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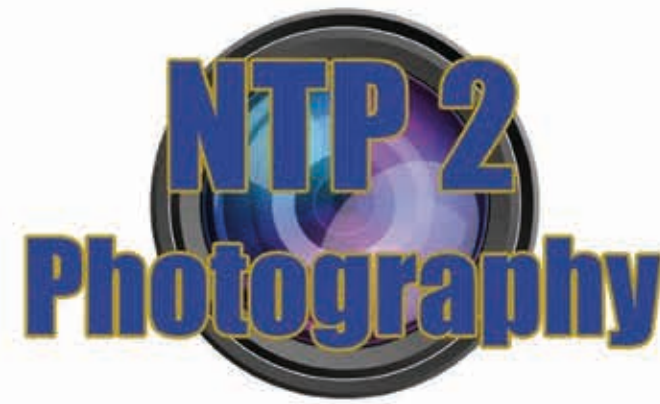


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Number of Years in Real Estate? 3
Last Year's Sales Volume: 2,500,000
Number of Units Sold Last Year: 5

Why did you become a real estate agent? I wanted to help families live out the American Dream.

What did you do before you became a real estate agent? I was in school prior to real estate.

What's one seemingly insurmountable challenge you've overcome in the past? What'd you learn from it? I am a great learner. When I make a mistake, I take accountability.

What are some of your biggest dreams, aspirations, or "bucket-list" items? I want to start developing to help those in need.

What is your favorite part of being a real estate agent? I love helping families and seeing their faces when they open the doors to their new home.

What makes you different from other agents? I love to help, am always there for others, and can always be counted on.

What has been the biggest game-changer for you in your business? Following up and being persistent with prospects.

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Team, or Single Agent? Team
If a team, what's the "team name"? The Brescia Group
Number of Years in Real Estate? 3
Last Year's Sales Volume: 10 million
Number of Units Sold Last Year: 10

Why did you become a real estate agent? My stepdad works in commercial real estate. He was the one who put the idea in my head. Ultimately, real estate includes everything I love to do (marketing, people, relationships, and service).

What did you do before you became a real estate agent? I became a real estate agent right out of college!

What's one seemingly insurmountable challenge you've overcome in the past?
What'd you learn from it? Protecting my time from people who take advantage of it!

What are some of your biggest dreams, aspirations, or "bucket-list" items? Create a space where women in Tampa feel welcomed, supported, and genuinely connected through Happy Hour Social Club!

What are some ways that being a millennial is an advantage for you as an agent? Social media has been a huge leverage tool for me and my business. Understanding trends, relatability, and eye-catching aesthetics!

What is your favorite part of being a real estate agent? Watching people

achieve the dream of homeownership and helping them through every single step and hurdle!

What makes you different from other agents? I devote 100% of my time to my clients—it doesn't matter the time of day, I'm there for them!

What does "success" mean to you? To be truly happy.

What has been the biggest game changer for you in your business? The sale is in the follow-up—not salesy, but providing true value to clients.

What does your typical day look like? Workout in the morning at CAMP, team meeting most days at the office at 9:30, showings and listing prep, follow-ups with clients, end the day with a walk or activity, and watch a show before bed!

What are some of your goals for this year? Run a marathon.

How do you manage work/life balance? Know what my priorities

are, even if that means taking a work call at a life event!

Are there any organizations or charities that you support (in particular)? How? Happy Hour Social Club—a social club for women to meet other women!

What are your favorite tools, apps, or bits of technology? Instagram, TikTok, Linktree!

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What are some of your biggest dreams, aspirations, or “bucket-list” items? My biggest dream in real estate is to help as many of my friends and family as possible with these types of transactions. I have already helped some of my closest friends buy homes, and it felt SO GOOD.

What are some ways that being a millennial is an advantage for you as an agent? Keeping up with the current trends. ALWAYS being available for my clients and ALWAYS communicating with zero sugarcoating involved. The social media aspect is key in today’s market.

What does your typical day look like? I wake up, lead generate for a few hours, and do some “busy work” on my computer. Then, during the day after I eat lunch, I will either head out for some showings or go to the gym. After that, more calls and busy work on my computer until it is time for dinner. Then at night, I’ll be talking to my friends and playing with my cat until it is time for bed!

Are there any organizations or charities that you support (in particular)? **How?** Ronald McDonald House in Philadelphia. Baking goods and donating them to the kids!

What are your favorite tools, apps, or bits of technology? Google Calendar is my LIFE SAVER when it comes to managing my schedule. Everything I do in life goes into my Google Calendar.

Number of Years in Real Estate? 4
Last Year’s Sales Volume: \$4,389,049
Number Of Units Sold Last Year: 17-20.

Why did you become a real estate agent? I became a real estate agent because I truly love to see someone’s smiling face because of something I did for them! To be a part of potentially the biggest purchase of their lives is truly something special. I love everything about real estate. The help I provide, the flexibility it gives me in my personal life, and the chance to meet ALL of these amazing people every single day of my life.

What did you do before you became a real estate agent? I was in college. I worked in the restaurant industry my entire childhood and all throughout college. This was my first “real” job, and it could not have been a better choice for me or for what I was looking for in a job.

What’s one seemingly insurmountable challenge you’ve overcome in the past? What’d you learn from it? Saving my money for downtime in the market! No matter how good you are, there are slow months. So, I had to learn the hard

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Team: FIG Team Maximum Tampa formally Maximum Tampa Group
Number of Years in Real Estate? 6
Last Year's Sales Volume: \$51.96M volume (2024) as LPT has not submitted 2025 numbers yet
Number of Units Sold Last Year: 144 sides

Why did you become a real estate agent? I didn't get into real estate by accident; it was both a necessity and a purpose. After Hurricane Maria, I had to start over from zero. I needed something that gave me freedom and allowed me

to help others do the same. What started as an opportunity became a calling. In my first year, I sold 32 homes, and today I lead my own team. Now I help families and agents build stability, wealth, and something of their own.

What did you do before you became a real estate agent? I worked as an analyst in Hillsborough County Public Schools.

What's one seemingly insurmountable challenge you've overcome in the past? **What'd you learn from it?** Starting over from zero after Hurricane Maria was

my biggest challenge. New place, no network, no safety net and becoming a new mom at the same time. It felt overwhelming, but it pushed me to build from pure faith, discipline, and consistency. What I learned is that pressure reveals capacity. When you don't have a backup plan, you become the plan and with the right mindset, you can build something bigger than where you started.

What are some of your biggest dreams, aspirations, or "bucket-list" items? My biggest aspiration is to build something that goes beyond me, a global, faith-based organization that develops leaders and creates lasting impact through business, growth, and purpose. I'm currently building and preparing to launch Maximum Alliance next month, alongside high-level leaders aligned in values, vision, and execution. This isn't just about real estate. It's about creating a true community where agents grow personally, professionally, and spiritually. There's a clear gap in the industry for this kind of environment, and we're stepping in to fill it.

What has been the biggest game-changer for you in your business? The biggest game-changer in my business happened this year by choosing alignment over comfort. I made the decision to switch brokerages and walk away from being a founding member, leaving behind everything I had built to pursue a bigger vision. It wasn't the easy move, but it was the right one. That decision led to aligning with high-level leaders who share the same values and long-term vision, and ultimately merging teams with Veronica Figueroa to build something much greater than any of us could do alone: the FIG team and the Maximum Tampa Group. That shift took me from operating within a business to truly building one with scale, structure, and long-term impact in mind.



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Ashley Fatigato

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driven and analytical perspective, helping my clients make informed, strategic decisions.

What makes you different from other agents? What sets me apart is the combination of strategy, consistency, and client experience. I approach every transaction with a strong analytical mindset, backed by my background in business analytics, while also prioritizing clear communication and responsiveness. I'm very intentional about how I position listings, negotiate, and guide clients through the process. At the same time, I treat my business with a high level of discipline—staying consistent with follow-up, marketing, and client service. That balance allows me to deliver both a strong experience and strong results.

Are there any organizations or charities that you support (in particular)? How? I have a strong personal connection to supporting veterans, as my grandfather served in the Air Force and passed away while on duty. Because of that, I have a deep respect for those who have served and the sacrifices they've made. As I continue to grow my real estate business, I'm interested in expanding how I can support veterans—whether that's through awareness, connecting them with resources, or helping them navigate homeownership opportunities. It's something I'm passionate about continuing to build on over time.

What are your favorite tools, apps, or bits of technology? I prioritize tools that help me operate efficiently while maintaining a high level of service. My CRM is central to my business, allowing me to stay organized, track client communication, and ensure consistent follow-up. I also utilize platforms like Dotloop to streamline transactions and create a seamless experience, along with social media tools such as Instagram and TikTok to market properties and build my brand. Leveraging the right technology allows me to stay responsive, create opportunities, and deliver a more efficient and elevated experience for my clients.

Team: Paramount Home Group
Number of Years in Real Estate? 1
Last Year's Sales Volume: \$4,280,000
Number of Units Sold Last Year: 12

Why did you become a real estate agent? I became a real estate agent in Florida because of the scale of opportunity and the responsibility that comes with it. The Tampa Bay market is one of the fastest-growing in the country, with constant relocation, new development, and shifting demand. I saw an opportunity to step into a space where I could combine strategy,

market knowledge, and strong client advocacy to guide people through high-stakes decisions.

What did you do before you became a real estate agent? Before becoming a real estate agent, I built my foundation in sales and earned my Master's degree in business analytics. That experience gave me a strong understanding of data, negotiation, and client behavior—skills that directly translate into real estate. It allowed me to approach the business from both a relationship-

Asya Brooks

LPT Realty



Number of Years in Real Estate? 3
Last Year's Sales Volume: 180,000
Number of Units Sold Last Year: 2

Why did you become a real estate agent? I was exposed to real estate growing up, watching my parents own and manage property. That experience naturally sparked my interest, and after graduating college, I chose to get my real estate license. It's been one of the best decisions I've made so far.

What did you do before real estate? Before becoming a real estate agent,

I spent four years at Florida A&M University from 2019 to 2023. After graduating, I worked as a manager at Macy's from 2024 to 2025, where I developed strong leadership and customer service skills.

What's one seemingly insurmountable challenge you've overcome in the past? What'd you learn from it? I've faced several challenges in my life, but one that stands out was tearing my ACL during my senior year of college. It affected me both physically and mentally. I chose to delay surgery

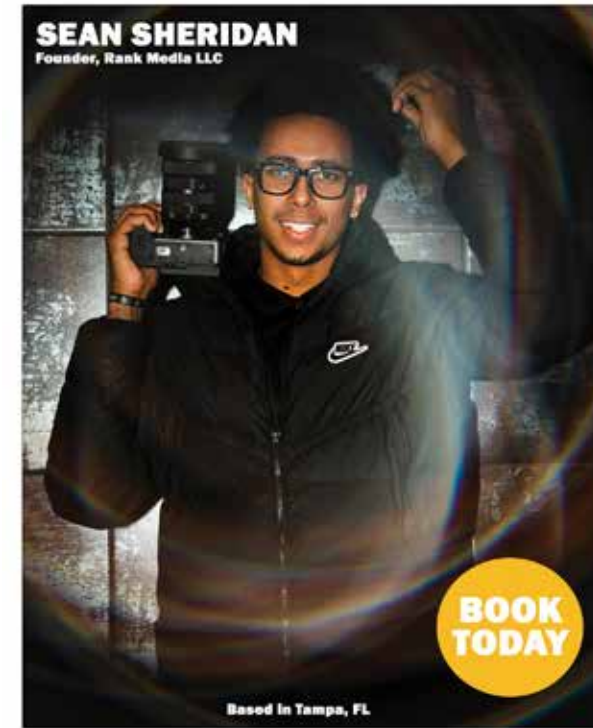
so I wouldn't be on crutches during graduation, which meant enduring a period where I couldn't drive or walk normally. During that time, I leaned on my faith, stayed disciplined with my rehabilitation, and found ways to remain focused. I used the setback as an opportunity to grow, and I earned my real estate license while recovering. Today, I've regained my strength and returned to the gym, lifting and training as usual. That experience strengthened my resilience and reinforced my ability to stay focused and push forward.

What are your dreams and goals this year? This year, my goals are focused on growth in every area of my life. In real estate, I'm aiming to close more deals, gain valuable experience, and continue learning so I can better serve my clients. I'm also working toward my long-term goal of attending law school, with plans to start in Fall 2027.

Personally, I want to make more time for my spiritual growth—whether that's prayer, reflection, or simply taking quiet time to reset. I want to pour more into my hobbies, especially poetry, and continue developing my creative side. I'm also focused on staying consistent with my fitness, building strength, and maintaining a healthy lifestyle.

What has been the biggest game-changer for you in your business? One of the biggest game changers for me has been my team, Legacy Home Group. I'm truly grateful for my team leader, Kristen, and the agents I work with. We support each other, hold each other accountable, and help one another stay consistent, even on the tough days.

Another major factor in growing my business has been staying consistent with my contacts and pouring into my database. I focus on building real relationships, staying connected, and always following through on my word.



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Joe Leegerski



Team, or Single Agent? Team
If a team, what's the "team name"?
 Paramount Home Group
Number of Years in Real Estate?: 1
Last Year's Sales Volume: 4,874,980
Number of Units Sold Last Year: 12

Why did you become a real estate agent? I love helping people and meeting new people!

What did you do before you became a real estate agent? Data Analyst

Selena Perez

LPT Realty



Number of Years in Real Estate? 5
Last Year's Sales Volume: 3,282,900
Number Of Units Sold Last Year: 10

Why did you become a real estate agent? I became a real estate agent because of a lesson I learned the hard way. At 19, I purchased my first home without professional representation, hoping to save money. Unfortunately,

skipping an inspection and navigating the process alone led to significant unforeseen costs and repairs after I moved in. That experience ignited a passion in me to be the advocate I didn't have. My goal is to ensure that no client of mine ever has to learn those expensive lessons alone.

What's One Seemingly-Insurmountable Challenge You've Overcome in the Past? What'd you learn from it? Quit my full-time job to become an agent and be able to provide for myself. I learned not to give up and to stick to the process.

What are some of your biggest dreams, aspirations, or "bucket-list" items? Financial freedom and having a family I can fully support.

What are some ways that being a millennial is an advantage for you as an agent? I'm hungry.

What is your favorite part of being a real estate agent? Meeting people from all walks of life and helping them through a complicated process.

What makes you different from other agents? I truly care, want to protect my clients, and constantly learn about the entire business to better support them. I will also do whatever it takes to satisfy my clients and provide excellent service.

What does "success" mean to you? Being better than the year before in all areas of my life.

What has been the biggest game changer for you in your business? Paramount Home Group

What does your typical day look like? Gym, work, and finding some time for family and friends.

What are some of your goals for this year? (Personally & Professionally) Start investing again. Professionally, I want to sell 35 homes.

How do you manage work/life balance? I need to get better at it, but I make time for myself to disconnect. Also, a couple of vacations.

What are your favorite tools, apps, or bits of technology? Follow Up Boss

What did you do before you became a real estate agent? Technical trainer for a software company.

What's One Seemingly Insurmountable Challenge You've Overcome in the Past? The greatest challenge I've overcome wasn't a specific transaction, but rather the hurdle of self-doubt. For a long time, I looked to others for permission or validation of my potential. Overcoming that meant making the conscious decision to believe in my own vision more than the opinions of those around me. This journey taught me that true confidence isn't the absence of fear, but the decision to move forward anyway. Today, that internal conviction is what allows me to advocate fiercely for my clients, even in high-pressure situations.

What are some of your biggest dreams, aspirations, or "bucket-list" items? My biggest aspiration is to be able to live without worrying about where the funds are coming from, develop and own residential and commercial properties to generate enough wealth to last generations.

What is your favorite part of being a real estate agent? The flexibility my schedule allows.

What has been the biggest game changer for you in your business? The biggest game changer for me has been learning and implementing all the software systems Paramount Home Group provides to us agents, which have really made our work much more efficient.

What does your typical day look like? Gym, get ready, dog walk, office visit, printouts for showings, phone calls with clients, driving to properties, driving home, and writing offers for my clients.

What are some of your goals for this year? To sell \$12+ million in real estate and become a fiancée.

How do you manage work/life balance? I religiously take Sundays off, no matter what, for church and family time.

Bella Arango

5 Star Real Estate

Team or Single Agent? Single Agent
Number of Years in Real Estate? 3
Last Year's Sales Volume: \$7.8 million
Number Of Units Sold Last Year: 22

Why did you become a real estate agent? I was born and raised in St. Pete, and I absolutely love Tampa Bay. It's home to me, and I love that I can help

other people make it home for them as well. The atmosphere, the coastline, and the people are what make this area so special. I've always felt incredibly grateful to live here, and I love the kind of people our area attracts. Seeing how many people want to live, work, and invest here makes me excited to be part of that journey. I got into real estate



because I want to help people create a life here, whether that means finding a home, building an investment portfolio, or simply planting roots in a community that offers such a high quality of life. I get excited and feel honored to be on that journey with them.

What are some of your biggest dreams, aspirations, or "bucket-list" items? This is a hard question for me because, at only 27, I've already been fortunate enough to accomplish many of the things that were once on my bucket list. I bought my first home at 22, have traveled to 20+ countries, lived abroad, married an incredible man, and truly get to live out my dream career every day in real estate. Because of that, my biggest aspirations now are less about checking boxes and more about continuing to grow into the best version of myself. I want to keep building a life I'm proud of, continue providing for my family, and enjoy this beautiful life while making the most of every opportunity along the way.

What are some of your goals for this year? (Personally & Professionally) Professionally, my goal this year is to serve 30 families and continue growing my business by increasing my overall production and volume. More than anything, I want to keep improving the level of service and experience I provide to each client while building a strong, sustainable business.

Personally, I would love to continue making our home feel more and more like us. We turned our first property into a rental, and our second home is our primary residence, so I really enjoy decorating and bringing it to life. I also love hosting and want to keep having people over, enjoying our space, and creating a home that feels warm, welcoming, and full of life.

Emma LeSeure

Keller Williams St. Pete



Team or Single Agent? Single Agent
Number of Years in Real Estate? 2
Last Year's Sales Volume: \$2.7 Million
Number of Units Sold Last Year: 7

Why did you become a real estate agent? To become the owner of a successful business and take care of my community. To provide a much-

needed service with great care and compassion.

What did you do before you became a real estate agent? Hospitality

What's One Seemingly Insurmountable Challenge You've Overcome in the Past? I had to

figure out how to support myself through college, so I took on real estate as a full-time college student. I learned that I truly can do anything I want if I have persistence and grit.

What are some of your biggest dreams, aspirations, or "bucket-list" items? Open a non-profit/volunteer organization to help support the homeless community in Tampa Bay. Travel to all 7 continents. Buy my parents a beach condo so they can visit me!

What makes you different from other agents? I always answer my phone, 100% of the time. I never need the deal to close more than the buyer/seller needs it to.

What does "success" mean to you? Success to me means to be able to put my sister through college, purchase a place in St. Pete for my family to come visit, and to be happy, healthy, and financially stable.

What does your typical day look like? I wake up, I go to the gym/do a Pilates class, I come back home, and read for about 30 minutes. Then I check my emails and texts, follow up with any leads and clients that I have under contract. I will spend time in the office lead generating, posting on social media, and preparing for upcoming appointments and open houses. I usually try to get outside and go on a walk in the afternoon. I then eat dinner with my family and take another sunset walk to reflect on my day. Then I plan my next day.

What are some of your goals for this year? Sell \$15 million in real estate, become *Tampa Bay Real Producers* 30 under 30, and have 100 open houses.

Are there any organizations or charities that you support (in particular)? How? Ronald McDonald House - I donate a portion of all my commissions to the Ronald McDonald House.

What are your favorite tools, apps, or bits of technology? Claude, CapCat, TikTok, ChatGPT, Pinterest

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Keren Bolanos

LPT Realty



As a minority, these are things we're often not taught. That's why I built my business by consistently showing up and educating everyone I came across about homeownership. In just a year, I've helped clients as young as 19 and others in their 60s—including veterans—reach goals they once thought were out of reach.

The one thing they all had in common? No one had ever taken the time to explain it or guide them the way I did.

I show up as a human—someone who once wanted to own a home too. I show up as a friend who just knows a little more than they do. I don't come in as a salesperson. I come in as a real Latina single mom who genuinely cares, who wants to get to know you, and who's invested in your journey.

Real estate became a passion—because it allows me to help others build generational wealth. It gave me purpose: to be the exception, to lead by example, and to show others what's possible... just by being a familiar face.

What does "success" mean to you?
I measure my success by something different—by whether the lights stay on, the water is running, and how many families I've impacted along the way. From the smiles, to the kids running around choosing their rooms... that's what success looks like to me.

I came from nothing. From going door to door with a garbage bag of clothes, never knowing where I'd stay next. From front steps to front steps—tired, unbathed, unfed, and feeling like no one truly cared.

So success, for me, was never about material things. It became a feeling.

A feeling of helping someone. A feeling of watching a family achieve something they thought was out of reach. A feeling of standing there with them when they get the keys—not as my accomplishment, but as theirs.

Team or Single Agent? Team
If a team, what's the "team name"? Paramount Home Group
Number of Years in Real Estate? 6
Last Year's Sales Volume: \$8.9 M
Number of Units Sold Last Year: 30 with 4 pending for 2026 and 2 referrals out of state.

Why did you become a real estate agent? When I first got into real estate, I thought it meant freedom—making my own schedule, raising a new baby, and selling homes. I had been a strong salesperson in New

York, so I figured... how could I not succeed here?

But it turned into so much more than that.

Real estate isn't just about selling for me anymore—it's about educating people on the limitless opportunities that come with owning or investing in a home. I've made it my mission to help my buyers save thousands of dollars, so they can truly believe in the power of real estate.



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Juan Figueroa

LPT Realty - Paramount Home Group



Team or Single Agent: Single Agent
Number of Years in Real Estate? 7
Last Year's Sales Volume: \$5,232,380
Number of Units Sold Last Year: 10

Why did you become a real estate agent? Couldn't afford college. I grew up around real estate.

What did you do before you became a real estate agent? Nothing.

What's One Seemingly Insurmountable Challenge You've Overcome in the Past? I'm not that important and it's not about me. It's about the client and getting them the

best deal possible. You're not "the GOAT" for being good at real estate. You're competent.

What are some of your biggest dreams, aspirations, or "bucket-list" items? 100M closed in a year.

What are some ways that being a millennial is an advantage for you as an agent? I'm Gen Z and make tenured agents sweat their leverage out.

What is your favorite part of being a real estate agent? First-time homeownership and homeowners walking away with equity and the power to start their next chapter as they please.

What makes you different from other agents? No amount of conflict obstructs my self-worth.

What does "success" mean to you? My clients' satisfaction.

What has been the biggest game changer for you in your business? Keegan Siegfried

What does your typical day look like? Calendar management all day - tracking status all day, following up half of the day. Done by 8 p.m. always.

What are some of your goals for this year? 24 deals this year and the best shape of my life.

How do you manage work/life balance? It's one and the same because I'm a business, man, not a businessman.

Are there any organizations or charities that you support (in particular)? How? LGBTQ+

What are your favorite tools, apps, or bits of technology? Follow Up Boss

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MY JOURNEY
 I fell into the mortgage industry via a temp job with Ford Finance while I was in college. Our division was closed after I had been there 9 years, so I got my license and joined a wholesale brokerage. After the crash I got an income-producing job (non-profit world), and let my license lapse. In 2014 I was asked to join a real estate firm to be their in-house lender. I obtained my license again and have been in the industry since then.

CIVIC ACTIVITY

- Member of the Bradenton Kiwanis Club (past Officer, committee chairperson, and earned several awards)
- Member of Manatee Tiger Bay Club.
- I previously was a member of many groups, including the Chamber of Commerce and RASMA, and served on boards, but the crappy mortgage market caused me to eliminate a lot of expenses.

PERSONAL

- Native of Bradenton, and a graduate of Manatee High. I owned a lot, and lived in various places including the Birmingham area, Charleston, and Panama City. I settled in Tampa for about 9 years and then returned to Bradenton since the niece and nephews started arriving.
- 4 brothers, 4 sisters in-law (2 of each are here locally), and 9 nieces and nephews (who have dubbed me as Super Aunt)
- Mother and step-father are here in Bradenton (my father lived in Bradenton until he passed about 27 years ago)

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MY COMMITMENT

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Avion Stevenson

LPT Realty, LLC

Team or Single Agent? Team
If a team, what's the "team name"? Paramount Home Group
Number of Years in Real Estate? 3 Years
Last Year's Sales Volume: \$8.82 Million

Team Volume: \$399 Million (Paramount Home Group)
Number Of Units Sold Last Year: 23.5

Why did you become a real estate agent? I was already in a sales job and got recommended by another REALTORSM friend to join the industry



since she thought I worked well with people. The rest is history!

What did you do before you became a real estate agent? I worked as a door-to-door salesman for ADT and, prior to that, worked at the Florida Department of Environmental Protection as an Environmental Specialist.

What's One Seemingly Insurmountable Challenge You've Overcome in the Past? I have overcome a lot in my life, from living in the projects growing up, losing loved ones, and dealing with a lot of anxiety for a few years. I was raised that when things are not going well in life, I must go to the source. The source for me is God. I began to pray every day and have kept that ritual since. I believe that God, along with my parents and close friends, is the reason I was able to overcome. I still have my struggles, but now I KNOW for sure I can get through anything. I am truly blessed!

What are some of your biggest dreams, aspirations, or "bucket-list" items? To travel around the world someday. I have yet to leave the country, and I would love my first out-of-country experience to be somewhere in Africa. I am not sure where in Africa yet, but I would love to visit some of the villages that still exist there. I definitely want to try different food places around the country as well. I have a full list already!

What makes you different from other agents? I think my willingness to always find a way to make a deal work and my ability to also empathize with my clients separates me from other REALTORSSM. I almost always find a way to make a deal work because I hate canceling a deal unless it's absolutely necessary. Also, I do not see people as just a check. Once you are my client, you are in my life forever. I make sure to check in with all of my past clients periodically using my CRM and following up with them on special dates.

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Team or Single Agent? Single Agent
Number of Years in Real Estate? 4
Last Year's Sales Volume: \$1,950,000
Number Of Units Sold Last Year: 4

Why did you become a real estate agent? I became a real estate agent because I've always loved working with people and helping them navigate big life decisions. Real estate is one

of those careers where you get to be part problem-solver, part advisor, part therapist, and part hype person. I liked the idea of building a business that allowed me to serve people in a very personal way while also creating something of my own.

What did you do before you became a real estate agent? Before real estate,

I worked in the property and casualty insurance industry for about five years, and before that I worked in the automotive industry. Both taught me a lot about communication, problem-solving, customer service, and how to guide people through decisions that can feel overwhelming. Looking back, it all connected pretty naturally to real estate because so much of this business is helping people understand their options and feel confident moving forward.

What does your typical day look like? Every day looks a little different in real estate, but Wednesdays are probably the best example because they are usually my busiest days. I start the morning hosting a real estate networking pitch group in Palm Harbor, where agents and affiliates come together to share new listings, buyers' wants and needs, market updates, and resources. We usually have over 30 people each week, so it is a great way to stay connected and plugged into what is happening locally. At noon, I jump on my coaching call with my mindset and transformational coach, Shannon, whom I've been working with for over two years.

I also serve as Vice Chair of STAR YPN and Treasurer for the LGBTQ+ Real Estate Alliance, so our board and committee meetings usually fall on the second and third Wednesdays of the month. In between all of that, I am handling client communication, showings, listing work, marketing, follow-up, and whatever random real estate fire decides to pop up that day. If all goes well, I like to end the day by going to dance class with my husband and then cooking a good dinner at home. It is busy, but it is a mix of business, community, personal growth, and real life, which feels very much like me.

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Francheska Herrera / Robles

LPT Realty



Team or Single Agent? Team
If a team, what's the "team name"?
Paramount Home Group
Number of Years in Real Estate? 5
Last Year's Sales Volume: \$5.6M
Number Of Units Sold Last Year: 14

Why did you become a real estate agent? I'm passionate about connecting with new people, caring for their needs, and guiding them through one of life's special milestones.

What did you do before you became a real estate agent? I used to work for T-Mobile as a sales associate.

What's One Seemingly Insurmountable Challenge You've Overcome in the Past? One seemingly insurmountable

challenge I overcame was helping a transaction stay together after major inspection issues and financing delays threatened to derail the sale just days before closing. Both the buyers and sellers were stressed, emotions were high, and it looked like the deal might fall apart.

I stayed focused on communication, problem-solving, and keeping everyone informed throughout the process. By coordinating with lenders, inspectors, contractors, and both parties, we were able to negotiate solutions and successfully close the transaction.

What I learned from that experience is that real estate is not just about buying and selling homes, it's

about staying calm under pressure, being resourceful, and advocating for your clients every step of the way. Challenges will come up, but professionalism, persistence, and communication can make all the difference.

What are some of your biggest dreams, aspirations, or "bucket-list" items? One of my biggest aspirations is to continue growing both personally and professionally while building lasting relationships through real estate. I want to help as many families as possible achieve homeownership and create positive experiences during such an important milestone in their lives.

A few of my personal bucket-list goals include traveling more, experiencing different cultures, and creating long-term financial freedom for my family. I also hope to continue expanding my knowledge and success in real estate so I can eventually mentor and inspire others entering the industry.

What makes you different from other agents? What makes me different from other agents is the level of care, communication, and dedication I bring to every client relationship. I truly take the time to understand my clients' needs, goals, and concerns so I can provide a personalized experience rather than a one-size-fits-all approach.

I'm also very responsive, detail-oriented, and committed to making the process as smooth and stress-free as possible. Whether it's educating first-time buyers, negotiating on behalf of my clients, or staying proactive throughout a transaction, I strive to make people feel supported and confident every step of the way.

Most importantly, I genuinely enjoy helping people and building long-term relationships, not just completing transactions.

Ally Russell

Keller Williams Tampa Central



Team or Single Agent? Team
If a team, what's the "team name"?
KVA GROUP
Number of Years in Real Estate? 6
Last Year's Sales Volume: N/A
Other Sales Volume Under Your "Leadership": 160,000,000+
Number Of Units Sold Last Year: 200+

Why did you become a real estate agent? To be able to pay my bills & have a better quality of life. Also, because it looked cool.

What did you do before you became a real estate agent?
Server at Hattricks, Cart Girl at Avila, Intern at Outback Bowl

What's One Seemingly Insurmountable Challenge You've Overcome in the Past?
To keep pushing forward even at your lowest points in life and never give up. I was evicted from my college apartment when I started my career and pushed

forward through the day as if I had not. Showed up to my showings and open houses, and no one knew a thing. Try and always show up as your best self. I know if anything bad happens, the outcome or learning lesson is always greater. And that is true for me.

What are some of your biggest dreams, aspirations, or "bucket-list" items? I would love to start a separate company, build it, and then sell it. One day, the idea will come to me. For right now, I am focused on work and traveling more this year. I am fairly simple.

What are some ways that being a millennial is an advantage for you as an agent? I understand marketing, and sometimes understand how people may receive whatever I am portraying.

What does "success" mean to you? Being able to wake up and do whatever you want and not have a to-do list waiting.

What has been the biggest game changer for you in your business? Marketing + learning how to tell people what to do. You are the expert in this field, not the client.

What does your typical day look like? I work out in the morning at Lifetime or walk Riverwalk, change/eat breakfast, sit at my desk at home working, and then head in and out of appointments. I think my neighbors catch me leaving the house in such a hurry every day in about 3+ different outfits.

What are some of your goals for this year? I want to travel more and enjoy the fruits of my labor. Professionally, I would like to make a lot more money this year and target certain sales to reach my goal.

Are there any organizations or charities that you support (in particular)? How? Radiant Church, homeless people

What are your favorite tools, apps, or bits of technology? Instagram, CapCut, Canva

Elizabeth

Uline

Keller Williams South Tampa



Team or Single Agent? Team
If a team, what's the "team name"? The Jodi Avery Team
Number of Years in Real Estate? 5
Last Year's Sales Volume: 36,960,290
Number of Units Sold Last Year: 94

What did you do before you became a real estate agent? I was in college at Florida Atlantic University, studying physical therapy.

What are some of your biggest dreams, aspirations, or "bucket-list" items? One of my biggest bucket-list goals is to build my own real estate portfolio and

become more involved in renovations and transforming properties myself. I've always loved seeing the potential in homes, and I would love to take on projects where I can bring spaces back to life while creating long-term investments for the future.

I also hope to continue giving back to the community in bigger ways and build a career and life that positively impacts the people around me.

What are some ways that being a millennial is an advantage for you as an agent? Being a millennial has been a

huge advantage for me as an agent because I'm very adaptable, tech-savvy, and quick when it comes to communication and problem-solving. I grew up alongside constantly changing technology, so things like digital marketing, social media, online branding, and newer advertising strategies come naturally to me.

I also think being younger helps me relate to many buyers and sellers in today's market. I understand how people search for homes now, what catches attention online, and how important fast communication is throughout a transaction. Whether it's quickly navigating an area with tools like Google Maps, creating social media marketing for listings, or staying on top of newer trends in advertising, I'm able to use technology to better serve my clients and market homes effectively.

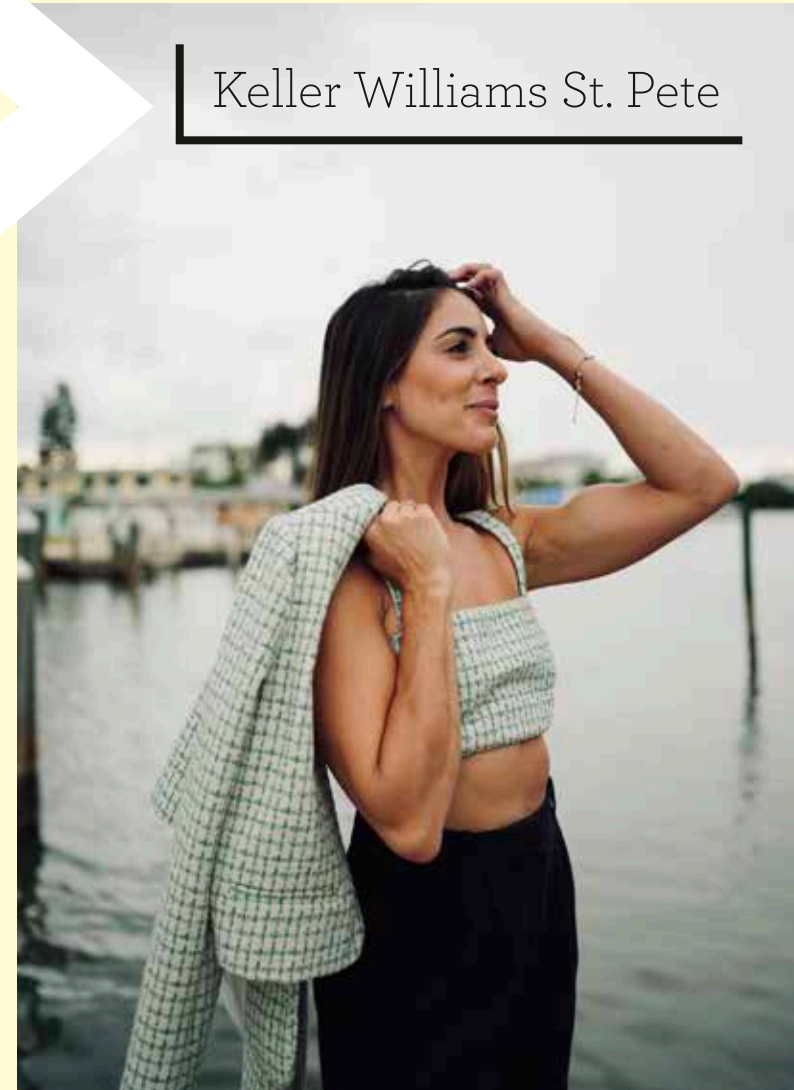
What makes you different from other agents? What makes me different from other agents is that I genuinely care about the people I work with and the experience they have throughout the process. I'm very hands-on, responsive, and detail-oriented, and I pride myself on being someone clients can rely on.

I also think my background gives me a unique perspective. Growing up around real estate and working alongside my mom, Jodi Avery, and my brother, Hunter Avery, has allowed me to gain a lot of real-world experience at a young age. I combine that experience with modern marketing, social media, technology, and strong communication to help clients navigate today's market in a way that feels both professional and relatable.

Lindsay

Piraino

Keller Williams St. Pete



Team or Single Agent? Single Agent
Number of Years in Real Estate? 4
Number Of Units Sold Last Year: 10

Q: Why did you become a real estate agent? I got into real estate after reaching a turning point in my career. I had worked in tech sales for six years and eventually realized I felt burned out and unfulfilled. From the outside, it looked like success, but internally, I felt like I had hit a ceiling. I started studying

for my real estate license while still working full time, and the more I learned, the more I realized it aligned with both my ambition and my passion for helping people in a more meaningful way. Three months after getting licensed, I made the leap into real estate full time.

Q: What did you do before real estate? Before real estate, I lived

a few very different professional lives. My original dream was to become a marine mammal trainer, so I spent years working in aquariums, rescues, and volunteering with FWC during marine animal strandings. I even worked as the only U.S. dolphin trainer at a facility in Punta Cana, Dominican Republic, which was one of the most rewarding experiences of my life.

When I returned to the U.S., I shifted into tech startups and spent six years in sales and business development. Real estate started as a side passion while I was in tech, but eventually became the thing I was most excited about.

Q: What makes you different from other agents? I genuinely believe real estate professionals should hold themselves to a higher standard. Too often, I've seen agents approach this business transactionally or communicate poorly with clients. For me, real estate is about professionalism, relationships, and long-term trust.

I care deeply about how people feel throughout the process, not just the outcome at closing. My goal is for clients to feel supported, educated, and protected during one of the biggest decisions of their lives.

Q: What are some of your biggest goals and aspirations? One of my biggest aspirations is to eventually be involved in large-scale real estate and sports development projects. I've seen how much impact development can have on a community, not just through buyers and sellers, but through the ripple effect it creates for local businesses and the overall growth of a city.

I would love to help bring meaningful sports and entertainment development projects to the Tampa Bay area and eventually other cities as well. Outside of business, traveling the world is also high on my bucket list because I love experiencing different cultures and perspectives.

Audrey Sartain

The Tenpenny Collection



Team or Single Agent? Single Agent
Number of Years in Real Estate? 2 years licensed, but been in the industry since the womb
Last Year's Sales Volume: Personal \$0.
Other Sales Volume Under Your "Leadership," Brokerage Sales: \$40,202,300
Number Of Units Sold Last Year: Personal: 0 / Brokerage: 44

Why did you become a real estate agent? I became a licensed real estate agent because I wanted to better understand the knowledge, strategy, and day-to-day decisions that shape my agents' businesses. My goal has always been to support them as thoughtfully and effectively as possible, and getting licensed allowed me to gain a deeper

perspective on what they navigate every day. I've even considered pursuing my broker's associate license, not necessarily to change my role, but to continue growing in any way that helps me better serve my agents.

What did you do before you became a real estate agent? Before becoming licensed in real estate, I worked as a Customer Experience Manager for a local business in the home and design industry. My role focused on supporting clients throughout the order process, from purchase to delivery.

What's One Seemingly-Insurmountable Challenge You've Overcome in the Past? As COVID began to wind down, I knew I was ready to get out of the house

and step into a new challenge. I joined a small local business in our community that was growing quickly and serving a high volume of customers. Like many fast-growing businesses, the client-facing side had taken priority, and the internal systems needed time and attention to catch up with the pace of growth. Over time, customer concerns, misplaced inventory, and unresolved issues had accumulated, and I was given the opportunity to help bring organization and resolution to that area of the business. Through patience, documented processes, consistent follow-up, and genuine care for each customer, I helped resolve more than 230 workplace issues in one year, totaling over \$1 million in inventory.

That experience taught me the importance of documented systems and processes in creating a fully functioning organization. Even when a team is talented and working hard, without clear structure, communication can break down, issues can be repeated, and people may not have the tools they need to succeed.

What are some of your biggest dreams, aspirations, or "bucket-list" items? Personally, one of my biggest dreams is to remodel vacation homes in different parts of the world. I have always been fascinated by how homes look and feel differently depending on where they are. The architecture and culture in other parts of the world are so inspiring to me, and creating a place that feels like home in those destinations would be an incredible achievement. When I am not using the homes, I would love to rent them through Airbnb or VRBO and turn them into a source of passive income.

Professionally, I want to continue building a full-service boutique brokerage that provides unparalleled service and support for our agents.



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Abigail Chadwick



backed us was amazing. Although it was a challenge, having friends, family, colleagues, and the St. Pete community made me realize how strong we are and how important it is to be a part of a community like the one we have here!

What is your favorite part of being a real estate agent? My favorite part of being a real estate agent is collaborating with my peers. It is so great to have such a close community!

What makes you different from other agents? I grew up in real estate. While other kids were in aftercare, I was in meetings and going to different real estate offices. Being a part of this community for my whole life, it's allowed me to make connections that I am very grateful for.

What has been the biggest game changer for you in your business? My brokerage. Having the amazing support and knowledge from my broker, Rachel Tenpenny, is the biggest game changer. I don't think I would be as knowledgeable if it weren't for always learning from my broker and team.

What does your typical day look like? Every morning I wake up and check what has come on the market in the last 24 hours, then follow up with emails and communication with my clients. I either head into the office or have appointments scheduled for most of the day, but when there is downtime, I like to use it for outreach and more follow-up.

How do you manage work/life balance? I calendar block religiously! At first, it felt overwhelming, but I realized how important it is to make time for yourself and for your family.

Are there any organizations or charities that you support (in particular)? How? I support SPCA by donating beds, blankets and other items that might make the animals more comfortable while finding their forever home!

Team or Single Agent? Single Agent
Number of Years in Real Estate? 3
Last Year's Sales Volume: 2,190,000
Number Of Units Sold Last Year: 4

What did you do before you became a real estate agent? I was a student at the University of South Florida

Why did you become a real estate agent? I became a REALTOR® to help people. It has led me to enjoy helping people during emotional sales or purchases.

What's One Seemingly Insurmountable Challenge You've Overcome in the Past? I was flooded during the 2024 hurricanes. At first, it seemed unreal, but the amount of support and community that



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WRITTEN BY ELIZABETH MCCABE

“You can’t replace the knowledge of someone in your corner who knows what’s going on.” Dale Gerstenberger says that simply, but it hits. Because if you’ve ever bought a home, you know that moment. The excitement is there, sure. But so is that quiet voice in the back of your mind asking... what am I missing?

That’s where Paramount Home Inspectors comes in.

And not in a “check the boxes and send a report” kind of way. In a real way.

Dale didn’t start out in this industry. His background is in auto insurance fraud investigation and IT, basically, a career built on asking questions and not taking things at face value. But when his company started talking about training robots to do parts of his job, he saw where things were heading.

“I could see the writing on the wall,” he says.

More importantly, he wanted something that actually felt rewarding. So in 2020, Paramount Home Inspectors was born. And from the beginning, the goal was simple: help people. Really help them.

“We get the opportunity to verify that the house is safe and in good condition,” Dale explains. “But we also get to offer insight—as fellow Florida homeowners, as someone who understands the insurance market—just to make the transition a little easier.”

That’s the difference. Because a lot of inspection companies will advertise a lower price to get you in the door... and

then start adding on services. Wind mitigation. Four-point inspections. Suddenly that “great deal” doesn’t feel so great, especially with the inflated price tag.

Dale doesn’t play that game.

“We include what you need,” he says. “And I’m going to tell you exactly how it is. I don’t beat around the bush and sugarcoat.” It’s direct. It’s honest. And it builds trust fast.

The inspections themselves? Thorough. About an hour per 1,000 square feet, with a minimum of two hours. Nothing rushed. Nothing skipped. And you’ll have your report the same day, often before you even go to bed.

That level of detail has caught things others might miss. Like a newer construction home where roof trusses weren’t properly secured. The builder called Dale the next day. It was a big deal and it was caught early.

That’s what this work is, really. A little bit of detective work. A little bit of “wait... why does that look like that?”

“It’s kind of like a fun game of hide and seek with defects,” he says. And he actually enjoys it.

Another thing he values? Communication. And lots of it. “Communication is key to me,” he comments. Setting expectations is what he does best.

Active Interests

Outside of work, Dale plays hockey in the position of goalie, of course. “Goalies are

the weird guy on the team,” he laughs. When he tells people, they encourage him, “That makes sense for you.” After all, you have to be analytical and have laser-quick reflexes. It’s a position that requires focus, quick reactions, and being okay standing alone for a bit while everything moves around you.

Kind of fitting, honestly. Because that’s what he does for his clients. He stands in that space, looks at everything closely, and makes sure nothing slips through.

When not working, you can find Dale spending time with his wife. They also enjoy the constant companionship of their four dogs, two German Shepherds, a deaf Golden Retriever, and a Pit Dalmatian Golden mix.

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