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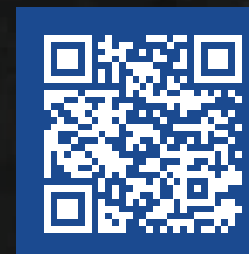
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FAQ

ABOUT THIS MAGAZINE

BY ANDREW REGENHARD, OWNER/PUBLISHER



If you just made the 2026 Top 500 producers in Fort

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

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in Fort Myers. We pulled the MLS numbers (by volume) from January 1, 2025, to December 31, 2025, in the Fort Myers area, cut the list off at number 500, and our new 2026 Top 500 distribution list was born. This magazine is free exclusively to the top 500 agents in the area each year. This year, the minimum production level for our group was \$5.65 million in 2025, based on data reported to MLS.

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

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

A nomination currently looks like this: You email us at swfl@n2co.com with the subject line, "Nomination: (Name of Nominee)," and explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, we put the wheels in motion for our writer to conduct an interview and for our photographers to schedule a photo shoot.

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

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

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "Preferred Partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach

us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best Realtors in the area, but the best affiliates, as well, so we can grow stronger together.

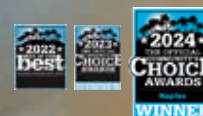
Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

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



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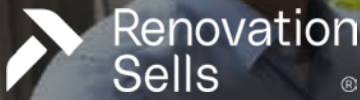
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BY ANDREW REGENHARD

Dear Real Producers of Fort Myers,

Those of you who have been with us for years know that community is at the very heart of what we do here at *Real Producers*.

Our platform is built on—and sustained by—the top 500 producing Realtors in Lee County who make up this exceptional community. This monthly publication is delivered exclusively to these top-ranked real estate professionals with a simple but powerful purpose: to connect, inspire, and elevate the industry. By sharing the stories and insights of leading Real Producers, we hope to highlight the dedication, leadership, and innovation that continue to shape our local real estate landscape.

Our quarterly networking events are another meaningful way we bring this community together. Invitations to these gatherings are reserved exclusively for members of the Top 500 and our trusted preferred partners, creating a space where relationships grow and ideas are shared. Our upcoming event on April 9th at The Heitman House promises to be a wonderful example of that connection in action. If you aren't able to join us this time, we hope to see you at our upcoming summer event—details will be shared soon.

Thank you for being part of and continually strengthening this community. Your professionalism, leadership, and commitment to excellence are what make *Fort Myers Real Producers* so special.

As always, my door is open. If you know an outstanding Realtor we should feature in the magazine, would like to recommend a trusted vendor who could benefit from being part of this publication, or need a referral to one of our carefully vetted preferred partners, please don't hesitate to reach out. I would love to hear from you.

Here's to the continued success of this remarkable community.

Very respectfully yours,



Andrew Regenhard
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Inside Inman:

What's Next for Real Estate

RPCRA President-Elect Mike Hollow shares his insights from the conference with RPCRA President Shane Spring



Mike Hollow
2026 RPCRA President-Elect



Shane Spring
2026 RPCRA President

MLS, but far fewer systems. The idea floated was reducing the number to something like 25 regional MLSs to eliminate inefficiencies without creating new risks or complexity. There was also a strong takeaway that MLS value and association value should be clearly separated. MLS access shouldn't be the association's only value proposition, and vice versa. Cleaner governance and clearer business models were emphasized. At the same time, speakers reinforced that the MLS remains the industry's best system for cooperation, rules, and enforcement that protect data integrity. Fines and compliance measures were framed not as revenue generators, but as tools to maintain trust and quality.

Shane: How are MLSs expected to improve the consumer experience?

Mike: One theme was collaboration instead of conflict. MLSs hold the data, but portals have invested heavily in consumer experience and branding. Many consumers re-enter listings into portals simply because the UX is better. An example mentioned was Realtor.com+ as a model of MLS-portal collaboration rather than constant tension. The idea is simple: MLS = data integrity; portals = user experience. Together, they can elevate the consumer journey.

Shane: How has the AI conversation evolved?

Mike: AI is no longer hype; it's infrastructure. The focus has shifted to "agentic AI," meaning goal-oriented systems that can run workflows, manage follow-ups, and automate processes with minimal prompting. The message was clear: use AI to buy back time. Agents who leverage it for efficiency and consistency will gain a competitive edge.

Shane: How is marketing evolving in the era of AI and immersive listings?

Mike: Marketing discussions reinforced the need for authenticity as discovery shifts toward AI-driven search.

One speaker broke Instagram down simply:

- Reels = reach
- Stories = trust
- DMs = conversion

"The listing is the first showing" was another powerful takeaway. High-quality photography, 3D tours, and interactive media are no longer luxury add-ons—they're becoming table stakes.



Shane: Why did you, as a local broker and leader, choose to personally attend the Inman Connect conference in early February?

Mike: Inman events are regarded as leading, innovative experiences for those who attend. They bring fresh perspectives and ideas that can challenge the participant to see the broader landscape of real estate locally and, more importantly, nationally as the industry navigates the future.

Shane: What made this conference stand out?

Mike: The format was fast-paced and focused. Sessions were short, direct, and packed with insight. Day one featured CEOs discussing the rapidly evolving real estate landscape, followed by practical sessions on how REALTORS® and brokerages can strengthen their businesses right now.

Shane: What was discussed about the future of MLSs and NAR's role?

Mike: MLS structure, and who should set the rules was another headline topic. Kevin Brown, president of the National Association of REALTORS®, made it clear that NAR isn't trying to dictate what's right for every market. Instead, local marketplaces should determine what works best for them. The consistent message from panelists was the need for regional MLS consolidation, not necessarily one national



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A GOOD DEAL

BY JESS WELLAR
PHOTOS BY LACASATOUR



“I was a teacher for a year. That was a deal I made with my dad,” Brittany Nixon begins with a smile. “I had to go to school to get a degree and work in my field for one year. If I didn’t like it, then I could do real estate.”

Needless to say, the classroom wasn’t her forever plan. Today, Brittany is a top REALTOR® and team lead of The Mixon Team with Real Broker, serving all of Fort Myers alongside her husband, Houston. In the past two years alone, she’s closed over \$20 million in sales through a shifting market, while raising two young children and building a business rooted in community and connections.

Her Driver

Brittany moved to Fort Myers more than 16 years ago when her father relocated for work during the 2008 construction era. She watched him experience both extremes of that season and lovingly refers to him as her “hero.”

“I saw my dad have it all and lose it all too,” Brittany recalls. “But he never gave up.”

That resilience stuck. Brittany graduated from Florida Gulf Coast University with a degree in child development, honoring the deal she made with her father to at least try teaching. She kept her word but quickly realized her personality and passion were better suited elsewhere.

Real estate had always been circling her world. She babysat and nannied for families in the industry, running errands, observing transactions, absorbing conversations. Eventually, she was recruited onto a team by one of her nanny clientele. Looking back, it felt like a natural choice.

“I love people and I love to talk so I took to it pretty well when I started,” Brittany remembers with a chuckle.

She launched her career in 2016 as a full-time agent and never treated it like a hobby. But she didn’t truly go all-in on aggressive growth until her kids got a little older — right around the time the market shifted and conditions tightened. But instead of retreating, she leaned in with grit and a work ethic her dad would be proud of.



“I HAVE NOT AND WILL NOT EVER
PRESSURE SOMEONE TO BUY OR DO
SOMETHING THEY DON’T WANT TO.
**If it takes us three years,
it takes three years.”**

Brittany Mixon leads The Mixon Team at Real Broker.

Ultimate Connector

Brittany doesn’t chase paychecks. She collects people. Her approach is fine-tuned and on brand: hyper-local content, consistent social media presence, and community-centered connection. She’s most active on Instagram and Facebook, where she shares neighborhood insights, family life, and real conversations about Fort Myers living.

That authenticity carries into how she handles clients. There’s no rush and no forced timelines.

“I have not and will not ever pressure someone to buy or do something they don’t want to,” Brittany emphasizes. “If it takes us three years, it takes three years.”

Moreover, Brittany has created multiple organic social groups in her community, including a moms’ group, a book club, and a ladies’ group in Gateway, where she lives. These aren’t marketing funnels disguised as events, either; they’re genuine spaces for connection and her business flows from relationships because she genuinely enjoys cultivating them.

Clients consistently tell her they felt heard, guided, and supported through the process. That feedback matters more to her than any commission.

“I define success as building a stable, thriving business that allows me to be fully present for my family while creating meaningful impact in my community,” Brittany affirms.

Weathering the Shift

Like many agents, Brittany’s biggest obstacle was the recent market slowdown. Once her kids reached an age where she could pour more time into scaling her business, interest rates rose, inventory tightened, and uncertainty took hold.

Instead of panicking, though, she pivoted. She started farming strategically. She doubled down on social media. She invested time into community groups. She built brand presence while others pulled back and the results show: Brittany was recognized with the 100% Club and Platinum Club awards at her previous brokerage.

Her long-term vision is clear but balanced. She would love to close 50 homes per year and hire a full-time admin, but never at the expense of her children’s soccer games, school plays, or hockey nights.

“My children motivate me,” Brittany says. “I always want to provide for them.”

And when the days get tough, she leans into a favorite quote from Babe Ruth that mirrors the work ethic she grew up watching. “It’s hard to beat a person who never gives up,” she recites.





Faith and Family First

At the center of Brittany's world is her 'why.' She and Houston have been married for 10 years and run The Mixon Team together, although Houston recently obtained his mortgage license and is focusing primarily on that side of the business these days. The couple have two children, Oliver and Thea, and Brittany describes her brood as proud homebodies. Movie nights, Tampa Bay Lightning games, and annual Disney passes are staples in the Mixon household.

Beyond the fun, though, faith is central to everything. Their family attends Grow Church in North Naples, and their involvement extends into service initiatives, including partnerships with a local anti-human trafficking organization, Hoops On Mission through her moms' club, and military Christmas gift boxes and care packages sent overseas.

"When you walk your life with God, you either have the mindset that you are expecting things from Above or simply believing in the Gospel," Brittany explains. "I know I can't control things anymore and am just deeply grateful to let go and trust in Him."

That surrender shows up in her patience with clients, her steadiness through market cycles, and her refusal to compromise her integrity.

Looking ahead, Brittany sees plenty of growth, but never at the expense of her top priorities: being a present parent while holding steadfast to her beliefs.

"At the end of the day, I want to be known for my kindness," she concludes. "I pray that as my business grows, I never lose my sight or heart and find more ways to give back to the community and for God to show me more avenues, because, ultimately, I have what I have because of Him."

➤ "I DEFINE SUCCESS AS BUILDING A STABLE, THRIVING BUSINESS THAT ALLOWS ME TO BE FULLY PRESENT FOR MY FAMILY WHILE CREATING **meaningful impact in my community.**"

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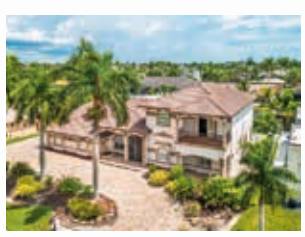
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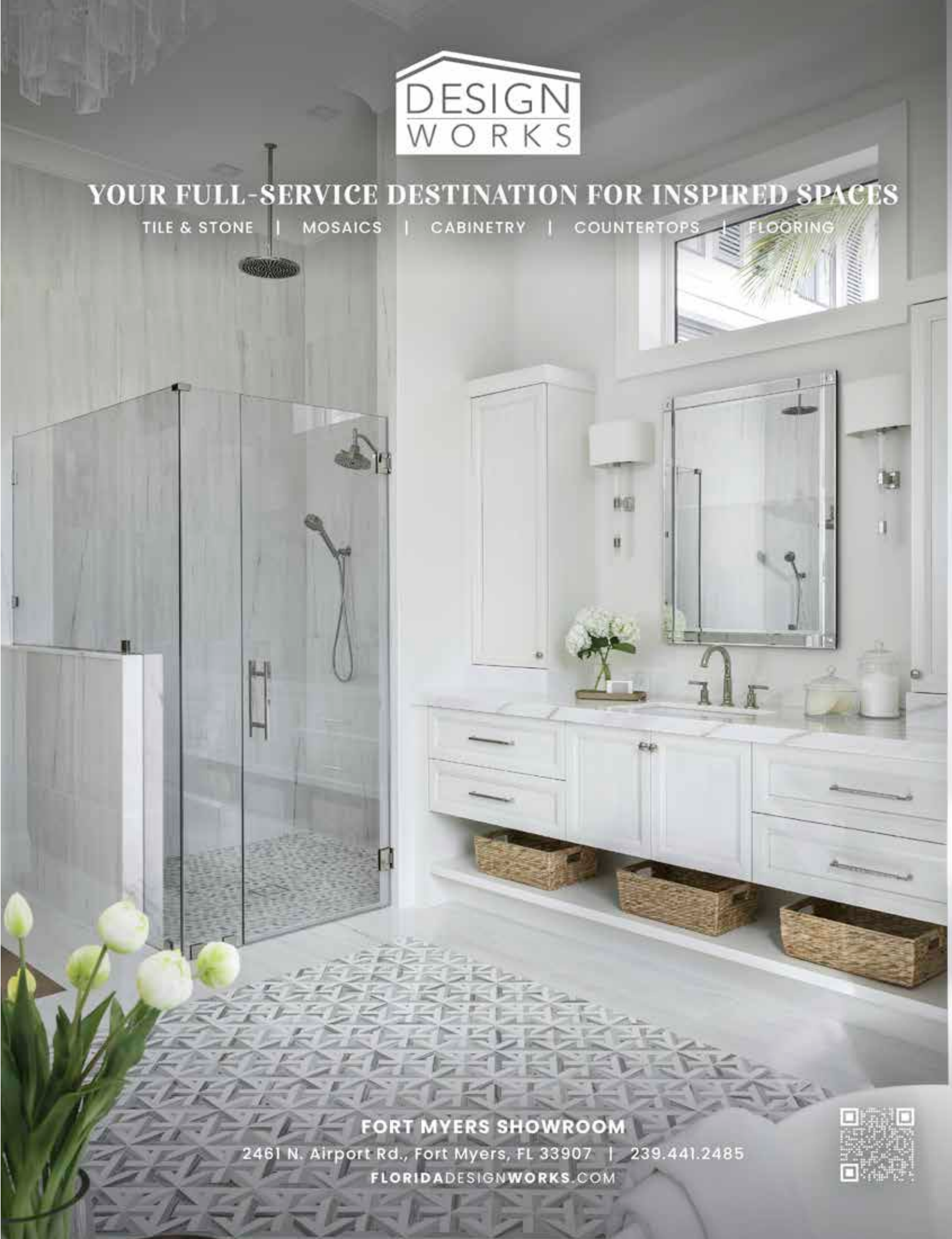
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MIKE SCHWARTZ

GUILD MORTGAGE

Where Mortgage Momentum Continues to Build

BY JESS WELLAR
PHOTOS BY LACASATOUR



Growing up in New Jersey as the son of parents who immigrated from Russia in search of opportunity, Mike Schwartz learned early that hard work was non-negotiable. Some of his earliest memories involve building houses alongside his father. But when Mike turned 20, it was his mother — then, and still today, a highly successful loan officer — who encouraged him to consider a career in mortgage lending, convinced he'd be a natural.

“Fast forward 29 years later, and I can honestly say my mother was absolutely right,” he laughs.

Today, as branch manager of Guild Mortgage Company in Cape Coral, Mike's nearly three-decade career reflects the kind of steady, reputation-driven success that doesn't

happen overnight. Wherever he goes, relationships follow, and business tends to grow organically right along with them.

Lessons That Last

Mike spent 22 years of his career with Weichert REALTORS®, where he credits company founder Jim Weichert with shaping his philosophy on business and relationships.

“Among many things, Jim taught me ‘There's no bad house, only a bad price,’ and ‘People buy people before they buy products and services,’” Mike shares.

Those principles continue to shape how he builds trust and long-term partnerships. In early 2024, Mike opened Guild Mortgage's Cape Coral branch, and within six months it rose to become the top-producing branch in the

entire state of Florida — an achievement it still holds.

For an operation built from the ground up, it's a remarkable accomplishment, though one that feels fitting given Mike's depth of experience.

“I've worked through the boom and subprime easy money years, then through the Great Recession, and all the Dodd-Frank changes,” Mike recalls. “At this point, everything that comes down the line I've seen before.”

That perspective has made him a go-to resource for Realtors navigating unfamiliar scenarios.

“At least once a day I get an oddball question from an agent, even if it's not a deal I'm going to do,” Mike notes.

“I'm known as the trusted source, but I've paid my dues to get that reputation. It's a great feeling.”

A Team That Chose Him

Despite his own experience, Mike is quick to point out that the branch's success isn't a solo effort.

“All of my loan officers are highly successful, hard-working veterans in the mortgage business with 20-plus years of experience like myself,” Mike says with pride. “I didn't recruit anyone when I opened this branch, either — my employees reached out to work with me.”

It speaks to the kind of leader Mike is and the amazing culture he's built. That culture extends beyond loan officers and into operations, as well, thanks in large part to his wife, Anna.



“BECAUSE I LOVE WHAT I DO, IT JUST DOESN'T FEEL LIKE WORK.”

“My wife is the reason the office runs well,” Mike acknowledges gratefully. “When I came to Guild, I needed an assistant, and since Anna had sold her interest in her own business when we moved down here and had experience running operations, she was the perfect fit. I’m blessed to have her so I can focus on being in the trenches with the agents to get deals closed.”

True Partnerships

Mike’s approach to Realtor relationships is straightforward and intentional. He doesn’t see agents as referral sources, he sees them as partners.

“Our time, energy, and money are all spent in helping our agents do more business,” he emphasizes. “If our agents sell more, then we sell more.”

From marketing support to training seminars, Mike and his team invest heavily in the success of the professionals they work alongside. It’s a philosophy grounded in a deep belief in real estate’s enduring role in the economy.

“Families will continue to form, children will continue to grow, people will continue to move,” Mike points out. “No matter the political climate or economic headwinds, people will always need a place to live.



Mike Schwartz’s wife, Anna, runs operations for Guild Mortgage.

Real estate professionals will always be in demand.”

Beyond the Business

For Mike, work-life balance doesn’t look like a strict separation but rather an integration. Whether he’s golfing, working out, hunting, fishing, shooting skeet, or attending Florida Everblades hockey games with Anna, Mike says the business is never far from his mind.

“The truth is I’m always working, and I’m never working,” Mike admits. “Because I love what I do, it just doesn’t feel like work.”

Mike and Anna have been married for 26 years and raised two daughters: one now a college graduate working in Fort Myers, the other in her third year of college studying cinematography and computers.

“Our family loves living in Cape Coral,” Mike grins. “We fell in love with Southwest Florida’s beaches, the people, the dining, and the boating lifestyle. It’s home.”

Giving back to his beloved community is something Mike takes seriously as well: “It’s an honor, not an obligation,” he affirms. Mike proudly serves on the Lee County Affordable Housing Committee and supports the Kiwanis Club and addiction recovery services throughout the county. Guild Mortgage’s Cape Coral branch is also a platinum sponsor of the Women’s Council of Realtors for the State of Florida, as well as the Fort Myers–Cape Coral chapter, where Mike’s team serves as head of the education committee.

Powerhouse Merger

Last November, Guild Mortgage merged with Bayview Asset Management, one of the largest mortgage servicers in the country. Combined, the companies now service over a trillion dollars in residential mortgages and approximately three million American households. And with Cape Coral continuing to lead the state, and additional branches successfully opened in Vero Beach, Nokomis just last summer, and Matawan, New Jersey, Mike shows no signs of slowing down.

“Last year was a fantastic year, and more of the same is not a bad thing,” he smiles. “We not only survived, we thrived.”

He’s also keeping a close eye on shifting buyer demographics.

“The median age for a first-time homebuyer last year was age 40 nationwide, which is unprecedented — it used to be under age 30 in the 1980s!” he marvels. “Meanwhile, the median age for all buyers in 2025 was 62 years old.”

“Regardless, we expect to continue to grow with mortgage rates coming down and affordability getting better in the housing space,” he adds.

To get started today, contact Mike Schwartz and his team at Guild Mortgage Company in Cape Coral by visiting MortgageMikeFlorida.com or call 848-218-0335.





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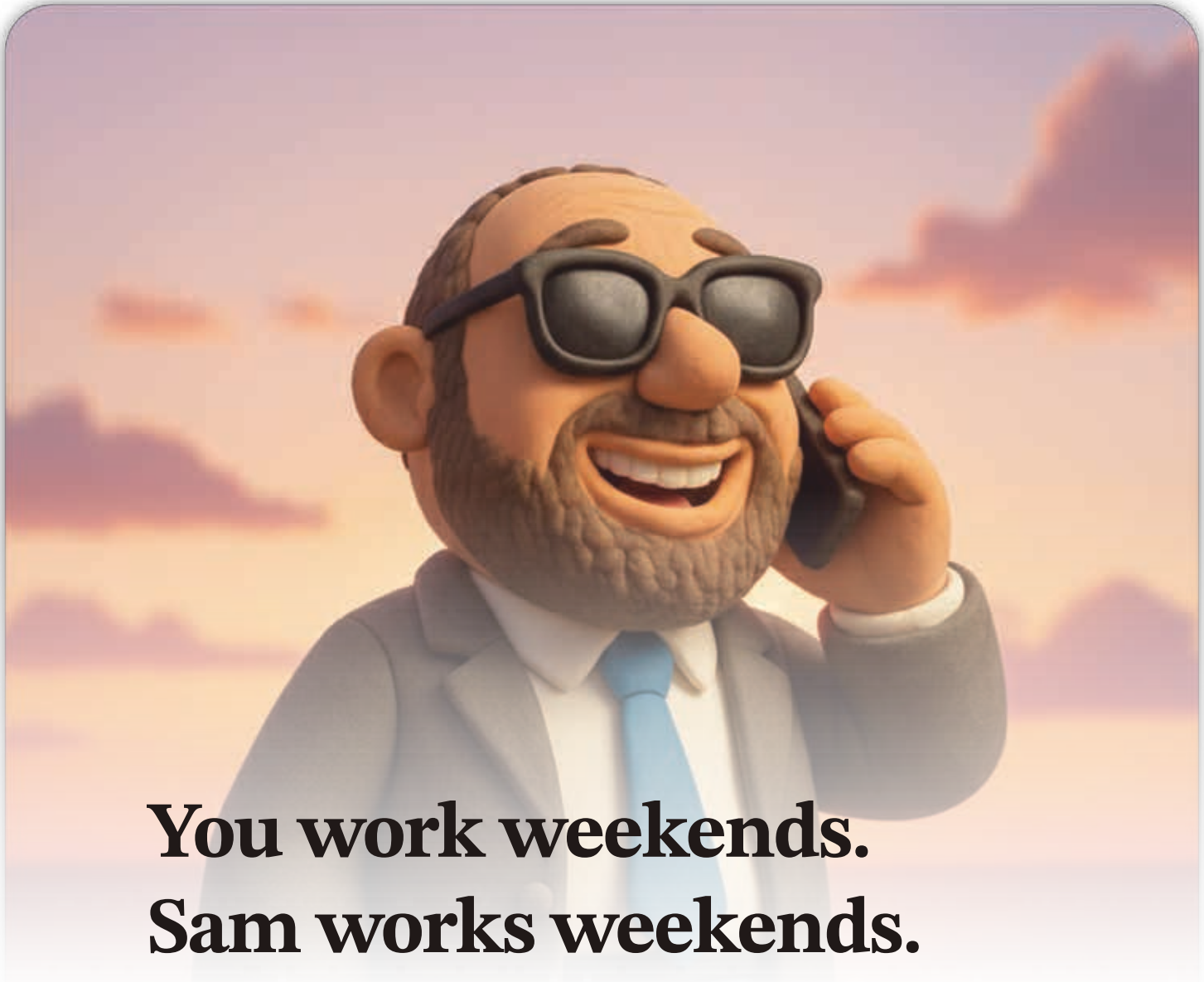
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DAVID BURNHAM



CALLED TO CARE

BY JESS WELLAR
PHOTOS BY MICHELLE REED



"I always say that no one can 'out-care' me," David Burnham begins. "I really just want to do everything I can to produce the best possible outcome for my clients. That desire comes from a much deeper God-given calling to care for people and do everything 'as unto the Lord.'" (Colossians 3:23)

David admits it took a few wake-up calls before God got his full attention. And now that the Almighty certainly has, there's no stopping the impact this remarkable Compass REALTOR® is making in Southwest Florida and beyond.

Trial By Fire

Born and raised in a suburb of Cincinnati before moving to Florida as a child, David grew up as a pastor's kid with faith always present, though not always central.

After earning his BA in business and economics from Wheaton College, David came straight back to Southwest Florida and jumped into real estate. Early on, he chased what many young entrepreneurs chase: the flip and the profit margin.

But something didn't sit right. "My first couple of years at We Buy Ugly Houses, I wasn't really sure real estate was for me," David reflects. "I thought the concept of flipping was cool, but it wasn't that fulfilling."

Then came the first wake-up call — a severe car accident David says he likely shouldn't have survived. It shook him to the core and forced him to reassess. Soon after, he left that job and began reshaping his priorities, moving into new construction sales where he found greater purpose helping families build beautiful

new spaces for lifelong memories. But he eventually grew tired of the red tape and bowed out of corporate to be his own boss as an individual sales agent.

Still, life had more refining ahead.

"In my first year of real estate, interest rates tripled and we were hit with Hurricane Ian. In my second year, I got diagnosed with cancer," David recounts.

"When you hear the word 'cancer' at 29 years old, you have to decide pretty quickly what you're all about," he continues. "I believe God saved my life, so now it's my mission to live it for Him as long as he has me here."

Today, two years cancer-free, David speaks with clarity. Despite all of the challenges, his business has grown each year — with \$27 million on 33 deals in 2025 alone



— but more importantly, so has his faith in the eternal.

Mentored and Molded

Long before the diagnosis, David had someone helping shape his trajectory.

“My junior year, I spent a week in Dallas with my mentor, Scott Orbon, who owned a real estate investment firm and boutique brokerage, and I fell in love with the business,” he recalls.

But Scott’s influence runs deeper than business. A theology student of David’s dad, Scott was originally hired as a handyman to help with repairs around their house when they moved. He has since become family.

“Scott’s been a big brother to me since I was a little kid,” David says. “He’s a very successful real estate entrepreneur in many avenues and always looks at the big picture when I seek out his advice. He’s a great guy, great friend, and great businessman who has his priorities straight.”

David’s definition of success now reflects that same clarity.

“I believe I’m on this earth for two reasons only: to love God, and to share Him with everyone I can,” David states. “My job is to be faithful with the people and opportunities he’s given me. If my wife feels loved and secure, my family feels proud, and those around me feel inspired to love Jesus, then I’m successful.”

Caring as Strategy

If you ask clients what stands out, the answer is simple and consistent.

“Care — that’s it,” David grins. He echoes this approach when asked what advice he would offer aspiring agents. “If you truly care



David Burnham married Ariel in 2025.

for your people more than your paycheck, you will naturally do whatever it takes to be the best agent you can be.”

That philosophy shows up in tangible ways. His marketing platform is robust and intentional, especially for sellers. He loves repositioning properties creatively to generate attention. For buyers, his years living and working across multiple Southwest Florida communities in various corners of real estate allow him to offer nuanced guidance.

But at the core, his business is relational and compassionate. Clients often describe David as knowledgeable, responsive, personable — and fun. But what truly sets him apart is that his business isn’t compartmentalized from his faith, it flows from it.

“What motivates me is to do my job with excellence and integrity, and show people the same kind of love and care that God has shown to me,” he offers.

“WHAT MOTIVATES ME IS TO DO MY JOB WITH EXCELLENCE AND INTEGRITY, AND SHOW PEOPLE THE SAME KIND OF LOVE AND CARE THAT GOD HAS SHOWN TO ME.”





David Burnham is a solo agent with Compass.

“I’M JUST A GUY THAT’S BEEN SAVED BY JESUS AND GIVEN WAY MORE BLESSINGS AND OPPORTUNITIES THAN I COULD EVER DESERVE.”

Above All Else

Seven months ago, David married Ariel, his best friend turned partner in life and, in many ways, in business. They’re on a team together, though they largely operate independently, supporting each other as needed. When they’re not working, they’re boating, fishing, traveling, or spending time with their dogs, Carl (an adventurous goldendoodle) and Lila (a playful Boston terrier).

Both of their families live locally, grounding them deeply in Southwest Florida, an area that David loves and never intends to leave. But their vision stretches far beyond home.

A significant part of David’s life has always been international. First, his grandfather, and now, his father, runs Burnham Ministries International, training Christian leaders in more than 30 countries. David recently traveled to Tanzania and Kenya to observe the ministry’s work and he’s looking forward to going back this spring.

Inspired by his family’s ministry effort, David and Ariel hope to launch a nonprofit structured like a venture capital fund to serve rural pastors in East Africa by the end of 2027.

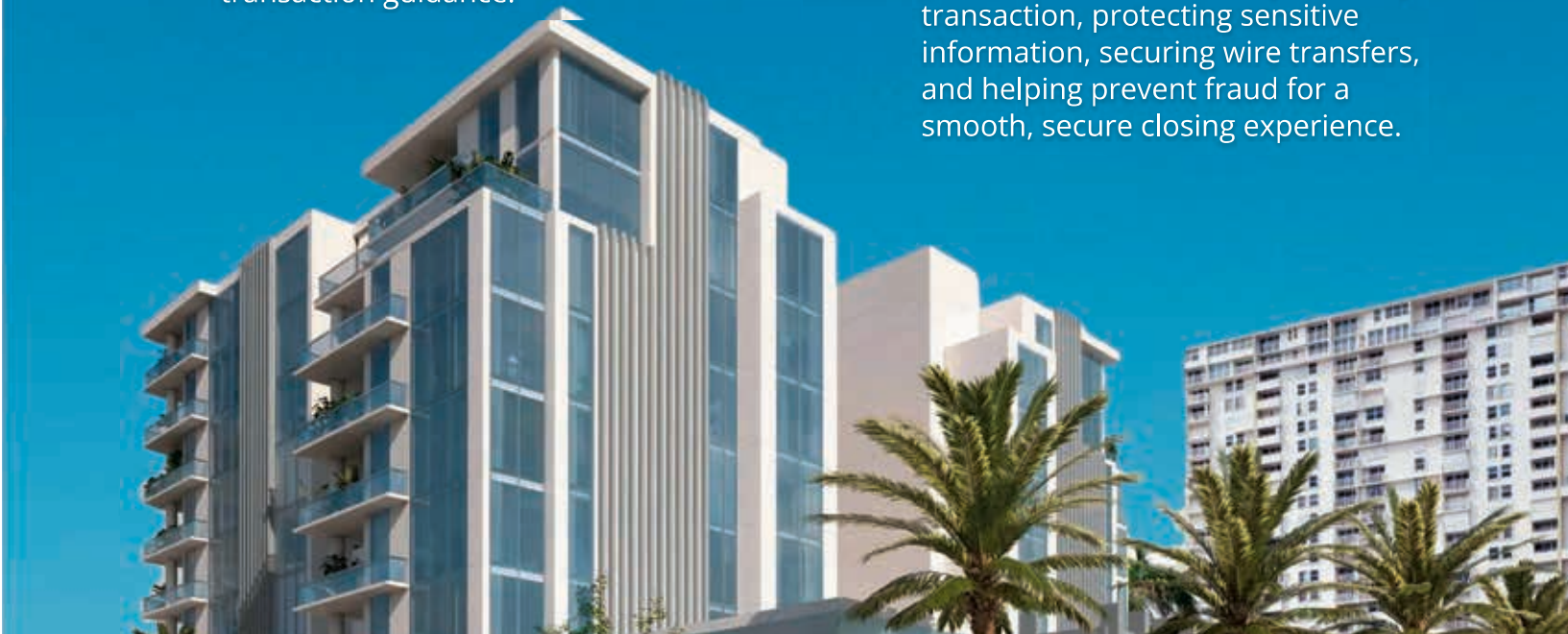
The goal isn’t dependency, it’s sustainability: Low- or no-interest loans paired with mentorship, creating cycles of self-sufficiency where leaders can then empower others through discipleship.

“I’m just a guy that’s been saved by Jesus and given way more blessings and opportunities than I could ever deserve,” David concludes. “And I want to leave this earth one day with a trail of people I’ve impacted for the better.”

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