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TABLE OF CONTENTS



05

Index of Preferred Partners



10

Special Events: Photos from Our June Sip 'n' Socialize



12

Special Feature: 40 Under 40 - Class of 2023



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▶ publisher's note

The Spirit of Independence

Dear Real Producers of South Jersey,

Welcome to the July issue of our magazine, where we are recognizing the spirit of independence and the vibrant world of real estate! With its power to transform lives and create new beginnings, real estate serves as a cornerstone of our publication. As we celebrate America's birthday this month, a day synonymous with freedom and unity, I wanted to introduce you to *South Jersey Real Producers' 40 Under 40 Class of 2023!*

All 40 of the amazing individuals in this special issue truly shine and deserve to be recognized — not only for their impressive sales performance but also for exemplifying an unwavering commitment to client excellence and community involvement.

During this time of national pride and BBQ celebrations, anticipation fills the air with a sense of camaraderie and patriotism. From the fireworks lighting up the night sky to the parades filling the streets, I hope you were able to reflect on and appreciate this festive occasion that unites us all, regardless of our differences.

Speaking of camaraderie, I am thrilled to also showcase the fun atmosphere of our first South Jersey Real Producers event in this issue, the June 8th Sip n' Socialize! Be sure to check out the photos on pages 10–11 that capture the energy and excitement of our lively Real Producers event. I want to extend heartfelt thanks to everyone who attended, making it a resounding success and a testament to the power of our Real Producers community to show up and have fun!

Happy reading, Real Producers!

Warm regards,



Kristin Brindley
 Owner/Publisher
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We're a team that works together to help each other and has fun together! Focused on success through accountability and training, not micromanaging or leaving you stranded. Stellar back office support with underwriters who see the people behind the paper - all with the one goal in mind - get the buyer the keys to their dream home!

▶ special events

Photos by **Chris Kellyman**

SIP 'N' SOCIALIZE

JUNE 8, 2023

South Jersey Real Producers, you certainly know how to kick back and have fun! Thank you to our community who joined us at our Sip 'n' Socialize event at P.J. Whelihan's Pub of Cherry Hill on June 8th for a happy hour to remember. We thoroughly enjoyed connecting with all of you while indulging in delectable hors d'oeuvres and elegant cocktails!

A special thank-you goes out to our valued sponsor, **David Gorham of NJ Realty Solutions**. Your support played a vital role in the success of this event! We also extend our gratitude to **Lou & Ann's Delicatessen** for providing the scrumptious food for the evening. A heartfelt thank-you to **Chris Kellyman** for capturing wonderful photos of the memorable moments. We are grateful for your contribution to our Sip 'n' Socialize event! And last, but certainly not least, a big thank-you to the talented bartenders who kept the drinks flowing.

To relive the excitement, scan the QR code below for amazing photos, and don't forget to tag your friends! We eagerly look forward to seeing you again at our next big event on November 15th!



For more information about all South Jersey Real Producers events, please email us at info@southjerseyrealproducers.com.



40 UNDER 40

We are delighted to bring forth a special edition of *South Jersey Real Producers*, showcasing the extraordinary individuals who have been honored as the 40 Under 40 in the real estate industry. These remarkable professionals are the trailblazers, trendsetters, and influencers to keep an eye on in the years ahead.

The honorees were selected not only for their outstanding real estate sales achievements but also for their professionalism, ambition, innovation, community engagement, and exceptional character. They serve as inspiring leaders, generously sharing their time, wisdom, and support with the next generation of REALTORS®.

Many of these exceptional agents have garnered accolades and recognition for their accomplishments in the field, actively contributing to nonprofit organizations and important causes. You may have already come across some of these remarkable individuals in our previous issues, and we are thrilled to showcase them once again in this special edition.

It is our privilege to present the South Jersey Real Producers' 40 Under 40 Class of 2023, a group of not only outstanding agents but also extraordinary individuals who leave a lasting impact on both their clients and the community at large.

▶▶ 40 under 40: recognizing young achievers

JACQUELINE ACEVEDO

Keller Williams Main Street Realty
Age: 39 | Years in RE: 2 | 2022 Sales: \$3,556,000

Jacqueline Acevedo became a real estate agent in 2020 during the COVID pandemic. Prior to that, Jacqueline worked as an investigator for the State of New Jersey. She has always worked in roles where helping people was a priority.

Jacqueline has overcome many challenges in her life. Growing up, it was not easy for Jacqueline's divorced mother to raise three children on her own. As a young woman, Jacqueline was faced with many obstacles, from living in a bad environment to being surrounded by unsupportive individuals that made her believe that her dreams were just that. The urge and desire to move ahead, help her family, and one day provide a good future for her own family was her motivation each day.

As much as she tried to avoid failure, it was inevitable. It is part of life, and it molded her into who she is today. Jacqueline's positive attitude, determination, children, friends, and most importantly, her faith are what keeps her going. One thing she has never done is give up. If it doesn't work one way, she tries a different way until she

accomplishes and reaches her goals. Jacqueline's favorite part of real estate is meeting people. Every day is a new adventure, and knowing that she took part in her client's journey, and one of their biggest decisions they will ever make in their lifetime, is an honor.

Jacqueline is different from other agents because she is herself. She doesn't try to be anyone else, and she works hard to ensure that her clients are satisfied with her services. Jacqueline wants her children to know and be confident that anything is possible. No matter their background, social class, culture, age, or failures, she hopes they carry the good family values and morals she is teaching them to make a difference as they get older and become adults, all while remaining humble and kind. In the future, Jacqueline hopes to continue growing as a real estate agent by expanding her business to other states, investing in properties of her own, and eventually starting her own team to help and guide anyone aspiring to become an entrepreneur in the real estate industry.



▶▶ 40 under 40: recognizing young achievers

SHAISTA AHMAD

eXp Realty
Age: 40 | Years in RE: 2
2022 Sales: \$5,421,990



Shaista Ahmad is a woman who knows the meaning of overcoming challenges. She became a real estate agent after working for over 16 years in the financial industry. Shaista brings her passion for her community and knowledge of the area to her clients, going beyond the buying and selling of homes. For her, it's all about building strong relationships and connections with peers and her clients to create a stronger community.

Shaista's biggest challenge came when she was diagnosed with breast cancer at the age of 33. Throughout the five-plus years of treatment, she remained strong for her two

beautiful daughters. This life experience taught her the importance of perseverance and strength. As a real estate agent, Shaista thrives in the ever-changing and challenging market conditions. She is constantly evolving her approach and business by meeting new people, analyzing the market, and utilizing the latest technology and marketing tools. Shaista's dedication to those she works with and clients makes her stand out from other agents.

Success, to Shaista, means making the process of buying and selling a home seamless, exciting, and informative since it is an important decision for everyone involved. Changing someone's life for the better is the most satisfying feeling for Shaista. The biggest game changer

for her was teaming up with a supportive team. Being part of a strong, dynamic, and diverse support system at eXp Realty Group has allowed her to challenge perspectives and form better collective decisions.

Shaista believes in the value of owning real estate and educating others. Her goals for the rest of 2023 and the near future include growing her own portfolio of homes, in addition to training and mentoring others who are considering a career in real estate. Leading by example and educating others has always been a rewarding and fulfilling experience for her. Throughout all of this, Shaista's focus and biggest dream is to show her daughters that staying focused and empowering others will always lead to being a stronger individual.

JEFF BAALS

Keller Williams Realty
Age: 35 | Years in RE: 10 | 2022 Sales: \$28,000,000



Jeff Baals, the founder of The Baals Group team with Keller Williams, has been in the real estate business for 10 years. His last year's sales volume was a staggering \$28 million, and he sold 70 units in the same year. Before he became a real estate agent, Jeff worked for Apple. However, he decided to become a real estate agent to become his own boss and to be involved in an industry that he considered hard and intimate.

One of the toughest challenges Jeff faced in the past was the loss of his son, Ethan. He and his wife, Maby, were ecstatic when they found out that they were expecting Ethan. However, the joy was short-lived as Ethan passed away

hours after he was born. The experience was a crushing blow for Jeff and his wife, but it also strengthened their relationship and their resolve to overcome their loss.

Jeff's dreams and aspirations include exploring new places, finishing the renovation of his 1977 Trillium camper, and running a successful business that he can eventually hand over to someone else. One of Jeff's favorite parts of being a real estate agent is being involved in one of the greatest tools for building individual wealth. He believes that real estate provides a platform for individuals to create a legacy that can last for generations. Jeff differentiates himself from other real estate agents by being genuine and considerate. For him, "success" means making every moment count and being intentional with his actions. He believes that time is a limited resource, and it is essential to use it wisely. One of the biggest game changers for Jeff's business has been electronic signatures. However, he also recognizes that not reinventing the wheel is a valuable business strategy.

Outside of work, Jeff supports organizations such as Fellowship of Christian Athletes, Pride Paws in Medford, and Kids Care.

MEGAN BALAREZO

Weichert, REALTORS®—Haddonfield
Age: 32 | Years in RE: 5 | 2022 Sales: \$7,500,000

Megan Balarezo was an art teacher at a vocational high school before getting her real estate license. Only a few months into going full-time in business, she separated from her then husband after less than two years of marriage, not knowing that a week later, the pandemic would hit. With the chaos of all things that spring, she sold everything, renovated an RV, and practiced the tiny home living lifestyle looking for peace and healing while still working full-time as a real estate agent. Megan is back in society now as a homeowner again — out of the woods, literally and figuratively! And her favorite

part of being an agent is the stories she gets to hear and the lives she gets to be a part of. Currently navigating the transition from just a REALTOR® to a real estate investor, as well, she loves the endless opportunities real estate can offer.

For Megan, success means waking up when she wants, enjoying a slow morning at home while looking forward to a full day ahead engaging with people and experiences that excite, inspire, affirm, and challenge her. She feels successful because she gets to live life on her terms, and excited for the experiences and conversations to be had with great people she has yet to meet.

Megan stands out from other agents with her artistic mind and easygoing demeanor, yet she balances these traits with intense work ethic, drive, confidence in social circles, and a willingness to take risks. More focused on maintaining a work-life balance than striving to be the number one agent, she finds fulfillment in using her expertise and personality to advocate, support, and guide those in need through significant, life-altering decisions.

Megan has a new family now with a loving fiancé and two bonus daughters. This year, she hopes to hit the \$10 million mark in sales while growing her Airbnb business. In addition, she supports the Perkins Center for the Arts serving as its vice president on the board, and is the education coordinator in her local BNI chapter of Mount Laurel I.



LINDSEY BINKS

Keller Williams Realty
Age: 39 | Years in RE: 7 | 2022 Sales: \$19,800,000

Lindsey Binks is a true embodiment of determination and resilience. From the very beginning, she carved her path in the corporate world, refusing to be held back by the barriers of a male-dominated industry. But as she reached the glass ceiling, a longing for something more profound and liberating stirred within her. Lindsey craved a life where she could forge her own destiny and savor the flexibility that had eluded her. She took a leap of faith and embarked on a remarkable journey as a real estate agent.

Starting from scratch, Lindsey faced the daunting challenge of entering a realm foreign to her. Through the trials and tribulations, she discovered the indispensable qualities of transparency,

experience, and responsiveness, which she cultivated to perfection. Her genuine connections with clients became the cornerstone of her success, enabling her to serve a diverse array of individuals from various walks of life. In 2021, Lindsey made a pivotal decision to amplify her brand and embrace the power of social media and captivating content. Introducing the Lindsey Binks Real Estate Group, this strategic move transformed the game, propelling her business to new heights.

Amidst her professional triumphs, Lindsey conquered a monumental personal goal—shedding an astounding 125 pounds. Fueled by this incredible

achievement, she eagerly rekindled her passion for the gym, dedicating herself to a healthier lifestyle. Equally significant is her eagerness to explore the world alongside her family while creating lasting memories through the joy of travel. While Lindsey wholeheartedly commits to her work, she remains steadfast in her desire to give back to her community. Though time constraints make volunteering a challenge, her compassionate spirit finds solace in supporting organizations that deeply resonate with her.

For Lindsey, true success lies in striking a harmonious balance—a delicate equilibrium between her professional pursuits, her cherished family, and her personal endeavors. Each morning, she awakens with boundless excitement, knowing that the day holds countless magical moments waiting to be experienced.



TIMOTHY BELKO

Berkshire Hathaway HomeServices Fox & Roach REALTORS®
Age: 38 | Years in RE: 18 | 2022 Sales: \$37,000,000

Timothy Belko has been in the real estate industry for 18 years, becoming an agent while he was still a college student at Temple University. Timothy's uncle had been in real estate for over 35 years and had a team before it became as popular as it is today. Timothy shadowed one of the agents on his uncle's team in 2005, and he fell in love with the industry. His team sold 124 homes last year and was ranked in the top 250 out of 56,000 BHHS agents nationwide.

Before becoming a real estate agent, Timothy worked in finance and accounting, primarily in the insurance industry. Perhaps his most significant career challenge occurred while still in college, when Timothy broke his leg

badly, leaving him unable to walk for several months. He learned persistence, follow-through, and the value of asking for help.

Timothy's goal as a real estate agent is to educate his clients so they can make fully informed decisions that best meet their needs. He is analytical and data-oriented when evaluating properties for his clients, given his background in economics and finance. Timothy is also an active investor, with extensive experience in evaluating multifamily properties and potential flips. His favorite part of being an agent is meeting and helping people,

hearing their stories and becoming a trusted advisor. He strives to improve the quality of life for his clients by helping them build wealth, getting them into or out of a home that fits their needs, or both.

When asked about his goals, Timothy stated that he aims to grow his team, The Results Group, so that they can help even more clients achieve their real estate goals. He also wants to travel more, spend time with family, friends, his partner and dog, and remain active with sports and outdoor activities. Timothy supports LGBTQ+ and veteran organizations.



CORDELL BOYD

Tesla Realty Group
Age: 39 | Years in RE: 8 | 2022 Sales: \$3,000,000

Cordell Boyd was once a banker, but his desire to be a positive influence on people's lives led him to become a real estate agent. He loves the fact that he can help people appreciate where they live and make a significant impact on their lives.

Forgiveness has been a significant challenge for Cordell. He believes that we all need to give and earn forgiveness to move forward in life from different challenges and mistakes. He has learned to forgive others and himself, which has allowed him to grow both personally and professionally.

Cordell prides himself on his professionalism and treating everyone with respect. He believes that respect is critical to success and gaining the respect of his peers is one of his goals. Making his friends and family proud is also a measure of success for him. However, his favorite part of being a real estate agent is the joy of handing over keys to new homeowners. Networking has been the biggest game changer for Cordell's business. Meeting new people and building

relationships has helped him grow his business and become more successful.

Cordell has many aspirations and bucket-list items, including visiting Africa with his family, owning a shore house, and a house in Puerto Rico. Cordell's goals for the rest of this year and next year include growth in all aspects of his life, both personally and professionally. He enjoys continuously learning and improving himself to better serve his clients.

▶▶ 40 under 40: recognizing young achievers

GARNETT BRISCOE

Keller Williams Realty

Age: 33 | Years in RE: 2 | 2022 Sales: \$2,500,000

Garnett Briscoe always knew he wanted to make a difference in his community. After spending years in standup comedy and radio, he decided to take the leap and become a real estate agent. He wanted to help others achieve their goals and build strong relationships in the process.

Garnett's favorite part of being a real estate agent is building quality relationships, meeting new people, and being himself. He prides

himself on being different from other agents by incorporating his personal experiences, including his comedy background, into his work. Garnett says one of the most significant challenges he has faced in the past was losing his mother at an early age. This forced him to teach himself all of life's necessities, and he learned to rely on his own strength and perseverance.

To Garnett, success means inspiring someone to become better or go after their dreams

and goals. Social media marketing has been the biggest game changer for him in his business, and he plans to continue using it to reach new clients.

Garnett has big future plans, including starting his own real estate team and creating a nonprofit to give back to his community. He also wants to challenge himself by learning a new language. Garnett supports various organizations that focus on helping children overcome their circumstances by donating and sponsoring events.



MARQUES BROOKS

Keller Williams Hometown

Age: 37 | Years in RE: 6 | 2022 Sales: \$7,700,000

Marques Brooks came into the real estate industry with a strong background in sales, having worked for Verizon before switching to public service, where he assisted people in need. He ultimately left his government job to be his own boss while continuing to serve others.

Marques' favorite parts of being a real estate agent include making phone calls to let clients know their offer was accepted, handing clients the keys to their first home, and delivering a check to a seller who never thought they would sell for as much as they did. Marques is different from other agents because over 90% of his

business is referral based. He has built relationships with clients that go beyond the settlement table and considers them extended family.

Marques has had to overcome racial biases in his line of work, but he doesn't let it define him, and he says his biggest goal is expansion. He holds real estate licenses in Pennsylvania, New Jersey, Delaware, and Maryland, and wants to add Florida to the list, with the goal of establishing an expansion team in the Sunshine State. Personally, he would like to establish a multimillion-dollar real estate portfolio to pass on to his children and grandchildren.

To Marques, success means the ability to enjoy time freely without worry while being fully present for his children and having uninterrupted time with his spouse. Knowing that his children are well taken care of, and being able to provide for them and his family's future while being of service to others is what drives him.



▶▶ 40 under 40: recognizing young achievers

KEVIN BROWN

Keller Williams Realty Cherry Hill

Age: 27 | Years in RE: 7 | 2022 Sales: \$2,007,500



Kevin Brown began his career at the young age of 20, in search of the opportunity to work for himself and help people with the biggest purchase of their lives. Before becoming a real estate agent, Kevin worked as an ironworker and also for the housing department in Gloucester City.

Now a successful agent at Keller Williams Realty Cherry Hill with Team NJPA, one of the biggest challenges that Kevin has overcome was being taken seriously as a young agent, which he overcame by educating himself through sales classes, selling BPOs, and meeting with experienced agents. His

dream is to become a real estate coach and help others reach their goals while growing their own business. One of Kevin's favorite parts of being a real estate agent is that he gets to be out in the world and have a change of scenery every day.

What sets Kevin apart from other agents is his attention to detail and his unique way of working a deal. He is friendly and understanding but also knows how to keep his clients' best interests in mind. Kevin defines success by making sure his clients are happy with the outcome and

that they do not feel cheated. This way, he gets more referrals and can sustain himself financially.

The biggest game changer for Kevin and his team was hiring a transaction coordinator to take care of many tasks. Kevin's goal for this year is to help 15 families reach their goal of owning or selling real estate, and personally, he is working towards potentially getting his broker's license. In addition to his work, Kevin also supports his community as the vice president of the Gloucester City Irish Society, a local nonprofit organization that volunteers, donates, and gives scholarships to students from the two high schools in town.

BRIAN COLONNA

Keller Williams Realty Marlton

Age: 35 | Years in RE: 7 | 2022 Sales: \$26,000,000



Brian Colonna has always been fascinated by real estate and investing. So when the opportunity arose to become a real estate agent, he jumped at the chance. He joined the Val Nunnenkamp Team at Keller Williams Realty Marlton seven years ago.

Before becoming an agent, Brian worked in corporate medical sales. However, he always felt like he wasn't fulfilling his true potential. He wanted to work in an industry where he could help people achieve their dreams, and real estate was the perfect fit.

Brian has faced many challenges throughout his career, but one of the most difficult was managing six renovation projects while simultaneously closing 22 transactions in a three-month period in 2022. However, he learned to prioritize what was important and delegate tasks to his staff and employees. This experience taught him the importance of teamwork and the power of delegation. Brian says his favorite part of being a real estate agent is meeting new people and creating new friendships with people he wouldn't have met otherwise. What sets Brian apart from other agents is

his full concierge service. His team handles everything from start to finish, including inspection repairs, appraisals, lenders, and inspections. They don't stop at the sale and are always available to help their clients with any issues that may arise.

Brian has big goals for the rest of this year and next year. Professionally, he wants to expand The Val Nunnenkamp Team to over \$100 million in sales and exceed \$30 million in personal sales. He also plans to purchase another rental property. Personally, he plans to marry the love of his life and continue raising his two amazing children.

CANDACE SOLOMON-DENNIS

Fathom Realty

Age: 29 | Years in RE: 5 | 2022 Sales: \$ 4,060,500

Candace Solomon-Dennis began her real estate journey after spending several years working in the mortgage industry. Having experienced the joy of helping people transform their lives through real estate, Candace sought a more personal and in-person role. Her experience in both mortgage and real estate has provided her with a comprehensive understanding of the home-buying process, enabling her to guide her clients with expertise and professionalism.

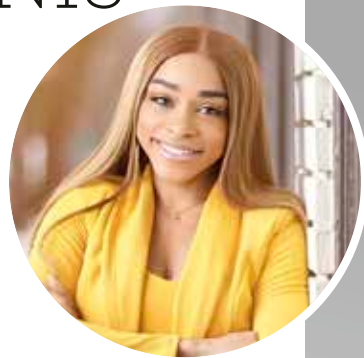
Candace has faced numerous challenges in her personal and professional life, but one particularly daunting obstacle was the loss of her mother, grandmothers, great-grandmother, and a beloved figure she referred to as her "bonus mom." Navigating

male-dominated industries as a young woman without the guidance of maternal figures was undoubtedly difficult. However, Candace's resilience and determination have allowed her to stand her ground and overcome opposition.

The favorite part of Candace's real estate career lies in the connections she builds with clients. The fulfillment she experiences when making people's dreams come true is unparalleled. Real estate has the remarkable ability to transform strangers into lifelong friends, and Candace cherishes the opportunity to create lasting bonds through her work. What sets Candace apart from other agents is her vibrant personality and diverse background. The biggest game changer in Candace's business has been social media marketing. Initially hesitant

about promoting herself, she discovered her authentic voice and learned to leverage her platforms effectively.

For Candace, success means freedom. It transcends monetary gains and revolves around living life on one's own terms, without seeking validation from others. Success is waking up with gratitude, having the luxury of time, and making a positive impact in the world. Looking ahead, Candace has ambitious goals for the coming year. Candace's bucket list includes running a successful real estate firm, excelling in high-level sales, and exploring the world alongside her loved ones. Recently launching her own team, she eagerly awaits the finalization of her broker's license application, setting the stage for further growth and success in her career.



JOANNA DIPIERO

eXp Realty Moorestown

Age: 38 | Years in RE: 3 | 2022 Sales: \$2,000,000

JoAnna DiPiero's passion for helping others is evident in everything she does, and she is determined to succeed in her career while also taking care of her family and herself. JoAnna is a real estate agent for eXp Realty Moorestown, on the Simit Team.

When she was a child, JoAnna's parents faced a language barrier and were thousands of miles away from home. Her parents' agent was amazing, and he handled everything with ease. JoAnna was inspired and decided to be just like him someday, helping others during the most stressful times.

Before becoming a real estate agent, JoAnna worked for Lowes Home Improvement for years as a product service manager. She has faced the challenge of losing her older brother, her best friend, and says she learned that it's important to take care of yourself and enjoy what you do.

JoAnna's biggest dream is to take a vacation once a month with her family. She loves helping people and genuinely does it to see clients smile, not for the paycheck. She also enjoys meeting people and getting to know them, which

has allowed her to form lasting friendships. JoAnna supports her church and her daughters' softball teams. She has an 11-year-old daughter named Gianna and a 6-year-old daughter named Marie-Elena. They both play softball, and JoAnna supports both their travel and rec ball teams in Erial and Cherry Hill. She enjoys contributing to help purchase jerseys and take care of the fields, and helping out on the field by coaching, being the dugout mom, and bringing snacks in for the team.



AMIR EGHBALI

Keller Williams Realty

Age: 30 | Years in RE: 6 | 2022 Sales: \$11,500,000



Amir Eghbali has always been surrounded by real estate growing up, as his family owned and managed rental properties. After college, he initially pursued a career in real estate investing but quickly realized his passion was in selling homes. He joined Keller Williams and became a member of the Val Nunnenkamp Team.

Amir faced a significant challenge when he and his family moved to the United

States from Iran when he was just 12 years old. He had to adapt to a new culture and language, which initially left him shy and struggling to make friends. However, he realized that he needed to take control of his life and put himself out there to socialize. This shift in mindset allowed him to grow as a person and, ultimately, become a successful real estate agent.

Amir loves being a part of one of the biggest and happiest moments in people's lives. He enjoys

problem solving and is always willing to go above and beyond for his clients. He believes in sticking to the basics and educating himself to better help his clients navigate an ever-changing market.

For Amir, success means fulfillment, happiness, wholesomeness, and the ability to provide positivity to those around him. He credits giving every client 120 percent and always being available as the biggest game changer in his business. Amir's goals for the next year are to excel in his career and production while being an amazing dad to his 6-month-old son.

KRISTIN FERNANDEZ

Garden Realty

Age: 38 | Years in RE: 3 | 2022 Sales: \$2,368,300



Though she's only been in the business for almost three years, Kristin Fernandez has already made quite the name for herself. Kristin decided to go into real estate since her husband had an interest in fix-and-flips, and Kristin suggested getting her real estate license to save on commission costs. With little knowledge of the industry, she dove in headfirst, and it's been the best decision she's ever made.

Before she got into real estate, Kristin ran a daycare out of her home. As a stay-at-home mom, it allowed her to bond with her stepchildren and be present for them. But as much as she loved the time at home, Kristin knew it was time to get back into the working world. One of Kristin's most significant challenges was juggling babysitting six toddlers during the day while working in real estate nights

and weekends. She learned how to multitask, and if a client needed to see a home during the day, she found a way to make it happen, even if it meant having a fellow agent babysit her children while she showed homes.

Kristin's goal is to grow her team, start small with two agents, and then recruit more over time. She's even planning on getting her broker's license in the next two years and opening her own brokerage. What sets Kristin apart from other agents is her unwavering dedication to her clients. After closing on a deal, Kristin remains available to her clients in case anything comes up.

Success, to Kristin, means having happy clients and being able to financially support her family. Signing with the right brokerage, Garden Realty, has been a game changer for her business. Kristin attends every training session, and her broker is always there to help her with any of her deals. Outside of work, Kristin supports her local community by being part of a women's nonprofit organization/dragon boat team that raises money for various charities every year.

▶▶ 40 under 40: recognizing young achievers

JAY GALANTE

Hometown Real Estate Group
Age: 40 | Years in RE: 8 | 2022 Sales: \$13,000,000

Jay Galante's dedication to his work and his community has earned him a reputation as a knowledgeable and trustworthy real estate agent. After spending years in the mortgage industry, Jay decided to become an agent to assist people in achieving their dreams of homeownership.

With Hometown Real Estate Group, Jay is always passionate about his work. He believes that everyone who works hard and saves diligently deserves the blessings of a place they can call home. He says he loves his job as a real estate agent, especially the satisfaction of making his clients feel comfortable and the pride he feels at the closing table.

One of the hard challenges Jay had to overcome was giving up drinking. He did this 11 and a half years ago, even when there were plenty

of doubters. He became a healthier person and achieved his goal of being a homeowner, father, and husband. This experience taught him that setting a goal and working hard to achieve it can lead to success. The biggest game changer in Jay's business has been working with a broker who doesn't micromanage him and allows him to be himself. He feels that this has enabled him to grow his business and achieve higher sales volumes each year.

Jay has many aspirations, such as owning a vacation home in the Florida Keys, watching his son succeed in life, and seeing The Masters golf tournament in person. Outside of work, Jay is actively involved in supporting organizations and charities such as the Waterford Township Board of Education and multiple animal rescues.



▶▶ 40 under 40: recognizing young achievers

COLLEEN HADDEN

Compass NJ LLC
Age: 36 | Years in RE: 3 | 2022 Sales: \$26,000,000



Colleen Hadden has always been driven by a desire to help people. Before becoming a real estate agent, Colleen taught at Haddonfield Middle School for over eight years and coached high school girls' soccer. When her family moved to Tokyo, she served on the board of the American School in Japan, working on curriculum development. Collectively, these experiences taught her adaptability and strength, which she draws on often in her work.

After years of moving around the world, she experienced firsthand the importance of having a REALTOR® who is deeply

rooted in the community and knowledgeable about the areas they service. She wanted to be that same resource for others. Colleen's favorite part of being an agent is helping others navigate the emotional side of a transaction. She knows that moving can be a huge life change, and she's always there to support her clients every step of the way. She genuinely cares for her clients, and feels this sets her apart from other agents.

To Colleen, success means doing what she loves every day and finding balance between work and family. She is heavily involved

in her local community, serving as the PTA president for her elementary school, serving on the board of the Haddonfield Japanese Exchange Program, actively partnering with and supporting local businesses, donating her time and resources to youth sports and our public schools, as well as many other philanthropic endeavors in the South Jersey and Philadelphia areas.

For the future, Colleen wants to continue to make an impact on everyone she encounters: her clients, her local community, and those in need in the South Jersey area. She knows that success isn't just about selling properties; it's about showing up in a big way for the people that matter most.

MASON GREENBLATT

eXp Realty
Age: 27 | Years in RE: 3 | 2022 Sales: \$10,000,000

A member of the Robert Greenblatt Team at eXp Realty, Mason Greenblatt has already achieved great success in just three years in the real estate industry.

Growing up with a father who was a successful real estate agent, Mason was inspired to follow in his footsteps. Before becoming a REALTOR®, Mason worked in car sales. One of the biggest challenges Mason has faced is stepping outside of his comfort zone to communicate with people from different backgrounds.

Mason's biggest dream is to achieve financial freedom, which he aims to do through investing in real estate and creating a passive income stream. His favorite part of being an agent is helping people buy or sell homes, knowing that it is one of the biggest transactions of their lives. One of Mason's unique qualities as an agent is his ability to put himself in his clients' shoes and relate to them on a personal level, not just as a business transaction. To Mason, success means achieving financial freedom and creating a world for himself that makes him truly happy.

Technology has been the biggest game changer for Mason's business. He is always looking for new and innovative ways to bring fresh ideas to the market. In the coming year, Mason has set a goal to complete 50 transactions. On a personal level, Mason plans to start a family in the near future.



QUANDELL IGLESIA

HomeSmart First Advantage Realty
Age: 23 | Years in RE: 2 | 2022 Sales: \$2,473,700



Quandell Iglesia's drive to serve his community and take a personal approach with his clients make him a valuable member of the IQ Real Estate Team at HomeSmart First Advantage Realty.

Prior to becoming a real estate agent, he founded SNJ Next, a nonprofit organization aimed at introducing young professionals to career readiness, entrepreneurship and volunteerism. Quandell became an agent to be a change agent in the industry and serve his local community. One of the biggest challenges Quandell has faced is learning to be prepared for market shifts and automation in the business. However, he has overcome this by focusing on his strengths and hiring for his weaknesses.

Quandell's personal approach sets him apart from other agents, as clients become like family to him. His favorite part of being an agent is the community aspect and helping families through the finish line. Hiring a virtual transaction coordinator has been a game changer for Quandell's business.

Quandell's future aspirations include becoming a broker in the region and doubling or tripling his business. He also aims to purchase more investment properties. As a member of the Board of Education for Monroe Township Public Schools and the founder and president of SNJ Next, Quandell supports these organizations to serve his community.

PAULINE ILAGAN

Prime Realty Partners

Age: 23 | Years in RE: 1 | 2022 Sales: \$3,400,000

Before entering the real estate industry last April, Pauline Ilagan worked as an executive assistant to the regional director of the Hospital of the University of Pennsylvania. Her journey to become a successful real estate agent was not easy, but her experience of moving to a new country at a young age has helped her develop resilience and confidence.

Helping her clients find their dream homes is Pauline's favorite part of being a real estate agent. She enjoys seeing the joy and excitement on their faces when they finally find the perfect place to call their own. She believes that her unique life experience

and international perspective make her different from other agents. Pauline's ability to connect with people on a deeper level, speak multiple languages, and understand different cultural norms and customs is a huge asset when it comes to working with clients from different parts of the world.

For Pauline, success means achieving her biggest dreams and aspirations, both personally and professionally. She wants to have the freedom and resources to pursue her passions and create a fulfilling life. As a real estate agent, success to her means helping her clients achieve their real estate goals and make a positive impact on their lives.

As a young real estate agent, Pauline has found that the biggest game changer for her business is her unique perspective and ability to connect with people on a deeper level. She is committed to leveraging these strengths to provide exceptional service to her clients and build a strong reputation in the industry. Her biggest dream is to travel to new places, try different types of foods, and experience new cultures. To fulfill her aspirations, Pauline has a bucket list that includes visiting exotic destinations like Bali and Thailand, trying unique cuisines from different countries, and participating in extreme sports like bungee jumping and zip-lining.



JAQUIE KRAMER

eXp Realty

Age: 33 | Years in RE: 7 | 2022 Sales: \$7,500,000

With seven years of experience under her belt, Jaquie Kramer is highly respected in the real estate industry. Her success, however, was not overnight, and she had to overcome various obstacles to reach where she is today at eXp Realty.

Before becoming a real estate agent, Jaquie worked in the service industry. She worked as a VIP bottle server at Coda in Center City, Philadelphia, and was an office manager handling the books and payroll for her dad's masonry business. Growing up, Jaquie's mom was an agent, and Jaquie was her little real estate sidekick along with her sisters. Seeing her mother

help people and being able to work hard while still attending their school events inspired Jaquie to become an agent. She loves being able to help others achieve their real estate goals and working her schedule around being a present mother.

One of the most significant challenges Jaquie had to overcome was being a single mother. She has an incredible village of support, but she is still the sole financial supporter and caregiver for her daughter. It is a tremendous challenge that she is constantly looking to improve.

Some of Jaquie's biggest dreams are to provide an amazing life for her daughter, travel to new and familiar places, design houses on her own with her own crew, and hold a Giveback Homes Build Day somewhere local. To Jaquie, success is when you are confident and happy in your actions, which match your words, which match your thoughts. She's also been renovating a home for the past 21 months and invites you to follow along in the process on her Instagram @peace_love_realestate.



STEPHANIE KRAWIEC

Keller Williams Realty Cherry Hill

Age: 36 | Years in RE: 3 | 2022 Sales: \$2,623,000



Stephanie Krawiec has always had a fascination with homes. From the

layout to the decor, she loves to see how people transform a space into their own. Before becoming an agent, Stephanie worked in restaurants since she was 17, providing customer service. However, her interest in the housing market never waned, and she decided to pursue a career as a real estate agent. Despite facing the challenge of navigating a non-traditional market, Stephanie

loves being an agent and finds joy in making the home-buying and selling process as stress-free as possible for her clients.

One of Stephanie's favorite parts of being a REALTOR® is being able to make a difference in a client's experience. She believes in going above and beyond for her clients and putting the stress on herself by helping in any way she can. She finds success in being able to grow and adapt to the ever-changing market. In order to grow you must

be willing to learn. One of her personal goals for the coming year includes being able to start a real estate portfolio of her own. Professionally, she wants to sell more homes than last year, cap with her brokerage sooner, be part of the Million Dollar Club, and have nothing but the best reviews, leaving every client wanting to refer her to someone they know.

Outside of real estate, Stephanie supports the Gift of Life organization. Her dad had a kidney transplant in 2011, and Stephanie learned the importance of being a living donor.

NICHOLAS "NICK" NOWAK

eXp Realty

Age: 34 | Years in RE: 5 | 2022 Sales: \$9,200,300



Nick Nowak, team lead of The Nick Nowak Team at eXp Realty, has been a licensed real estate agent for five

years and has achieved great success, with \$9,200,300 in sales volume last year alone.

Prior to becoming an agent, Nick worked for eight years in nonprofit management for a national youth-serving organization, where he developed skills in recruiting, volunteer and employee management, and customer service that he has since applied to his work as an agent. Nick's biggest challenge in real estate was

breaking into the industry, a challenge he overcame with the help of a mentor. He believes that success means continuing to grow his business while helping clients achieve their goals, aiding others in the industry, and continually bettering himself.

What sets Nick apart from other agents is his unique approach to clients. He believes that people desire to own something of their own, move closer to loved ones, grow investments for the future, or put a burden behind them, and that buying or selling real estate is just a step or a solution to these desires. He also considers himself a unique, hybrid agent, embracing both new advances and traditional values, focusing on developing personal

relationships, listening, communicating, and staying committed to doing the right thing.

Nick's favorite part of being an agent is the flexibility it offers, both in his own schedule and how he runs his business. He enjoys the endless ways and areas to conduct real estate and is currently focused on the "home" aspect of practice, helping clients buy their first home, sell and buy their dream home, relocate, downsize, and address estate homes. Looking forward, Nick's long-term goals are to grow his business and his team's business while providing a comfortable lifestyle for his family and enjoying what he does.

▶▶ 40 under 40: recognizing young achievers

WEYMAN PATTERSON

Keller Williams Realty

Age: 37 | Years in RE: 6 | 2022 Sales: \$3,900,000

Weyman Patterson is a man with a mission. Weyman became a real estate agent to pay off his debts and build generational wealth, hoping to leave behind a legacy that would benefit his nephews. Before joining the real estate industry, he held several VP roles in finance for a period of 13 years.

Weyman recently overcame a significant hurdle when he assumed the role of growth leader at KW Prime Realty. He is responsible for leading a sales team. He took a leap of faith and is leading with genuine passion. Now, his aspirations reach even higher as he envisions himself

as an operating principal, driven by the desire to empower individuals and pave the way for a future generation of millionaires.

As a real estate agent at Keller Williams, Weyman enjoys the ability to assist clients and agents in achieving their dreams and goals. What makes him different from other agents is that he leads from his heart, aiming to leave individuals better off than he found them.

For Weyman, success means assisting others in exceeding their

dreams and goals to create hope and desire for more. The biggest game changer in his business was betting on himself. He took the opportunity by the horns and never looked back, continuing to challenge himself to learn and grow daily. Weyman's goals for the rest of the year into next year, both personally and professionally, are to recruit 40 new agents and grow his sales team to become one of the top-performing teams in the market.



STEPHAUN PERKINS

Better Homes and Gardens Real Estate

Age: 28 | Years in RE: 3 | 2022 Sales: \$3,183,000

Stephaun Perkins decided to become a real estate agent to start generational wealth and to create income using his mind and mental abilities, rather than just physical labor. Before starting his career as a REALTOR®, Stephaun worked in warehousing and retail stores.

Transitioning to becoming a Realtor during the COVID-19 pandemic was a significant challenge for Stephaun. However, he has overcome this challenge and continued to build his real estate business at Better Homes and Gardens Real Estate.

Stephaun has big dreams and aspirations to own 50-plus multi-family units and a rental portfolio of over 100 someday. His favorite part of being a Realtor is building relationships, and he believes that consistency, effort, and mindset set him apart from other agents.

Success, to Stephaun, means accomplishing a goal and reaching heights that have never been reached before. Building strong relationships with people has been the most significant game changer for his business.

Stephaun's goals for the rest of this year and next year are to work on achieving a better work-life balance personally, while professionally continuing to close more units and increase his sales volume. Stephaun supports FAM Academy, an organization that helps educate and support children in the community.



▶▶ 40 under 40: recognizing young achievers

VALERIE REGAN

Compass New Jersey

Age: 35 | Years in RE: 4 | 2022 Sales: \$8,525,200



Valerie Regan had always been fascinated by the world of real estate.

After purchasing her own foreclosure property with a 203(k) loan, she knew that this was the path she wanted to pursue. Leaving her career as a dental assistant of over 11 years was a scary decision, but Valerie was determined to take the leap of faith and pursue her dreams.

As a single mother who became a college graduate despite her struggles, Valerie knew the importance of perseverance and believing in oneself. She used her experiences to shape who she is today and believes that anyone can achieve their

goals if they have the courage to make the necessary changes.

Valerie values honesty and transparency, and she is always willing to educate and guide her clients throughout the process. Her passion for helping others extends beyond the real estate industry, as she actively supports charities like Unforgotten Haven and the Ronald McDonald House. In her four years as a real estate agent, Valerie has accomplished great things. Despite her success, though, she knows that true success is about balance and finding happiness in both work and personal life.

Valerie's dream is to grow her business and eventually build a team. She also aspires to travel to Bora Bora and Cap Cana. The biggest game changer in her business has been surrounding herself with like-minded, positive people and having a business coach who helps her focus on her own growth and development. As she moves forward, Valerie's goals include upping her social media game, both personally and professionally. She also hopes to continue growing as an agent, wife, and mother, while giving back to her community through charity work.

JENNIFER RICHES

eXp Realty

Age: 35 | Years in RE: 7 | 2022 Sales: \$3,500,000



Jennifer Riches has a passion for helping her clients achieve their dreams and has always wanted to be her own boss. In the industry for seven years, Jennifer values her clients and strives to build long-lasting relationships with them at eXp Realty.

Jennifer shares that the biggest challenge she overcame was self-doubt. The industry can be tough, and unexpected things happen often. She learned that

you need to be a strong leader and build a business that you can love. Jennifer aspires to open an office brokered by eXP Realty someday and expand her team while becoming a platinum earner.

Jennifer's favorite part of being a real estate agent is her clients. She develops a special bond with them, and they become her friends and family. She differentiates herself from other agents by being honest and upfront with her clients, telling it like it is. Success, to Jennifer, means waking up happy

and excited to go to work, accomplishing her goals each year, and celebrating them with her family.

Not giving up, keeping her head down, and focusing to be better each day have been the biggest game changers for Jennifer's business. Her goals for the rest of this year and the next include becoming a better version of herself personally while doubling her units and volume professionally. Jennifer also supports Childhood Cancer, a charity close to her heart.

ALEXANDER ROBINSON

Keller Williams Realty Cherry Hill
Age: 33 | Years in RE: 4 | 2022 Sales: \$6,500,000

Alexander Robinson wakes up every morning with the same excitement and energy he had when he first became a real estate agent four years ago. His love for connecting with people, helping them, and making an impact in the world has never faded. Before he got into real estate, Alexander owned a marketing and consulting firm in the organic and natural food space.

Alexander loves being a real estate agent because he can help people find their dream homes, rentals, and even create landlords. His critical thinking skills and dedication to his team and clients make him stand out from other agents in the industry. One career challenge Alexander has

overcome is learning that even when he does everything right, a deal may not close. However, he never gives up and believes that critical thinking is a must in this industry. Alexander has big plans, including getting his group to a \$100 million-producing megateam and eventually owning at least three income-producing properties to create a legacy for his family.

As the director of operations for the Michael Tyszka Team, Alexander manages, trains, mentors, and solves problems during transactions. He comes from a fast-paced corporate marketing world, where solution-driven thinking was required to accomplish goals. Thinking on his feet fast is the difference between success

and failure. For Alexander, success is the ability to create a career for his fellow team members. The biggest game changer for his business has been the leadership and support from his team leader, Michael Tyszka. Alexander's goals for the rest of this year into next year are to ensure that he keeps up with his charitable contributions to local organizations and to keep the momentum of having one of the largest and most productive teams in the region.

Alexander supports Urban Promise with financial contributions and in-person clean-ups, and Homeward Bound Adoption Center with gathering blankets, food, towels, and other items for donation drop-offs from friends, family, and his office.



MELISSA ROSWELL

Keller Williams
Age: 35 | Years in RE: 7.5 | 2022 Sales: \$15,000,000



Melissa Roswell grew up in a modest household in Mount Laurel and learned the value of hard work at a young age. She moved back to the area after college and nannied for eight years. But after having a child of her own and a second one on the way, Melissa decided to take her financial future into her own hands and became a REALTOR® on a whim.

Although she enjoyed working with children, Melissa says she always had a passion for real estate. She joined the real estate industry in 2015 and notes her first year was a lot of trial and error as she dragged her baby to

every showing, which turned into her dragging two babies to every showing until she could afford childcare. However, she refused to give up and instead focused on learning and improving her skills. Melissa's hard work and determination paid off, and she sold her first home after just a few months in the business.

Now part of the Melissa Roswell Group under the Keller Williams brokerage, she leads a team of experienced agents dedicated to helping clients find their dream homes. Over the years, Melissa has honed her skills and developed a reputation as a

top agent in the South Jersey area, and credits her success to her no-nonsense approach to real estate. She refuses to pressure clients into buying homes they're not interested in and always puts their needs first. Melissa's biggest game changer in her business has been creating a team. While her team supports her, she also supports them and helps them meet their goals. She believes that collaboration is the key to success, and her team reflects that philosophy.

One of Melissa's biggest dreams is to have a rental property for each of her children, which she can gift to them as adults. She also hopes to start flipping houses and take her children on trips around the world.

LUCAS "LUKE" ROMANO

Romano Realty
Age: 26 | Years in RE: 2 | 2022 Sales: \$8,300,000

Lucas "Luke" Romano, a second-generation real estate agent in Gloucester County, has quickly risen to success in the industry. Licensed with his family brokerage, Romano Realty, Luke sold 27 units for \$8.3 million in 2022 — his second year in the industry. His drive and determination have already earned him accolades such as Rookie of the Year and Top Office Salesman.

Luke's deep-rooted connection to real estate stems from being surrounded by the business his entire life, with his mother as an agent, his father as a contractor, and his brother as an insurance agent. During his college years, he interned for a title company, did freelance marketing for agents, and

helped his mother open her brokerage. After graduating, Luke worked in refinancing before obtaining his real estate license and joining Romano Realty. What sets Luke apart is not just his work experience but also his unmatched passion for the industry. His lifelong exposure to real estate has fueled his desire to build a legacy for himself and his family's company. Luke's goal is to expand Romano Realty by opening offices in different states, leaving a lasting impact on the industry and the family name.

Luke's approach to real estate blends years of experience with a fresh, youthful perspective. He leverages social media and online platforms like Google to attract clients instead of relying solely on traditional methods like cold calling. Luke has carved out a niche market, primarily serving first-time homebuyers, and finds fulfillment in helping them navigate the significant life changes that come with homeownership.

While Luke dedicates much of his time to his career, he also enjoys pursuing his hobbies, such as music and property investment, and cherishing moments with his loved ones.



GINA MARIE SCHOLL

Prime Realty Partners
Age: 33 | Years in RE: 3 | 2022 Sales: \$6,500,000



Gina Marie Scholl has always been a hard worker. She worked in sales and customer service her whole life before becoming a real estate agent.

However, when COVID hit, she lost all three of her jobs. She had no income and almost no money in her bank account. But instead of giving up, Gina decided to dive headfirst into a brand new career: real estate.

Now, with three years of experience under her belt, Gina has proven herself to be a successful agent. She always goes

above and beyond for her clients, building strong relationships with them and helping them through one of the biggest transactions of their lives. It's no surprise that her clients become like family to her.

Gina's biggest dream is to achieve financial freedom and stability for herself. She has worked hard since a young age and hopes to one day be able to enjoy her life without having to work so hard all the time. To achieve this dream, she plans on creating passive income for herself through purchasing investment properties and small businesses.

The biggest game changer for Gina in her business was when she finally believed in herself. After changing brokerages and becoming a solo agent, she hit the Silver Level of the Circle of Excellence award. Success, to Gina, means constantly growing and becoming a better version of herself every day.

In addition to her professional goals, Gina supports a variety of charities that help families in need and animal rescues. She also hopes to sell more homes this year than she did last year, buy a couple of small businesses, and plan a wedding.

▶▶ 40 under 40: recognizing young achievers

MATHEW G. SICKLER

Keller Williams Hometown Realty

Age: 34 | Years in RE: 5 | 2022 Sales: \$7,787,948

Mathew G. Sickler, founder of the Pride & Property team powered by Keller Williams Luxury, has been in the real estate business for five years. Mathew's success in the industry is undeniable. But what sets him apart from others?

Mathew grew up as the son of a real estate investor family, and he was introduced to the industry at an early age. He pursued a career in corporate America as a director of operations for a bulk transport company before discovering his passion for real estate. The biggest challenge he has overcome was disconnecting from corporate America to become a single agent and eventually creating a team of multiple agents.

For Mathew, success is when someone calls him for help because they don't trust anyone else. He isn't just seeking a commission check; he is genuine and listens to his clients. His favorite tools include reliance on his daily calendar and a compliance database that he created to make real estate easier for himself and his clients.

Mathew's favorite part of being a real estate agent is helping someone do something they never thought would be imaginable, such as selling a home to advance them to something bigger and better or helping someone buy a home for the first time who never thought they could. Mathew's aspirations include expanding his team further to Philadelphia and Fort Lauderdale, and he is already working towards obtaining his Florida broker's license.



PARISHA SMITH

Keller Williams Washington Township

Age: 36 | Years in RE: 4 | 2022 Sales: \$11,200,000

Parisha's journey to success as a real estate agent is a testament to her relentless pursuit of personal and professional growth. Before embarking on her real estate career, she honed her skills as a radiology tech, gaining valuable experience in the medical field. However, her passion for television and producing beckoned her, and she ventured into the world of entertainment, achieving remarkable milestones by appearing on renowned networks such as the Food Network and Cooking Channel. Despite her accomplishments in the entertainment industry, Parisha felt a calling for a new direction. She made a bold decision to transition into real estate, drawn to the limitless potential and the opportunity to positively impact people's lives.

Parisha's infectious enthusiasm and unwavering commitment set her apart from other agents. She understands that success comes from being in control of her own destiny and consistently investing in her knowledge and skills, always ready to embrace new challenges and adapt to the ever-changing real estate landscape.

For Parisha, success is not merely measured by financial achievements, but by the peace she finds in pursuing her dreams. The turning point in her business came when she stopped comparing herself

to others and started focusing on her own path. She discovered that running her business from the inside out allowed her to tap into her unique strengths and deliver exceptional results.

Looking ahead, Parisha aspires to grow a network of microteams across the country while fulfilling her passion for travel and coaching. She finds fulfillment in mentoring others and derives great satisfaction from the knowledge that her success is the product of her own efforts and dedication to continuous growth.



▶▶ 40 under 40: recognizing young achievers

DARINE SON

RE/MAX Affiliates

Age: 34 | Years in RE: 8

2022 Sales: \$15,000,000



Darine Son, the CEO and founder of Luxe Living Realty Group, is on her way to another successful year in real estate with RE/MAX Affiliates.

Darine says her favorite part of being a real estate agent is helping families find their dream homes and educating them on building wealth through real estate investments. Darine started Luxe Living Realty Group, a brand to ensure that everyone, whether purchasing their first home or listing their home, would achieve the feeling that they are treated like luxury, not just another number.

Darine's success in real estate wasn't always a given. As a minority Cambodian woman, she has faced challenges and

adversity that would have made others falter. Balancing multiple jobs while being a present, working mom, she faced numerous challenges, yet she persevered and navigated through them, emerging even stronger.

Her biggest dream is to take her children traveling and fill their passports with stamps. She also aspires to own real estate across the country and buy a lakefront property where her son can play ice hockey in the winter and paddleboard or fish in the summer. She hopes her son will become an NHL hockey prodigy, but more importantly, she wants him to have a life full of opportunities and experiences. With her work ethic and drive, she hopes

to inspire her young daughter that she can be anything she puts her mind to. Her proudest moments are always shared with her children and family because they are the main reason for her grit and determination to succeed.

Darine is proud to support her community and the area she grew up in. Although a South Jersey resident, Darine is rooted in South Philadelphia; Little Cambodia town is where she attends community events, contributes to the underprivileged youth with backpack giveaways, helps initiate block parties, and organizes community-driven gatherings to educate the large Asian population about the importance of homeownership and fundamentals of real estate.

LEYLA TEMUR

Compass New Jersey

Age: 34 | Years in RE: 6 | 2022 Sales: \$12,000,000



Leyla Temur's reason for becoming a real estate agent was simple: she wanted to help families realize their dream of homeownership while ensuring they were getting treated fairly and were educated in the process along the way.

Having grown up with deaf parents, she developed the ability to communicate effectively early on and make educated decisions based on facts. Before becoming a real estate agent six years ago, Leyla worked as a management assistant for a Dutch luxury fashion wholesale company in Germany. Leyla's biggest

challenge growing up was being the oldest child of deaf parents and having to take on responsibilities and make life-altering decisions at a young age. She learned to be independent, responsible, and a strong communicator.

Leyla's dream is to travel the world and experience different cultures. Her favorite part of being a real estate agent is connecting with her clients, growing their assets and helping those who have language barriers. Leyla is trilingual in English, German, Turkish and sign language, and is known for being efficient, industrious, orderly, and punctual.

Success to Leyla means living a healthy lifestyle and leaving a positive impact on others. Technology has been the biggest game changer for her business, and working with a tech-driven real estate firm allows her to execute her ideas and perform on another level. Leyla's goals for the rest of the year and into the next include connecting with more people, continuing to learn and thrive in the business, achieving Gold level for the Circle of Excellence, and focusing on her health to become the best version of herself.

ASPEN THOMAS

Keller Williams Realty
Age: 36 | Years in RE: 6
2022 Sales: \$5,000,000

Aspen Thomas has always known that she wanted to do something that gave her the ability to help someone while also creating a great life for herself. After spending several years as a store manager for Walgreens, she realized that she wanted more control over her schedule and her ability to impact others. Now, five years later, Aspen is a successful real estate agent with Keller Williams. She has helped numerous clients achieve their goals and has built a reputation as someone who cares deeply about her clients' needs.

What sets Aspen apart from other agents is her deep sense of caring and her focus on building relationships. For Aspen, success is not just about making a sale, but about creating

long-lasting relationships with her clients. Last year, Aspen faced a significant challenge when she realized that she was putting too much pressure on herself. She learned that to be a blessing to others, she needed to fill herself up first. This experience taught her the importance of self-care and taking time to recharge.

Aspen's success in real estate has been due in part to her ability to stay organized and set alarms. She makes sure to stick to her success list and prioritize her tasks for each day. This level of organization has allowed her to stay on top of her business and ensure that she is providing her clients with the best possible service.

Aspen is also passionate about giving back to her community. She coaches her child's soccer team and is on the PTA for her children's school. She is always looking for ways to get more involved and make a positive impact in her community. She believes that being a real estate agent is not just about making money, but about making a difference in people's lives. Looking ahead, Aspen aspires to expand her real estate business into Pennsylvania and get more involved in her local government. She also wants to give back more to her community by supporting more charities and organizations.



VINCENT "VINCE" TRAVALINO

Keller Williams Realty Washington Township
Age: 29 | Years in RE: 8 | 2022 Sales: \$7,800,000

From humble beginnings growing up on his family-owned horse-farm business, Bon N Vin Stables, in the small town of Franklinville, New Jersey, Vince Travalino adopted the same entrepreneurial and ambitious mindset demonstrated throughout his own professional journey.

In 2015, Vince became a real estate agent, joining Keller Williams Washington Township. Fast forward six years later, Vince launched his own team, becoming the CEO and owner of Travalino's Real Estate Group under the KW umbrella. Holding true to the mantra of Keller Williams, Vince encourages God first, then family, then business on his team. Faith is the foundational priority in Vince's life, as he attributes all things, including his passion, growth, and success, to God as the giver. Vince has a desire to help

others in their various walks of life and ignites the dreams and visions of his clients in a profound way that not only establishes a meaningful working relationship, but an everlasting friendship and support system.

Once Vince discovers a dream within his heart, he sees it out to completion, regardless of the obstacles along the way. In addition to his accomplished dream of owning his own real estate team, Vince also has a passion for music. He is known as "Vinnie Trav" in the music world. His musical journey began when he taught himself to play guitar at a young age. From there, Vince began writing his own songs based on his

own life experiences, joys, and struggles. Music is a crucial part of Vince's life and character, and this love is evident in his local performances. His ultimate dream is to perform live music and sell out stadiums and arenas, based on his track record; Vince will tirelessly persist until this dream becomes a reality. Vince defines success as leaving a positive impression on everyone he meets, recognizing learning is a continuous journey, and believing that hard work always pays off.

The possibilities for Vince and his real estate team for the rest of 2023 and beyond are endless. He aspires to continue providing his clients with exceptional service, a personal touch, and even a heartfelt tune at their request.



JESSICA VERFAILLIE

Keller Williams Realty Cherry Hill
Age: 31 | Years in RE: 3 | 2022 Sales: \$6,000,000



Jessica Verfaillie has already made a name for herself in just three years. Before becoming a real estate agent, Jessica completed her bachelor's degree in science and worked in the pharmaceutical sales industry. She then transitioned to B2B sales, selling services to attorneys and law firms for trials and depositions.

Jessica's biggest challenge in the real estate industry has been starting her career in January 2020, just before the pandemic hit. Real estate was deemed "non-essential" only two months into her licensure, forcing her to learn how to do business without being able to meet clients in person. However, she

quickly adapted to the changing landscape. Jessica's aspirations include offering design and renovation services to her past, present, and future clients. She also aims to have multiple renovation projects completed, buy and hold properties, and own her dream shore home in Margate in the next five years.

As a real estate agent, Jessica enjoys the diversity in her daily work routine. She could be touring lovely homes with buyers one day and then be prepping a listing to go live the next. Jessica differentiates herself from other agents by acting as a real estate advisor and being a resource to her clients

during and after working together. She also prides herself on being a neighborhood and industry expert. Jessica's definition of success is waking up every day doing what she loves and helping people. She attributes her success to her mother's guidance and support, who has been a real estate agent for over 28 years.

Jessica's personal and professional goals for the next year are to continue to grow her sphere and nurture her connections, making real estate a forever career. She aims to get a large majority of her clients from personal referrals and spend more time with family, friends, and her dog Stella. Outside of work, Jessica donates her time to multiple animal rescues and hosts events to raise money. She also fosters dogs when she can.

PAUL VIERECK

Compass New Jersey
Age: 37 | Years in RE: 8 | 2022 Sales: \$14,210,250



Paul Viereck has been in the real estate industry for eight years and says he became a real estate agent because he wanted a career that best utilizes his skills but also offered higher earning potential, having previously worked on his family's farm in Woolwich Township and owner-operated a small landscaping business.

Paul's exceptional life experiences and diverse perspectives truly distinguish him from other agents. He envisions a world where individuals can find common ground and embrace a more balanced approach, although he acknowledges

that's becoming harder for everyone to do. One of the aspects he cherishes most about being a real estate agent is assisting first-time homebuyers secure their seat at the table of homeownership.

To Paul, success is synonymous with maintaining one's sanity. He firmly believes that joining Compass was the best business decision he has ever made, as it has resulted in remarkable personal and professional growth during his tenure of over two years with the company. His aspirations for the remainder of this year and into the next are centered around

providing compassionate assistance to those navigating the most complex real estate market in history. Paul recognizes the importance of production, but he firmly believes that prioritizing taking care of the clients he serves is the sole key to securing the future success of his business.

Paul's favorite technologies are those offered on the Compass platform. He believes that they are the biggest game changers for him in his business as they allow him to maximize his efficiency. Paul's distinct life experiences and perspectives ensure that he will continue to make a name for himself in the real estate industry.

THOMAS WENGER

Keller Williams Moorestown

Age: 38 | Years in RE: 10 | 2022 Sales: \$14,781,800

Thomas Wenger graduated from Kutztown University with a degree in marketing and initially entered the real estate industry to facilitate property searches for his real estate investment company. Eventually, he transitioned into a full-time real estate career and has now been in the industry for a decade.

One of Thomas's biggest challenges was transitioning from a part-time agent to a full-time career amid significant life changes. He quit his previous job, became a first-time father, and learned of his father's cancer diagnosis within a short span of

time. Despite the challenges, he considers entering real estate full-time one of the best decisions he has ever made.

Thomas's favorite part of being a real estate agent is the significance of homeownership and the impact it has on people's lives. He takes pride in assisting his clients in the journey of owning a home and helping them develop their true needs and wants. Thomas believes that understanding the emotions involved in homeownership sets him apart from other agents. Thomas's biggest game changer in his business was partnering with the TCS Group team at Keller Williams. Devin

DiNofa, Gaurav Gambhir, and Kate Gledhill have motivated him and pushed his business to levels he says he could never have reached on his own.

For Thomas, success means balance between his professional and personal spheres. His biggest dream is to take care of his family financially while remaining happy and healthy. Some of his bucket-list items include traveling to Japan to watch MMA in a sumo dohyo and traveling to Houston for the Phillies World Series and to Arizona for the Eagles Super Bowl.



Whose story should we tell next?

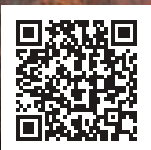
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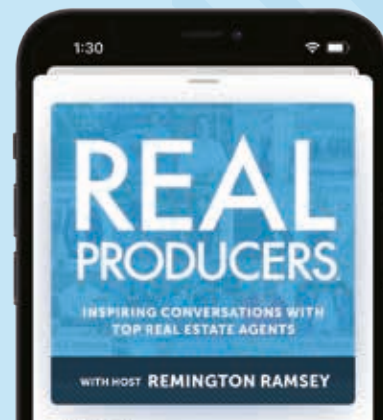
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