

TAMPA BAY

NOVEMBER 2026

REAL PRODUCERS[®]



Amanda
“Mandy”
Fackler



Rising Star
HUNTER AVERY

Sponsor Spotlight
SHAREE MANDEL

CONNECTING. ELEVATING. INSPIRING.



DL CABINETRY

TAMPA, FL | (813) 446-1423 | DLCABINETRY.COM

Gerardo Balmaseda - Business Development Rep
Gerardo.B@dlcabinetry.com

Built for Builders Who Expect More

Premium cabinetry solutions for
new construction & multifamily projects

- ✓ Kitchens · Bathrooms · Multifamily
- ✓ Fast Turnaround & Reliable Supply
- ✓ 20+ Years Supporting Builders

REQUEST MORE INFORMATION HERE
Priority Pricing • Dedicated Support • Scalable Supply



SCAN ME!

We specialize in semi-custom cabinets for residential and commercial projects

DLcabinetry.com

5433 W Sligh Ave, Tampa, FL 33634

MDRN

I N S U R A N C E

813.725.6445

*Taking care of the insurance needs of real
estate agents and their clients to ensure
smooth and timely closings.*



**DIGITAL TITLE
SOLUTIONS**

813.280.1920

*Peace of mind for your clients' largest and
most important transactions with service
that goes above and beyond.*

**TWO GREAT COMPANIES TOGETHER,
HERE TO HANDLE ALL YOUR CLIENTS' NEEDS!**

607 W Horatio St Tampa, FL 33606

Get Homes Market-Ready

Life transitions are *hard*, we make it **easy**.



home clear outs



painting



install flooring



landscaping



move out cleans

Get in touch.

Mark & Carrie Snyder
Tampa-St. Petersburg
Owners

727-902-4452



HOME
stretch



LET THE FROID AGENCY WITH
GOOSEHEAD INSURANCE HELP MAKE
YOUR REAL ESTATE TRANSACTIONS
SMOOTH, FAST, AND RELIABLE.

HARRISON FROID
(727) 914-9775

License #W097900

9500 Koger Boulevard North,
Suite 215

St. Petersburg, FL 33702

harrison.froid@goosehead.com

- Lender/Realtor Focused
- Access to 40+ A-Rated Carriers
- White-Glove Client Service
- We Shop, They Save!

 **goosehead**
INSURANCE
THE FROID AGENCY

ANNIEMAC
PRIVATE
EQUITY

Cash2Keys

WIN MORE OFFERS

with AnnieMac's
Cash2Keys!

Help your clients stand out in a competitive market with all-cash solutions that sellers can't resist. Our unique programs provide the edge they need to secure their dream home.

Ask me about Cash Offer
and Buy-Now-Sell-Later.



ANNIE MAC
HOME MORTGAGE

NMLS#: 338923



Partner with me to make your clients'
dream home a reality!



Katie Weldon
Branch Manager
NMLS #: 1094433
(978) 751-1934
katie@annie-mac.com
www.teamkatie.com

AnnieMac Home Mortgage, 411 Apollo Beach Blvd Suite 700, Apollo Beach FL 33572. • American Neighborhood Mortgage Acceptance Company LLC (dba AnnieMac Home Mortgage, OVM with AnnieMac Home Mortgage, Family First A Division of AnnieMac Home Mortgage) Georgia Residential Mortgage Licensee #41523, NMLS 338923, 700 East Gate Drive, Suite 400, Mount Laurel, NJ 08054. • "The C2K Cash Offer" and "Buy Now, Sell Later" and "Cash Bridge" programs are fulfilled by AnnieMac Private Equity Cash2Keys (Cash2Keys), an affiliate of AnnieMac Home Mortgage (AnnieMac). Cash2Keys is not a financial institution and does not originate or issue loan commitments. You must be pre-approved by Cash2Keys for the Cash Offer program's income and collateral requirements. Once approved, the offer and purchase will be in the name of Cash2Keys. You must then purchase the home from Cash2Keys within 180 days. You are required to pay all transfer taxes associated with the purchase of the home. Visit annie-mac.com/cash for terms and conditions on Cash Offer. For complete licensing information, please visit: www.annie-mac.com/page/licensing



FOCUS ON
CLOSING



DESTINATION
CLOSING TABLE

3-D Virtual Tours
Photos

Floor Plans
Virtual Staging
Listing Website

813-477-3398



LIVELY LISTINGS

MLS LISTING PHOTOGRAPHY



DESTINATION
CLOSING TABLE

Residential/Commercial
Drone Photo/Video
Video Walk Thru
Social Media Reels
Realtor Headshots
LivelyListings.com



Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

CABINETRY

DL Cabinetry - Tampa
(813) 243-5552
www.dlcabinetry.com

CUSTOM BUILDER

Gilk
gilk.com

HOME INSPECTION

A Radiant Property Inspection
Hank Lobdell
(813) 839-8416
Radiantinspect.com

Get the Facts Home Inspection
(813) 785-4620
getthefactshomeinspection.com

Home Integrity LLC
(727) 284-6784
homeintegrityllc.net

NextGen Inspections
Curtis Antoine
(407) 801-2682
nextgeninspectors.com

Paramount Home Inspectors
(813) 616-1399
paramountinspectors.com

HOME RENOVATION

On Point Construction Services, Inc
(866) 487-6676
www.itsonpointconstruction.com

HOME SERVICES

HOMEstretch
(727) 902-4452
home-stretch.com/
stpetersburg-clearwater

HOME STAGING

Sublime Staging
(813) 546-2503
sublimestaging.com

The Staging Company FL
(210) 900-7772

HOME WARRANTY

Fidelity National Home Warranty
Tara Davis
(813) 904-0253
www.homewarranty.com

First American Home Warranty
Dominic Rock
(813) 344-7525
firstamrealestate.com

Home Warranty of America
Tina Romanik
(727) 340-3737
hwahomewarranty.com

INSURANCE

Goosehead Insurance
(813) 964-3012
goosehead.com/agents/fl/
wesley-chapel/murad-el-amir

Goosehead Insurance
(727) 914-9775
froidinsgroup.com

MDRN Insurance
(813) 725-6445
mdrninsurance.com

OneGroup
Jeremiah Flynn
(813) 602-9650
onegroup.com

Triton Insurance
(813) 967-3220
tritontampa.com/

LOCKBOX / ACCESS MANAGEMENT

SentriLock
Jocelyn Hodson
(937) 956-4505
SentriLock.com

MEDIA PRODUCTIONS

Rank Media LLC
(919) 889-9324
rankmediallc.com

MORTGAGE BROKER

Bay to Bay Lending
DJ Rondeau
(813) 251-2700
BaytoBayLending.com

Bock Mortgage Group
(727) 457-6498
bockmortgage.com

CrossCountry Mortgage (Sam Gay)
Sam Gay
(218) 340-6474
crosscountrymortgage.com/
Tampa-FL-3495/Samuel-Gay/

MORTGAGE BROKER/ REVERSE MORTGAGE

Edge Home Finance
(503) 789-5811
TierOneLender.com

MORTGAGE LENDER

Jen Martinez Mortgage Team
Jennifer Martinez
(813) 480-4747
jenmartinez.com

Lincoln Lending Group
Frank Coto
(813) 765-1239
lincolnlend.com

Team Katie the Mortgage Lady
Katie Weldon
(978) 751-1934
teamkatie.com

MORTGAGE LENDING

Florida Wholesale Mortgage
(813) 420-3887
floridawholesalemortgages.com

PEST CONTROL

The Rodent Professionals
Dalton Ohara
(727) 922-4637
therodentprofessionals.com

PHOTOGRAPHY / PORTRAIT PHOTOGRAPHY

Thomas Bruce Studio
(727) 577-5626
thomasbruce.com

REAL ESTATE PHOTOGRAPHY / VIDEOGRAPHY

Totality Productions
(954) 445-4896
totalityproductions.com

REAL ESTATE PHOTOGRAPHY/VIDEOS

B Lively Images
Barry Lively
(813) 477-3398
LivelyListings.com

NTP 2 Photography
Eric Bunch
(813) 545-7569
ntp2.com

ROOFING

Magnum Restoration
(813) 606-4414
magnumrestoration.com

SCM Roofing
Shawn Alverson
(239) 339-7756
scmroofingfl.com

STAFFING / RECRUITING

Quintessential Agent Recruiting, LLC
(813) 956-5621
quintessentialagentrecruiting.com

TERMITE & PEST CONTROL

Integrity Safer Lawns and Homes
(813) 526-2638
integritysaferhomes.com

TITLE AGENCY/ ATTORNEY

JK Closing Attorneys
(727) 432-8878
jkclosings.com

TITLE COMPANY

Blue Brick Title & Escrow
(727) 441-8880
bluebricktitle.com

Coastal Collective Title
Lori LaCoppola
(813) 422-1328
CoastalCollectiveTitle.com

Coastal Title Solutions
Jennifer McAlpine
(831) 760-9459
coastaltitellc.com

Digital Title Solutions
(813) 280-1920
digitaltitlesolutions.com

Investment Title
(727) 359-6898
investmenttitle.com

Red Door Title
Katelyn Taylor
(813) 420-5612
reddoortitlegroup.com

UTILITY CONCIERGE

Utility Helpers, LLC
utilityhelpers.com

VIDEOGRAPHER

AB 3 Visuals, LLC
(727) 203-4223
ab3visuals.com

Impressive Perspective
(813) 842-4597
impressiveperspective.com



Nominate Your Favorite Vendors

Just Scan The QR Code!



NOMINATE YOUR FAVORITE VENDORS

Meet The Team



Don Hill
Area Director



Elizabeth McCabe
Director of Business
Development



Megan Sullivan
Client Experience Director



Julisa Luciano
Event Coordinator



Brandon Sabbag
Account Executive



Lori LaCoppola
Client Relations Director



Carol Walker
Professional Photographer
Thomas Bruce Studio



Allie Serrano
Professional Photographer
Allie Serrano Portraits, LLC



Barry Lively
Professional Photographer
B. Lively Images



Gerardo Luna
Photographer



Rob Horne
Videographer



Eric Bunch
Event Photographer



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.

SEAN SHERIDAN
Founder, Rank Media LLC

BOOK TODAY

Based in Tampa, FL

RANK MEDIA

FULL SERVICE REAL ESTATE MEDIA COMPANY

I assist real estate agents and brands stand out with high quality, strategic content that drives attention and sales.

- **BRANDING & CONTENT STRATEGY**
- **LISTING PHOTOTS & VIDEOS**
- **DRONE CONTENT**
- **SOCIAL MEDIA REELS**
- **AGENT BRANDING VIDEOS**
- **PROPERTY WEBSITES**

Visit our **WEBSITE** for more info

RANK MEDIA LLC

www.rankmediallc.com

CALL NOW AT
(813) 829-1835

Residential & Commercial • Sewer Scopes
WDO • Air Quality Tests • Water Quality Tests
Free Repair Estimates • Pay at Closing Options

JEN MARTINEZ

Your mortgage lender for life

VP of Mortgage Lending
NMLS73516
M: 813.480.4747
E: jen@jenmartinez.com
W: jenmartinez.com

JEN MARTINEZ TEAM
CROSSCOUNTRY MORTGAGE

2350 E. State Road 60, Office #43
Valrico, FL 33594

✦ AMERICA'S #1 RETAIL MORTGAGE LENDER ✦

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, LLC cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. Results will vary based on all involved parties' level of participation at any stage of the loan process. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements qualify for any mortgage program. CrossCountry Mortgage, LLC NMLS30291 NMLS2072987 (www.nmlsconsumeraccess.org)

Staging boosts sale speed by 73%...

Saves up to 60% on price reductions...

81% of buyers report increased interest.

THE STAGING co.

OPTIMIZE YOUR LISTING

Staged homes sell faster. Your clients notice.

Scan to get your game plan.



Book a Listing & Headshot Session Today!

Email: contactus@ntp2.com

Phone: 813-545-7569

17401 Commerce Park Boulevard
Suite 103-1116, Tampa, Florida 33647



INVESTMENT TITLESM
COMMERCIAL & RESIDENTIAL TITLE AGENCY

SHAREE LYN MANDEL
Licensed Title Agent / Realtor Support Specialist

727.359.6898 | ShareeM@InvestmentTitle.com | www.InvestmentTitle.com

ABOUT ME

With over 30 years of experience in the real estate industry, I bring a well-rounded background that includes serving as a Real Estate Paralegal, Licensed Title Agent, Former Loan Officer, and Former Realtor®. My experience on every side of the transaction gives me a deeper understanding of the closing process, allowing me to anticipate challenges, communicate effectively, and help keep transactions moving smoothly from contract to close.

MY COMMITMENT

I believe this business is built on relationships, communication, and trust. My commitment is to provide personalized service, proactive support, and dependable guidance every step of the way. I believe Realtors® and clients deserve a title partner who is accessible, solutions-driven, and fully invested in creating a seamless and successful closing experience.

TRUSTED REALTOR® TITLE PARTNER PROVIDING:

- Personalized Contract-to-Close Transaction Management with Clear, Consistent Communication from Listing Through Post-Closing
- Proactive Solutions and Problem-Solving to Help Prevent Closing Delays and Keep Transactions Moving Smoothly
- Round-the-Clock Realtor® Support & Availability with Customized Branded Net Sheets

ALWAYS GOING ABOVE AND BEYOND
Every Deal. Every Time.

YOUR CLIENTS TRUST YOU. GIVE THEM AN INSURANCE PARTNER THEY CAN TRUST.

Your clients count on you for more than finding the right home. Help them protect it, too. I make home and auto insurance simple, personalized, and stress-free—so you can confidently connect your clients with someone they can trust.

goosehead
INSURANCE

LET'S PARTNER.
Realtors • Loan Officers
Property Managers • Investors

813-964-3012 • murad.elamir@goosehead.com

Personal guidance. Customized coverage. Trusted protection.



LIFE IS SHORT LOVE HARD HAVE FUN

Remembering Amanda “Mandy” Fackler A Life That Left Lasting Footprints

BY JEFF BEGGINS



There are people who enter our lives as coworkers, colleagues or friends — and somewhere along the way, they simply become family.

Amanda “Mandy” Fackler was one of those people.

For nearly a decade, Mandy was an important part of our Century 21 Beggins Enterprises family, working from our Madeira Beach office and serving buyers and sellers throughout Florida.

She was an exceptional real estate professional, a consistent top producer within our organization, and an internationally recognized CENTURY 21 award winner within its global system.

Those accomplishments tell you that Mandy was very good at real estate.

But they don’t begin to tell you who Mandy was.

Mandy was energy. She was laughter. She was love. She was fun.

And above everything else, Mandy genuinely loved people.

A Business About People

Real estate has a funny way of becoming focused on numbers. We measure sales volume, listings, closings, rankings and awards. Mandy certainly earned her share of them.

But Mandy’s career was a beautiful reminder that behind every one of those numbers is a human being.

A family buying its first home. Someone relocating to Florida. A seller beginning a new chapter. A couple searching for their place near the water. Someone excited, nervous or overwhelmed who simply needs to know that the person beside them genuinely cares.

Mandy cared.

She listened. She connected. She laughed with people. She made an experience that could be stressful feel exciting and enjoyable.

People didn’t feel like another transaction with Mandy. They felt like family.

That feeling came through again and again over the years. Customers remembered how she listened, how comfortable she made them feel, how much fun they had with her, and how she somehow transformed a complicated process into a beautiful experience.

The sentiment was remarkably consistent:

She made us feel like we were her only clients.

She listened to what mattered to our family and somehow made the entire experience fun.

We started with a Realtor and finished with a friend.

These aren’t presented as quotations from individual reviews. They are something more important: a reflection of the experience Mandy created for people throughout her career.

Success With a Servant’s Heart

Mandy showed us that being a tremendous producer and being a tremendous human being aren’t competing goals. In fact, they can be inseparable.

Her success came from relationships. From showing up. From listening. From caring.

She demonstrated that when you serve enough people and care deeply enough about the outcome, success has a way of following.

That is a lesson worth remembering in our industry.

At the end of our careers, people probably won’t remember where we ranked on a production report.

They will remember how we made them feel.

And a lot of people remember exactly how

Mandy made them feel.

Bigger Than Real Estate

Of course, there was so much more to Mandy than real estate.

She had an enormous love for animals and a deep appreciation for the outdoors, nature and the beach.

That spirit fit Mandy perfectly. She loved being outside. She loved the beauty around her. She loved animals. She loved Florida and the water. She loved experiences. And she loved having fun.

Mandy didn’t just go through life. She experienced it.

She brought an energy into a room that couldn’t be manufactured. There was a lightness about her, a sense that whatever was happening, there was probably an opportunity to laugh, smile and enjoy the moment.

That energy was contagious.

Her Life Defines Her

Mandy’s life was tragically taken far too soon through an act of violence. It is heartbreaking beyond words.

But the circumstances surrounding Mandy’s death will never be the story that defines her.



Her life defines her.

Her two beautiful daughters define her. Her loving mom and dad, her brother and her incredibly close extended family define her. Her friendships define her. The animals she loved, the beaches she enjoyed and the adventures she experienced define her. The families she helped define her. The laughter defines her.

The love defines her.

For those of us at Century 21 Beggins Enterprises who were fortunate enough to share nearly a decade with Mandy, there is an enormous hole where that personality, laughter and energy used to be.

But there is also tremendous gratitude.

Gratitude that we knew her. Gratitude that we laughed with her. Gratitude that we worked beside her. Gratitude that so many families trusted her. And gratitude that Mandy left all of us an example worth carrying forward.



PEOPLE DIDN'T FEEL LIKE ANOTHER TRANSACTION WITH MANDY. THEY FELT LIKE FAMILY.



Lasting Footprints

If there is one thing Mandy's passing reminds all of us, it is something we know but too easily forget:

Life is short. Love hard. Have fun. Enjoy the journey. Leave lasting footprints.

Tell people you love them. Laugh a little louder. Spend

time outside. Go to the beach. Love your animals. Take the trip. Make the memory. Be there for somebody who needs you.

And if you're fortunate enough to have a career that allows you to touch people's lives, don't simply do business with them.

Serve them.

Because someday the contracts will be gone. The commission checks will be spent. The production reports will be forgotten. But the people whose lives you touched will remember.

The stories will remain. The laughter will remain. The love will remain.

And the footprints will remain.

Mandy was an award-winning real estate professional and a tremendous producer. But

her greatest production was never measured in dollars.

It was measured in people.

And by that measure, Amanda "Mandy" Fackler lived one incredibly successful life.

Celebrating Mandy

In the most fitting setting imaginable, family, friends, colleagues and everyone whose life Mandy touched gathered near the beach to celebrate her life on what would have been her birthday on Saturday, October 3, 2026. From 6:00 p.m. through sunset, people gathered at the City of Madeira Beach — Archibald Memorial Beach Park Pavilion.

People came with stories, memories, and laughed, cried, hugged and celebrated a woman who brought an extraordinary amount of life into the lives of others.

And as the sun set over the Gulf on Mandy's birthday, we remembered something she taught us simply by the way she lived:

Life is short. Love hard. Have fun. Enjoy the journey. Leave lasting footprints.

Amanda "Mandy" Fackler

Forever loved. Forever remembered. Forever family.

Jeff Beggins

Partner | Broker
Owner | Friend

NEW CONSTRUCTION. BUILD IT RIGHT. INSPECT IT SMART.

New doesn't always mean problem-free.

A brand-new home can still hide **costly issues**—especially underground. Radiant's thorough new-construction inspection helps uncover concerns before closing.

A **sewer scope inspection** uses high-resolution camera technology to check the main sewer line for cracks, blockages, poor grading, and construction debris before they become expensive surprises.

Thorough inspections. | Smarter move-ins. | Greater peace of mind.

SCHEDULE YOUR INSPECTION WITH US TODAY!

941-462-1897 | info@radiantinspect.com | radiantinspect.com

YOUR SECRET WEAPON

Top agents don't need another lender --they need a strategist.

- ✓ Save deals before they fall apart with our guaranteed approvals
- ✓ Convert more leads into closings
- ✓ Creative financing that wins offers, not your cookie cutter lender
- ✓ Marketing support that actually brings in business, not just close your current needs

Text "Partner" to (813) 420 3887. Let's build the next win together.

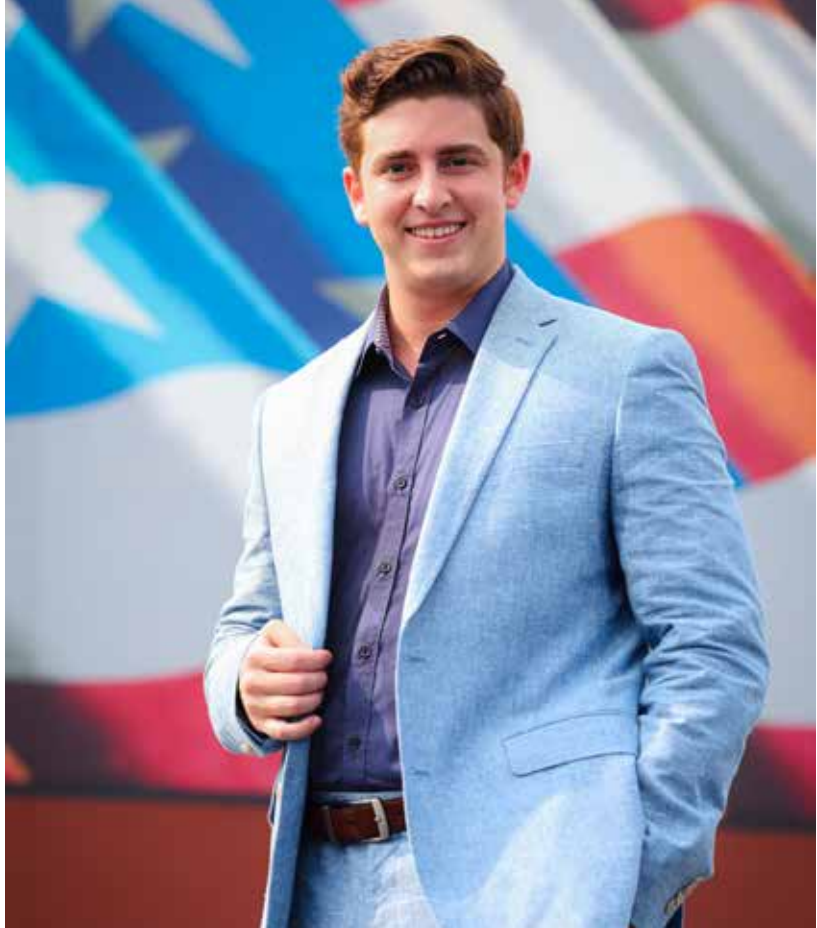
Kirsten O'Donnell-Dixon
Broker | Owner - NMLS# 1834991
KOHomeLoans@LendingFlorida.biz



Hunter AVERY:

A LIFETIME OF SERVICE, BUILT LONG
BEFORE REAL ESTATE

PHOTO CREDIT: ERIC BUNCH, PHOTOGRAPHER
& VIDEOGRAPHER, NTP 2 PHOTOGRAPHY



Before Real Estate

Hunter Avery thought he had his future figured out.

Like many aspiring healthcare professionals, he enrolled at the University of Florida with plans of becoming a dentist. He shadowed dentists, asked questions, and envisioned what his life would look like years down the road. But the closer he came to that future, the more he realized something was missing.

“It wasn’t the hard work that made me question it,” Hunter says. “It was the thought of waking up twenty years later and realizing I had chosen a career that didn’t truly align with who I am.”

While he loved the idea of helping people regain confidence by transforming their smiles, he knew he wanted something more dynamic.

“I’m a hands-on person,” he explains. “I wanted a career where every day was different, where I could meet new people, solve problems, and continually learn. I wanted something that wasn’t confined to four walls.”

Ironically, the career that checked every one of those boxes had been preparing him since childhood.

A Childhood Built on Hard Work

Long before he was showing homes throughout Tampa Bay, Hunter learned the value of hard work from the person who influenced him most: his mother, Jodi Avery.

Raised by a single mother alongside his three sisters, Hunter grew up watching Jodi build a successful real estate business from the ground up. She instilled old-school values that continue to guide him today: show up when you say you will, be honest always, keep your word, work hard, and always treat others the way you want to be treated.

As a young boy, Hunter and his sisters spent countless afternoons rollerblading through neighborhoods delivering flyers for their mother’s business. They folded brochures, stamped envelopes around the kitchen table, and learned firsthand that success wasn’t something you were given—it was earned one conversation, one relationship, and one act of consistency at a time.

“My faith also played a huge role in shaping who I am,” Hunter says. “I was raised to live by the Golden Rule. Treat people the way you’d want to be treated, and everything else tends to take care of itself.”

Looking back, those simple afternoons became some of the earliest lessons that would shape his career.

“I don’t think I realized it at the time,” he says, “but I was learning entrepreneurship, discipline, and the importance of serving others long before I ever had a real estate license.”

Finding His Own Path

Growing up around real estate made the business feel familiar, but Hunter never imagined he would one day build a career alongside his family.

He earned his real estate license immediately after graduating high school, initially planning to use it as a valuable skill while pursuing dentistry. Instead, that license quietly opened doors he never expected.

Working behind the scenes with his mother, top-producing Broker Associate

Jodi Avery, Hunter immersed himself in every aspect of the business. He handled paperwork, technology, photography, videography, digital marketing, artificial intelligence, and client support, gaining a deep understanding of real estate long before he ever represented a buyer.

“I never thought I’d end up working in the family business,” he says. “Looking back, it’s been one of the biggest blessings in my life.”

Today, Hunter works alongside his mother and his sister, Elizabeth Uline, Operations Manager and Buyer’s Specialist, at Keller Williams South Tampa.

Creating His Own Value

Rather than trying to compete with seasoned agents based solely on years of experience, Hunter intentionally created his own value.

He immersed himself in photography, drone videography, digital marketing, artificial intelligence, and emerging technology, helping modernize the team’s marketing while learning every stage of the transaction process.

“Our goal has always been to deliver concierge-level service in every aspect of the business,” he says.

Those years taught him far more than photography.

“They gave me an inside look at how buyers think, how homes are marketed, and what truly influences someone to make an offer.”

As demand for his time continued to grow, Hunter transitioned into working full-time with buyers, particularly those relocating to Tampa, Florida.

Today, his office is rarely an office.

One day he’s touring waterfront homes in St. Petersburg. The next he’s helping clients compare neighborhoods across Tampa, Dunedin, Palm Harbor, New Port Richey, and Clearwater.

“As a Tampa Bay native, I’ve watched Hillsborough, Pinellas, and Pasco





SCM ROOFING is a GAF MasterElite Roofing Contractor

By focusing on roofing we are able to offer a competitive price, exceptional customer service and outstanding quality!

- Free consultations
- Our GAF lifetime roof system includes a 25 year workmanship warranty.
- Locally owned and operated with 30+ years of combined experience.
- Veterans, Active Duty Military, First Responders and Teachers Discounts.

855-SCM-ROOF
scmroofingfl.com

Licensed Florida Contractor #CCC1331132



“

"SCM Roofing was amazing and much faster than the others I called.. " -Wesley Chapel Homeowner

"Professional. Quick & Easy. Would definitely use again." -Tampa Homeowner

"Very Professional. Knowledgeable guys and zero trash was left behind!." -Tampa Homeowner

”

Rate



When it comes to mortgages, it's no time to **think outside the BOCKS** THAT'S OUR JOB!

ASK US ABOUT RATE'S SAME DAY MORTGAGE!

MICHAEL BOCK
NMLS #1749855
michael.bock@rate.com

THERESA BOCK
NMLS #1996065
theresa.bock@rate.com

727-457-6498

Rate's Same Day Mortgage program offers qualified customers who provide certain required financial information documentation within 24 hours of applying with an overnight loan approval and funding. Funding on the same day as their application submission. Rate cannot guarantee that a loan will be approved or that a loan will close within a specific timeframe. Applicant subject to credit and underwriting approval. Restrictions apply. Visit rate.com for more information on terms and conditions. Copyright © Government Rate, Inc. All Rights Reserved. Rate, Inc. 2026 Rate NMLS #1749855. The financing information visit rate.com for more information. Conditions may apply.



GIVE THANKS FOR A CLOSING
That Goes Smoothly

This Thanksgiving, trust JK Closing Attorneys to help keep your transactions smooth, stress-free, and moving toward the closing table. From contract to closing, Realtors count on us for responsive communication, reliable title services, and solutions that keep deals moving forward.



Grateful
FOR A CLOSING PARTNER YOU CAN COUNT ON.

Contact Rachel
FOR A FREE AS-IS CONTRACT REVIEW BY AN ATTORNEY!

Local. Experienced. Trusted.
Your closing partner in Tampa Bay.



Rachel Jewell
727-432-8878 | jkclosings.com
rachel@jkclosings.com



counties grow and evolve over the past twenty-five years,” Hunter says. “That allows me to give buyers insight that goes far beyond what they can read online.”

Having personally lived in communities including New Port Richey, Westchase, Largo, Pinellas Park, South Tampa, Downtown Tampa, Town ‘N’ Country, Oldsmar, and Palm Harbor, he enjoys helping buyers understand not only the homes they’re considering but also the lifestyle each community offers.

More Advisor Than Salesperson

One thing surprises many of Hunter’s clients.

Despite making his living in sales, he doesn’t consider himself a salesperson.

“Honestly, I don’t like salespeople,” he says with a laugh. “Homes sell themselves. My job isn’t to convince someone to buy a house. My responsibility is to determine whether it’s a smart investment, negotiate the best possible price, and help clients avoid expensive mistakes.”

That philosophy shapes every conversation.

“We’re not focused on the dollar,” he says. “We’re focused on delivering exceptional concierge service and genuinely caring about the people we serve.”

While buyers naturally focus on bedrooms, finishes, and square footage, Hunter is already thinking several steps ahead.

Is the property in a flood-prone area? How will the floor plan appeal to future buyers? Was the home built with quality craftsmanship? Could today’s dream home become tomorrow’s financial burden?

His goal isn’t simply helping someone buy a house.

It’s helping them make one of the biggest financial decisions of their lives.

Experience Beyond His Years

Working alongside the Jodi Avery Team has given Hunter exposure to more than 800 successful transactions and

over 50 years of combined real estate experience throughout Tampa Bay.

“Real estate becomes about recognizing patterns,” he explains. “Once you’ve seen enough transactions, you start anticipating problems before they happen. Experience teaches you how to protect clients before small issues become expensive ones.”

That perspective has become especially valuable in today’s rapidly changing market.

“Markets shift. Buyer behavior changes. Interest rates change. Experienced agents recognize those trends early and adjust their strategy before everyone else catches up.”

Hunter often compares his role to that of a trusted advisor rather than a salesperson.

“It’s like ordering at a restaurant,” he says. “Some people already know exactly what they want. Others simply need someone to help them think



through the options. If someone tells me they want a certain neighborhood, I’ll ask why. Is it because of the commute? The schools? The lifestyle? Sometimes there’s an even better option they hadn’t considered.”

Never Stop Learning

Hunter believes great agents never stop improving.

He continually invests in professional development, studying negotiation, leadership, technology, market trends, and business strategy.

One book that significantly influenced his thinking was *The Millionaire Real Estate Agent (MREA)*, which challenged him to think beyond simply selling homes and instead build systems focused on delivering exceptional client experiences.

“The industry is always changing,” he says. “If you’re not learning, you’re falling behind.”

Life Outside Real Estate

Away from work, Hunter enjoys maintaining a balanced lifestyle. You’ll usually find him in the gym, experimenting with new recipes, trying Tampa Bay’s newest restaurants, relaxing at Honeymoon Island with friends, or spending time with his two rescue cats, Oliver and Twix.

Much like rescuing his cats, Hunter finds genuine fulfillment in helping buyers and sellers avoid costly mistakes, navigate one of life’s biggest financial decisions with confidence, and ultimately find a place they’re proud to call home.

For Hunter Avery, real estate has never been about selling houses.

It’s about serving people and facilitating the best possible outcome in their real estate journey with integrity, tact, compassion, and a commitment to building relationships that last long after the closing table. 🏡

Blue Brick
Title and Escrow

This Fall...
Be Thankful for Smooth Closings.

**Where stress free transactions are
always in season.**

727-441-8880 | info@bluebricktitle.com | bluebricktitle.com

ON POINT
CONSTRUCTION SERVICES, INC.

Transform Your Space
With Our Expert Home Remodeling Services

At **On Point Construction Services**, we turn your vision into reality with creativity and exceptional service.

Residential Construction
New Home Construction
Bathroom Remodeling
Kitchen Remodeling
Garage Conversion
Second Story Addition
Room Addition
And More!

More Than *PAPERWORK*

WRITTEN BY
ELIZABETH MCCABE



Sharee Mandel once worked at Walmart. For three hours. She was assigned to the “10 items or less” line. Then two customers rolled up with full carts. That was apparently enough retail experience for one lifetime.

Fortunately, Sharee already knew where she belonged. She had been working in the title and legal world since she was 15, and more than three decades later, she is still there — bringing a self-described “Northern work ethic,” a paralegal’s eye for detail and an almost obsessive level of personal attention to Investment Title.

“I am not a salesperson,” Sharee says. “I am your title agent.” And she means it.

Starting at 15

Born and raised in Chicago, Sharee answered an advertisement for a receptionist at a real estate law firm when she was just 15. She was quickly promoted to legal assistant and eventually worked alongside six attorneys.

After several years, she joined First American Title and eventually managed a 25-person title office in Northbrook, Illinois. She also went on to earn two associate degrees and a bachelor’s degree in Paralegal Studies from St. Petersburg College and became a licensed Florida REALTOR®.

That early experience gave her exposure to real estate as well as bankruptcy, family law and probate, knowledge that would prove invaluable later. After moving to Florida in 2008, Sharee briefly returned to paralegal work before realizing where she really wanted to be.

“I need to get back into real estate,” she remembers.

Today, after 34 years in the industry, she has helped thousands of people through transactions ranging from small lots and first-time purchases to luxury homes and commercial properties. Her experience also encompasses investor closings, complex title issues and curative matters.

But Sharee knows that what’s on paper is often only part of the story.

A home may be sold because of a divorce, death, financial difficulty or major life transition. Whatever the circumstances, she sees real estate as the beginning of something new.

“Real estate is always about a new chapter,” she says.

When Experience Matters

Sharee is especially seasoned in short sales and foreclosures, experience sharpened during the 2008 housing crash.

When the market crashed, she shifted her focus to helping homeowners affected by it, working on short-sale negotiations and mortgage modification programs. Later, as property values recovered, she helped struggling homeowners caught in foreclosure situations explore whether selling could put them in a better financial position.

She has encountered homeowners who stopped making mortgage payments and assumed the bank already owned their property. In some cases, Sharee says, there were still options available to sell the home and avoid foreclosure.

“Being able to help people is the biggest thing in this business,” she says.

That problem-solving mentality extends to every transaction.

She also brings an unmistakably positive attitude—and plenty of humor—to an industry that can sometimes feel stressful. Whether she is dressing as a “loan shark,” transforming herself into a “house for sale” for Halloween or bringing her beloved dog along to industry events, Sharee has a special way of making business both memorable and fun. Her lighthearted approach helps put people at ease, but it never comes at the expense of the professionalism, precision and personal attention she brings to every transaction.

Sharee joined Investment Title in 2020 after years of working with different title companies and seeing firsthand how dramatically practices could vary.

Today, Investment Title has approximately 30 licensed employees with more than 500 years of combined industry experience. Its owners are hands-on, and bilingual services are available for Spanish-speaking clients.

Sharee serves as a Premier Title & Client Experience Partner, working with REALTORS®, lenders, buyers and sellers on both residential and commercial transactions.



Sharee herself has been recognized as an outstanding title agent by Old Republic for three years, an achievement tied to clean files, reconciliations and avoiding claims.

One-on-One Means One-on-One

Sharee doesn’t hand clients off to a processor.

“I take a one-on-one approach,” she says.

For Sharee, that means direct access rather than call centers or unnecessary handoffs. She personally stays involved from listing through closing and beyond, providing proactive communication, guidance and problem-solving along the way.

That can mean answering questions at 9 p.m., reviewing title information or preparing detailed net sheets so agents and sellers have a realistic picture of the numbers before closing.

Her numbers-driven approach is particularly useful to REALTORS®. Give Sharee the property address, commission and purchase price, and she can prepare a customized net sheet and use available title and mortgage information to help estimate the seller’s bottom line. She also provides contract guidance and educational support designed to help agents negotiate with greater confidence and keep transactions moving.

“If our REALTORS® are working at nine at night, our title person should be accessible,” she says.

Her Chicago legal background also shaped her philosophy. When someone hires a professional, Sharee believes that person should actually handle the work.

After all, referrals reflect on the REALTOR® who made them.

“Title companies are not all the same,” she says. And title insurance, she adds, can seem unnecessary right up until the moment it becomes very necessary.

“You never need it until you need it.”

For Sharee, the goal isn’t simply getting a transaction closed. Her extensive legal and title background helps her identify potential problems, work through complex title issues and protect clients from problems that could follow them after closing.

“I don’t only handle paperwork,” she says. “It’s way more than that.”

Invested in REALTORS®

Sharee’s support doesn’t end at the closing table.

Investment Title offers continuing education opportunities, and Sharee regularly helps agents review title matters, understand closing numbers and navigate unusual situations. She also serves as a director of NAHREP and looks for opportunities to support the real estate community.

Investment Title is collaborating with SERHANT. as a sponsor for the grand reopening of the sales gallery for the Roche Bobois project in St. Pete.

Sharee has a simple philosophy about supporting agents: “The more I feed REALTORS®, the more they feed me.”

After 34 years, thousands of clients and considerably more than three hours in this particular profession, Sharee has clearly found the right fit. Because to her, title isn’t simply about moving paperwork from one desk to another. It’s about providing clarity, anticipating problems and making sure the people she serves have someone personally invested in getting the transaction across the finish line.

It’s about protecting the transaction, helping people through major transitions and making sure that when one chapter closes, the next one can begin with confidence.

CONTACT HER TODAY!

727-914-5278 | SHAREEM@INVESTMENTTITLE.COM

Samuel Gay

Producing Branch Manager
Retail NMLS #1510991



CROSSCOUNTRY
MORTGAGE™



Let's keep the lines of
communication open!



218.340.6474



1208 E Kennedy Blvd,
Office 231 Tampa, FL 33602



samuel.gay@ccm.com

I'll ensure you're always informed
throughout your mortgage journey,
from start to finish, and I'm here to
answer any questions you have along
the way. Whether you're buying,
refinancing, or renovating, count on
me for a friendly and top-notch home
loan experience tailored just for you!

LOCAL ROOFING EXPERT
Specialize in Re-Roofing
All Roofing Systems

Don't lose another deal because of the age of the roof...
**ASK US ABOUT OUR ESCROW
ROOF REPLACEMENTS!!**

21129 Leonard Road | Lutz, FL 33558
tel 813-606-4414 | fax 888-773-4346
www.MagnumRestoration.com

TOP-RATED ROOFING CONTRACTOR | TOP RATED ON GOOGLE

CCC1331334

Turkey, Pie, and Peace of Mind

This Thanksgiving, let's give thanks for
home warranties. These treasured gems
can feel like a financial blessing when
covered household appliances and
systems unexpectedly break.

Happy Thanksgiving!

myfahw.com

Phone Orders: 800-444-9030



First American
Home Warranty™

Your Local Resource

Dominic Rock

813-344-7525

dorock@fahw.com



Empowering agents with service
that builds lifelong clients

Be thankful this holiday season
& celebrate your family...

THOMAS BRUCE
Studio



Book your family portrait session
before November 24th and receive a
\$100 portrait credit towards your order!*

*Reservation fee due at time of booking..

**Holiday session fees apply November 25th - November 30th

Creating Award-winning Portraiture since 1973

2227 49th St. N.,
St. Petersburg 33710

Carol Walker

Master Photographer
Florida Degree of Photographic Excellence,
Florida Education Degree, Florida Service Award
Owner/Portrait Artist



www.thomasbruce.com | 727.577.5626

Tampa Bay Real Producers, Informing and Inspiring Real Estate Agents

BROKER OFFICE SUBSCRIPTIONS

When Real Producers magazines are within reach, clients not only recognize your appreciation for high-quality content but your association with top-producing industry partners.

MONTHLY SUBSCRIPTION COST BREAK DOWN:

5 COPIES	\$50 per month
10 COPIES	\$97.50 per month
15 COPIES	\$142.50 per month
20 COPIES	\$180 per month

For all questions, please reach out to Don Hill at don.hill@realproducersmag.com.

RATES ARE SHIFTING.

ENSURE YOUR CLIENTS ARE PREPARED.

Bay to Bay Lending Helps Realtors Close Faster.

- Residential & Commercial Loans
- Refinance Loans
- Fast, Reliable Closings
- DSCR / Bank Statement Programs
- Weekend Loan Officer Support
- Open House Partnership Opportunities
- Flexible Solutions for More Buyers - No Minimum Credit Score Required

Call us... We are here for you!
Llámanos..
¡Estamos aquí para ti!



(813) 251-2700
326 S. Hyde Park Ave, Tampa, FL 33606
BaytoBayLending.com
info@BaytoBayLending.com
NMLS ID #4102

THE N2 COMPANY



THIS MAGAZINE IS
A FORCE
FOR GOOD

The N2 Company was named to *Inc.*'s Best in Business list for Social Good — the authoritative list of companies that make a meaningful impact beyond profit.

Here's the part we're most proud of: The magazine you're reading is part of that impact.

Read how THIS magazine is part of something bigger.



For coverage that's a slice above the rest.

Fidelity National Home Warranty helps homeowners protect their budgets by covering the repair or replacement of their home's major systems and appliances.

Let me take the calls. I'm here for you!



Tara Davis
813-904-0253
tara.davis@fnf.com

homewarranty.com
FIDELITY NATIONAL HOME WARRANTY

LISTINGS THAT STAND OUT. HOMES THAT SELL.

From stunning photography to immersive 3D tours, we help realtors showcase properties, attract buyers, and close faster.

- **Professional Photography**
Interior, exterior, twilight & virtual staging
- **Video Tours**
HD walkthroughs, vertical reels & listing videos
- **Aerial Services**
Drone photos & video that elevate every listing
- **3D Tours**
Matterport, Zillow tours & floor plans

AB3
Visuals



FREE FOR
YOUR BUYERS

FREE MOVE-IN CONCIERGE FOR YOUR BUYERS.

We set up their electric, water, internet, security & more — at no cost to you or your client.

Costs you nothing • Zero extra work • Happier clients



SCAN TO
GET STARTED

Takes 2 minutes.
utilityhelpers.com/easy

★★★★★ 4,000+ 5-STAR REVIEWS

813-291-3600 | utilityhelpers.com **WE MAKE MOVING EASIER.**

TRITON
INSURANCE GROUP

HURRICANE SEASON IS HERE.

ARE YOU PREPARED?

⚠️ **THE TIME IS NOW
TO REVIEW YOUR
INSURANCE.**

Don't wait until it's too late. Severe storms can strike fast and the damage can last a lifetime. We're here to help you protect what matters most.

**MORE OPTIONS.
MORE SAVINGS.**
Customized coverage.
Competitive rates.

**MORE OPTIONS.
MORE SAVINGS.**
Solutions for home,
business, auto & more.

**MORE OPTIONS.
MORE SAVINGS.**
Personalized service
you can count on.

MORE OPTIONS. MORE SAVINGS.

CALL US TODAY
813-948-5990

EMAIL US
T.Firlik@Tritonagency.com

VISIT US ONLINE
<https://triton-tampa.com>

LOCAL EXPERTS • PERSONAL SERVICE • STRONGER TOGETHER



MEMBER PALOOZA

at the Trop

THURS. NOV. 19 * 11 A.M. - 2 P.M.

TROPICANA FIELD



Stay Connected on Social Media

Like our *Tampa Bay Real Producers* Facebook Page. Follow us on Instagram.



Real tech for REALTORS®



★ FOR THOSE WHO SERVED. FOR THE REALTORS WHO SERVE THEM. ★



Your Veteran clients deserve a lender who understands their service—and the importance of getting them home.

SEAN ROWLEY

MORTGAGE BROKER | NMLS #2003532

RETIRED U.S. ARMY VETERAN
20+ YEARS OF DISTINGUISHED SERVICE

YOUR VA LENDING PARTNER
VA LOAN EXPERTISE • FAST PRE-APPROVALS • RESPONSIVE SERVICE



(503) 789-5811

tieronelender.com

Edge Home Finance Corporation NMLS #801464 | Licensed Mortgage Broker | FL, OR, WA, AZ, TX, TN, OH, MI, VA, GA, MO | Not affiliated with the VA or any government agency



Discover the convenience of having all your real estate tools working together under one seamless platform.

SentriLock brings lockbox access, mobile credentials and showing services together in one unified and trusted ecosystem – making agents' daily workflows easier while giving associations secure, scalable technology they can rely on.

With industry-leading security, real-time access control and mobile-first convenience, SentriLock helps protect agents, streamline workflows and support long-term innovation.



Scan to learn more



Visit us at: sentrilock.com





Flip the Script:

Gritty, Proven Ways Your Buyers Can Score You Listings

Stop waiting for sellers to raise their hand—start turning your buyers into a listing machine.

BY COACH WAYNE SALMANS | FORMER MEGA AGENT & FOUNDER OF HERO NATION COACHING

We’ve all heard it a thousand times:
“Get a listing, and the buyers will come.”

And yes—listings are leverage. Listings are visibility. Listings are king.

But what if I told you the buyers you’re already working with... are secretly the best listing generators you’ve got?

This idea flipped my brain years ago, and it’s never left me. My friend **Brian Inskip** was the first to say it out loud and build a system around it. Brian calls it “**My Buyer Listings**.” And it’s not just a tactic—it’s a *mindset shift*. He said:

“Most agents go halfway. They help buyers find homes, but they don’t make it public. They’re quiet about the work.”

Brian’s challenge? **Be loud about it.**

While other agents were quietly shepherding buyers from open house to open house, we were out loud about it.

We marketed our buyers publicly and creatively, and in return, we didn’t just find them homes—we uncovered *sellers*.

Here is your tactical playbook: **7 gritty, slightly fun, deeply effective ways to use your buyers to find your next listing.**

Let’s go.

1. Turn Buyer Searches into Social Posts

Forget boring market stats. Want engagement? Post like this:

“I have a buyer looking for a 3–4 bedroom home in downtown [City] or nearby neighborhoods. They love big backyards and updated kitchens. Budget up to \$700k. Flexible on move-in. Know a home that might be a match?”

You don’t name names. You don’t violate privacy. You just do the one thing every seller wants to see: **proof that you’re working hard** and that **you have real buyers ready to go**.

Result?

- Sellers DM you
- Buyers reach out because they see you hustling
- You build a rep as a connector—not just a closer

2. Send a “Buyers Looking For...” Email Once a Month
Subject line: *Buyers Looking for Homes Like Yours*

This belongs in your monthly rhythm. Highlight one or two buyer profiles and share exactly what they’re hunting for.

“Jake and Sarah are relocating from Denver. They’re looking for a 4-bedroom with a home office and a backyard big enough for two Labradors. \$500–\$600k. Would love to close before the holidays, but they’re flexible on timing.”

Give just enough detail to start the wheels turning.

CTA: *“Thinking about selling or know someone who is? Hit reply or text me. No pressure—just possibilities.”*

3. Knock Doors With a Promise
If a buyer loves a neighborhood, don’t just set them up on a search—get your shoes on and knock doors.

“Hi, I’m Wayne. I promised my buyers I’d personally knock on every door in this neighborhood to find them a home. They’re pre-approved, flexible on timing, and love this street. Do you know of anyone even *considering* a move?”

It’s bold. It’s real. And it flat-out works.

People **respect a promise**. And they love being part of a story—especially one where they get to help someone else.

4. Create a “Buyer Wanted” Flyer or Door Hanger
Use bold, clear language:

“I HAVE A BUYER FOR YOUR NEIGHBORHOOD”

Include:

- A brief story of your buyer
- Their wants and needs (with emotion)
- Your contact info

Deliver these by hand in a 2- to 3-block radius of where your buyer wants to live.

You’ll be surprised how often someone emails you a few days later with: *“We’ve been thinking about selling...”*

Bonus: You’ve now branded yourself as the **local matchmaker**.

5. Film a Weekly Buyer Matchmaker Reel
Every week, feature a different buyer in a short video (45 seconds or less):

“Hey [City], I’ve got a rockstar client moving back home to be closer to grandkids. She’s looking for a quiet 2-bedroom home near parks and trails. She’s ready to move quickly—if you or someone you know has been *thinking* about selling, I’d love to connect the dots!”

Add captions. Post to Reels, TikTok, Stories, YouTube Shorts.

Why it works: It builds omnipresence. It shows you’re active. And it sparks inbound conversations like wildfire.

6. Post in Local Facebook Groups with Purpose
Leverage local groups the right way. Once a week, post something like:

“I’m working with a family looking to move into [Neighborhood Name]. They need a fenced yard and a quiet street. We’ve seen everything on the MLS—just wondering if anyone here is thinking about selling? I’d love to chat.”

Real. Relational. Not spammy. These groups are full of low-key sellers waiting for a reason to take action.

7. Mail Handwritten Notes to Neighborhood Homeowners
Yes, *handwritten*.

Short and sweet:

“Hi,

Would you be interested in selling your home to a client of mine?

If so, give me a call on my cell at 469-500-3642.”

Simple. Direct. Powerful.

Most agents won’t do this. **You will.**

Final Thoughts from the Field

“If you’re not marketing your buyers, you’re leaving listings on the table.” — *Brian Inskip*



This approach is **part hustle, part heart**. It’s about bringing visibility to the work you’re already doing—and in doing so, activating a whole new layer of seller conversations.

So here’s your challenge:

This week, pick one of these tactics.

Put it in motion.

And watch what happens when you start treating your buyers like the listing magnets they are.

Let’s get gritty.

Let’s get loud.

Let’s go serve at a higher level.

Want more?

Head to www.TheHeroNation.com

At Hero Nation Coaching, we help people get where they want to go *faster and with fewer bruises*.

Ready to go deeper? Book a session:
www.HNStrategySession.com

About the Author
Wayne Salmans
World-Class Coach, Author, and Keynote Speaker
Founder, Hero Nation Coaching
Wayne has coached over 7,000 entrepreneurs, was honored as **30 Under 30** by Realtor Magazine, and is ranked among the top coaches in the world. He’s the coach leaders call when they’re done with one-size-fits-all advice—and ready to win their way.



A BOUTIQUE TITLE COMPANY BUILT AROUND *Relationships*

Services:

BOUTIQUE SERVICE
Personalized attention from contract to close.

CLEAR COMMUNICATION
Fast responses, proactive updates, always in the know.

MOBILE & FLEXIBLE CLOSINGS
On your schedule. Wherever business takes you.

FLORIDA EXPERTISE
Deep knowledge. Real solutions. Smooth closings.

RELATIONSHIPS FIRST
We value trust, loyalty, and lasting partnerships.



Lori LaCoppola
(813) 422-1328

(813) 544-8626 | WE'RE HERE TO ENSURE A SMOOTH AND **PROFESSIONAL PROCESS.**

TAMPA BAY AREA LICENSED INSPECTION EXPERTS



Zero Upfront Cost:
With our pay at close option which ensures you pay nothing upfront!

Our team of experienced inspectors are capable of home inspection, insurance reports, sewer scope, pool inspections and lots more.

We back everything up with a 180 day warranty.

813.785.4620
GetTheFactsHomeInspection.com



REPORTS WITHIN 24 HOURS | OFFICE HOURS 7 DAYS A WEEK | ONLINE ORDERING | AND SO MUCH MORE.



LIC#JB500703

*Personal Service.
Trusted Results.
Family Owned.*

**PROFESSIONAL
Pest Control
Services**

*Thoughtfully Green
Solution Options:*

- Termites
- WDO Reports & Treatments
- General Pest Control



813-526-2638
SafeLawnsAndHomes@Yahoo.com

ALREADY PRE-APPROVED?

GET A FREE COMPETING MORTGAGE ESTIMATE BEFORE YOU MAKE AN OFFER



LINCOLN LENDING GROUP
LINCOLNLENDINGGROUP.COM

- NO APPLICATION REQUIRED
- NO CREDIT CHECK REQUIRED
- NO COST
- FAST SIDE-BY-SIDE COMPARISON

If you already have a pre-approval, let us review it and provide a competing estimate. You may be able to get a lower rate, lower payment, or lower closing costs — with no obligation.

TEXT THE PRESIDENT DIRECTLY
Frank Coto
President, Lincoln Lending Group
813-765-1239

Text your current pre-approval or loan estimate for a free review.

LINCOLNLENDINGGROUP.COM Lincoln Lending Group NMLS #355238



**QUINTESSENTIAL
AGENT RECRUITING**

**THE RIGHT BROKERAGE
CHANGES EVERYTHING.**

Connecting Agents With Brokerages That Align With Their Goals and Vision.



Monica Smith | Founder

**WE FIND
THE RIGHT FIT
SO YOU CAN THRIVE.**

AT NO COST TO THE AGENT.

- Personalized guidance based on your goals and lifestyle.
- Provide valuable insight into Florida brokerages.
- Expert advocacy to negotiate the best opportunity for you.
- Support every step of the way before, during and after your move.

813-956-5621 Monicaqarllc@gmail.com
quintessentialagentrecruiting.com @quintessentialagentrecruiting

BETTER BROKERAGE. BETTER BUSINESS. BETTER YOU.



THE KEYS OPEN THE DOOR.
A Home Warranty Opens The Relationship.

Help protect your buyers from unexpected repair costs with an HWA Home Warranty—so they remember the peace of mind you provided long after move-in day.

- Major systems & appliances
- Flexible coverage options
- Added value for every transaction

Because great Realtors think beyond closing day.



Tammy Birchler Account Executive
407-341-8090
tbirchler@hwahomewarranty.com

ANYONE LOOKING FOR SOME EXTRA MONEY ON YOUR TEAM?



Account
Executives
Needed
— Apply
Today!

Do you have sales experience you'd like to utilize? We are looking to add new members to our team. Part-time, flexible hours. You can earn \$1,000—\$5,000/month for extra spending money. Perfect for anyone who loves connecting with various

industries in the Tampa Bay real estate community. Training is provided.

Please submit resume to don@tampabayrealproducers.com for consideration.



PEST CONTROL SERVICES

If you have a rodent or wildlife issue at home, or if you just need some reassurance, give us a call today to schedule a **100% free inspection!**

Our Services Include :

- ✓ Trapping
- ✓ Repellents/Deterrents
- ✓ Sanitation
- ✓ Home Exclusion
- ✓ And More!

CONTACT US! DALTONOHARA@THERODENTPROFESSIONALS.COM
[727-922-4637](tel:727-922-4637)

**600 CLEVELAND STREET SUITE 374
CLEARWATER, FL 33755**

The Rodent Pros Offer rodent trapping, rodent removal, rodent exclusion, rodent sanitation and rodent remediation services to all cities within a 50 miles radius of Tampa Florida.





TOTALITY PRODUCTIONS

REAL ESTATE MEDIA

WEBSITE: TOTALITYPRODUCTIONS.COM
EMAIL: INFO@TOTALITYPRODUCTIONS.COM



GILK DESIGN BUILD

TURN "I'M NOT SURE" INTO "LET'S MAKE AN OFFER."

Your buyers want vision. Your listings need momentum. Gilk helps you provide both, with expert insight on feasibility, cost, and design opportunities.

Contact us to book a free Design Insight Session or request a Budget Snapshot for your client.

[\(813\) 538-9806](tel:813-538-9806)
designsolutions@gilk.com
[#CGC1525373](https://www.instagram.com/cgc1525373)





RED DOOR TITLE

RED DOOR TITLE IS PROUD TO BE PART OF BRINGING YOUR CLIENTS home!

RedDoorTitleGroup.com



WHAT sets us apart?

- No Wire Fees
- Wire at Closing
- Covered Mobile Closer Fees
- Emergency Access on Nights and Weekends
- Attorney on Standby
- 1 on 1 Relationship with your Rep
- Geo-Targeting Tools
- Print Marketing Tools
- Palm Agent App & Listing 2 Leads

TAKE ADVANTAGE OF OUR free resources!

PalmAgent ONE

Our free marketing app will give you access to **branded net sheets**, RFI quotes, buyer estimates, TONS of calculators, & so much more!



KATELYN DAX
BUSINESS DEVELOPMENT

[813-420-5612](tel:813-420-5612)
katelyn@reddoortitlegroup.com
RedDoorTitleGroup.com

Protecting Florida’s Way of Life Requires Property Tax Relief

BY CHUCK BONFIGLIO
JR., 2026 PRESIDENT
FLORIDA REALTORS®



Florida’s success has always been rooted in one simple promise: If you work hard, you should have the opportunity to build a life here and own a home.

Today, that promise is increasingly at risk.

Since 2019, Florida’s property values have surged. According to Florida Department of Revenue data, the state’s total value of real property increased from approximately \$3.8 trillion in 2019 to more than \$6.5 trillion in 2025. That represents an increase of roughly 70%. In many communities, individual homeowners have seen values rise dramatically.

But our public services did not suddenly become twice as valuable simply because our homes did. Roads, fire protection, law enforcement, water systems and other essential services remain fundamentally the same services Floridians rely on every day. At the same time, higher property values can automatically generate substantially more tax revenue for local governments.

That is not a sustainable path to affordability.

If we allow property taxes to continue rising alongside property values without meaningful relief, we risk creating a Florida where homeownership is reserved for fewer and fewer people. Young families, retirees and working Floridians could find themselves priced out not only by the cost of buying a home, but by the ongoing cost of keeping it.

That is why Amendment 3 matters.

In simple terms, Amendment 3 would give homeowners with a qualifying homestead a much larger portion of their home’s assessed value that is exempt from certain property taxes. The exemption would increase from the current \$50,000 to \$150,000 in 2027 and \$250,000 in 2028, with the exemption then adjusted for inflation. It would also reduce the annual assessment cap on nonhome stead properties from 10% to 5%. The amendment requires approval from at least 60% of voters.

The need for an updated exemption is straightforward. Florida’s standard \$50,000 homestead exemption has been in place for many years, while the cost of homes and



virtually everything else has increased substantially. Florida homeowners should not be expected to rely on a tax benefit that has failed to keep pace with the value of the asset it was designed to protect.

Property tax relief does not mean we stop investing in our communities. It means we find a better balance, one that protects essential services while ensuring that Florida remains a place where people can afford to live, work and own a home.

As the Voice of Real Estate, Florida Realtors has a responsibility to advocate on behalf of homeowners while protecting the health of the real estate market.

Florida’s way of life is worth protecting. And sustainable homeownership must remain at the heart of that effort.





At Coastal Title Solutions, we do more than just process paperwork — we provide support, guidance, and peace of mind from contract to close. Whether you're a real estate agent, buyer, or seller, our dedicated team ensures a smooth, stress-free closing experience.

- Personalized Support & Clear Communication
- Fast, Reliable Title & Escrow Services
- Mobile Notary & Remote Closings Available
- Residential & Commercial Transactions

Contact Coastal Title Solutions today — your trusted partner in every transaction.

Jennifer McAlpine
Director of Business Development
Office # 954-519-2477
Cell # 831-760-9459
Jennifer@coastaltitlellc.com



We're here to answer your questions, solve problems quickly, and keep your deals on track. Close with confidence.



727-284-6784

COMPLETE HOME INSPECTIONS
LISTING & PRE INSPECTIONS
PRE- DRYWALL, NEW CONSTRUCTION
LIGHT COMMERCIAL, SEWER SCOPE, MOLD & WATER TESTING
LUXURY HOMES, DOCK & SEAWALL, POOL & SPA, HOME WARRANTY

WOMEN / VETERAN OWNED & OPERATED
HOMEINTEGRITYLLC@GMAIL.COM



**CAPTURE MOMENTS.
CREATE MEMORIES.**

Digital Assets For Luxury Agents
— Complete Photo & Video Coverage - Interior/Exterior Aerial —



ADD-ONS AVAILABLE:
AGENT SPOTLIGHT - TWILIGHT EXTERIOR - 4K VIDEO -
3D EXTERIOR MODEL - SOCIAL MEDIA CONTENT



ROB COX
813-842-4597
ROB@IMPRESSIVEPERSPECTIVE.COM

INSPECTIONS THAT WEATHER THE MARKET

**THOROUGH.
RELIABLE.
LOCAL.**
Partner with inspectors
who know Florida—
and know what to look for.



813.616.1399
Paramountinspectors.com
Info@paramountinspectors.com

UNINSURABLE HOMES stalling your real estate deals? HOME | AUTO | WATERCRAFT | UMBRELLA | BUSINESS



**OneGroup specializes in finding solutions
for hard-to-insure properties.**

- Active listening lets us identify unspoken needs and risks.
- Relationship driven, not price driven.
- Protection against damage/liability, personal loss.
- Peace of mind during unexpected events.

We're here for you! Call or stop in today!

www.OneGroupFL.com • 324 S. Hyde Park Ave. • Tampa, FL 33606



Jeremiah Flynn
Cell: 813-436-3996
JFlynn@OneGroup.com



Scan for
more information
and my contact
information.



W
WALDORF ASTORIA®
RESIDENCES • ST. PETERSBURG



A TIMELESS LEGACY ALONG THE BAY

Waldorf Astoria Residences St. Petersburg will introduce a new era of luxury to its bayfront locale. Rooted in the rich legacy of Waldorf Astoria Hotels & Resorts and inspired by the vibrant spirit of St. Petersburg, the extraordinary property will celebrate a blend of timeless elegance with the essence of Florida's iconic waterfront lifestyle.

2- & 3-Bedroom Luxury residences starting from \$2.9M

727 353 2291 • Waresidencesstpetersburg.com

SALES GALLERY
100 2nd Ave S, Suite 105N • St. Petersburg, FL 33701



WALDORF ASTORIA IS A REGISTERED TRADEMARK OF HILTON INTERNATIONAL HOLDING LLC, AN AFFILIATE OF HILTON WORLDWIDE HOLDINGS INC. ("HILTON"). THE RESIDENCES ARE NOT OWNED, DEVELOPED, OR SOLD BY HILTON AND HILTON DOES NOT MAKE ANY REPRESENTATIONS, WARRANTIES OR GUARANTEES WHATSOEVER WITH RESPECT TO THE RESIDENCES. THE DEVELOPER USES THE WALDORF ASTORIA BRAND NAME AND CERTAIN WALDORF ASTORIA TRADEMARKS (THE "TRADEMARKS") UNDER A LIMITED, NONEXCLUSIVE, NON-TRANSFERABLE LICENSE FROM HILTON. THE LICENSE MAY BE TERMINATED OR MAY EXPIRE WITHOUT RENEWAL, IN WHICH CASE THE RESIDENCES WILL NOT BE IDENTIFIED AS A WALDORF ASTORIA BRANDED PROJECT OR HAVE ANY RIGHTS TO USE THE TRADEMARKS.

ORAL REPRESENTATIONS CANNOT BE RELIED UPON AS CORRECTLY STATING REPRESENTATIONS OF THE SELLER. FOR CORRECT REPRESENTATIONS, MAKE REFERENCE TO THIS BROCHURE AND TO THE DOCUMENTS REQUIRED BY SECTION 718.503, FLORIDA STATUTES, TO BE FURNISHED BY A SELLER TO A BUYER OR LESSEE. NO FEDERAL OR STATE AGENCY HAS JUDGED THE MERITS OR VALUE, IF ANY, OF THIS PROPERTY. THIS IS NOT AN OFFER TO SELL OR SOLICITATION OF OFFERS TO BUY. THE CONDOMINIUM UNITS IN STATES WHERE SUCH OFFER OR SOLICITATION CANNOT BE MADE.

THESE DRAWINGS ARE CONCEPTUAL ONLY AND ARE FOR THE CONVENIENCE OF REFERENCE. THEY SHOULD NOT BE RELIED UPON AS REPRESENTATIONS, EXPRESS OR IMPLIED, OF THE FINAL DETAIL OF THE RESIDENCES. UNITS SHOWN ARE EXAMPLES OF UNIT TYPES AND MAY NOT DEPICT ACTUAL UNITS. ALL DEPICTIONS OF APPLIANCES, PLUMBING FIXTURES, EQUIPMENT, COUNTERS, SOFFITS, FLOOR COVERINGS AND OTHER MATTERS OF DETAIL ARE CONCEPTUAL ONLY AND ARE NOT NECESSARILY INCLUDED IN EACH UNIT. THE FURNISHINGS AND DECOR ILLUSTRATED OR DEPICTED ARE NOT INCLUDED WITH THE PURCHASE OF THE UNIT. CONSULT YOUR PURCHASE AGREEMENT AND ANY ADDENDA THERETO FOR THE ITEMS INCLUDED WITH THE UNIT. ACTUAL VIEWS MAY VARY AND CANNOT BE GUARANTEED. VIEWS SHOWN CANNOT BE RELIED UPON AS THE ACTUAL VIEW FROM ANY PARTICULAR UNIT WITHIN THE CONDOMINIUM. IMPROVEMENTS, LANDSCAPING AND AMENITIES DEPICTED MAY NOT EXIST. PRICES, PLANS, ARCHITECTURAL INTERPRETATIONS AND SPECIFICATIONS ARE SUBJECT TO CHANGE WITHOUT NOTICE. THE INFORMATION PRESENTED WITHIN THIS DOCUMENT IS CONCEPTUAL. THE IMAGES AND FEATURES CONTAINED HEREIN ARE NOT TO BE RELIED UPON OR USED AS A REFERENCE FOR SPECIFICATIONS. THE FOREGOING MATTERS ARE FURTHER ADDRESSED IN THE PURCHASE AGREEMENT AND ANY ADDENDA THERETO AND THE CONDOMINIUM DOCUMENTS.

 @sublime_staging



SUBLIME | STAGING

Sublimestaging.com
Call Or Text 813-546-2503
for a quick quote