providing a seamless, informed experience.

“I may be young and don’t have 20-plus years of experience yet, but at the end of the day, it’s not about the number of years in the business — it’s about how

you conduct yourself and the level of service you provide. I approach every client and transaction, big or small, with the same energy and determination,” she affirms.

“Whether you’re buying your first home or selling a luxury property, my focus is on delivering an exceptional experience that truly meets your needs.”

FAMILY FIRST

While her brokerage and clients are a priority, family time is equally important to Brehna and her fiancé Garrett, with whom she shares an almost 2-year-old



Brehna Hovland envisions Hovland Realty becoming one of the top boutique brokerages in Southwest Florida.

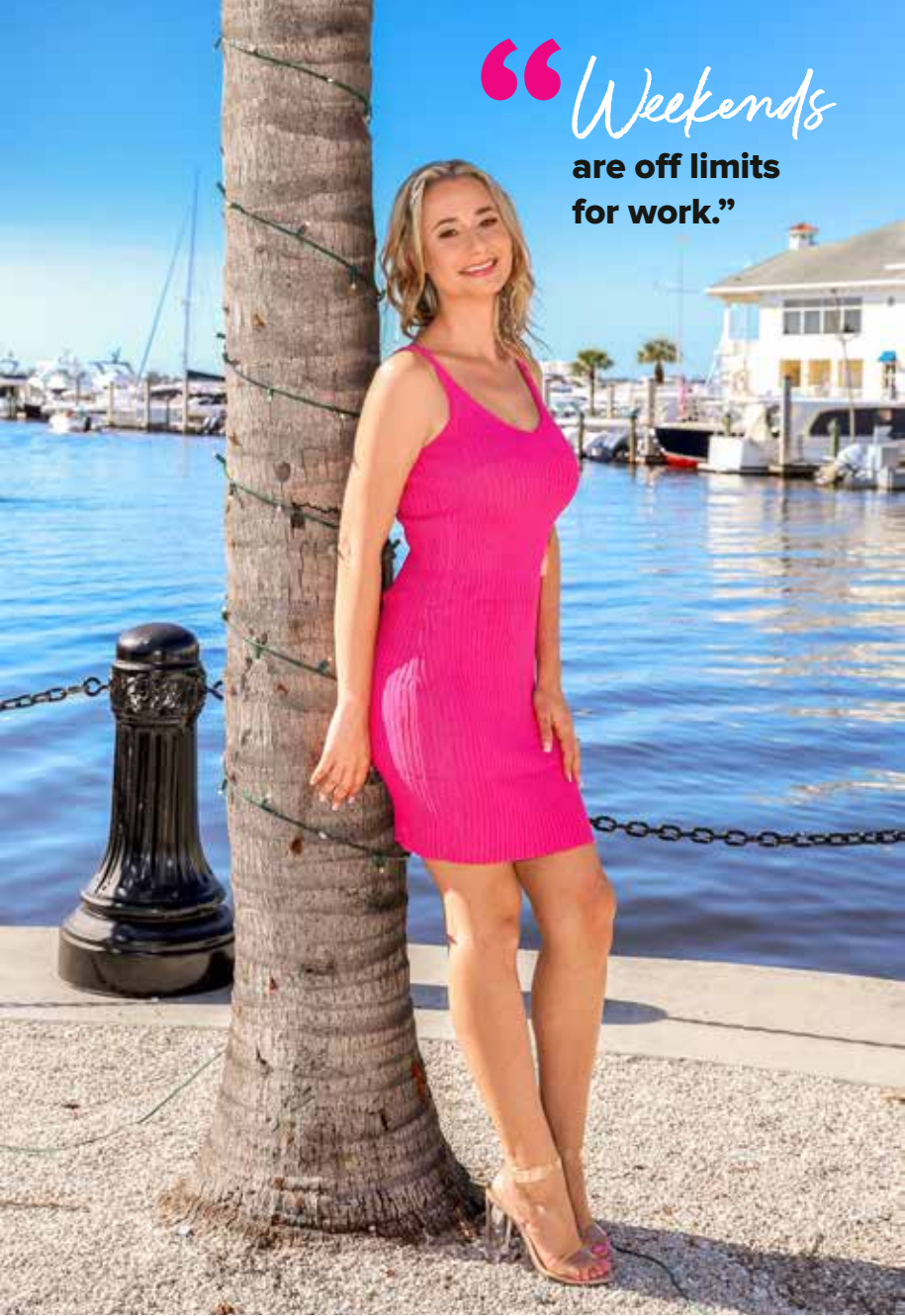
daughter, Nevaeh (‘Heaven’ spelled backwards). “Nevaeh is my world,” Brehna says with a smile, describing her as a “mini-me.”

Despite her busy schedule, Brehna dedicates weekends to her loved ones. “We love to travel, go on the boat, and make new memories,” she says, embracing a work-hard, play-hard philosophy. “Weekends are off limits for work.”

A huge animal lover, Brehna’s home is filled with two protective yet affectionate Rottweilers, Rocco and Diesel. She also has a black cat named Boo and a school of fish, while her fiancé’s standard poodle, Scooby, rounds out their pet brigade.

Looking ahead, Brehna has no intention of letting her foot off the gas pedal. She dreams of opening an animal rescue facility someday, giving Nevaeh a sibling to play with, and establishing a mentorship program for young women interested in real estate.

“In the long term, I envision Hovland Realty becoming one of the top boutique brokerages in Southwest Florida,” she concludes. And as she’s quick to add, this won’t be her last feature, either: “I will be on the front cover soon, just watch!”



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Photo by Alec Gilbride

In the dynamic world of mortgage lending, few professionals stand out like E.J. Gilbride. With 28 years of experience, E.J. has carved a reputation as a transformative leader and a client-focused innovator. Now, as the director of business development at Hartford Funding's Estero, Florida, office, he is helping shape the company's strategic expansion into Southwest Florida. His story is one of determination, resilience, and a commitment to excellence that has driven him from humble beginnings to industry leadership.

Redefining the Mortgage Experience with Hartford Funding

Founded in 1989, Hartford Funding is a leader in the mortgage industry, blending innovation with a client-first approach. The company's boutique style of operations, which emphasizes adaptability, transparency, and integrity, enables it to deliver highly personalized mortgage solutions. Hartford Funding's comprehensive offerings include conventional loans through Fannie Mae, Freddie Mac, and Ginnie Mae, as well as niche programs like non-QM and reverse mortgages — all handled in-house for maximum efficiency.

E.J. was drawn to Hartford Funding's mission and values, seeing an opportunity to bring his expertise to a growing market. "At Hartford Funding, we're not just closing loans; we're building relationships," E.J. says. "Our goal is to create trust and transparency, ensuring that every client feels empowered during one of the most important decisions of their life — buying a home."

With his leadership, Hartford Funding's Southwest Florida branch has grown into a trusted resource for homebuyers, real estate professionals, and business partners. E.J.'s forward-thinking approach and vast industry knowledge have been instrumental in helping Hartford Funding establish a strong foothold in the region.

From Humble Beginnings to Industry Leader

E.J.'s journey to becoming an industry expert is as inspiring as it is unconventional. Raised in Holbrook, New York, E.J. started his career as a landscaper, where he learned the value of hard work and exceptional service. A friend in the mortgage industry encouraged him to explore lending, which led to his first role at BLS Funding. That opportunity ignited his passion for helping people achieve the American Dream of homeownership.

Eager to take his career to the next level, E.J. founded his own bank, Concord Mortgage, in 2002. Under his leadership, the company grew from \$9 million in monthly volume to over \$1 billion, employing 300 people and becoming a major industry player. However, the financial crisis of 2008 presented unprecedented challenges, forcing E.J. to shut the bank down. Rather than seeing it as a defeat, E.J. used the experience as an opportunity to rebuild, ultimately joining Meadowbrook Financial, where he took his talents and business know-how to contribute to its success over the next decade.

E.J. GILBRIDE

HARTFORD FUNDING

A Legacy of Resilience, Innovation, and Leadership in the Mortgage Industry

BY ELLEN BUCHANAN



Photo by Alec Gilbride



E.J. Gilbride is the director of business development for Hartford Funding in Estero, FL. (Photo by LaCasaTour)

Now, as part of Hartford Funding, E.J. brings decades of experience, a commitment to innovation, and a personal touch to every transaction. “Helping people secure their homes is not just a job for me; it’s a passion,” E.J. explains. “There’s no better feeling than seeing clients at the closing table and knowing you’ve helped them achieve their dreams.”

A Life of Resilience and Triumph

E.J.’s personal story is one of perseverance. A stage 4 cancer survivor, E.J. embodies the power of determination and positivity. “Life’s toughest challenges are not defined by the obstacles themselves but by how we choose to overcome them,” he says. This philosophy is captured in his personal mantra, #WinTheDay, which inspires his approach to both business and life.

E.J.’s resilience has made him a role model, not just in the mortgage industry but for anyone facing adversity. His story of triumph is a testament to his unwavering belief in the power of hard work, adaptability, and optimism.

Rooted in Family and Community

Beyond his professional achievements, E.J. is a devoted family man. Married to his wife Amanda for 26 years, they have built a life centered on love, support, and shared success. Together, they have four children: Alec and Jack (24), Patrick (20), and Makenzie (17). Jack recently joined E.J. at Hartford Funding as a licensed loan officer in Florida, Alec works as a real estate photographer, and Patrick is pursuing his education at Suffolk



Photo by LaCasaTour



E.J. Gilbride (center) with his son Jack and niece Alexis Mazzella, who both work with him at Hartford Funding (Photo by Alec Gilbride)

Community College. Makenzie, an All-County volleyball player, is preparing for a future in real estate.

The Gilbride family recently began their transition from East Moriches, Long Island, to Southwest Florida, a move that marks an exciting new chapter. “We’re thrilled to be planting roots in such a vibrant, growing region,” E.J. says. “It’s a fresh start, and we’re eager to explore all the opportunities Southwest Florida has to offer.”

In his free time, E.J. enjoys golf, pickleball, bowling, and beach outings with his family. Their home is also filled with the joyful energy of their two yellow Labs, Murphy and Finley. “My family means more than anything in this world,” E.J. explains.

E.J. is equally passionate about giving back. He supports causes like St. Jude Children’s Hospital and helps the youth in his community by starting a middle school football team in his town of East Moriches, as well sponsoring other youth sports. “I coached football for 12 years,” E.J. says. “I love nothing better than to teach kids the power of teamwork.” E.J. is dedicated to making a positive impact in the communities he serves.

A Bright Outlook for the Future

Despite challenges in the housing market over the past two years, E.J. is optimistic about the future. He anticipates stabilization in interest rates, which will allow more buyers to re-enter the market and create refinancing opportunities for those with higher-rate mortgages. Under E.J.’s leadership, Hartford Funding is well-positioned to thrive in this evolving landscape.

“I believe that every challenge presents an opportunity,” E.J. reflects. “With Hartford Funding’s innovative approach and client-first mindset, we’re not just navigating the future — we’re shaping it.”

For E.J. Gilbride, the journey is about more than professional success; it’s about creating meaningful relationships, building communities, and leaving a legacy of trust and integrity. As he continues to lead Hartford Funding’s expansion into Southwest Florida, there’s no doubt that E.J.’s impact will be felt for years to come.

For more information about Hartford Funding and its loan offerings, contact E.J. Gilbride at (631) 445-9807 or visit www.hartfordfunding.com/ej-gilbride.



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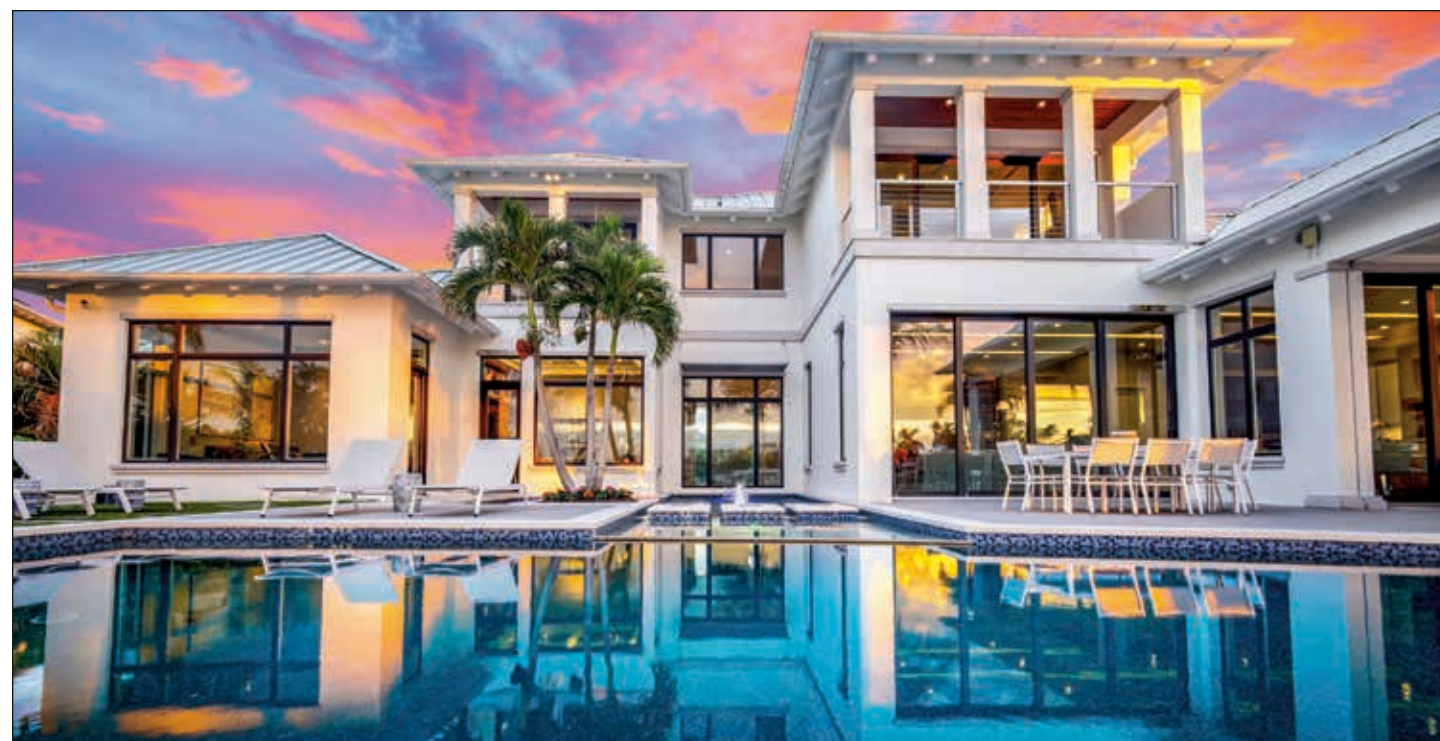


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JANNETT MOSQUEDA

BY JESS WELLAR
PHOTOS BY MICHELLE REED

Walking the Walk with Passion and Purpose

“In order to be a good leader, I believe you have to be selfless and think of your team first.”

By all accounts, Jannett Mosqueda had it made when she graduated from high school with a full-ride scholarship to become a physician’s assistant. She desperately wanted to help others and make an impact, but she couldn’t quite shake the feeling that something important was missing.

Today, as one of the top 100 REALTORS® in Southwest Florida and the founding broker-owner of Hustle Bees Realty, Jannett is living her best life after finding that missing piece of the puzzle.

“I thrive on the relationships I build, the trust my clients place in me, and the ability to guide them through one of the biggest investments of their lives,” Jannett begins. “Real estate is more than just a career for me; it’s my passion, my purpose, and a platform to inspire others to chase their dreams, no matter where they start.”

Finding Her Way

For Jannett, business was always in her blood. The daughter of Cuban and El Salvadoran immigrants, she was raised with a relentless work ethic and a strong sense of responsibility.

“I started working with my parents at age 12,” Jannett recalls. “I was their right hand, and as the oldest child, I was a role model. I admit I’m a workaholic, but I enjoy it.”





Top producer Jannett Mosqueda founded boutique brokerage Hustle Bees Realty in Fort Myers, Florida, in 2022.

Her hard-working parents owned various businesses — from a cleaning company to a car dealership — and their examples of resilience still influence her today.

“Bees are organized and work as a team, while my parents taught the hustle,” Jannett explains. “That’s why I named my brokerage Hustle Bees Realty. It’s not just a name; it’s a reflection of my parents’ values.”

After earning her real estate license in 2016, Jannett learned the ropes largely on her own. Her first few years were tough without much guidance, but she kept going, determined to create a life that combined financial independence, and meaningful work while allowing her the flexibility to be present as a new mother.

“My mom was actually the one who planted the seed and encouraged me to try real estate,” Jannett acknowledges. “She saw the potential, even when I wasn’t sure. That push was everything.”

Building a Legacy

In the spring of 2022, Jannett realized her vision to create Hustle Bees Realty, a boutique-style brokerage in Fort Myers with 30 agents.

“I’ve always been passionate about providing mentorship and giving back,” Jannett explains. “Starting my own brokerage allowed me to create a culture where agents feel supported and empowered.”

Focused on quality over quantity, Jannett prioritizes training and building relationships. “I’m looking for agents who are willing to hustle, passionate about helping others, and not just focused on the paycheck,” she adds.

Jannett’s goal is to grow the Hustle Bees Realty brand nationally while maintaining the boutique culture that makes it unique and sustainable: “I want to expand

throughout the U.S. but keep the focus on quality — no more than 50 to 75 agents per office to focus on relationships, integrity, and community engagement.”

The brokerage is a true reflection of Jannett’s approach to business and life: work hard, be genuine, and lead with heart to create a culture of inclusion and collaboration.

“I’m bilingual, and our brokerage is also incredibly diverse,” she notes. “We speak Spanish, Portuguese, and French, which allows us to serve a wide range of clients and make everyone feel at home.”

Inspiring Others

At just 31 years old, Jannett is already a mentor, a trailblazer, and a community leader.

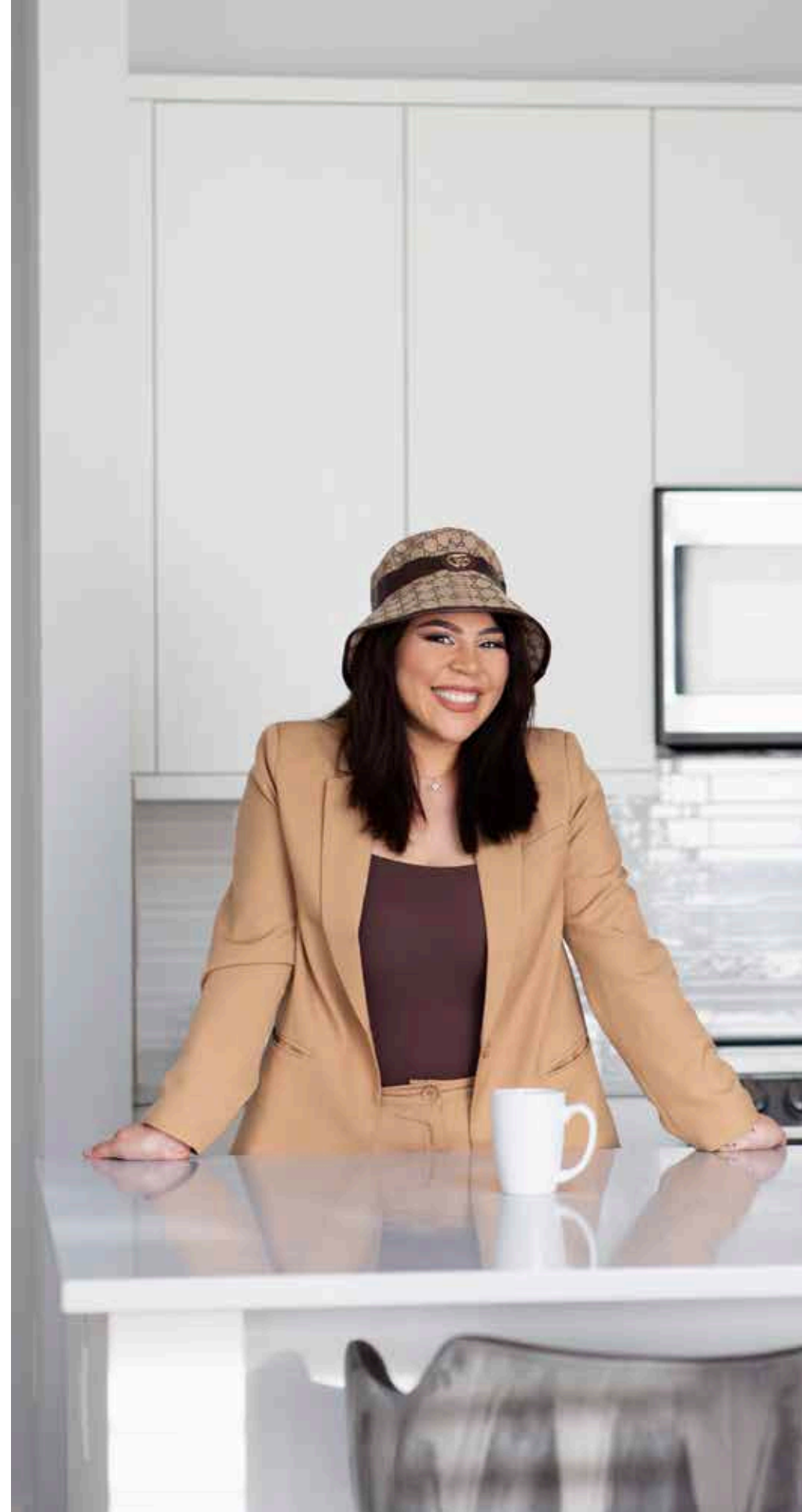
“I’ve built Hustle Bees Realty not just as a business but as a culture,” Jannett offers. “I want to inspire others to see that success comes from resilience, hard work, and faith. It’s not just about what you achieve, but about the impact you make.”

Last year, under Jannett’s leadership, her brokerage hosted its first annual toy drive in Lehigh Acres, an event that left a lasting impact on countless families.

“We distributed over 300 toys, a TV, three laptops, a BBQ grill, and even a \$150 gift card,” Jannett recalls with pride. “Community service is something I’m deeply passionate about, and I’m excited to expand these efforts in the future.”

Her savvy advice to up-and-coming agents harkens back to her early days in the business.

“Stay consistent, never stop learning, and surround yourself with the right people,” Jannett suggests. “Real estate is about building trust. If you focus on serving rather than selling, success will follow.”





Jannett Mosqueda is excited to expand her brokerage while continuing to build generational wealth for her family.

Off Hours

When she's not running her brokerage, Jannett is a devoted wife and mother. She and her husband, Josely, have been married for nine years and keep busy raising two wonderful children: Joyce, 8, and Joshua, 5. "They're my greatest joy and my biggest motivation," Jannett smiles. "I take pride in being a strong role model for them."

The Mosquedas enjoy traveling and making memories together. The family's next adventure will take them to Europe and the Middle East, exploring Jordan and Egypt.

"Locally, the beach is our go-to, and we enjoy watching sunsets on our boat," Jannett shares. "We love the boating life, just visiting different piers. My husband and kids fish while I get to relax."

The family pooches, Bella and Minnie, keep everyone entertained, too, with their constant shenanigans: "Our German shepherd, Bella, loves to get dirty, play and be adventurous. She is the exact opposite of our Cock-a-Tzu mix, Minnie, who is such a diva and loves to be a princess!" Jannett laughs.

For Jannett, the future holds endless potential and opportunity. She looks forward to continuing mentoring agents, expanding Hustle Bees Realty, and building generational wealth for her family. Despite finding success at such a young age, she remains incredibly humble and focused on her bigger purpose.

"Real estate is my platform for empowerment and impact," she declares. "I want to leave a legacy, not just for my family, but for everyone I've had the privilege to help along the way."



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FORT MYERS REAL PRODUCERS' 2025 KICKOFF EVENT

FEBRUARY 6, 2025

PHOTOS BY JAKE MACIOSEK AND JESSICA KOCH

What an unforgettable night! We want to extend a huge thank-you to everyone who joined us for the *Fort Myers Real Producers' 2025 Kickoff Event* at the stunning Margaritaville Beach Resort. It was the perfect way to start the year — surrounded by top real estate professionals, great conversations, and an electric atmosphere.

For those who couldn't make it, we missed you and hope to see you at our next event!

This evening was all about bringing together the top agents and our preferred partners in our community to network, collaborate, and celebrate. The energy was incredible, and it's always inspiring to see the connections that come out of our events.

A special thank-you to our amazing sponsors: our headline sponsor, **Lauren Maxwell of Maxwell Mortgage Team**; our valet and photo booth sponsor, **Kelly Craycraft of LandSel Title**



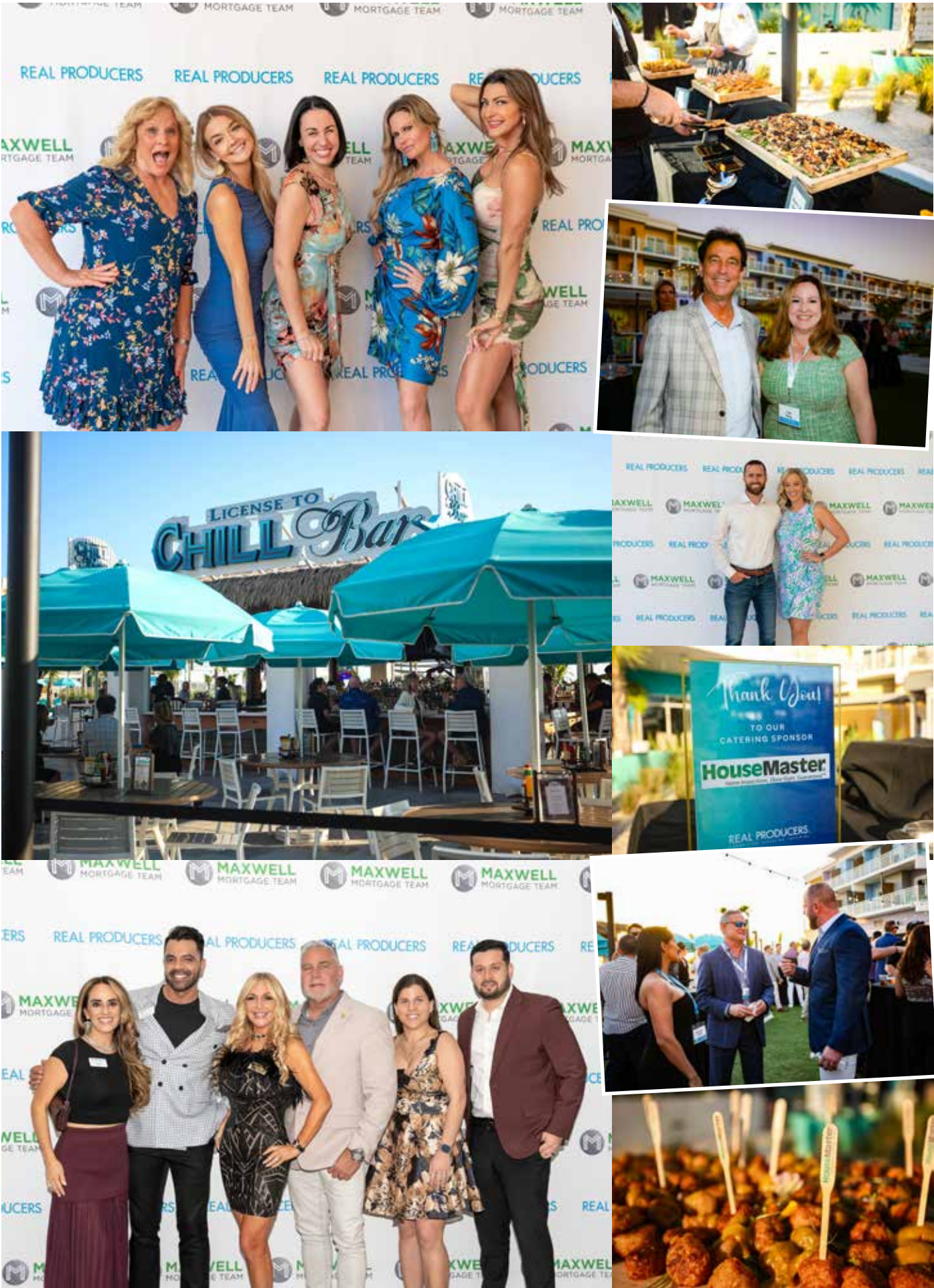
Agency; our catering sponsor, **John Prete of HouseMaster**; our margarita wall sponsor, **E.J. Gilbride of Hartford Funding Ltd.**; and our high-top sponsors, **First Source Title**, **The Alex King Group**, and **Venture Title**; along with **Margaritaville Beach Resort** for hosting us. Your support makes these gatherings possible! We truly appreciate you being part of this community.

We can't wait for what's ahead in 2025 and look forward to seeing you all at the next event!

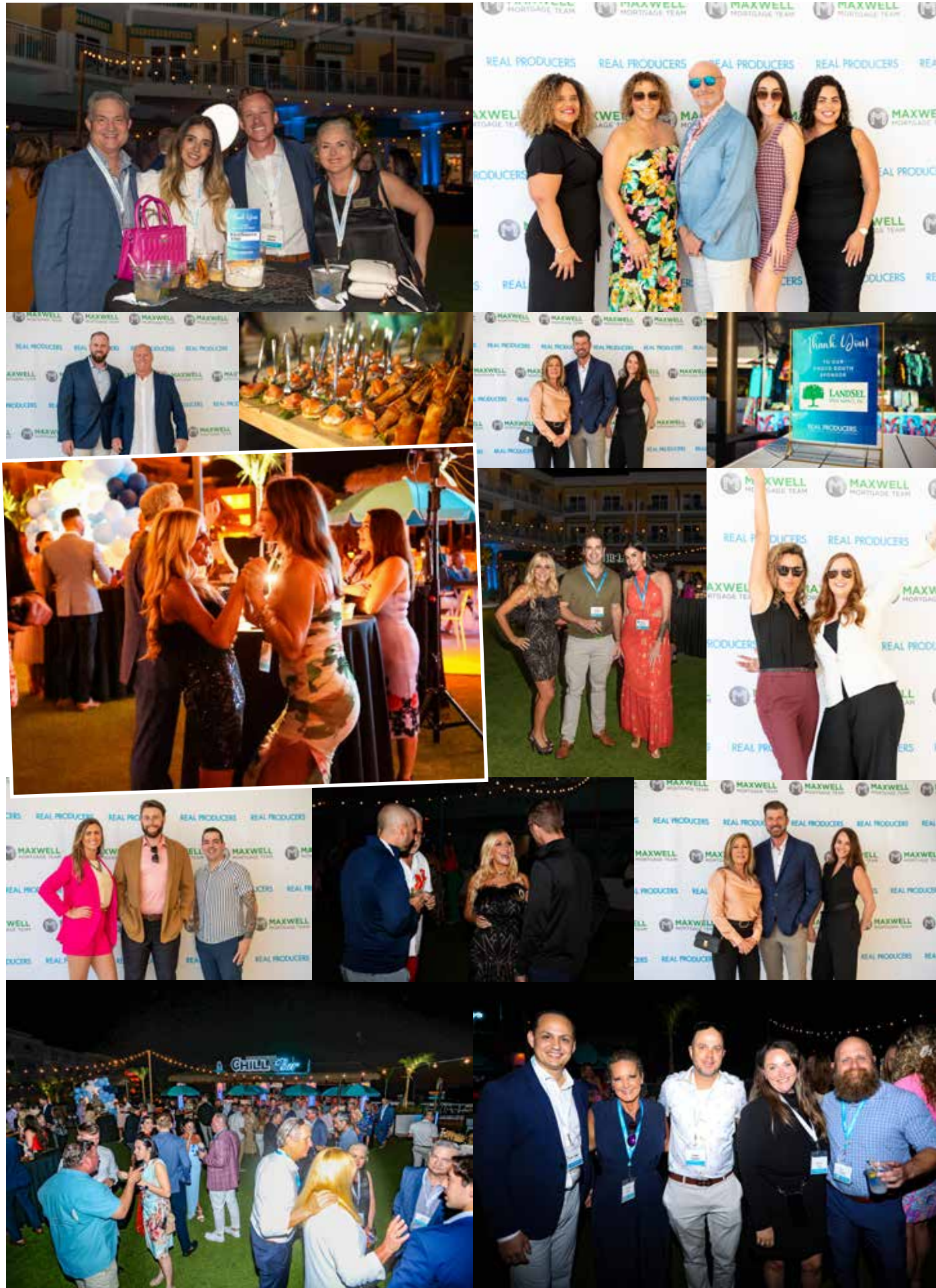
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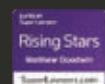
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