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Jason Schneider joined The Federal Savings Bank in 2024 as a market leader and seasoned professional with over 5 years of experience in the mortgage industry. He actively finds the best lending solutions for all his clients.

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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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At Sarasota & Manatee Real Producers, we embrace the mindset that **“something great is about to happen.”** We’ve already seen it unfold this year as we welcome 200 new readers who have earned their place on this year’s Top 500 list. Welcome, Class of 2025! Your dedication, hard work, and success continue to shape the local real estate market, and we’re honored to have you as part of this community.

Something else great? We’ve launched our brand-new website: **sarotarealproducers.com**. Now, staying connected with industry stories and insights is easier than ever. Be sure to explore the special “agent” section of the website. If you have not received the login, please contact us, and we will provide it.

This publication wouldn’t be possible without our preferred business partners—the trusted professionals who advertise in every issue. Their support ensures we can provide this magazine at no cost to top-producing professionals like you. We encourage you to connect with them and explore their valuable services.

Stay inspired, stay connected, and get ready—because *something great is about to happen!*

Sincerely,



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Bruce Myer

**THE BRUCE
MYER GROUP,
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STORY BY JACKI DONALDSON
PHOTOS BY ALLIE SERRANO,
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Bruce Myer couldn't ask for a better script for starting a career in real estate than immersing himself in the Longboat Key golf and tennis community

as a 21-year-old. The Indiana-born-and-raised farm kid and graduate of DePauw University in Greencastle, IN, had grown to love Sarasota thanks to family

vacations at his grandparents' home. Armed with his college degree and uncertain about his path forward, he headed south to explore new opportunities

and be close to his mother and grandparents. Longboat Key Club became Bruce's home base. In addition to practicing his swings, he worked jobs like sweeping

tennis courts at 5:00 a.m., which led to meeting Chip Anderson.

Chip was the sales and marketing director of Arvida Corporation, then the largest landowner in Florida. After getting to know Bruce, the successful executive offered Bruce an opportunity to help grow and develop Longboat Key. Bruce accepted, completed the necessary coursework, and earned his real estate license in 1980. "I had a great start being involved in many communities on Longboat Key," shares Bruce, who has since amassed more than \$1 billion in career sales. He possesses product knowledge that few others have and can recite every floor plan and numbering system for numerous communities on Longboat Key.

Bruce spent about 20 years with Arvida before transitioning to an independent boutique firm that Coldwell Banker eventually acquired. He's been with Coldwell Banker ever since and currently leads the Bruce Myer Group, a well-oiled machine comprising Executive Assistant Chris Farlow, Marketing Manager Dottie Rutledge, and REALTOR® Chase Myer, Bruce's youngest of three sons. "Chase is skilled, great with people, and absolutely the perfect fit," Bruce beams. "During a recent transaction, the buyers were so confident in Chase's abilities that they did not feel the need for my direct involvement."

The Bruce Myer Group's success speaks for itself. With \$130 million in sales in 2024 and an average transaction value of \$2 million, Bruce and his group have cemented their reputation as top performers. "In 2021-2022, we had our best year ever with \$134 million in sales," Bruce reveals.

Now 67, Bruce has no plans for slowing down. "I genuinely enjoy connecting with people and leveraging the deep product knowledge I've gained in this business," explains the guy who has witnessed—and adapted to—tremendous changes in the industry. He fondly recalls the pre-digital era, when MLS books with smudging ink and landline phones were the essential tools of the trade. He reflects on the clients he worked with back then and is still serving today. "I've had the pleasure of working with clients for generations," he comments.

Bruce enjoys Saturday golf and Sunday tennis with friends when he's not working. His love for Longboat Key remains as strong as ever. He is still an active member of Longboat Key Club and continues to visit The Islander Club of Longboat Key home his grandparents bought in 1970 for \$37,500. The cherished home remains in the family, with Chase now calling it home.

A 1984 Sarasota Herald Tribune article hangs prominently in Bruce's office. It features a brown-haired, mustached Bruce, and the headline reads, "Why is this man smiling?" The article continues, "He's a Sarasota top home seller, that's why." Bruce comments, "What a change from being the top agent for Sarasota and Manatee County in 1983 at \$8.6 million—today, that could be one sale."

Bruce is still smiling, still a top home seller, and after more than four decades in the business, he remains passionate about his work. "It doesn't even feel like work," he declares.

“I genuinely enjoy connecting with people and leveraging the deep product knowledge I’ve gained in this business.”



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Kim DOWLING

STORY BY MADDIE PODISH
PHOTOS BY CORY & MINDY POFF,
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Coastal Luxury Partners

Kim Dowling, CEO of Coastal Luxury Partners, has always believed in the power of intention. Each year, she chooses a word to guide her focus and actions. In 2024, her word “release” empowered her and her team to relinquish what no longer served them. As she steps into 2025, her word is “elevate”—a commitment to lifting others and inspiring growth at every level.

Growing up in Atlanta, Kim was immersed in real estate from an early age and inspired by her father, a successful entrepreneur. “I joke that I had keys to the real estate office before I had keys to a car,” she laughs. Though her early career led her into the corporate world of project and design management, before long, she was called to the family business.

With real estate in her blood, Kim quickly forged her path, becoming a top producer in the industry and building multiple seven-figure businesses along the way. About 15 years ago, she relocated to Florida after a chance meeting at a local coffee shop, which led to a love story and a new chapter in her life. Embracing Florida



as her home, she dedicated herself to building Coastal Luxury Partners, a team defined by contribution, collaboration, and success. “I don’t just want to know my agents’ names; I want to know their goals and how I can help them achieve their vision,” she asserts.

As a high-performance coach, author, and speaker, Kim has spent over three decades empowering leaders to take bold, confident action. She is passionate about helping others reach their full potential and subscribes to the power of paying forward the invaluable mentorship she

has received throughout her career. “I want more than just a thriving business; I want to create a place where people are inspired to grow and succeed,” she explains.

Kim’s vision and commitment to personal growth are rooted in her upbringing. She fondly recalls road trips with her father, playing sales tapes from legends like Zig Ziglar and Jim Rohn, which built the foundation of always seeking to learn and grow. “Surrounding yourself with people who challenge you is the key to scaling your business to new heights,” Kim comments. Her mission

is to inspire her team to break boundaries, discover their true potential, and achieve success together.

Her mother’s influence is equally profound, instilling values of kindness, compassion, and the importance of family. These principles shape Kim’s leadership style, fostering a supportive environment where agents have the drive to innovate and achieve. Whether coaching a team member or speaking on stage, Kim’s core message is clear: Stand in your light with authenticity and purpose.

Kim thrives on guiding agents toward leadership by providing a strong industry foundation that empowers them to grow their businesses and strategically plan for the future. She champions a healthy work-life balance, knowing that real estate, like life, comes with struggles.

“
You either learn to get through challenges and tough times and become stronger, or you get stopped in your tracks.”

Her mantra of gratitude shines through in everything she does. “When your first as clenched, nothing can come your way,” Kim asserts. “When you’re open

and receptive, abundance flows.” She believes in turning obstacles into opportunities, learning from them, and staying open to life’s possibilities.

With 32 years in real estate and looking to the future, Kim’s commitment to elevating others remains unwavering. She is committed to building a nationwide community of leaders, fostering an environment where mentorship and collaboration drive real impact. “My focus for the future is to continue the legacy where agents feel empowered to thrive, grow, and turn their dreams into reality for their families,” she shares.

Balancing business and personal life, Kim and her husband love traveling and cherishing time with family, especially their precious granddaughter, and her unwavering faith in God provides her with a guiding sense of purpose. Even through significant struggles, she trusts there is always a divine plan. “OK, God; you are either growing me to step into the next level or putting me exactly where I need to be,” she reflects.

As Kim looks to the future, her goal is clear: “I want to create a ripple effect that inspires others and know that I not only continued my family’s legacy, but also my agents’ legacies. I hope to shine a light for future leaders and leave a lasting impact on the industry.”





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Michael BLUMIN

STORY BY DAN CLARK
PHOTOS BY ALLIE SERRANO,
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5 STAR INSPECTION SERVICES

Michael Blumin isn't just a home inspector; he's a builder, a problem-solver, and a family man. He didn't build his company, 5 Star Inspection Services, on quick checklists and rushed appointments. He founded it on a deep understanding of construction, a commitment to thoroughness, and a genuine desire to help people.

Michael's path to home inspection was anything but traditional. The epitome of an inquisitive mind, he grew up taking things apart and figuring out how they worked. He laughs, "Things might not have always worked when I put them back together, but I learned how a lot of different things worked." His innate curiosity led him to work in theater, building sets for the Blue Man Group and the Florida Grand Opera. He later transitioned into construction, where he spent years learning the intricacies of building practices.

When the housing market faltered, Michael adapted, establishing a handyman business. A chance encounter with John Fevrier changed his trajectory. John, impressed by Michael's extensive knowledge, suggested he become a home inspector.

In 2016, Michael got his license, but success didn't come overnight. He recalls doing only a handful of inspections in his first six months. However, his dedication and expertise gradually earned him a reputation for excellence. His business grew exponentially,

and today, 5 Star Inspection Services is a thriving enterprise.

John raves about Michael. "Mike's strong background in construction and real-world field experience make him second to none, but his communication skills and attention to detail truly put him in a class all by himself," John shares. "I know I can always trust Mike to deliver the best possible service to my clients."

Michael's dedication to his craft is evident in his work. He meticulously examines every aspect of a property, ensuring his clients completely

understand its condition. He's passionate about educating his clients and empowering them to make informed decisions.

His approach to home inspections is what sets him apart. Demanding perfection and excellence of himself and the information he provides in a home inspection report, he emphasizes the time and thoroughness required for a quality inspection, a concept some real estate agents find challenging to grasp. The inspection that Michael performs far exceeds industry standards. For example, while most standards include





**“
A quality
inspection is
an investment
in their client’s
future.”**

inspecting a “representative number” of windows and receptacles, he inspects every window he can access. He explains, “A good quality inspection is gonna take time to perform.” He’s not interested in rushing through inspections. His motto, “Inspecting every home as if it were our own,” reflects his commitment to his clients.

Michael advises real estate professionals to understand the value of a thorough inspection. He stresses that not all inspection companies are created equal and that a rushed inspection can miss critical issues, urging real estate agents to be patient and trust the process. He emphasizes, “A quality inspection is an investment in their client’s future.”

Michael’s commitment to excellence extends beyond the technical aspects of his job. He understands that buying a home can be emotional and strives to create a comfortable and informative experience for his

clients. He takes the time to explain his findings clearly and thoroughly, empowering them to confidently make informed decisions. He sees himself as an inspector and an advocate for his clients, ensuring they understand every detail of their potential investment.

Outside of work, family is a central part of Michael’s life. He and his wife, Flora, are raising four children, each with unique interests. He balances the demands of his business with the joys of family life, finding success in the everyday moments, like his sons helping with chores. He also likes to carve out time for his passions, including off-road motorcycle trips to far-flung destinations, having ridden across Iceland, Portugal, and Mongolia. These adventures provide a much-needed escape and reflect his adventurous spirit.

Michael’s story is one of hard work, adaptability, and a genuine passion for

his craft. He wants to be remembered as a resource, someone people can turn to for advice, even if it doesn’t lead to a business transaction. For Michael Blumin, success is measured not just in dollars, but in his fulfillment in helping others and the love he shares with his family.

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NAR 2024 Year in Review

A New Era Begins

SUBMITTED BY REALTOR® MAGAZINE

The Sitzer-Burnett settlement was a focal point as national, state, and local associations worked together to keep members and consumers informed—and association leaders laid the groundwork for the path ahead.

The National Association of REALTORS® recently released its 2024 Year in Review. The 33-page report is an assessment of the organization's past year, highlighting member benefits across eight areas—and promising a new mission-driven era.

Last year brought significant milestones for the association, including settlement of the Sitzer-Burnett lawsuit, implementation of residential practice changes for members, and approval of Culture Transformation Commission recommendations to bring greater accountability and transparency. All this came as members worked to navigate a challenging market, with limited inventory, higher interest rates, and shifting living and work patterns.

“The past year tested our resilience as an industry, as an association, and as individuals,” NAR President Kevin Sears said in a letter that opened the report. “As we embark on 2025, I want to express my gratitude to you—our members, the broker community, the local and state associations, and our MLS and industry partners—for the incredible work you’ve done to push through these challenges and help set the stage for our industry’s future.”

Building Trust, Collaboration

NAR CEO Nykia Wright said the association must evolve to meet the needs of members “today and tomorrow” while building on the momentum generated last year. “In 2024, we cut costs and passed our first balanced budget in at least 10 years,” Wright said. “We also conducted in-depth research to begin laying the groundwork for a new member experience.”

She added: “The work to redefine our broker relationships; better leverage our relationships with state and local associations to optimize member value; build on our strategic

partnerships with aligned Institutes, societies and councils; demonstrate our appreciation for the many volunteer leaders who are instrumental to driving our mission forward; and reposition our staff to meet the ever-growing needs of these stakeholder populations will shape our 2025 activities.”

Wright has engaged two new partners in the effort: In early January, NAR announced that Sherry Chris, former CEO of Better Homes & Gardens Real Estate and ERA Real Estate, would join the association as a special advisor to help strengthen relationships, build trust, and enhance collaboration with brokerage leaders. On January 15, Jarrod Grasso was named senior vice president of industry relations for NAR, a role dedicated to enhancing the association’s relationship with state and local association leaders. Grasso joins NAR after serving the New Jersey REALTORS® for more than two decades, most recently as their CEO.

Supporting Member Success

In 2024, to assist members in preparing for practice changes outlined in the settlement, NAR launched facts.realtor to provide updates and guidance. The resource includes more than 120 FAQs, a legal video series that garnered more than 800,000 views, and more than a dozen consumer guides, in English and Spanish, for members to use while working with clients. The association also provided its Accredited Buyer’s Representation (ABR®) designation course at no cost to members; nearly 162,000 REALTORS® took advantage of that benefit.

More than 1,000 NAR members joined a grassroots effort—as surrogates—in 2024 to help educate consumers about the practice changes. Those interested in joining the program can email surrogates@nar.realtor.

In the advocacy arena, NAR scored significant wins: defending private property rights, securing the OK for VA buyers to compensate their brokers directly as the Department of Veterans Affairs studies the issue further, and supporting industry-friendly policies and candidates at all levels of government. The REALTORS® Political Action Committee—which backed 50% Democratic and 50% Republican federal candidates—achieved a 97% success rate in the 2024 election cycle.

Underpinning NAR’s advocacy success is a highly regarded research team that provides thought leadership and produces key housing market data and research reports. In 2024, NAR Chief Economist Lawrence Yun, Deputy Chief Economist Jessica Lautz, and their team spoke at more than 400 in-person and virtual visits across our 1,100-plus local and state associations, brokerages, and third-party organizations. NAR’s research content generated 1.9 million website visits, 240,000 report downloads, and 100,000 social shares in 2024, signifying the appetite members and consumers have for reliable housing data and research reports.

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Q: WHAT IS THE GOAL OF THIS MAGAZINE?

A: We believe in the power of collaboration and growth through a strong professional network. We bring together the Top 500 real estate agents and preferred partners in each market to form an exclusive, high-achieving community. We share their stories, successes, market trends, and upcoming events—anything that will connect, inform, and inspire.

Q: DOES REAL PRODUCERS HAVE EVENTS?

A: Yes! We host exclusive networking events throughout the year.

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

A: Anyone on the Top 500 list can nominate other real estate agents, businesses, brokers, owners, or themselves. Office leaders can also submit nominations. We review all agents who come to our attention. Since we don't know everyone's story,

we rely on your nominations to highlight deserving candidates. While we cannot guarantee a feature, we encourage you to meet with one of our team members, support Real Producers, and attend our private events to increase your chances.

Q: WHAT DOES A FEATURE STORY COST?

A: Feature stories are entirely free, so we encourage nominations.

Q: WHO ARE THE PREFERRED PARTNERS?

A: They are the best businesses in Sarasota and Manatee Counties in their category, and you can find them in our index at the front of the magazine. We do not select businesses at random or accept all who approach us. Every business featured has been recommended, ensuring credibility and quality. Our team conducts additional vetting to ensure businesses align with our standards and add value to our network. We aim to create a powerhouse network of top real estate agents and trusted companies to strengthen our community.

Q: HOW CAN I RECOMMEND A BUSINESS?

A: To recommend a business that collaborates with top real estate agents, email joni@realproducersmag.com.



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