

PENSACOLA

MAY 2026

# REAL PRODUCERS<sup>®</sup>



## The Mark Lee Team

WHERE INTEGRITY LEADS  
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Partner Spotlight  
**DR HORTON**  
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Agent on the Rise  
**ANTHONY MAZZURCO**

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*Warm regards,*  
 The Pensacola Real Producers Team

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# Memorial Day is special here

BY LIZ BISWURM

May in Northwest Florida has a rhythm all its own — longer days, warmer nights, and a market that's fully found its pace.

What began as early momentum in March and April has now settled into something more defined. The conversations are happening faster, the decisions feel more decisive, and across Pensacola and the surrounding Northwest Florida communities, you can feel the confidence in the market building.

This is the stretch where preparation meets opportunity. And it's also the time of year that reminds us why so many people are drawn here in the first place.

There's something about Pensacola in May—the energy on the water, the steady hum of activity downtown, the beaches filling with life—that makes this market different. It's not just about transactions. It's about lifestyle. It's about community. And it's about the way Northwest Florida continues to show up for the people who call it home.

What continues to stand out most to me is all of you. The way you navigate a fast-moving market with professionalism. The way you advocate for your clients. The way you continue to raise the standard—not just individually, but collectively.

That's what makes this community so strong.

And it's also why I'm especially excited for what's ahead. Our spring Real Producers event is currently in the works, and I can't wait to bring everyone together again soon. These moments to



connect outside of the day-to-day are always a reminder that behind every deal is a relationship—and that's what truly drives everything forward.

As we move through May, we also approach Memorial Day—a time that carries deeper meaning beyond the start of summer.

In a community like ours, with such a strong military presence, this day is felt a little differently. It's a moment to pause, reflect, and honor those who gave their lives in service to our country. Their sacrifice is what allows us the freedom to build our businesses, raise our families, and enjoy the very lifestyle we so often celebrate this time of year.

It's easy to get caught up in the pace of the season—but Memorial Day is a reminder to slow down, to be grateful, and to recognize the meaning behind the long weekend.

On a personal note, May always feels like a checkpoint.

A moment to look at the goals set earlier in the year and ask—are we showing up the way we said we would? Are we creating the kind of business, and life, that we actually want?

Because while this season is busy—and it is—it's also important.

Important for momentum. Important for growth.

And just as important for making space to appreciate it all.

To our Top 300 and to everyone contributing to the strength of the Pensacola and Northwest Florida market—thank you. Your consistency, your integrity, and your commitment to doing things the right way does not go unnoticed.

Here's to a strong May, a meaningful Memorial Day, and a season ahead that continues to raise the bar.



**Liz Biswurm**  
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# Building *More Than* a Business

## How **Anthony “Tone” Mazzurco** is Creating Lasting Relationships—and a Vision for the Future

PHOTOGRAPHY BY DEAN FAGOT | HOMEGROWN VISUALS



There's a difference between selling real estate and truly building something—and for Anthony “Tone” Mazzurco, it's always been about building. Not just transactions. Not just volume. But relationships, reputation, and a long-term vision rooted in purpose.

Now in his seventh year in real estate, Anthony has quietly and steadily carved out a name for himself in the Pensacola market, closing over \$50 million in career volume, including \$12.2 million in 2025 alone. But behind the numbers is a story grounded in discipline, adaptability, and a deep connection to the people he serves.

### A Foundation Built on Discipline and Grit

Anthony's journey into real estate didn't start in an office—it started on the field. Born and raised in Ocala, Florida, Anthony grew up in a competitive, sports-driven family alongside his siblings Mikie, AJ, and Rachael. With supportive parents, Lauren and Mike Mazzurco, and strong influences from coaches and mentors. He learned early what it meant to show up, work hard, and stay committed.

That mindset carried him to the University of West Florida, where he played collegiate baseball from 2015 to 2018 while earning a degree in Business Management with a minor in Marketing.

“Sports taught me everything—discipline,

perseverance, and how to push through adversity,” Anthony shares. “Those lessons show up every day in real estate.”

But perhaps the biggest influence on his path came from even closer to home.

“Real estate and development have been part of my family for generations,” he says. “My dad, uncles, and grandfather were all involved in the industry. Being around that growing up sparked something in me early on.” That spark would eventually turn into a clear vision for his future.

### Finding His Path—And Embracing the Unknown

After graduating in 2018, Anthony made the decision to stay in Pensacola—a city that would soon become both home and the foundation of his career.

Like many, his early post-grad path wasn't linear. He began working at a local tiki bar, where he sharpened his relationship-building and customer service skills, followed by a role as a Territory Sales Manager for Island Coastal Lager. But when COVID-19 hit, that opportunity came to an abrupt end.

At the same time, Anthony had just earned his real estate license in September 2019. What could have been a setback became a defining turning point.

“In 2020, I made the decision to go all in,” he

says. “Instead of rushing, I focused on building a strong foundation—studying the market, learning neighborhoods, analyzing data, and growing my network.”

Starting a real estate career during one of the most uncertain times in recent history wasn't easy—but it forced Anthony to do what many agents skip: master the fundamentals.

“That time shaped everything,” he reflects. “It allowed me to build my business intentionally—from the ground up.”

### A People-First Approach That Sets Him Apart

Ask Anthony what he enjoys most about real estate, and his answer is immediate: “The relationships.”

While many view real estate as transactional, Anthony sees it differently.

“When you shift the focus from the deal to the person, everything changes,” he explains. “That's where real connection happens—and that's what makes this career fulfilling.”

That philosophy has become the cornerstone of his business.

Known for his **high level of communication**, availability, and genuine care for his clients, Anthony prioritizes being present in every interaction—whether it's a first-time buyer navigating the unknown or a seasoned seller making a major financial decision.

“I believe in over-communicating and giving

my time generously,” he says. “That's how trust is built—and that's what leads to lasting relationships.”

### Navigating Challenges—and Becoming a Knowledge Broker

Like many agents, Anthony has had to navigate significant market shifts over the past several years.

But rather than seeing change as a setback, he views it as an opportunity.

“The biggest challenge has been adapting to an evolving market,” he says. “You can't just repeat data—you have to understand the story behind it and how it impacts people.”

That mindset has elevated his role from agent to **trusted advisor**. By staying informed, studying trends, and remaining flexible, Anthony positions himself as what he calls a “knowledge broker”—someone who helps clients make confident, informed decisions regardless of market conditions.

“Challenges create growth,” he says. “You just have to be willing to lean into them.”

### A Vision Beyond Sales

While Anthony has built a strong foundation as an individual agent with Kuhn Realty, his long-term vision extends far beyond transactions.

“My ultimate goal is to transition into development,” he shares. “Building residential and commercial projects has always been the end game.”

And he's already laying the groundwork.



**“I want to be remembered as someone who is honest, respectful, and true to who they are.”**

**Success should never come at the expense of your values.”**





Through intentional networking, Anthony has cultivated relationships with local builders, developers, and investors—connections that will play a key role in his next chapter.

“Everything I’m doing now is aligned with where I want to go,” he says.

**Life Beyond Real Estate**

Outside of work, Anthony embraces a lifestyle centered on balance, growth, and connection.



Whether he’s traveling, playing golf or pickleball, snowboarding, reading, or spending time outdoors, he values experiences that contribute to both personal and mental wellness. Family remains at the center of it all.



“We’re still a very close family,” he says. “We love traveling, good music, good food—and we’ve never met a dance floor we didn’t like.”

He’s also an active member of the Pensacola Cordova Rotary, giving back to the community through service and charitable initiatives.

**Words to Live By**

Anthony carries a simple but powerful mantra with him: **“Be better today than you were yesterday.”**

“It’s about continuous improvement,” he explains.

“We all make mistakes, but those moments are where growth happens—if you’re willing to learn from them.”

**Advice for the Next Generation**

For agents entering the industry, Anthony offers grounded, practical advice:

“Focus on solutions, not problems. Every transaction has challenges—but there’s always a way forward.” He also emphasizes professionalism and collaboration.

“Be respectful. Be someone other agents want to work with. That reputation matters more than anything.”

And above all: “Stay humble. Stay kind. And focus on what you can control.”

**A Legacy Built on Integrity**

At the core of everything Anthony does is a commitment to something bigger than success.

“I want to be remembered as someone who is honest, respectful, and true to who they are,” he says. “Success should never come at the expense of your values.”

It’s that grounded perspective—combined with his work ethic, vision, and genuine care for people—that continues to set Anthony apart.

Because in a business driven by numbers, Anthony “Tone” Mazzurco is focused on something far more lasting:

Building trust. Building relationships. And ultimately, building a life and career defined by purpose. 🏡



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# The Mark Lee Team

## WHERE INTEGRITY LEADS AND RELATIONSHIPS LAST

Reputation isn't built in a single sale — it's earned over thousands of conversations, decisions, and moments where doing the right thing matters most.

For The Mark Lee Team, that reputation has been decades in the making.

With more than \$1.25 billion in career sales and \$92.4 million in volume in 2025 alone, their numbers are undeniable. But what has truly defined their success in the Pensacola market isn't just production — it's consistency, trust, and a commitment to serving clients at the highest level, every single time.

### Built on a Foundation of Experience

When Mark Lee entered the real estate industry in 2001, he didn't ease into it — he *accelerated*. Within just a few short years, his drive and consistency led to the creation of what would become one of the most respected teams in the Pensacola area.

From the beginning, growth was intentional. Bringing together professionals like Gary Michaels and Cherry Fitch helped lay the foundation for a team that would eventually expand into a powerhouse of diverse expertise — something that remains one of their greatest strengths today. And that diversity is no accident.

Each member of The Mark Lee Team brings a unique professional background:

- Corporate leadership from Delta Air Lines
- Executive healthcare management
- Education leadership as a high school principal
- Professional consulting within publicly traded companies
- Marketing agency experience
- Legal precision from court reporting
- Real estate expertise from multiple markets, including California

Together, these experiences shape a team that approaches real estate from

every angle — strategic, analytical, relational, and service-driven. The result? A level of insight and execution that clients can feel from the very first conversation.

### A True Team Advantage

Today, The Mark Lee Team consists of 8 agents and a dedicated client care coordinator, working together with a shared commitment to excellence. Their accolades speak volumes:

- #1 Team at Levin Rinke Realty (2025)
- Ranked #44 among medium-sized teams in Florida
- Affiliated with Forbes Global Properties
- Featured in *The Wall Street Journal*, *Robb Report*, *HGTV*, *Fox Business*, and *Mansions Global*

But beyond recognition, what truly sets them apart is their network. Over the years, they've cultivated deep personal and professional relationships that

create opportunities for their clients — access, exposure, and connections that go far beyond the transaction itself.

“We've built relationships that open doors,” they share. “And that's something you can't replicate overnight.”

### Redefining Luxury

In an industry where “luxury” is often tied to price point, The Mark Lee Team sees it differently. To them, luxury is an experience. It's how a client feels when they're heard. It's the confidence that comes from having a true advocate. It's the peace of mind in knowing every detail is handled.

“We're passionate about delivering concierge-level service,” they explain. “Luxury isn't defined by the home — it's defined by how we serve.”

That mindset shapes every interaction, whether they're working with first-time buyers or representing high-end waterfront properties. Because at the end of the day, every client deserves to feel like their transaction matters — because it does.

### Relationships Over Transactions

Ask the team about the most rewarding part of their business, and the answer comes quickly: Relationships.

There's a unique kind of fulfillment that comes from helping someone purchase their first home — and then, years later, guiding their children through the same milestone. Those are the moments that define a career.

“That's when you realize this business is about more than real estate,” they say. “It's about becoming a trusted part of people's lives.”

It's a philosophy that has fueled their referral-based growth for years — a testament to the consistency and care they bring to every client interaction.

### Weathering Every Market

Like every seasoned professional, The Mark Lee Team has navigated the full spectrum of market cycles — from the 2008 housing crisis to the uncertainty

of the COVID years, to today's evolving interest rate environment. Each phase brought challenges. But also clarity.

“The market will always shift,” they explain. “The agents who succeed are

the ones who stay consistent — who keep showing up no matter what.”

In the early days, building a client base required patience and persistence. There were no shortcuts — only the daily



Stephan Vance



Rachael Johnson, and Jeremy Johnson



Gary Michaels, Cherry Fitch, Mark Lee



The Buyers Team  
Cherry Fitch,  
Aisha Booster,  
Rachael Johnson,  
Holly Bailey

commitment to doing right by every client. That same mindset still drives them today. Because while markets change, integrity doesn't.

#### A Life Rooted in Community

Beyond the business, The Mark Lee Team is deeply woven into the fabric of the Pensacola community. Their involvement is both personal and impactful:

- Board leadership with the Pensacola Symphony Orchestra, Breeze Athletic Trust, Sunchase Legacy Foundation, and Children's Home Society
- Support for organizations including Fiesta Pensacola, Covenant Foundation, Baptist Health Care Foundation, and Sacred Heart Foundation

For them, giving back isn't a checkbox — it's a responsibility.

"We live here. We raise our families here. We care about what happens here."

And that commitment shows up not only in their service, but in their everyday lives — from school events and sports to time spent on

the water and exploring everything the Gulf Coast has to offer.

#### Advice for the Next Generation

In an industry often focused on production and performance, The Mark Lee Team offers a refreshingly grounded perspective: Lead with honesty.

**"WE'RE GRATEFUL TO LIVE, WORK, AND RAISE OUR FAMILIES HERE. THIS COMMUNITY DESERVES OUR VERY BEST — AND THAT'S WHAT WE STRIVE TO GIVE EVERY SINGLE DAY."**

"The most successful realtors aren't just salespeople — they're trusted advisors," they say. "Tell people what they need to hear, not just what they want to hear." It's simple advice — but not always easy to follow. Because true success in real estate isn't built on shortcuts. It's built on trust, consistency, and doing the right thing — every time.

#### Legacy Beyond the Numbers

With over a billion dollars in sales and decades of experience, The Mark Lee Team has already achieved what many in the industry aspire to. But when asked what they want to be remembered for, their answer has nothing to do with production.

"We don't want to be remembered for the deals," they say.

"We want to be remembered for how we treated people."

For the honesty. For the trust. For the relationships that lasted long after the closing table.

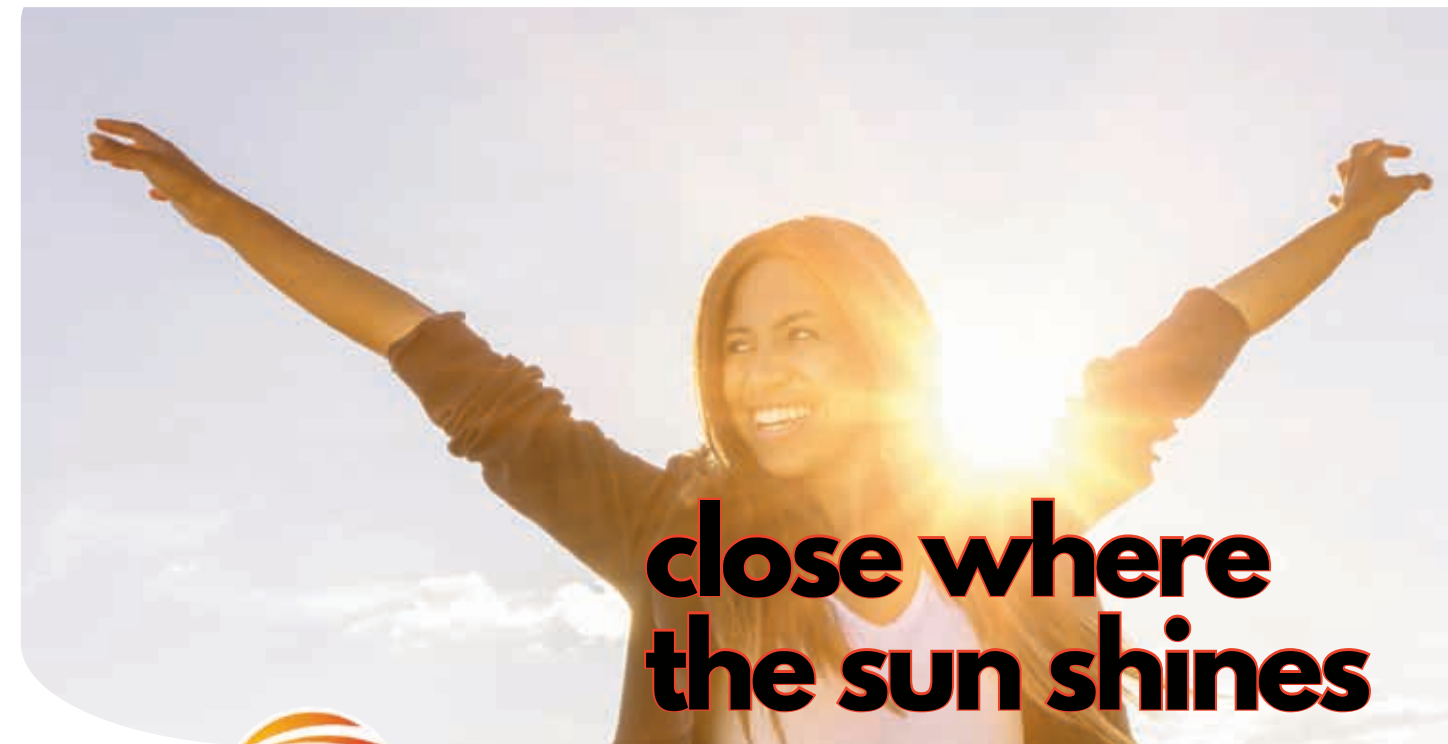
#### Closing Thoughts

For The Mark Lee Team, success has never been about chasing recognition — it's been about earning it.

"We're grateful to live, work, and raise our families here," they share. "This community deserves our very best — and that's what we strive to give every single day." ❖

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# D.R. HORTON

## DANIEL RAAB & JEFF WEAVER

**Two Specialists, One Standard:** Elevating the New Construction Experience

PHOTOGRAPHY BY HOME GROWN VISUALS: DEAN FAGOT



Dan Raab



Jeff Weaver

In new construction, the difference isn't just in the product — it's in the people guiding you through it.

For Daniel Raab and Jeff Weaver, both New Home Specialists with D.R. Horton, success has never been about simply selling homes. It's about helping buyers make one of the most important decisions of their lives with clarity, confidence, and the right support every step of the way. And for Realtors, that starts with having the right partners.

### A True Resource for Realtors

In today's market, new construction can be one of the most valuable — and sometimes most complex — opportunities for clients. That's where experienced specialists like Daniel and Jeff make all the difference.

Both have built their reputations on being more than sales representatives. They are resources, advocates, and extensions of the Realtor's business.

They work closely with agents to:

- Navigate the new construction process from start to finish
- Identify the right communities and floor plans based on client needs
- Maximize builder incentives, financing opportunities, and overall value
- Ensure a smooth and predictable experience from contract to close

Daniel brings a strong focus on education, helping agents

better understand the details behind new construction so they can confidently guide their clients.

Jeff brings decades of experience and a relentless commitment to getting results, working tirelessly to ensure both agents and buyers are positioned for success.

For both, the goal is simple: **Help Realtors grow their business by helping their clients win.**

### Daniel Raab: Knowledge That Builds Confidence

Originally from Upper Marlboro, Maryland, Daniel Raab's path to real estate is rooted in both technical understanding and high-level sales experience.

After attending Drexel University, where he transitioned from mechanical engineering into technical sales and marketing, Daniel's career took him to Northern California and Silicon Valley. There, he worked as a Sales Representative in water treatment before becoming an Account Executive at Oracle Software Corporation.

In 2015, he relocated to Pensacola to begin his real estate career with a custom home builder. By 2018, he joined D.R. Horton, where he quickly distinguished himself as a top performer.

Since then, Daniel has:

- Helped over 750 buyers close on new homes
- Earned President's Club recognition every year since joining
- Consistently ranked among the top New Home Specialists nationwide

Daniel's approach is centered around clarity and confidence. He takes the time to understand each buyer's needs and then walks both the client and their agent through every detail — from flood zones and construction considerations to insurance benefits and financing incentives.

"I enjoy the entire process," Daniel shares. "From the first call with a Realtor to handing over the keys, it's about making sure everyone feels informed and taken care of."

### Jeff Weaver: Experience That Delivers Results

With more than 35 years in sales, Jeff Weaver brings a level of experience that few can match. Originally from Lawrenceburg, Tennessee, Jeff built his career on a simple principle: Treat people the way you want to be treated.

After earning a degree in Marketing, Jeff spent decades refining his approach to sales before joining D.R. Horton, where he has now been for nearly eight years.

His accomplishments include:

- President's Club member every year since 2019
- Ranking among the Top 100 Sales Representatives nationwide

Jeff is known for his work ethic and his willingness to go above and beyond for both clients and Realtor partners.

"No one will work harder," he says. "And no one will care more about getting the right result for the client."

He has dedicated himself to mastering the D.R. Horton system, allowing him to help agents and buyers navigate the process efficiently while securing the best possible opportunities.

And for Jeff, the most meaningful moment never





**“FROM THE FIRST CALL WITH A REALTOR TO HANDING OVER THE KEYS, IT’S ABOUT MAKING SURE EVERYONE FEELS INFORMED AND TAKEN CARE OF.”**

changes: Handing over the keys to a happy buyer.

**A Shared Approach to Service**

While Daniel and Jeff come from different backgrounds, they share the same core values. They believe:

- Every client deserves individual attention
- The process should feel clear, not overwhelming
- Success is built on honesty, effort, and consistency

Daniel’s strength lies in education and precision. Jeff’s strength lies in experience and relentless follow-through. Together, they create a balance that elevates the entire experience for both clients and agents.

**Driven by Family, Grounded in Values**

Outside of work, both Daniel and Jeff are deeply rooted in family. Daniel is the proud father of two sons, Peyton and Jared, and enjoys golfing, scuba diving, and traveling. He credits his parents, Len and Eileen, for instilling the values that guide both his life and career.

Jeff, alongside his wife of 25 years, Jennifer, enjoys time with their children — Tyler, Hannah, and Jacob — and recently welcomed his first grandson in 2025.

Family remains at the center of everything he does, both personally and professionally.

**What Success Really Means**

For Daniel, success is about growth, learning, and helping others achieve their goals. For Jeff, it’s about doing meaningful work while making a positive impact on the lives of others. Both share a common goal: To be remembered as professionals who care. Who show up. And who always do the right thing.

**Closing Thoughts**

In a constantly evolving market, the right partnerships matter more than ever. For Realtors, that means having specialists they can trust. For buyers, it means having experts who simplify the process. And for Daniel Raab and Jeff Weaver, it means continuing to show up every day with the same commitment: To serve, to guide, and to deliver. Because at the end of the day, it’s not just about building homes. It’s about building trust. 🏡

**At a Glance Daniel Raab**

- D.R. Horton | New Home Specialist
- With D.R. Horton since 2018
  - 750+ homes sold
  - President’s Club every year since joining
  - Facebook/IG: Daniel Raab

**Jeff Weaver**

- D.R. Horton | New Home Specialist
- Nearly 8 years with D.R. Horton
- President’s Club since 2019
- Top 100 Sales Rep Nationwide
- IG: @jeffw\_sells\_homes



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FROM THE DESK OF THE PRESIDENT:

## TECHNOLOGY THAT WORKS FOR YOU: UNLOCKING THE FULL VALUE OF YOUR FLORIDA REALTORS® MEMBERSHIP

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



BY CHUCK BONFIGLIO JR.,  
2026 PRESIDENT  
FLORIDA REALTORS®

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:

Florida Realtors' membership isn't just support – it's a powerful edge in building the business and future you want, with The Voice for Real Estate® in Florida behind you.



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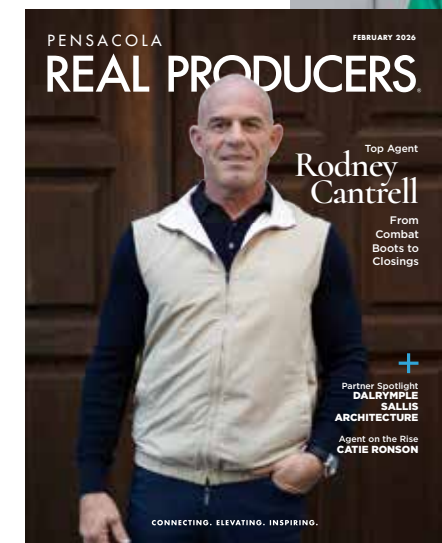
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# 2025

## BY THE NUMBERS

WHAT DID THE TOP 300 DO LAST YEAR IN RESIDENTIAL REAL ESTATE?

Source: Paragon PAR MLS

### \$4,536,601,838



TOTAL VOLUME SOLD

TOTAL NUMBER OF TRANSACTIONS

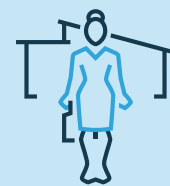


### 11,284.50



AVERAGE VALUE PER TRANSACTION OF THE 11,284.5

### \$553.925



THE PERCENTAGE OF VOLUME FOR PAR

### 60%

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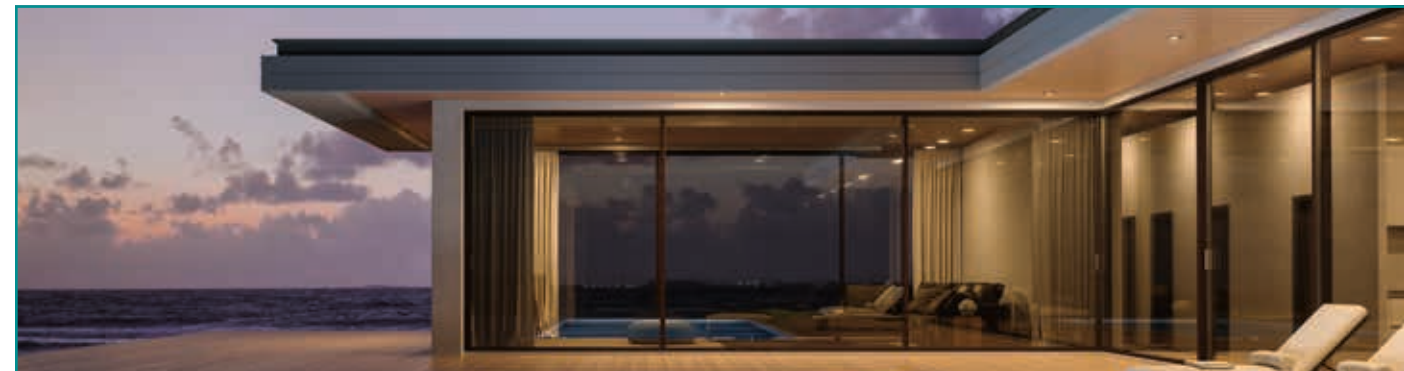
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