

TOP AGENT

MAGAZINE



ANGELIA
MICHALAK



While Top Agent Angie Michalak occasionally lists and shows houses in the area, most of her business is repeat investors. She guides them away from flashy, high risk house flipping endeavors, and instead pairs them with a construction contractor that builds new homes in St. Johns County.

Angelia Michalak of Jacksonville, Florida, has enjoyed a divergent and meandering path on her way toward a career in real estate. Nine years after acquiring her license, she has skillfully carved out a niche in this profession that affords her the opportunity to leverage her multifaceted skill set and build lifelong connections, all while continuing to serve the communities closest to her.

Prior to moving to Florida, Angie was in financial management while serving the military. She was an accountant and financial analyst for ten years, and was a multi-franchise owner of Once Upon A Child stores. When she received an invitation from eXp Realty at the onset of COVID-19, she naturally approached the opportunity as a financial manager, rather than a home salesperson.



Her unique perspective helps her investors access opportunities that other REALTORS® may not even recognize: “I really became the financial REALTOR®, as my dad calls me. ... I tell my investors, ‘I could manage your money, but that’s really not in your best interest. Then you’d have to pay me for it— instead, let me

show you where you can invest with no management fees and low expense ratios, and I can help you with your real estate needs for a balanced portfolio.’ Then everyone wins.”

While Angie lists and shows houses in the area, most of her business is repeat investors. She



Over the years, Angie has been dedicated to assisting military families. She has been a Family Readiness Leader and Key Spouse for the Headquarters of the 180th Fighter Wing and 125th Fighter Wing for over twenty years.

guides them away from flashy, high risk house flipping endeavors, and instead pairs them with a construction contractor that builds new homes in St. Johns County (a suburb of Jacksonville that, thanks in part to its outstanding school districts, is poised to appreciate continuously as the city grows). The relationships she has formed with the Builder, Jerry Folckemer, with Old City Homes, and NEFBA, the Northeast Florida Builders Association, have proved invaluable – so much so that Angie’s next goal for her business is to get her own contractor license. “The summer between high school and college, my dad told me, ‘There’s nothing more important than your education.’ I guess I just never stopped!”

In between mastering the fields of finance and construction, Angie prides herself in volunteering her knowledge to aid her extended military family. Over the years, Angie has been dedicated to assisting military families.



She has been a Family Readiness Leader and Key Spouse for the Headquarters of the 180th Fighter Wing and 125th Fighter Wing for over twenty years, and has been a volunteer for Yellow Ribbon events. She is a volunteer Financial Counselor for military families and

veterans. She volunteers for the First Command Educational Foundation, and provides benefits seminars throughout the state upon request. She aims to serve and connect with anyone and everyone. When brief periods of rest and relaxation present themselves, she travels along the



coast to the National Guard Bureau, Joint Base Andrews, Washington D.C., where her husband is currently stationed for a three-year tour.

To some, Angie's life may seem overwhelming, but when asked about her pursuits outside of work, the question elicits mostly laughter. "It's hard for me to have friends that are not in my

business world because that is my life, and my life is what I enjoy. This is what I do! I love the fact that I get so close to my investors – I really am like family. One investor, she works in the hospital, and she's in surgery a lot. I literally talk to her sometimes at midnight. ... My relationships are so special to me. It's just like helping my friends, and my work is my service to God."



To learn more about Angelia Michalak, please call (904) 616-8361, visit angeliamichalak.exprealty.com or email Angelia.Michalak@eXpRealty.com