

AMIE BALCHUNAS

*Her
Journey to a
FLORIDA
FUTURE*



▶ rising star

By Elizabeth McCabe
Photography by Joya Diglio



“Florida has been good to me,” says REALTOR® Amie Balchunas with Lamacchia Realty. “Last year, I had over \$6 million in sales.” Originally from Boston, Amie started in real estate 13 years ago, but her sales skyrocketed when she moved to Florida in 2019.

“It’s been a roller coaster,” points out Amie. “A happy roller coaster.” This Florida transplant has been vacationing here for a decade, coming down from Boston. “Every trip back on the plane was depressing. Life is too short to be miserable.” While she was here over the winter several years ago, Amie got her broker’s license.

Real estate gave her a bright future, much better than her bartending days. Amie graduated in 2009 from Becker College in Massachusetts with a degree in interior design. She bartended through college because there were no jobs in interior design after the Great Recession.

“A friend of mine, who was a broker, needed help with foreclosure and short sales. He paid for me to get my license and take the test,” she says. She got her license 13 years ago and launched into real estate in Massachusetts.

“I wanted to survive and not have to bartend forever,” admits Amie. Real estate was a natural fit with her people personality, customer service, and love for interior design.

A NEW CHAPTER

Amie worked for Lamacchia Realty in Boston before moving south. Her broker, Anthony Lamacchia, gave her an unbelievable opportunity — becoming a Flagship Agent for Lamacchia Realty in Fort Lauderdale.

“When I joined Lamacchia in 2017, my business improved 400 percent,” smiles Amie. She attributes her success to the training, leads, and support she gets from the

brokerage. Amie adds, “Right now, so many people are moving from the New England area that my referral business is off the charts.”

Lamacchia Realty Fort Lauderdale opened in November 2020. “It was a slow go for the first couple of months with COVID, and now we have had our ribbon cutting for the new storefront office on February 26, 2022,” says Amie. She has a heart of gratitude for her new journey.

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I want the people in Florida to know how awesome Lamacchia Realty is. No other company offers the leads, support, and training that we do. We do the most marketing and advertising to guide you to your success.

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“I’m passionate about growing the business. “I want the people in Florida to know how awesome this company is. No other company offers the leads, support, and training that we do. We do the most marketing and advertising to guide you to your success.”

Amie is also passionate about working with buyers and sellers, especially in today’s hot market. “Although it’s easy for buyers to get frustrated with the lack of inventory, we will guide them to their home.”

Amie is living her best life. She comments, “I’m a small-town farm girl who has worked hard to have the life I have always dreamed about. I overcame fear and stopped making excuses.”

As Amie says, “What you put into this business is what you get out of it.” She made a name for herself in Florida. She says, “When I moved here, I had no friends, no family, and had to start from scratch.” She has done just that, making lemonade out of lemons. “Best of all, I don’t have to



Amie Balchunas moved to South Florida from Boston in 2019.

shovel snow, slip on ice, or have my hand freeze while pumping gas,” jokes Amie.

POPULAR PASTIMES

When not working, Amie loves going to the beach. “It makes my soul happy,” she says. She also enjoys spending time with her bulldog, Daisy, the mascot of Lauderdale by the Sea, where she lives.

Amie is an inspiration. She is living proof that with drive and determination, anything is possible!



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