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FAQ

ABOUT THIS MAGAZINE

BY ANDREW REGENHARD, OWNER/PUBLISHER



If you just made the 2026 Top 500 producers in Fort Myers and

are new to our publication, you may be wondering what it's all about. "FAQs About This Magazine" answers the most commonly asked questions around the country regarding the Real Producers platform. My door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice, and to connect, elevate the industry, and inspire!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in Fort Myers. We pulled the MLS numbers (by volume) from January 1, 2025, to December 31, 2025, in the Fort Myers area, cut the list off at number 500, and our new 2026 Top 500 distribution list was born. This magazine is free exclusively to the top 500 agents in the area each year. This year, the minimum production level for our group was \$5.65 million in 2025, based on data reported to MLS.

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

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate Realtors. We will consider anyone brought to our attention. Because we don't know everyone's story, we need your help to learn about them.

A nomination currently looks like this: You email us at swfl@n2co.com with the subject line, "Nomination: (Name of Nominee)," and explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, we put the wheels in motion for our writer to conduct an interview and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

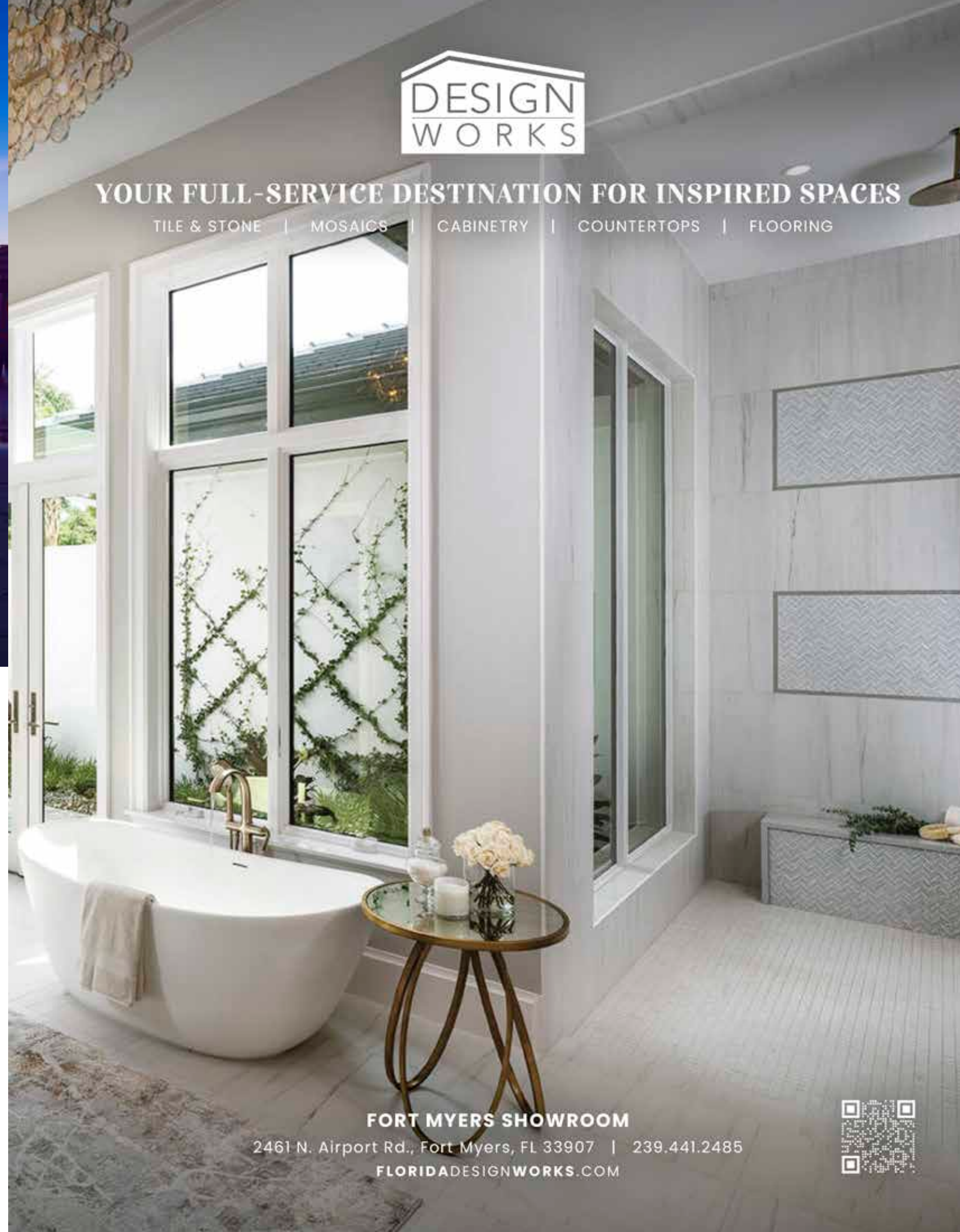
Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "Preferred Partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach

us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best Realtors in the area, but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top Realtors, please let us know! Send an email to me at andrew.regenhard@n2co.com.



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(Source: Bright MLS)



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(Source: NAR Consumer Guide to Multiple Listing Service)



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(source: Fickling & Company. MLS Benefits)



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WELCOME, New Top 500 AGENTS!

Dear Real Producers of Fort Myers,

March always brings a special kind of excitement here at *Fort Myers Real Producers*. It's the month when the numbers are finalized, the data is reviewed, and we officially determine which agents earned a place among our area's Top 500 for the 2025 calendar year—forming our new Top 500 community for 2026.

This moment is always meaningful. Many high-performing agents continue their well-earned streak, maintaining their place in the Top 500 year after year through consistency, discipline, and exceptional service. At the same time, there is always a wave of new faces—agents who elevated their business, exceeded expectations, and earned their way into this elite group for the very first time. That balance of legacy and momentum is what makes this community so powerful.

To our returning Top 500 members: your continued excellence sets the standard. To those joining us for the first time: welcome. Your hard work has not gone unnoticed, and we are thrilled to celebrate your achievement and officially welcome you into the Fort Myers Real Producers community.

In the year ahead, our Top 500 agents will receive this monthly publication, gain access to our exclusive networking events (save the date of April 9th at the Heitman House for our first event of 2026), and have opportunities to be featured in the magazine—sharing your stories, insights, and experiences with fellow top producers. These moments of connection, recognition, and collaboration are what Real Producers is all about.

We can't wait to meet you, learn your story, and celebrate alongside you throughout the year. This community

continues to grow stronger, more dynamic, and more inspiring with each new class of Top 500 agents.

Congratulations to all—and welcome. It's going to be a great year.

Very respectfully yours,



Andrew Regenhart
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\$6.3 Billion



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TOTAL
TRANSACTIONS



12,868

LISTING SIDE
TRANSACTIONS



7,652

BUYING SIDE
TRANSACTIONS



5,203

\$12.7 Million



AVERAGE SALES
VOLUME PER AGENT



AVERAGE
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PER AGENT

25.7

*Information is based on residential sales in 2025 in Lee County by the top 500 agents by total sales volume.



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LYNETTE GROUT

Laughing, Loving, and Fiercely Loyal

BY JESS WELLAR | PHOTOS BY LACASATOUR

“What keeps me motivated is trusting that God is preparing the next adventure in my life,” Lynette Grout begins. “This quiet faith gives me peace and purpose; I also believe the best chapters are the ones we don’t write alone.”

Broker Associate at John R. Wood Properties and member of The Lickley Group, Lynette brings her signature infectious energy and southern charm to luxury Southwest Florida real estate. She closed more than \$22.9 million in personal volume in 2024 and had already surpassed \$28.2 million as the last

quarter of 2025 wrapped — yet she’ll be the first to tell you the real story isn’t her numbers but the way faith keeps handing her a fresh boarding pass to what’s next.

From Runway to Realty

Before Lynette was holding open houses, there were runways and fashion weeks in New York, Atlanta, Miami, and Milan.

“I started modeling in my early teens and was blessed to have such a long and prosperous career,”



Lynette Grout is a member of The Lickley Group at John R. Wood Properties.



she says of two decades in the business. “Do you remember the jingle ‘Nothing beats a great pair of L’eggs?’ My legs were on the billboards and actress Joyce DeWitt appeared in the commercials.”

Then, one night on the way to the airport for the Chanel International Fashion Show, a driver ran a stop sign and Lynette’s life was transformed in an instant.

“My ankle was crushed,” Lynette recalls. “It was heartbreaking. I tried to return, but there’s no secondary market for a limping model with scars.”

Instead of wallowing in the tragic aftermath, though, Lynette chose reinvention and became a Delta flight attendant based in New York, even stepping into lead and codeshare roles to fly internationally.

“When God gives you wings, you seize them!” she chuckles.

The pivot restored her joy — and sharpened her appetite for a career that rewarded stamina and relationships. But in the aftermath of 9/11, she wanted something more rooted and fulfilling. It was during this period that Lynette moved to St. Petersburg and purchased her first home. Disappointed by the lack of competency in her REALTOR®, the fire was lit.

“I enrolled in a real estate course,” she recalls. “I obtained my real estate license in 2000 and began studying MLS sheets on the jumpseat. And I knew it was time to leave Delta when I told a pilot ready for pushback that, ‘I was speaking with a client in the jetway and would be right there!’”

Finding Her Tribe

Lynette began her real estate career selling in St. Petersburg, but visited Naples to take a real estate class and meet a girlfriend for dinner, a date that changed everything.

“My girlfriend couldn’t make it to dinner that night, but I met my future husband at the restaurant instead!” she laughs.

After moving to Naples, Lynette spent the next 22 years as a successful solo agent at John R. Wood Properties before joining The Lickley Group three years ago. She craved more freedom in her schedule and time for her loved ones, but it was a big adjustment at first.

“I love to micromanage,” she admits. “Relinquishing control to our transaction coordinator and seasoned Broker Associate Chris Beaudoin took me the longest time! But now I have such freedom because he keeps everything organized and my clients love him. He is the best thing that has happened to my business!”

Led by Ginger and Michael Lickley, their team serves high-end clients across Bonita Springs, Naples, and Estero. Their discretion and polish have earned recognition on the John R. Wood Advisory Board and ranks them among the firm’s top agents. Lynette felt right at home as she settled into the team’s rhythm.

“Ginger brings deep local knowledge and a reputation for integrity and passion,” Lynette notes, “while Michael contributes over 40 years of international marketing and home design experience.”

Lynette’s “tribe” extends beyond the team to her attorney, Mike Durant of Conroy, Conroy & Durant, who she describes as “My go-to without hesitation. Mike’s the kind of advisor who might be teeing off on a Saturday morning but still answers with a cheerful ‘Hey Lynette’ and will call me back within minutes.”

She also credits three Naples icons for their profound influence on her real estate career: “Dottie Babcock has been my guiding light and is still a close girlfriend,” Lynette acknowledges. “And Phil Wood, CEO of John R. Wood Properties is a visionary leader whose commitment to excellence continues to inspire my approach to client service. I call him my friend and Uncle Phil.’ And Bill Earls is a legend in Naples real estate; I look up to him and he does not even know it.”



Her Secret Sauce

Lynette's business is built on experience, optimism, and her passion for impeccable follow-through.

"My personality and longevity set me apart; I have people that have been with me for 20 years!" she grins. "I am a happy person, and my clients always comment on how happy I am to hear from them." The result: past buyers calling decades later who remembered her warmth and rang her up to sell.

Post-Ian, Lynette has observed a notable shift from towers to single-family homes, though. Election clarity and easing rates have added tailwinds as well. "There is a calmness in the market right now," she adds.

And there are plenty of credentials to back the experience: CIPS®, CLHMS®, GRI®, plus company honors including Elite Circle of Excellence, Diamond Circle of Excellence, and multiple Top 20 Company Wide finishes.

Firm boundaries also help keep Lynette sharp for the daily grind.

"For years, I'd jump up from the dinner table to answer a client's call," she notes. "But not anymore. My phone is switched to silent at 8 p.m. sharp. I've learned that protecting my peace doesn't diminish my professionalism. It enhances it."

Family Life and Future Dreams

Although Florida has been home for 30 years, Lynette is a proud North Carolina girl at heart with a soothing Southern cadence that disarms tense negotiations. She holds a liberal arts degree from UNC Greensboro, completed a real estate program at Marylhurst University, and earned a certificate in negotiation from Harvard Law School.

At home, her husband of 23 years, John, is "my best friend, my rock, and the steady heartbeat behind everything I do." A retired airline pilot of 38 years, he's also the one she loves to make laugh: "John's laughter is my favorite sound," she smiles. She's grateful for his children, Vanessa and Jack — who

are both "wicked smart," as she puts it — and whose lives have tremendously enriched her own.

Giving back is a constant in her world as well. Invited by founder Mary Howard, Lynette joined the Women's Giving Circle in 2016, part of the Community Foundation of Collier County.

"Since its inception, the group has awarded nearly \$1 million in grants to over 70 agencies," she notes with pride. Meanwhile, her devout faith anchors her at First Baptist Church of Estero. And yes — the world of fashion still sparks much joy in her life. "When I recently joined Naples Fashion Week, I was over the moon," she laughs. Travel is a passion too. She's a certified Fora travel advisor, curating experiences for

friends and clients; studying Italian in Florence is on deck this summer.

"I enjoy planning incredible vacations and every accommodation is a different experience," she offers. "God has given me yet another fun chapter in my life and for that I am blessed."

Looking ahead, Lynette is busy trademarking her signature mantra — "Loving the Lifestyle" — with plans to embrace her travel blog for another creative outlet. And in the real estate lane, she's keeping her sights fixed firmly on service and her many wonderful relationships formed over the years.

"Why would I ever leave John R. Wood?" she asks rhetorically. "Loyalty, to me, means everything."



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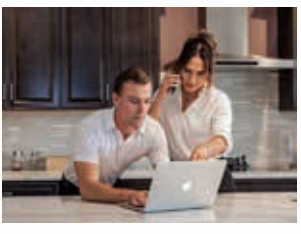
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BRANDON NASH

NASH INSURANCE & ASSOCIATES

A Family Standard of Service

BY JESS WELLAR
PHOTOS BY NEW FRAME PHOTOGRAPHY

In an insurance market that has been anything but predictable over the years, consistency has become a rare commodity in Southwest Florida. Brandon Nash, however, has made it his advantage.

As the owner and founder of Nash Insurance & Associates, Brandon has spent the last 18 years helping families, investors, and business owners navigate coverage decisions with plenty of options and a long-term mindset, instead of fearing the fine print.

At its core, Nash Insurance is an independent insurance agency specializing in both personal and commercial lines. With two Fort Myers locations and a team of 18 agents separated into dedicated sales, service, and commercial departments, the agency serves clients across Lee, Collier, Charlotte, and Palm Beach counties.

Local Roots

Southwest Florida isn't just Brandon's market, it's also home. Born and raised locally, Brandon attended Fort Myers High School and Evangelical Christian School before graduating from Florida State University with degrees in business management and social science.

"My education helped me tremendously as an entrepreneur with marketing, accounting and how to run a business. I learned why people think certain ways," he explains. "I always knew I would own my own business one day."

Insurance wasn't always the obvious path. Brandon is a third-generation insurance professional; following in the footsteps of both his father and grandfather, who worked with State Farm. While in college, Brandon helped his dad part-time and eventually decided to become licensed after graduation while he figured out his next steps.

Within his first year in the business, Brandon had written a million dollars in commercial insurance policies and, more importantly, was saving clients serious money on their premiums — over half the sticker price on average.

"Helping clients save tens of thousands of dollars definitely felt good," he grins. "And that's what I still find fulfilling about my work; making sure our clients are properly covered at a competitive price."



Later, when State Farm pulled out of the commercial insurance market in Florida, Brandon saw firsthand the limitations of national players. Independent agencies, on the other hand, could pivot, having many more options.

That realization led him to work with a friend who ran an established independent agency in Naples before opening his own office in Fort Myers. This gave his clients access to the top carriers in the Florida market from day one.

Independent Advantage

That "independence" remains one of the agency's greatest strengths. In a volatile insurance environment, having many choices matters.

"The power of the independent agency is that you can always provide the next best option if the policy is cancelled," Brandon



Brandon Nash's parents, Melloe and Brad, joined him at Nash Insurance & Associates and help run the business.

explains. “Whereas with big agencies like State Farm, you only have their option — there’s no alternative.”

Today, some of the best insurance companies operating in Florida work with only a select number of agencies, including Nash Insurance & Associates. That access allows the team to shop coverages strategically, adjust quickly when markets shift, and protect clients from unnecessary cancellations or price shocks.

The agency’s philosophy is simple yet effective.

“Our motto is: ‘Any Definition of Success Should Include Serving Others,’” Brandon shares. “That is how my family has approached the business in Southwest Florida for more than 70 years; and since I started, we have written policies for approximately 7,500 families in the region.”

For top-producing REALTORS®, Nash Insurance & Associates functions as a behind-the-scenes partner. The agency specializes in supporting real estate and mortgage professionals by keeping insurance from becoming the bottleneck in a transaction.

“Our goal is to offer the best coverage at the best price with a quick turnaround,” Brandon affirms.

A True Team

That efficiency is backed by experience. The agency works exclusively with seasoned agents and top-tier carriers, ensuring fewer surprises and faster solutions. Nash Insurance & Associates is very much a family operation. Brandon’s father, Brad Nash, works alongside him and brings more than 47 years

of industry experience to the table. “I constantly bounce ideas off of my dad every day,” Brandon acknowledges gratefully.

Brandon’s mother, Melloe Nash, also played a pivotal role. She helped her husband start his own agency years ago and later assisted Brandon administratively during the early years of Nash Insurance & Associates.

“My mother has always been the backbone of our family, supporting us in every way possible,” Brandon shares.

Outside the office, the family stays active together. They enjoy playing tennis, pickleball, golf, beach days, and regular family reunions. The agency also has a four-legged morale booster named Nash, Brandon’s mini goldendoodle. Nash serves as the company’s unofficial ‘CMO’ — Chief Morale Officer — a title bestowed by Brandon’s team.

Faith and service are also woven into the fabric of the Nash family. Brandon and his father are actively involved in prison ministry through Kairos International and have supported WeCare Outreach for more than two decades, helping individuals who are facing homelessness and addiction. This past year, their fundraising efforts were instrumental in helping to save Hannah’s House, a women’s shelter.

Brandon adds proudly that his father was recently nominated to lead a 30- to 40-person prison ministry team, a reflection of the values they bring into every aspect of life and business.

On the Horizon

After years of instability, Brandon sees encouraging signs in Florida’s insurance market. Legislative reform has made the



state more attractive to new carriers. Competition is increasing and premiums are finally beginning to ease.

As the local real estate activity picks up, Nash Insurance & Associates is feeling the momentum.

“We have had an explosion of new business this year and we are excited to work with more Realtors to help their clients with transactions,” Brandon concludes. “We are up 60% in leads from real estate transactions — and as real estate picks up, we pick up.”

For insurance guidance rooted in experience, options, and service, contact Brandon Nash with Nash Insurance & Associates at www.nashfl.org or call or text 239-770-8521.



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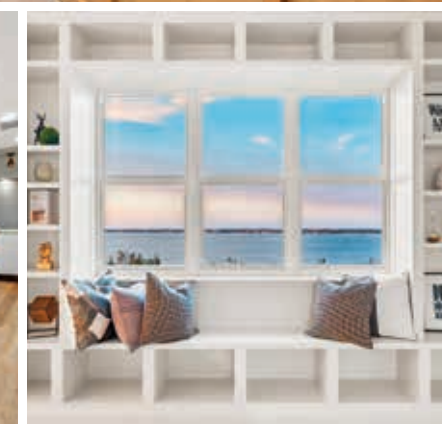
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Alexis Hansen May

INTEGRITY
ALWAYS
WINS

BY JESS WELLAR
PHOTOS BY MICHELLE REED

"I managed a local construction office for roughly seven years," Alexis Hansen-May begins. "I also worked part-time in real estate during that time while my children were young; but after I became the sole provider, I went full-time in the business and never looked back."

That moment changed everything for Alexis. When life shifted, so did her priorities — and that "fight or flight" moment became the start of something powerful. Nearly two decades later, Alexis has built a thriving real estate business in Southwest Florida with Keller Williams Realty Fort Myers & The Islands, leading Coastal Luxury Living Group with genuine care and transparency at all costs.

Lighting the Fire

For Alexis, real estate began as a way to support her daughters and quickly became the vehicle that redefined her life. After moving from New Jersey to Southwest Florida as a child, she graduated from Estero High School, and attended Edison Community College (now FSW). While managing a construction office, she decided to get licensed in 2006. At first, it was part-time while her girls were young. The shift happened when her role at home changed.

"When I first became a REALTOR®, I was drawn to the flexibility and the opportunity to build a good income while raising my family," she explains. "But after going through a divorce, I realized that real estate wasn't just a side career anymore, it was how I was going to take care of my girls and build a life for us."

Alexis credits her former broker, Joyce Gregory, for helping show her the ropes as she found her footing. But those early years were a blur of long hours with her kids in tow.

"I worked late at night after they went to bed," she remembers, "and many days, they came along with me to appointments or sat in my office after school."

Through it all, Alexis learned what she now calls her non-negotiables: hard work, perseverance, and doing the right thing no matter what.

Dream Team

Now, as a Luxury Liaison and ALC member at Keller Williams Realty Fort Myers & The Islands, Alexis manages Coastal Luxury Living Group, a tight, efficient team of four: Executive Assistant Daisy Jantti, Social Media Manager Victoria Hallett,





Alexis Hansen May leads Coastal Luxury Living Group at Keller Williams Fort Myers & The Islands.

Transaction Coordinator Anna Undrescu, and her daughter Alyssa Hansen, who serves as lead intake specialist.

The stats speak to Alexis' consistency, strong local sphere, and a team that runs like clockwork: 79 transactions and \$27.6 million closed in 2024; and, at the time of this writing in late 2025, had already surpassed both units and volume. Awards last year included KW South Florida #2 Team by Units and #5 Team by GCI, plus a clean sweep at the KW Fort Myers office (#1 in GCI, Listings Sold, Listings Sold Volume, Closed Volume, and Closed Units).

But Alexis isn't focused on the numbers, she's eyeing far greater impact than her bank account. "Success in real estate is about knowing I'm making a difference in my clients' lives, my community, and my family's future," she emphasizes.

"This business was a natural fit for me because I'm a social person and I like helping people," she continues, "and growing up here, I was fortunate enough to start out working with people I knew, so I wasn't out of my comfort zone with strangers."

Heart Over Hype

One of the clearest ways Alexis measures impact is through service, both to her clients and her community.



Alexis Hansen May and her husband Joe are launching Joe's Dockside Marina on Fort Myers Beach..



“
I TRULY
CARE
ABOUT MY
CLIENTS
& THEIR
NEEDS
ABOVE ALL
ELSE.”



“
I BELIEVE IF YOU
ALWAYS DO THE RIGHT
THING, IT WILL COME
BACK TO YOU.”

“Our team loves to give back to the community and does three major drives per year,” she says with pride. “We partner with Community Cooperative to collect PB&J for the kids that do not have the stability of school lunches in the summer months. Last year, we collected our highest amount yet — 415 pounds of PB&J!”

That’s just one of their annual efforts. They also host a back-to-school supply drive with the Lee County School Board, and the Blessing Baskets drive through Lee County School Social Workers helps families in need enjoy a full Thanksgiving dinner.

Her business philosophy follows the same thread. “I truly care about my clients and their needs above all else,” Alexis states. “I believe if you always do the right thing, it will come back to you.”

It’s an approach that’s earned her not only a long list of loyal clients, but also respect among her peers. Earlier this year, she was invited to speak at KW Mega Camp’s Philanthropy Panel, a career highlight that recognized her penchant for leading with heart.

Big Plans Ahead

Outside the office, life is busy at the moment. Alexis married her husband, Joe, in June 2024, and together they’re building something new: Joe’s Dockside Marina on Fort Myers Beach. The property, formerly The Getaway Marina, will soon feature a two-story tiki bar, a bait shop, fishing charters, and more, in partnership with Venture Out.

“We envision it becoming a true waterfront destination where locals and visitors alike can relax, connect, and experience the best of Fort Myers Beach,” she smiles. “It’s exciting to create something that reflects the coastal lifestyle we love so much.”

At home, her daughters Alyssa (19) and Taylor (17) will both be attending the University of Alabama (Alyssa is currently a sophomore, and Taylor will be a freshman next fall), making Alexis and Joe soon-to-be empty nesters. Between work and family, she still makes time to be on the water, with weekends boating to Cayo Costa, Cabbage Key, or even Green Turtle Cay in the Bahamas.

As for what’s next, Alexis’ career goals are clear: grow Coastal Luxury Living Group intentionally and continue paying it forward in ways that count.

“Most of all, I want to keep leading with heart, growing a business that supports my family, gives back to our community, and continue to inspire my daughters to chase their dreams with grit, gratitude, and purpose,” she concludes.

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