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# 32 Stacey Glenn

COVER STORY

Cover photo courtesy of Michelle Reed.



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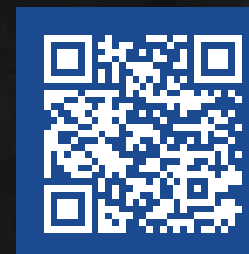
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# A Season Of GRATITUDE & CELEBRATION

Dear Fort Myers Real Producers,

As the holidays approach, I find myself reflecting with deep gratitude for our incredible agents, trusted partners, and the vibrant community we’ve built together. Every connection we make and every story we share is because of your passion, commitment, and collaboration. *Real Producers* wouldn’t exist without you!

This November, that spirit of gratitude comes to life in a truly special way. On **Friday, November 14th, at Elite Jets**, we’ll gather for the **Second Annual Real Producers Awards Gala**, an unforgettable evening honoring the very best in Southwest Florida real estate. More than an awards ceremony, the Gala is our opportunity to come together as colleagues, partners, and friends to celebrate excellence, leadership, and the journeys that inspire us all.

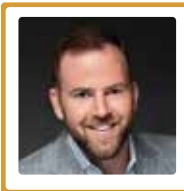
Guests will enjoy an elegant evening of live music, exquisite cuisine, and top-shelf beverages. Most importantly, we’ll shine a spotlight on the finalists and winners whose talent,

perseverance, and dedication continue to elevate our industry.

We are also mindful that November is a month of honoring service, both in our community and across our nation. As we celebrate our peers, we also pause to remember and thank our veterans for their sacrifice and courage.

To our agents, partners, and my incredible team: thank you for your continued support, creativity, and dedication. We can’t wait to raise a glass with you on November 14th and celebrate all that makes this community extraordinary.

With gratitude and excitement,



**Andrew Regenhard**  
Owner/Publisher  
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# Awards GALA

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# MAGAZINE RELEASE PARTY

October 7, 2025 Del Mar Naples

PHOTOS BY SAMUEL SAUM

On October 7th, we had the pleasure of hosting an intimate Magazine Release Party at the beautiful Del Mar Naples. This exclusive gathering brought together our *Fort Myers Real Producers'* and *Naples Real Producers'* September and October issues features and their guests, along with a select group of our trusted *Real Producers* partners for an afternoon of celebration, connection, and appreciation.

A heartfelt thank-you to the team at Prime Social Reserve and Del Mar for the exceptional hospitality, and to our partners for making events like this possible.

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# BROOKE COLE MURRAY

BY ELLEN BUCHANAN  
PHOTOS BY LACASATOUR

“I was listening to the language of real estate before I even knew that I was listening to it,” begins Brooke Cole Murray, broker at RE/MAX Nautical Realty in Cape Coral and team lead of The Cole Team.

Brooke’s grandfather was one of the first real estate brokers in Cape Coral, helping shape the city’s early growth. Her parents carried that legacy forward, building a respected family presence in the local market. Brooke, on the other hand, initially launched her career in TV news.

However, life often has a way of bringing things full circle. After graduating from Florida State University with dual degrees in journalism and theater, Brooke spent a few years working as a senior morning producer for the local CBS affiliate WINK. Encouraged by her mother to explore real estate as a temporary option, Brooke decided to try her hand at the family business. To say it went well would be an understatement. Brooke soon realized it was the perfect fit and joined The Cole Team full time in 2017.

“I realized this is exactly what I was built to do,” she says. The timing couldn’t have been more telling: the same day her real estate license arrived in the mail, she showed, wrote an offer, and put her first property under contract.

“It felt like the stars aligned,” she recalls.

## Journey to The Cole Team

Born and raised in Cape Coral, Brooke Cole grew up immersed in Southwest Florida’s real estate scene. Her grandfather, Harmon Cole, was a pioneering figure in the community, purchasing multiple buildings in Big John’s Plaza—a local landmark. The family business is still running in those buildings today. In 1970, he launched Cole Realty, and in 1985, affiliated with a Realty World franchise. Brooke’s parents, Harley “Scoop” Cole and Brenda Cole, carried on the legacy with a Prudential Real

## HONORING THE LEGACY, BUILDING HER OWN



Estate franchise before transitioning the team and brokerage to RE/MAX Nautical Realty in 2015. Harmon and Harley “Scoop” each served as past association presidents, and Harley “Scoop” and Brenda were both honored as “REALTOR® of the Year.”

Now broker and team lead, Brooke works alongside her mother, who remains an integral part of the company. Under their leadership, The Cole Team grew from a small team to a company of 30 agents and earned the distinction of being the second-fastest growing RE/MAX franchise in Florida, thanks in

large part, Brooke says, to the culture they’ve built.

“I could not be more excited about the culture that we’re creating because we started as a team, and that supportive, collaborative atmosphere still shines through as we’ve become a franchise,” Brooke says.

The team’s accomplishments include achieving Diamond-level status within RE/MAX and earning multiple Community Choice Awards, reflecting their commitment to excellence and their visibility and impact in the local



"I REALIZED THIS IS EXACTLY  
WHAT I WAS BUILT TO DO."

community. Brooke herself has also been recognized repeatedly for her individual achievements, including membership in the RE/MAX Hall of Fame, Platinum-level distinction through RE/MAX for several consecutive years, and multiple Cape Coral Community Choice Awards for Best Agent.

"We've increased market share by 125% this year and grown our sales volume by 61% year-over-year. We're thriving in a market where others are slowing down, and that speaks volumes about the way we do business." RE/MAX Nautical Realty is thriving. Brooke believes success isn't limited to booming times,

crediting her team's strong performance even in this more challenging market.

"I believe that you can absolutely find success in a so-called down market," she asserts. "In fact, that's exactly where I think that we're finding our success. Strategy, honesty, and support matter more than ever right now, and that's where I think we shine."

Giving back is a core value for RE/MAX Nautical Realty as well. With every transaction they close, a portion is donated to Children's Miracle Network, with full participation from all of the brokerage's agents.

### Making Her Mark

In 2024 alone, Brooke closed 50 transactions totaling \$23 million in sales volume, reflecting her drive and consistency in any market. Since becoming managing broker, she has led RE/MAX Nautical Realty to remarkable growth—boosting market share by 125 percent compared to this time last year and increasing sales volume by 61 percent year over year. These gains stem from Brooke's deep understanding of the market and her ability to communicate clearly and honestly to clients.

"I genuinely love helping people make these smart and confident decisions in big moments that matter," she says. "I think it's really important to focus on being this steady and supportive presence and offer reassurance, clear-cut guidance, and, above all, compassion."

For her sellers, Brooke likes to say, "My goal is to make you the most amount of money in the least amount of time with the least inconvenience to you." She delivers on that promise: her days on market average 66 percent less than the local average, and her list price ratio outperforms market statistics by 1.95 percent.



Building on her family's legacy, Brooke is making her own mark by combining traditional values with innovative marketing strategies. "I'm using what they taught me: the work ethic, the dedication, and acting with integrity, and trying to build on that with modern tools and technology and forward-thinking marketing," she says.

When asked what advice she would offer other agents, Brooke is direct: "Be honest, stand by your core values, do not sugarcoat things to win a listing, and never overpromise and underdeliver. And the biggest one is: don't burn bridges."

### Family Time

Brooke and her husband, Jameson Murray—also a REALTOR® on The Cole Team—were married in 2019 and have two children: Dawson (4) and Rory (13 months). Their household is rounded out with their two rescue dogs, Stoli and Milo.

Family time often includes walking, sometimes two to three miles per day. Living near Tarpon Point Marina, they enjoy walking the marina and down to the park. When they're able to carve out





"THIS BUSINESS IS ABOUT BUILDING  
SOMETHING REALLY LASTING, ROOTED  
IN INTEGRITY, TRUST, AND RESULTS."

downtime, they have a cabin in North Carolina they love to visit.

For herself personally, Brooke enjoys swimming, reading, working out, and weekly trivia nights with Jameson.

#### On the Horizon

As she looks to the future, Brooke is focused on balancing her leadership role at the brokerage with being a present, engaged mother.

"I just want to be able to personally show up as a strong leader at work, but also a very present mother at home and be someone who's building something really meaningful, both at work and at home," she says.

At the brokerage, Brooke has ambitious goals: she aims to continue growing market share while maintaining or exceeding second place as Florida's fastest-growing RE/MAX franchise. With the excellent training system RE/MAX

Nautical Realty has developed, they're also preparing to expand the brokerage and their offices this November, when their tenant in the neighboring building moves out.

"We're going to be knocking down walls and expanding next door, which will essentially double the size of our office to give more private offices, conference rooms, and training opportunities. It's going to be great," Brooke enthuses.

Reflecting on her approach to work, Brooke emphasizes that she leads and sells with purpose, not ego. "This business is about building something really lasting, rooted in integrity, trust, and results," she says.

Her mantra says it all: "Honor the legacy and build your own." The Cole family legacy is alive and well, and Brooke is carrying it forward while building a powerful one uniquely her own.

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Keeping Southwest  
Florida Comfortable

BY ELLEN  
BUCHANAN  
PHOTOS BY  
LACASATOUR

In Southwest Florida, where sweltering temperatures are a year-round reality, a reliable HVAC company is a necessity. Since 2017, AC Pros has provided expert air conditioning and heating services with integrity, responsiveness, and a customer-first mindset.

Based in Fort Myers and owned by longtime friends Wesley Johnson and Todd Meady, AC Pros serves the region from North Port to Marco Island, including Sanibel and the barrier islands. With decades of experience and a personal touch, the team handles everything from emergency repairs to full-system installations—always going the extra mile to deliver quality service every step of the way.

**Meet the Founders**

Wes Johnson grew up in Lee County after moving from Indiana with his family in 1985, following the closure of his father's steel mill. During high school, he worked two summers in an air conditioning company's warehouse and was hired full-time after graduation. At just 21, Wes obtained his license and became one of the youngest HVAC contractors in Florida. "I found I was very good at what I was doing, so about four years later, I got my contractor's license," he recalls. Wes went on to run his

own company for 17 years before selling it and teaming up with his friend, Todd Meady.

Originally from Connecticut, Todd moved to Florida in 1995 after being drafted by the Kansas City Royals to play professional baseball. He spent eight seasons in the sport and quickly embraced life in The Sunshine State. "I never wanted to go back to the cold weather," Todd chuckles. After his baseball career, he earned a degree in computer information systems and transitioned into the world of finance.

Todd and Wes met through their sons' travel baseball team, and the connection led Todd to work for Wes's first HVAC company, where their shared values sparked conversations about launching something new together. When Wes sold his business, the two friends founded AC Pros.

**Raising the Bar in HVAC Service**

With their customer-first approach, AC Pros has earned a stellar reputation across Southwest Florida. Their commitment to quality has resulted in more than 800 five-star reviews and an impressive 4.9-star average rating—virtually unheard of in the HVAC industry.





AC Pros blends deep experience, efficiency, and a strong sense of responsibility to the customer. “We pride ourselves on experience—knowing everything air conditioning—and on going above and beyond for our customers,” Todd says.

“If a system is down and can’t be replaced immediately, we provide spot coolers at no charge to keep customers comfortable,” Wes shares. “We prioritize our customers and make sure they know they’re valued.”

That same commitment to quality is reflected in the longevity of their team. In an industry known for high turnover, AC Pros’ lead technician has been with Wes for over 15 years, and their second technician for more than 12.

#### Trusted Partners to REALTORS®

AC Pros’ strong connections within the local community include long-standing partnerships with Realtors, whom they’ve supported for years.

“We prioritize their customers because we understand how hard the transaction is,” Todd explains. “We know when things go wrong with the homes mechanically, how important it is for the real estate agent to get those up and running as quickly as possible.”

“If a Realtor calls us and says, ‘We need you there ASAP,’ we do everything we can to make it happen,” Wes adds.

They also educate Realtors and homeowners on protecting HVAC systems from Florida’s notorious power surges. “Our power in Southwest Florida comes into the grid with surges and spikes,” Wes explains. “Everybody has these nice, expensive surge protectors on their computers... but 99 percent of people don’t have surge protection on their air conditioner, which is the most expensive appliance they own.”

AC Pros stays ahead of fast-moving industry changes, as well, to ensure clients receive the most current solutions. “We’re trying to evolve the business within the industry to offer everybody the most efficient, cleanest air options available,” Wes affirms.

#### Life Beyond the Business

Wes was married to his late wife, Norma, for 25 years before her passing two years ago.



Together, they have five children, including Norma’s eldest son, Alan (34); and four children of their own: Mariah (27); Zachary (20), who now works with AC Pros as a junior technician; Lucas (15); and Gabriella (9). Their 12-year-old poodle, Lola, completes the family. The Johnsons enjoy playing basketball and ping pong, and visiting local water parks. Wes is passionate about working out at the gym and is a big NFL fan, catching live games whenever he can.

Todd and his wife, Danielle, have two sons: Dominick (20), a college student currently interning with Northwestern Mutual; and Anthony (17), a standout baseball player who recently helped Canterbury High School win the state championship. The Meadys’ beloved French bulldog, Bruno, rounds out their household. As a family, they frequently travel, work out together at the gym, explore new restaurants, and spend weekends at the ball field.

Wes and Todd’s shared commitment to community is reflected in the causes they support, including the Ronald McDonald House, St. Jude Children’s Research Hospital, and Toys for Tots.

#### Committed to Quality

For both Wes and Todd, success is measured in reliability, trust, and lasting impact. While their technical skill is second to none, what truly sets AC Pros apart is the heart behind the business.

“It makes me very happy when a customer gives us a five-star review. That means I did my job, Todd did his job, and everybody in the office did their job correctly,” Wes says.

Todd agrees: “I get a lot of gratification from the relationship building. The review turns into a referral to another family, and we get to meet and serve more people.”

With an unwavering commitment to quality and a reputation built on integrity, AC Pros continues to raise the standard for HVAC service in Southwest Florida—one satisfied customer at a time.

Visit [ACProsNow.com](https://www.acprosnow.com) or call their office manager, Michelle, at 239-747-6549 and mention *Real Producers* for expedited service.



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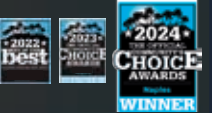
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*Bouncing  
Back Better*

# Stacey Glenn



BY JESS  
WELLAR  
PHOTOS BY  
MICHELLE  
REED

*Stacey Glenn will never forget the day she obtained her real estate license in 2013. It was also the same day she gave birth to her son.*

“That morning I drove myself to the testing center and was on Question #66 when I went into labor. But I knew that if I didn’t finish that I would have to come back and start all over and I didn’t want to do that! So in between contractions I kept going,” she recalls with a chuckle.

Fast forward a dozen years, and today Stacey is a top Broker Associate and Team Leader at John R. Wood Properties | Christie’s International Real Estate in Fort Myers,

where her Top Agent Team Florida trio continues to run lean and mean.

#### **Hitting the Gas**

Uncertain at first if real estate would become her full-time career, Stacey got licensed to help her then-husband with buying and selling houses after his professional baseball career ended.

When her marriage fell apart in 2015, Stacey faced a choice: return to a corporate 9-to-5 grind or bet on herself. With terrific parental support and a 50-50 custody

schedule, she doubled down, invested in Tom Ferry coaching, and became a Zillow Premier Agent.

Early on, her mentor Caroline Boland also helped push her “to come out of my shell,” Stacey acknowledges. That confidence boost, combined with Stacey’s hustle and family support, resulted in a fast-tracked business.

Her team started as a three-agent squad in 2016, swelled to 10 by 2022, then streamlined back to three in 2025: “We are lean and efficient, and we stay busy,” she explains.

In 2024 alone, Stacey’s nimble team closed \$33 million with 75 transactions,

“  
We are  
lean and  
efficient,  
and we  
stay busy.”



while ranking in the top 1.5% of teams in the nation with *RealTrends* the past two years.

Stacey has also been recognized on stage: she proudly served as a guest speaker at the Inspired Women Event in 2023, hosted by Julie Scott of Movement Mortgage and Cathy Mann-Seiple of Landsel Title.

#### **Culture Shock**

Stacey's business stands out because it marries a

relentless work ethic with rigorous systems. Whether she's coaching an agent or sharing stories over dinner at home, her guiding principle remains the same: you make your own momentum by rolling up your sleeves.

"I grew up on a farm and feedlot in Western Kansas," she remembers. Early mornings were spent doing farm chores and harvest season ran from sunrise to midnight. She went on to Washburn University's School of Business, graduating with a dual major in Business Management and Economics. She even studied British Economics and Culture at Cambridge, an experience that opened her

eyes to a slower pace of life and a new way of thinking.

Post-college, she moved to Fort Myers, landing a position at Chico's Headquarters as a research database administrator. She showed up on her first day dressed to the nines for her corporate role, complete with her "black pinstripe suit and my attache," she laughs.

"I had to tone it down to fit into the culture," she laughs. "And that is important with clients in real estate as well, you have to relate to them to work with them."

That ability to meet clients where they are — and the systems she's built to back it up— make her

business uniquely ready to pivot in any market. And with her economics background, she knows plenty about timing, too.

"I understand the cycles, the micro and macro perspectives, and the laws of causation... and I bring that understanding into my market analyses to help my clients make informed decisions about buying and selling real estate," she affirms.

#### **Trials and Triumphs**

Long-standing family health battles have taught Stacey what really matters over the years. "I grew up with constant fear that my mother was about to die, starting at the age of 8," she admits.

Her mom first awoke one morning blind and

paralyzed on her right side—later diagnosed as multiple sclerosis—and then later was told she also carried a rare genetic mutation that triggered adult-onset cystic fibrosis.

Stacey teamed up with her managing broker and a tech-savvy colleague to build a small but sturdy support network — her first formal team — so she could spend quality time at her mom's side while still providing first class service to her clients.

However, the burnout that followed three pandemic years of record volume and a whole-home renovation tipped into a mysterious illness this spring. After an appendectomy proved unhelpful, doctors eventually diagnosed her with idiopathic intracranial

hypertension—a condition marked by dangerously high pressure inside her skull.

"I spent the summer in bed," Stacey recalls, "with headaches so severe I could barely read a text."

Top Agent Team Florida agents—Yvonne Gallegos and Reneé Storms— took over new leads and many of her transactions while she recovered, proving that solid systems and trusted teammates can carry you through your darkest hours.

"They picked up the slack, they were there for me, and I have so much respect and appreciation for them," Stacey reflects gratefully.

Now back in the groove of work and life, Stacey is determined to safeguard





“

*I like things to happen. And when they don't happen, I like to make them happen.”*

her health as fiercely as she protects her client interests.

“I won't make the same mistake I did before neglecting my health and wellness for the sake of doing more,” she asserts.

#### On the Homefront

Away from the closing table, Stacey's life revolves around her blended family—husband Nathan, stepdaughter Emilee (23, and mother of two with her husband Jack), daughter Gaby (14), and son Kenzo (nearly 13). The family's weekly ritual is Sunday church followed by lunch with up to 25 relatives.

“It's wonderful to have a big family to spend time with. I couldn't have gotten through my illness without them, especially my husband and his mother Laura.” Stacey smiles.



Lately, Stacey has been rolling up her sleeves to help Nathan launch his new custom fabrication business, ArkWorks, a CNC-based solutions business creating everything from custom cabinets to bespoke millwork.

Stacey also pours her energy into her community. Each year she donates to the athletics programs at Evangelical Christian School as a business sponsor; and alongside her close friends, she's a regular at Becoming Cosmopolitan, supporting Community Cooperative's mission.

#### On the Horizon

Looking ahead, Stacey's vision for her future walks a tight rope between ambition and making more memories with her loved ones.

“I am very excited to be planning a vacation to Europe with my family next year,” she says. “And after the kids graduate high school, my husband and I plan to build a house on the River in Alva.”

For now, she's learned to say “no” to anything that distracts from delivering elite service or detracts from family time, proving to herself and others that growth doesn't always mean expansion.

As Winston Churchill once said, “I like things to happen. And when they don't happen, I like to make them happen,” she concludes. “But even though my personality is 95% ‘driver’ as someone who is results oriented, I have come to realize that my personal relationships are the only thing that matters at the end of the day.”



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# 4TH ANNUAL “INSPIRED” EVENT

SEPTEMBER 18, 2025

Celebrating the Success of  
Top Women in Real Estate

PHOTOS BY REAL TOURS

*“The success of every woman should be the inspiration to another.”*

The 4th Annual “Inspired” event was celebrated on September 18th from 9am to 12pm in the Island Ballroom at Marriott Sanibel Harbour Resort and Spa. The top women in real estate in Lee County, Florida, were invited to attend the event to celebrate their success.

“Inspired” was presented by Cathy Mann-Seiple, LandSel Title Agency and Julie Scott with Movement Mortgage, both successful and well recognized leaders in the industry for over 20 years.

For Julie and Cathy, supporting REALTORS® is more than business. It’s about people, dreams and community. It’s about honoring the vital role Realtors play in making the dream of homeownership possible and building stronger communities where they work and play in paradise.

The program opens with special guest speakers, who are each award recipients, followed by an inspiring keynote speaker and closes with a champagne toast and awards ceremony.

### GUEST SPEAKERS

**Samantha Corrochano, The Dellatore Real Estate Company**

*“A career isn’t always about doing what you love, it’s about bringing your passion to what you do.” – Samantha Corrochano*

**Cyndi Myers, eXp Realty**

*“Decide to be the difference that makes the difference.” – Cyndi Myers*

**Claudia DeJesus, Palm Paradise Realty Group**

*“At the end of the day, people won’t remember what you said or did, they will remember how you made them feel.” – Claudia DeJesus*



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*“Grace-Grit and Gratitude”*

### KEYNOTE SPEAKER

**Annabelle Tomertich, Author, “The Mango Tree: A Memoir of Fruit, Florida and Felony”**

Annabelle spent 18 years as a food writer and restaurant critic for The News-Press in her hometown of Fort Myers, Florida. Her first book, The Mango Tree, (Little, Brown: April 2024) was called “sweet, sharp” by the New York Times and was named among the best books of 2024 by The Washington Post and NPR.

In 2025, she became the first Asian American author to win the Southern Book Prize for non-fiction.

It is truly our personal stories that connect and inspire all of us.

This impactful event was proudly sponsored by Adriana Torres, State & Amaze, Kathleen Johnson, CPA, Miller, Helms and Folk, Elizabeth Willis of Blake Chapman State Insurance USA, Julie Lepore, Total FIRPTA, LLC, Tiffany Noel, Real Tours, photographer and Title Resource Group.

The 4th annual “Inspired” event was a triumph, bringing together the most accomplished women in Lee County real estate for recognition, and the creation of valuable connections, mutual support and respect and celebratory moments

*For more information about the “Inspired” event, please contact Cathy Mann-Seiple, SWFL Account Manager, LandSel Title Agency at 239-770-5251 or Julie Scott with Movement Mortgage at 239-209-2017.*



Guest Speaker Cyndi Myers



Guest Speaker Adriana Torres



Guest Speaker Samantha Corrochano



Keynote Speaker Annabelle Tomertich



Event Hosts Julie Scott, Movement Mortgage; and Cathy Mann-Seiple, LandSel Title Agency



Guest Speaker Claudia DeJesus



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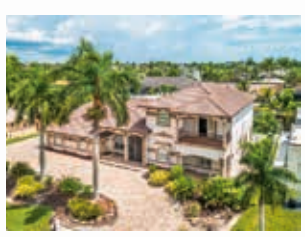


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