

TAMPA BAY

MARCH 2025

REAL PRODUCERS[®]

Chase
Walseth

On The Rise
Heidi Odio

Featured Agent
Piro Poloska

Team Leader
Damla Burnukara

Rising Star
Collette Joy (CJ) Seitz



Sponsor Spotlight
A Radiant Property Inspection

Comfortable Closings

PHOTO CREDIT: B. LIVELY IMAGES

AB3 VISUALS



YOUR COMPREHENSIVE SOLUTION



PHOTOGRAPHY SERVICES
Interior, exterior, twilight, virtual staging, & virtual twilight



PROFESSIONAL VIDEO
HD walk through, vertical follow-through, narrative, & more.



AERIAL SERVICES
Sky-high images and video set your listing apart from the crowd!



3D PROPERTY TOURS
Full service Matterport or Zillow home tours, 2D & 3D floor plans.



SOCIAL MEDIA MANAGEMENT
Let us handle your Online presence while you focus on what you do best!

WHY CHOOSE AB3 VISUALS

Unlock the full potential of your real estate listings with AB3 Visuals, where storytelling meets state-of-the-art technology.

From high-definition video tours to immersive 3D walk throughs, we deliver the creative edge you need to stand out in today's competitive market.

At AB3 Visuals, we understand that every property has a unique narrative waiting to be told, and our expert team is dedicated to crafting visually stunning content that captivates and converts.

Trust AB3 Visuals to elevate your brand, showcase your properties in the best light, and drive results that exceed expectations. Choose us, and watch your listings come to life.



info@ab3visuals.com



727.203.4223



www.ab3visuals.com



AERIAL + VIDEOGRAPHY + PHOTOGRAPHY



@visuals



@ab3visuals



@ab3visuals



AB3Visuals

MDRN INSURANCE



DAN DAVIADOFF

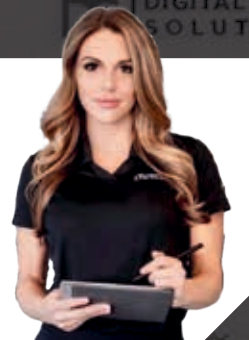
Taking care of the insurance needs of real estate agents and their clients to ensure smooth and timely closings.

813.725.6445



TAYLOR OLIVERI

Peace of mind for your clients' largest and most important transactions with service that goes above and beyond.



813.280.1920



DIGITAL TITLE
SOLUTIONS

**TWO GREAT COMPANIES TOGETHER,
HERE TO HANDLE ALL YOUR CLIENTS' NEEDS!**

607 W Horatio St Tampa, FL 33606



WHY YOUR CLIENTS SHOULD CONSIDER A **PRE-LISTING HOME INSPECTION**



Schedule Today!

- **Faster Closings:** Identify and address potential issues before listing, reducing negotiation time.
- **Higher Selling Prices:** Well-maintained homes command premium prices.
- **Fewer Surprises:** Avoid costly repairs and unexpected delays.
- **Enhanced Buyer Confidence:** Transparent disclosures build trust and attract qualified buyers.
- **Pay at Close:** Your credit card will be charged at the time of closing.

HomeTeam of Tampa Bay

(813) 632-0550 | tampabay@hometeam.com | hometeam.com/tampa-bay

Each office is independently owned and operated. ©2024 The HomeTeam Inspection Service, Inc. All rights reserved.



NATIONAL ASSOCIATION OF REALTORS®
REALTOR BENEFITS® PROGRAM
PROUD PARTNER

THE SENTRILOCK DIFFERENCE

Fall in Love with Convenience and Reliability

As the official lockbox solution for the National Association of REALTORS®, SentiLock has enabled more than 10 million home sales for 500,000+ agents with a 96% customer support satisfaction rating. With our **SentriKey Showing Service®** now included for all current and future lockbox customers, REALTORS® can spend more time helping clients achieve their real estate dreams.



SCAN TO LEARN MORE



SENTRIKEY® SHOWING SERVICE
BASIC PLAN NOW INCLUDED
FOR ALL LOCKBOX CUSTOMERS





Mark Snyder, Owner



Carrie Snyder, Owner

HOME PREPARATION SERVICES

Value-added services to prepare homes for sale.

- Home Clear Outs
- Painting
- Carpet & Flooring
- Landscape Clean Up
- Move Out Cleans
- Light Handyman Work

How We're Different.

- Financing options available
- Reduce stress for your clients
- Quickly get homes market ready
- Design & color suggestions



727-902-4452



WIN MORE OFFERS with AnnieMac's Cash2Keys!

Help your clients stand out in a competitive market with all-cash solutions that sellers can't resist. Our unique programs provide the edge they need to secure their dream home.

Ask me about Cash Offer and Buy-Now-Sell-Later.



Partner with me to make your clients' dream home a reality!



Katie Weldon
 Branch Manager
 NMLS #: 1094433
 (978) 751-1934
 katie@annie-mac.com
 www.teamkatie.com

AnnieMac Home Mortgage, 411 Apollo Beach Blvd Suite 700, Apollo Beach FL 33572. • American Neighborhood Mortgage Acceptance Company LLC (dba AnnieMac Home Mortgage, OVM with AnnieMac Home Mortgage, Family First A Division of AnnieMac Home Mortgage) Georgia Residential Mortgage Licensee #41523, NMLS 338923, 700 East Gate Drive, Suite 400, Mount Laurel, NJ 08054. • The C2K Cash Offer and Buy Now, Sell Later and Cash Bridge programs are fulfilled by AnnieMac Private Equity Cash2Keys (Cash2Keys), an affiliate of AnnieMac Home Mortgage (AnnieMac). Cash2Keys is not a financial institution and does not originate or issue loan commitments. You must be pre-approved by Cash2Keys for the Cash Offer program's income and collateral requirements. Once approved, the offer and purchase will be in the name of Cash2Keys. You must then purchase the home from Cash2Keys within 180 days. You are required to pay all transfer taxes associated with the purchase of the home. Visit annie-mac.com/cash for terms and conditions on Cash Offer. For complete licensing information, please visit: www.annie-mac.com/page/licensing

Meet The Team



Don Hill
Area Director



Elizabeth McCabe
Director of Business Development



Dave Danielson
Writer



Megan Sullivan
Client Experience Director



Julisa Luciano
Event Coordinator



Brandon Sabbag
Account Executive



Lori LaCoppola
Client Relations Director



Carol Walker
Professional Photographer
Thomas Bruce Studio



Allie Serrano
Professional Photographer
Allie Serrano Portraits, LLC



Barry Lively
Professional Photographer
B. Lively Images



Gerardo Luna
Photographer



Rob Horne
Videographer



Eric Bunch
Event Photographer



WHEN IT COMES TO MORTGAGES, IT'S NO TIME TO THINK OUTSIDE THE BOCKS.

THAT'S OUR JOB!

Ask us about our Luxury Buyer Boost!

MICHAEL BOCK
NMLS #1749855
michael@bockmtg.com

THERESA BOCK
NMLS #1996065
theresa@bockmtg.com

 bockmortgage.com
  727-457-6498





Don't lose another deal because of the age of the roof...

ASK US HOW WE CAN HELP



LOCAL ROOFING EXPERT

Specialize in re-roofing
Tile, Metal, and Shingle Roofs
Storm Restoration



21129 Leonard Road | Lutz, FL 33558
tel 813-606-4414 | fax 888-773-4346
www.MagnumRestoration.com

CCC1331334



TOP-RATED ROOFING CONTRACTOR | TOP RATED ON GOOGLE

RP DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

SAVE THE DATE

FOR

RP *Elevate*

SEPTEMBER 29 & 30, 2025

LOEWS ARLINGTON HOTEL & CONVENTION CENTER

Join real estate leaders and the top 5% of agents from across the country for a two-day experience packed with **industry insights**, **cutting-edge strategies**, and **powerful networking opportunities** designed to help you succeed in the ever-evolving real estate market.



MOLLY BLOOM

Oscar-nominated for "Molly's Game," the movie tells Bloom's journey from US skier to waitress to high-stakes poker game fame



RORY VADEN

New York Times bestselling author of "Take the Stairs"



REMINGTON RAMSEY

Creator of Real Producers, host of Real Producers Podcast

Tickets are limited! Reserve your spot today at rpelevate.com.



SPONSORSHIP OPPORTUNITIES AVAILABLE

2024 By The Numbers

Here's What Tampa Bay's Top 500 Agents Sold...

17,090

Total Transactions

\$11.7 Billion

Total Volume

\$5.5 Billion

Sold Volume

8132

of Buyers Served

6.2 Billion
Total Listings
Volume Sold

\$687K
Average Buyer

8958

Total Listings Sold

861K
Average Sales Price

11.2M
Average Buyer
Volume Per
Agent

12.3 Million
Average
Listing Volume
Per Agent

23.5M

Average Total
Volume Per Agent

18

Average # of Listings
per Agent

34

Average # of Sides
per Agent

16

Average # of Buyers
per Agent

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CLOSING/LISTING SERVICES

Comfortable Closings
(813) 725-5453
comfortableclosings.com

Pineapple Closings
(727) 644-2972
pineappleclosings.com

COACHING

Michael Reedy Coaching
Michael Reedy
(813) 508-8499
michaelreedy.org

CONTRACTOR / REMODELING

Level Construction & Design
(727) 475-1509
levelcd.com

CUSTOM BUILDERS

Gilk
gilk.com

HEATING/COOLING/ ELECTRICAL/GENERATORS

McWilliams and Sons
(727) 243-4182
mcwilliamsandsoninc.com

HOME INSPECTION

A Radiant Property Inspection
Hank Lobdell
(813) 839-8416
Radiantinspect.com

BPG Inspections
(800) 285-3001
BPGInspections.com

**Florida Building
Inspection Group**
(813) 415-1043
FLBGroup.com

Get the Facts Home Inspection
(813) 785-4620
getthefactshomeinspection.com

Gulf Shores Home Inspections
(727) 307-1339
gulfhomeinspections.com

Home Integrity LLC
(727) 284-6784
homeintegrityllc.net

Home Team Inspections
Margo Ackerman
(813) 750-2566
HomeTeam.com/Tampa-Bay

Paramount Home Inspectors
(813) 616-1399
paramountinspectors.com

SEC Inspection Services
(727) 786-4663
secinspection.com

Suncoast Home Inspections
(727) 899-0389
suncoast-home-inspections.com

HOME RENOVATION

Renovation Sells North Tampa
Justin Burnett
(727) 910-5898
renovationsells.com/northtampa

HOME SERVICES

HOMEstretch
(727) 902-4452
home-stretch.com/
stpetersburg-clearwater

HOME STAGING

Olive Leaf Staging
Rita Oliva
(813) 336-1426
oliveleafstaging.com

Staged to Sell Tampa Bay
(813) 784-3389
stagedtoselltb.com

Sublime Staging
(813) 546-2503
sublimestaging.com

HOME WARRANTY

**Fidelity National
Home Warranty**
Cameron Foster
(615) 481-9470
www.homewarranty.com

First American Home Warranty
Joe Duffin
(813) 344-7525
firstamrealestate.com

INSURANCE

MDRN Insurance
(813) 725-6445
mdrninsurance.com

Triton Insurance
(813) 967-3220
tritonagency.com

INVESTMENTS

Aspira Plans
Joey DiDomenico
(206) 818-1998
aspiraplans.com

LOCKBOX / ACCESS

SentriLock
Andrew Sims
(205) 482-1789
SentriLock.com

MARKETING

Casker Creative
(727) 207-2738
caskercreative.com

MOLD REMOVAL

Breathe Easy Mold Removal
(727) 564-8065
breathe easymoldremoval.com

MORTGAGE BROKER

Bock Mortgage Group
Michael Bock
(727) 457-6498
bockmortgage.com

MORTGAGE LENDER

Bay to Bay Lending
DJ Rondeau
(813) 251-2700
BaytoBayLending.com

Cardinal Financial (JC Sommer)
JC Sommer
(727) 244-1278
jcsommer.com

CrossCountry Mortgage
(Sam Gay)
Sam Gay
(813) 692-3423
crosscountrymortgage.com/
Tampa-FL-3495/Samuel-Gay/

Edge Home Finance
Celia Merritt
(813) 957-2080
celiamerritt.com

Hyde Park Mortgage
(813) 834-9600
hydeparkmortgage.com

Lincoln Lending Group
Frank Coto
(813) 765-1239
lincolnlend.com

**Matek Mortgage Powered
by Mpire Financial**
(407) 619-2488
matekmortgage.com

MiMutual Mortgage
(813) 579-2589
mortgagebyrebecca.com

Team Katie the Mortgage Lady
(978) 751-1934
teamkatie.com

**The Jen Martinez
Mortgage Team**
Jennifer Martinez
(813) 480-4747
jenmartinez.com

Van Dyk Mortgage
(813) 244-4941
VanDykFlorida.com

MOVING COMPANY

Premier Movers 4 Less
(813) 444-7716
Premiermovers4less.com

PEST CONTROL

The Rodent Professionals
Dalton Ohara
(727) 922-4637
therodentprofessionals.com

PHOTOGRAPHY

B Lively Images
Barry Lively
(813) 477-3398
thevirtualvisit.com

PROPERTY MANAGEMENT

Keyrenter Tampa
(813) 510-6022
keyrentertampa.com

REAL ESTATE PHOTOGRAPHY/VIDEOS

NTP 2 Photography
Eric Bunch
(813) 545-7569
ntp2.com

ROOFING

Magnum Restoration
(813) 606-4414
magnumrestoration.com

SCM Roofing
Shawn Alverson
(239) 339-7756
scmroofingfl.com

Tactical Roofing Company
(727) 404-8989
gettheroof.com

TITLE AGENCY

Celebration Title Group
Rob Modeszto
(813) 407-7299
www.CelebrationTitleGroup.com

TITLE COMPANY

Blue Brick Title & Escrow
(727) 441-8880
bluebricktitle.com

Digital Title Solutions
(813) 280-1920
digitaltitlesolutions.com

Enterprise Title
(813) 961-3391
etotb.com

Old Tampa Bay Title
(813) 402-2266
oldtampabaytitle.com

Red Door Title
(843) 324-2420
reddoortitlegroup.com

Stewart Title
Mary Mohr
(813) 294-3066
stewart.com

University Title Agency
Lori LaCoppola
(813) 422-1328
u-titleagency.com

UTILITY CONCIERGE

Utility Helpers, LLC
(813) 291-3600
utilityhelpers.com

VIDEOGRAPHER

Banyan House Media
(727) 564-0822
banyanhousemedia.com

Impressive Perspective
(813) 842-4597
impressiveperspective.com

WINDOWS & DOORS

**Florida Core Windows
and Doors**
(813) 355-6702



Nominate Your Favorite Vendors

Just Scan The QR Code!



NOMINATE YOUR
FAVORITE VENDORS

Premier Mover



4 LESS

THE TOP RATED MOVERS IN TAMPA

Feeling anxious about moving? At Premier Movers 4 Less, we understand how stressful it can be to uproot your home, but we're here to make it easier! Our expert team simplifies every step of the process, turning a nerve-racking day into a smooth, manageable experience.

Plus, we're proud to give back to the Tampa Bay community we love. Thanks to our partnerships with top local realtors, we make a donation to Feeding Tampa Bay with every move.

- Local
- Long Distance
- Packing
- Furniture Assembly
- Storage
- Junk Removal

Contact Us

Phone Number: 813.444.7716

Website: www.premiermovers4less.com



Don't Leave It to LUCK

When covered household items break, a quick service request online or via phone offers a convenient repair/replacement solution your clients can count on. And happy clients are worth their weight in gold.

Contact me today.

firstamrealestate.com
Phone Orders: 800.444.9030



Your Local Resource
Joe Duffin
813.344.7525
jduffin@firstam.com



"Protecting Client Relationships, Budget and Time"

©2025 First American Home Warranty Corporation. All rights reserved. FA_AD_MAR_JDUFFIN_MRP_3_25

VETERAN OWNED BUSINESS • INTERNACHI CERTIFIED
QUICK TURNAROUND TIMES • AVAILABLE 24/7



JOSEPH ANTHONY — CERTIFIED PROFESSIONAL INSPECTOR (CPI)®

We provide a tremendous value for ALL of our clients.
Give us a call today to schedule your home inspection.

727-899-0389



LET'S CONNECT

Elicit Curiosity and Evoke Emotion

LivelyListings.com



LivelyListings.com

B.Lively Images

Commercial & Residential

Architectural Photography



ShowingTime+

Barry Lively
PINELLAS REALTOR
ORGANIZATION

MEMBER

813-477-3398



Authorized Matterport
Service Partner
Since 2017

CHASE WALSETH

A Journey from Snowy Fargo to Sunny Florida's Real Estate Success

WRITTEN BY ELIZABETH MCCABE
PHOTO CREDIT: B. LIVELY IMAGES

In real estate, success often hinges on a combination of hard work, perseverance, and a genuine passion for helping others. Chase Walseth, the Director of Growth and Training at the Walseth and Lockhart Teams, embodies these qualities as he leads his team across four locations in the vibrant area of Pinellas County, Florida. But Chase's journey to real estate success didn't begin in the Sunshine State—it started amidst the snowdrifts of Fargo, North Dakota.

Chase's story is one of unexpected turns and unwavering determination. Growing up in a region known for its harsh winters, he never imagined he would one day find himself basking in the Florida sun. Yet, after visiting his parents in Florida, during the holidays, Chase found himself drawn to the warmth and beauty of the Gulf Coast.

"I arrived home to 27 inches of snow and below zero temperatures," he recalls. He had to jumpstart his car



“

I loaded up everything in a Uhaul and drove down here in three days.



and decided to make the move to the Sunshine State. He decided to leave behind the frigid temperatures of North Dakota and embark on a new chapter in Florida.

“We were known as the ‘Worst Weather City’ for nine out of 10 years,” jokes Chase, in reference to Fargo. “That’s not an award that you want to win.” Bad weather is what Fargo is known for. Don’t be fooled by the movie or the series. “That’s not quite what it is,” says Chase. He found a better way of life and doesn’t miss the cold one bit.

“I loaded up everything in a Uhaul and drove down here in three days,” he says. He was ready to embrace Florida and everything that it had to offer this go-getter.

“I bought a house that was a short sale,” he recalls. He purchased it sight unseen. “It had a hole in the roof and you can see right through. It was either a natural skylight or a water feature depending on the day,” he jokes. However, Chase was up for the challenge. He fixed houses in North Dakota and did some repairs to his home.

Making His Mark

After arriving in Florida, Chase initially focused on renovating properties. Soon he followed in the footsteps of his father, Troy, who had been a real estate agent for two decades. Inspired by a desire to build something more than just a job, Chase joined forces with his father to establish the Walseth and Lockhart Teams.

At first, Troy thought Chase was just joking when he wanted to join his team. However, he soon welcomed him with open arms and their business has grown since its inception.

From its humble beginnings, the team has grown into a formidable presence in the Pinellas County real estate market, closing about \$100 million dollars and 200 transactions annually. Chase’s personal success as a top producer, with \$19 million in sales last year alone,



is a testament to his dedication and expertise in the field.

But Chase’s role extends beyond just selling properties. As the Director of Growth and Training, he is committed to nurturing talent within his team and empowering them to achieve their full potential. He also excels in sales and working with clients to find the home of their dreams with his authentic, down-to-earth nature that resonates with his clients.

Chase also credits his mother Teri for her hand in the business. “My Mom and I are the implementors,” he comments. “She runs all the stuff behind the scenes.” He wants to make sure that she gets the credit that she deserves. “She does a lot of the training and implementation of our systems and processes. She also does the hiring, firing, conflict resolution, and deals with the budget and the books.” Not to mention client appreciation events. “She’s the engine that makes the machine run,” he adds.



“
I love real estate. It’s very rewarding, very fun and a new challenge every single day.”

building long-term relationships. He understands that trust and loyalty are the cornerstones of his business, and he goes above and beyond to exceed his clients’ expectations. Whether it takes months or years, Chase is dedicated to helping his clients achieve their real estate goals with integrity and professionalism.

Outside Interests

Outside of work, Chase finds joy in spending time with his family, including his fiancée Zerina and their energetic eight-year-old daughter Rosie. From attending Rosie’s activities to enjoying weekend getaways exploring the culture of St. Petersburg and Tampa, Chase cherishes every moment spent with his loved ones. Whether brewery hopping or seeing Broadway plays, there is always something for him to do.

Final Thoughts

As Chase Walseth continues to make his mark in the competitive world of real estate, his journey serves as a reminder that with passion, perseverance, and a genuine desire to serve others, anything is possible. From snowy Fargo to sunny Florida, Chase’s story is about the transformative power of following your dreams and embracing new opportunities with open arms.

Real Estate = A Passion

“I love real estate,” says Chase. “It’s very rewarding, very fun and a new challenge every single day.”

For Chase, real estate isn’t just a career—it’s a passion that fuels him. Even after a decade in the industry, he finds excitement in the unique challenges

and opportunities that each transaction presents. From helping clients relocate to Florida to assisting investors in finding lucrative opportunities, Chase thrives on making a difference in people’s lives.

One of the secrets to Chase’s success lies in his unwavering commitment to

Do your clients know they can use their retirement savings to invest in real estate?



Have you considered advising clients to transfer their IRA or 401(k) savings into a specialized IRA for investing in real estate opportunities?



Open up your client’s buying power today by booking a free 15 minute consultation to talk about how you or your clients can use a self-directed IRA to invest in real estate.






RED DOOR TITLE IS PROUD TO BE PART OF BRINGING YOUR CLIENTS home!

RedDoorTitleGroup.com




WHAT sets us apart?

- No Wire Fees
- Wire at Closing
- Covered Mobile Closer Fees
- Emergency Access on Nights and Weekends
- Attorney on Standby
- 1 on 1 Relationship with your Rep
- Geo-Targeting Tools
- Print Marketing Tools
- Palm Agent App & Listing 2 Leads

TAKE ADVANTAGE OF OUR free resources!

PA PalmAgent ONE

Our **free marketing app** will give you access to **branded net sheets**, REFI quotes, buyer estimates, TONS of calculators, & so much more!



KATELYN DAX
 BUSINESS DEVELOPMENT

813-420-5812
 katelyn@reddoortitlegroup.com
 RedDoorTitleGroup.com

BPG Inspections®

Tampa's Best! Home Inspections Made Easy for YOU.

Our team makes the inspection process quick, easy, and hassle-free, so you can worry less and close the deal faster!

OUR SERVICES INCLUDE:

- Home Inspections - pools and sprinkler included
- New Construction - pre-slab, framing, pre-closing
- One Year Builder Warranty Inspections
- WDO/Termite
- Wind Mitigation Reports
- 4 Point Inspections
- Air Quality Testing
- Water Quality Testing
- Sewer Scope Inspections
- Pre-Listing Inspections
- Commercial Inspections




scan to make an appointment today.

Call Us Today at 800-285-3001

100+ YEARS OF TEAM EXPERIENCE
 Serving the entire Tampa Bay Area

RESIDENTIAL CONTRACTOR

Specializing in New Construction, Renovations/Remodeling and Custom Finish Carpentry.

Streamline Your Real Estate Process with Our Expert Punch List Services.

We deliver punch list services for realtors and homeowners who are under contract or getting ready to buy or sell a property.



(727) 475-1509 | jp@levelcd.com



PGT AND CWS

(Custom Window Systems)



Florida Core Windows has provided personalized service in the Tampa Bay area for nearly 40 years, specializing in window and door replacements, offering sales and installation for residential and new construction projects.

CALL US FOR AN IN-HOME ESTIMATE

Office: 813-782-3513 Jen: 813-355-6702



AT MATEK MORTGAGE,

we offer tailored mortgage solutions, from competitive purchase rates to refinancing and reviews. Trust us to guide you with expertise and personalized care on your homeownership journey.



Logan Ware

SERVICES WE OFFER

- Self-Employed
- Conventional
- USDA
- FHA
- VA

Greg Matthews



BOOK A FREE CONSULTATION

(407) 760-6124

Logan@matekmortgage.com

2450 Maitland Center Pkwy, Unit 200 Maitland, FL 32751

Blue Brick Title and Escrow



As a real estate agent, your focus is on helping clients buy or sell their homes—let us take care of the rest. Blue Brick Title and Escrow streamlines the title process to ensure smooth, hassle-free closings every time. Our dedicated team helps you:

- Avoid Delays
- Protect Your Deals
- Stay Informed
- Close Confidently

From the first title search to the final signature, we've got your back—so you can focus on what you do best. [Selling Houses.](#)

Partner with us today to experience the difference at Blue Brick Title and Escrow!

Call us 727-441-8880

info@bluebricktitle.com

bluebricktitle.com

Ways I Can Help

Schedule a zoom meeting with me and let's talk shop!

Tough deal? LMK if you have a deal going sideways. My team and I are creative. I close 1-2 rescue deals every month.

As a modern loan advisor, I'm an extension of your business. I'm here to save you time & make you more money. I'm passionate about empowering realtors with consistent communication & educating homebuyers without the industry jargon.



Rebecca Larrea

Loan Officer
Hablo Español
NMLS #1479297



LET'S COLLABORATE!

5402 W Laurel St Suite 211
Tampa, FL 33607

(813) 578-2589

MICHAEL REEDY COACHING

REAL PRODUCERS CHOOSE MICHAEL REEDY COACHING

TAMPA BAY REALTORS, IT'S TIME TO LEVEL UP! OUR AGENTS ARE HAVING THEIR BEST YEAR EVER!



FIND OUT WHY TAMPA'S MOST SUCCESSFUL REALTORS TRUST MICHAEL REEDY COACHING!



BOOK NOW!
SCAN THE QR CODE TO BOOK A FREE CONSULTATION!



www.michaelreedy.org

Heidi Odio

EXCEEDING EXPECTATIONS WITH
EXCEPTIONAL CLIENT CARE

WRITTEN BY ELIZABETH MCCABE

PHOTO CREDIT: ALLIE SERRANO OF ALLIE SERRANO PORTRAITS, LLC

Born in Hartford, Connecticut, and raised in Atlanta, Georgia, Heidi Odio's journey to real estate excellence has been anything but ordinary. A Boston College alumna with a degree in business administration, Heidi's path took her from executive recruiting to becoming a top real estate agent in Tampa, Florida. Her unique background and passion for client care set her apart in the competitive world of real estate.

moved from Connecticut to Atlanta, where she grew up. Her father, an architect, and her mother, originally from Connecticut, influenced her deeply. After college, Heidi married in 2004 and relocated to Florida when her husband, Alex, pursued a master's in real estate development at the University of Florida. The couple briefly lived in Gainesville before settling in Clearwater in May 2005, when Alex secured a job in the Tampa Bay area.

From Connecticut to Clearwater

Heidi's life has been a series of relocations and new beginnings. At age three, she

Transitioning to Real Estate

For ten years, Heidi worked in executive recruiting, helping people find the





right jobs and negotiate employment contracts. After a decade at home raising her children and living abroad in Costa Rica, where her husband managed corporate operations, Heidi decided to pivot her career upon returning to the Tampa area. She and Alex, along with his brother, bought a piece of land to develop. This venture inspired Heidi to get her real estate license in 2015, initially to sell the townhouses they were developing.

Heidi quickly found success in the single-family home market in South Tampa, leveraging her network and dedication. "The hardest part in real estate is growing your client base," she admits. Yet, Heidi excelled, securing some of the highest listings in the Tampa market in recent years.

Now Heidi's connections extend beyond Tampa. She partners with a developer in Costa Rica, focusing on

special development projects and vacation homes. "Many people go there to vacation, and I can offer that service," she says, utilizing her personal knowledge of the community.

At Compass Florida, Heidi leads a team supported by a marketing director, executive assistant, and the extensive resources of Compass, including a public relations department that has featured her in the Wall Street Journal. Her team's growth speaks volumes of her leadership and dedication.

Real Estate Is In Her Blood

Real estate runs in Heidi's family. Growing up with a father who was an architect, Heidi's comfort with floor plans and design is second nature. She loves being in homes, out in the community, and networking. "All that is a source of joy. I love helping people get to their next step," she shares.

Her grandmother was a real estate agent. Today her brother, a general contractor, has relocated to Tampa, and her mother recently retired from an executive advancement role in higher education to join Heidi's team as a full-time agent.

Secrets to Success

Heidi's success lies in her authenticity, sharing information, and educating clients through the process. She emphasizes delegation and creating systems to keep



things simple. "I always ask myself, is this something I can delegate, or do I need to do this? What am I absolutely fantastic at? If I am not fantastic at it, I find someone who is," she says. This approach ensures her team delivers 110 percent.

Family Life

Celebrating her 20th wedding anniversary with Alex on New Year's Eve, Heidi is a proud mother of four children: Daniel (17), Anthony (16), Gabriel (14), and Lucia (11). Alex works in the citrus industry and global industrial sales. As a family, they love spending time on the water. "We have a boat, and that is a great source of joy. It's my favorite way to relax," she says, appreciating the beauty around them.

Looking Ahead

Heidi Odio continues to exceed expectations in the Tampa Bay real estate market, driven by her exceptional client care, strategic approach, and passion for homes and community. As she looks to expand her team and explore new opportunities, Heidi remains committed to helping her clients achieve their real estate dreams with integrity and dedication.





Professional Escrow Agency providing *Superior Service*

LOCALLY OWNED & MANAGED

Over 25+ years under the same ownership.

YOUR PARTNER FROM CONTRACT TO CLOSING

Providing estimates, handling the research of property and providing solutions to ensure your client feels confident at closing.

LICENSED, EXPERIENCED STAFF

Our offices have full time licensed escrow officers to serve your customers at either location, plus an on-staff signing agent who will meet your clients at a preferred location.

INNOVATIVE LUNCH & LEARN CLASSES

We offer monthly Lunch & Learns featuring leading-edge industry experts at the Epicurean Hotel.



ENTERPRISE TITLE OF TAMPA BAY, INC.

South Tampa

3602 Henderson Blvd., Tampa, FL 33609

New Tampa

5303 Technology Drive, Tampa, FL 33647

Phone: (813) 849-1400

Follow us:



Visit our website for an instant quote.
www.etfb.com

CAPTURE MOMENTS. CREATE MEMORIES.

Digital Assets For Luxury Agents

Complete Photo & Video Coverage - Interior/Exterior Aerial



ADD-ONS AVAILABLE:

AGENT SPOTLIGHT - TWILIGHT EXTERIOR - 4K VIDEO - 3D EXTERIOR MODEL - SOCIAL MEDIA CONTENT

IMPRESSIVE PERSPECTIVE



ROB COX
813-842-4597
ROB@IMPRESSIVEPERSPECTIVE.COM



YOU FIND THE HOME, WE'LL FIND THE LOAN



Marilyn Scolaro
Loan Originator
NMLS#2082734
Mobile: 813-244-4941
mscolaro@vandykmortgage.com

Cristina Diaz
Loan Originator
NMLS#1140183
Mobile: 813-420-8928
cdiaz@vandykmortgage.com



When you're ready for a **Chief Marketing Officer**, but want to pay a fraction of the price, go fractional.

Limited creative partnerships available from advisory to full service marketing.

CASKER CREATIVE
we make you visible go fractional

TAMPA BAY AREA LICENSED INSPECTION EXPERTS

Zero Upfront Cost:

With our pay at close option which ensures you pay nothing upfront!

Our team of experienced inspectors are capable of home inspection, insurance reports, sewer scope, pool inspections and lots more.



Reports available within 1-2 business days

813.785.4620

REPORTS WITHIN 24 HOURS | OFFICE HOURS 7 DAYS A WEEK | ONLINE ORDERING | AND SO MUCH MORE.



WRITTEN BY ELIZABETH MCCABE
PHOTO CREDIT: B. LIVELY IMAGES

PIRO POLOSKA

Discovered America as a Land of Opportunity & Rose in Residential Real Estate

“I won the Green Card Lottery to come to America with my family,” says Piro Poloska. “That was my lucky day.” He adds, “The happiest day of my life was when I came to America.”

Piro, a man with an incredible story of perseverance, discovered that America

truly is the land of opportunity. Originally from Albania, a small country between Greece and Italy with a population of 2.8 million, Piro grew up near the border of Greece. After earning a master’s degree in physics, he became a high school physics teacher and later a school principal in

Albania. Although he was established in his career, Piro had always dreamed of moving to America for the opportunities it could offer his family.

“I truly believed that I could reach all my dreams in America,” Piro recalls. In 1999, his dream became a reality. He,

his wife, and their two children, full of aspirations for a better life, packed their bags and moved to America.

A New Beginning in America

Like many immigrants, Piro’s first steps in the United States were challenging. Despite holding a degree and being fluent in several languages, he didn’t speak English. However, that didn’t stop him. Piro attended college classes to learn the English language, after that, he obtained his American educational credentials and began working as a middle school math teacher, drawn to the universal language of math.

“I loved my education career here,” he says. “But after three years, I was introduced to real estate.”

While searching for his first home in Florida, Piro discovered a passion for real estate. The process of finding and purchasing his home fascinated him, and soon after, he decided to pursue real estate as a part-time career while still teaching.

“It wasn’t easy for me at first. I had to pay bills and take care of my family, so I couldn’t sacrifice my teaching job,” he shares. However, his drive and dedication paid off. After three



and a half years of balancing both professions, Piro transitioned to real estate full-time.

Building Success in Real Estate

Piro’s success in real estate didn’t happen overnight. He began by serving his community, particularly the

Albanian population in Florida, helping fellow immigrants navigate the home-buying process in a new country.

“What I liked about real estate was that I could connect with people from different countries. Most of my clients were not informed about the real estate

process, so I worked hard to explain everything in detail.”

His knowledge of the challenges faced by immigrant families, especially those from Albania, gave him a unique advantage. “I know their problems—unemployment, finding schools for their kids, relocating, investing. I’m glad I was able to help these families start a new life here.”

Over time, Piro’s business flourished. He developed strong relationships within the Albanian community, guiding them through buying and selling properties. His expertise and willingness to assist others built his reputation and allowed him to thrive.

A Passion for Problem Solving

With a background in physics, Piro brings a methodical, problem-solving approach to real estate. “Physics taught me how to be an open book learner, how to adapt to new situations, and how to be precise in solving problems,” he explains. These skills proved invaluable when working with clients, allowing him to provide solutions tailored to their needs.

During his career, Piro has worked with various real estate companies. He started with Coldwell Banker but later moved to smaller companies. In the aftermath of the 2010 real estate crash, Piro obtained his mortgage broker license and worked closely with banks to sell REO properties. His adaptability kept him afloat during tough economic times.

A Family Business

In 2015, Piro’s son Aris, a finance graduate, joined him in the real estate business, bringing fresh and innovative ideas to the business. Together, they expanded their services by further real estate investing and positioning themselves a step ahead of the competition.

“Having my son in the business sent it to the next level,” Piro says proudly. The Poloska Team now includes four other real estate agents, and Piro’s passion for mentoring and teaching continues as he guides new agents to success.



Piro has received his Real Estate Achievement as an official winner of the Top 5% Nationwide Realtors Award for 2021, based on transactional volume. It’s a testament to his hard work, resilience, and ability to thrive in a competitive industry.

Giving Back to the Community

Beyond real estate, Piro is committed to making a difference in the Albanian community. He serves on the board of The Pan-Albanian Federation of America “Vatra” for Tampa Bay, helping

fund Albanian schools and providing financial support to families in need. His contributions have made a lasting impact on those around him.

A Grateful Journey

Looking back on his journey, Piro expresses gratitude for the opportunities he’s had in America. “Regardless of the challenges and obstacles I have to face, I never regret coming to America and starting our new life here. I’m very thankful for the true opportunities we’ve found.”



Today, his children are pursuing their own successful careers—his son is in finance, and his daughter, Tea, is an internal medicine doctor at Sarasota Memorial Hospital. Piro’s wife Ariana, an Albanian literature teacher, also embraced new opportunities, becoming a preschool education teacher and later starting her own business in that field.

“I know how important it was for me to get a new house for my family in this country,” Piro reflects. “It’s the same for my clients. I understand their dreams because I’ve lived it myself.” Piro Poloska’s journey from Albania to America is a powerful reminder of the resilience and determination needed to pursue one’s dreams, no matter the challenges. His passion for real estate, deep connection with his clients, and unwavering belief in the American dream have made him a trusted and successful agent, impacting the lives of countless families along the way.





UNIVERSITY TITLE AGENCY

YOU NEED A TRUSTWORTHY PARTNER WHO UNDERSTANDS YOUR NEEDS

How we make your life easier:

- ONE SINGLE POINT OF CONTACT
- FULL SERVICE ON EVERY TRANSACTION
- TIMELY AND ACCURATE TITLE COMMITMENTS
- SUPERIOR COMMUNICATION
- KNOWLEDGEABLE AND PROFESSIONAL STAFF
- CONTRACT UPLOAD CAPABILITY OR DROP OFF

Lori LaCoppola
813-422-1328




OUR EXPERIENCED TEAM HAS SUCCESSFULLY HANDLED THOUSANDS OF CLOSINGS. WE'RE HERE TO ENSURE A SMOOTH AND PROFESSIONAL PROCESS

(813) 906-2810



18701 N. DALE MABRY HWY., LUTZ, FL 33548
Office: 813-948-5990 Cell: 813-967-3220

T.firlik@tritonagency.com
K.nolen@tritonagency.com



MORE OPTIONS. MORE SAVINGS

HOMEOWNERS • FLOOD • AUTOMOTIVE • BOAT
COMMERCIAL • BUSINESS OWNERS' POLICIES • PERSONAL UMBRELLA

How to Secure the Best Coverage for Your Closing

Closing on a home is a big milestone—don't let inadequate insurance detail your client's plans. While it's tempting to lower coverage or increase deductibles to save money, is that really the best financial strategy for your buyer? Here are some essential tips to ensure you're getting the best rate and the right coverage.

Get a 4-Point and Wind Mitigation Report: These reports can uncover valuable opportunities for discounts.

Review the Wind Mitigation Report for Retrofitting Opportunities: Simple upgrades, like adding a third nail to qualify for a hurricane clip, can save up to 40% on insurance!

Let the Insurance Agent Know About Alarm Systems: If your client plans to install one, it could mean a lower rate.

Ask About Community Discounts: Many carriers offer savings for homes in gated communities or with single-entry access.

Check for Military Discounts: Some carriers provide exclusive discounts for military members and veterans.

Builder Accreditation Discounts: Homes built by accredited builders may also qualify for additional savings.

Not All Agencies Are Created Equal

When it comes to finding the right coverage, agency choice matters. Many agencies are limited to a handful of carriers, which can restrict your options. At Triton, we work with over 50 admitted homeowner carriers and have access to the surplus market—giving you and your clients unmatched flexibility and savings opportunities. Let Triton help you close with confidence.

Contact us today to secure the best coverage for your buyers!

SAVE UP TO 30% WHEN YOU BUNDLE WITH US



Google

OVER 500 REVIEWS

Thousands of Tampa residents trust Triton to provide superior service!

REAL PEOPLE. REAL SERVICE



Breathe Easy, We've Got You Covered.

**MOLD REMEDIATION | MOLD INSPECTION
AIR QUALITY TESTING | AIR DUCT CLEANING**

Breathe easier with our thorough mold remediation services, enhancing indoor air quality for a healthier home. Trust our experts to safeguard your living environment, ensuring safety and comfort throughout your spaces.

www.breatheasymoldremoval.com




Does your house have a **Cold?** Mold

Breathe Easy Mold Removal

(727) 564-8065
breatheasymoldremoval@yahoo.com



Jen Martinez
Your mortgage lender for life



EXTRAORDINARY LOANS, EXCEPTIONAL SERVICE

VP of Mortgage Lending
M 813.480.4747
W jenmartinez.com
E jen@jenmartinez.com

2350 E. State Road 60, Office #43
Valrico, FL 33594
NMLS3029 NMLS2072917 NMLS173516

JEN MARTINEZ TEAM
CROSSCOUNTRY MORTGAGE™

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, LLC NMLS3029 (www.nmlsconsumeraccess.org).




LINCOLN LENDING GROUP
813MORTGAGE.COM



Employee of the month
Kathy Kramer

Kathy was one of the original Lincoln Lending Group Employees. She was our first loan processor and has remained a loyal and committed member of the team for 20 years! Kathy is not only a licensed loan originator, but an LOA manager and can process any loan with her eyes closed. There is nothing that Kathy cannot do. We are proud to have Kathy as a valued part of the team for the last 20 years and could not have accomplished what we have without her!

Contact Kathy Kramer:
Kathy@LincolnLend.com
Call or text 813-841-6163



YOUR NEW NEIGHBOR ON DAVIS ISLANDS
OLD TAMPA BAY TITLE
THE ONLY TITLE COMPANY ON THE ISLAND

We're excited to announce that **Old Tampa Bay Title** has just opened a new office right here on Davis Islands! This new location allows us to better serve our clients in the area with the same exceptional service and expertise you've come to expect. Whether you're buying, selling, or refinancing, our team is ready to help make the process seamless and stress-free. Stop by and say hello—we can't wait to welcome you to our new space!

WHY CHOOSE US?

CONVENIENCE: No more trips across the bridge! We're right here, your neighbor.	EXPERTISE: We bring years of experience in making the closing process smooth and stress-free.	COMMUNITY FOCUSED: As your new neighbors, we're invested in the same community you call home.
--	---	---

15 BARBADOS AVE • TAMPA, FL 33606
813.402.2266 • WWW.OLDTAMPABAYTITLE.COM

TEAM LEADER



Damla Burnukara

Guiding Real Estate Success with Heart & Determination



WRITTEN BY ELIZABETH MCCABE

From her early days in Turkey to becoming a prominent real estate team leader in Florida, Damla Burnukara's journey speaks volumes of her resilience, passion, and dedication. As the Team Leader of the Elite Choice Home Group at Future Home Realty, she seamlessly blends her background in psychology with her real estate expertise to create an environment where her team and clients thrive.

A Journey Across Continents

Born and raised in Turkey, Damla's path to real estate was anything but linear. At the age of 15, she moved with her parents to Connecticut, where she completed her high school and college education, studying sociology and psychology. This foundation in understanding human behavior would later prove invaluable in her real estate

career. After college, Damla returned to Istanbul and spent eight years working as a child psychologist, helping children and parents navigate their challenges. Damla also got married before a new chapter awaited her.

Embracing a New Dream in the U.S.

In 2015, Damla's life took another significant turn when she won the Green



Starting with Keller Williams (KW), Damla had no budget for advertising and knew no one in the Tampa Bay area. She began her real estate journey the hard way—door-knocking. Her perseverance paid off, closing 15 transactions in her first year and 25 in her second. Her dedication and success caught the attention of her peers, and she was invited to lead an extension team at KW. Though the initial attempt didn't pan out, Damla's leadership potential was undeniable.

Building Elite Choice Home Group

In 2018, Damla founded the Elite Choice Home Group, initially as a small team of five within KW. Their success was swift, prompting a move to Future Home Realty. Today, the team has grown to eight agents, closing 150 transactions annually and generating \$35 million in

sales. Their excellence was recognized when they made it to the REAL Trends list, ranking 79th in Florida.

Damla attributes much of her success to her psychology background, which helps her understand and support her team's strengths. She emphasizes playing to each agent's strengths, whether it's door-knocking, hosting open houses, or other strategies. This personalized approach has created a family-like atmosphere within the team, fostering both professional and personal growth.

A Personal Touch in Professional Success

Damla's leadership style is characterized by her personable nature and genuine care for her clients and team members. She believes in guiding clients through every step of the transaction, likening it to holding a hand during therapy. This com-

Card lottery. Fueled by a long-held dream of living in Florida, inspired by a memorable vacation in Clearwater, she and her family relocated to Tampa. Determined to pursue a career she was passionate about, Damla decided to venture into real estate, leaving her psychology career behind.

"I wanted to do what I wanted to do," she says. Instead of psychology, she wanted to pursue her heart's desire for real estate. With her drive and determination, Damla quickly found her footing and excelled.





“I HAD NO OTHER CHOICE; I HAD TO MAKE THIS WORK, NO MATTER WHAT. AND I DID.”

mitment to service, rather than just business, has built a strong referral-based clientele. She ensures her team’s success by passing on leads from online sources and postcards to them, focusing herself on her sphere of influence and referrals.

“I love what I do,” smiles Damla. She can’t imagine another career besides real estate.

Overcoming Challenges and Building a Future

The journey wasn’t without obstacles. When the family first moved to the U.S., her husband’s business did not flourish as expected, pushing Damla to succeed in real estate. “I had no other

choice; I had to make this work, no matter what. And I did,” she reflects. Her husband’s subsequent shift to real estate and their collaborative efforts in fix-and-flip projects have further solidified their success.



Outside of work, Damla cherishes time with her family, including her son and their cat. They love traveling,

especially to Europe, and exploring different cultures. Whether it’s attending concerts or cooking together, these moments of connection recharge her for the demands of her career.

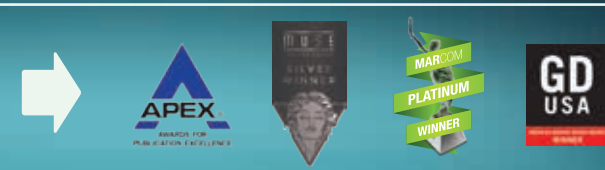
Looking Ahead

Damla Burnukara’s story is inspirational. From her early days in Turkey to leading a top-performing real estate team in Florida, she exemplifies what it means to pursue one’s dreams with unwavering dedication. Her unique blend of psychological insight and real estate acumen continues to inspire her team and provide exceptional service to her clients, making her a standout leader in the industry.

THE GOLD STANDARD IN MAGAZINE & AD DESIGN



But don’t just take our word for it. Take *theirs*.



n2co.com

FBI Home Services Company
 (813) 582-1491
 www.fbihomeservices.com
 clientcare@fbih.com

- Request a Quote
- Select your Repairs
- We schedule the work ASAP

Repairs made EASY!

- Tell Us About Your Home
- Tour & Estimate
- Renovate Today, Pay Later
- Expert Design, Streamlined
- Project Launch

Renovations Simplified

(407) 928-2929
 Jburnett@renovationsells.com

REMEMBER BAY TO BAY LENDING FOR YOUR CLIENTS HOME BUYING NEEDS!!

- Residential and Commercial Loans
- Bank Statements/DSCR/No Ratio Loans Available
- Quick On-Time Closings
- Seven Days a Week Loan Officer Sales Support
- Loan Officer Presence at Public and Brokers Open Houses
- Refinance Loans



Call us... We are here for you! Llámamos... ¡Estamos aquí para ti!



(813) 251-2700 • 326 S. Hyde Park Ave., Tampa, FL 33606
 BayToBayLending.com • info@BayToBayLending.com • NMLS ID #4102



Gerardo Luna
 photographs



REAL ESTATE PHOTOGRAPHY SOLUTIONS

- Videography
- 360 tours
- Drone 107 Pilots
- Floorplans
- Portraits

813-640-2611



12 Months of coverage

13 Months of coverage

Helping protect a homeowner's most valuable investment.
 Choose 12 or 13 months of coverage.

CAMERON FOSTER
 Senior Sales Executive
 615-481-9470
 cameron.foster@fnf.com



Elevate your space to maximize your sale!

- ✓ Vacant Staging
- ✓ Occupied Staging
- ✓ Pre-listing Consultation
- ✓ Interior Design
- ✓ Short-Term Rental Styling

Contact Us

Proudly serving the Tampa Bay Area
 813-336-1426
 www.oliveleafstaging.com
 rita@oliveleafstaging.com



Samuel Gay

Producing Branch Manager
 Retail NMLS #1510991



Let's keep the lines of communication open!

218.340.6474

1208 E Kennedy Blvd,
 Office 231 Tampa, FL 33602

samuel.gay@ccm.com

I'll ensure you're always informed throughout your mortgage journey, from start to finish, and I'm here to answer any questions you have along the way. Whether you're buying, refinancing, or renovating, count on me for a friendly and top-notch home loan experience tailored just for you!



Their Inspections Are So **RADIANT**, They Have To **Wear Shades**

WRITTEN BY ELIZABETH MCCABE

“I’m a real estate agent who first worked with Radiant on one of my listings. Radiant was chosen as the buyer’s inspection company. I was very impressed with their work and professionalism! Now they are the first company I recommend to my clients. They are a one stop shop for any type of home related inspections (pest, radon, etc). Also, I have used them personally for a roof certification for my insurance company on my home. Radiant is my go to choice and Hannah Cook is my go to inspector!!” -Stephanie Pia

“We are in the final stages of new construction and the Radiant team did not disappoint. They were prompt, easy to coordinate with and extremely thorough. They got us our report the same day as well. Definitely recommend.” – Kirsten Olivier

“Very impressed with Radiant and will be recommending to our friends. They had two inspectors come out, not just one. They were quick to communicate and even got back to me on the weekend several times. My favorite part about them is their reports, very thorough and lots of pictures. Lastly, they were very pleasant to talk to over the phone every time I called.” – Heather Ferrante

These are just a handful of positive reviews for A Radiant Property Inspection in St. Pete. With over 1213 reviews and 4.9 stars, they’ve established themselves in the community since their inception 8 years ago.

A Customer-Centric Focus

“We are not a home inspection company; we are a customer-service company that specializes in home inspections,” says Hank Lobbell, owner of A Radiant Property Inspection, along with his wife Mary Lobbell. From the first phone call to the final report, Radiant’s focus is on exceeding customer expectations. Hank shares, “Every interaction, from answering the phone with a cheerful ‘How can I make your day radiant?’ to providing detailed follow-ups, is designed with the customer in mind.”



What truly sets Radiant apart is their values-driven culture. Hank hires team members who align with the company’s ethos of integrity, optimism, and dedication. “We fight for others’ greatness more than we fight for their limitations,” he explains. Radiant’s team embraces challenges with gratitude and believes in constant growth. “We operate in a spirit of abundance, gratitude, and belief that all things are possible.”

A Team of Experts

Radiant has grown from a small team to nine inspectors, including five Certified Master Inspectors. “When hiring, we prioritize values and culture over technical skills,” Hank explains. “We can train skills, but we want people with the right attitude who genuinely care about our clients.” This approach has been instrumental in Radiant’s success.

Mary, who works part-time and is easing into retirement, is another key member of the team. “Mary lights up every room she enters with her smile,” Hank shares. “Her role is to keep me on track and ensure we’re staying focused on our vision.”

Comprehensive Services

Radiant simplifies the inspection process for real estate professionals and homeowners by offering a wide range of services, from traditional home inspections to specialized services like radon testing, pest inspections, and roof certifications. They even launched their own pest control company, Glow Pest Solutions, to provide seamless termite inspections without relying on third-party vendors.

Uniquely, Radiant also offers in-water dock and seawall inspections, a rare service in Tampa Bay. “One of our inspectors is scuba-certified,” says Hank. “We’re the only

company in the area offering these services.”

Beyond inspections, Radiant is committed to education. “We love giving back to real estate agents and clients through classes and training,” Hank notes. “Educating others is a key part of our mission.”

Leading with Vision

As Chief Visionary Officer, Hank focuses on growing the company and mentoring other inspection businesses through his role as a coach with Inspector Empire Builder (IEB). “I help inspection companies across the U.S. grow and succeed,”

he shares. Radiant has even expanded internationally, opening a branch office in Aruba last year.

A Radiant Property Inspection’s commitment to excellence has not gone unnoticed. They proudly won the “Best of St. Pete” award in 2022 and have been consistently recognized as one of the top inspection companies in the area.

Contact A Radiant Property Inspection

If you’re looking for thorough, professional, and customer-focused inspections, A Radiant Property Inspection is ready to exceed

“We love giving back to real estate agents and clients through classes and training. Educating others is a key part of our mission.”



your expectations. Whether you’re a homeowner or a real estate professional, Radiant’s dedicated team is here to make your day... well, radiant.

A Radiant Property Inspection
 1700 66th St N, Suite 406
 St. Petersburg, FL 33710
 (813) 839-8416
 www.radiantinspect.com



JC SOMMER
 BRANCH LEADER
 NMLS #1588030



MOVEMENT
 MORTGAGE

MORTGAGE THE RIGHT WAY

I’LL TAKE THE TIME TO UNDERSTAND YOUR SPECIFIC NEEDS, TAILOR YOUR LOAN ACCORDINGLY, AND PROVIDE GUIDANCE THROUGHOUT THE ENTIRE PROCESS.

7 2 7 . 2 4 4 . 1 2 7 8

JC.SOMMER@MOVEMENT.COM

REAL PRODUCERS PODCAST



Inspiring conversations with the nation’s top real estate agents.

Same Brand, New Reach – Tune in for free today

Listen on **Apple Podcasts**

LISTEN ON **Spotify**

Listen on **amazon music**



podcast.realproducersmag.com



William Owens

Owner/Licensed Transaction Manager
 m: 727-644-2972
 will@pineappleclosings.com

We save you time and headaches by making your real estate transactions a breeze! Helping others succeed is what we do!

- Listing to Closing Transaction Management
- Contract to Close Transaction Management
- Broker Compliance
- Listing & Contract paperwork assistance
- Al la Carte Real Estate Services
- Pay as you go, per transaction and no upfront costs

WOMEN

EMPOWERMENT Photoshoot



Confidence Is Beautiful
Wear it like a Queen



(813) 501-7250  AllieSerranoPortraits.com   AllieSerranoPortraits

*No time to update your team photo
or individual headshots?*

No problem! Let us come to you!



On location - your office or other locale
Studio set up or environmental background
Group rates available

THOMAS BRUCE
Studio

Carol Walker
Master Photographer
Florida Degree of Photographic Excellence
Florida Education Degree, Florida Service Award
Owner/Portrait Artist



(727) 577-5626 • www.thomasbruce.com

meet
**COLLETTTE JOY
 (CJ) SEITZ**

From *Working at First Watch* to Watching Deals Move to the *Closing Table!*

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

There are no shortcuts to success in real estate, and Collette Joy (CJ) Seitz embodies this principle through her persistence, persistence, and hard work.

CJ Seitz's story is a compelling one, marked by a significant career shift that saw her move from serving tables and opening restaurants to closing real estate deals. Born in Chicago and moving to Palm Harbor at the age of three, CJ attended the University of South Florida, where she majored in Mass Communications with a focus on Marketing. Her early professional life was spent in the service industry, where she worked as a server and bartender at various restaurants for ten years. Her service experience included working at First Watch, where she was a server and was promoted to a NRO (New Restaurant Opener). This experience, she believes, was instrumental in her real estate career. "Being a server helped me in real estate. It taught me how to talk to people and deliver a high level of service," she shares.

While CJ was content in her role at First Watch, her aspirations extended beyond the restaurant industry. "My mom called it the 'golden handcuffs'—coming home with cash every day, but there was no more room to grow. I wanted more." This desire for growth led her to create a business in rental arbitrage, setting up plans to rent properties for Airbnb, which she managed and profited from. This entrepreneurial endeavor sparked an interest in real estate.

The turning point came when CJ attended a networking event. "I met



with a broker who suggested I get my license. It would open up new doors," she recalls. Initially hesitant, she finally decided to pursue her real estate license, a decision she made while reflecting on a paddleboard trip. "I thought, why not? I got my license in April 2023, and passed on the first try."

Her entry into the real estate industry was not without its challenges. Originally planning to work with the broker she met at the networking event, CJ found their visions did not align. She then joined Team Borham with eXp Realty, where she received invaluable training. "I thought it was going to be

easy—just list homes—but it was a process. I had to start planning out my days, time blocking, and a lot was trial and error.”

CJ’s commitment to generating her own business, rather than relying on team leads, proved crucial. “I focused on one thing—calling for sale by owners. I learned scripts, got a lot of appointments, and that’s where my business started.” Her persistence paid off as she began converting leads and building her client base.

Recently, CJ made a significant transition to Engel & Volkers Tampa Downtown. “I wanted to expand and grow my business and build my own team. This new brokerage allows me to build myself and my brand,” she explains.

Personal Pursuits

Beyond real estate, CJ is passionate about aerial arts, a discipline she discovered while attending USF through Facebook.

She shares, “I saw that aerial classes were 20 minutes from my apartment.” She’s been doing silks ever since. CJ has been practicing aerial arts for eight years and is also an instructor at a local studio in Downtown Tampa.

“It’s my escape,” she shares. No matter what is going on in real estate, CJ can ascend in silks, work on flips, and let the care of life vanish. It isn’t easy, but she makes challenging moves look simple.

In her personal life, CJ is engaged to Ben, whom she met while working at a restaurant—she was a bartender, and he was a pizza cook. “Ben has helped me so much through this process and we have both come so far from the restaurant we met at,” says CJ. “He

“

I thought it was going to be easy—just list homes—but it was a process. I had to start planning out my days, time blocking, and a lot was trial and error.”





**“
I love helping people.
When I was a server,
I trained others, and I
want to continue that
in real estate.”**

began his entrepreneurial journey in direct sales to eventually building and growing multiple sales teams with Solar and Roofing. We've held each other accountable and continue to help each other become better." Their goal is to purchase a home by November 2025, and they are excited about what the future holds for them.

CJ's dedication extends to her community involvement. She is actively involved in Meals on Wheels, a charity close to her heart.

What's Next?
Reflecting on her journey, CJ attributes her success to consistency and time blocking. "My calendar is insane. You do the same things every day. It's boring, but being consistent is the biggest thing," she admits. However, consistency pays off for this Rising Star.

What's next for CJ? Looking ahead, CJ is focused on selling 20 homes a year and aims to grow her own team. "I love helping people. When I was a server, I trained others, and I want to continue that in real estate," she comments.

From serving others in the hospitality industry to serving her clients in real estate, CJ is an inspiration. Finding her passion and purpose in real estate has been a gamechanger for this Rising Star!

HOME INTEGRITY
YOUR TRUSTED HOME INSPECTION TEAM

COMPLETE HOME INSPECTIONS
NEW CONSTRUCTION
LIGHT COMMERCIAL
DOCK & SEAWALL
4-POINT & WIND MITIGATION

HomeIntegrityllc@gmail.com

727-284-6784

Follow Us  

(787) 862.7002

McWilliams & Son, Inc.

**HEATING, AIR
CONDITIONING,
& ELECTRICAL**

Whether it's an air conditioning installation, repair, or heating, we have you covered both residentially and commercially. From small jobs to large projects, trust in our commitment to quality work, attention, and professionalism.

ELITE DEALER **TEMPSTAR**
Heating and Cooling Products

EDGE HOME FINANCE

Create your own luck this **St. Patrick's Day!**

We are here to assist your clients in financing their dream home today.

Celia Merritt
MORTGAGE TEAM

Celia Merritt, Loan Officer
Licensed in FL, NC, SC, VA, PA, MI, GA, KY, CT, CA, TX, LA
NMLS# 1770000

SCAN ME



PEST CONTROL SERVICES

If you have a rodent or wildlife issue at home, or if you just need some reassurance, give us a call today to schedule a **100% free inspection!**

Our Services Include :

- ✓ Trapping
- ✓ Repellents/Deterrents
- ✓ Sanitation
- ✓ Home Exclusion
- ✓ And More!



CONTACT US! DALTONOHARA@THERODENTPROFESSIONALS.COM
727-922-4637

600 CLEVELAND STREET SUITE 374
CLEARWATER, FL 33755

The Rodent Pros Offer rodent trapping, rodent removal, rodent exclusion, rodent sanitation and rodent remediation services to all cities within a 50 miles radius of Tampa Florida.



PARAMOUNT HOME INSPECTORS

DON'T RELY ON LUCK!

GET A THOROUGH HOME INSPECTION THIS ST. PATTY'S DAY AND ENSURE YOUR HOME IS GOLD-STANDARD!



Info@paramountinspectors.com | **813.616.1399** | Paramountinspectors.com



Maximize MARGINS

TURNKEY RESULTS

Don't Leave Money on the Table

Call for details
813.784.3389

www.stagedtoselltb.com

GILK

DESIGN BUILD

BUILDING RESILIENCE TOGETHER

OUR TEAM OF INDUSTRY EXPERTS ARE DEDICATED TO HELPING TAMPA BAY RECOVER, REBUILD, AND GROW STRONGER WITH CUSTOMIZABLE, RESILIENTLY DESIGNED HOMES.

WHAT WE OFFER:

- **CUSTOMIZABLE RESILIENT DESIGN:** TAILORED HOME DESIGNS FOCUSED ON DURABILITY AND SAFETY, BLENDING AESTHETICS WITH ADVANCED RESILIENT CONSTRUCTION TECHNIQUES
- **STRATEGIC PARTNERSHIPS:** COLLABORATIONS WITH TRUSTED REALTORS, LENDERS, AND INDUSTRY PROFESSIONALS TO ENSURE CLIENTS RECEIVE PERSONALIZED ADVICE AND GUIDANCE
- **SEAMLESS PROCESS NAVIGATION:** OUR TEAM WILL MANAGE EVERY ASPECT OF THE REBUILDING JOURNEY, SIMPLIFYING DECISION-MAKING AND PROVIDE CLIENTS A SUPERIOR HOMEBUILDING EXPERIENCE

AT GILK, RESILIENT DESIGN IS MORE THAN MEETING CODES—IT'S ABOUT CREATING LASTING HOMES AND THRIVING COMMUNITIES.



Building Dreams

Our clients are not just building structures, they're building dreams, aspirations, and legacies. Gilk specializes in new home builds, large-scale renovations, and smart commercial solutions.



Transforming Lives

We create spaces that don't just reflect our clients' needs, but also provide a sense of belonging and connection. Whether you're looking for a new home or renovating an existing one, we're ready to collaborate every step of the way.



Never the Same Thing Twice

From the initial consultation to the final walkthrough, we embrace a no-holds-barred approach. Our clients can breathe and their homes can thrive. With a commitment to excellence, our portfolio is a testament to our dedication to creating spaces that truly matter.

GILK.COM #CGC1525373 813.538.9806

designsolutions@gilk.com

Resources to Grow Your Real Estate Business

With 130 years of experience, Stewart has the knowledge, financial strength and tools to help grow your business. We provide education, strong customer relationships and digital tools to give you an advantage in the Tampa Bay area – Hillsborough and Pinellas counties.

Call me to learn more.



Stewart Title Company
Mary Mohr
Business Development Officer
813.294.3066 cell
Mary.Mohr@Stewart.com

Tampa
3402 W Cypress St
Tampa, FL 33607
813.872.9898
stewart.com/tampa

St. Petersburg
4134 Central Ave.
St. Petersburg, FL 33711
727.895.3664
stewart.com/stpetersburg

130 YEARS

Successful Past. Inspired Future.



© 2024 Stewart. All rights reserved. | 363550
The information provided here is for general informational purposes only, should not be relied upon, and is subject to change without notice.

FROM THE DESK OF THE PRESIDENT:

“Like it or not...
You are in business,
so you are in politics”

BY TIM WEISHEYER, 2025 PRESIDENT OF FLORIDA REALTORS®

As the Florida Realtors® Leadership Team engages with members across the state we sometimes speak with members that are not aware just how much legislation is filed each year that could directly—and dramatically—impact their businesses, their livelihoods and their ability to succeed as an entrepreneur.

Whether it has been defeating sales taxes being levied against your real estate commissions, fighting rent control measures, protecting licensing laws, addressing insurance fraud, tackling the negative impacts of assignment of benefits or having real estate services deemed an essential service during the global pandemic so we could continue to do our important work as Realtors®, our association has stood as a sentry for our well-being and success as real estate professionals.

As a top producer, you know better than anyone just how much is at stake and how hard you have worked to create your success and your version of the American Dream. What you may not know is how much your state association, Florida Realtors®, values your involvement in protecting your business, our profession, and the economic success of our great state.

As a business owner, you bring an incredibly important voice and perspective to our work in city hall, commission and school board chambers and certainly in Tallahassee. Even more so, our unified voice as ‘The

Voice for Real Estate in Florida’ is the strength that protects you, me and the countless buyers and sellers we have the honor of serving.

It has been said people often do not get involved simply because they have not been asked or invited. So, this is my personal and sincere invitation for you to join us in this important work. I welcome you to join me, the Florida Realtors® Leadership Team and Realtor® members from across Florida as we gather in Tallahassee for Great American Realtor® Days on March 4-6, 2025. This gathering of some of the smartest and most successful real estate professionals at our state capital is where we bring your voice to lawmakers and regulators on issues important to you and your business.

Florida has a 60-day legislative session and it moves fast, but this session is already gearing up to be impactful. As bills are being drafted and filed, we already know we will be addressing issues from insurance and condominium reforms to taxes on commercial leases, private property rights and so much more.

I hope you will join us as we do the important work to protect our businesses, our economy and our way of life in the Sunshine State. Scan the QR codes below to learn more about:

2025 Legislative Priorities

Great American Realtor® Days



By the age of 24, Tim was a multi-million dollar producer and had become known for delivering excellence in every real estate transaction he was a part of. He quickly became a trusted resource for buyers and sellers throughout Central Florida and a sought-after thought leader and speaker on real estate matters across the United States.

Tim has many awards and appointments to attest to his success as a leader, businessman, and real estate professional. Additionally, Tim has been inducted into the National Association of REALTORS® Hall of Fame. He is the youngest member ever inducted from his association and part of an elite group of REALTORS® from across the United States to earn such an honor, placing him in the top 1% of all REALTORS® nationwide.



2025 Legislative Priorities QR



Great American Realtor® Days

TACTICAL ROOFING COMPANY

Pay At Closing Offer

We understand your needs, and that's why we offer the convenience of payment at closing. No upfront fees, just exceptional service from start to finish.

Scan here for more info! >>>

Free Consultation **727-404-8989**

Connect with Us **www.GetTheRoof.com**

CGC1526851 | CCC1332978

All Specialty Services Done in House
Call us Today at **813.839.8416**

Visit Our Website
RadiantInspect.com
or Scan Here

NO UPFRONT COST
PAY AT CLOSING
OPTION AVAILABLE

Pre Listing, New Construction, Luxury, WDO, Commercial, Air Quality, Dock and Seawall... We Specialize in it All.

(727) 260-5531
info@prohealthpestcontrol.com

Pests causing Shenanigans impacting your closing?

Give us a call and we will Shamrock them out of there!

- Termites Prevention & Control
- General Pest Control
- WDO Inspections
- Rodent Control



COMFORTABLE CLOSINGS

ENSURING SMOOTH TRANSACTIONS

BY DAVE DANIELSON

IN THE FAST-PACED WORLD OF REAL ESTATE, ONE CRUCIAL ELEMENT THAT UNDERPINS EVERY SUCCESSFUL TRANSACTION IS THE PAPERWORK THAT LEADS TO THE CLOSING TABLE. NAVIGATING THE COMPLEX AND OFTEN TIME-SENSITIVE PROCESS OF CLOSING REQUIRES A TRUSTED PARTNER WHO CAN HANDLE THE INTRICATE DETAILS AND UNEXPECTED CHALLENGES. THAT PARTNER IS CALVIN DARVILLE AND HIS TEAM AT COMFORTABLE CLOSINGS.

Passion and Expertise at Work

Calvin Darville's commitment to his clients is evident in every interaction. As the owner of Comfortable Closings, Calvin specializes in mobile and remote notarization services, bringing his expertise and passion for problem-solving to every deal.

"One of the most rewarding parts of what we do is stepping up to the challenge for those we serve," Calvin explains. "Many people don't realize the complexity of what goes into making a closing happen. There are so many moving parts, and people can be anywhere at any time. But we go the extra

mile, whether it's handling rush jobs or performing remote online notarization."

A Nationwide Network That Delivers Results

Under Calvin's leadership, Comfortable Closings has grown into a well-oiled operation. His team, along with a vast network of notaries stretching from coast to coast, now handles over 1,000 closings every month. With a team that can tackle any situation—whether it's a last-minute request or a remote closing—Comfortable Closings has become the go-to resource for notary services in real estate.

A Unique Path to Real Estate

Calvin's journey into the world of mobile notary services was anything but conventional. After completing high school, Calvin played college football for Florida A&M University, where he aspired to a career in the NFL. But his dreams were interrupted during his senior year by an Achilles tendon injury.

"As I looked ahead, I started picking up side jobs in construction. Eventually, I came across real estate wholesaling and did that for a year," Calvin shares. "I'd listen to podcasts about real estate, and that's when I first heard about mobile notary services in the real estate industry."

This new interest led Calvin to dive into the notary business, where he quickly made a name for himself in the Tampa area. He initially handled over 100 closings a month by himself, and it didn't take long before he realized the potential to help clients across the country and beyond.

"Once I saw the need for a mobile notary service that could work with clients anywhere, I knew we were onto something," Calvin says. "It made sense for clients in New York, for example, to sign their documents locally instead of traveling to Tampa for closing. We could arrange for a notary to handle their paperwork right there."

Unyielding Commitment to Service

The cornerstone of Calvin's business is his relentless commitment to making each transaction as smooth as possible. He and his team are known for their unwavering dedication to getting the job done, no matter how complicated or urgent the task may be.

"Our partners know that when they contact us, we'll do whatever it takes to get the job done," Calvin explains. "We're not just about the easy transactions—we'll tackle any challenge, even if it means navigating international closings or working through complicated documents. If there's a way to make it happen, we'll find it."

A Supportive Team and Strong Family Values

Behind Calvin's success is a team of dedicated individuals, including his Operations Director and family member, Andre Snead. "Andre is essential to the team. He helps keep everything running smoothly," Calvin says with pride.

Calvin also credits his mother, Sabrina Darville, for her early involvement in the business. "In the beginning, my mom was the one who helped me transition from running things solo to building the business. Everything I do is for her."

Away from work, Calvin cherishes time spent with his girlfriend, Skylar Johnson, and enjoys staying active. He makes a point to work out daily and enjoys fishing whenever he can find the time.

Looking Toward the Future

As Calvin reflects on his journey, he emphasizes his ongoing commitment to providing the best possible experience for his clients and partners. His approach is simple yet effective: focus on solving problems and providing value, and success will follow.

"It's incredibly rewarding when clients and partners recognize the care we put into every transaction," Calvin says. "When you prioritize helping others and providing real value, success comes naturally."

Looking to the future, Calvin remains focused on maintaining the same level of service that has helped Comfortable Closings grow into a trusted partner in the industry. "When you need a partner who will go the extra mile to ensure a smooth closing, you can count on us."

CONTACT US!

comfortable closings

Contact Comfortable ClosingsToday!
Phone: 813-725-5453
Social Media: @ComfortableClosings on Instagram and LinkedIn

comfortable closings

Your nationwide mobile notary service

With over 40,000 TRAINED AND VETTED notaries and attorneys across the USA we have been able to take the stress out of the once feared 'mobile closing!'. Our online portal makes scheduling a mobile notary seamless and efficient. Our goal is to make your life easier.

Services:
Buyer-side transactions
Seller-side transactions
Deed signings
POA signings
Buyer/seller (together) transactions
HELOC
Refinances
Construction loans
Remote online notarization
and more

We take the stress out of mobile closings

team@comfortableclosings.com | www.comfortableclosings.com





SCM ROOFING
Master Elite

SCM ROOFING is a GAF MasterElite Roofing Contractor

By focusing on roofing we are able to offer a competitive price, exceptional customer service and outstanding quality!

- Free consultations
- Our GAF lifetime roof system includes a 25 year workmanship warranty.
- Locally owned and operated with 30+ years of combined experience.
- Veterans, Active Duty Military, First Responders and Teachers Discounts.

855-SCM-ROOF
scmroofingfl.com

Licensed Florida Contractor #CCC1331132

“SCM Roofing was amazing and much faster than the others I called.. **” -Wesley Chapel Homeowner**

“Professional. Quick & Easy. Would definitely use again.**” -Tampa Homeowner**

“Very Professional. Knowledgeable guys and zero trash was left behind!**” -Tampa Homeowner****”**



NTP 2 Photography

Book a Listing & Headshot Session Today!

Email: contactus@ntp2.com
 Phone: 813-545-7569
 17401 Commerce Park Boulevard
 Suite 103-1116, Tampa, Florida 33647




UTILITY HELPERS makes moving easy as...

1 ENROLL IN OUR EASY ORDER PROGRAM

2 YOUR BUYER GOES UNDER CONTRACT

3 LET US DO THE REST!

Simplify the activation of utilities and home services for your buyers! Our concierge service is THE one-stop source for coordinating, activating and educating your buyer on all their utility & home service needs!

Over 20,000 home buyers assisted! **5 Star Google Rating!**



Gulf Shores Home Inspections

Put Those Safety Concerns To Rest And Schedule An Inspection Now

General Home Inspection | Pre-Buy Home Inspection
 4-Point Inspection | Wind Mitigation

Gulf Shores Home Inspections, Lic. #HI9920
www.gulfhomeinspections.com
gulfhomeinspections@gmail.com **(727) 307-1339**



 @sublime_staging



SUBLIME | STAGING

Sublimestaging.com
Call Or Text 813-546-2503
for a quick quote