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Jess Wellar
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Michelle Reed
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RENEWAL



Dear Real Producers of Fort Myers,

Happy 2026! As we turn the calendar to a fresh new year, there's something powerful about the sense of renewal it brings — renewed vision, renewed commitment, and renewed purpose. The start of a year is more than just a date change; it's an opportunity to pause and take inventory of where we've been and where we're headed.

This season invites us to look back at the strategies and relationships that served us well in 2025 and double down on what worked. It also encourages us to evaluate the changing dynamics ahead — market trends, shifting client needs, the evolving role of technology — and prepare to adjust accordingly.

Renewal isn't just about starting over; it's about moving forward with intention. In this spirit, we hope you find fresh inspiration in the stories featured in our pages each month. Our mission at *Real Producers* has always been to celebrate top-producing Realtors, share their insights and systems, and spark conversations that elevate one another. In an industry defined by innovation, grit, and heart, these stories offer valuable roadmaps for growth — both personally and professionally.

We're also excited to renew our connection with you in person. This year's lineup of *Real Producers*' events promises more

of the dynamic networking, meaningful partnerships, and community-building experiences you've come to expect. Keep an eye on your inbox — announcements are on the way!

As 2026 unfolds, may you approach each opportunity with energy, clarity, and purpose. Here's to new goals, fresh momentum, and a year defined by both growth and gratitude.

Let's launch into 2026 — renewed and ready.

Very respectfully yours,



Andrew Regenhard
Owner/Publisher
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OUR 2025 COVER STARS

- With 2025 now in the rearview mirror, we’re taking a moment to look back at the incredible Real Producers who graced our covers this past year. Each one shared a story of dedication, growth, and success that continues to inspire our community.
- We’re proud to highlight some of the standout moments from our 2025 cover features and extend a heartfelt thank-you to the amazing agents who made them possible.
- Here’s to all you’ve achieved, and to another year of inspiring, connecting, and elevating our top-producing real estate agents and preferred partners in 2026.

20
25

Isabel Arias-Squires

GLOBAL
VIEWS WITH
LOCAL HEART

PHOTOS BY MICHELLE REED



Isabel Arias-Squires brings a global perspective and a client-first philosophy to the Fort Myers real estate market. Raised in San Jose, Costa Rica, she honed her skills in sales, marketing, and commercial real estate before transitioning to residential properties, blending international experience with thoughtful, personalized service. Her approach emphasizes listening closely to clients' needs and guiding them through decisions with clarity and care.

Her career path spans commercial real estate,

hospitality, and sales, giving her insight into diverse markets and client expectations. Transitioning into residential real estate, Isabel has cultivated a reputation for reliability, professionalism, and attention to detail. Half of her business focuses on sellers and half on buyers, reflecting her versatility and ability to balance priorities effectively.

Collaboration is central to her practice. She draws on mentorship and continues to refine her skills, while providing guidance to newer agents. Clients appreciate her ability to

merge strategic insight with a personal touch, resulting in a seamless buying or selling experience.

Outside of work, Isabel nurtures her artistic talents, enjoys travel, and spends time with her husband, David, and their two sons. Philanthropy and community involvement are integral to her life, as she supports arts initiatives and animal welfare. Her global outlook, combined with local expertise, positions her as a trusted advisor for a diverse clientele.

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Jenny Beach

AIMING FOR THE TOP PHOTOS BY MICHELLE REED

Jenny Beach, a dedicated Realtor with John R. Wood Properties in Fort Myers Beach, focuses on providing exceptional, client-centered service. She leads a team committed to hands-on support, guiding clients through complex real estate transactions with knowledge and care. Jenny's approach emphasizes trust, relationships, and attention to detail, ensuring that clients feel informed and supported throughout every step of the buying or selling process.

Originally from Clear Lake, Iowa, Jenny earned a degree in education and later worked in human resources, gaining insight into people and effective communication. Her path shifted when she relocated to Florida and pursued real estate, quickly building a reputation for professionalism and excellence. Jenny balances her career with a deep commitment to family, raising five children with her husband and sharing a love for beach outings, theater, and pets.

Her personal experiences caring for family members with disabilities inspired a lifelong dedication to service, which extends to community involvement through organizations like Imperial Dance Corps. Jenny and her team are known for their proactive approach, especially during challenging situations affecting coastal properties. Her work is defined by reliability, compassion, and meticulous attention, reflecting her philosophy that real estate is not just about transactions but about positively impacting clients' lives.



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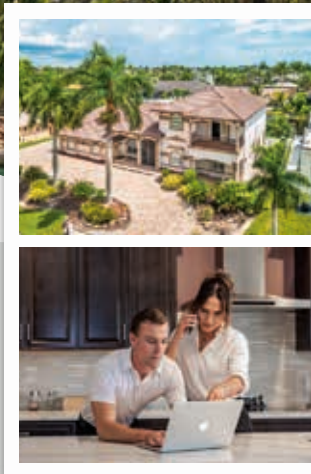
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Jannett Mosqueda

WALKING THE WALK WITH PASSION & PURPOSE

PHOTOS BY MICHELLE REED

Jannett Mosqueda, founder and broker-owner of Hustle Bees Realty in Fort Myers, blends passion, purpose, and leadership to create a unique real estate experience. She emphasizes selflessness and prioritizes her team, fostering a supportive culture where agents feel empowered to grow and succeed. Jannett's philosophy is rooted in hard work, resilience, and mentorship, reflecting values instilled by her Cuban and El Salvadoran parents, who ran multiple businesses.

After earning her real estate license, Jannett built her career with determination, navigating early challenges while balancing family life. She created Hustle Bees Realty to establish a boutique, relationship-focused brokerage emphasizing integrity, inclusion, and community service. Jannett's team is known for quality over quantity, and she prioritizes training, guidance, and personalized support for both agents and clients.

Her commitment to service extends beyond real estate into

philanthropic efforts, including local toy drives and community initiatives benefiting children. At home, Jannett balances her professional responsibilities with family life, raising two children alongside her husband and sharing activities like travel, boating, and outdoor adventures. Her work exemplifies the belief that real estate is a platform for empowerment, trust, and meaningful impact, where success is measured by the relationships built and the lives positively influenced.



Aaron Wolf

FAMILY, FAITH,
AND SELLING
THE FLORIDA
LIFESTYLE

PHOTOS BY MICHELLE REED

Aaron Wolf, founder of the Aaron Wolf Group at John R. Wood Properties, exemplifies a client-focused approach to real estate, prioritizing exceptional service over volume. His boutique team provides meticulous guidance through complex transactions, ensuring clients navigate purchases and sales with clarity, confidence, and strategic insight. Aaron's expertise includes tax law, contracts, luxury homes, and new construction, allowing him to advise clients on both lifestyle and financial implications.

Raised in Palo Alto, California, Aaron purchased his first home at nineteen, inspiring a career rooted in financial literacy and stability. His professional path included sales and finance before he fully embraced real estate, blending market knowledge with a deep understanding of client needs. Aaron leads a small, highly specialized team, working alongside Caroline Murphy and Ari Paya while coordinating with a network of trusted professionals to deliver seamless transactions.

Outside of work, Aaron emphasizes family, faith, and giving back. He and his wife, Amanda, prioritize their three daughters and engage in activities ranging from boating to technical diving. His life reflects a balance of professional excellence and personal fulfillment, rooted in service, integrity, and meaningful client impact. Aaron's approach demonstrates that real estate extends beyond property, shaping life experiences and helping clients achieve the Florida lifestyle they seek.







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Samantha Corrochano

PASSIONATE ABOUT BONITA SPRINGS

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Samantha Corrochano brings energy, expertise, and a deep love for Bonita Springs to her work as vice president of The Dellatorè Real Estate Company. Growing up in a family of entrepreneurs in Pennsylvania, she embraced a strong work ethic early, balancing school with full-time restaurant jobs. A degree in psychology and nearly a decade of success in sales prepared her to connect with clients on a personal level while understanding their needs and motivations.

After moving to Florida and starting a family, Samantha joined her parents' brokerage. What began as a practical decision quickly became a passion. She thrives on building relationships, helping clients navigate the complexities of buying and selling homes, and guiding them toward decisions that suit both lifestyle and investment goals. Her knowledge of Bonita Springs, particularly the downtown and waterfront areas, allows her to showcase the best of the community she calls home.

Outside of real estate, Samantha balances a busy family life with her wife and children while maintaining personal interests like boating, travel, and playing guitar. She is deeply involved in giving back, supporting veterans, local schools, and the Alzheimer's Foundation. Samantha's career is driven not only by success but by genuine care for her clients and her community, helping others achieve the lifestyle she loves.

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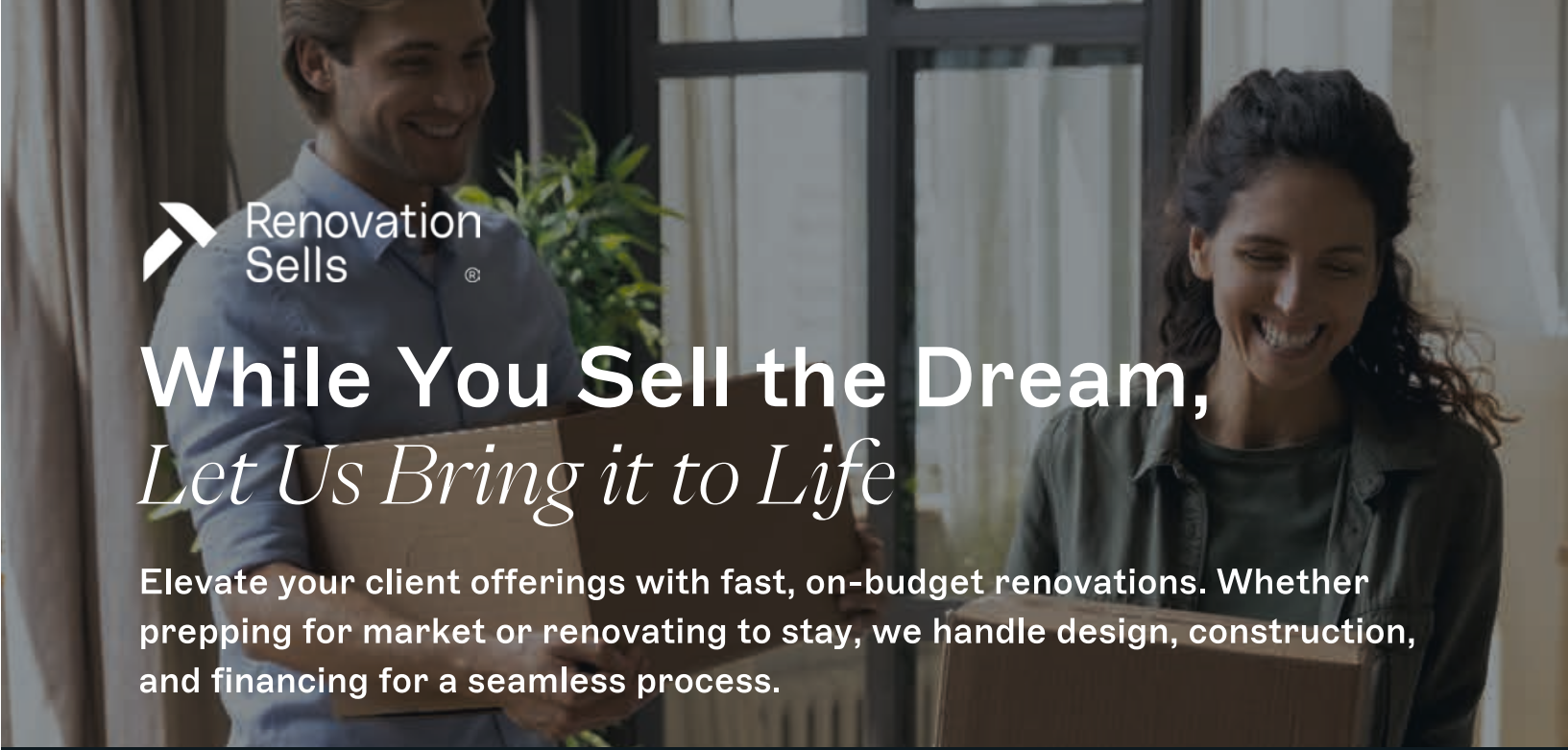
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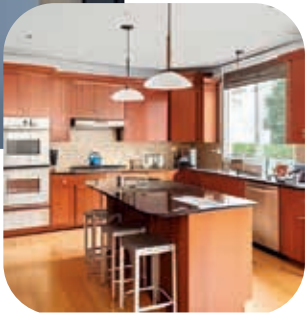
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Damon Vetere

THE POWER OF REAL RELATIONSHIPS

PHOTOS BY MICHELLE REED

Damon Vetere's approach to real estate is grounded in relationships, trust, and a service-first mindset. Originally from Long Island, New York, he spent years in corporate aviation software sales before relocating to Fort Myers, where he realized his passion for helping people extend beyond the corporate world. Damon made the leap into real estate in 2012, quickly distinguishing himself with his ability to connect with clients and anticipate their needs.

As founder of The Vetere Team at Coldwell Banker Realty, Damon leads a diverse group of agents, emphasizing independence within a supportive structure. He believes in cultivating high integrity, selecting team members who share his dedication to client service rather than chasing deals. Attention to detail, a deep understanding of contracts, and a personal approach have earned him loyalty from clients who return to him again and again, some for decades.

Beyond work, Damon is devoted to his family. He and his wife, Jules, cherish their daughter Blaire and their dogs, Lou and Flynn, while sharing a love of sports and community involvement. From hurricane preparedness to charitable initiatives like Big Brothers Big Sisters and horse rehabilitation programs, Damon extends his commitment to service into the broader community. For him, real estate is as much about connection and care as it is about transactions.





Denise Chambre

CELEBRATING
THE MILESTONES

PHOTOS BY MICHELLE REED

Denise Chambre approaches real estate with a focus on milestones and meaningful relationships. She celebrates every stage of her clients' journeys, from first-time home purchases to investment properties and vacation homes. A licensed REALTOR® since 1999, Denise is a Luxury Property Specialist with Keller Williams Realty of Fort Myers & The Islands and one of the founding partners of the local Keller Williams franchise. Her experience as an investor informs her guidance, allowing her to support clients

navigating complex transactions with confidence.

Born and raised in Worcester, Massachusetts, Denise developed an early interest in property through her father's investments. That curiosity led her to purchase her first property as a young adult and inspired a lifelong commitment to real estate. She began her career part-time while raising her children, gradually building a practice defined by trust, consistency, and repeat clients. Many of her relationships extend across multiple

transactions, reflecting her dedication to service and integrity.

Denise balances her professional life with a deep devotion to family, faith, and travel. She and her husband, Richard, enjoy exploring the world with their three sons while maintaining strong connections at home. Prayer, outdoor activities, and community engagement guide her daily life. Denise's combination of expertise, empathy, and authenticity continues to make a lasting impact in the Southwest Florida real estate market.



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Jay Westerlund

SERVANT-CONNECTOR PHOTOS BY AMELIA CONTE PHOTOGRAPHY

Jay Westerlund calls himself a “servant-connector,” dedicating his career to helping and connecting people. Leading The Westerlund Team at Premier Sotheby’s International Realty, he emphasizes relationships and trust as the foundation of his work. Originally from Indiana, Jay moved to Northern California during his youth and attended UC Davis, where he earned a communications degree and played collegiate golf. After turning professional and working toward a PGA Tour

career, he eventually relocated to Southwest Florida, where a series of personal connections led him to the real estate world.

Jay started in real estate in 2008, learning from family members who owned a local brokerage. Over time, he joined Premier Sotheby’s and built a small, high-performing team, relying on four key members who handle operations, marketing, and client support. He credits his success to surrounding himself with experts and cultivating strong networks, understanding

that clients value both competence and trust.

Outside of work, Jay’s focus is his family. He and his wife, Nicole, raise four children and enjoy golf, boating, travel, and community involvement. The Westerlunds remain active in their church and support Florida Gulf Coast University Athletics. Jay balances his roles as father, husband, and team leader, continually putting people first while fostering lasting connections in both life and business.



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Elise & Tom Starr

EXPERIENCE MATTERS

PHOTOS BY MICHELLE REED

Elise and Tom Starr are a powerhouse duo in Southwest Florida real estate, leading The Starr Team at John R. Wood Properties Christie's International Real Estate. Together, they combine decades of experience with a deep dedication to client service. Elise's early exposure to real estate, inspired by her mother, gave her a foundation in discipline, ethics, and hard work. Tom brought a military background and decades in insurance and finance, adding structure and strategic insight to their business.

As a husband-and-wife team, they focus on building trust and fostering relationships. Their business thrives on referrals, with clients benefiting from personalized touches such as holiday cards, gifts, and community events. The Starrs' meticulous approach to marketing, client service, and follow-up reflects their commitment to excellence and attention to detail.

Community engagement is central to their lives. They support organizations including Tunnel to Towers, Wounded

Warrior Project, Golisano Children's Hospital, Home Front Heroes, and local food banks. Awards and accolades, including Christie's Master's Circle and John R. Wood Properties' 400 Club, recognize their professional success, but Elise and Tom measure fulfillment through client satisfaction and giving back.

Outside real estate, the Starrs enjoy family, travel, boating, golf, and adventure. Their blended family and love of life illustrate that their approach to real estate mirrors their approach to living: disciplined, passionate, and deeply personal.





Ted Stout

STILL SEIZING
THE DAY

PHOTOS BY LACASATOUR

Ted Stout has long been recognized as one of Cape Coral's trusted voices in luxury waterfront real estate. As broker-owner of Realmark Realty Group II, he leads a boutique "teamerage" — a hybrid model blending the structure of a brokerage with the specialization of a team. Each member focuses on a distinct role, allowing them to deliver a concierge experience and maintain a high standard of service even as the market shifts. Ted is continuing to refine that model, including

plans to bring on a dedicated vacation rental manager as the team grows.

Ted's path to real estate began far from the water. He started in multimedia production at IBM, working on early digital film projects before realizing he missed coastal living. When an opportunity arose to work in new construction at Burnt Store Marina, he embraced it and quickly discovered his talent for real estate. That move set the foundation for a long and

successful career anchored in creativity, marketing savvy, and a "seize the day" mindset inspired by a favorite film.

Known for integrity and a reputation built on consistency, Ted approaches life with gratitude and presence. Outside work, he is deeply family-focused and passionate about fitness, boating, and time on the water. Looking ahead, he hopes to mentor others while gradually stepping back so his team can thrive independently.



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Stacey Glenn

BOUNCING BACK BETTER

PHOTOS BY MICHELLE REED

Stacey Glenn’s entry into real estate was nothing short of dramatic: she earned her license the same day she gave birth to her son. That blend of determination and resilience has defined her career ever since. Licensed in 2013, she quickly established herself as a top Broker Associate and Team Leader at John R. Wood Properties | Christie’s International Real Estate, where her Top Agent Team Florida operates with efficiency and precision.

Her business philosophy combines rigorous systems with

relentless work ethic, shaped by farm-life discipline and a background in business and economics. Early mentorship and coaching from industry leaders helped Stacey develop confidence and sharpen her skills. Even amid personal trials, including family health challenges and a severe illness, Stacey leaned on her support team to maintain client service without compromise.

Stacey’s approach centers on meeting clients where they are, blending practical market insights with personalized

guidance. Her professional focus mirrors her personal life, where family is paramount. Together with her husband, children, and extended family, Stacey balances career demands with meaningful family rituals, faith, and community involvement.

Through perseverance, discipline, and a commitment to relationships, Stacey Glenn has built a thriving business that honors both professional excellence and personal values, showing that resilience and connection drive long-term success.





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LEFT TO RIGHT: BRIAN CHAPMAN, JANELSA WEILAND, CALEB CHAPMAN



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TRACY HENRY
CAPE CORAL
VP OF MARKETING
TRACY@LANDSEL.COM
239.850.9532

MIKE BOSTROM
VICE PRESIDENT
MBOSTROM@LANDSEL.COM

CATHY MANN-SEIPLE
FORT MYERS
SWFL ACCOUNT MANAGER
CATHY@LANDSEL.COM
239.770.5251

LINA HOLLOWAY
FORT MYERS BRANCH MANAGER
LHOLLOWAY@LANDSEL.COM

AMANDA WILKINS
OPERATIONS MANAGER
AWILKINS@LANDSEL.COM
239.440.5333

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