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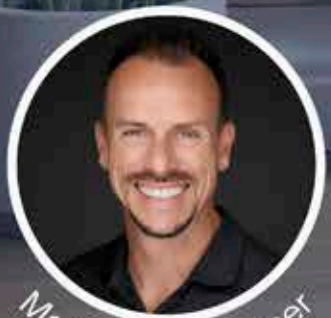
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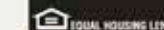


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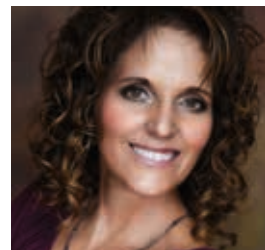
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*Making the Leap
from Residential
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Meet **Cash Ealey**

WRITTEN BY ELIZABETH MCCABE
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**More opportunity.
More family time.
Less chaos.**

That's what motivated Tampa Bay REALTOR® Cash Ealey to make the leap from residential to commercial real estate—and two years later, he hasn't looked back.

Licensed since 2015, Cash built a thriving residential business before realizing that his long-term success—and peace of mind—lay elsewhere. “Residential real estate is deeply emotional,” he explains. “You're dealing with births, divorces, deaths—major life events. It's rewarding, but it can be draining. Commercial is completely different. It's all numbers and strategy. That's more my cup of tea.”

The transition wasn't instant. “It took about a year and a half before it really clicked,” he admits. “Commercial real estate is its own language. You're dealing with investors, developers, and business owners who've been doing this for decades. The learning curve is steep, but once you understand it, the ceiling disappears.”



Today, Cash is a Commercial Broker with Compass Commercial in Tampa, where he partners with his brother-in-law, Neill Boyd. Together, they've built a dynamic synergy: Neill leads the residential team, and Cash drives the commercial division. “It's a perfect balance,” says Cash. “We cross-refer clients constantly, so we can serve both sides of the business. It's a win-win for our clients and our team.”

Unlike many brokers who guard their expertise, Cash believes in collaboration

over competition. “A lot of commercial brokers don't return calls. They act like it's a secret society,” he says with a grin. “I'm the opposite. I'll teach you what I know. If an agent wants to transition into commercial, I'll help them. We can partner or they can work under me. I don't want people to struggle the way I did. I want to be a resource.”

That mindset is why Cash is quickly becoming one of the most approachable names in Tampa Bay's commercial space. His emphasis on integrity and

education sets him apart—and so does his respect for process. “Commercial deals are serious,” he explains. “These are multimillion-dollar contracts. You need legal oversight. Agents can get sued or lose their license if they don't protect themselves. I always make sure there's an attorney involved—it's not optional.”

Despite the complexity, commercial real estate has given Cash something he couldn't find in residential: balance. “The pace is slower but more structured,” he



“Commercial real estate is its own language. You're dealing with investors, developers, and business owners who've been doing this for decades. *The learning curve is steep, but once you understand it, the ceiling disappears.*”



says. “Closings can take six months to a year, but I love that. I work Monday to Friday, 8 to 5. My weekends are free. That means I’m at my son Cash Jr.’s soccer practices with Tampa Bay United, my daughter Vivi’s gymnastics classes, or out on date nights with my wife, Taylor. That’s the biggest win—being present.”

Taylor, a social worker with the Hillsborough County School District, has been his biggest supporter. Together, they’re raising a young family while Cash builds a business designed around both freedom and fulfillment. “At the end of the day, I wanted financial independence without sacrificing time with my family,” he says. “That’s what drove me to make the change.”

Looking ahead, Cash is thinking bigger. His vision is to expand Compass Commercial’s footprint throughout Florida, helping agents across the state confidently enter the commercial world. “I want to be the gateway,” he says. “I’ve made the leap successfully, and I can show others how to do it. My goal is to see Compass Commercial represented in multiple brokerages across Florida and to make Tampa Bay the hub for it.”

For Cash Ealey, the move to commercial real estate wasn’t just a career shift—it was a lifestyle evolution. One that’s brought him greater balance, deeper purpose, and the chance to focus on what matters most: his family, his freedom, and his future. 🏡

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WRITTEN BY ELIZABETH MCCABE
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Some people are simply meant for real estate. Amber L. Stodart is one such individual. Her love for real estate started in her teenage years.

“I purchased my first property when I was 19,” says Amber. “I was considering moving out of my parents’ house and getting an apartment.” Something didn’t feel right. “I thought to myself, ‘It doesn’t make any sense.’” Financially, it was a bad move. Why not purchase a home and have roommates help cover the mortgage?

With her desire to be a homeowner, Amber explored ways to finance the purchase. “I did the first-time homebuyer program in the City of Orlando,” she says. “It was amazing.” She bought her first place, which sparked a lasting passion for real estate and investment strategy.

While attending school, she started working as a mortgage underwriter for a wholesale lender. “I did that for many years. Then came the crisis of 2008,” she says. For the stability of her family, she transitioned out of mortgages and into mutual fund custody, where she worked for over a decade. The only problem? “It wasn’t what I wanted to be doing,” she



admits. “I loved the mortgage space.” However, she knew she wanted to work directly with clients, helping to make their dreams a reality.

“I felt this pride in approving loans, but I never got to speak to the clients and build relationships,” she says. “I had no one-to-one interaction with the buyers. That was what I was missing.” She considered moving into real estate, but the timing wasn’t right. “I needed to provide stability for my family at the time.”

Ironically, a REALTOR® in Orlando helped point her back toward real estate. “You are in the wrong industry,”

she would tell her. “I know,” Amber would reply. When appraisals came in, Amber had the numbers down to a science. “I was spot on,” she says. The REALTOR® insisted, “Amber, you missed your calling.”

That timing came in the most unexpected way. “Sometimes, you need a defining moment to push you out of your comfort zone,” Amber shares candidly. “For me, that was a cancer diagnosis. It gave me the clarity and courage to take a leap of faith.”

The experience changed everything. “That was my divine tap on the shoulder,” she says. “It was time.”

Amber and her husband, Josh, sold their home in Winter Park and relocated to St. Petersburg, a place they had always loved. “I had wanted to be here for years,” she says. “I finally looked at my husband and said, ‘This is my time to shine.’”

They made the move, and before long, their families followed. “My mom and my 99-year-old grandmother moved here as well,” Amber says warmly. “We all wanted to be together.”

After taking time to heal and refocus—extended by the COVID pandemic—Amber began preparing to launch her real estate career. She studied,





researched, and carefully evaluated brokerages. “It was important for me to find the right mentorship,” she says. “Century 21 Beggins has an incredible program. But no matter where you go, you have to advocate for yourself. You have to raise your hand and ask, ‘Who can help me?’”

Amber fought to find the perfect mentor and dove in headfirst. “I learned everything I could,” she says. “Even if I wasn’t directly involved in a transaction, I wanted to understand every step. I would call my mentor daily—‘What did you do today? What challenges did you face?’ I was hungry to learn.” That mentorship has become one of the greatest blessings in her career. They still speak daily, and Amber considers him not just a mentor, but family.

Today, Amber is a top-performing agent in the Tampa Bay market, known for her results-driven approach, exceptional client service, and strong referral-based business. Her success has earned her multiple industry honors, including the 2025 CENTURY 21® CENTURION® Producer Award, President’s Producer Award, and the Quality Service Pinnacle Producer Award.

Now, Amber is paying it forward. “I want to be that mentor for newer agents,” she says. “Our office is like a family, and I love helping others grow and succeed.”

Her approach to real estate blends her background in finance and management

with a highly personalized client experience. “My years in mutual funds taught me how to manage relationships, expectations, and emotions,” she says. “Sometimes clients’ goals and needs don’t initially align—it’s my job to guide them strategically. I don’t see myself just as a REALTOR®, but as a trusted real estate advisor. I’m there every step of the way.”

That commitment leads to relationships that last well beyond closing. “I don’t call them past clients. They’re my clients, period,” she says. “I stay connected,

answer questions, and make sure they’re doing well. It’s about long-term relationships built on trust.”

Amber’s philosophy is simple yet powerful: “Do people know you, like you, and trust you?” If the answer is yes, everything else follows.

Her tagline says it all: “Life is short. Live it sweet.” Born out of her cancer journey, it serves as a reminder that joy and purpose should guide every decision. “If you don’t love where you’re living, position yourself to live your best

life,” she says. “Create a life that truly makes you happy.”

Amber’s happiness is rooted deeply in family. She and Josh have been married for 22 years and have two daughters—Jenna, 20, a student at USF, and Alyssa, 9, a sports-loving dynamo who enjoys softball, soccer and flag football. “Her coach calls her ‘Shades’ because of her sunglasses,” Amber laughs. The family also includes their 15-year-old dog, Macie, who is still full of spirit.

When they’re not working, the Stodarts can be found enjoying the St. Pete lifestyle—boating, spending time at the beach, and making memories with family.

“I feel incredibly blessed,” Amber says. “To live here, to have my family close, and to be doing what I love, it truly fills my soul with joy.”

Amber Stodart embodies the heart of a Rising Star, driven by passion, grounded in gratitude, and living proof that life, when embraced fully, really is sweet. ❏



“If you don’t love where you’re living, position yourself to live your best life. Create a life that truly makes you happy.”

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Meet Jillian & Keith Jamison of the Jamison Team

WRITTEN BY ELIZABETH MCCABE
PHOTO CREDIT: ALLIE SERRANO OF
ALLIE SERRANO PORTRAITS

“My wife truly is my best friend,” says Keith Jamison of working with his wife, Jillian. Together, they form the Jamison Team and complement one another beautifully.

“Keith and I work together on all of our transactions,” explains Jillian. “He does more client facing interactions and I do more marketing. We have one buyer’s agent who handles the majority of our buyers.” They are small, but mighty.

Jillian got into real estate back in 2011. After working at a bank after college, she was looking for a change. “A family friend brought me on as an agent on her team,” she says. Keith joined her when she was working at the brokerage right before COVID hit.

“I was in the banking industry as well,” explains Keith. After being a banker, he was promoted to becoming a manager for two different branches. “Then I became a private banker working with clients with \$250,000 or more.” When their first child was born, he realized that working 8:15 – 6 pm every day wasn’t ideal. “It was better to work together and have more flexibility.” That solidified the decision to join his wife in real estate.

“It was really dreadful,” they admit. At the time, the Jamisons had only one listing and a lot of uncertainty. They found themselves filming Facebook Live videos during COVID using a GoPro, trying to stay visible and wondering privately if they had made a massive mistake.

But they didn’t stop.

Their real estate coach through the Tom Ferry organization kept repeating the same phrase: “Load the cannons.” In other words, keep going, keep prospecting, and do not retreat. They listened.

And when the Florida real estate market surged, the Jamison Team was ready.

Today their business is largely listing-driven, which has been one of the biggest blessings for their family. Jillian

and Keith have two sons, Landon and Carter, and building a business together has given them flexibility they never could have had in their previous careers.

For Jillian, motherhood also brought clarity.

“Once my first son was born in 2018, that’s when I got my why,” she says. She remembers late-night feedings where she would read business books while the house was quiet. “My son is my why and that has helped the trajectory of the business.”

Their partnership works because they lean into their differences.

The way they divide responsibilities plays perfectly to their personalities. Jillian handles the marketing side of the business, while Keith leads negotiations, showings, and much of the communication. “That suits our personality well,” Keith says. He is the talkative one and often serves as the main point of contact, fielding calls throughout the day. Jillian, more introverted by nature, thrives in the behind-the-scenes strategy and marketing pieces that keep everything moving.

One of the biggest reasons for their success has been their commitment to geographic farming. Jillian began doing it consistently in 2019, and it has





“It’s not expensive,” Jillian says. “But it keeps us top of mind.”

And the Jamisons are careful not to be pushy. “Don’t take me not blowing up your phone as not wanting your business,” Keith explains. “I want to respect you.”

Their marketing extends beyond door drops. Jillian was also early to embrace video, creating real estate videos back in 2018 when that kind of content was still relatively rare.

Preparation is another non-negotiable.

When the Jamison Team takes a listing, they want the home positioned for success from day one. A professional stager walks through the property room by room, helping sellers prepare before the home hits the market.

“That’s one of our keys to success,” Keith says.

Like many teams, they experimented with scaling up. At one point they had several additional agents, an assistant, and even a transaction coordinator. But over time they realized something important: bigger is not always better.

Today they operate as a small, focused team and it works.

“We live here. I can sell why the neighborhood is so special. I believe in it.”

They sell between 50 and 60 homes a year with an average price point of roughly \$550,000 to \$600,000, all while raising two energetic boys who keep their off-hours busy.

“Landon and Carter take up most of our spare time,” Jillian says with a smile. “They’re best friends, which is really cool.”

Looking ahead, the Jamisons are happy with the balance they have built. They may grow again one day, but only in ways that support the culture and rhythm they value.

“We feel very blessed to be where we are,” they say.

And because they live in the communities they serve, their enthusiasm comes naturally.

“It truly is us,” Jillian says. “We live here. I can sell why the neighborhood is so special. I believe in it.”

That authenticity, combined with grit, strategy, and a marriage built on teamwork, has made the Jamison Team exactly what they set out to be.

Small. Focused. And quietly formidable.

This small but mighty team is destined for great things here in Tampa. Stay tuned to see what they accomplish next! 🍷



become a defining part of their business model. They focus on neighborhoods they know intimately, including Asturia, where they live, and Bexley, where they also own investment property. Jillian was even asked to speak on the stage at a recent Tom Ferry conference, sharing their success on geofarming.

Their approach? Simple, but remarkably consistent.

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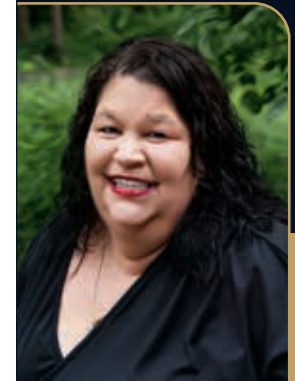
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Radiant Property Inspection & WHO Cleaning Services

A home purchase doesn't start and stop with an inspection. It's everything that happens before the report and long after the keys are in hand.

For Hank and Mary Lobbell, that understanding is what shaped not just one business, but two. As the owners of Radiant Property Inspection and WHO Cleaning Services, they've created a model that supports clients through the full experience of homeownership, from understanding a property to stepping into it with confidence.

Radiant Property Inspection has been the foundation. For more than 13 years, Hank and Mary have built an impeccable reputation for thorough inspections, clear communication, and long-term relationships. Their team handles everything from four-point and wind mitigation reports to new construction, commercial properties, sewer scopes, and well water testing.

"We're a one-stop shop for inspection needs," Hank says.

But for them, it goes deeper than the services themselves.

"We're not an inspection company," he explains. "We're a customer service company that specializes in inspections."

That mindset shows up in how they work with clients every day. Buying a home can feel overwhelming, especially when issues surface during an inspection. Hank and Mary focus on helping people understand what they're seeing, what it means, and what comes next, without adding stress to an already emotional process.

Over the years, that approach has built something more than a client base. It's built trust. "We've had clients call us back 13 years later," they share. "That means everything to us."

And it's that trust that naturally led to the next step. Because once the inspection is done, the real work begins. People are packing, coordinating timelines, preparing homes for listing, or trying to get everything ready before move-in day. It's a lot to manage all at once.

"We started asking ourselves how else could we help our clients," Mary says. The answer became WHO Cleaning Services.

Launched in October, WHO Cleaning was inspired by a simple idea: instead of figuring out how to get everything done, find the right people to help you do it.

CONTINUED ►



A Better Way to Serve Homeowners

WRITTEN BY ELIZABETH MCCABE
PHOTO CREDIT: ALLIE SERRANO OF
ALLIE SERRANO PORTRAITS, LLC

“Rather than figuring out how you’re going to clean your home, ask who’s going to do it for you,” they explain.

WHO Cleaning Services offers residential and commercial cleaning, move-in and move-out cleans, deep cleaning, Airbnb turnover, and recurring services. Whether it’s preparing a home before it hits the market, cleaning up after construction, or getting everything spotless before a family walks through the door, their team steps in where it matters most.

“If someone is in a panic before a photoshoot or showing, we can drop in,” they say. “Or if it’s a deep clean before move-in, we take care of everything, including baseboards, blinds, windows.” It’s a natural extension of what they were already doing, helping people move forward.

“By the time we’ve done an inspection, we’ve built that trust,” Mary says. “So when clients need help with the next step, it’s easy for them to call us.”

Together, the two businesses create a seamless experience. One focuses on understanding the home. The other helps make it ready.

And behind both is the same foundation: people first.



and first responders and staying connected to the communities they serve.

At the end of the day, Radiant Property Inspection and WHO Cleaning Services aren’t really separate businesses.

They’re two parts of the same mission. “We’re an extension of our clients’ team,” Hank says. “We’re here to make their lives easier,” Mary adds.

From the first inspection to the final clean, they’ve created something that supports people through one of life’s biggest transitions, making the process smoother, less stressful, and a whole lot more manageable. And that’s something people don’t forget.

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Hank and Mary are also hiring talent, especially inspectors and house cleaners. If you are interested, contact them at hank@radiantinspect.com and mary@radiantinspect.com.



Hank and Mary both come from commercial real estate backgrounds with Mary building shopping centers and Hank developing apartment communities. They understand properties from the ground up, but what drives them now is something more personal.

“Everybody deserves a home,” Hank says. “I don’t care if it’s a \$150,000 home or a \$10 million home. We treat everyone the same.”

“And everyone deserves a clean home,” he adds.

That belief carries into every part of their business, including their team. Their inspectors and cleaning professionals are bonded and insured, and they’ve made it a priority to offer healthcare benefits, something they see as essential to building a strong, reliable team.

They’re also committed to giving back, offering discounts for military members





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BY CHUCK BONFIGLIO JR., 2026 PRESIDENT FLORIDA REALTORS®



In today's fast-moving real estate environment, success isn't only about working harder. It's about working smarter. That is exactly why Florida Realtors has made significant investments in cutting-edge technology tools designed to help our members operate more efficiently, serve clients at a higher level, and ultimately grow their business.

What many members don't fully realize is just how much value is packed into their annual dues. Florida Realtors' technology suite alone delivers an incredible return on investment, often saving you thousands of dollars each year while giving you access to tools that elevate your professionalism and productivity.

Let's start with Form Simplicity, our industry leading transaction management platform. Whether you're drafting contracts, managing compliance, or organizing transaction files, Form Simplicity streamlines the entire process in one secure, easy-to-use system. It reduces paperwork, minimizes errors, and keeps your

business running smoothly from contract to closing.

Complementing that is Sabal Sign, our integrated e-signature solution. In a world where speed matters, Sabal Sign allows you to execute documents quickly and securely anytime, anywhere. No more delays waiting for signatures or chasing down paperwork. This tool alone can dramatically accelerate your transactions and improve client experience.

But technology is only as good as the support behind it, and that is where the Tech Helpline truly shines. Available exclusively to members, the Tech Helpline connects you with real experts who understand both technology and the real estate business. Whether you're troubleshooting an issue, setting up new tools, or looking for guidance on best practices, help is just a call or click away. For many members, this service replaces the need for costly IT support.

Equally important is your personal safety in the field. Real estate professionals often meet new clients and enter unfamiliar properties, which can present risks. That is why Florida Realtors provides access to FOREWARN, a powerful safety app that allows you to verify a prospective client's identity instantly. With just a phone number, you can gain critical

insights that help you make informed decisions and stay safe on the job. Peace of mind like that is truly priceless.

When you step back and look at the full picture, these tools are more than just conveniences. They are essential business assets. Purchased individually, the cost of transaction management software, e-signature platforms, tech support, and safety solutions would add up quickly. As a Florida Realtors' member, they're included as part of your dues.

That is the power of membership.

Our mission is to ensure you have every advantage in a competitive marketplace. By leveraging these tools, not only are you improving your efficiency, you are enhancing your professionalism, protecting your time, and safeguarding your business.

I encourage every member to fully explore and utilize these resources. If you aren't already taking advantage of them, now is the time. Because when you do, you will quickly see what so many of your colleagues already know:

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