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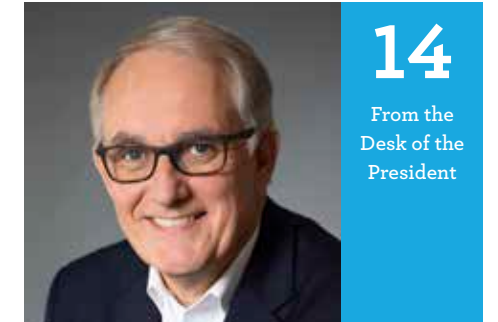
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We're pleased to bring you the 76th edition of *Orlando Real Producers*. As always, this magazine is provided for *free* exclusively to the top 500 [traditional] residential real estate agents in Greater Orlando (defined as all of Orange, Osceola, and Seminole Counties, as well as South Lake County, and select zip codes in Polk County)

This year marks our fifth year highlighting some of the top-performing couples in Central Florida real estate in a special edition.

This year's edition, the "Couples of CFL Real Estate," features 12 couples from varying brokerages and sides of town, all combining to sell approximately \$455M in real estate.

We're honored and excited to profile each of these amazing couples inside these pages.

If you're reading this, then CONGRATS!

If you're receiving this publication, it's because you cracked the top 500 list for 2022, so congratulations! Last year was an absolutely record-breaking year in Central Florida real estate, and you were in the top < 3% of agents.

This publication and community are being provided to you *free of charge* as a top producer in real estate. There's no cost of membership, no "catch" nor anything to sell you...

The cost of producing, printing, and mailing each newsletter is covered by the advertising partners, as well as our social events are not-for-profit either (sometimes we charge a nominal entry to donate money to charity).

If you're ever in need of top-notch services, we hope you'll turn to our partner index for recommendations, as each has been thoroughly vetted, and contributes significantly to help produce the *Orlando Real Producers* platform. Our partners can be found in the index of this magazine, or by emailing us at Info@OrlandoRealProducers.com

Again: All of our events and the publication would not be possible without the support of our amazing advertising partners who you'll find within these pages.

We run four major socials annually and have 8 sessions of MasterclassCFL and 2 special educational events slated for 2023, as well as a few pop-up events sprinkled throughout the year. Keep your eyes out for emails from Info@OrlandoRealProducers.com, and text invites to our major events. You can also make sure to follow **ORLANDO REAL PRODUCERS** on Facebook so you don't miss out on anything!

Last year alone, we ran 11 sessions of Masterclass Orlando, four top 500 parties (Citrus Club, Gatlin Hall Brewing, Hard Rock Live, and Tin Roof), a 35 Under 35 Winner Alumni Happy Hour, and a Preferred Partner Meeting. In the process, we raised about \$87,000 for six different charities too! (BASE CAMP Children's Cancer Foundation, Rebuilding Together CFL, Habitat for Humanity, CFL Pet Alliance of Greater Orlando, Operation Underground Railroad, and The Gina McReynolds Foundation.

Connecting With Our FB Group:

If you're new to our community, please join our group on Facebook. It's called "Orlando's Top 500 REALTORS® (Hosted by *Orlando Real Producers*). Here we share referrals, ideas, updates, and invitations to our exclusive top-agent events. You can find it at www.Facebook.com/groups/OrlandosTop500

Mark Your Calendars:

We hope you'll join us for our next social events which are slotted for **June 8th, September 14th, and November 30th (dates have all been changed since last month's note)

We'd Love to Hear From You:

If you have any questions, suggestions, thoughts, ideas, feedback, or simply want to reach out, feel free to text us on "The ORP Line" at 407-505-5194.



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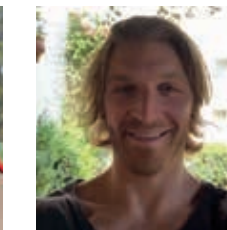
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From the Desk of the PRESIDENT



SUNSTATS® THE FREE TOOL THAT MOVES YOU FROM AGENT TO ANALYST

By **Michael McGraw**, 2013 President of Florida Realtors®

The breakneck pace of market changes has even the most seasoned Realtors® experiencing whiplash. Just 12 months ago, homes were flying off the market as soon as they were listed. Some sellers were unlocking massive equity, while buyers were getting into homes at historically low-interest rates.

Fast forward to today when market conditions are starting to become vastly different. But how do you know if what you see in the field reflects a particular deal or if it points to a

broader market trend? This is when you need data analysis to guide the way. This data is quickly and uniquely analyzed and displayed on the SunStats platform, a product FREE to all members of Florida Realtors®.

Data can tell a story, but you must know what to look for to get the entire picture. Key indicators like Active Inventory, Median Time to Sale and Median Sales Price illustrate the overall health and pace of the market.

Low inventory levels create competition among buyers who start waiving contingencies and placing higher bids to win, increasing the median sale price over time. In aggregate, when people start paying more than the asking price, the higher the median sale price will be. It's a classic case of supply and demand — the less there is of something, the more expensive it will be. (**see figure 1)

After bottoming out in February 2022, active inventory has increased monthly. While the median sale prices are still high, the pace of growth has started to

Data can tell a story, but you must know what to look for to get the entire picture. Key indicators like Active Inventory, Median Time to Sale, and Median Sales Price illustrate the overall health and pace of the market.

slow, perhaps an indication that more inventory is lessening the competition among buyers who can put more reasonable deals together. Economists also look to the increasing interest rates as a contributing factor for declining demand. (*see figure 2)

Then you must consider how long deals are taking to go from listed to closed. Before the pandemic, a typical single-family home in Florida took about 90 days to close. That all changed when

inventory shrank, demand accelerated and buyers were looking to upgrade, take advantage of low-interest rates or finally get out of rentals.

This is a metric to continue to keep an eye on, particularly in deals where you're representing a seller.

No two parts of Florida are the same, and neither are their real estate markets. Take some time to explore SunStats® (sunstats.floridarealtors.

org — login required for this exclusive member benefit), pull up these three metrics in your market, and see what's happening.

About the Author:
Mike McGraw, a broker-associate with RE/MAX Central Realty in Apopka, is the 2023 President of Florida Realtors®, the state's largest professional trade association.

FIGURE 1

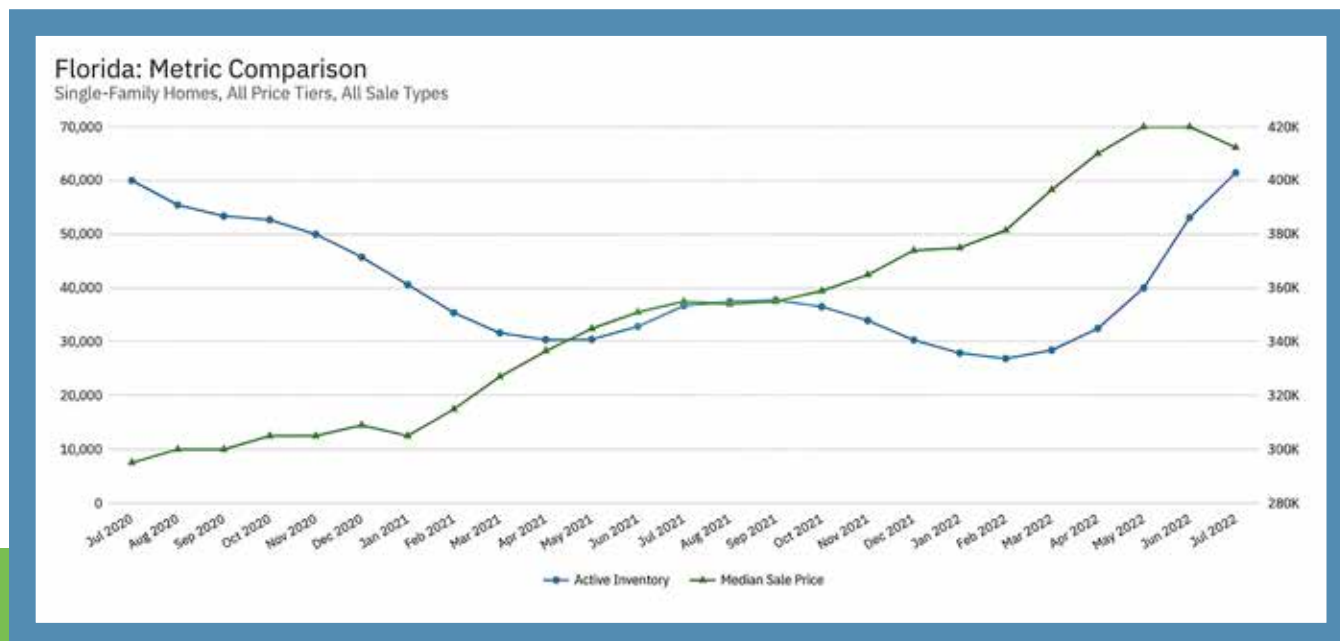
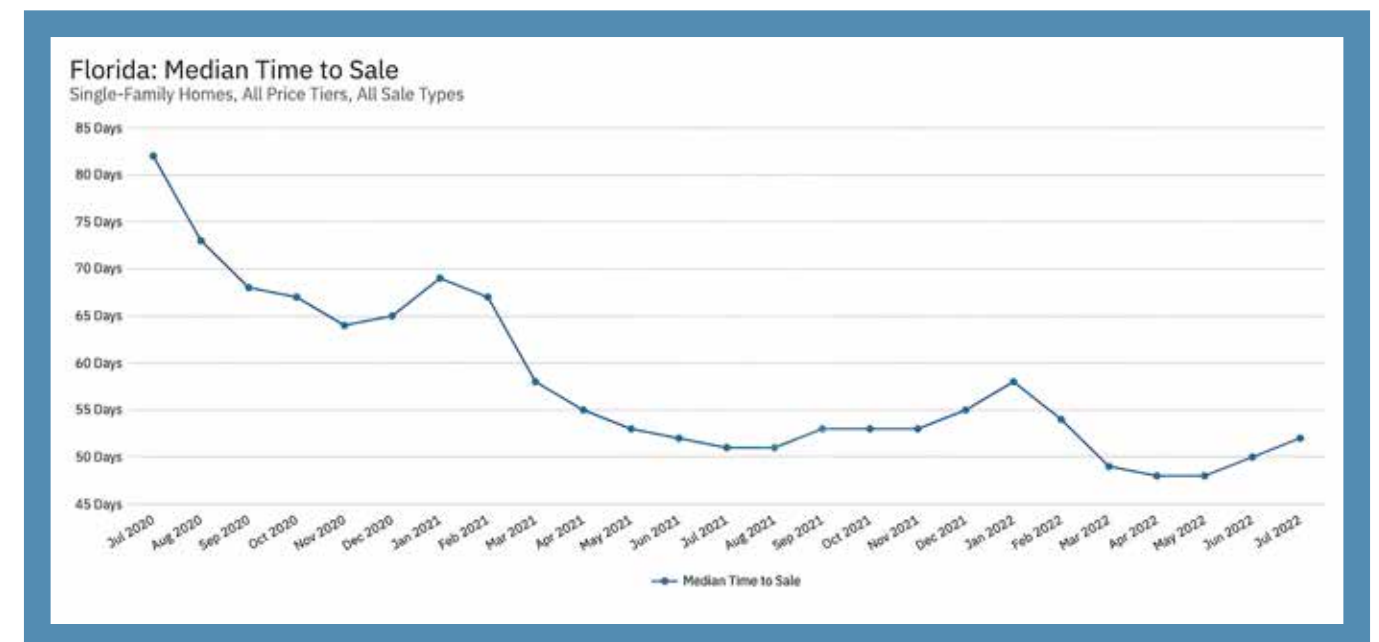


FIGURE 2





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▶▶ couples of cfl real estate '23

Photography by Shay Walker

Amy & Eric KIDWELL

w/ Preferred Real Estate Brokers

\$60M, 100+ UNITS SOLD IN 2022

Meet Amy and Eric Kidwell, the top-producing power couple of Preferred Real Estate Brokers. With a sales volume of \$60 million in 2022 and over 100 units sold last year, they have quickly solidified themselves as a premier source of real estate information with the sales to prove it. However, their story isn't just about their professional achievements, but also about their beautiful marriage.

The pair first met while working as performers at Kings Dominion – a theme park in Richmond, Virginia. Amy was a mainstage dancer and occasional singer while Eric worked in the outdoor atriums as a lead singer and, in his own words, “sometimes had to pretend he knew how to dance.”

They worked together for several years before getting married and starting their entrepreneurial journey. Amy started and ran her own dance studio for 25 years while Eric held positions across multiple industries in television, patient and customer care, and public speaking.

When the couple and their four children moved to Florida, Amy was the first to take the plunge into real

estate. Some old friends from their performing days were considering a move to Florida but found the process daunting as they lived on the other side of the country. Amy took to touring homes on their behalf, Eric recording it all on camera. Those friends did go on to move into one of the homes Amy and Eric showed them, and thus began the couple's new business in real estate.

They worked together as realtors, with Amy managing all client services and correspondence while Eric produced about 2 hours of video content every week that they shared with their growing YouTube audience full of both local and out-of-state buyers.

Being nominated as a power couple in real estate is an honor, but for Amy and Eric, the real reward is getting to spend every day with their best friend. They don't consider themselves to be “powerful” but rather humble and dedicated to serving their clients to the best of their abilities.

Like anyone else, the couple has faced challenges in managing the

time spent marketing their top-tier real estate services and time spent actually providing them. However, they overcame this by always putting their clients first. If they need to reschedule a video shoot because a client needs Amy at the last minute, then that's what they do.

Their advice to couples working together is simple - keep the promises made in both business and marriage: for better or worse, in sickness and in health, for richer or poorer. It's not always easy, but if you stay committed to your promises, it works out pretty well.

Outside of work, Amy and Eric enjoy talking about all the things they would do if they had more free time. When they do have some downtime, they love to have their four children and two sons-in-law over for board games, which is their favorite thing to do.

The Kidwells' journey shows that working with your spouse can be a fulfilling and successful venture if you maintain your commitment to each other and your clients. Their story is a testament to the power of love, hard work, and a life of service.



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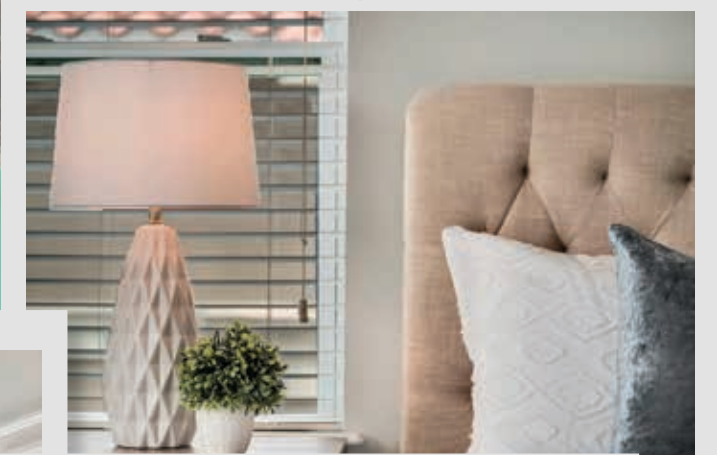
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► couples of cfl real estate '23

Photography by Jocelyn Espejo

Yuri Gomez & YANIRA SUAREZ

G World Nexus w/ LPT Realty

\$88.5 MILLION & 295 UNITS IN 2022

Yuri Gomez and Yanira Suarez are the dynamic power couple behind G World Nexus powered by LPT Realty, a boutique brokerage that has recently transitioned to LPT. They are also the co-owners of several other successful companies, including The Yanira Team in RE and Queen Homes Custom Homes Builders, and their in-house marketing company Pull Media. As stars of their own reality show, Yanira's World Selling the American Dream, they have an impressive reported sales volume of \$88.5 million and 295 team closings in the last year alone between South Florida, Central Florida, Tampa, and abroad.

Reflecting on their journey, Yanira says, "We became business and life partners 17 years ago, sharing our passion for love, desire for success, and our mission to impact and inspire other couples to realize their dreams." The Yanira Team considers themselves "the go-to choice for the Latin market," and they helped 512 families and investors accomplish their dreams of homeownership and investment portfolios nationally and internationally in 2021. With projected 600-plus transactions for 2023, their mission is to be a light of hope and financial

growth to every family they touch, clients, and team members alike.

As Latino entrepreneurs, the couple understands their responsibility to contribute to the growth and progress of their community in the industry. "We have lived the struggles, challenges, and sacrifices that it takes to be successful in this industry, but we have also been blessed to enjoy and celebrate the victories as well," Yanira adds.

The couple stresses the importance of commitment, having shared passions, and creating a clear understanding of the partnership in terms of structure, job descriptions, accountability, support, and respect for each other.

"It is also key to be able to separate the time to be together as a couple with no business involved, and with the conscious intention of rekindling the love, passion, and commitment to each other. It's important to remember the purpose of working together to build your own empire and the best quality of life together. Business can never be more important than the stability and foundation of the relationship," says Yanira.

According to Yuri, having trust and mentorship programs for entrepreneur couples like Anthony Robbins are also crucial to their success. "It's a working progress every day, and being open to help and mentorship is necessary 100%."

The most rewarding part of working together, for Yuri and Yanira, is being able to help each other accomplish their dreams as a couple as well as individuals. "There is meaning in what we do together. We help each other accomplish our dreams as a couple as well as individuals. We get to design and enjoy together the rewards and victories of the fruit of our labor," says Yanira.

In their eyes, having God as the center of their lives is key. The couple encourages other couples to build their empire together, and they are open to being of help to other couples that want to take the challenge. "We are not perfect in any possible way; we are a work in progress every day, but we are committed to being happy, loving each other, and building our empire together to live our best life yet. And you can too!"

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Photography by Jocelyn Espejo

Vanessa & Jaime BARNES

Keller Williams Realty at the Lakes

\$19.9M & 48 UNITS IN 2022

Vanessa and Jaime Barnes are a husband and wife team of real estate professionals in Greater Orlando. They have been agents in the Keller Williams Realty at the Lakes market center since 2007 and last year sold 48 units with a sales volume of \$19.9 million. "Since 2002 we have sold over \$200+ Million in real estate helping thousands of families," explains Vanessa

Their story however begins long before they became successful real estate agents. They actually met in 1999 while attending Life Chiropractic school in Marietta, Georgia. Vanessa had just started her first semester, while Jaime was already attending the school and was roommates with her best friend from high school. The two hit it off when Vanessa went to see Jaime play guitar at a local venue and have been together ever since.

Jaime completed Chiropractic school and they moved to Kissimmee FL where Jaime lived since he was 6 years old. Vanessa got her real estate license in 2002, while Jaime got his in 2006. However, they didn't start actively working together in the business until 2012 when Jaime decided to leave chiropractic practice. Since then, they've been through many transitions and evolutions with their team.

In July 2022, they made the decision to merge with Livian, a company that offers a plug-and-play platform for teams that produce \$30 million and up. The decision was the best one for Vanessa and Jaime as it provided them with systems and models that allowed them to scale their business quickly. They now have an amazing operations coordinator who keeps them running at a high level while providing an exceptional experience for their clients. They currently have three active agents on their team and are looking to add more in the near future.

When asked what it means to them to be nominated as a power couple in real estate, Vanessa and Jaime said that it was quite surprising. They've always focused on their clients first and have worked hard to keep their business relationship based rather than transactional. They've known many of their clients for 15+ years at this point. They feel honored to be recognized and appreciate whoever nominated them as a power couple.

As for advice for couples working together, Vanessa and Jaime suggest finding what you enjoy most in your real estate business and making that your lane. They both found different aspects of the business that they enjoyed and focused on those areas. Jaime is brilliant with anything in the field, such as showing homes to

their buyers, attending inspections and appraisals, and anything that needs to be done outside of the office. Vanessa, on the other hand, enjoys building new relationships, calling their clients regularly to check in, and building and leading their team.

The most rewarding part of working together, according to Vanessa and Jaime, is that it worked. They pushed each other to be better and always put the client at the center of the transaction. They succeeded together and because of that, their business flourished and survived the many shifting markets.

When they're not working, Vanessa and Jaime enjoy spending time with their two boys. They love doing family bike rides and adventures around town, such as visiting museums and parks or just relaxing and watching movies. Last year, they took their boys to the Smokey Mountains for the first time, and they're headed back there again this year to hike and enjoy the scenery.

Vanessa and Jaime Barnes are certainly a model of #RelationshipGoals in the business. Their dedication to their clients and to each other is what sets them apart from the rest. They're an inspiration to anyone looking to build a successful business and a happy family at the same time.

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Photography by Shay Walker

Tony & Holly GALARZA

Wemert Group Realty

\$20.53M & 50 UNITS IN 2022

Tony and Holly Galarza are high school sweethearts who have been working together in real estate for 16 years. They run a POD within their team-based brokerage at Wemert Group Realty (WGR). Last year, their sales volume was \$20.53 million, with 50 units sold.

Their POD consists of three agents, including Tony, Holly, and their Lead Buyers Specialist, Sarah Antinucci. However, in 2023, they expanded their POD to five, including showing partners Drew Faiello and Zach Rodriguez. They are also supported by one of the best transaction coordinators in the business, Adriana Velasquez.

The couple was humbly honored to be nominated as a Power Couple in Real Estate by *Orlando Real Producers*.

They credited their team for their success and expressed gratitude for the support and loyalty that others have given them along the way.

When asked for advice for couples working together, they emphasized the importance of taking the time to understand each other professionally, and not assuming that a personal match will translate into business success. They suggest dividing and conquering, defining roles, and holding oneself accountable. They also recommend taking personality assessments like DISC and Strength Finders, as well as building in "No Biz Talk" time to prioritize their relationship.

The couple faced challenges finding time for their family amidst their busy work schedule, and have since

embraced leveraging their time to focus on what's most important: their relationship and their children.

For the two of them, the most rewarding part of working together is being able to share their passion for real estate and business, while also cherishing the time they get to spend with each other. They enjoy spending time with their three boys boating, attending UCF Baseball and Football games, and bingeing their favorite shows like Yellowstone.

Ultimately, the Galarzas stress that surrounding oneself with a team of talented people is crucial to success, both professionally and personally. They credit their team for their accomplishments and recognize that they would not be where they are today without their support.



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▶▶ couples of cfl real estate '23

By Jocelyn Espejo (Branding By Jo)

Steve Pugh & LAURA MCADAMS

Homepride Florida Team at Exp Realty

\$92M & 192 UNITS IN 2022

Meet Steven Pugh and Laura Mcadams, an impressive duo in Central Florida's real estate scene. Steven is the team lead of Homepride Florida, a highly successful real estate team under Exp Realty.

Their journey in the real estate industry began when Laura got her real estate license after working as a bartender at Nona Blue, a popular restaurant and bar in the area. It was Steven's father who introduced them, suggesting that Laura join Steven's small brokerage firm. From there, their partnership blossomed, and they've been working together for seven years now.

As they grew their business, Steven and Laura built a team consisting of a transaction coordinator, administrative assistant, two virtual assistants, and five direct team members. They also have approximately 40 agents in their direct group who are not part of their team. Their efforts paid off as they were able to close deals with a sales volume of 92 million and 192 units sold last year alone.

When asked what it meant to be recognized as a couple in the real estate industry, Steven humbly responded, "Humbling and thankful. The realization that you truly can be anywhere you want to be in 5 years."

For other couples who work together, Steven and Laura's advice is to always have each other's back, especially during tough times. "We know regular life is a struggle but also partners in our career can be as well. But knowing you always have each other to continuously push each other to keep going and encourage one another is truly the secret. Above all, God has really been the one to hold us together through the thick and thin times."

One of the challenges they faced as a couple in the industry was transitioning from an independent brokerage to aligning with Exp. But with their teamwork and determination, they were able to overcome it and continue growing their business.

The most rewarding aspect of working together is the ability to hold each other accountable, push each other to do more, and bounce ideas off each other. From a family perspective, their partnership has allowed them to adjust their schedules to accommodate their kids, something they could not do in a time-constrained career.

Outside of work, Steven and Laura enjoy a variety of activities and hobbies. They take an annual winter trip to snowboard or ski together and frequently visit the coast. They ride ATVs around their property and occasionally play paintball. They also enjoy trying new restaurants and exploring different cuisines.

Steven and Laura's success in the real estate industry is a testament to the power of a great partnership. With their hard work, determination, and support for each other, they've built a thriving business in Central Florida.



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► couples of cfl real estate '23

Photography by Jocelyn Espejo

Ruben & Lorinda OROZCO

LPT Realty

\$14M+ & 40 UNITS IN 2022

Ruben and Lorinda Orozco are a real estate team based in Central Florida with a passion for helping people buy, sell and invest in real estate. The couple met in college in Atlanta, Georgia, where Ruben served as a US Marine and Lorinda supported university faculty in academia.

After graduation, they married and started their careers. Ruben worked as an IT Project Manager while Lorinda continued her work in academia. However, they both longed to return to Florida, where their respective families were located.

Ruben continued his IT job at Siemens AG in Lake Mary, Florida, for 14 years until he decided to follow his passion for real estate and join the ranks of Florida Realtors in 2015. In 2021, with Ruben's clientele and workload increasing, Lorinda obtained her license, and the partnership was created. In their first year as a team, they exceeded their goals by selling 40 units totaling \$14M+.

The couple believes that real estate is more than just buying and selling properties; it's about building communities, creating lasting memories, and making dreams come true. They take a personalized approach to

every transaction, listening to their client's unique needs and tailoring their services to meet them.

As a married couple, they understand how challenging it can be to work together in a professional setting. However, they have found that their unique dynamic allows them to leverage their individual strengths to better serve their clients.

Ruben and Lorinda's success comes from their commitment to their clients, their in-depth knowledge of the market, and their dedication to delivering results. With over eight years of experience in real estate, they have gained a deep understanding of the market and the needs of their clients.

To date, they have closed over 179 homes totaling almost \$60,000,000.

The couple's network of professional insiders includes some of the most reputable and experienced Mortgage Loan Officers, Title Companies, Inspection Companies, Marketing Services, and even Handyman. They trust their insiders to provide their clients with the highest level of service and expertise to ensure a smooth and successful transaction.

Ruben and Lori also understand that every seller and buyer is unique, and they tailor their services to meet their clients' needs.

In their free time, Ruben enjoys golfing, and Lori loves cruising the high seas. They also love traveling to exotic locations to experience other cultures. Ruben and Lorinda believe that a balanced life leads to better business and happier clients. They are committed to not only serving their clients but also giving back to their community and surrounding neighborhoods.

They have donated to the Children's Miracle Network, made contributions to Seminole and Volusia County Teachers, sponsored golf tournaments, supported local businesses, and participated in community events to build stronger and more vibrant neighborhoods.

Looking ahead, Ruben and Lorinda plan to continue to grow their real estate careers while maintaining the same level of personalized service that has been the hallmark of their success.

They are committed to never forgetting their humble beginnings and giving back to their community.



▶▶ couples of cfl real estate '23

Photography by Shay Walker

ROBERTO APONTE & DANIEL RAMOS

w/ Compass

\$19M+ & 50 UNITS IN 2022

Meet another quickly rising couple in Central Florida's real estate community: Roberto Aponte and Danny Ramos. They are a driving force at Compass, and boasted a sales volume of \$19,044,329 and 50 units sold last year. But their journey to success started long before their relocation to Orlando...

The couple first met in New Jersey, and after spending an unforgettable weekend together, they started a long-distance relationship. Despite the distance between them, Danny used to take the train to Virginia to be with Roberto. After three months, they decided to move in together, and now, 12 years later, they are still going strong. Roberto's former career took them up and down the East Coast, but they ultimately decided to settle down in Orlando.

Roberto started in real estate as a solo agent in 2018, and Danny has been an integral part of his business since the beginning. Initially, Danny

helped with social media, but his role grew to include website development, lead generation, and other operational tasks. By September 2020, the business was thriving, and it made sense for Danny to join full-time as the marketing director and lead generator. Their team, Aponte Group, now consist of six agents, including Jackelyn, their admin extraordinaire.

Being nominated as a power couple in the real estate industry is a tremendous honor for the two of them, especially as a married gay Latino couple. They view it as a validation of their hard work, dedication, and perseverance. The two are proud to be part of a diverse and inclusive industry, and they are committed to promoting diversity, equity, and inclusion in all aspects of their business.

When asked about advice for couples working together, they stress the importance of knowing when to clock out. It can be tempting to discuss work late into the night, but they make a conscious effort to step

away from the business and focus on their personal time. They even work out of separate offices in their home.

Starting a real estate business was a significant challenge for them. It meant leaving Roberto's former career, and they knew it would be tough. They did what they had to do to make ends meet, including renting out their cars on Turo and listing their spare bedroom on Airbnb. But they never gave up or stopped believing in their vision. Their humble upbringings make their success even more rewarding.

For the couple, the most rewarding part of working together is reflecting on where they started and what they have built together. They are setting an example for their son on the value of hard work and dedication. Outside of work, Roberto & Danny enjoy traveling, exploring new places, eating and drinking, going to the beach, hanging out with friends, cars, and tackling DIY home projects.

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Milton James & **NOHORA GOMEZ**

The James-Gomez Group @ Coldwell Banker Realty

\$25.35M & 73 UNITS IN 2022

Central Florida's real estate industry is filled with successful couples, Milton James and Nohora Gomez of Coldwell Banker Realty's The James-Gomez Group are no exception...

Nohora and Milton have been friends for five years and always followed each other on social media. One day, Nohora commented on one of Milton's posts, and they decided to have a business meeting to discuss new ideas. After meeting in person and having a great conversation, they have been working as a team together for a year and are making waves in the industry.

Their team, James-Gomez Group, is composed of one buyer's agent, one executive assistant, and one marketing assistant. Nohora works with buyers and sellers, while Milton is the only listing agent, as he is dedicated fully to sellers. In the last

year, their sales volume has been \$25,350,000, with 73 units sold in a down market. The two are honored to be nominated as a power couple in real estate, as they've both individually produced at high levels as individual agents previously.

"Being nominated as a Power Couple in Real Estate is a privilege for us as we appreciate the opportunity to share with all our peers and business partners our powerful and exciting journey as a team," says Nohora.

When asked about their advice for couples working together, they stressed the importance of coaching and support to better themselves as a team or a couple. "No matter what, no matter where, no matter when there will always be support between the two of us," says Milton. One challenge they faced as a couple was communication, but they overcame it by working through the

bumps in the road. "We both care very much for our views, goals and our work ethic," says Nohora.

The most rewarding part of working together, according to Nohora and Milton, is getting each other out of their comfort zones and thinking bigger. They enjoy brainstorming ideas for their team or personal goals and believe that there is no limit to what they can accomplish together. "We support each other and are looking forward to achieving our goals together and making sure that we bring our best results and offer the best customer service to our clients," says Nohora.

When they're not working, Nohora and Milton enjoy taking private golf lessons and spending quality time with each other, their families, and taking retreat trips to see their coach Mike Ferry.

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Christina & Shaun **RAMPERSAD**

Keller Williams Advantage II

\$24M+ & 60 UNITS IN 2022

Christina and Shaun Rampersad are a dynamic duo behind The Rampersad Team at Keller Williams Advantage II. Before they became successful real estate agents, they originally met while working for the same bank back in 2003.

Christina remembers their first encounter during a managers meeting, "I thought Shaun was charming and of course he was easy on the eyes. We sat next to each other at lunch and started talking." Fast forward to today, the couple has just celebrated their 18th anniversary and has been working together in the real estate industry since 2012.

As Co-Owners of The Rampersad Team, Shaun has taken the role of Operations/Sales Manager, while Christina is the lead listing agent. The team currently has six members, including two buyer agents, one executive admin, and one marketing admin.

When asked about being nominated as a power couple, Christina humbly says, "I am not sure if that is the right term for us as a power couple. However, we feel honored to be

nominated." For them, being able to help families with one of their biggest investments in life is a blessing. Their clients become part of their family, and they are just as invested in their clients' success as they are in theirs.

When it comes to working as a couple, Christina and Shaun have learned to stay in their lane and set regular business meetings to discuss what needs to be done to move the business forward. Christina shares, "Lots of patience and understanding. The best advice we got and it still holds today is determine where your lane is and stay there."

They also don't get caught up in having titles with each other in the business. Shaun adds, "Over the years, there have always been jabs at both of us on who is the boss. If you ask Christina, she will say Shaun and if you ask Shaun, he will say Christina. We don't get caught up in having titles with each other in the business."

One thing that sets The Rampersad Team apart is their commitment to their core values. They not only help their clients create wealth through real estate, but they also have a

passion for helping their employees start their path to homeownership and wealth. Christina shares their experience with one of their first buyers, "One of our first buyers was looking at 50K homes that they could fix and live in with their children while they went to medical school. Years later, they own a lovely (much larger and updated home) and have multiple investment properties. Whenever we get together with them, the story always comes out about their journey starting with their first 50K home purchase."

When they're not busy helping families achieve their real estate dreams, Christina and Shaun enjoy quiet time at home, the beach, vacations, and exploring. Real estate is not just a job for them; it's a lifestyle.

In Central Florida's real estate community, Christina and Shaun Rampersad are a power couple who not only excel in their field but also embody the values of hard work, commitment, and family. They are a testament that with patience, understanding, and staying in their own lanes, anyone can achieve their dreams in the real estate industry.



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Photography by Shay Walker

Alexia & Brian **BOODRAM** w/ Keller Williams Advantage III Realty

\$10M+ & 29 UNITS IN 2022

Alexia and Brian Boodram are a dynamic husband and wife real estate team with over 15 years of experience in the industry. They've been married for 13 years and have two beautiful boys together. They first met outside of a local nightclub in Orlando back in 2000, where Alexia boldly asked Brian for a ride on his motorcycle. Little did they know that this chance encounter would lead to a successful partnership both in life and in business.

Their real estate model is simple yet effective - build long-lasting relationships with clients and become a resource for all of their needs, both long and short-term. "We want to be the go-to team for our clients, not just for one transaction, but for any real estate needs they may have in the future," says Alexia. It's a strategy that has earned them a reputation as one of the top real estate teams in Central Florida.

Recently, the Boodrams were recognized as one of the top couples in Central Florida's real estate

community. "It's a huge honor and very exciting," says Brian. "It shows that we were able to take our values and strengths from our marriage and utilize them in our business model."

One of the keys to their success is their ability to work together as a team. "Remember you are a team," advises Alexia. "Enjoy the exciting journey of growing your business while growing in your personal relationship. This is a great opportunity to navigate life's challenges as a team."

Of course, working together as a couple isn't always easy. "We both have strong personalities, so it took time and effort to learn how to complement each other," says Brian. "But knowing that we are both working hard for the same end result of growing our business has helped us stay focused and committed."

When they're not busy closing deals, the Boodrams enjoy playing pickleball and spending quality time with each other. "It's important to

have hobbies and interests outside of work that you can enjoy together," says Alexia. "It helps to strengthen your bond and keep things fun and exciting."

As for their future plans, the Boodrams are focused on growing their business and continuing to provide exceptional service to their clients. "We want to continue building our reputation as a team that clients can trust and rely on," says Brian.

Their advice to other couples looking to work together in the real estate industry? "Communication is key," says Alexia. "Be open and honest with each other, and always make time for each other outside of work."

Overall, the Boodrams are a shining example of a successful husband and wife real estate team. With their focus on building long-lasting relationships and their commitment to working together as a team, they are sure to continue their success for years to come.





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Photography by Jocelyn Espejo

Astrid & Richard **AYBAR** w/ eXp Realty

\$37.8M & 75+ UNITS IN 2022

Meet Astrid and Richard Aybar, a power couple in Central Florida's real estate community. As agents at EXP, their last year's sales volume exceeded \$37.8M, with 75 units sold. But their success is not just measured by numbers; it's also defined by their commitment to serving and giving back to others.

The Aybars first met in the year 2000 when Astrid was working at McDonald's with Richard's cousin. After several years, they reconnected and realized they shared a passion for real estate.

They have worked together for three years and have developed a business model focused on helping families achieve their dreams of homeownership while building lasting relationships.

Being nominated as a power couple in real estate is a huge milestone for the Aybars. It's a testament to their

hard work and dedication to the industry. For Astrid, who has been in the business full-time for three years, being featured in a couples edition is a dream come true. They are excited about the growth opportunities that will come their way.

When asked about their advice for couples working together, the Aybars emphasized the importance of communication. Keeping each other informed and respecting each other's space and time are essential to making the partnership work. They also encourage uplifting and motivating each other throughout the journey.

Like many couples, the Aybars face the challenge of finding quality time together. With a 6-year-old at home and running a successful business, they struggle to find time for date nights or just enjoying each other's company without interruptions. It's a work in progress, but they are committed to finding ways to make it work.

Despite the challenges, the most rewarding part of working together is being able to spend time together and grow as a couple. They enjoy making their own schedules and sharing their dreams, visions, and goals. They both find joy in serving people and doing life together.

Outside of business, the Aybars love going out to dinner and exploring new places and restaurants. They also enjoy spending time with family and friends, dancing, and attending gatherings and parties.

Overall, the Aybars are an inspiring couple who have found success in both their personal and professional lives. Their commitment to helping others and building lasting relationships is a testament to their character and values. As they continue to grow and expand their business, there's no doubt that they will continue to inspire others in their community.





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Photography by Shay Walker

Gisele & Philip
KOLBRICH
Top Florida Homes

\$43M & 110 UNITS IN 2022

Gisele and Philip Kolbrich are the dynamic couple behind Top Florida Homes Real Estate, a top-producing real estate brokerage that is now state-wide. With a sales volume of \$43 million and 110 units sold in 2022, it's clear that this family-based team knows how to get the job done.

The couple of nearly 10 years first met on a cruise out of Miami, headed to the Caribbean. Philip charmed Gisele with his dance moves on the pool deck, but their romance was almost cut short when Gisele burned her foot and had to get medical assistance. Fortunately, Philip was there to carry her in his arms for the rest of the cruise, and the rest is history!

Since 2017, the Kolbrichs have worked together to build their team into a brokerage of top-producing agents who can only join if invited. Their motto is "Top Florida Homes, Home of Top Agents," and they strive to provide top-notch service for clients and agents alike. They offer in-house home staging, transaction coordination, listing coordination,

a full marketing suite, and realtor assistance, as well as providing 80% of the leads to their agents.

When asked about being nominated as a top couple in real estate, Gisele and Philip expressed their gratitude for the recognition. They faced a challenge when COVID hit and they had to reinvent their business model, but they turned that obstacle into an opportunity and opened their own brokerage. They understood the importance of having top agents motivated in their team to provide top service, so they came up with a different business model to attract the best agents.

For the Kolbrich's, working together as a couple is the best thing. They feel that they couldn't have done it without each other, especially in a high-pressure industry like real estate. They also enjoy travel, scuba diving, and engaging their kids Alexander and Isabel by playing cards, reading, and sports.

As passionate supporters of giving back, the Kolbrich's make monthly

contributions to nonprofits they care deeply about, including one that develops whole cities in Brazil for people who live in remote areas of the Brazilian northeast. The non-profit builds factories, schools, houses, wells, septic tanks, medical facilities, and more. A portion of each transaction is put aside to giving back, and a much larger portion of luxury transactions is donated to the charity of the client's choice.

In addition to their successful careers in real estate, Gisele is also preparing to write a book for South American investors and has been featured on the Inspire podcast.

The most rewarding part of working together for the Kolbrich's is celebrating their achievements together. They believe that nothing is too hard when they have faith, and their success in real estate is a testament to that. As a true power-couple, Gisele and Philip Kolbrich are a force to be reckoned with in the Central Florida real estate community.

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▶ partner profile

By Zachary Cohen

Photography by Jocelyn Espejo (Branding by Jo)

JEFF VELEZ & CAMERON FOSTER

OLD REPUBLIC HOME PROTECTION

“BUILT TO SERVE”

Old Republic Home Protection is Orlando’s premier home warranty provider. Led by Vice President of Sales Jeff Velez, an Orlando local, and Orlando Account Executive Cameron Foster, the Old Republic team has made a name for themselves for their responsiveness, client care, and service.

Old Republic Home Protection provides coverage for plumbing, electrical, heating, air conditioning systems, and appliances. Optional coverage choices can be purchased to custom-fit the plan to the unique needs of the home and the homeowner.

“We have the most comprehensive coverage at the best price point,” Jeff explains. “From a value perspective, our coverage compared to our competition is top-notch.”

BUILT TO SERVE

Old Republic takes a unique approach in the home warranty sector. Rather than marketing directly to consumers, they prioritize their relationships with real estate agents, lenders, title agents, and others in and around the real estate business.

As Jeff says, “We’re in the trenches in the real estate community.”

Old Republic is under the umbrella of a Fortune 500 company, giving them a backbone of stability. Their warranty services and offerings are second to none. They highly value customer service and responsiveness.

“We’re all about getting the REALTOR® to trust us, and when you have the best product in town, it’s not that hard,” Cameron smiles. “We’re all about resolving issues for the homeowner and coming through.”

MEET THE TEAM: CAMERON FOSTER

Cameron is a native of Kissimmee, although he got his start with Old Republic in Nashville, Tennessee in 2003. He’s been in the home warranty industry since 1999.

“I was living in Nashville and had a friend that went to work for a competitor. I had previously been in the real estate business, so I thought I’d check it out. It seemed fun. And here I am 23 years later,” Cameron smiles.



Over the years, Cameron has developed a passion for his work. He enjoys offering his clients peace of mind and protection and helping his REALTOR® partners grow their businesses.

Cameron returned to Central Florida three years ago to spearhead Old Republic’s sales efforts in Orlando. He’s enjoyed being the face of the company in Orlando and having more time with his family. When he’s not working, you’ll find Cameron spending time on his family’s small farm, riding horses, and returning to his roots.

“I’m planting my roots in Orlando for good,” he beams.



Cameron Foster



Jeff Velez

FUN FACT:

“I used to rope cattle in a rodeo. I almost hate saying that. It makes me feel old,” Cameron quips.

TAKING OLD REPUBLIC INTO THE FUTURE

The real estate market has been rapidly shifting, and in Jeff and Cameron’s eyes, that’s a good thing. They see the market normalization as an opportunity for buyers to protect themselves and their homes.

“We look at how many real estate transactions have a warranty attached to them. Over the last year, when the velocity of the market created this frenzy, it created an environment... where one of the things that got left off the transaction was the buyer’s agent asking the seller to pay for the warranty for the buyer. That’s been normal

in the past,” Jeff explains. “In the end, the homeowner gets hurt. They pay top dollar for a property, then a month or six months later, things break down, and they’ve exhausted their financial resources. So we as an industry are recreating the market, reminding agents to protect their clients.”

As Jeff and Cameron look ahead, they are focused on re-educating their clients and partners. They are out to remind agents, lenders, and others how home warranties protect their buyers and how much value a home warranty brings. In the home warranty world, no one brings more value than Old Republic.

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▶ event recap

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MasterclassCFL

SESSION #3

'WINTER IS HERE: KEEPING WARM IN A COOLING MARKET'



Barbara Vance



Dustin Owen



TJ Cosgrove



George Philbeck

In March, we hosted another session of MasterclassCFL and featured three veterans of real estate along with a mortgage veteran guest moderator. Watch the replay to learn from TJ Cosgrove, George Philbeck, Barbara Vance, and Dustin Owen!



Watch the replay at: bit.ly/MCCFLMAR23 or SCAN the QR Code | Register for next month's session at www.MasterclassCFL.com







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