

SPACE COAST

NOVEMBER 2025

REAL PRODUCERS[®]

Sponsors Spotlight:
**PINK FLAMINGO
STUDIOS**

Event Recap:
**ENDLESS SUMMER
SOIREE: THE
"BLACK & WHITE
ATTIRE" PARTY**



From the Desk of the
President:
TIM WEISHEYER,
**2025 PRESIDENT
OF FLORIDA
REALTORS[®]**

Rising Star
ZACHERY DILLON
**W/ BLUE MARLIN
REAL ESTATE**

THE
MCCOY
FREEMAN
GROUP

CK | COMPASS

Photo Credit: Jason Hook

CONNECTING. ELEVATING. INSPIRING.

Closing with **CONFIDENCE**

CODY SCARBORO

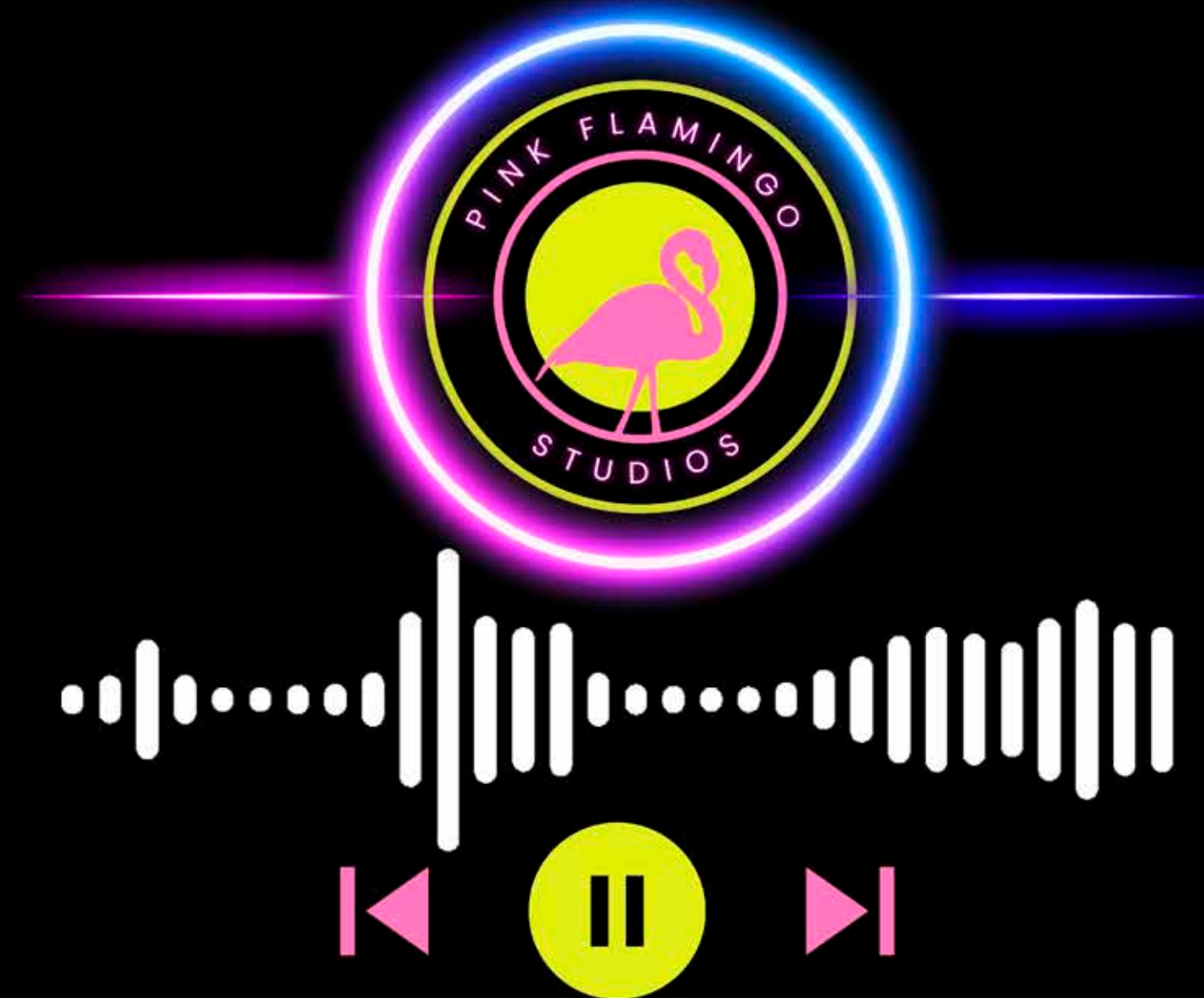
Trusted by real estate professionals across the Space Coast. Bringing clarity, confidence, and care to every closing.

*Ask Me
Anything*



Brevard's Local **PODCAST STUDIO**

Your Voice. Our Pro Set up



PHOTOGRAPHY • PODCAST • VIDEO • HEADSHOTS

321.499.0075

WWW.PINKFLAMINGOPHOTO.COM

CALL ME TO DISCUSS YOUR HOME LOAN NEEDS

Closing Simplified

Once we have the necessary documents, we'll take care of the rest

Quick, Efficient

and Hassle-Free Transactions

Local Mortgage Lenders

Dedicated to finding the right loan for every homebuyer.



Apply Here



Jennifer Kline



MORTGAGE LOAN ORIGINATOR
NMLS 1574523

321-684-1975

Jennifer.Kline@tmf.mortgage

www.JenniferKline.us



dream house
staging & design

Services:

Home Staging

Redesign
Services

Stand-Out
Short-Term
Rental Designs

Like Barbie has
an outfit for
every occasion,
Dreamhouse has
a tailored design
for every home.


(386) 478-6792



BRANDING
LIFESTYLE
& REAL ESTATE
photography

REACH
OUT TO
BOOK!



MELINDA GOLDEN

MELINDA@GOLDENHOURPHOTOGRAPHY.CO
GOLDENHOURPHOTOGRAPHY.CO



Contents

PROFILES



16 Event Recap: The “Black & White Attire” Party



40 Sponsor Spotlight | Pink Flamingo Studios

IN THIS ISSUE

- 6 Preferred Partners
- 10 Meet the Team
- 12 Want New Photos for Your Marketing or Social Media?
- 16 Event Recap: The “Black & White Attire” Party
- 28 Rising Star: Zachery Dillon
- 40 Sponsor Spotlight: Pink Flamingo Studios
- 44 From the Desk of the President: Tim Weisheyer, 2025 President of Florida Realtors®



If you are interested in nominating people for certain stories, please email us at: Team@SpaceCoastRealProducers.com



YOUR LOCAL LENDING RESOURCE

407-367-2962

This is not an offer for extension of credit or a commitment to lend. All loans must satisfy company underwriting guidelines. All loans are subject to terms and conditions. Not all applicants may qualify. Subject to credit approval. Equal Housing Lender. NMLS #210950



MC# 1548727 • DOT# 3703749

YOUR TRUSTED MOVING EXPERTS

In Melbourne, Florida

FREE BOXES

20 or more moving boxes delivered to your door + get a FREE moving quote

With this card. Call for details.

Call or visit us online to get started!

321-872-7238

TOPTEAMMOVING.COM



For Safe & Reliable Relocations





HOME & AUTO SHORT TERM RENTAL UMBRELLA FLOOD BOAT

(321) 848-0126

Spacecoast@Goosehead.com

1384 Heritage Acres Blvd
Ste B | Rockledge, FL 32955



Altenhof Agency



CONTACT US:



HERE AT INSPIRING HOMES STAGING & DESIGN, WE ARE CERTIFIED HOME STAGERS THAT HAVE BEEN PROVIDING VACANT AND OCCUPIED HOME STAGING IN OUR AREA FOR OVER A DECADE.

WE ENHANCE YOUR LISTINGS TO CAPTIVATE A DIVERSE RANGE OF BUYERS, CRAFTING AN INVITING ATMOSPHERE WHERE THEY CAN TRULY ENVISION THEMSELVES BUILDING A HOME.

WITH OUR STAGING TECHNIQUES, FOCUSED ON TRANSITIONAL STYLE, LIGHTING, AND PROPER SCALE, OUR FURNITURE, AND DECOR BRING THE FINISHING TOUCHES TO YOUR LISTING. PROVIDING A WARM AND WELCOMING FEEL THAT SELLS! WE WOULD LOVE TO TRANSFORM YOUR HOMES! CONTACT US TO SCHEDULE STAGING TODAY!

SERVING FLORIDA COUNTIES: BREVARD AND INDIAN RIVER



Meet The Team



Aaron Ludin
Owner



Marlon Mora
Director of Operations



Francis
"Jose" Reyes
Ads Manager/VA



Hope Richards
Legal Counsel
(RTR Law)



Jason Hook
Photographer
(Jason Hook Photography)



Shay Walker
Photographer
(Shay Walker Photography)



Jo Espejo
Branding Photographer
(Branding By Jo)



Melinda Golden
Photographer
(Golden Hour Photography)



Dayve Stewart
Event
Production Manager
(D Stewart Productions)



Zach Cohen
Lead Writer



Elizabeth McCabe
Writer



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

Request a quote online

Quotes returned within 1 business day!

STEINER

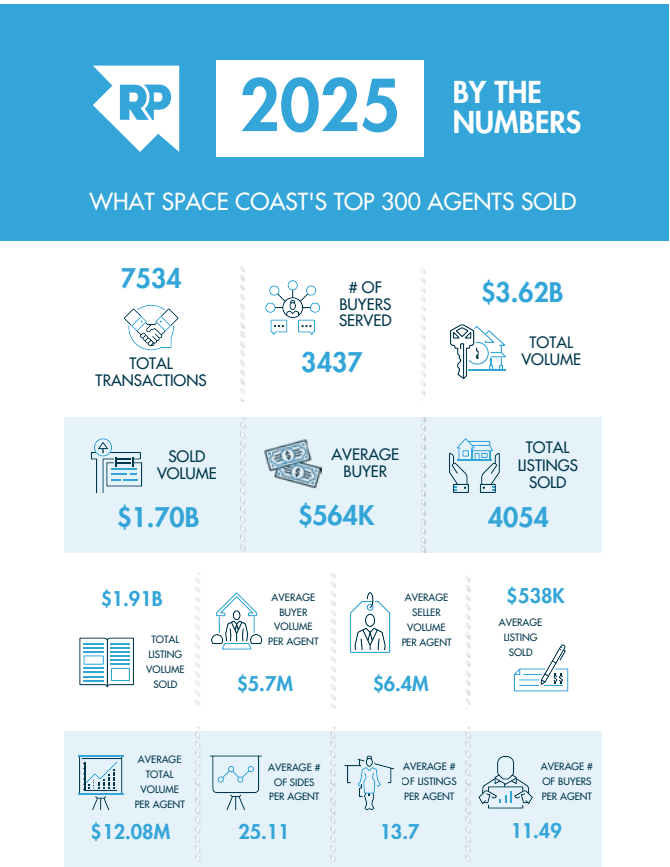
INSURANCE & FINANCIAL SERVICES

Specializing in Home and Auto Insurance

Contact Our Office

Quote@SteinerIns.com

321-345-9550



NATIONAL PRESENCE

Local Focus

CMG Home Loans is a privately held mortgage firm operating nationwide. CMG offers conventional, government, jumbo, and specialty mortgages to achieve its mission of delivering the right loans for the right reasons in a way that exceeds all expectations.

As your CMG Home Loans loan officer, I'm focused on Central Florida and Space Coast, providing mortgage options that fit the needs of our customers and community, such as:

- First-time home buyers
- Second home or investment purchases
- Federal loan access (FHA, VA, or USDA)
- New home construction
- Low-to-moderate income purchases
- Reverse Mortgages for seniors ages 62+*
- Renovation lending
- Refinancing
- Jumbo Loans

*This ad is not from HUD or the FHA and was not approved by HUD or any government agency

As your trusted local lender, we have a variety of loan options available to fit your specific needs. **Contact us today!**

CMG HOME LOANS

THE MITCHELL TEAM

Colleen Mitchell
LOAN OFFICER | NMLS ID# 490278
407.620.3563
colleenmitchell@cmghomeloans.com

Michael Cochran
AREA SALES MANAGER | NMLS ID# 306361
904.814.9513
mcochran@cmghomeloans.com

CMG Mortgage, Inc. d/b/a CMG Home Loans, NMLS ID# 1820 (www.nmlsconsumeraccess.org, www.cmghomeloans.com), Equal Housing Opportunity. To verify our complete list of state licenses, please visit <http://www.nmls.com/consumers/licenses>, 500 Woodentry Place, Suite 308, Maitland, FL 32751 | Branch NMLS# 2479562 (JH#1560192616)

DO YOU KNOW SOMEONE LOOKING FOR A VACATION RENTAL MANAGER IN THE SPACE COAST?!

If you make a successful introduction, you'll be entitled to 1 full year of revenue share!

We work with Realtors, Designers, Insurance Agents, and anyone else in the home services industry.

What You Get With Beachside Vacation Rentals

✓ Revenue Management

✓ Powerful Marketing

✓ Dedicated Housekeeping

✓ 24/7 Local Support

✓ Direct Booking

✓ Guest Screening

✓ Damage Protection

✓ Smart Technology

Beachside
VACATION RENTALS

(321) 382-0316

hello@beachsidevr.com

www.beachsidevr.com

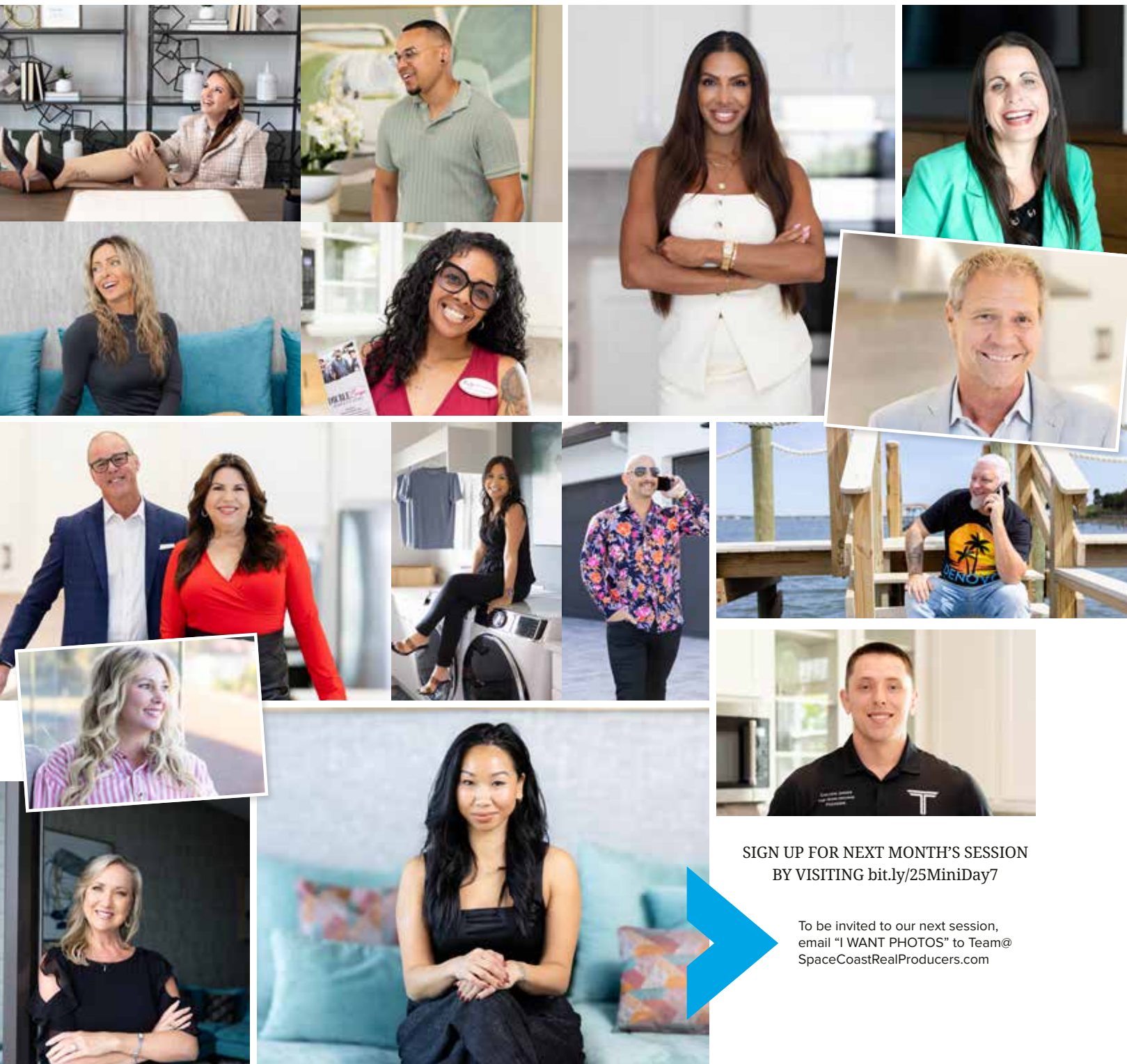
Make a referral and start earning passive income!

WANT NEW PHOTOS FOR YOUR MARKETING OR SOCIAL MEDIA?

Interested in seeing YOUR story in SCRP Magazine???

Sign up for our next "Mini Photoshoot Content Day"

PHOTOS BY MELINDA GOLDEN (GOLDEN HOUR PHOTOGRAPHY)



SIGN UP FOR NEXT MONTH'S SESSION
BY VISITING bit.ly/25MiniDay7

To be invited to our next session,
email "I WANT PHOTOS" to Team@
SpaceCoastRealProducers.com

The brighter way to do insurance.



321-338-4300
BrightwayTrout.com

Brightway
INSURANCE
The Steve Trout Agency



**We've Got
You Covered.**

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

**There's NEVER Been a Better Time to do
Business with HWA!**

- WHY?**
- 13 months of coverage from closing date
 - No waiting period
 - No age restrictions whatsoever
 - National network of qualified technicians
 - Military discounts available
 - \$5,000 coverage dedicated to HVAC

**MAX HOME
INSPECTIONS®**

**STAY CONNECTED
AFTER CLOSING**

Your contact info will appear on
every maintenance reminder—
keeping you top of mind as their go-
to real estate expert.

It's effortless follow-up that adds
lasting value.

**HB HOME
BINDER**

**BOOK INSTANTLY ONLINE
OR CALL/TEXT US TODAY!**

(954) 280-9299



maxhomeinspections.com

SAVE — THE — DATE



NOV 5TH 9:30-11
Masterclass321 (Session 3)
AT HOTEL MELBY

NOV 20TH- ~6PM-8PM
The Thanksgiving Throwdown
AT (LOCATION TBA)

OUR INSPECTION

The Others

One Stop Shopping!

Thermal Imaging
Environmental Testing
Termite Inspections

Same Day Reports
24/7 Customer Service
Online Order / Schedule

Inspection Warranty Included with all Inspections

Call or click TODAY to schedule your inspection!

772.777.1688 | DBJHomeInspections.com

J.D. MOVING LLC
WE TAKE THE STRESS OUT OF MOVING!

READY TO MOVE?

OUR SERVICES

- Long Distance Moving
- Residential Moving
- Commercial Moving
- Packing Services
- Labor Services

JD CROUCH / OWNER
(321)-795-5001 | JDMovingLLC.com

J.D. MOVING LLC
WE TAKE THE STRESS OUT OF MOVING!

Jdmovingllc.com | jdmovingllc_ | jdmovingllc

200+ YEARS OF SERVICE

321 **Home Staging**
and Interior Design

GET YOUR PROPERTY SOLD FAST & FOR TOP DOLLAR!

www.321stagingandsells.com

YOUR ONE STOP SHOP FOR Insurance Solutions

- > Homeowners Insurance
- > Auto Insurance
- > Liability Insurance
- > Commercial Insurance
- > Recreational Vehicles (Boat, RV, Golf Cart, and more!)

HASSLE FREE PROCESS

SAME DAY QUOTES! OVER 25 INSURANCE CARRIERS!

CONTACT ME

407-468-3765
Monica.Santiago@AssuredPartners.com

AssuredPartners

CYPRESS INSPECTIONS LLC
INTERNACHI CERTIFIED

It's not just a house, it's your future home and possibly your largest investment. Why settle for an inspection that leaves you guessing, when you make your decision? We want to help you move forward, with confidence, in the purchase of your new home.

Corey Hester
CypressInspections@gmail.com
321-312-8882
Cypress-Inspections.com



ENDLESS SUMMER SOIREE: THE “BLACK & WHITE ATTIRE” PARTY

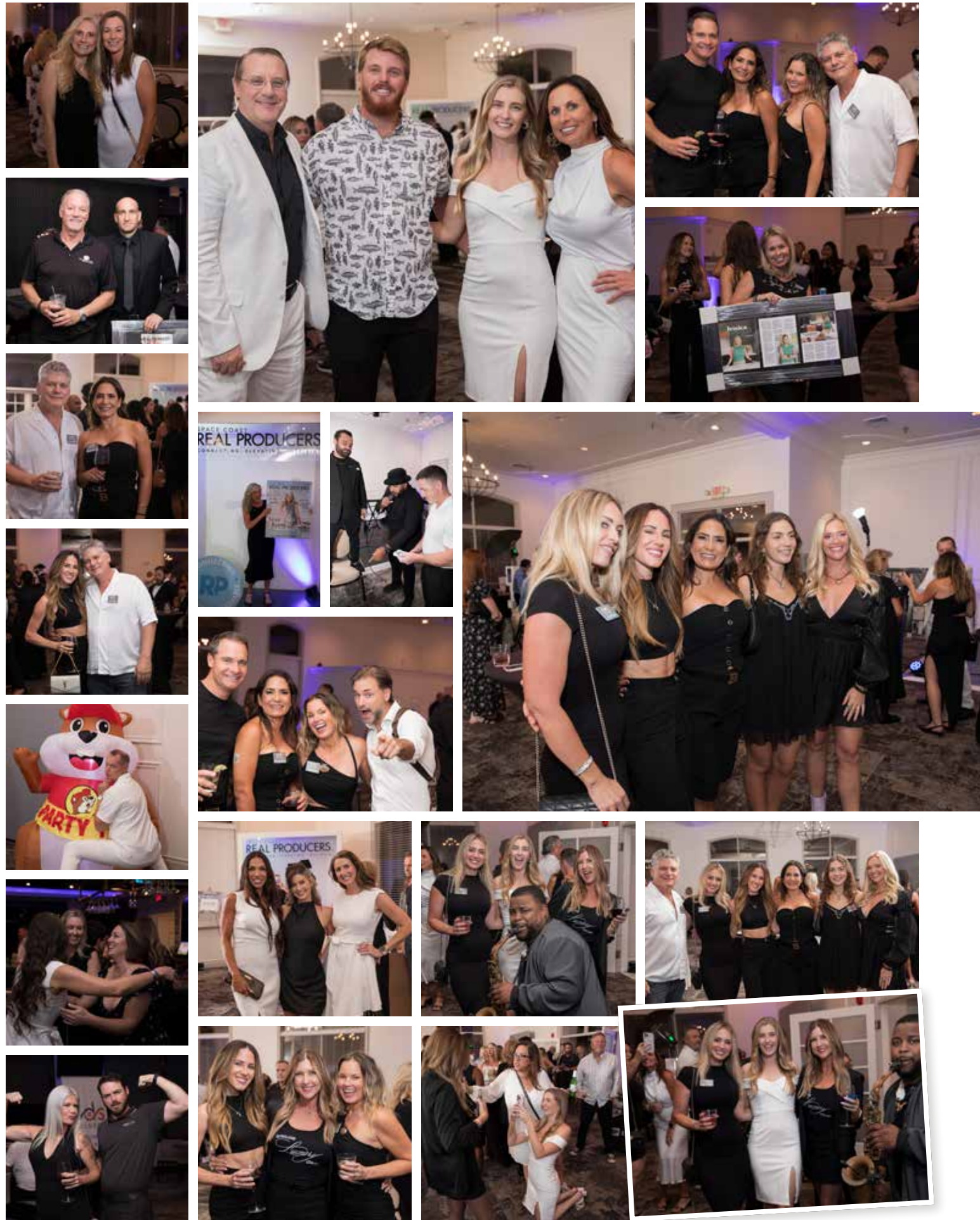
PHOTOGRAPHY BY JASON HOOK











NAF Cash

The New Way to Buy Your Home

With NAF Cash, an affiliated company of New American Funding, you can make a competitive, true cash offer that is not contingent on financing and close in little as seven days without having to sell your current home first.

Benefits:

- Buy first, sell later: You can buy your new home before selling your current home
- Sellers may be more likely to offer concessions to cash buyers
- Use potential savings to buy down the interest rate
- Remove the stress and hassle of buying and selling a home
- Close on your new home faster

Contact Me Today!



Mike Saggese
Branch Manager | NMLS # 368639
mike.saggese@nafinc.com
Naf.com/MikeSaggese

516-467-6354
mike.saggese@nafinc.com
Naf.com/MikeSaggese

Equal Housing Opportunity. This is not a loan commitment or guarantee of any kind. Terms and conditions apply. Subject to borrower and property qualifications. Not all applicants will qualify. Rates and terms are subject to change without notice. All mortgage loan products are subject to credit and property approval. © New American Funding, LLC. NMLS #6606. nmlsconsumeraccess.org. Corporate office 14511 Myford Rd., Ste 100, Tustin, CA 92780. Phone: (800) 450-2010. Savings according to a study from researchers at the UC San Diego. The Mortgage-Cash Premium Puzzle (September 24, 2021). <https://ssrn.com/abstract=3751917>. NAF Cash is fulfilled by NAF Cash, LLC, an affiliated real estate company of New American Funding that is managed and operated in compliance with applicable legal and regulatory requirements. NAF Cash, LLC. MI Real Estate Broker #6502431375. NAF Cash, LLC does not originate loans or issue loan commitments. NAF Cash, LLC charges a Transaction Fee of 1.5%-5.5% of purchase price for its service (fee varies by state). Terms and conditions apply, not available in all states. 41050 W 11 Mile Rd, Ste 220, Novi, MI, 48375. Phone 844-344-0531. NMLS ID #6606. Licensed by the Department of Financial Services.

THANK YOU TO OUR HEADLINE SPONSORS

Future Home Loans, CDS Home Builders, & Inspiring Home Staging & Design



Jaime Rhude w/ Future Home Loans



Christopher Simms w/ CDS Home Builders



Michele Carpenter w/ Inspiring Home Staging & Design



THANK YOU To Our Sponsors

TOP 500 BLACK AND WHITE PARTY: Endless Summer Soiree



Diamond Sponsors:



Silver Sponsors:



Supporting Sponsors:



Zachery DILLON

BLUE MARLIN REAL ESTATE

PHOTOS BY MELINDA GOLDEN
(GOLDEN HOUR PHOTOGRAPHY)

“From Florida Firefighter to Real Estate Results”

Zachery Dillon doesn’t fit the mold, and he isn’t trying to. A third-generation Floridian raised in Brevard County, he spent more than 13 years as a firefighter in the city of Kissimmee before trading bunker gear for real estate signs. The shift was a steady build. It started with a business degree, hands-on property management, and a clear plan to do things differently. His first year in real estate was part-time, yet he closed nearly \$4 million in volume. In his first full-time year, he finished at \$13.8 million and cracked the Top 200 list for Brevard County. He did it without paid lead platforms or canned campaigns. The engine was relationships.

Authentic Marketing That Works

Dillon’s business runs on referrals, repeat clients, and real conversations. “I want to be the local guy, the Mayor of the Mainland, whatever nickname fits,” he says. “I’m from here, and when people talk to me, they get the real me. No filters.” That no-nonsense tone is matched by creative content. If you have seen one of his listing videos, you know he is willing to go off script. A recent Miami shoot featured a lime green Lamborghini, a beach scene that looked straight out of a buddy comedy, and a friend playing the “where are you?” role. “It was obnoxious,” Zachery laughs, “but it worked. We want each video to feel like a mini-movie.”

With creative ideas and professional videography, Dillon turns each listing into a moment. The goal isn’t simply to get likes on social media; it’s to be memorable. He leans into listings, handles both residential and commercial, and takes on buyers when they are friends or family. The range fits his background. He grew up with a redneck mom and a beach boy dad, riding dirt bikes on Saturday and running 30 miles offshore on Sunday. That mix shows up in how he serves clients: versatile, resourceful, and direct.



Freedom, Family, and the Work Ethic

Ask Zach what drives him, and he will tell you he values time over trophies. “Real estate gave me something I did not have before, freedom,” he says. “I do not miss drop-offs, school events, or practices. That is everything to me.”

His schedule is designed to allow him to be present. He starts early, does the heavy lifting first, and protects time for his wife and their three children: ages ten, five, and one. Away from work, he coaches the defensive line at Viera High School and gets on dirt bikes. When there is a free day, you will likely find the family offshore fishing.

Dillon is the first to admit he is not for everyone. “I am an acquired taste. I know that. But I am always honest, and I do not pretend to be anything I am not.” That stance took root as a newcomer in a competitive field. “You have to be a little scrappy. You have to show up and carve out your place. I was not trying to blend in. I wanted to stand out.”

Mentorship helped him accelerate quickly. Dillon credits Karen Bardot for sharpening his business acumen, and Blue Marlin owners Chad and Nick for giving him room to run. The firefighter years also left a mark. He saw people on their worst days, and the mental load was real. “The PTSD, the toll, it is real,” he says. Real estate brought a different pace. “Even when clients are stressed, it is not life or death. That perspective helps me bring calm to tough conversations.”

For him, success is not measured only in sales. It’s about legacy. “I want my children to say, ‘My dad was the hardest worker I know. He loved us. He gave us every opportunity.’” To Dillon, the metrics matter, but the memories matter more.

Brevard Roots and What Comes Next

Zachery’s love for Brevard runs deep. “I picked watermelons in a cow pasture that is now a multi-million dollar neighborhood,” he says. “That is

wild. I have seen this place change so much.” Dillon embraces that change. He welcomes the families choosing to make Florida home and the community that grows with them. Brevard’s appeal, as he sees it, is balance. It is not Palm Beach, and it is not Orlando. It has its own rhythm, room to move, and enough to keep things interesting.



He keeps his advice to newer agents simple: be real, be consistent, work hard. Do not chase every trend. Become excellent at being yourself.

Dillon is not trying to impress anyone. He is building something real, for his clients, for his family, and for the county he calls home.

Certified Master Inspector with over 20 years experience
Insurance Inspections (Wind Mitigation & 4 Points)
Mold & Air Quality Inspections
Certified General Contractor with 25 years experience

Inspect & Save
HOME INSPECTIONS YOU CAN TRUST

Kris M. Militano
Call or Text: 321-288-0889
Email: iasreports@live.com

Certified General Contractor CGC1514125
Home Inspector HI12751
Mold Inspector MRS919

InspectAndSave.com | MoldInspectionDetection.com

Embark on Unforgettable Journeys

KATHY SCHMAUSS
Cruise Holidays of Viera
kathycruises03@gmail.com
321-298-5829

Discover the magic of travel. Our expert team is dedicated to turning your wanderlust dreams into reality. Immerse yourself in breathtaking destinations, create cherished memories, and indulge in unique experiences.

Ocean Cruise • River Cruises
Land Tours • Europe and the UK • Alaska
Caribbean • All-Inclusive Resorts
Incentive Travel • Groups • Individual

SPECIALIZING IN REAL ESTATE ACCOUNTING

We ♥ Realtors

PROPERTY MANAGEMENT
INVESTMENT PROPERTIES
INCORPORATION
BOOKKEEPING
TAX PREPARATION
PAYROLL

Sebastian
772-999-6351

Satellite Beach
321-477-1279

www.tennextaxsolutions.com



“Truth and Service”

PHOTOGRAPHY BY JASON HOOK

The McCoy Freeman Team at CK | Compass

Jennifer McCoy, Nikki McCoy Freeman and Bobby Freeman built their reputation the same way they sell homes: face-to-face, detail by detail. Jennifer and Nikki, Space Coast natives, grew up in South Merritt Island in a custom home-building family business. Jennifer later spent nearly two decades in Human Resources at the Kennedy Space Center, most recently with Boeing's Delta program. She earned her Real Estate license while working

full-time, then chose real estate outright in 2001 and Nikki, working at Boeing as well, was close behind. Bobby came from a background in marketing and art direction. After he started helping with open houses and brand work, he earned his license and shifted his career to join Jennifer and Nikki full-time.

Roots & Real Estate

Jennifer and Nikki leaned on what they knew best: people and place. They already

understood how families here move through big decisions, and their network reached across all of Brevard County, focusing on Cocoa Beach, Cape Canaveral, and Merritt Island. That local knowledge made the transition feel natural. Bobby carried over an eye for layout, light, and messaging. He handled brand standards, oversaw listing media, and ensured visuals remained clean and consistent while the three of them developed a plan for a steady, service-first business.



Growing Their Brand

Brokerage signs changed in the early years as ownership shifted around them, but clients continued to call McCoy Freeman. After a long run at RE/MAX, Jennifer opened a boutique office in Cocoa Beach under the McCoy Freeman name.

They began the office buildout in February 2020 and opted for an open floor plan that encourages conversation. The timing was tricky, yet the concept proved effective, and the office opened as a space where buyers and sellers could sit down, ask questions, and receive answers from their team of advisors.

When Compass reached out last year, Jennifer, Bobby, and Nikki attended a meeting, reviewed the tools, and determined that partnering with a national platform would benefit their

clients. They kept the local brand that people recognize and added national technology for pricing, targeting, and reporting. The move provided them with stronger data and a circle of high-producing peers, without altering who they are or how they do things.

Business Today

Jennifer and Bobby handle the front line. Nikki supports operations and marketing behind the scenes. In the most recent year, the group closed just over 25 million across 52 transactions. Career totals have passed 1,500 closings and \$500 million in volume.

Clients reach the decision makers directly. When a question lands, anyone on the team can return the call. If the right canal home or oceanfront condo has not hit the market, they keep working until the fit shows up. McCoy Freeman is always looking out for the

client’s best interest. Sellers have clear guidance on pricing, prep, and strategy that honesty has brought families through hot streaks, slowdowns, and everything in between.

Bobby manages the shift from print to digital without losing the message. Two decades ago, a Sunday newspaper ad and a real estate book at the grocery store reached most buyers. Now, short videos, reels, paid digital, and platform changes arrive weekly. He uses Compass tools to track the audience and adjust the plan, then explains the why behind each move so clients can decide with confidence.

People come before profits with McCoy Freeman. A seller trusts them with a lifelong asset; a buyer leans on them to find the right place and avoid missteps. They measure a good day by a calm closing and a family that feels heard. The group looks at the process and results. They read contracts closely, build realistic

“We do not chase a sale at any cost. We tell the truth, serve well, and aim for a smile at the closing table.”



timelines, and create media plans that align with the property. Together, they spot red flags early and keep files moving.

Life and Future

Cocoa Beach and Cape Canaveral give their buyers a clear picture of what life can look like. Bobby likes to start a tour with surf lessons or a walk on the sand, then pivot to condos and canal homes. Lunch at the port or on the pier turns into a conversation about neighborhoods, schools, and commute patterns. When buyers fly in from out of state, the rocket launch schedule sometimes shapes the showing day. The closest beach to Disney helps families who want a split vacation and a test run of the coast.

Brevard continues to grow, and this family group plans to grow with it. The Space Center draws talent, the port brings steady traffic, and beachside neighborhoods continue to evolve as older housing is updated. Jennifer, Bobby, and Nikki intend to maintain their tight-knit family trio model, keep the brand personal, and utilize Compass data to refine pricing and outreach. The aim stays simple: meet people where they are and get them to the next chapter with fewer surprises.

Family stays close to the business. Jennifer’s husband is a retired fireman who spends his free time playing golf and fishing. Her father still lives on Merritt Island. Jennifer, Bobby, and Nikki live in Cape Canaveral. The McCoy Freeman office is in Cocoa Beach, functioning as a neighborhood hub where conversations start easily and often develop into long-lasting relationships.



LET'S
GET YOU HOME!

JAIME RHUDE

RESIDENTIAL MORTGAGE LOAN OFFICER

321.501.0120

JAIME.RHUDE@CCM.COM
WWW.JAIMERHUDE.COM

NMLS# 791762



Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements to qualify for any mortgage program. CrossCountry Mortgage, LLC NMLS3029 (www.nmlsconsumeraccess.org)



**Your Partner in
Seamless Closings**



Let us handle the details so you can focus on selling. From contract to close, we ensure a seamless, stress-free process.

407 - 436 - 9166

amanda@sgtransactionsolutions.com

www.sgtransactionsolutions.com

SGTransactionSolutions

Family Owned since 2014

Licensed and Insured

NEXT DOOR PHOTOS
REAL ESTATE MEDIA

SPACE COAST
List faster, sell for more
book online at spacecoast.nextdoorphotos.com
321-616-4033
SPACECOAST@NEXTDOORPHOTOS.COM

WHAT SETS
Us Apart?

Landmark Title is attorney-owned and operated, with 15 locations throughout the state of Florida. We have 20+ attorneys/closers on staff with a combined 350+ years of experience, helping you *Close with Confidence!*



"Danielle Sells' work ethic is **UNMATCHED**. She is on a different level"



www.landmarktitle.com
danielle@landmarktitle.com
2112 Grant Place, Melbourne 32901
321-536-9251

Danielle Sells
CLOSER & LICENSED TITLE AGENT



"Protecting Peace of Mind Since 2008"



Office 321-543-9444

www.greenleafhomeinspections.com
greenleafhomeinspections@gmail.com

Matthew Parlelsky/Owner
Linda Wheaton Sanko/Office
Manager & Asst to CEO



ERIC ATSMA
VP OF MARKETING AND SALES

CALL OR EMAIL TODAY

321.254.0095
quote@erbandyoung.com

INSURANCE

HOME | AUTO | BOAT
FLOOD | UMBRELLA

Serving the Real Estate community by
helping buyers **eliminate** insurance related
surprises during the closing process.



www.erbandyounginsurance.com/melbourne/



Pink **Flamingo** *Studios*

Jennifer Schumacher built Pink Flamingo Studios to help people share their stories with confidence. What began six years ago as a real estate photography venture now operates as a full-service content studio in Satellite Beach, producing podcasts, portraits, green screen video, and custom media for local businesses, real estate professionals, and families. She leads a team of six and keeps a simple promise to clients: clear direction, a welcoming studio, and polished work that supports a brand.



Roots on the Space Coast

Schumacher was born in Fairfax, Virginia, and moved to Melbourne in third grade. She attended Ascension Catholic and later Melbourne Central Catholic, following a family line that runs deep in this community. Her grandfather served at Patrick Air Force Base, her grandmother taught kindergarten at Ascension Catholic alongside Sister Joseph and Sister Immaculada, and an aunt later served as the school nurse. Today, she lives in Indian Harbour Beach and keeps the business close to home.

What Sets the Studio Apart

Pink Flamingo is female-owned and operated, which shows up in the way sessions are planned and run. Clients often arrive unsure about cameras and lighting. They leave with content that looks like them, not a template. The studio covers podcasts, portraits, lifestyle shoots, and green screen work,

but the focus stays on preparation and coaching so people can show up ready.

Top producers value time and presentation, so the team built a process that respects both. Agents get same-day clarity on next steps, straightforward scheduling, and deliverables that drop into listing pages and social feeds without extra hassle. New technology supports the workflow, yet the conversation always returns to the message and the audience an agent wants to reach.

Schumacher credits specific people for making that possible. Mackenzie, the Marketing Manager, has been with the studio for three years and handles social strategy and execution. Brittany, Jennifer’s sister, has been there from the start, managing quality control, editing, and delivery while working remotely as a homeschooling mom of three. Jordan brings two years of photography and

media experience and splits off-hours between the beach and surf in Cape Canaveral. Tony adds production help and steady energy from Melbourne Beach. Joanna, originally from Poland by way of Canada, learned real estate photography quickly and shines in portraits; she will play a bigger role in studio portraits and events moving forward. Jennifer points to the group as the heartbeat of Pink Flamingo.

Clients, Work, and the Why

For Pink Flamingo, real estate photos led to video, then to studio sessions and podcast production that fit a busy professional’s schedule. The current studio is a place where an agent can record a listing reel, update headshots, and capture a podcast episode without hopping between vendors. Jennifer sums up the goal in one line: “Your Story. Your Stage. Our Studio. Ideal clients include growth-minded agents, brokers, and business owners who want content



that is both polished and personal. The studio designs each session to match how a client will use the media: listing photos that flow with light, green screen work that speeds branded explainer videos, and podcasts that sound clean enough for cross-posting without a second edit. Families also book the studio for milestone sessions that feel relaxed rather than staged.

Agents who work with Pink Flamingo get a partner who understands brand value. Jennifer and her team advise on wardrobe, staging, timing, and script, then manage the details so professionals can stay focused on clients. The work matters because consistent media builds trust, and trust helps listings stand out in a crowded feed.

Jennifer points to relationships as the core of the company’s growth. Clients, in the early days, believed, sent referrals, and returned as their needs expanded. Creativity and consistency kept the studio busy, but service is what



turned projects into partnerships. Success, in her view, means serving people well and keeping their story first.

Family, Balance, and What’s Next

Jennifer and her husband, Kendall Schumacher, serve the same community in different ways. He owns Tropical Smiles, a general dentistry practice in downtown Melbourne. Their daughter Mckenna, 15, plays golf and will add tennis as a sophomore at Satellite High. Grant, 9, and Tyler, 6, attend Surfside Elementary and stay busy with tackle and flag football, where Dad also coaches. Two Golden Retrievers, Gator and Allie, round out a full house. Free time often means boating, time with close friends, and community at the Eau Gallie Yacht Club.

Schumacher keeps the balance by returning to her reasons for building the studio: family and community. She blocks time for home, leans on the team when schedules stack up, and treats balance as an ongoing practice rather



than a finish line. The aim is simple—be intentional with time and energy.

This year’s plan focuses on awareness and access. Pink Flamingo Studios is growing its membership base, strengthening ties with local businesses and real estate professionals, and adding new ways for families and entrepreneurs to capture their stories. The longer vision is a creative hub where people produce content, connect with each other, and leave inspired.

“Your Story. Your Stage. Our Studio.”

“It is truly my passion to turn your moments and messages into lasting impact.”

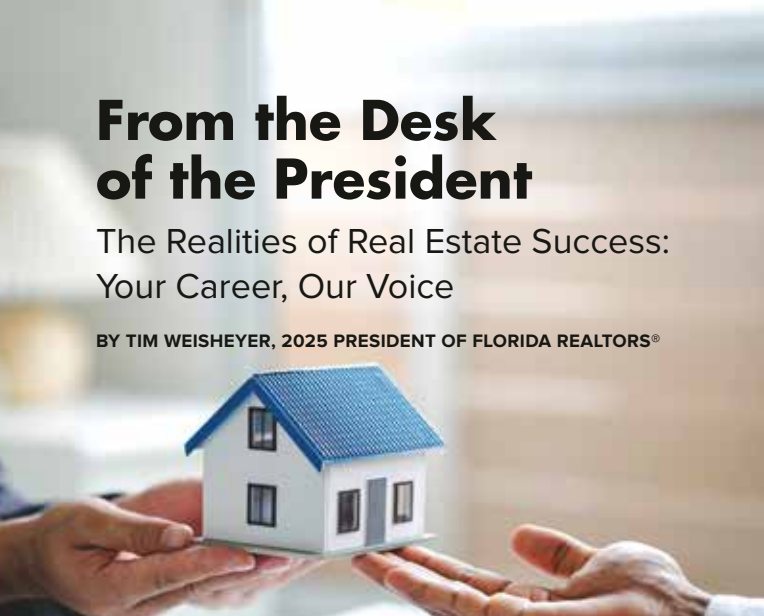
Holiday note for Realtors: Pink Flamingo Studios is booking Holiday Magic Portrait Sessions that support The Children’s Hunger Project, pairing family portraits with local impact. Booking link: <https://www.joannagalant.com/christmas-2025/>



From the Desk of the President

The Realities of Real Estate Success:
Your Career, Our Voice

BY TIM WEISHEYER, 2025 PRESIDENT OF FLORIDA REALTORS®

A close-up photograph of two hands, one from the left and one from the right, gently holding a small, white, two-story model house with a blue roof. The house has several windows and a central door. The background is a soft, out-of-focus indoor setting with warm lighting.

Every day Realtors wake up and prepare themselves to meet the demands of the marketplace - navigating an ever-changing and dynamic real estate environment while helping buyers, sellers and consumers in general make one of their most important decisions in life. However, what many people, including real estate professionals, do not know or understand is that the marketplace they enjoy does not just exist. It is constantly protected, advocated for, created and even envisioned by one voice - the association of Realtors. From city hall to the United States Congress, there is not one ordinance or piece of legislation, regulation or taxation that is not first reviewed, debated and contemplated by the most unified, strongest and impactful voice for real estate in the nation - Florida Realtors and the National Association of Realtors.

Below are just some of our most recent wins on your behalf in the United States Congress; the One Big Beautiful Bill Act (H.R. 1)—a sweeping tax package with enormous implications for real estate professionals and property owners. Because of National Association of Realtors advocacy—made possible by our unique three-way agreement among local, state, and national REALTOR® associations, this legislation delivers major wins for our industry and those we serve.

Major Wins for Real Estate

- 20% Qualified Business Income (QBI) Deduction Made Permanent
- Scheduled to expire in 2025, this deduction remains the single largest tax break for most REALTORS® and other independent contractors.
- Lower Tax Rates & Expanded Credits Extended
- The reduced tax rates, higher standard deduction, and larger child tax credit continue beyond 2025—helping households and strengthening demand for homeownership.
- SALT Deduction Relief
- The state and local tax cap rises from \$10,000 to \$40,000 for tax years 2025–2029, giving many more homeowners federal tax benefits.
- Opportunity Zones Enhanced
- Permanent extension and stronger incentives will spur investment and revitalization, including in rural communities.

- 

We love Realtors!
Buyer's Agents Welcome

BREVARD'S *Premier* HOME BUILDER

CDS BUILDERS EXCLUSIVE:
Buy a lot in Aripeka and
wait up to 3 Years to Build





CDS
BUILDERS
CGC1530860

321.419.4441 | INFO@CDSHOMEBUILDERS.COM | CDSHOMEBUILDERS.COM

MELBOURNE **BOCA RATON** **NAPLES** **TAMPA**

Space Coast Real Producers • 43

Your Next Commission Check Shouldn't Go To *Unexpected* Medical Bills.

As a successful 1099 realtor, you're the backbone of your business – and your income. But unexpected medical costs can quickly erode your hard-earned commissions and sideline your success.

As a premiere locally-owned company, we're proud to be considered the Best in Brevard for personalized health insurance solutions. We specialize in cutting through the confusion for self-employed professionals like you, offering comprehensive plans with transparent pricing and no hidden broker fees.

Focus on Closing Deals, Not Navigating Healthcare.
Connect with Brevard's Best. Get Your Free, Personalized Quote Today.



(321) 220-0323
Phil@VogtInsurancePartnersLLC.com
VogtInsurancePartners.com
51 NW Carolina St., Suite 104 Melbourne, FL 32904



DirectMortgageLoans®

**DOES YOUR
LOAN OFFICER
ANSWER YOUR
TEXTS AT 9PM?**

**BECAUSE DEALS
DON'T STOP AT 5 P.M.**



I'M ALWAYS ON CALL FOR YOU & YOUR CLIENTS, CONTACT ME TODAY!



Caleb Hiester
Branch Manager- NMLS #1614469
C: 321.285.2592
chiester@directmortgageloans.com
OceansideDML.com

THE OCEANSIDE TEAM OF
DirectMortgageLoans®



Eligibility and approval is subject to completion of an application and verification of home ownership, occupancy, title, income, employment, credit, home value, collateral and underwriting requirements. Direct Mortgage Loans, LLC is licensed in Maryland. Direct Mortgage Loans, LLC NMLS ID# is 832799 (www.nmlsconsumeraccess.org). Direct Mortgage Loans, LLC office is located at 1513 Outrigger Circle, Rockledge, FL 32955.

Sign Installation Services 25 Counties all for One Price



In house printing
with online ordering
Free sign storage
Website and mobile
app ordering



www.Sunshinesignsfl.com | Email: signscfl@gmail.com



**CASH
REFERRAL
BONUSES!**

Partner & Elevate Your Business!
Close More Deals + Make Clients Happy + Earn Cash Bonuses
We are the #1 vacation rental manager on the Space & Treasure Coast!
We deliver the most rental income & best in class property care!

**5.0
GOOGLE
RATING!**

- Free Expedited Rental Projections
- Non-Compete Guarantee
- Co-Branded ROI Calculator
- A referral partner you can trust!



Patrick Wilson
Business Development Manager
(321) 390-3502
Join@happypalmstays.com



www.happypalmstays.com

Photos & Video + Home Staging + 3D Floorplans + Website Design + Content Strategies

Over **15,000 Photo Shoots** Completed Serving **Central Florida Top Agents Since 2015**

**HOW CAN WE
SERVE YOU?**

**DEVORE®
DESIGN**
Photos • Video • Home Staging

www.DevoreDesign.com



Call or Text 321-779-7000

Real Estate Photography From \$175 | Home Staging Services From \$1250

All Photo & Staging Prices On Our Website - Fully Transparent Pricing



Jesse Griffith

The local broker that is dedicated to getting clients the best rates and smoothest transaction.



321-501-9579

www.JesseTheBroker.com |

All Rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates, and programs are subject to change without prior notice. Copyright 2023 Future Financial Future Financial LLC DBA Future Home Loans supports Equal Housing Opportunity NMLS ID# 2043401 #65370 #1902671 #1621953 #MC-7265 #B-200041 #22908



3

Great Locations

118 Country Club Dr.
Titusville, FL 32780

390 S. Courtenay Pkwy
Merritt Island, FL 32952

226 N Atlantic Ave, Suite A
Cocoa Beach, FL 32931

2

Amazing Brands



Title Solutions of
Florida, LLC
321-586-2095



International Title
& Escrow Co. LLC
321-784-7999

1

Perfect Partnership



"Our team has **over 250 years** in combined Title experience. We will **never** be the reason you do not close. When it comes to your closing, **experience matters!**"

-The Founder, Donna Harris



MIRACLE MOVERS
of Florida

Your Property is Our Priority

- Residential/Commercial
- Local & Long Distance
- Family Owned & Operated

🌐 **MiracleMoversFLA.Com**

Chance Kelly
Relocation Specialist/Operations
📞 **689-221-7958**



Seamless Transactions, Satisfied Clients, Choose The Mortgage Bank
That Delivers Results

Contact Us Today!

877.7.FLUENT
myfmloan.com

Branch NMLS ID 2545333 - 6905 N Wickham Road, Suite 402, Melbourne, FL 32940



**THE STRONGEST MORTGAGE
APPROVAL YOUR CLIENTS CAN RECEIVE!**



Fluent Mortgage is a d/b/a of Meadowbrook Financial Mortgage Bankers Corp. Certain restrictions apply. For qualified borrowers. All borrowers subject to credit and underwriting approval. Legal ©2024 Meadowbrook Financial Mortgage Bankers Corp. NMLS #177308 (www.nmlsconsumeraccess.org). 1600 Stewart Ave, Suite 701, Westbury, NY 11590. 800.959.8892. This example is for illustrative purposes only.

**SCAN TO
DOWNLOAD
OUR APP**

