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What Serious Agents Should Evaluate Before Saying Yes to a Title Opportunity

Not every title opportunity is built on the same foundation. Deep local roots, trusted leadership, real compliance, and operational depth matter more than most agents realize.

More agents are being approached with title-related opportunities, and many sound compelling at first glance. But for serious agents, the real question is not just what is being offered. It is what kind of company they are aligning their name with, and whether that relationship will strengthen their brand over time.

1. Built on Real Local Service

The strongest title opportunities are built on a real operating company with deep local roots and a proven service history, not just a structure designed to sell ownership.

2. Attorney Leadership That Is Truly Involved

There is a meaningful difference between access to legal support and a model built with true attorney-owner oversight, accountability, and day-to-day involvement.

3. A Structure Built for Long-Term Trust

Serious agents should care how a model was built, how carefully it was structured, and whether it was designed for long-term trust, compliance, and confidence rather than quick expansion.

4. A Closing Experience That Reflects Back on the Agent

A closing is not just a final event. It is a multi-week client experience that shapes how buyers and sellers remember the transaction and the agent behind it.

5. Growth That Protects Quality and Long-Term Value

Not every model grows the same way. The strongest ones are built to protect service, trust, and long-term value as they expand.

At Florida Property Title, we believe a title relationship should do more than get a file to closing. It should strengthen client confidence, enhance the agent's brand, and be built on trusted local leadership, compliance, and real operational depth.



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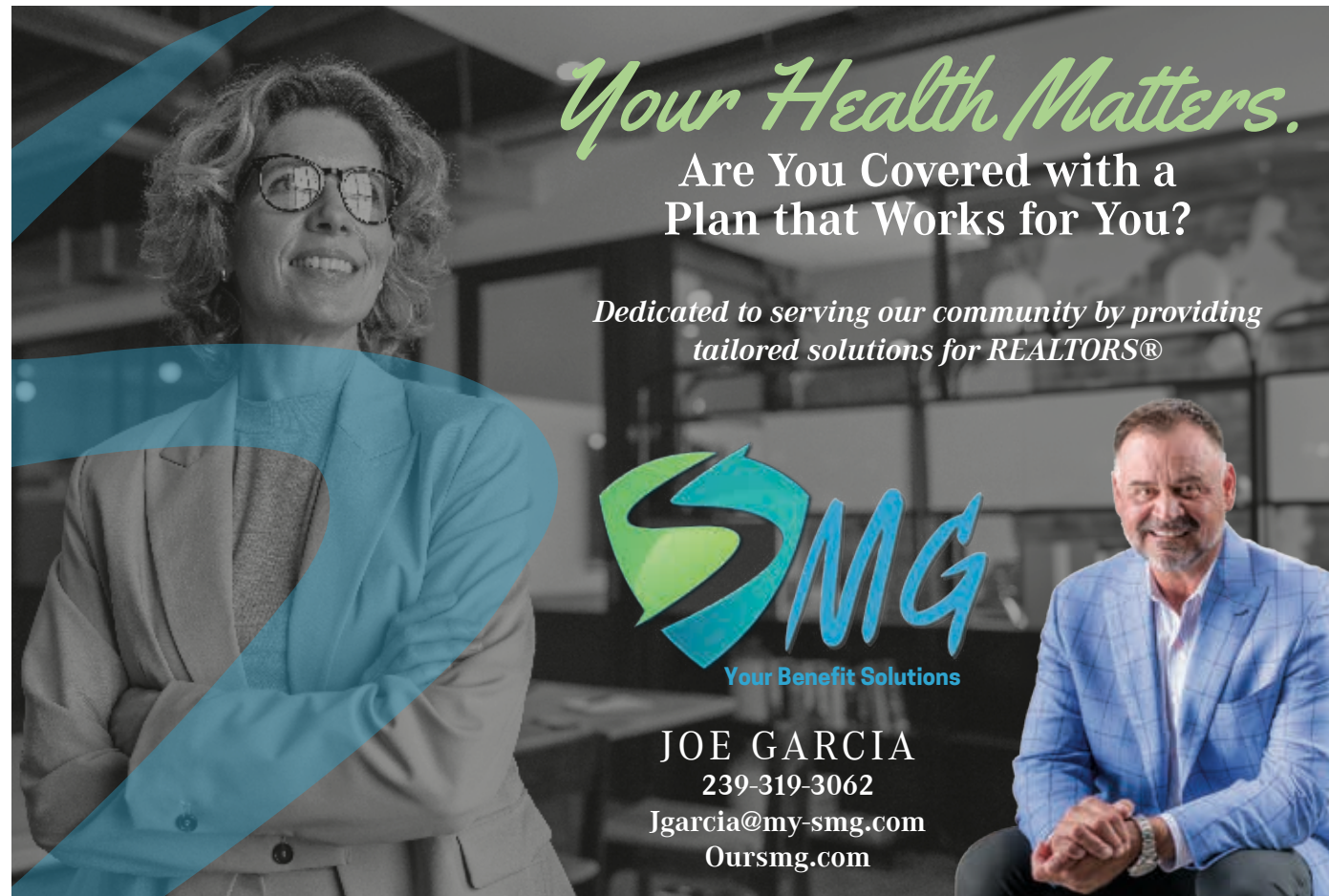
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Ellen Buchanan

Naples & Fort Myers
Real Producers,
Editor-in-Chief
(2020-2026)

Ellen Buchanan (December 4, 1961 – June 25, 2026) was a devoted mother, sister, magazine editor, and lifelong animal lover whose kindness and generosity touched everyone who knew her. A student of the University at Albany's paralegal program, she built a career in publishing, where she combined a sharp editorial eye with a genuine love of storytelling and helping others share theirs. Above all, Ellen cherished her family, always giving her time, encouragement, and unwavering support to those she loved. She is survived by her two children, her partner of many years, as well as her three siblings, mother, and many extended family members and friends who will miss her deeply. Ellen will be remembered not only for her professional contributions but for the compassion, warmth, and open heart she brought to every person and animal fortunate enough to cross her path.



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A COMMUNITY

Worth Celebrating

BY ANDREW
REGENHARD

Dear Fort Myers Real Producers,

As we head into the final stretch of the year, I've been reflecting on just how incredible this Real Producers community has been.

Throughout the year, our events have brought together members of our community, and every time, we're reminded of what makes this community so special. It is the conversations, connections, friendships, and opportunities that come from bringing the right people together.

To our Preferred Partners, thank you for continuing to invest in and support the Top Realtors in our community. Your partnership

makes these experiences possible and, more importantly, helps create a network where great professionals can connect, collaborate, and grow.

And to our agents, thank you for continuing to share your stories. Every feature, conversation, and introduction gives us another opportunity to highlight the people behind the business, the leaders, innovators, and professionals who are making an impact across Southwest Florida.

Now, we're getting closer to the night we've all been looking forward to: **the 3rd Annual Real Producers Awards Gala on Friday, November 13th.**

Our finalists have been selected, and it's time to celebrate them! Be sure to cast your vote and help us recognize the Realtors who have gone above and beyond this year.

We can't wait to see everyone dressed up, together in one room, celebrating an incredible year and the people who made it possible.

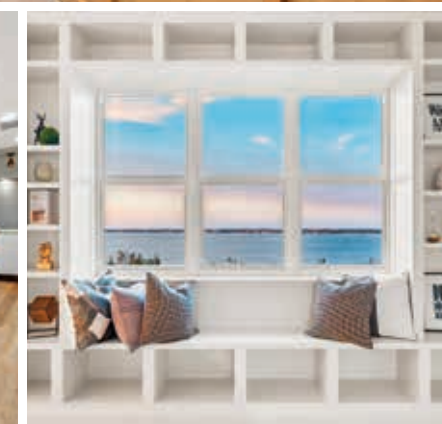
We'll see you at the Gala!

Very respectfully yours,

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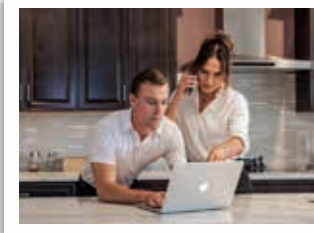
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2026 Legislative Wins Deliver for Florida Real Estate

The 2026 Florida Legislative Session brought several significant victories for REALTORS®, property owners, and communities across the state. Through continued advocacy by Florida Realtors®, lawmakers advanced measures addressing housing affordability, private property rights, consumer protections, storm resiliency, and water quality while stopping or improving proposals that could have created new challenges for real estate professionals and their customers.

For Southwest Florida, many of these victories have particular significance. From protecting the homes we live in to investing in the waterways that define our region, the decisions made in Tallahassee this year will have impacts well beyond the Capitol.

Protecting Florida’s Real Estate Profession

One of the most important victories of the 2026 session was something that did not happen.

For the second consecutive year, Florida Realtors successfully opposed legislation that would have eliminated the Florida Real Estate Commission and Florida Real Estate Appraisal Board. The proposal would also have replaced existing post-licensing and continuing education requirements with an annual email summarizing legislative change.

Maintaining Florida’s existing regulatory structure helps preserve professional standards, consumer protections, and the value associated with holding a Florida real estate license. It also protects Florida’s mutual recognition program, which helps eligible licensees more easily conduct business across participating states.

Strengthening Private Property Rights

Property owners also gained additional protection against individuals who fraudulently occupy rental properties.

House Bill 1293 strengthens Florida law by making it a felony to gain access to a rental property using forged documents or a false identity. The legislation also provides landlords with a more efficient process for removing individuals who obtained possession of a property through fraud.

The new law takes effect October 1, 2026, building upon previous legislative efforts to protect residential, commercial, and vacation rental property owners from fraudulent occupancy.

More Support for Florida Homebuyers

Housing affordability remained a major priority during the 2026 budget process.

The state’s Hometown Heroes Housing Program received an additional **\$50 million**. The program helps eligible working Floridians overcome one of the biggest barriers to homeownership by providing assistance with down payments and closing costs.

Lawmakers also allocated **\$236.5 million** to Florida’s state and local affordable housing programs. Of that funding, \$165.7 million is directed to the State Housing Initiatives Partnership, or SHIP, which supports programs including down payment and closing cost assistance. Another \$70.8 million is directed to the State Apartment Incentive Loan program to support affordable rental housing development.

In a market where affordability continues to influence the decisions of both buyers and sellers, these investments can help create additional pathways to housing for Florida residents.

Helping Floridians Protect Their Homes

Storm preparedness remains especially important in Southwest Florida, and the 2026 budget maintained significant funding for programs designed to make homes and condominiums more resilient.

Approximately **\$405 million in unused funding** from the previous budget was carried forward for the My Safe Florida Home and My Safe Florida Condominium programs. This includes approximately \$378 million for My Safe Florida Home and \$27 million for My Safe Florida Condominium.

These programs help eligible property owners strengthen their homes against storms through improvements such as wind mitigation upgrades, while potentially helping reduce insurance costs.

For a region that understands the effects of major hurricanes firsthand, investments in resilient housing can have a direct impact on homeowners, communities, and the long-term health of the real estate market.

Major Investment in Florida’s Waterways

Another major victory with significant implications for Southwest Florida was continued investment in water quality and environmental restoration.

The state budget provides more than **\$1.7 billion** across a variety of environmental initiatives, including \$665 million for Everglades restoration, \$396 million for targeted water quality improvements, \$64 million for beach renourishment, \$50 million for springs restoration, and \$23 million to combat harmful algal blooms.

Clean water is not simply an environmental issue in Southwest Florida. It is closely connected to tourism, quality of life, property values, and the long-term economic health of our coastal communities. Continued investment in water quality therefore represents an investment in the future of our region as a whole.

Reducing Risk for REALTORS®

Lawmakers also approved changes designed to help buyers better understand how property taxes could change following a real estate transaction.

Beginning February 1, 2027, public facing online property listing platforms and websites will be required to provide prospective purchasers with access to estimated property tax information. Importantly for real estate professionals, the legislation protects licensees and other information providers from liability for the accuracy of those estimates.

Florida Realtors also successfully worked with lawmakers to remove a proposed septic system disclosure from House Bill 1417. While intended to provide consumers with additional information, the original language was considered confusing and difficult to implement. Removing the provision allows stakeholders additional time to develop a disclosure process that provides meaningful information without unnecessarily increasing transaction complexity or litigation risk.

Advocacy in Action

The 2026 legislative session provides another reminder that advocacy is an important part of the REALTOR® organization’s work.

Many legislative victories are not immediately visible in a transaction. Sometimes success means securing millions of dollars for housing programs. Sometimes it means strengthening property rights or investing in water quality. Other times, success means preventing legislation that could create unnecessary burdens for REALTORS®, businesses, or property owners.

Together, the accomplishments of the 2026 session demonstrate the impact a unified REALTOR® voice can have in Tallahassee.

For REALTORS® in Southwest Florida, these issues are closely connected to the communities we serve every day. Protecting private property rights, expanding homeownership opportunities, strengthening Florida homes, and preserving the natural resources that make our region such a desirable place to live are not simply legislative priorities. They are investments in the future of Florida real estate.

Information for this article was sourced from the Florida Realtors® 2026 Legislative Final Report.



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RICH IN
WHAT
MATTERS

JENNIFER *Paulke*

BY JESS WELLAR
PHOTOS BY
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“I would tell my younger self to take the plunge into real estate much earlier,” Jennifer Paulke reflects. “I’ve never worked harder or experienced more stress than I do as a real estate agent, but it’s also by far the most satisfying.”

For Jennifer, the irony is that real estate was never a sudden career change or unexpected discovery. It was an idea she carried with her for more than two decades before finally deciding to trust herself enough to go for it. A dozen years later, the Fort Myers Realtor with CornerStone Coastal Properties has built a thriving business, closing just over \$15 million on 26 sales last year alone, fueled largely by repeat clients and referrals while remaining grounded in the values that drew her to the industry in the first place.

Taking The Chance

Originally from a small town in Michigan’s lower peninsula, Jennifer

earned both a business degree and a master’s degree in counseling from Cornerstone University before building a diverse professional background. Her resume includes temporary staffing, luxury property management, and nearly a decade in higher education administration at Central Michigan University and Florida Gulf Coast University after relocating to Florida in 2004.

Although real estate interested her as early as her twenties, Jennifer repeatedly found reasons to postpone it. First, she wasn’t sure she wanted to commit to the schedule required of a Realtor. Later, she met with a broker who painted an intimidating picture of startup costs, marketing expenses, and months without income. Each time, she convinced herself the timing wasn’t right.

“Eventually, in my 40’s, I decided it was now or never, and I was going to take a chance on myself,” Jennifer recounts. “I

wanted a career that better aligned with my personality and strengths. Although it was uncomfortable to leave the stability of my former job, I felt called to something more personally meaningful and dynamic.”

When she finally entered the business in 2014, much of it felt surprisingly natural. Years spent managing employees, resolving conflicts with confidence, and overseeing a luxury apartment community had quietly prepared her for the realities of being a Realtor.

“I had intuition and common sense as well as an understanding of the fundamentals,” she affirms. “There was still a lot to learn with the paperwork of course, but it just felt natural working with people.”

Jennifer also credits Brandy Huyskens, a licensed office manager she worked with at the end of her rookie year, with helping accelerate her learning curve.





“
I SPENT A LOT OF TIME IN
THE OFFICE LEARNING AS
MUCH AS I COULD.”

“I spent a lot of time in the office learning as much as I could,” Jennifer recalls of those early years. “Brandy was always extremely helpful and supportive.”

No Pressure

Over the years, Jennifer has built a reputation around something rather rare in any sales-driven profession: a complete lack of interest in pressuring people. She believes clients deserve information, guidance, and honest feedback instead of manipulation.

“I care deeply about doing the right thing and serving my clients well,” Jennifer emphasizes. “My top priority is ensuring my clients make decisions they are happy with.”

That ethos shapes every contract she handles. Rather than pushing clients toward decisions that benefit her, Jennifer sees herself as an advocate whose responsibility is helping people navigate one of life’s largest financial and emotional decisions with confidence.

“I want to be their informant and facilitator as well, empowering them to make wise decisions and achieve their real estate goals,” she elaborates.

Clients consistently respond to that non-pushy approach. Jennifer says professionalism and honesty are the qualities she hears about most often after a deal closes, and those relationships continue to fuel her business.

Roughly 75 percent of her business last year came from repeat clients and referrals, a reflection of trust earned over slick sales tactics.

Grounded Perspective

Like anyone who has spent decades navigating life and business, Jennifer has faced her share of obstacles. Some were relational, some financial, and some professional. What has remained constant throughout those seasons has been her devout faith and the perspective it provides.

“I overcame all those challenges by trusting God — not always for an easy resolution — but for strength to move forward and peace to know that better days were ahead,” Jennifer shares.

A grounded outlook continues to influence both her personal life and her business today. While real estate can be filled with drama, uncertainty, and emotions running high, Jennifer believes her faith allows her to stay focused on what truly matters rather than becoming consumed by things outside her control.

That perspective has also shaped how she defines success. Rather than chase bigger production numbers, Jennifer measures success differently: meeting financial responsibilities, serving clients well, maintaining balance, and living generously. Genuine connections, she points out, will always matter more than possessions.

“My purpose in life is relationships and having a positive influence on those around me,” she elaborates. “Those are the things that truly fuel and fulfill me.”

Beyond Blessed

On the homefront, Jennifer and her husband, Rick recently celebrated 16 years of marriage. Rick also holds a real estate license and occasionally helps when scheduling conflicts arise. Together they enjoy spending time with their two daughters’ families, who both live locally, their Golden Retriever, Tater, who is “a big, lovable baby” and one “very sassy” cat named Daisy.

Jennifer speaks fondly of the adventures she shares with Rick. Whether they are setting sail on a cruise, or escaping to Michigan during the summer, travel has become one of their favorite ways to recharge and spend quality time together. This year, they are particularly excited about an Alaska cruise with a group of friends, along with their annual trip back to her home state to reconnect with family and enjoy the shores of Lake Michigan.





Nothing compares to the simple pleasure of walking the beach in Michigan in search of unique stones. Jennifer laughs that she enjoys the thrill of the hunt almost as much as she enjoys helping clients find the right property. She also has a creative side, occasionally dabbling in craft projects that are more therapeutic than they are beautiful. She also enjoys finding local, off-the-beaten path restaurants, golfing, and cheering on her beloved (if not beleaguered) Detroit Tigers.

“We are also blessed with wonderful friends who are easygoing, laugh often, and are incredibly supportive,” Jennifer adds with a smile.

She and Rick are deeply involved at Crosspoint Christian Church in Cape Coral, where they serve on the Guest Services team and lead a Life Group. Additionally, Jennifer volunteers as a neighborhood block captain, helping welcome newcomers and ease their transition into the community.

Looking ahead, Jennifer remains refreshingly content with the life she has built. While she is open to growing her business and potentially adding a team member if the right person comes along, she has little interest in scaling simply for the sake of growth. Her priorities remain unchanged: serve clients exceptionally well, invest in relationships, live generously, and trust that the right opportunities will continue to present themselves.

“I am already blessed beyond measure,” Jennifer concludes. “I don’t know what the future holds, but I know who holds it. As much as I can plan how things should go, I can’t control most things, so I would much rather seek to honor God and let Him direct my path.”

“
I AM ALREADY
BLESSED BEYOND
MEASURE.”

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BY JESS WELLAR
PHOTOS BY LACASATOUR



**Integrity
Through
Service**

From left to right: Amber Wood, Lina Holloway, Tracy Henry, Kelly Craycraft, Cathy Mann-Seiple, Amanda Wilkins, Theresa Stramel

“I find it most fulfilling to help agents succeed,” Kelly Craycraft shares. “When I can be a trusted resource that makes their job easier and contributes to their business’s growth, it’s rewarding because we both succeed.”

Growing up in the family business has a way of shaping perspective. For Kelly, title insurance was a familiar part of the family conversation long before she officially joined the company nearly 25 years ago.

As the owner and president of LandSel Title, she continues building on the foundation her father established more than three decades ago while guiding a family-owned company that has earned a reputation for uncompromising integrity and exceptional service.

With offices in both Ohio and Southwest Florida, and a nationwide network of closing professionals, LandSel Title continues expanding its reach while maintaining the personal touch it has become known for.

A Solid Foundation
Founded in 1992 by Kelly’s father, Randall Craycraft, LandSel Title has always been rooted in family values. Those same values naturally influenced Kelly’s own path, even though she initially envisioned a different career.

After graduating from Louisiana State University with a bachelor’s degree and a minor in Business Administration while competing on a full tennis scholarship, Kelly began her professional career selling advertising. Eventually,

however, the opportunity to join her father in the business proved too meaningful to pass up.

Rather than stepping into a leadership role immediately, she learned every aspect of the industry from the ground up. Kelly answered phones, ordered payoffs, prepared closing documents, conducted closings, earned her title agent license, and eventually moved into sales and marketing, where she consistently became one of the company’s top producers while later leading multiple sales and operational teams.

“As a kid our family vacationed in the Southwest Florida area every year and eventually purchased property, which led to our footprint for LandSel growing in the local market,” Kelly explains.

That connection eventually became even stronger. In 2022, Kelly purchased LandSel Title from her father, continuing the family’s legacy while beginning a new chapter of her own. Today, the tradition carries into a third generation as her oldest son, Braden, recently joined the company’s sales team.

“It has been neat to see the family succession continue,” she adds with a smile.

More Than A Closing
Although LandSel Title has grown considerably over the past 34 years, Kelly believes the company’s greatest strength are the people behind those transactions. Across the organization’s 48 employees, everyone shares the same devotion to treating customers like family rather than files.



“Your transaction is more than paperwork to us, it's a milestone — and we treat it that way.”

“What stands out to me about LandSel Title is the emphasis on building trust through excellent service,” Kelly elaborates.

“Amanda Wilkins, our Florida operations manager, and Lina Holloway, our branch manager of our Fort Myers office along with every member of our team have the highest standards when it comes to customer service which shines through in every transaction,” she continues. “Our teams market knowledge and customer service skills always leave clients impressed and everyone walking away feeling special with their questions answered every time.”

Beyond accurate paperwork and timely closings, Kelly believes buying or selling real estate represents one of life's biggest milestones, and every client deserves to feel informed and cared for throughout the daunting endeavor.

“Our company really values clear communication, attention to detail, and treating every client with professionalism,” she emphasizes. “Your transaction is more than paperwork to us, it's a milestone — and we treat it that way. That's why we have a 4.9 Google Star rating.”

A True Business Partner
For Kelly, a successful closing is only part of the relationship. She wants Realtors to view LandSel Title as an extension of their own business and a proactive partner that helps solve problems to create a better experience for clients.

“When agents work with us, they can trust that we'll protect their transaction while providing exceptional service from contract to closing,” she affirms.

That partnership recently expanded even further with the launch of LandSel Growth Services, a personalized business development program designed specifically for real estate agents and lenders.

Rather than focusing solely on title work, the initiative provides strategic marketing support, relationship-building tools, and customized growth plans that help Realtors strengthen their businesses long after the closing is complete.

“This program is tailored specifically to individual agents,” Kelly offers. “I would encourage agents to contact me to set up a consultation to create a personalized growth plan.”



CONTACT US!

To learn more about LandSel Title, visit www.landsel.com, email kcraycraft@landsel.com, or call 614-226-6751. Kelly would be happy to connect you with the right team member to schedule an in-person visit.

Kelly also takes great pride in the company's involvement within the Southwest Florida real estate community. This September marks the fifth annual Inspired event, which recognizes the Top 100 Women Realtors in Southwest Florida through awards, education, and inspirational speakers.

Additionally, LandSel Title hosts a fun, annual client appreciation BBQ and DJ event each fall, giving team members, clients, and industry partners an opportunity to “let their hair down together” before the busy season gets underway.

The Next Generation

Away from the office, Kelly's greatest joy comes from spending time with the people she loves most. She and her fiancé, Jim, enjoy

traveling, staying active, and creating new memories with sons Braden and Colten, while cheering them on through life's newest adventures. A trip to the Bahamas is next on the family's calendar, but many of their favorite moments are the simple ones spent together over family dinners or at Colten's soccer matches.

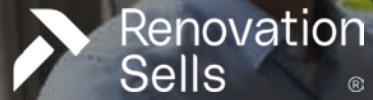
Their home is filled with plenty of energy thanks to Murphy, an Irish Doodle; Melbourne, an Australian Shepherd; and Piper, a Mini Hippo, three four-legged family members who, as Kelly says, bring just as much love as they do excitement.

As LandSel Title continues expanding its presence throughout Florida while growing market share through new programs and

experienced team members, Kelly remains excited about what's on the horizon. She believes the investments the company is making today will position both LandSel Title and its clients for long-term success as the market continues to rebound.

“Even with all the advances, I believe experienced professionals will remain essential because title work requires judgment, problem-solving, and building trust with clients and agents,” Kelly concludes. “Technology will enhance the customer experience, but it won't replace the value of knowledgeable people.”





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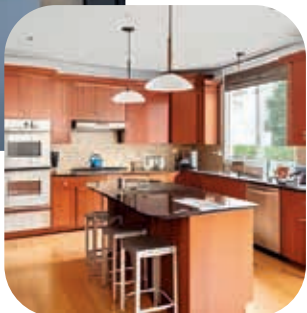
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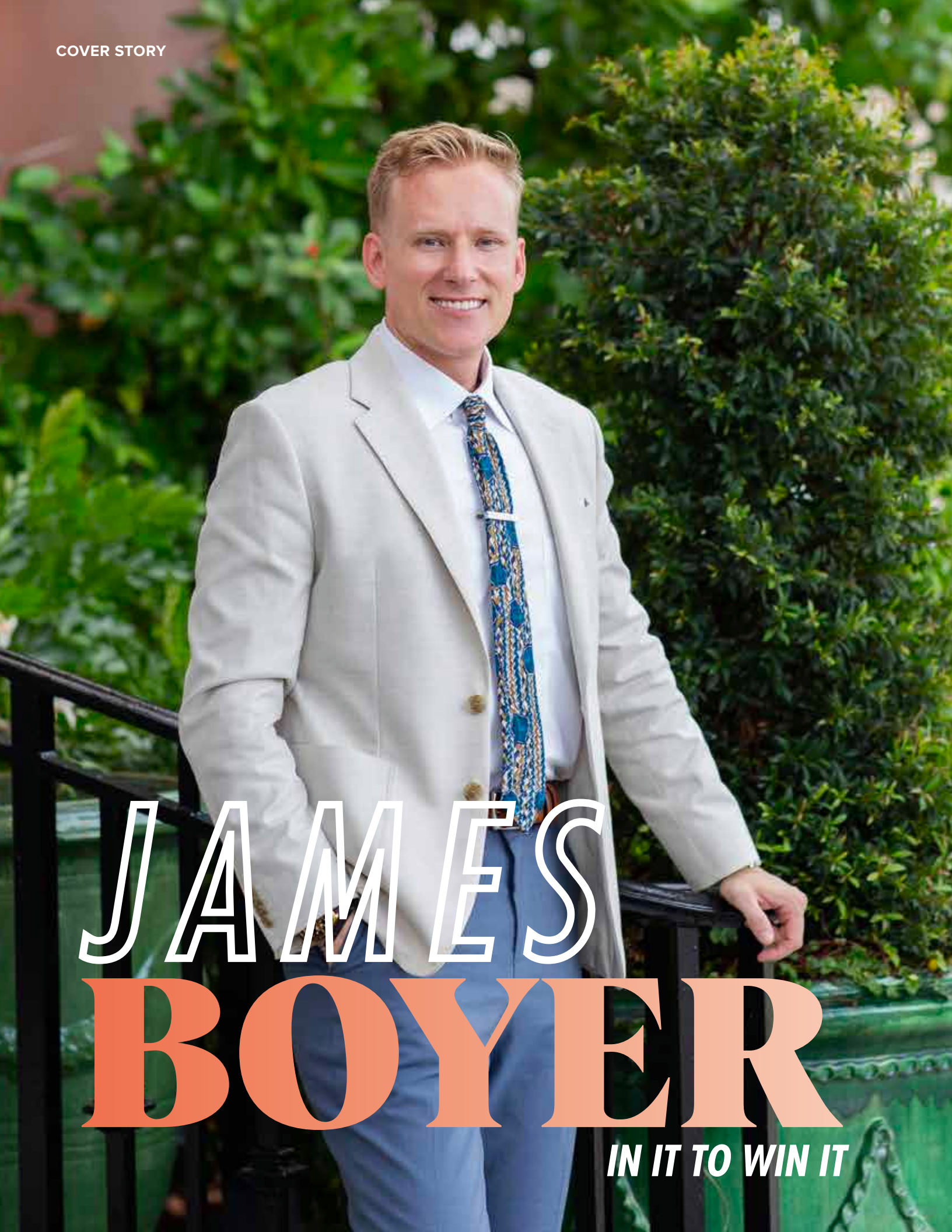


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JAMES BOYER

IN IT TO WIN IT



JAMES BOYER’S future in real estate seemed almost inevitable; long before he was closing millions in luxury sales on one of Naples’ top-producing teams, he was wholesaling his first property as a teenager and rolling up his sleeves.

“I’m not a second or third generational Realtor, I came from a small town outside Dayton, Ohio, shoveling manure on our family’s farm every day,” James recalls. “Nothing’s been handed to me and I’m fine with that because hard work builds character and something that will last.”

Six years after arriving in Southwest Florida with little more than a willingness to outwork everyone around him, Naples has become one of the market’s most respected Realtors, earning Century 21’s 30 Under 30 recognition in 2024 and ranking among SWFL’s Top 100 Realtors in 2025. He continues to grow his business year over year and is now a Member of the Founding Team of Naples Concierge Group | SERHANT. Naples.

Farm Kid to Florida
James grew up in rural Ohio, one of eight children in a farming family. His father taught history at the local high school while his mother dedicated herself to raising their brood. But everything changed when James’ father passed away in a farm accident. At just 13 years old, he suddenly found himself taking on greater

responsibility at home, a moment he still points to as one of the defining experiences of his life.

“What started then and continues to drive me today was seeing my mom and the people I love suffer and not have the things they needed,” James shares. “It continues to push me to build a life and a legacy that provides and takes care of the people I love.”

Real estate entered the picture not long afterward. At just 16, James connected his brother with a top-producing local agent through his church. When that introduction resulted in a sale, the agent handed James a referral check that changed his stance on college.

“That check was more money than I had ever seen in my life,” James grins. “Real estate had always intrigued me, but that moment sparked something new in me and shifted my mindset.”

After high school, James wholesaled properties in the Chicago area for several years, and spent time as a part-time banker with a National Bank. But by 2019, he was ready for a bigger opportunity as he watched countless cohorts get passed by for promotions while realizing he was getting paid the same amount at the bank as the worst employee. He had grown tired of the cold weather as well, and began researching various market opportunities in Texas, California, and Florida before deciding on SWFL during a visit to attend a church conference.



James sold nearly everything he owned, packed his car, and drove 17 hours south to Estero. Within weeks, he was pursuing his real estate license and preparing to start over in a completely unfamiliar market.

"I was 23 years old and knew I could go all in and fail and still pick myself up," he affirms. "So that's what I did."

What sparked all of this? A 30-second podcast clip of Gary Vee on the Joe Rogan podcast.

"Gary said, 'If you're in your 20s and you're not going 100% in on something, you're an idiot; you could completely fail and move back in with your parents or find a buddies couch to crash on to get back on your feet,'" James recalls.

Relationships That Last

Today, James is a key member of the Naples Concierge Group, SERHANT. Naples' Founding Team,

led by Matt and Megan Chionis, who are consistently ranked among the top percent of Naples agents each year.

According to the Chionis, "We are incredibly proud to be partnered with James. He represents the highest standard of service, integrity, and client advocacy, qualities that are at the core of our brand. His commitment to excellence, tireless work ethic, and genuine passion for helping people make him not only a tremendous asset to our team, but a trusted resource for his clients and community."

Despite the impressive numbers, James has built his business around something more meaningful: staying connected long after the closing.

"What sets me apart from other Realtors is my dedication to the client, not just during the transaction but beyond," James elaborates. "To this day, my very first client still gets birthday gifts, anniversary gifts, and Christmas cards."

“

**I FOLLOW UP WITH EVERYONE
AND ANYONE WHILE BEING
TRANSPARENT
ACROSS THE BOARD.”**

That long-term vision often means putting relationships ahead of commissions. James says he has advised clients more than once to walk away from properties when he believed the purchase was not in their best interest, even when it meant losing a deal.

His emphasis on communication has become another hallmark of his business. In an industry where many agents struggle with consistency, James views responsiveness as one of the simplest ways to stand out.

"I follow up with everyone and anyone while being transparent across the board," he offers. "Last year almost 30% of my business was from referrals and I know that is from simply following up."

That approach has earned him a reputation for professionalism even during difficult transactions, something clients frequently mention after getting their keys.

"In addition to my communication, clients appreciate my honesty and my professionalism," James affirms. "When real estate deals blow up, you can get cussed out very quickly by another agent; but having all three of those things in your corner helps."

Faith Over Fear

Ask James about the secret behind his success and he won't expound on his branding or lead generation. Instead, the conversation quickly turns to his faith. Over the past several years, his perspective has shifted dramatically and he now sees both his personal life and business through a different lens.

"There was a time when I relied on myself, but now I rely on God and it takes a lot of stress off my shoulders," he notes. "Now I give God all the glory."

Faith influences everything from how he structures his priorities to how he measures achievement.



“
**I STRONGLY BELIEVE BY BEING
A BLESSING TO THOSE AROUND
YOU, MYSELF AND MY BUSINESS
GETS BLESSED TENFOLD.”**

Sundays are reserved for church and family whenever possible, and he and his wife Camila regularly volunteer and donate to support children in need both locally and internationally. James has also volunteered his time speaking at local entrepreneurial events, sharing lessons learned through his life.

“First and foremost is my relationship with God, then family and work,” he adds. “So many times I pray for something and then my phone rings and it might not even make sense how a client found my listing, but I know it came from Above.”

Building The Legacy

At home, James and Camila recently celebrated their first wedding anniversary and are raising their four-year-old son Josue, whose love of Spider-Man and anything involving water keeps life entertaining. Their family also includes Dexter, a six-year-old German Shepherd, and Luna, an energetic Pomeranian pup.

“We love the sun and the beach,” James grins. “When many people complain about our hot summers, we soak it up!”

When he is not working, James enjoys pickleball, cars, and spending time with Camila’s large Bolivian family, whose gatherings regularly turn into all-day celebrations filled with food, laughter, and plenty of barbecue leftovers.

Looking ahead, James is certainly not afraid to swing for the fence. He hopes to become the number one agent in Florida while beginning the process of building his own team next year.

“I’ll be looking for buyer’s agents since the majority of what I do now is the listing side,” he points out, “and with the marketing exposure from my social media, I get a bunch of buyers that reach out wanting to look at property.”

He and Camila also hope to purchase some land, build a family compound with a guest house, add rental properties to their portfolio, and continue growing their family.

“I strongly believe by being a blessing to those around you, myself and my business gets blessed tenfold,” James concludes. “What I have built here has taken an incredible amount of risk, long hours, sweat and tears to get where I’m at, and I’m nowhere close to being finished.”

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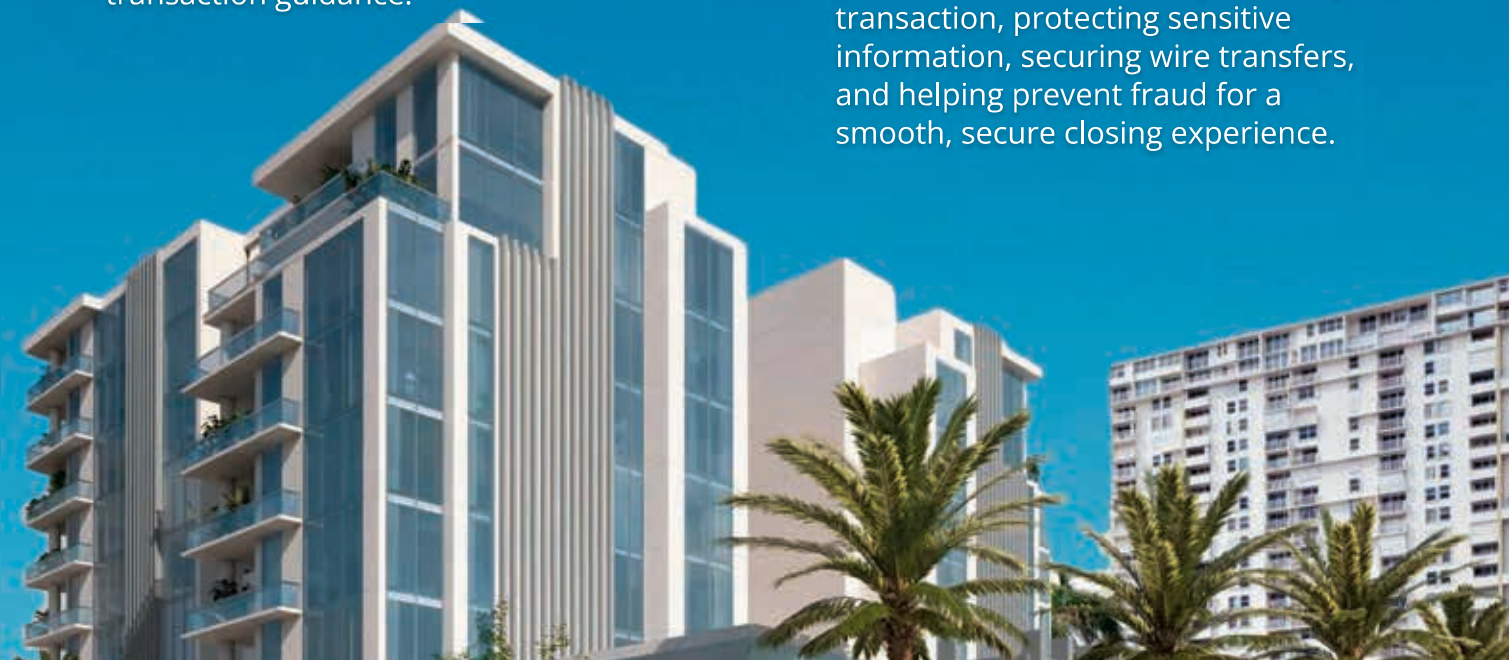
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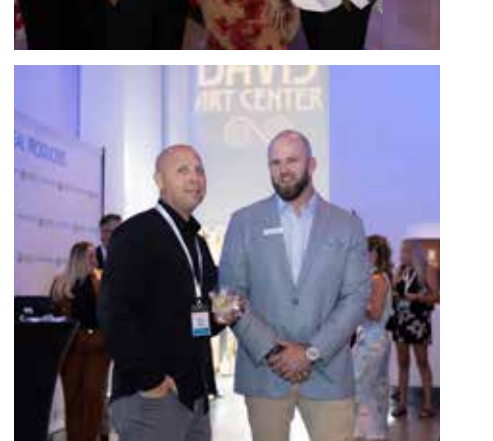
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