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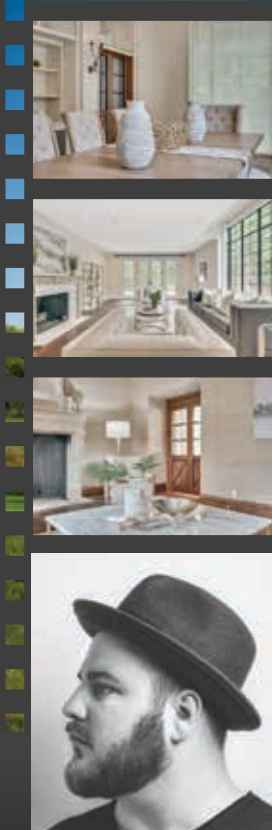
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at Keenan.Andersen@realproducersmag.com.

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FAQ

ABOUT THIS MAGAZINE

Real Producers magazine started in Indianapolis in 2015 and is now in over 100 markets across the nation and spreading rapidly. *South Jersey Real Producers* launched in April 2021. Name a large city and we are there or will be soon!

In every market, we take the Top 500 agents, based off of the MLS production, and we build an exclusive magazine around those agents. We share their stories, successes, market trends, upcoming events — really, anything that will connect, inform and inspire, we put in the monthly publication.

We strive to inform and inspire the top producing real estate agents in the local market and connect them socially. The secondary focus is to provide an avenue for our affiliate partners to create relationships with these top performers on a level that they might not be able to achieve on their own.

Q: WHO RECEIVES SOUTH JERSEY REAL PRODUCERS MAGAZINE?

A: The top 500 agents in South Jersey. We pull the MLS numbers (by volume) from in the South Jersey area: Camden, Gloucester, Burlington and Salem Counties. Approximately 15,000 agents are licensed in this territory. We cut the list off at #500, and the distribution was born. The 2020 Top 500 cutoff is \$4.5 million. The list will reset at the end of every year and will continue to update annually.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate REALTORS®. We will consider anyone brought to our attention who is in the Top 500 because we don't know everyone's story, so we need your help to learn about them.

A nomination currently looks like this: You email us at Keenan.andersen@realproducersmag.com with the subject line, "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion for our writer to conduct an interview to write the article and for our photographers to schedule a photoshoot.

Q: WHAT DOES IT COST A REALTOR® /TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of real producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One of many of the top agents has recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best REALTORS® in the area but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you know and want to recommend a local business that works with top REALTORS®, please email us to let us know at Keenan.andersen@realproducersmag.com.

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IF YOU'RE READING THIS, CONGRATS!

HOW TO TURN A MAGAZINE INTO A BADGE OF HONOR

Welcome to the 2022 South Jersey Real Producers Community.

We're pleased to bring you the 13th edition of *South Jersey Real Producers Magazine*. As always, this magazine is provided for *free* exclusively to the top 500 (traditional) residential real estate agents in South Jersey (Burlington, Gloucester, Camden and Salem counties).

IF YOU'RE READING THIS, THEN CONGRATS!

Each spring, we update our mailing list to include our (estimated) top 500 real estate agents in South Jersey from the previous year based on sales volume. If you're receiving this publication for the first time, it's



because you cracked the top 500 list for 2021; congratulations are in line! Last year was a record-breaking year in South Jersey real estate, and you were in the top percentile of agents.

**Although our list is never perfect, we do our best to ensure accuracy and proper inclusion. If you think we've missed out on, or overlooked anything or anyone, feel free to email us at keenan.andersen@realproducersmag.com.*

For those of you who have been receiving this publication for a while, it means you've consistently ranked within the top percentile of the South Jersey real estate industry, or run a top-notch brokerage in the area with agents in that

percentile. We hope you'll be proud to receive this exclusive publication, attend our events, and connect with the other top producers.

In case you're wondering, all of the agents featured are based solely on nominations and featured completely for free (there's no "pay to play" for articles).

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; our social events are also not for profit either (we do attempt to raise money for local charities).

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

► publisher's note

help produce the *South Jersey Real Producers* platform. Our partners can be found in the index of this magazine, or by emailing us at keenan.andersen@realproducersmag.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.

The events and publications are designed to increase social connections between top REALTORS® and top affiliates so that the best of the best can grow their businesses together. It is our goal that the events create a culture where there is no "hard selling" but a culture of relationship-building on a more intimate level.

We run four major socials annually as well as a few pop-up events sprinkled throughout the year. Keep your eyes out for

emails from keenan.andersen@realproducersmag.com, and text invites to our major events. You can also make sure to follow [@sjrealproducersmag](https://www.instagram.com/sjrealproducersmag) on Facebook and Instagram so you don't miss out on anything!

Last year alone, we launched our platform and threw our *South Jersey Real Producers* Launch Event at Ron Jaworskis' Ramblewood Country Club where we raised money for the South Jersey Breast Cancer Coalition and plan to capitalize on our year-one momentum. This year already we co-hosted a pop-up event with an advertising partner, Elegance Custom Clothiers (event recap to follow) and our First Anniversary Party is in the works!

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 at 267-303-2425 or email us at keenan.andersen@realproducersmag.com.

Keenan Andersen Owner/Publisher,
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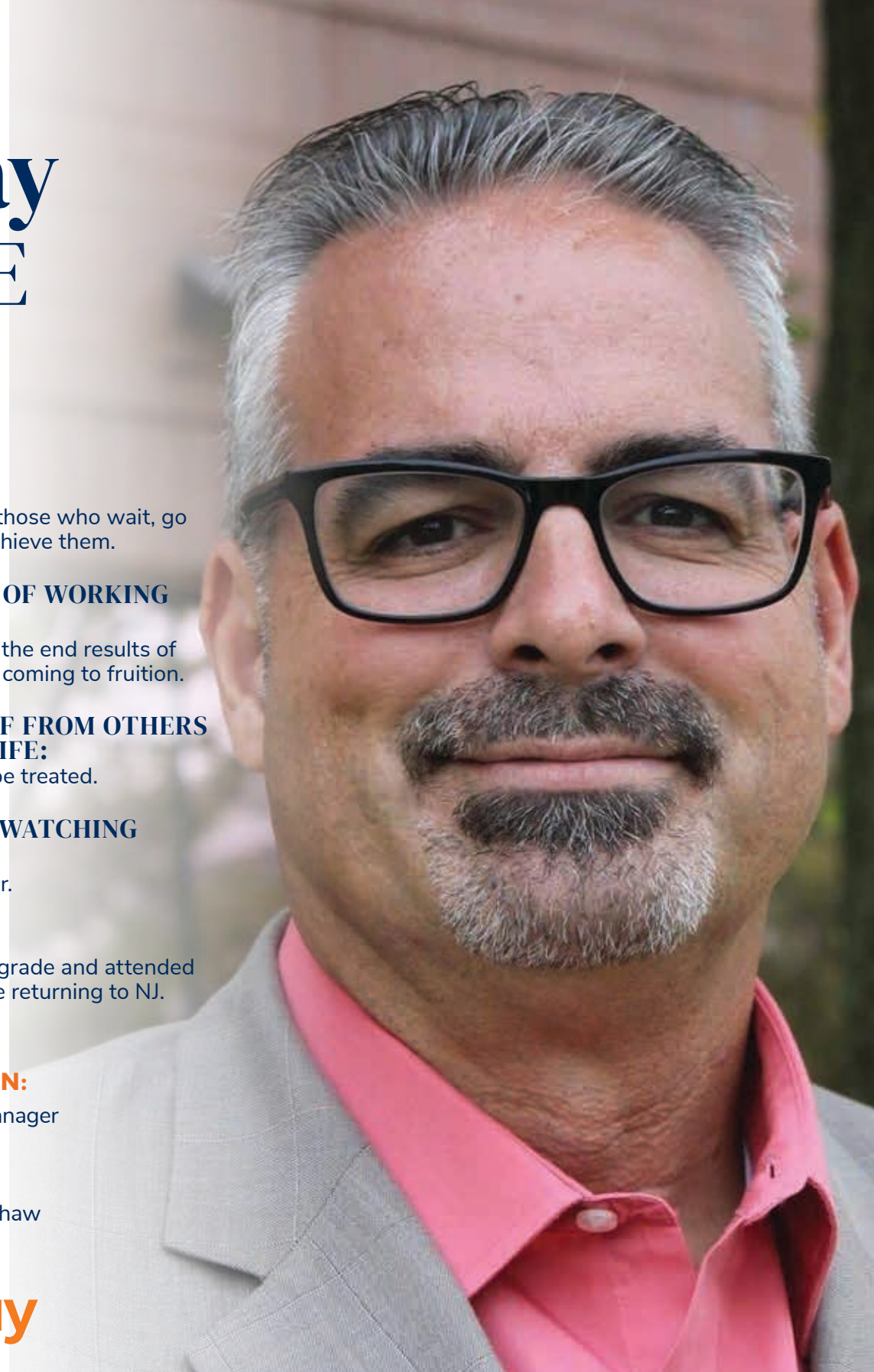
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MOVIE I CATCH MYSELF WATCHING OVER AND OVER:
Groundhog Day...Over and Over.

FUN FACT ABOUT ME:
Moved to Louisiana in seventh grade and attended High School and College before returning to NJ.

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▶ top producer cover story

Prime Realty Partners
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E V O L U T I O N R E A L T Y P A R T N E R S



Market disrupters are people who do real estate differently and build their businesses using strategies that are outside of the box. By all accounts, REALTOR® Robert Bunis is one of the best! With over \$50-million in sales after just five years in the industry, Robert loves leading his newly established team to unprecedented success.

...



“
**THERE IS
 NO BETTER
 FEELING THAN
 WATCHING
 AN AGENT
 THRIVE IN THE
 BUSINESS WITH
 MY COACHING**
 ”

being nonverbal, the experience made me emotionally intelligent and taught me to read people exceptionally well.”

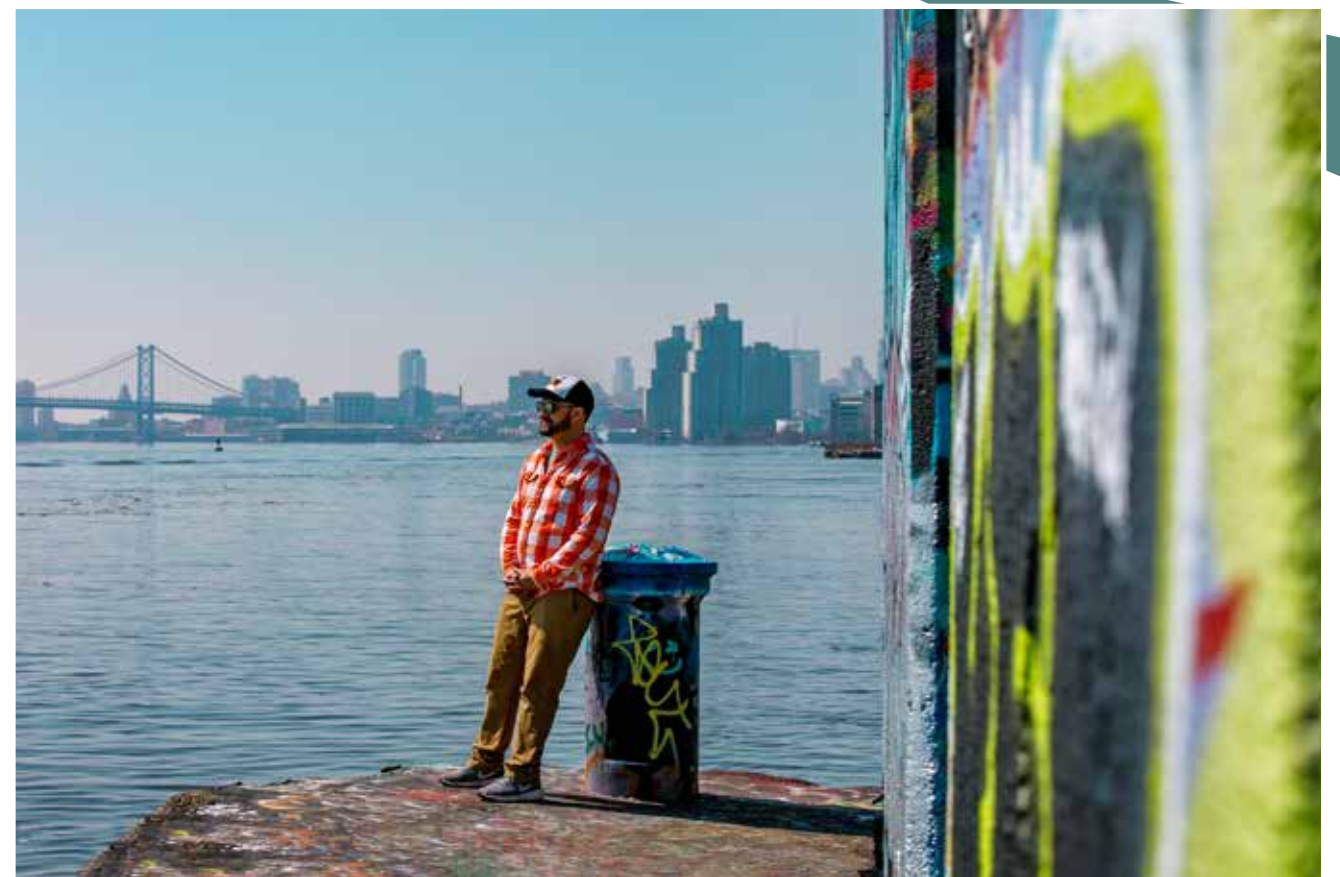
His high EQ helps Robert deliver a personalized service to buyers and sellers and individually customize his coaching and mentorship for agents. “I love helping agents overcome obstacles in a transaction and get a deal to closing,” he says. “I was fortunate to have been mentored by Martin Hill, who used to have his own brokerage and after that became a REALTOR® at the Keller Williams Cherry Hill office, where I started my career as a part-time agent in 2016. While there, Deb McCarthy gave me a couple of shots at open houses and coached me quite a bit, and so did Mary Murphy.”

On Valentine’s Day in 2017, Robert took his wife, Genevieve,

“There is no better feeling than watching an agent thrive in the business with my coaching and become substantially more fulfilled in life than they were previously,” Robert says. “I help agents see success as a long series of small wins and the culmination of persistence.”

Persistence is a virtue Robert learned early in life. As a child diagnosed with multiple learning disabilities, Robert’s parents sent him to a boarding school equipped to meet his needs, but it took

him years to see the wisdom of their decision. “I wanted to stay in the Cherry Hill School District, where I grew up, and I had a lot of animosity about being sent away at 12,” he says. “I didn’t come to terms with it until after college when I realized it taught me independence at a young age and helped me turn my learning disabilities into an advantage. My ADHD keeps me engaged and way more energized than most of my peers. And although I’ve outgrown



out to dinner and told her that he quit his day job in environmental consulting to pursue real estate full-time. “She wasn’t thrilled,” Robert laughs. “I have a political science degree from Stockton College of New Jersey and was halfway through a Masters in Environmental Policy and Management degree from the University of Denver. But I was getting exposed to environmental conditions at work that weren’t good for my health, and I was increasingly successful in real estate, so it was time to make the move.”

Since then, Robert has sold hundreds of homes and won multiple awards, including Circle of Excellence Bronze in 2017, Circle of Excellence Silver in 2018 and 2019, and Circle of

Excellence Gold in 2020 and 2021. In 2020, he started his first team, which he dissolved to open Evolution Realty Partners with Paul Isaacson the following fall. Then, in December 2021, Robert left KW to partner with Marc Ricci and become the Broker Manager of the new Prime Realty Partners in Cherry Hill.

“My best advice for up-and-coming agents, in general, is to ask questions and don’t be afraid to call Top Producing Agents and take them out to lunch,” Robert says. “Although every agent has different strategies, you should ask the ones that are in the top 5% what works for them to get some ideas on how to perform at a high level. I contribute my success to sitting as many open houses as I could at the beginning of my career and going wherever I could get in front of buyers and sellers ready to make a move.”

While Robert likes to outwork the competition and believes consistent effort repeatedly leads to exceeding goals and expectations, he also coaches agents to figure out a work/life balance while running their business. “Use real estate to reinvest in yourself, your friends, family, and business,” he says. “The top of every mountain is the beginning of the next, as they say, so always keep pushing for progress and growth. But also make time for what’s most important to you in your life.”

For Robert, that means spending time with Genevieve. The couple loves to travel and recently enjoyed a trip to Hawaii. They also like to hike, hang out with friends and family, and spoil their two-year-old fur baby, a Golden Retriever named Bromley. Robert also likes basketball, which he played in high school and college, and he enjoys eating good food. He’s looking forward to being a father someday, but right now, he’s laser-focused on continuing to be a top producer and market disrupter.



“

THE TOP OF EVERY MOUNTAIN IS THE BEGINNING OF THE NEXT, AS THEY SAY, SO ALWAYS KEEP PUSHING FOR PROGRESS AND GROWTH. BUT ALSO MAKE TIME FOR WHAT’S MOST IMPORTANT TO YOU IN YOUR LIFE.

”

FEATURED AGENTS

» rising star

A Look Back At The **RISING STAR AGENTS** of South Jersey



ASPEN THOMAS

KELLER WILLIAMS WASHINGTON TWP.
APRIL 2021 | RISING STAR FEATURED AGENT
South Jersey Real Producers Magazine
Photography by: Bryant Sanders Photography

"Clients' family members' - their children, their parents - opinions matter. I make it a point to listen and pay attention to detail from the moment we meet. It's a way I can gauge what is going to appeal to them and make them happy."

MELISA KOBELKA ANDERSON

JFK LIVING TEAM • KELLER WILLIAMS CHERRY HILL
MAY 2021 | RISING STAR FEATURED AGENT
South Jersey Real Producers Magazine
Photography by: Bryant Sanders Photography

"Also, give back! It's not about me, it's about my clients."



VALERIE REGAN

COMPASS RE
SEPTEMBER 2021 | RISING STAR FEATURED AGENT
South Jersey Real Producers Magazine
Photography by: Bria Strube Photography

"It's my purpose. I love building relationships, turning clients into friends, and helping people achieve the ultimate goal of owning a home."



NATHANIEL GEARY

KELLER WILLIAMS WASHINGTON TWP.
JULY 2021 | RISING STAR FEATURED AGENT
South Jersey Real Producers Magazine
Photography by: Bryant Sanders Photography

"Stay hungry, humble and willing to learn."



MASON GREENBLATT

THE ROBERT GREENBLATT TEAM • BROKERED BY EXP
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South Jersey Real Producers Magazine
Photography by: Bria Strube Photography

"There is nothing else like this job... I couldn't imagine doing anything else."



QUANDELL IGLESIA

IQ REAL ESTATE TEAM • HOMESMART
DECEMBER 2021 | RISING STAR FEATURED AGENT
South Jersey Real Producers Magazine
Photography by: Bria Strube Photography

"Each of us has a calling in our lives and is meant for something good. Real Estate is like coming full circle for me because it's another way to advocate for people, lend my voice and help them reach their goals."



LISA ARCANO

WEICHERT REALTORS, HADDONFIELD
JANUARY 2022 | RISING STAR FEATURED AGENT
South Jersey Real Producers Magazine
Photography by: Bria Strube Photography

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COLLEEN HADDEN

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NOVEMBER 2021 | RISING STAR FEATURED AGENT
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▶▶ preferred partner spotlight

A LOOK BACK AT OUR

FEATURED PREFERRED PARTNER SPOTLIGHTS

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FRAN GRENIER
HOMETEAM
INSPECTION SERVICE
APRIL 2021
Preferred Partner Spotlight
South Jersey Real Producers Magazine
Photography by:
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www.HomeTeam.com



“Often overlooked is the importance of dressing for the occasion you are going to or participating in.”

CHRIS MARTIN
ELEGANCE
CUSTOM CLOTHIERS
JULY 2021
Preferred Partner Spotlight
South Jersey Real Producers Magazine
Photography by: Bryant Sanders Photography
www.EleganceClothiers.com

“We look for a winning attitude. There are no real titles in the company. We are all rowing in the same direction to help the customer. We really try to treat customers like royalty. They are the ones who wear the crown.”

RICK RIDDLE & PAULA HUHN
CROWN HOME MORTGAGE
SEPTEMBER 2021
Preferred Partner Spotlight
South Jersey Real Producers Magazine
Photography by: Bryant Sanders Photography
www.crownhm.com



“It’s definitely a rewarding feeling when our clients qualify for their mortgage, and we have the call with them and let them know they are good to move forward.”

JIM SACCHETTI AND DREW SMITH
TRINITY SOLUTIONS USA
JUNE 2021
Preferred Partner Spotlight
South Jersey Real Producers Magazine
Photography by: Dave Danielson
www.trinitysolutionsusa.com



“I want to make a NOTABLE AND POSITIVE DIFFERENCE in at least one person’s life every day, and if it’s someone new, all the better.”

GREG MADIA
FIRSTTRUST FINANCIAL RESOURCES
AUGUST 2021
Preferred Partner Spotlight
South Jersey Real Producers Magazine
Photography by: Bryant Sanders Photography
www.ffrpro.com



“So many people don’t even know what they’re capable of because they are constantly making choices that get in their way.”

MICHAEL BRENNAN
 MICHAEL THOMAS FIT
 JANUARY 2022
 Preferred Partner Spotlight
 South Jersey Real Producers Magazine
 Photography by: Bria Strube Photography
 www.michaelthomasfit.com

“I want to be known as someone who provides good opportunities and helps others have a better life.”

CARLO VITALE
 VITALE INSPECTION SERVICES /
 HAPPY SMILES INC.
 NOVEMBER 2021
 Preferred Partner Spotlight
 South Jersey Real Producers Magazine
 Photography by: Steady Focus Productions
 www.vitaleinspection.com



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 Mortgage Loan Originator
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✉ rburkett@crownhm.com

☎ 732-693-2428

🌐 rburkett.crownlo.com

☎ 215-987-4112



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a look back at the
AGENTS TO WATCH of South Jersey



My focus rests on my clients' goals and ensuring they are at ease throughout the entire journey.



LINA CAROLLO

Re/Max Hometown

June 2021

Agent To Watch Featured Agent

South Jersey Real Producers Magazine

Photography by: Bryant Sanders Photography



NICK ALVINI

Alvini-Ayers Group

Prime Realty Partners

February 2021

Agent To Watch

Featured Agent

South Jersey Real

Producers Magazine

Photography by:

Kellyman Real Estate

Photography

"No two deals are the same" and "no two clients are even the same – everyone has different needs and wants, different personalities."



My father's advice is 'patches and quilts.' He says it to me in the context of don't be afraid to keep your head down and hustle. When you look up, all these small deals you've done will be the same as a big deal.



I became a REALTOR® to test myself, to challenge myself to do something new. Once I started working with clients, my 'why' easily changed to 'because life is not living if it's not in the service of others.'



PARISHA SMITH

Smith & CO.

Keller Williams,

Washington Twp.

March 2021

Agent To Watch

Featured Agent

South Jersey Real

Producers Magazine

Photography by:

Kellyman Real Estate

Photography



JOLON DAVIS

The House Hustler

Keller Williams, Moorestown

August 2021

Agent To Watch Featured Agent

South Jersey Real Producers Magazine

Photography by: Bryant Sanders Photography

▶ agent to watch featured agents

▶ top producer

COVER STORIES

A Look Back At Our
Featured Cover Story Agents

Special Year In Review



DEVIN & BRITTANY DINOFA

TCS NEW JERSEY • KELLER WILLIAMS REALTY
APRIL 2021

Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Plush Images

“ALWAYS FINDING WAYS AFTER THE TRANSACTION TO SHOW YOUR PAST CLIENTS YOU APPRECIATE THEM. THINGS SUCH AS CLIENT APPRECIATION PARTIES, MONTHLY NOTES, AND BEING A RESOURCE FOR THEM AT ALL TIMES.



DAN MAUZ

THE MAUZ GROUP
KELLER WILLIAMS, WASHINGTON TWP.
OCTOBER 2021

Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Bria Strube Photography

“NOBODY ON OUR TEAM IS EGO-DRIVEN. WE ARE ALL ABOUT CUSTOMER SERVICE, AND WE LIKE TO HAVE FUN GETTING THE JOB DONE.



VAL NUNNENKAMP & BRIAN COLONNA

THE VAL NUNNENKAMP TEAM
KELLER WILLIAMS REALTY
SEPTEMBER 2021

Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Bryant Sanders Photography

“REGARDLESS OF THE MARKET WE FIND OURSELVES IN, WE WORK TOWARDS GETTING THE BEST RESULTS FOR OUR CLIENTS AND ENSURING THEY FEEL CONFIDENT WITH THEIR PURCHASES, SALES AND INVESTMENTS.



KENYON HUNTER

EVOLUTION AVE. GROUP
BROKERED BY EXP
JULY 2021

Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: CommercialPicture.com

“DON'T WAIT TO BE RICH TO BE HAPPY. HAPPINESS IS FREE!



NIKUNJ "NIKKI" SHAH

NIKKI SHAH REAL ESTATE GROUP OF NEW JERSEY AND PENNSYLVANIA • LONG & FOSTER
JUNE 2021

Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Bryant Sanders Photography

“WORK ETHIC, PATIENCE, HONESTY AND INTEGRITY, HUMBLNESS. MOTIVATION AND PASSION TO HELP OTHERS.



MAYA FELSENSTEIN

THE MAYA FELSENSTEIN GROUP • COMPASS RE
MAY 2021

Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Bryant Sanders Photography

“WHEN MY CLIENTS ARE HAPPY, I KNOW I DID WELL.



MARY MURPHY

THE MARY MURPHY GROUP
BROKERED BY EXP
AUGUST 2021

Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Bryant Sanders Photography

“YOU DON'T NEED TO REINVENT THE WHEEL TO BE SUCCESSFUL IN REAL ESTATE. WHAT YOU NEED IS A COLLABORATIVE ENVIRONMENT WHERE YOU CAN LEARN FROM OTHERS AND GROW.



GINA ROMANO

BROKER/OWNER
AT ROMANO REALTY
NOVEMBER 2021

Top Producers
Cover Story
South Jersey Real Producers Magazine
Photography by: Bria Strube Photography

“I RUN MY LIFE AND MY BUSINESS WITH INTEGRITY. MY SALES PHILOSOPHY HAS ALWAYS BEEN TO DO WHAT IS RIGHT FOR MY CLIENT, EVEN IF THAT MEANS TELLING THEM NOT TO BUY OR SELL.



CHRIS TWARDY

TRI STATE REAL ESTATE GROUP
BERKSHIRE HATHAWAY
DECEMBER 2021
Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Steady Focus Productions

“ OPENING DOORS TO LIFE’S MOST MEANINGFUL DREAMS.



SAM LEPORE

THE SAM LEPORE GROUP
KELLER WILLIAMS, MOORESTOWN
MARCH 2022
Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Kellyman Real Estate Photography

“ I LOVE MY TEAM... WE ALL WORK HARD AND LIKE TO HAVE FUN WHILE PROVIDING A FANTASTIC, RELAXED, CLIENT EXPERIENCE. AND WE ARE CONSTANTLY MOVING FORWARD AND INCREASING VOLUME.



STEVE KEMPTON

RE/MAX COMMUNITY
- WILLIAMSTOWN
JANUARY 2022
Top Producer
Cover Story
South Jersey Real Producers Magazine
Photography by: Good Vibecations

“ THERE ISN’T A MAGIC TRICK THAT WILL FUND YOUR DEALS FOR LIFE. THE INDUSTRY IS CONSTANTLY EVOLVING. SUCCESS COMES DOWN TO BUILDING YOUR SPHERE OF INFLUENCE, NETWORKING, MAKING CONNECTIONS, AND CONTINUALLY STAYING IN FRONT OF PEOPLE.



JACKI & STAN SMOYER

WEICHERT REALTORS®, MOORESTOWN
FEBRUARY 2022
Top Producer Cover Story
South Jersey Real Producers Magazine
Photography by: Bria Strube Photography

“ YOU HAVE TO UNDERSTAND YOUR CLIENT. YOU HAVE TO UNDERSTAND WHAT THEIR CONCERNS ARE, WHAT THEY’RE AFRAID OF, AND YOU’VE GOT TO TAKE THOSE FEARS AWAY.



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