

September 17, 2011

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## A round up of personnel announcements

### **Engel & Völkers**

Tom Walsh has joined the company in their Fifth Avenue office in Naples. He will specialize in luxury and waterfront properties in the greater Naples area. Walsh has been in the real estate industry for more than 24 years, 12 of which he owned and operated Walsh Real Estate Services Inc. Since 1985 he has been a member of the Naples Area Board of Realtors. Walsh served in the Ohio Senate from 1978 to 1985. He was elected Majority Floor Leader in the 1980s and served on the Public Utilities, Education and Judiciary committees and was also on a special committee appointed by the Florida Supreme Court.

### **Manchester Square**

Chris Adkins has been named salesperson of the month for August at Manchester Square in North Naples. Adkins is a long-time Naples resident with more than 22 years of experience in the Southwest Florida real estate market. He was named national builder salesperson of the year for 11 years and salesperson of the year by CBIA for five years.

### **Tiburon**

Mary Manganiello has been named salesperson of the month for August at Tiburon in North Naples. Manganiello has held new homes sales positions in various WCI Communities over the past 12 years and rejoins the Tiburon sales team from her most recent position as a Realtor with Prudential Florida Realty in Naples. A University of Florida graduate and licensed real estate professional since 1986, Manganiello has achieved several top sales awards throughout her career.

### **Toll Brothers**

Jean Sweet has been named sales manager of the month for August. Sweet is sales manager at Belle Lago, a Toll Brothers community of single-family homes in Estero. Sweet joined Toll Brothers in November 2007 as a sales manager in the sales and information center at Belle Lago. She was named broker of record for Toll Brothers Florida West Division in May 2009. Since joining Toll Brothers, Sweet has frequently been recognized as Sales Manager of the Month for her outstanding performance. Originally from New York, Sweet has worked in real estate sales for more than a dozen years. She began her career with WCI Communities, working in Bay Colony, Pelican Sound and Tiburon. Sweet is a licensed Florida real estate broker and has achieved the Graduate, Realtor Institute (GRI) and Certified New Home Sales Professional (CSP) designations. She holds professional affiliations with the Naples Area Board of Realtors (NABOR), the National Association of Realtors (NAR), Florida Realtors (FAR) and Women's Council of Realtors (WCR). She is also a member of the Bonita Springs-Estero Association of Realtors and the Realtor Association of Greater Fort Myers and the Beach. Sweet attended the State University of New York at Suffolk County Community College in Selden, N.Y., with a major in business administration and marketing.

### **Downing-Frye Realty Inc.**

The company has named its sales and listing leaders for the month of August. In the Naples office, Christopher Braun was the sales leader for August and Michael Lissack was the listing leader. In the Bonita Springs office, Susan Heller was the sales leader for August and Jason Berube was the listing leader.

## **John R. Wood, Realtors**

Karen (Kate) Schneider has joined the company's North Naples office. Originally from Milwaukee, Schneider has a bachelor's degree in nursing from the University of Wisconsin. Prior to real estate, she worked as a registered nurse and a licensed facial specialist. Schneider earned a sales associate real estate designation in 2011 and is a member of the Naples Area Board of Realtors.

## **Black Bear Ridge**

Dorata I. Gora has earned top sales honors for the month of August at Black Bear Ridge, a private, gated North Naples neighborhood of single-family homes being developed by Stock Development. Originally from Poland, Gora has 12 years of real estate experience. She began her real estate career at Toll Brothers's Florida West Coast Division. In 2006, she became a sales associate with Centex/Pulte Homes until joining Prudential Florida Realty in their Fifth Avenue office. A licensed Realtor, Gora is a member of the Naples Area Board of Realtors, a Certified New Home Sales Professional and a member of the Naples-on-the-Gulf Chapter of the Women's Council of Realtors.

## **Weichert, Realtors – On The Gulf**

Realtor Susan Hofmann has joined the sales team. She serves buyers and sellers throughout Lee County and is a member of the Realtor Association of Greater Fort Myers and the Beach Inc., Florida Realtors (FAR) and the National Association of Realtors (NAR). Hofmann relocated from Germany four years ago. She has a bachelor's degree in business management from Hodges University. Hofmann worked in property management before becoming a real estate sales associate. She speaks English and German.

Realtor Lynda Epkins is a new member of the sales team but not new to real estate. She brings nearly 30 years of experience as a real estate professional to the Naples company, serving buyers and sellers throughout the market as a member of the Realtor Association of Greater Fort Myers and the Beach Inc., FAR and NAR. Epkins grew up in a family-owned construction company and began her career selling new construction, land and residential properties in her native Rhode Island. She moved to Miami in 1988, opened and operated a store in South Beach for several years, then relocated to the Indian River area and re-entered real estate. Epkins became a top selling agent for a local 650-homesite subdivision before making a final stop in Fort Myers.

## **Lely Resort**

John Weiss has earned top sales honors for the month of August at Lely Resort. A native of Wilmington, Del., Weiss has 25 years of experience as a financial planner with MetLife before entering real estate as the owner and builder for Ram Realty in Coral Springs, Fla. For the past nine years, he has been a sales associate for Stock Development at Lely Resort.

## **Paseo**

Marcia Erpenbeck, a sales associate for Stock Development, has earned top sales honors for August at Paseo in South Fort Myers, and was also Stock Development's company-wide sales leader for the month. A native of Charlotte, N.C., Erpenbeck has 19 years of sales experience. She is a graduate of Gaston College in Charlotte, where she earned a business degree. Prior to joining the sales team at Paseo, Erpenbeck served the company as a sales consultant for the Master's Reserve neighborhood at Lely Resort and at Grandézza in Estero.

## **Pelican Preserve**

Lana Vargo has been named salesperson of the month for August at WCI Communities's Pelican Preserve in Fort Myers. A native of Ohio, Vargo has more than 18 years of real estate experience. She joined WCI Communities in 2003 and served as a sales leader for the high-rise division for more than six years.

## **Verandah**

Pearl %Gigi+Collier has been named salesperson of the month for August at Verandah in Fort Myers. Collier has been recognized as a top producer in the industry since receiving her real estate license in 1989.

Jeff Jordan, a real estate agent with Keller Williams Elite Realty in Fort Myers, has been named Realtor of the month for August at Verandah. Jordan, a former attorney in Oklahoma and Texas, moved to Southwest Florida in 2004. Jordan has received numerous sales awards and is a recipient of the Sales Excellence Award from the Bonita Springs-Estero Association of Realtors.