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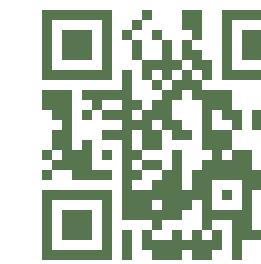
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Grateful for the Lessons. EXPECTING GREAT THINGS

BY
ROBERT
ORSO

As we close the chapter on 2025, I find myself genuinely grateful—not just for the wins, but for the entire journey. This year brought successes worth celebrating, failures worth learning from, and challenges that tested our resolve. Each played an important role in shaping who we are today.

Success has a way of making us comfortable. It affirms that our hard work is paying off, brings a sense of satisfaction, and reminds us why we do what we do. But comfort alone doesn't produce growth. It's often the setbacks, the disappointments, and the seasons of uncertainty that force us to stretch, adapt, and become stronger. In hindsight, some of the most valuable lessons from 2025 came not from what went right, but from what didn't go as planned.

Those lessons are not losses—they are investments. They sharpen our perspective, refine our decision-making, and prepare us for what's next.

And what's next is exciting.

As we step into 2026, I do so with great expectation. I truly believe this will be a banner year for us—financially, professionally, and personally. Not because everything will suddenly be easy, but because we are better prepared. We are more aware. We are more disciplined. We now have the advantage of experience, and experience—when applied—is powerful.

This is the season to capitalize on what we learned in 2025.

Every January, we hear a lot about New Year's resolutions. The truth is, resolutions without action are meaningless. Intentions alone don't move the needle. Real progress comes from discipline—doing the right things consistently, especially when motivation fades.

That discipline shows up in personal growth: sharpening our skills, expanding our thinking, and staying curious. It shows up in how we take care of our health—physically, mentally, and emotionally—because sustained success requires energy, clarity, and endurance. And it shows up in how we conduct ourselves daily, through our words, our attitudes, and our actions.

A positive attitude isn't just a mindset—it's a strategy. Positive people look for solutions instead of excuses. They speak life instead of limitation. They move forward while others stay stuck. Over time, positivity paired with action creates momentum, and momentum creates opportunity.

I've seen it firsthand: the people who consistently win aren't always the most talented or the most fortunate. They are the most disciplined, the most resilient, and the most positive.

As we head into 2026, my encouragement to you is simple: stay grateful, stay hungry, and stay committed to growth. Learn from the past, act boldly in the present, and expect great things for the future.

The best is still ahead.



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Shira Hanberg

BAY AREA ESTATE ADVISORS

Taking Care as a Business

BY ASHLEY HORN
PHOTOS BY STEPHEN HINDS,
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Shira Hanberg has been clearing, organizing and doing small packing jobs for her clients for the past 15 years. "When my kids were in school, this job helped keep my schedule flexible so I could be a mom first," she said. "Now that my kids are grown, I have more time to focus on what I want to do and expand my business."

Hanberg explains her business, Bay Area Estate Advisors, offers several services for her



clients including cleaning, organizing and packing, but she has expanded to offer several more services to help clients get their home ready to sell. "I offer decluttering services, organization, staging, getting a person ready to move when it's time," she explained. "I also have added estate sale services if a client needs to liquidate items, down to the final clean out, where I turn the key over to the realtor for closing for the new owners."

Hanberg explained her business started with her cleaning clients would move and she would help pack them up. Over the years, she changed course, sort of. "I had a client that I helped send her to her sisters in Jersey after her husband had died and she bought the house next door," she said. "I packed the whole house, had everything moved and unpacked and even hung things on the wall before she came home. Her house was all ready for her and that was my first packing job."

After that, she started the business full-time and Hanberg said she realized there was a niche in the market that wasn't being filled. "I thought about where would a realtor, or anyone, go to who needed multiple things handled all at once to get their

“My family also helps me out a lot so sometimes it becomes a family affair. We work well together and my repeat customers at my sales now recognize us as a family business.”



home ready to go on the market or just to do things that needed to be done for a successful closing,” she said. “I felt if they could work with one person/team and they could take care of all of it. That’s how this all started.”

“Whether that saves the realtor time and energy chasing down different individuals for these tasks or doing a lot of it themselves, I work closely with the realtor to make their job

easier and help the client feel more comfortable,” she explained.

Hanberg said making a major life change, of any kind, can be emotional and stressful. “A lot of times someone is selling their home quickly because of a significant life change, maybe a health problem, losing a loved one, etc.,” she said. “I feel my job is to listen carefully to the client’s needs and be respectful and kind in executing this process

whatever their needs may be. Every client is different and every client has a story.

So, whether we are packing items for a move or trying to decide what to let go of - or letting them all go maybe through an estate sale - I try to treat their possessions as precious and be respectful. I’m dismantling someone’s entire life in just a few weeks, and sometimes in days.”



“My first estate sale, I tackled on my own was for a dear friend whose mom had passed away,” she said. “Her mom lived in Daphne and had traveled the world, so she had collected many things over that time. It took me a solid month to get the sale ready and to date it’s still been the largest sale I’ve ever done. It gave me the confidence to know I could tackle this business along with everything else so, I added estate sales to my services.”



She said taking care of her clients is key and being respectful of them and their possessions helps ease the process. “I have many clients who I keep in touch with,” she added. “You can get very attached in this business. It becomes very personal. That’s why I also offer free consultations so I may help client’s decide what may be best for them.”

For this work, Hanberg said she has family and friends who help her. “I have five wonderful ladies and trusted friends that work with me,” she said. “My family also helps me out a lot so sometimes it becomes a family affair. We work well together and my repeat customers at my sales now recognize us as a family business.”

Working mostly in Baldwin County, she has done several jobs in Mobile County as well. She recently built a home office/shop in Summerville, putting her in a central location in Baldwin County to store and consign items for her clients.

Her motto is that her clients ‘will be taken care of.’ Putting a personal touch in her work helps her appreciate and anticipate her clients’ needs. “As I said before, each client and job is different so that’s why I call myself an ‘Estate Advisor’ because there’s no one way to get the job done,” she said. “Sometimes it takes multiple things and patience and sometimes just having a plan of action gives people a calming feeling that it can done and handled to get them where they want to be.”

Hanberg said she looks forward to working with more realtors in the area and expanding to the point that many realtors and brokers refer her to their clients. “I greatly appreciate the realtors I have developed relationships with who have already trusted me to help their clients.”

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PATRICK NELSON

Successfully Carrying The Torch

BY JESS WELLAR
PHOTOS BY TYLER BONNER,
CAPTURE BY TYLER

R“Respect is the foundation of everything I do,” Patrick Nelson begins. “Every client, coworker, and person I meet gets treated with the same level of care and honesty.”

That heart-opening line carries the weight of two decades in the business, and generations of discipline and innovation. As a top-producing agent with Brett/Robinson Real Estate Sales & Development, Patrick stands firmly on the shoulders of the men who shaped him: his father, his grandfather, and the legacy of a family whose name has been woven into coastal Alabama development for nearly six decades.

In His Blood

Patrick was raised in Saraland’s Spanish Trace neighborhood, where family, hard work, and faith were daily values. But his most profound influence? The two men whose paths he watched most closely.

“My biggest inspirations have always been my grandfather, Tommy Robinson, and my father, Patrick Nelson, Sr.,” he shares. “I admired their work ethic, their wisdom, their willingness to do anything to keep the business alive, and their guts to push forward no matter what.”

Patrick was only 13 when he started working with his dad on the construction side of their family’s real estate development business. College took him through Faulkner State and then Auburn University, where he studied business and entrepreneurship; but even then, the question wasn’t if he would work in real estate or construction — it was simply when.

By the time he left Auburn and moved to Orange Beach permanently, the choice was obvious.

“I chose real estate because I wanted the flexibility to build something of my own without a set schedule or limits,” Patrick reflects. “And I had worked in retail while at Auburn, which taught me how to sell and made the transition to real estate feel smooth.”

Ultimately, Patrick’s desire to make his family proud—and to honor the legacy



he inherited—gave him the drive to commit fully when the time was right.

Steady Wins The Race

Patrick launched his full-time real estate career in 2006, and 20 years later, he’s among Baldwin County’s top-producing agents with 39 transactions notched on \$30 million in sales volume in 2024. He was ranked in the Top Ten for Baldwin County in both 2023 and 2024, but he’ll be the first to tell you it wasn’t luck — it was paternal mentorship and discipline.

“I loved being in the office with my grandfather and driving around to job sites with him as a boy; and my dad was also a huge influence. He has been with Brett/Robinson now for 57 years!” he marvels. “And John Brett personally showed me the ropes when I got into the business.”

Success, as he sees it today, is grounded in values and family legacy rather than numbers. But there’s another driving force: “When a client feels



supported and the whole process goes smoothly, that feels like a win in my book," he adds.

Deep Expertise

Patrick's business stands apart for many reasons, but most impressive is the range of experience he brings to the table. Years spent around development gave him rare insights, and his connection to a pre-construction-

focused company gives him unmatched fluency in resort, residential, and investment opportunities.

That knowledge translates into service as well.

"I am extremely personable and will do anything to get a deal across the line," he emphasizes. "If I need to go out and buy a nice comforter or a new fridge, I'll do it."

Clients notice. They trust his guidance, his hustle, and his uncanny memory for details. "We have 26 high-rise towers in town and I can tell you anything about them you need to know," he offers, "from the concrete piling to the construction type to the floor plan ... You just need to give me a unit number."

His direct advice to aspiring agents speaks to his own playbook: "Do not treat this like a part-time job. If you want to be successful, you have to live, breathe, eat, and sleep real estate."

And his warning is just as blunt: "Save your money! This industry is unpredictable, and when you do not sell, you do not eat."

Beyond The Office

Behind the competitive drive and business savvy is a man deeply rooted in family, faith, and the simple joy of being outdoors. Patrick has been married to his wife, Blakeli, since 2020, and together they are raising their two-year-old son, Trip, who is "full of light," as Patrick lovingly describes him. Their dog, Pocket, a five-year-old Coton de Tulear, rounds out the household — and fully believes he's in charge.

"One of the best parts of life right now is watching my wife grow into an amazing, loving mother," Patrick beams. "And seeing my little boy turn into a young gentleman."

As a family, the Nelsons love weekends on the water — boating, fishing, watching sunsets — and always make time for holiday traditions and football season. "Iron Bowl Saturday is a big deal in our house," he laughs.

They also travel often to catch their favorite bands, with upcoming trips to Miramar Beach and St. Augustine, a winter ski trip in the works, and Patrick's annual father-and-grandfather dove shoot in Argentina, a tradition he has enjoyed for 11 years and counting.

The Nelsons attend Oyster Bay Baptist Church, and Patrick serves on the



Do not treat this like a part-time job. If you want to be successful, you have to live, breathe, eat, and sleep real estate."

“I want to make my dad and my grandfather proud, **and I want to give my son the same opportunities that were given to me.”**



Board of Directors for Brett/Robinson while staying involved with the Coastal Alabama Business Chamber.

“Our life is Christ-centered and the Lord has given me the ability to be able to sell and bless my family so we can bless others,” he shares. “I also attend a Bible study that keeps me grounded and growing.”

Looking ahead, Patrick aims for continued growth while helping Brett/Robinson reach its full potential. “I’ll never stop selling but I will eventually be in more of an ownership position in the future,” he elaborates. But his greatest dream is simple: raising his son well and honoring the men who shaped him.

“I want to make my dad and my grandfather proud,” he concludes, “and I want to give my son the same opportunities that were given to me.”

PATRICK CAN BE CONTACTED AT (251) 233-0233 OR [PANELJR@YAHOO.COM](mailto: PANELJR@YAHOO.COM)

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JENNIFER LYNN SAGE

CALL IT CLOSED INTERNATIONAL REALTY

BY ASHLEY HORN
PHOTOS BY BRANDON MORGAN,
DREAM HOME PRODUCTIONS

LEAD WITH INTEGRITY. SERVE WITH EXCELLENCE.
BUILD SOMETHING THAT LASTS.

Jennifer Lynn Sage says she possesses a keen eye for detail and a strong sense of responsibility for ensuring things are done correctly. She says she also has an innate ability to identify areas that require improvement, coupled with the discipline and follow-through necessary to implement changes that measurably increase productivity and performance.

She talked about how she had a coach in high school who taught her so much and by simply believing in her helped her be the best she could be in her sport. "That coach changed the trajectory of my life simply by seeing potential and calling it out," Sage shared. "That's what I want to be for others, to believe in them, to support them, and to help them become the best version of themselves. I truly want to lead from the heart."

Sage credits her attention to detail in her previous job as a personnel assistant in Human Resources and as a business owner of two successful court reporting and medical transcription businesses.

Sage's professional background demanded attention to detail and excellence. "These fields demand accuracy, confidentiality and accountability. "Every word mattered," she explained. "Professional diligence is non-negotiable when actions carry implications for livelihoods, legal standing, or health."

That sense of responsibility became deeply personal during her mother's battle with breast cancer. "I was with her every day," Sage said. "Not because the doctors were not competent, but because I understood how easily people can feel like a number in complex systems. They deserve better than that."

"That experience shaped how I lead today," she added. "It's how I want my agents to feel, seen, supported, and valued as human beings, not just producers."

Starting Out

Sage started her career in real estate in 2020. "COVID forced a lot of people to reassess their lives," she said. "For me, it was a pivot into something I genuinely loved and a chance to reinvent myself. What started as a career move quickly became a calling."

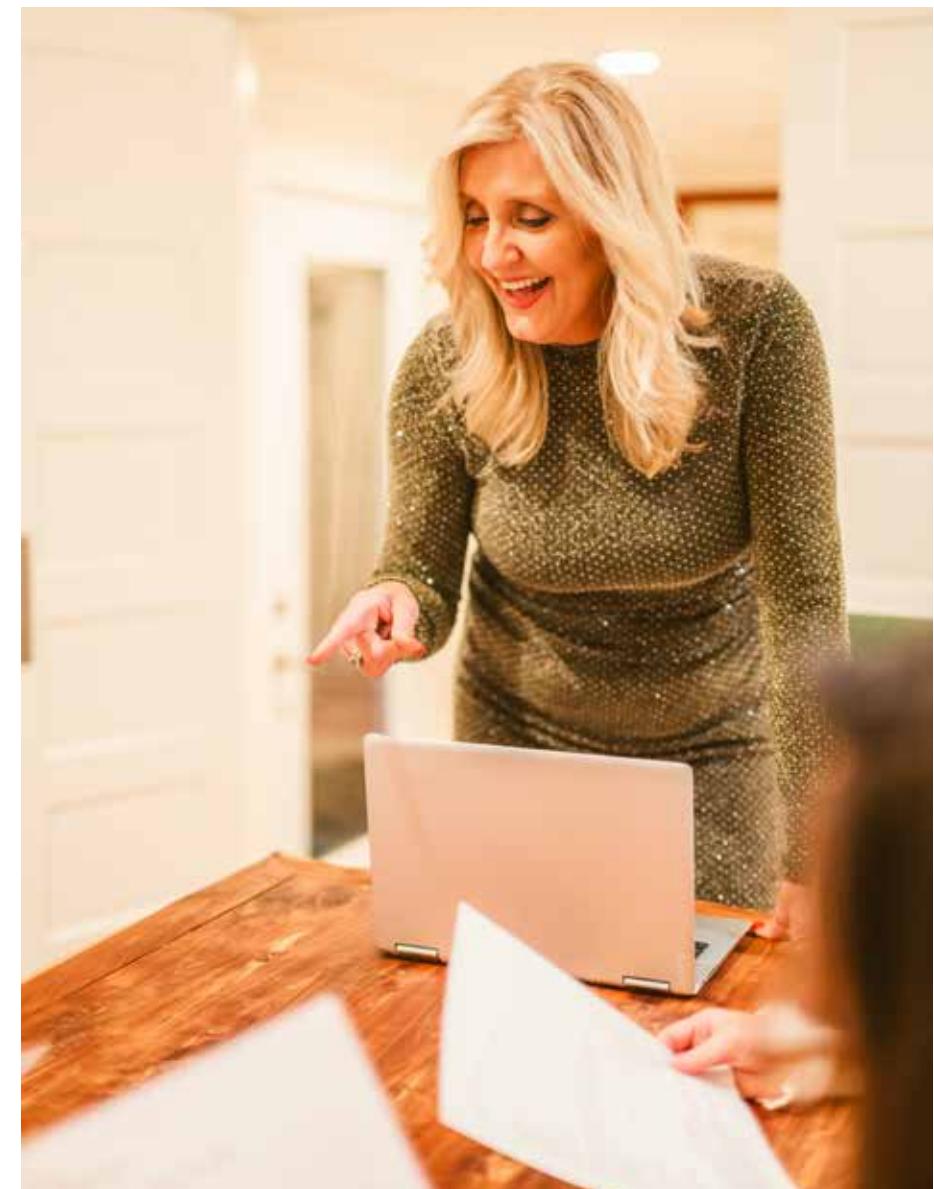
She joined eXp Realty, a cloud-based brokerage she respected and appreciated, but over time felt pulled toward something more aligned with her values. "The signs were unmistakable," Sage explained. "I was introduced to Call It

Closed International Realty, and the more I researched it, the clearer it became - this was where I was meant to lead."

Finding Her Way

As she grew in the industry, Sage encountered agents who were frustrated, working hard, producing results, yet feeling undervalued or limited. It reminded her of the coach who once empowered her. "I knew I wanted to create something different," she said.

"I partnered with this brokerage with a clear conviction: agents deserve to



“Our agents are trained to operate as trusted advisors, not just transaction coordinators. We focus on LONG-TERM SUCCESS rather than short-term wins.”



be empowered, not leveraged. I did not partner with this brokerage to capitalize on other agents' clients or commissions. I wanted to create a place where both clients and agents come first, where agents are free to build their own brands, keep their commissions, and grow without unnecessary interference. This brokerage was designed around education, integrity, and genuine empowerment.”

Through Call It Closed, agents have access to systems including education platforms, a university-style training model, marketing tools and lead-generation support. “We provide structure without suffocation,” Sage explained. “Our agents are trained to operate as trusted advisors, not just transaction coordinators. We focus on long-term success rather than short-term wins.”

“The 100 percent commission model, revenue sharing, and pre-IPO stock awards are benefits, not the

foundation,” she added. “The foundation is fairness, support and sustainability.”

Leading with Heart

For Sage, leadership is measured in growth. “That growth might look like a first-time buyer confidently making the largest decision of their life, a seller maximizing value, or an agent stepping into leadership for the first time,” she said. “I want agents to win and enjoy the process, to feel celebrated, not tolerated, and never treated like a number for someone else’s profit.”

Call It Closed operates virtually, with a footprint across Alabama and referral reach nationally and internationally. The brokerage has offices in 25 states, three continents and five countries. “Locally, our office is based in Daphne, and most of our agents serve Baldwin County and surrounding areas,” Sage said. “We work with residential buyers and sellers, investors, condominium clients, and professionals relocating to the Gulf Coast.”

Empowering Others

Earning a broker’s license was a deliberate decision, Sage explained. “I wanted the responsibility and authority to train agents properly, protect clients, and operate a brokerage that reflects professionalism and integrity at the highest level. We honor the Golden Rule and strive to be the Gold Standard in real estate.”

In addition to real estate and business strategy, Sage is currently completing a certification as a Certified Natural Health Professional. “I believe agents cannot perform at a high level if they are depleted,” she said. “This industry is demanding mentally, emotionally, and physically. Sustainable success requires energy, clarity and resilience. Being proactive with our health is more important than ever.”

“My wellness education complements how I lead,” she continued. “I believe agents function best when they are supported holistically in their business,

“I’m always learning, ALWAYS REFINING, and always thinking about what’s next.”

their mindset, and their well-being. Energized agents serve clients better, show up more consistently for their families, and build careers that last.”

Real estate can be feast or famine, so she believes having a side hustle is highly beneficial. “My background blends real estate, marketing, business strategy, and wellness education,” Sage added. “Strong professionals are well-rounded financially, mentally, and strategically.”

Personal Life

Sage has been married to her husband for 10 years and describes him as her best friend. She has two stepchildren, three grandchildren, and two beloved dogs. “Family grounds me,” she said. “It reminds me that legacy matters more than accolades.”

Outside of work, Sage enjoys the beach, boating, riding horses, traveling, leadership development, content creation, and mentoring others. She also attends professional networking events nationwide. “I’m always learning, always refining, and always thinking about what’s next.”

Final Word

“I believe real estate is more than transactions, it is stewardship,” concluded Sage. “Whether serving



clients or mentoring agents, my goal is to help people make confident decisions and build something meaningful.”

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BY DAVE DANIELSON
PHOTOS BY STEPHEN HINDS,
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For Hannah Sawyer, real estate was never about chasing transactions or fast deals. It was always about people. Relationships came first—long before contracts and closings—and that philosophy continues to shape the way she serves her clients today as a REALTOR® with Wise Living Real Estate along Alabama's beautiful Gulf Coast.

Finding Home and a Calling

Hannah's story begins in Gulf Shores, where her family moved when she was in middle school. "I kind of just consider this home," she says. "I've always loved it down here." After getting married, she and her husband moved away for a couple of years, but when the time came to start a family, they felt drawn back to the coast they loved.

At the time, Hannah was working as a cosmetologist—a career she genuinely enjoyed and now considers more of a hobby. But it was her sister, who worked for a brokerage in another state, who saw

something more. "She really encouraged me to get my license," Hannah recalls. "She said I'd enjoy it, that it would come naturally to me."



Growing up as the daughter of a pastor, Hannah spent her life surrounded by people, conversations, and community. Building rapport, listening, and caring for others had always been second nature. "Real estate is such a personable business," she explains. "And I really love that."

With that encouragement, Hannah took the leap, completed her coursework online, and earned her real estate license just over three years ago. What she thought might be complicated quickly became a calling. "It's been life-changing," she says simply.

More Than Just Properties

When Hannah talks about her day-to-day work, she's quick to point out that



preparing for law school and studying for the LSAT. "We both just decided to go for it," she says. "It was scary at first, stepping into opportunities we hoped would work out."

Today, Patrick has passed the bar, and together they're building a life rooted in purpose and balance. Hannah is the proud mom of three young children: daughter Ava Grace, and sons Winston and Knox. "They're my sole motivation," she says. "I want to be a really good wife, a really good mom, and a really good real estate agent."

Those goals may sound simple, she admits, but they're deeply meaningful—and they guide every decision she makes.

Life in the Little Moments

Free time looks different in this season of life. Hannah laughs as she describes days spent outside playing tag, afternoons filled with Barbies, dinosaurs, and imaginative play.

"I don't really have a lot of free time," she says, "but when I do, I try to be present." She knows these moments are fleeting. "I'm sure I'll miss these days one day."

That same presence carries over into her work, where she strives to be fully invested in each client relationship.



while touring beautiful homes is certainly a perk, it's not what defines the job. "In reality, you're looking at all kinds of different properties," she says with a laugh.

What stands out most to her are the moments spent with clients—often well beyond the walls of a showing. She recalls recent days spent helping a client search for a second investment property. Over the course of two days, they toured nearly 20 condos, shared meals, and spent hours talking through options.

"She's a client, but I'd consider her a good friend now," Hannah says. "We went to lunch, had dinner together. It felt less like work and more like just spending time together, while figuring out what was best for her."

That balance—professional expertise paired with genuine connection—is where Hannah shines.

Motivated by Family and Faith

At the heart of Hannah's drive is her young family. While she was earning her real estate license, her husband Patrick was

Relationships Over Transactions

If there's one phrase that captures Hannah's approach to real estate, it's this: *relationship over transaction*.

"A lot of times, the timing just isn't right," she explains. "And that's okay. I want to be here for the long haul."

Hannah hopes clients see her not just as someone they call when they're ready to buy or sell, but as a trusted friend and

"I've built relationships that I think will last longer than just the purchase. And I think that's the end goal."



advisor. "If it's not now, maybe it's later," she says. "We'll be friends now, and we'll be friends later."

For Hannah, helping someone through one of the biggest financial decisions of their life comes down to character. Trust, integrity, and care matter just as much as knowledge and professionalism.

Growing With Purpose

Though she humbly notes she doesn't yet have decades of experience, Hannah has already built a business grounded in meaningful connections. "I've built relationships that I think will last longer than just the purchase," she says. "And I think that's the end goal."

In a fast-paced industry, Hannah Sawyer stands out by slowing down—listening closely, serving faithfully, and putting people first. And for her clients, that makes all the difference.

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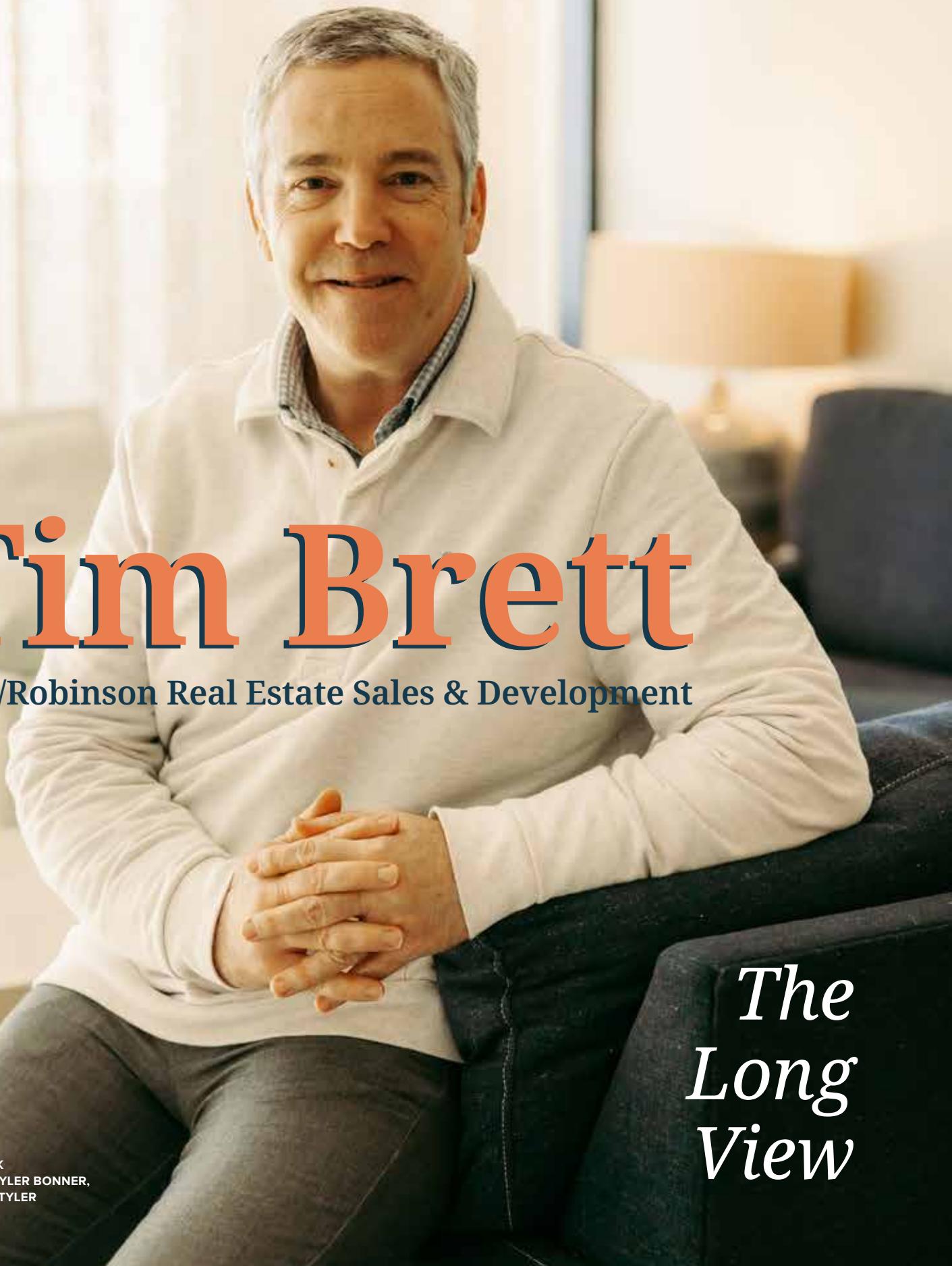
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Tim Brett

Brett/Robinson Real Estate Sales & Development

*The
Long
View*

BY RON SIVAK
PHOTOS BY TYLER BONNER,
CAPTURE BY TYLER



Along Alabama's Gulf Coast, the skyline tells a familiar story. Towering beachfront condominiums rise above sugar-white sand and emerald water, instantly recognizable to generations of vacationers. Behind those buildings lies a deeper narrative - one shaped by family, resilience, and a willingness to adapt when economic realities left little margin for error.

Tim Brett's path to becoming a broker at one of lower Alabama's most influential family-owned real estate firms, Brett/Robinson, began in Mobile. His family later moved to Saraland before eventually settling along the coast, a transition that would define their legacy. "We had one of the early houses on Ono Island, among the first dozen built," he said.

Brett moved to Gulf Shores in middle school, commuting nearly 45 minutes each day to Foley alongside other students from Gulf Shores and Orange Beach. He played on Gulf Shores' first middle school basketball team and ran track, growing up as the coastal communities themselves were still evolving.

History became his favorite subject, fueled by weekends spent with his father metal-detecting Civil War artifacts. On one dive by his father, Gene Brett, a wrecked Confederate ship was even discovered. Those experiences instilled perspective - an appreciation for how time and persistence can reveal lasting value. It's a mindset Tim has kept throughout his life.

Family legacy sits at the core of his career. His father was an Auburn-



trained electrical engineer and Air Force veteran. His uncle, Tillis Brett, was also an engineer and Army veteran. They entered real estate in the late 1960s with just \$500 between them. "My dad tells the story of going into the bank saying they wanted to start a business with \$500 - the banker thought they meant \$500,000," Brett said.

In the beginning, the brothers went door-to-door for listings. As sales grew, clients began asking for builder recommendations. That led them to Tommy Robinson, a Saraland hardware store owner, who proposed a simple

arrangement: "I'll build the houses, you boys sell them." By the 1970s, the partnership was constructing homes throughout Mobile County.

Their first major Gulf Coast development, Island Winds East, set a new standard. At a time when wood-frame condominiums were common, it was built with solid concrete walls throughout. "That building still stands the test of time," Brett said. "It's still very popular today."

Tim's introduction to the family business was far from glamorous. By age 12, he



I don't hire just to hire. I want this to be a full-time career & the last place you sell real estate.”

was cleaning condos and working night shifts when needed, learning early that success required sweat equity. After graduating from Foley High School, he attended Faulkner State Community College before earning a degree in Hotel and Restaurant Management from Washington State University. He returned home in 1995, passed his real estate exam, and spent the next 15 years selling Phoenix condominiums.

Coining a name for the iconic properties was initially a challenge. Inspiration

came at the site of a burned-out beach house - the future Phoenix One. A fan of James Stewart, Gene drew inspiration from the 1965 film *Flight of the Phoenix*, envisioning a new complex rising from what had been lost.

That metaphor proved fitting during the late-1980s savings and loan crisis. With interest rates nearing 20 percent, the family business struggled as Phoenix Three was being built.

When banks refused to lend, Gene devised a pioneering alternative: sell



condominiums for cash up front and use buyer funds to build.

Attorneys warned against the idea. Partners doubted it would work. Gene pushed forward anyway, often sleeping in his car while traveling to sell units. Phoenix Three took seven years to complete, but the company delivered on every promise, earning the trust that would define its future.

That buyer-funded model remains in place today, backed by a local bank's safety-net guarantee that has never been needed. "We borrow money from buyers, not banks," Tim said. "We're the developer, contractor, and real estate company."

Mentored by his cousin and longtime broker John Brett, Tim learned the business from the ground up. Around 2011, he became sales manager, and two years ago he was named broker. Today, he leads roughly 30 full-time agents. "I don't hire just to hire," Brett said. "I want this to be a full-time career and the last place you sell real estate."

The Brett Robinson portfolio now includes more than 3,000 condominium units across Alabama and Florida. The Phoenix brand spans dozens of developments, with multiple projects under construction. The company's first Florida property, Phoenix Perdido, is now selling in Perdido Key.

Beyond sales, Brett Robinson runs a fully integrated enterprise, employing more than 700 people during peak

season. Property management, vacation rentals, housekeeping, and laundry are managed in-house, creating significant economic ripples across Baldwin County. "Every time we open a building, that's close to 100 units," Brett notes. "That's a lot of mattresses."

In Mobile County, the Saraland office continues to build high-quality spec homes, guided by an experienced team that has transformed both the office and its role in the market to accommodate growth in the area. Home listings of \$500,000 and higher are now a regular part of the local landscape.

Gene Brett, nearing 90, is still an owner but has stepped back from daily operations, leaving leadership to Tim and John Brett. Tim's brother oversees vacation rentals and property management, while sisters and cousins continue selling real estate. "It is a true family business," Tim said.



Looking ahead, Brett envisions steady growth - expanding strategically into Florida, building long-term careers for agents, and welcoming future generations into the fold.

More than six decades after two brothers walked into a bank with \$500, the Brett family continues to shape Alabama's coastline - not just through concrete and steel, but through trust, durability, and a long view that still defines their legacy.

**TIM CAN BE CONTACTED AT
(251) 942-6243 OR TIMB@BRETTROBINSON.COM**





FAQ

Welcome to *Real Producers!* Some of you may be wondering what this publication is all about, which is why we have created this FAQ page. Here, we will answer the most commonly asked questions from around the country regarding our program. My door is always open to discuss anything regarding this community — this publication is 100% designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents in the Mobile Bay Area. We pulled the MLS numbers (by volume) from Jan. 1, 2021, through Dec. 31, 2021, in Mobile and Baldwin Counties. We cut the list off at number 300, and the distribution was born. For this year's list, the minimum production level for our group is \$7 million in 2021. The list will reset at the end of 2022 for next year and will continue to update annually.

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

A: The process is simple. Every feature you see has first been nominated. You can nominate REALTORS®, agents, affiliates, brokers, owners,

or even yourself. Office leaders can also nominate real estate agents. We will consider anyone you bring to our attention because we don't know everyone's story, and we need your help to learn more.

A nomination currently looks like this: Email us at robert.orsos@realproducersmag.com with the subject line "Nomination: (Name of Nominee)" and explain why you are nominating the individual. Maybe the person has an amazing story that we need to tell, or perhaps someone overcame extreme obstacles, is an exceptional leader, has the best customer service, or gives back to the community in a big way. The next step is an interview with us to ensure a good fit, and then we put the wheels in motion for our writer to conduct an interview and for our photographer to schedule a photo shoot.

Q: WHAT IS THE COST TO FEATURE A REALTOR®, AGENT, OR TEAM?

A: Zero, zilch, zippo, nada, nil. **The feature 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 and 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 preferred partner you see in this publication. We won't even meet with a business that you have not vetted and stamped for approval, in a sense. Our goal is to create a powerhouse network for the REALTORS® and agents in the area and for the best affiliates 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 real estate agents, please let us know.



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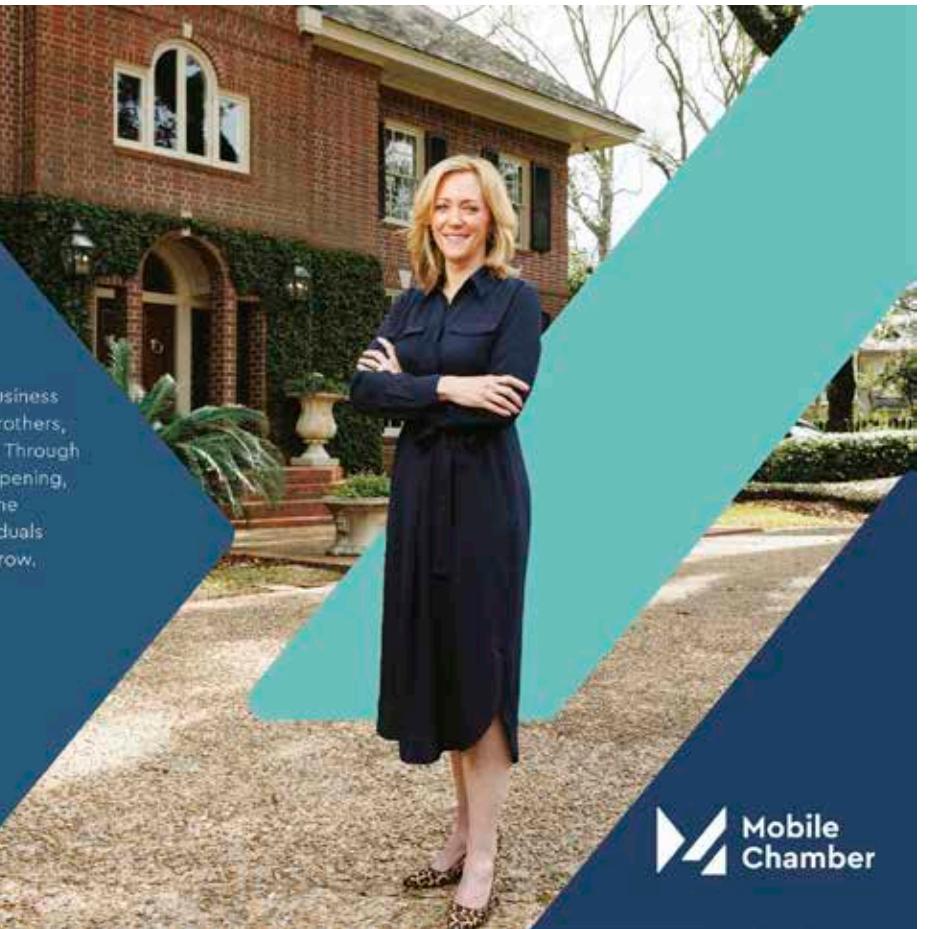
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