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**Angela "Angie"
Guillette**

PROFILES



Featured Agent
Tania Agathos



Preferred Partner
Tom LoBue and Valerie Downing
First Source Title

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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.

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2. Attorney Leadership That Is Truly Involved

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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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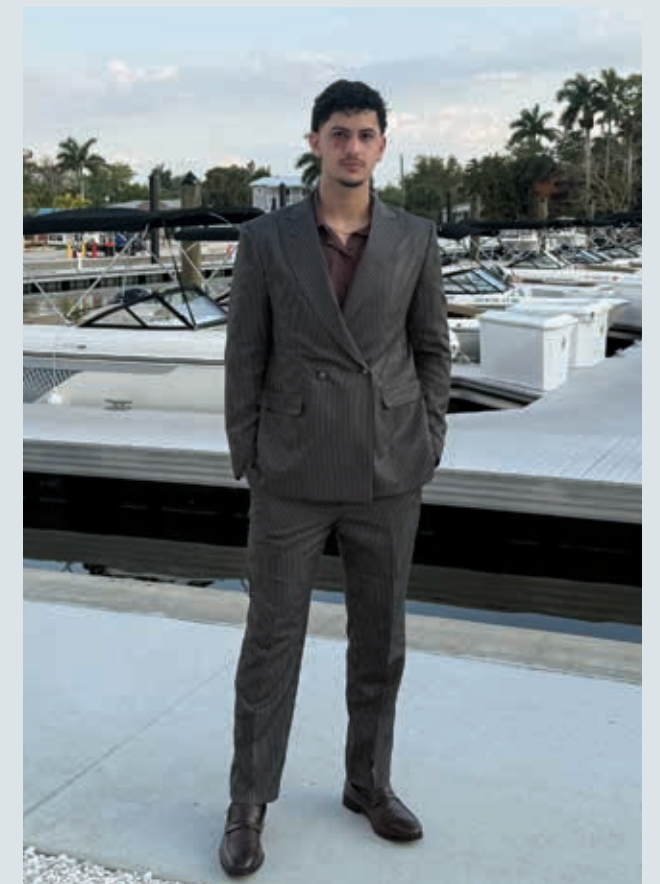
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Publisher's Note



Dear Fort Myers Real Producers,

I can't believe August is already behind us! Thank you to everyone who joined us on August 13 at Gulfshore Playhouse in Naples and on August 27 at the Sidney & Berne Davis Art Center in Fort Myers. Whether you're a Realtor, one of our valued preferred partners, or an event sponsor, your support and participation made both evenings a success.

One of my favorite parts of every *Real Producers* event isn't what's on the agenda, it's watching conversations unfold. Seeing familiar faces reconnect, new relationships begin, and people genuinely celebrate one another's success is a reminder that this community is built on far more than transactions. It's built on people.

Now we're looking ahead to the biggest night of the year: our **3rd Annual Real Producers Awards Gala on November 13th**.

This is our opportunity to recognize the best of the best who continue to make

a positive impact across Southwest Florida. If someone comes to mind, I encourage you to nominate them. Nominations are on going, and if you'd like more information about the nomination process or the gala, email swfl@n2co.com.

I look forward to celebrating with all of you in November!

Very respectfully yours,



Andrew Regenhard
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REALTOR® SAFETY MONTH:

Awareness That Lasts All Year

Every September, the real estate industry recognizes REALTOR® Safety Month, a time dedicated to raising awareness of the risks real estate professionals may encounter and encouraging safer practices throughout the industry.

The observance began in 2003, when the National Association of REALTORS® designated September as REALTOR® Safety Month as part of its broader REALTOR® Safety Program. The program was created to help real estate professionals better understand the unique risks associated with their work and provide them with the knowledge, preparation, and resources needed to avoid potentially dangerous situations.

Real estate professionals regularly meet unfamiliar people, visit vacant properties, work alone, and share information about their locations and schedules. While these activities are a normal part of the profession, they can also create situations that require increased awareness and preparation. REALTOR® Safety Month serves as an important reminder that personal safety should never be overlooked in the pursuit of a transaction.

Tragic incidents involving real estate professionals have strengthened the industry's commitment to safety over the years. The 2014 kidnapping and murder of Arkansas REALTOR® Beverly Carter brought national attention

to the dangers agents can face while working alone. Her story continues to inspire education, advocacy, and meaningful conversations about creating a stronger culture of safety within the profession.

Simple precautions can make a meaningful difference. Real estate professionals are encouraged to meet new clients in the office or another public place before a showing, verify client information, share appointment details with a colleague or family member, and remain aware of their surroundings. Agents should also keep their phones

charged, avoid entering unfamiliar spaces ahead of clients, and trust their instincts when something does not feel right.

Although September provides an opportunity to renew the conversation, safety should remain a priority throughout the entire year. By making preparation and awareness part of everyday business practices, REALTORS® can better protect themselves, their colleagues, and their clients.



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Coming Soon is Coming Soon!

FGCMLS members have been asking for a Coming Soon listing status, and we have heard you.

FGCMLS is working with our MLS technology provider, Cotality, to introduce a dedicated Coming Soon status for our members. This will be a new listing status with its own rules and requirements, designed to give sellers and their agents more flexibility as they prepare a property to enter the active market.

The new status may provide agents with an additional option during the time between securing a listing and making the property fully available. It could allow time for photography,

staging, repairs, marketing preparation, and other steps needed before a property is ready to be fully active.

We understand that members are eager for more information. As soon as the development timeline and final policies are available, FGCMLS will provide clear guidance on how the status will operate, when it may be used, and what members will need to know before entering a Coming Soon listing.

Thank you to everyone who has called, emailed, and shared feedback with our team. We have been working with and collecting input from our broker members as well to ensure we provide a flexible option that better serves the real-world needs of our members. We value your input as we continue to improve the MLS and the services available to our subscribers.

Keep an eye on future FGCMLS communications for updates.



REALTOR® SAFETY MONTH



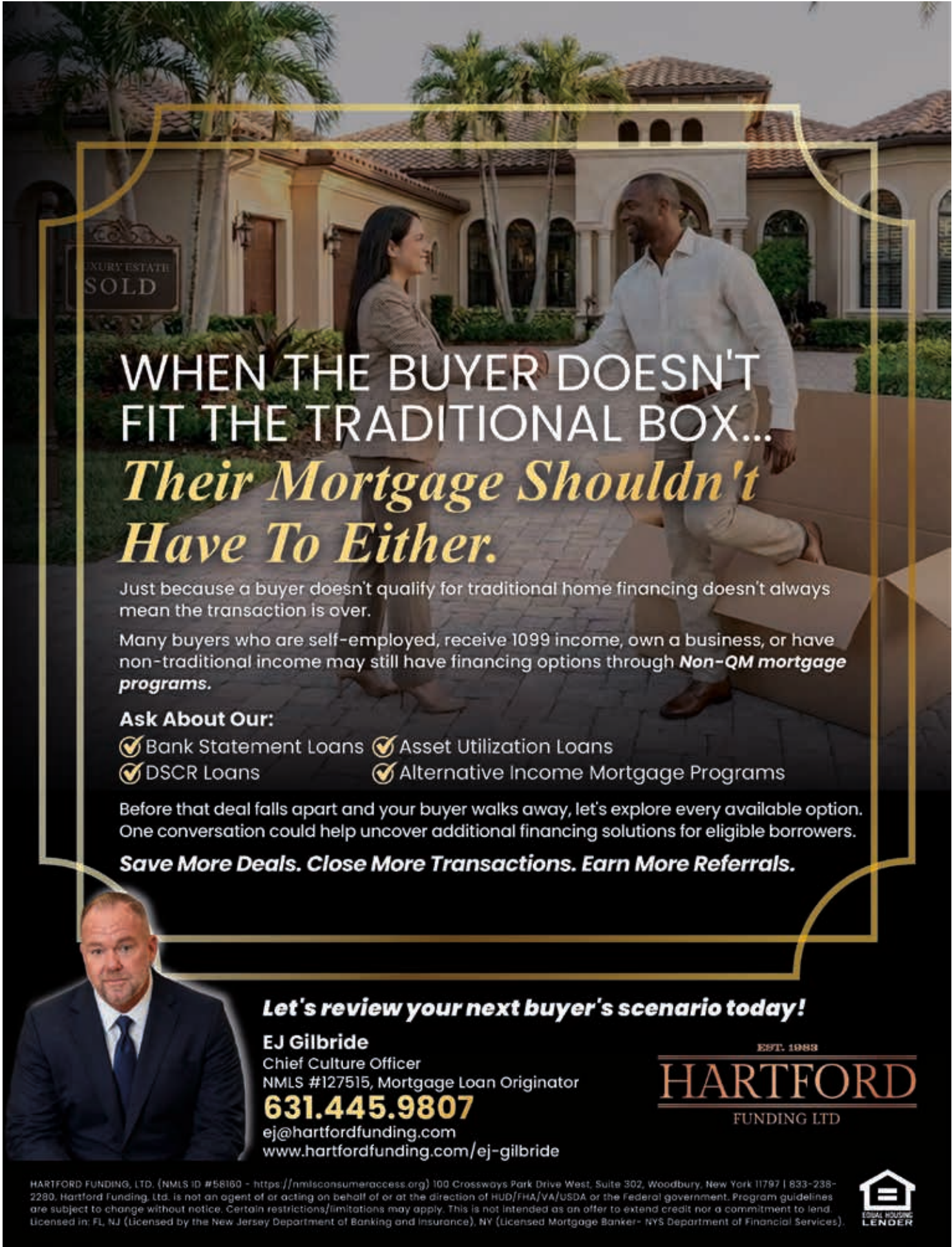
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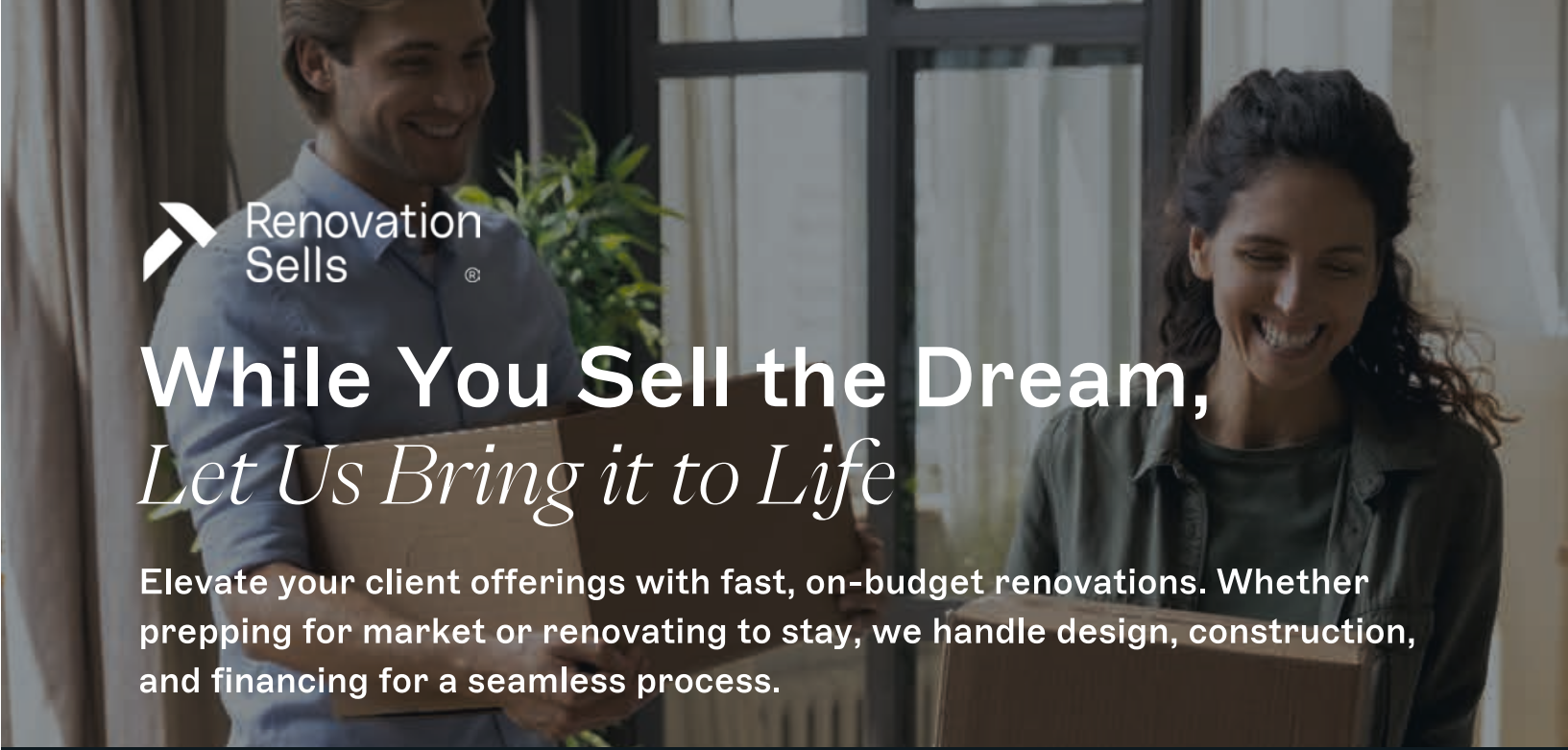
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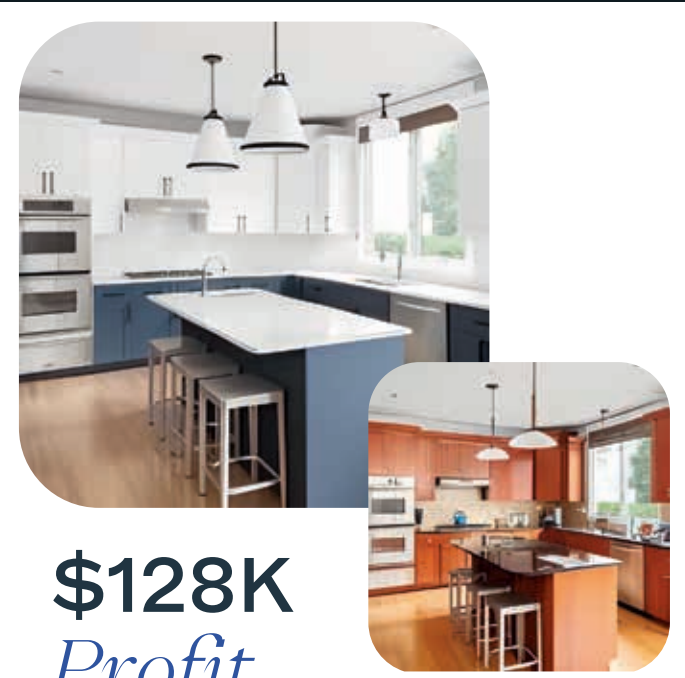
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BY JESS WELLAR
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Tania AGATHOS, PA *Making Moves*

Some people stumble into real estate, but for Tania Agathos, real estate seemed to follow her wherever she went. Long before she earned her license, the Fort Myers broker associate was buying investment properties, studying market trends, discussing mortgages with anyone who would listen, and building businesses of her own.

A decade into her real estate career, that lifelong fascination has evolved into nearly \$11.5 million in annual sales last year with John R Wood Christie's International Real Estate, multiple industry awards, a published book with another dropping any day, and a growing reputation as one of Southwest Florida's most trusted voices in the business.

An Inevitable Decision

Originally from Stamford, Connecticut, Tania lived in Portland, Oregon, and Hawaii among other pitstops before making Fort Myers home in 2002. Along the way, she built an impressively diverse professional background that included hospitality, software testing, business leadership, and more than three decades as a licensed cosmetologist. She even owned her own full-service salon in Connecticut called Tania's Salon, A Touch of Class.

The seeds of becoming a Realtor, however, were planted much earlier.

"I purchased my first property at 18," Tania recalls. "My love for real estate and cosmetology were about the same. I had to choose, so I went to school for cosmetology and bought a condo soon after."

That first investment proved transformative. After living in the condo, renting it out, and eventually selling it for a profit, Tania used the proceeds to help launch her salon business. Even while building other careers, she never stopped investing in real estate or thinking about it as a future possibility.

"Real estate was inevitable," she chuckles. "I had always been involved in some way with real estate through my own small investments."

After relocating to Florida in the aftermath of 9/11, Tania continued building her life while staying connected to real estate through personal investments and eventually met her husband Brent, a successful local contractor — and every conversation seemed to revolve around real estate. By 2016, she finally decided it was time to turn a lifelong interest into a profession.

While working banquet shifts at the local Hyatt to fund marketing expenses and support herself while building a clientele, Tania simultaneously devoted afternoons and evenings to building her real estate career from scratch.

"I don't know how to do anything halfway," Tania explains. "This schedule allowed me to work and support myself and support my clients needs while getting up at 4 a.m. to go to work."

Although she says real estate felt natural from the beginning, thanks to her experience helping people and investing in property, she readily admits it was not all smooth sailing.

"Real estate was the most challenging business I've ever undertaken, and I did it without the benefit of a team," she says. "That's why I often encourage new agents to seek mentorship early in their careers. Looking back, it's an opportunity I wish I had."

Facts Over Feelings

Today, Tania operates as a solo agent supported by two transaction coordinators and a part-time marketer. Her business is fueled overwhelmingly by repeat clients and referrals, with approximately 95 percent of her transactions coming from past clients who are now friends.





That level of loyalty stems largely from a straightforward approach that clients have come to trust and appreciate.

“I believe people appreciate honesty,” Tania states. “I focus on facts, market realities, and clear communication rather than pressure or hype. My goal is to give clients the information they need to make the best decision for their situation.”

Whether discussing pricing, negotiations, or market conditions, Tania believes honesty creates better outcomes than telling clients what they hope to hear even if it means not winning the position. Removing emotion from the process often helps people make clearer decisions while reducing unnecessary stress.

Another game changer has been her monthly interactive digital magazine, *Are You Ready To Make Your Move*, a flipbook that reaches approximately 15,000 people with market statistics, educational content, and local real estate insights. Meanwhile, her growing social media presence continues attracting new audiences, particularly on YouTube, where she has rapidly expanded her following in recent months.

This year, Tania added “published author” to her list of accomplishments with the release of *Ready To Sell? Read This*. The book provides homeowners with a practical, strategic approach to preparing their property for sale and introduces readers to her Price, Polish, Position methodology. Its positive reception throughout Southwest Florida has further reinforced her reputation as a trusted real estate advisor and educator.



“
I focus on facts,
market realities, and
clear communication
rather than pressure
or hype.”



“

All of the hard work is coming to fruition, and I'm proud of what has been built.”

A second book aimed to assist buyers is scheduled for release this month, further reinforcing her commitment to education and consumer advocacy.

Combined with her responsiveness, professionalism, and the ability to lean in when obstacles arise, all of those traits have helped her earn TOP 1.5% of Real Estate Professionals in the *United States* - Ranked Among Real Trends 2026, as well as three Inspired Awards recognized as one of the top 200 women in real estate serving Lee County.

The Good Life

For Tania, stepping away from real estate doesn't necessarily mean escaping it. Between her career and her husband's successful construction company, conversations about properties, development, and the Southwest Florida market have a way of surfacing at almost every family gathering — which is absolutely fine with Tania.

Together for 11 years, she shares a close-knit life with Brent, his five children, six grandchildren and treasured time with her mother, Roseanne, and her Aunt Diane.

In her off hours, Tania prefers spending time outdoors. Whether it is walking the beach, watching a sunset, golfing, exploring local parks, traveling, or simply enjoying time with friends and family, Tania believes many of life's greatest rewards are free.

Giving back also remains top of mind. Over the years, Tania has supported causes related to MS, AIDS, heart disease, disaster relief, food assistance, and local community outreach. Following Hurricane Ian, she organized a clothing and diaper drive for families who had lost everything. She and Brent are also active members of Church of The Resurrection of Our Lady.

Looking ahead, Tania sees no reason to slow down. Professionally, she plans to continue growing her educational platforms, expanding her social media presence, and serving Southwest Florida through the referral-based business she has spent years cultivating. Personally, she remains focused on the things that have always mattered most: family, health, growth, and plenty of gratitude.

“All of the hard work is coming to fruition, and I'm proud of what has been built,” Tania says. “More importantly, I'm grateful to the clients, colleagues, friends, and family who have been part of the journey, especially my husband, Brent, whose encouragement and support have been instrumental every step of the way.”

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THOMAS “TOM” LOBUE & VALERIE DOWNING with First Source Title



BY JESS
WELLAR
PHOTOS BY
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At First Source Title | Florida, Tom LoBue and Valerie Downing bring two very different backgrounds to the same goal: delivering an exceptional closing experience for every client they serve. From their office on 8th Avenue in South Naples, the team operates with a boutique feel, backed by the strength of a national network that continues to expand across the country.

As part of the Town Family of Companies, which now spans 17 states, First Source Title offers both residential and commercial title insurance and settlement services while maintaining a local, relationship-driven approach that has quickly earned them a five-star reputation among Realtors.

Arriving To The Same Table

Originally raised in New York City, Tom started his career 30 years ago as a U.S. Navy JAG attorney in Seattle, working mostly criminal cases. After his Navy stint ended five years later, he returned home and transitioned into private practice in Manhattan, where he handled civil cases for corporations. Over time, however, Tom began to grow restless with the work while keeping his eyes open.

“I always had an affinity for real estate and I saw a tremendous opportunity just across the river in Hoboken, New Jersey,” Tom recalls. “It was only a mile and a half away with a million-dollar view and I thought to myself, ‘this is going to pop!’”

That instinct led him to quit the law firm after convincing his wife to move from Manhattan to Hoboken, where he opened Able Title Agency in 2006. It was a gutsy move that raised many eyebrows from his law partners, but the business quickly gained traction and set the stage for what would eventually become part of the Town Title Family of Companies.

Valerie’s own journey into the industry began in West Virginia. She left home for law school and then relocated to Southwest Florida in 2000, where she was introduced to title work in 2003.

“Real estate was never on my radar until I started working with a great real estate attorney in Lee County, and my passion quickly grew from there,” Valerie remembers. “I worked with my husband’s real estate brokerage as in-house counsel overseeing contract drafts, negotiations, and closings for agents on a daily basis. We had a diverse client base which included builders, investors, and business owners, which led to a deeper understanding and appreciation for everything real estate.”

“I literally could not learn enough and became obsessed with the field,” she continues. “Every piece of real estate is unique and no two closings are ever the same; and I would say the same about our customers. Appreciating that about our customers is why I think we stand out from the crowd. We not only take the time to understand the important details of

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each transaction, but also the important details and concerns unique to each of our customers.”

With over two decades of experience, Valerie now plays a key role in ensuring transactions stay organized, efficient, and on track from contract to close.

Service That Actually Delivers

At the core of First Source Title’s growth is a shared commitment to service that goes beyond the basics. For Tom and Valerie, that means consistently finding ways to assist and grow the agents and partners who trust them with their business.

“Our commitment to excellent service remains the foremost driving factor of our business,” Tom affirms.

That support shows up in tangible ways, from sponsoring open houses and marketing efforts to offering ongoing learning sessions designed to keep agents informed and confident in their transactions. First Source Title also stays engaged through industry platforms, including sponsoring a new podcast hosted by Lauren Maxwell, giving them another avenue to connect with the local real estate community.

Valerie sees that same commitment reflected in the company’s broader reach and ability to serve clients beyond the local market.

“Our roots are in many different areas of the country and our connections are incredible,” she emphasizes. “We’re able to help our Realtor partners with their listings in other states; and frankly, I don’t know of another local, boutique title agency that has those same capabilities and delivers.”

In addition to white-glove service, First Source Title is passionate about supporting Veterans and first responders. The company proudly offers discounts on settlement service fees as a way to recognize the tremendous sacrifices those individuals and their families make to serve our country and the local community.

Trusted Title Partner

For top-producing Realtors, having the right title partner is essential for protecting the client experience. Both Tom and Valerie understand that reality and have built their roles around being a steady, solutions-oriented presence throughout the process.

“Real estate closings can often be stressful for the parties involved as well as the Realtors and mortgage brokers,” Tom points out. “We strive to make the experience as smooth as possible.”



“OUR ROOTS ARE IN MANY DIFFERENT AREAS OF THE COUNTRY AND OUR CONNECTIONS ARE INCREDIBLE.”

That approach starts with communication and carries through every stage of the transaction. From managing details behind the scenes to keeping all parties informed, the goal is to remove friction so agents can stay focused on their clients.

Valerie brings that same mindset to her role as a title processor, where problem-solving is part of the daily routine.

“I absolutely love being part of the solution,” she smiles. “I enjoy being a resource for people, providing knowledge while helping put clients at ease.”

On The Horizon

Outside of their title work, both Tom and Valerie stay rooted in family and activities that keep them energized. Tom has two grown children, a son and

daughter, and enjoys annual ski trips with them, along with regular workouts, three-mile runs, and competitive men’s rugby.

He plays with the Marine Corp Old Breed Rugby Club, training for several tournaments each year. The organization was founded 25 years ago by his law school friend and Purple-Heart decorated veteran Jeff Nagel as a 501(c)(3) with the purpose of assisting families of Veterans killed in action during the Global War on Terror. Over the years, the organization has raised millions of dollars and assisted hundreds of Gold Star families.

Valerie, proud mother of two daughters, also stays active beyond the office. Before stepping back into title work, she owned three local F45 franchises for eight years, the first official one in the state, and continues to work out while encouraging others on their fitness journeys. She also has her pilot’s license, loves to fly when time allows, and volunteers around town for causes close to her heart, including through her church, First Baptist of Naples.

Looking ahead, as the local market continues to shift, both colleagues bring a steady perspective shaped by

years of experience navigating changing conditions. With steady growth on the horizon, Tom and Vaerie remain focused on what has always worked: showing up, delivering, and building lasting relationships while preparing for what’s ahead.

“The real estate market always has its ups and downs through various economic cycles,” Tom notes. “By providing excellent service and supporting our Realtor partners, we aim to help them manage the booms and the busts with an even-keeled temperament. You can’t get too excited for the highs and too down on the lows.”

“And like anything else, when you see pent up demand for a period of time — as we have for the last several years — the dam is going to burst eventually,” he concludes. “That’s what we’re waiting for as we anticipate interest rates heading downward. We’re prepared for and expecting it.”



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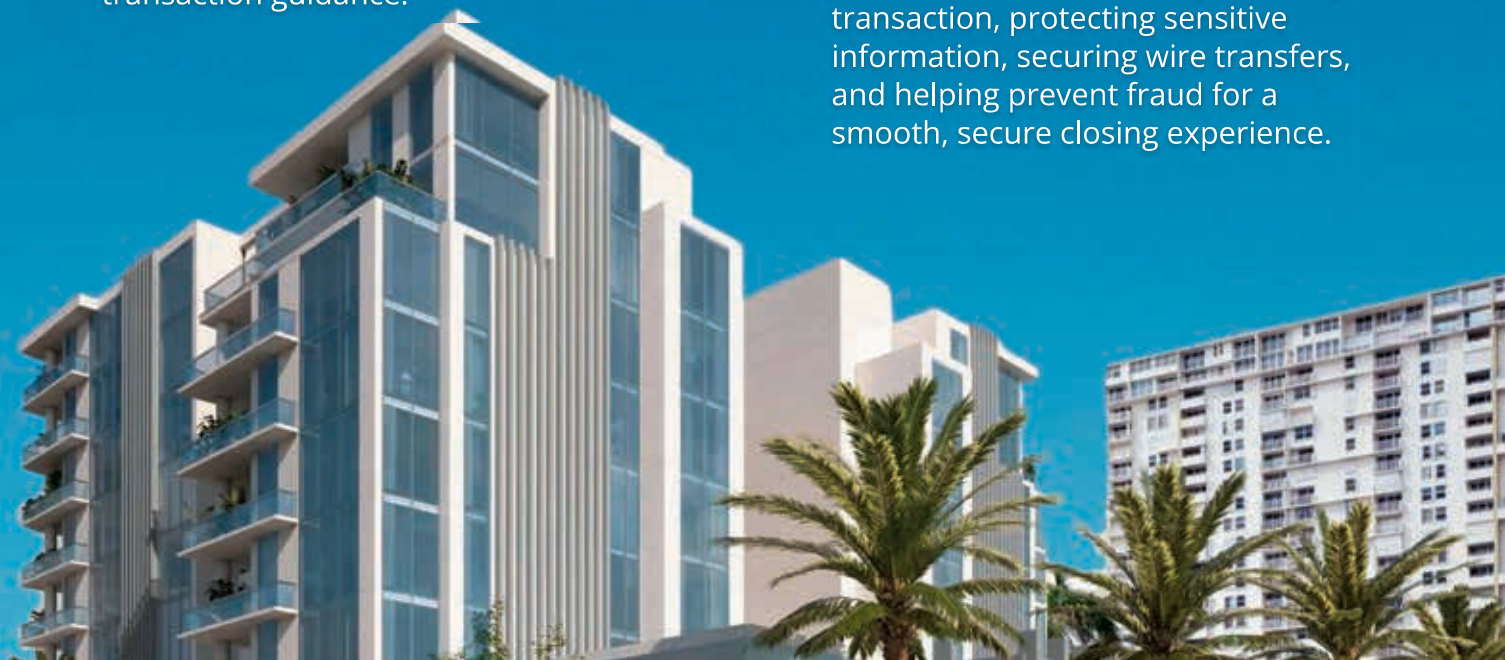
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Angela “Angie” Guillette

“Our business has always been about more than real estate,” Angie Guillette asserts. “Real estate is the vehicle, but the heart of what we do is people, relationships, growth and impact.”

BY JESS WELLAR

As the owner and lead of The Guillette Group with eXp Realty, Angie has created a business in Southwest Florida that reflects not only her professional standards, but her personal values, helping others live and grow joyfully in meaningful ways.

Natural Teacher

Angie grew up in central Illinois before heading to Iowa State University, where she earned her Bachelor of Science in Hotel, Restaurant and Institution Management while competing as a Division I tennis player on a full scholarship. That experience instilled a serious level of discipline and competitive drive that is still alive today.

After college, Angie worked as a training manager for a finance company for several

years before stepping away to focus on raising her family. Still drawn to coaching and connection, she later became a USPTA-certified tennis professional, helping teach and run the tennis program at Three Oaks Park.

During that time, she and her husband Jeremy made the decision to begin investing in real estate as a way to build long-term wealth. But Angie soon realized that in order for the numbers to work and compete with multiple offers, she should obtain her real estate license — which is exactly what she did in 2016.

“What started as a way to support our own investing goals became a career built around helping other people make confident real estate decisions,” Angie reflects. “Looking back, it feels like the perfect blend of entrepreneurship, service, strategy, and relationships, which is exactly why I still love it today.”



As Angie’s business began to grow organically through friends, family, and connections she had built through coaching tennis and community involvement, it became clear that real estate was more than just a means to an end.

A Greater Goal

From the beginning, Angie approached real estate with a level of discipline that set the tone for everything that followed. Rather than easing in, she committed fully, investing in coaching early on as well.



“My second business coach, Kerri Herrity, was pivotal in helping me understand that this was a business and I had to treat it as one to reach my goals,” she shares.

That change in thinking allowed Angie to better develop not only her pipeline, but structure — something that would later become critical as her husband Jeremy joined the business in the fall of 2020 and their team began to take shape.

Today, The Guillette Group is made up of a close-knit team of six agents, each bringing their own strengths to the table while operating with a shared vision.

“At the heart of our team is our mission to ‘Live Joy,’ both in how we serve our clients and how we grow as professionals,” Angie smiles. “I even have that motto on my Jeep that I drive around all day!”

“We work hard, we support each other, and we are intentional about building a business that creates a positive impact.”

That intentionality also carries into how Angie approaches growth within the team. While they are always open to expanding, the focus is less about numbers and more about alignment.

“We’re always wanting to connect with experienced agents who are ready to elevate their environment and step into the right rooms with the right people,” she shares. “Our team dynamic is built around positive, growth-minded professionals who are committed to expanding both their business and their lifestyle.”

Even while leading and growing the team, Angie’s approach continues to deliver at a high level, with nearly \$23.5 million

in personal production across 30 transactions last year alone.

Along the way, her work has been recognized through multiple industry honors, including back-to-back Diamond Awards in 2024 and 2025 from the Bonita Springs Estero Realtors Sales Excellence program, as well as several Platinum and Gold distinctions in prior years. She was also named Rising Star in 2021 and Realtor of the Year in 2022 by the Women’s Council of Realtors Bonita Springs Estero chapter.

Driven By Impact

At the core of The Guillette Group is a culture built around intentional growth, accountability, and a shared commitment to doing things the right way. While each agent brings their own strengths to the table, the team operates from a clear set of values that guide every interaction.

“We believe real estate is about more than opening doors or writing contracts, it’s about guiding people through major life decisions with professionalism, care, and confidence,” Angie emphasizes.

Those principles are reinforced through the group’s “Driven by IMPACT” values — Integrity, Mastery, People, Accountability, Courage, and Teamwork — which serve as both a standard and a compass for how agents operate day in and day out. Rather than functioning as a checklist, these values show up in the details:

“We are great communicators, master negotiators, and we pride ourselves on setting expectations and walking clients through each step of the process,” she shares. “There’s a lot that goes into selling and buying homes and our job is to make that process feel clear, strategic, and supported.”

That structure is further strengthened through strategic partnerships, including their collaboration with Wendy Miller of Virtual Real Estate Solutions, as Angie quickly credits Wendy for playing “an integral role in transaction management and communication.” The result is a team that operates cohesively, allowing clients to feel supported

while maintaining a high level of professionalism behind the scenes.

What Matters Most

Outside of a busy work day, Angie’s life is centered around her family and the lifestyle they have intentionally built together. She and her husband Jeremy, married for 24 years, have raised three sons — Jacob (21), Tyler (20), and Luke (18) — and share their home with their crazy Labradoodle, Duncan, who adds a layer of ‘manic energy’ to the household.

Angie and Jeremy continue to prioritize time with their brood as they know it won’t be long before

their boys begin carving out their own paths.

“We love to spend time in the Western North Carolina mountains, hiking and exploring, and we also love to boat and enjoy all that Southwest Florida has to offer,” Angie shares.

Whether it’s attending business masterminds or simply enjoying time relaxing poolside or in the hot tub at home, Angie fully embraces this season of scaling. She enjoys reading, working out, and continuing to learn from those who have walked similar roads before her.

“There’s a lot that goes into selling and buying homes and our job is to make that process feel clear, strategic, and supported.”





“
What keeps me
motivated is
growth, impact,
and gratitude.”

“I also still like to play tennis, although I am not playing at the moment; I’m in a season of full-fledged growth with my team and business,” she points out, “but I know I’ll get back into it eventually, and I’ll probably try pickleball, too!”

The Guillettes also prioritize giving back, supporting organizations such as Valerie’s House and FGCU Athletics, while remaining committed to building something that has a lasting impact beyond their own success.

Looking ahead, Angie’s vision is rooted in both expansion and alignment, continuing to build The Guillette Group while creating the flexibility to be present for her family and the moments that matter most down the road.

“What keeps me motivated is growth, impact, and gratitude,” Angie concludes. “At the heart of it all, it’s about continuing to *Live Joy*, growing intentionally, serving well, building something meaningful, and helping others create a life they love.”



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