

SARASOTA & MANATEE

JUNE 2026

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A photograph of a woman and a man standing in a lush garden. The woman, Jennifer Thompson, is on the left, wearing a light blue and white striped long-sleeved shirt tied at the waist and white trousers. The man, Taylor Thompson, is on the right, wearing a light blue polo shirt and white shorts. They are both smiling and standing on a green lawn in front of a dense green hedge. In the background, there are colorful flowers and a wooden chair.

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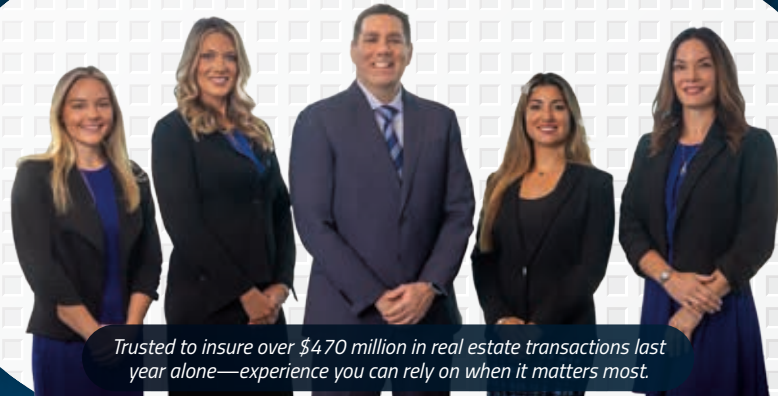
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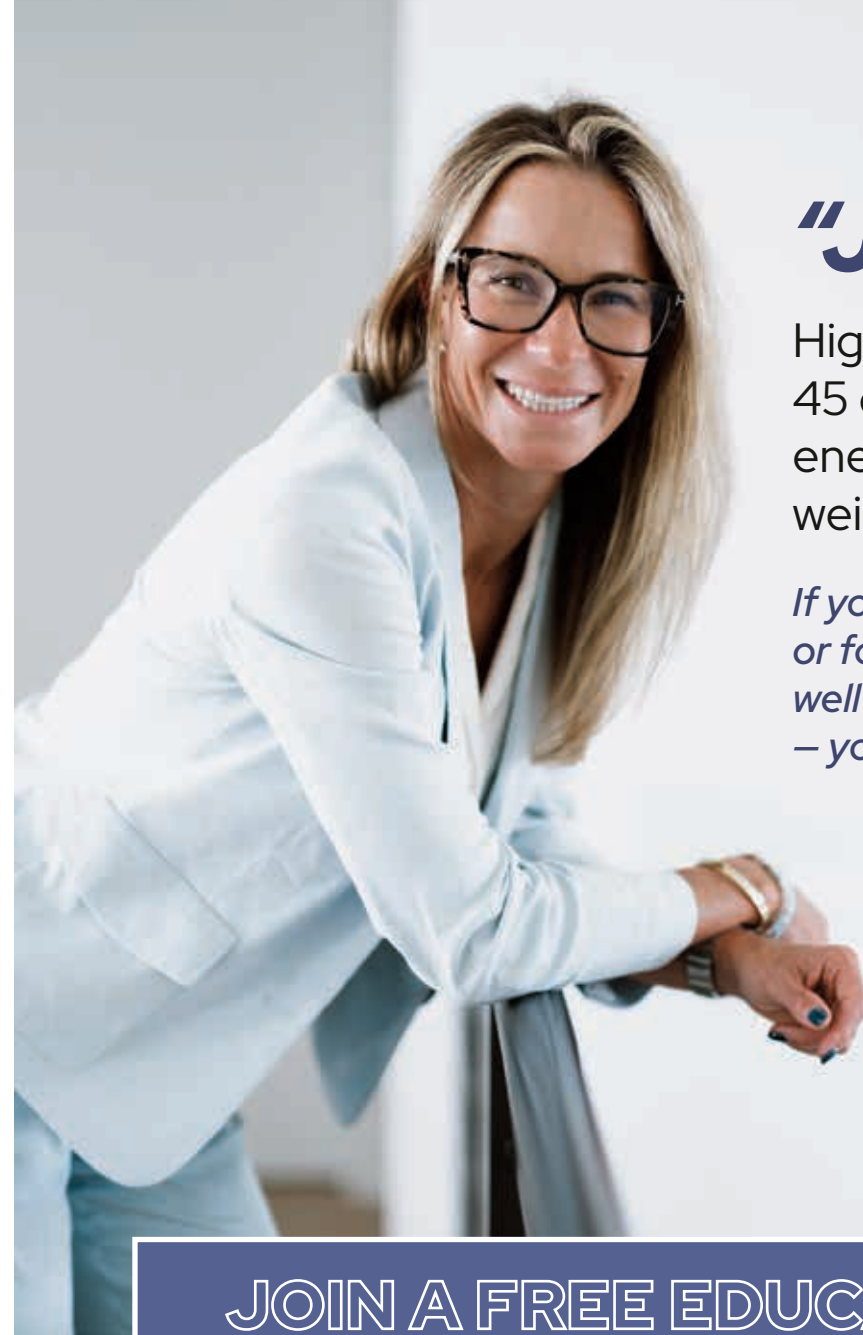
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# JENNIFER & TAYLOR Thompson

STORY BY JACKI DONALDSON  
PHOTOS BY MINDY & CORY POFF, POFF MEDIA GROUP

## THE THOMPSON GROUP | WILLIAM RAVEIS

By the time Jennifer Thompson considered a career in real estate, she had already spent two decades building a life in Sarasota, raising her two sons and becoming deeply rooted in the community she now serves. Real estate wasn't part of the plan—until a difficult experience with a REALTOR® changed her trajectory. In 2013, she obtained her license, unknowingly stepping into what would become her true calling.

Originally from Ohio, Jennifer earned her business degree from The Ohio State University and launched her early career at Rockwell International, where she thrived in a fast-paced professional environment. After relocating to Sarasota with her husband, she briefly returned to work before

choosing to focus on raising her children—a decision that would later shape her empathetic, relationship-first approach to real estate.

From the beginning, Jennifer immersed herself fully in the industry. “I was like a sponge,” she recalls of her early days at Michael Saunders & Company. That commitment quickly translated into momentum, laying the foundation for a business built on knowledge, integrity, and consistency.

Meanwhile, her son, Taylor, was developing his own connection to real estate, albeit from a different angle. A Sarasota native, he grew up with a natural curiosity for homes and architecture. Although he initially considered becoming an architect, his path led him to launch a Matterport photography business, capturing properties through a digital lens. That experience proved transformative.



Taylor officially joined Jennifer in 2020 after witnessing the intensity and demand of the market during COVID. What began as assisting quickly evolved into a dynamic partnership.

Today, Jennifer and Taylor lead The Thompson Group at William Raveis, a team defined by balance, synergy, and shared vision. “We’re yin and yang,” Taylor says. “We complement each other.” Jennifer agrees, noting that while their work ethic aligns, their strengths naturally diverge. “We’re both very people-focused, but we each bring something different to the table,” she notes.

Taylor’s deep local knowledge resonates immediately with clients. Having grown up in Sarasota, he offers an insider’s perspective on the nuances of each neighborhood—from Lakewood Ranch to

Longboat Key. His lifestyle-driven insights, including time spent on the water, often shape how they present properties. “If someone is buying waterfront, they need to experience it from the water,” Jennifer explains. “It’s a completely different perspective.”

Jennifer, on the other hand, brings seasoned expertise, professionalism, and a refined approach to negotiation. Known for her problem-solving abilities and steady guidance, she has earned her Graduate REALTOR® Institute (GRI) designation, membership in the Chairman’s Elite Club, and multiple industry accolades.

At the heart of their business is a commitment to relationships. “We take everything personally—in the best way,” Jennifer says. “Our clients become

friends.” That philosophy has translated into a loyal client base, with repeat transactions and referrals driving much of their success. “If you take care of people, they come back,” Jennifer adds. Taylor shares the same long-term mindset: “Some clients aren’t ready today—but when they are, they remember who showed up,” he shares.

Behind the scenes, the Thompson Group is highly hands-on. From staging homes themselves to transforming spaces in a matter of hours, they bring a tailored, design-forward approach to every listing. They maintain a curated staging inventory and often supplement with carefully selected pieces to match each home’s aesthetic. Their innovation extends to technology as well, with a proprietary branded app that allows clients to search

listings privately—without the data-sharing common on larger platforms.

Their dedication extends far beyond the transaction. Jennifer recalls a client who closed on a property just before a hurricane hit. When flooding displaced the homeowner overnight, Jennifer and Taylor stepped in immediately, securing temporary housing, coordinating logistics, and helping restore stability during a crisis. “That’s just what you do,” Jennifer says.

That level of care defines their success. Since joining William Raveis, the Thompson Group has consistently ranked among the top-performing teams, closing approximately 30 transactions annually and achieving around \$30 million in yearly volume, with nearly \$300 million in career sales. Yet Jennifer and Taylor don’t measure success in numbers alone. “The best part is seeing clients realize it’s finally happening, especially when they didn’t think it was possible,” Jennifer says.

What began as a negative experience ultimately sparked something extraordinary. Today, glowing client testimonials reflect the impact they continue to make—describing them as “world-class,” “relentless problem-solvers,” and “the kind of advocates everyone hopes to have in their corner.”

For both Jennifer and Taylor, real estate is more than a profession; it’s a purpose. And it shows in every relationship they build and every home they help bring to life. ▀





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## Q&A with Jason Schneider, Market Leader at CMG Home Loans Your partner in navigating today's mortgage market

### Q: Jason, what sets you apart in the mortgage industry?

A: With over seven years in the business and closings across multiple states, I bring a wide range of lending knowledge to the table. Whether I'm working with a first-time buyer or a seasoned investor, my focus is always on finding the right solution that aligns with their financial goals.

### Q: Real estate agents are busy—what can they expect when working with you?

A: Clear communication and proactive updates. I make sure every client fully understands the process, from start to finish. That means no surprises, just well-managed expectations and smooth transactions.

### Q: What types of clients do you work with most?

A: Everyone—from families purchasing their very first home to investors building their portfolios. I've worked with a variety of loan programs, so I can tailor solutions no matter the situation.

### Q: How does your personal background shape the way you work?

A: Having spent most of my life in New York and now splitting time in Florida, I understand the needs of clients in diverse markets. Outside of work, I've been married for over 25 years, have kids from teens to adults, and stay active in my community. I believe the discipline I put into staying mentally and physically strong also translates into how I serve my clients and partners.

### Q: Why should agents connect with you?

A: Because I make their clients' success my top priority. Agents can trust me to keep deals moving forward and clients informed every step of the way. That partnership makes all the difference.

## Jason Schneider

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# ALVEN NGUYEN

Fine Properties

STORY BY DAN CLARK  
PHOTOS BY MINDY & CORY POFF,  
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**Alven Nguyen is calm and steady, and he cares more about the person in front of him than the paycheck attached to the deal.**

Alven has been with Fine Properties in Sarasota for a little over a year and is now heading into his fifth year in real estate. Previously, he and his wife owned nail salons, and earlier in his career, he worked as an insurance agent. He's always been in sales, but the thread that runs through his story isn't "selling." It's relationships. "I love meeting people and helping them," he shares. "Everybody's situation is different."

Alven doesn't frame real estate as a shortcut to money. If anything, he warns people away from that mindset. "A lot of people ask me, 'Oh, you make all this money,'" he explains. "And I'm like, honestly, I never thought of getting into real estate to make money." He's direct about his perspective and tells people not to expect quick income, especially in the early years. What matters to him is commitment, follow-through, and being



“  
For me, what  
I tell you and  
WHAT I  
GUARANTEE  
YOU is what I  
carry to the end.”



transparent with clients. “For me, what I tell you and what I guarantee you is what I carry to the end,” he stresses.

He’s had transactions where he covered unexpected costs to keep a deal together. To show clients the level of service he stands behind, he’ll tell them upfront that he’s lost money on a transaction because he chose to step in and keep things moving. That same mindset shows up in how he communicates. “I’m very transparent,” he says. “Everything I do, I always disclose.” He explains the process step by step, and if a client doesn’t understand something, he

slows down, breaks it apart, and stays with them until it makes sense.

The people Alven serves shape much of his approach. He speaks English and Vietnamese, and many of his clients are Vietnamese buyers and sellers, including first-generation families who didn’t grow up with a clear picture of how real estate works in the U.S. For those clients, Alven translates, educates, reassures, and continually communicates with lenders, inspectors, and appraisers. That level of care takes time and intention.

Alven sells all over Florida, driving from Sarasota to places like Ocala because clients reached out and couldn’t find someone who spoke their language and understood their needs. He studies the area, learns the neighborhoods, and shows up. When clients realize he drove hours to sit down and walk them through the process, the effort resonates. That effort builds trust, and that trust leads to referrals.

Alven’s closing gifts reflect the same thoughtfulness he brings to his work. He pays attention to culture, faith, and personality. If a client is Vietnamese

and Buddhist, he might bring a large bag of rice as a symbol of warmth and blessings. For others, the gift is different, tailored to who they are and what they value. The point isn’t the item; it’s that it’s personal.

His service doesn’t stop at the closing table. Clients still call him months and even years later for help with a problem, a repair, or a recommendation. He’s the kind of agent who remembers the house and stays connected.

When Alven chose Fine Properties, the reason was simple—support. A boutique office can sound small from the outside, but he’s found more help there than anywhere else he’s been. He mentions colleagues by name, along with an attorney next door and a nearby title company. “Any questions or any complication, you come to them,” he says. “They’ll help you all that they can.”

If he had to start over, Alven would find a strong mentor and shadow that person daily. He’s shared that advice with others considering the business, emphasizing that the first couple of years are tough and that you have to genuinely enjoy helping people if you want to last.

Away from work, Alven is a husband and a dad. He and his wife have a 10-year-old daughter, Sophia, whom he describes, with a laugh, as “very sassy.” They love to travel, especially overseas, visiting both his hometown and his wife’s hometown.

Alven moved to the U.S. from Vietnam as a child in 1988, and he credits that timing for helping him assimilate and learn English quickly. He lived in the Midwest for decades before moving to Florida about seven years ago in search of warmer weather and a better fit for family life and school.

Alven Nguyen is service-first, relationship-driven, and committed to seeing things through. He answers the phone, explains the details, and shows up. And for clients who need clarity, patience, and someone who truly has their back, that steady presence makes all the difference. ▀





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# LEGACY SETTLEMENT SERVICES

STORY BY MADDIE PODISH • PHOTOS BY MINDY & CORY POFF, POFF MEDIA GROUP



Paul Sellers,  
VP of Sales

For Legacy Settlement Services Vice President of Sales Paul Sellers, the closing isn't the finish line. It's the moment that lasts. In an industry often defined by paperwork and process, Legacy has built its reputation by turning transactions into experiences and clients into lasting relationships.

Before stepping into the title world, Paul Sellers spent a decade behind the bar. The work was fast-paced and rewarding, but over time, he realized something was missing. "I had money but no quality of life," he shares. That realization led him to pursue an industry he knew little about, one that ultimately reshaped both his career and his life. "The most important aspect of this field is flexibility," he explains. "I can be there for my family. I can live my life." That shift now allows him to stay active and present, whether on the softball field or on the water, and carries into how he shows up for others.

When Paul moved from Baltimore to Florida, everything reset. In an industry where he had been well-known, he suddenly found himself starting from scratch. "I started from zero," he notes. "It was very humbling." But instead of changing his approach, Paul leaned into what had always worked for him. "I just kept showing up," he explains. Whether attending open houses or charity events or supporting agents in their day-to-day business, Paul made being present and bringing value his priority. That consistency has become the foundation of how he builds relationships and how he and his team operate at Legacy Settlement Services.

While many settlement companies operate transactionally, Paul and his team operate relationally. Their focus extends far beyond the closing table and into the everyday realities of an agent's business. "The outside of the transaction support is the most important part," he states. "Any title company can handle the paperwork. What matters is everything else."



That "everything else" shows up in meaningful ways. From helping with open houses to planning events, assisting with setup, or stepping in when extra help is needed, Paul and his team focus on being a consistent presence agents can rely on.

Legacy also helps agents stand out. In neighborhoods where multiple homes may be for sale, Legacy creates experiences that draw attention, from bringing in an ice cream truck to adding unexpected touches that turn a standard open house into an impactful event. "Our job is to make the agent stand out," he comments. "We want to highlight them and showcase them as the best of the best."

That same commitment arrives at the closing table. For Paul, the final moment of the transaction should feel like a celebration, not just a signature. After experiencing an anticlimactic closing for his own home purchase, he aims to create something different for every client.

# SELLERS



Michael Schmidt, Business Development



Crystal Hobbs, Business Development



**THIS COMPANY WOULD BE NOTHING WITHOUT THE PEOPLE BEHIND ME. I WANT THEM TO FEEL SEEN AND VALUED.**

Today, Legacy Settlement Services is known for turning closings into experiences. From champagne walls lined with branded bottles to celebratory moments that encourage clients to pause and enjoy what they have accomplished, every detail leaves a lasting impression. “This is their Super Bowl moment,” Paul stresses. “We want them to remember it.”

At the heart of it all is a genuine desire to serve. “I have a servant’s heart,” Paul shares. As a leader, one of his greatest passions is helping others grow, whether mentoring team members or supporting

agents regardless of whether they use his services. “I want everyone to win,” he says. “I want them to feel supported.”

Authenticity also plays a major role in how he shows up. [Always in flip flops, even in Maryland winters.] Whether at a closing, an event, or on the softball field,

Paul remains unapologetically himself. “What you see is what you get,” he says about the consistency that has built trust with both clients and colleagues.

While Paul may be the face many agents recognize, he is quick to shift the focus back to the team that makes it all possible. With more than 40 team members, Legacy Settlement Services operates as a true collective effort built on support, service, and follow-through. “This company would be nothing without the people

behind me,” he says. “I want them to feel seen and valued.” Together, they have built something that goes far beyond a traditional settlement company—a support system, a resource, and a team committed to showing up in meaningful ways.

Paul measures success by the different relationships he and his team build and the different experiences they create. At Legacy Settlement Services, different is exactly the point. ▾



# 2025

## BY THE NUMBERS

HERE'S WHAT SARASOTA & MANATEE TOP 500 REALTORS® SOLD IN 2025



### \$10,420,371,000

TOTAL SALES VOLUME



### 14,461

TOTAL TRANSACTIONS



### \$20,840,742

AVERAGE SALES VOLUME PER AGENT



### 30

AVERAGE TRANSACTIONS PER AGENT



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# FAQS



## WELCOME TO REAL PRODUCERS!

**H**ere, we answer the most frequently asked questions about our program, and we are always open to discussing anything regarding this community—this publication is 100% designed to be your voice.

### WHO RECEIVES THIS MAGAZINE?

**A:** The Top 500 real estate agents in Sarasota and Manatee Counties.

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

**A:** Anyone on the Top 500 list can nominate other real estate agents, businesses, brokers, owners, or themselves. Office leaders may also submit nominations. We consider everyone in the Top 500 who comes to our attention because we don't know everyone's story, and we rely on your help to learn about them. While we can't guarantee a feature, we encourage you to meet with a team member, support Real Producers, and attend our private events to increase your chances.

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

**A:** Features are completely free—we are not a pay-to-play publication. We share real stories of top performers based on achievements and nominations.

### Q: WHO ARE THE PREFERRED PARTNERS?

**A:** Preferred partners are the businesses on the index at the front of the magazine who actively support this community. They appear in every issue, attend our quarterly events, and participate in our online community. We do not randomly select these businesses, nor do we work with every company that approaches us. One or more agents in this community have recommended every preferred partner you see. In fact, we won't meet with a business that you or your peers have not vetted and approved. Our goal is to create a powerhouse network of REALTORS®, agents, and trusted affiliates so we can grow stronger together.

### Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

**A:** If you'd like to recommend a local business that works with top real estate agents, please reach out to [joni@realproducersmag.com](mailto:joni@realproducersmag.com).



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VS. OVERALL MARKET **67**

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## LINDEN CREEK

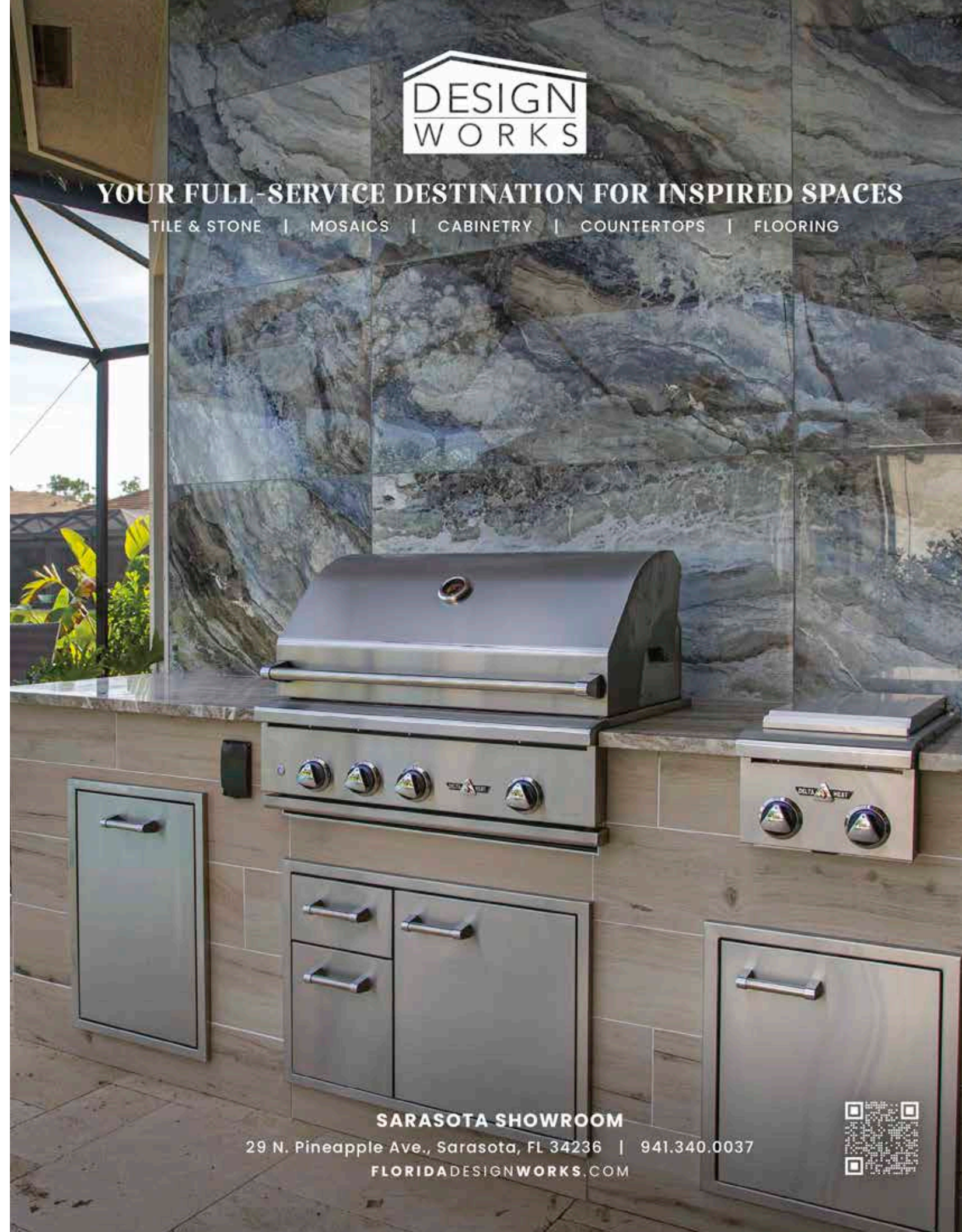
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