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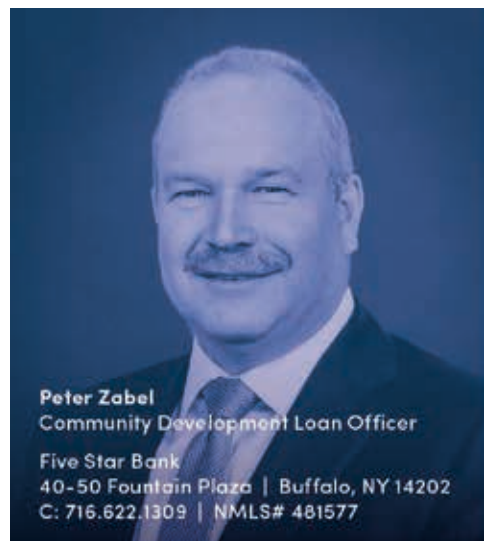
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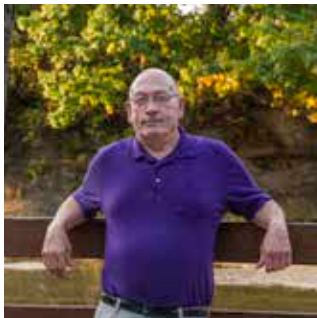


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TABLE OF CONTENTS

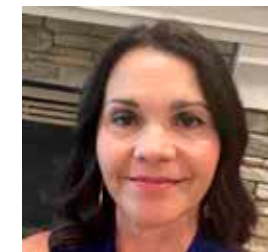
	<p>04 Preferred Partners</p>		<p>08 Publisher's Note</p>		<p>10 Preferred Partner Spotlight: Jeri Wright Law</p>
	<p>16 REALTOR® Spotlight: Kathy Sparks DiMillo</p>		<p>22 Help Us Welcome New Preferred Partners to the Magazine!</p>		<p>24 REALTOR® on the Rise: Nicole Leistner</p>
	<p>30 REALTOR® Team Spotlight: Frank Sandor Team</p>		<p>37 Follow Buffalo Real Producers on Social Media</p>		<p>38 Nominate the Best of Buffalo's Realtors for 2024!</p>

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REAL PRODUCERS TEAM



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Franchise Owner and Publisher



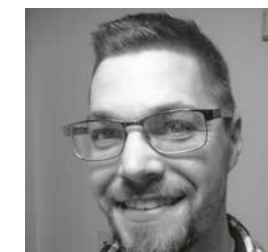
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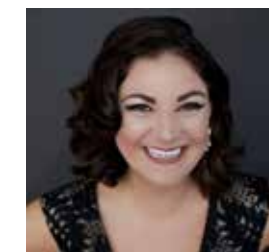
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at David.Schaub@N2co.com.

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▶ publishers note

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Dear Esteemed Buffalo Realtors,

As we approach the Thanksgiving season, I want to take a moment to express my heartfelt gratitude to each one of you for your unwavering commitment to excellence in the real estate industry. *Buffalo Real Producers* is truly honored to have the top 300 realtors in our beloved city as part of our exclusive community.

Thanksgiving is a time for reflection, gratitude, and spending cherished moments with loved ones. It is a moment to pause and appreciate the achievements and milestones we've reached throughout the year. Your hard work and dedication have undoubtedly played a significant role in making Buffalo's real estate market what it is today.

As we gather with family and friends around the table, let's remember the

many things we can be thankful for – the thriving Buffalo real estate market, the wonderful clients we serve, and the opportunity to make dreams come true for so many.

Now, let's look ahead to the promising year that awaits us in 2024. *Buffalo Real Producers* is committed to providing you with valuable insights, resources, and opportunities to thrive in this dynamic industry. We have an exciting lineup of events and initiatives planned for the coming year, all aimed at enhancing your professional growth and networking opportunities.

YOUR INPUT MATTERS!

We value your input and ideas, which is why we'll be reaching out to you with surveys in the coming weeks. Your feedback will help us tailor our events and the magazine's content to meet your needs and expectations.

Our goal is to ensure that *Buffalo Real Producers* remains a premier source for top realtors to connect, learn, and prosper in the year ahead.

STAY CONNECTED!

Don't hesitate to reach out if you have any thoughts, suggestions, or simply wish to connect over a cup of coffee. My email is David.Schaub@n2co.com, and I'm here to listen and collaborate with you to make *Buffalo Real Producers* even better.

Thank you for being an essential part of this incredible community. Wishing you and your loved ones a warm and joyful Thanksgiving. May the coming year be filled with success, prosperity, and new opportunities.

With sincere appreciation,
David Schaub
Publisher, *Buffalo Real Producers*

Meet New Assistant Publisher, Lindsay Kuntz!

We are so excited to welcome Lindsay to the *Buffalo Real Producers* Team!

As our assistant publisher, Lindsay will be tasked to help connect with our top 300 realtors in Buffalo on a relational level so we can help better serve them through Real Producers. We want to hear their nominations who should be featured, what events they want more of to connect socially with the other top-producing local realtors and who they trust their clients. This is how we decide to who partner with as preferred partners of the magazine. We only want the best who work with the best to be shared to the other Real Producers in real estate on our platform.

Lindsay Kuntz is a dedicated and passionate individual who has transitioned from a successful career in Customs Brokerage to becoming a loving Stay at stay-at-home mom. With several years of experience in the Customs industry, Lindsay has honed her skills in international trade and regulations, ensuring the smooth flow of goods across borders.

Today, Lindsay's primary focus is on raising and educating her two young children. She plays an active role in homeschooling her six-year-old daughter, providing a nurturing and enriching learning environment that fosters creativity and intellectual growth. Her six-month-old son also benefits from her unwavering care and attention.

Outside of her family life, Lindsay finds joy in her various hobbies. Homesteading has become a significant part of her lifestyle, as she dives into canning, and gardening, and learns about sustainable living.

Her party-planning hobby showcases her creativity, attention to detail, and knack for making celebrations truly special. From birthdays to weddings and other social gatherings, Lindsay's events are a reflection of her commitment to ensuring that everyone has a fantastic time.

Lindsay is a firm believer in community and service. She contributes her time and expertise to her church and local homeschool co-op, where she serves as a music teacher's assistant. This role not only allows her to share her love for music but also fosters a sense of camaraderie among homeschooling families in her area.

Above all, Lindsay cherishes her time spent with her family. Whether it's through her homeschooling efforts, homesteading activities, party planning or serving her community, her primary motivation is to create a nurturing and loving environment for her children. Her multifaceted life paints a vibrant portrait of a woman who is dedicated to her family and passionate about enriching the lives of those around her.

Look out as Lindsay will be reaching out to you via text to grab coffee to simply hear your stories, and nominations and to get you involved for free in *Buffalo Real Producers*.



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▶▶ preferred partner spotlight

Article by: David Cornwell
Photography by: Eagle 1 Photography

JERI WRIGHT

Law

Real Estate Attorney Jeri Wright is proof of the adage that success comes naturally when you follow your passion.

The owner of Jeri Wright Law, she first felt her passion for the law in elementary school, a passion born from strong female role models in her own life as well as those portrayed in the media.

Jeri moved from Minneapolis, Minnesota, to Buffalo to attend the University at Buffalo Law School, originally planning to practice public interest law assisting those less fortunate.

During law school, she concentrated on civil litigation and spent her spare time giving back to the community by actively participating in the law school's Domestic Violence Task Force, the Buffalo Human Rights Law Review and the Buffalo Public Interest Law Group, among others.

She gave public interest law a try in New York City, but like many beginning attorneys, finances were tight. After being admitted to the bar in 2002, she went to work for several local law firms practicing in the areas of employment discrimination, family law and criminal law.





“
EACH CLIENT HAS THEIR OWN STORY. EVERY DAY IS DIFFERENT AND INTERESTING. EACH DAY HAS A NEW SET OF CHALLENGES AND PROBLEMS TO SOLVE.
”

In 2005, with the support of her husband Chris, she took the leap to hang up her own shingle and opened her own office. That’s when fate stepped in the form of local Realtor Gerrie Andolina. “She took me under her wing, started sending me some real estate deals and introducing me to Realtors in her office.” Jeri very quickly discovered how much she enjoyed this area of law.

Since hanging up her own shingle, with one-half of her dining room as her office, her passion has helped her practice become one of the top real estate law firms in Western New York. She credits much of her early success to the generous mentoring of local attorneys Randy Gugino, Karen Gaughan Scott and the attorneys and staff at Network Title Agency. She also credits her husband, Chris, and their children, Mackenzie and Charles, for their ongoing support that allowed her to expand the firm and for always chipping in when she needs an extra hand.

“We are 100% committed to real estate transactions and that’s our only focus,” Jeri says of her firm’s success. “A client’s real estate file is our top priority.”

In addition to her firm’s singular focus on real estate transactions, Jeri says another differentiator between it and others is the priority it places on communication. “Real estate is different than litigation,” she says. “Real estate moves very, very fast. When clients or Realtors call or email us with questions, they need answers immediately because they need to move on to the next step of the process. We must keep things moving quickly to meet the tight deadlines.”

Even though the societal issues she once thought she’d be tackling aren’t as prevalent, that doesn’t mean the human element is absent in real estate law. In fact, she found her passion for helping others develop further within her real estate practice. “It is not unusual for people to get emotional during the process of buying/selling a home or at the closing. I use both my title of attorney and counselor at law in every transaction,” she says. “For some people, this process represents the beginning or end of a chapter in their lives. Perhaps a birth, a marriage, a death, a divorce, a relocation, or the placing of a parent in a nursing home.

on days when other attorneys or clients are acting confrontational, we still treat others with kindness.”

Active in the Erie County Bar Association, Jeri says “it’s an absolutely amazing organization filled with other like-minded attorneys who are willing to give their time and collaborate on legal matters.” Being involved with it not only helps further her profession, but benefits Realtors, clients and everyone she works with by helping keep her up to date with laws, buyer and seller rights, forms and all the other intricacies involved in real estate transactions.

“It could be the first time anyone in their family has ever owned a home. Sometimes it is the transition for a veteran from active duty to retirement. Each client has their own story. Every day is different and interesting. Each day has a new set of challenges and problems to solve.”

No matter what clients, Realtors or others involved in a transaction may be going through, Jeri says the firm’s guiding principle remains the same: “Kill ‘em with kindness. You just don’t know what someone is going through at that moment.” she says, “Even

“I feel very lucky as to where my career took me. In law school my impression of real estate was that it was paperwork driven and boring. I was very wrong. It’s an extremely social job. We communicate with clients, Realtors, lenders, and other attorneys all day long. Every single day in real estate is a new challenge, a new problem, a new personality. Every day is different and exciting. I love it.”

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Kathy REALTOR® spotlight

SPARKS DIMILLO

For Hunt Realtor Kathy Sparks DiMillo, home is not only where the heart is but where the business is as well.

A native of Western New York, Kathy was born and raised in Lockport, married and raised her family there and began her real estate career there. A Realtor for the past 17 years, she had \$23 million in sales last year and is justly proud that those sales were made as an individual agent and not as a member of a team.

Her 95 transactions earned her Hunt's Sales Professional of the Year in Units in consecutive years and No. 2 at Hunt Real Estate in volume. She's consecutively ranked as the top residential real estate sales professional in Niagara County and as a top producer in Erie County as well.

Her other accolades include Hunt Real Estate ERA's Leadership Circle Award, reserved for top agents. She has also ranked No. 15 in Hunt ERA's global network of agents.

"I'm very calculated in what I do," she says as one reason behind her success. "I have several conversations with my clients before we even step out the door and look at houses." Making sure buyers are pre-approved is another aspect of her calculated approach, which pays off with 99% of her clients' offers being accepted. "I bring energy to the table," she says.

Working primarily with single-family homes, Kathy also works with multifamily, condos and some commercial. If her name and face seem familiar, you may have seen her on the billboard coming into Lockport as the listing broker promoting Clarkview Estates, a 37-site patio home community with condo tax status in Lockport developed by David Sparks of Sparks Custom Homes.,



"People tend to zero in on me as their agent because of my experience, integrity, knowledge of the market and my honesty," she says, adding that her honesty doesn't mean she always tells clients what they want to hear.

"I have often said there are two people who are not buying this house: you and me," she says. "You hired me to sell your home. You hired me for my expertise. I'm not always going to tell you what you want to hear, but I am always going to tell you the truth. I can make you feel good about your house all day long and you'll still have a nice looking house, an unsold nice looking house."

Kathy's proud of her accomplishments not just in sales but in the business savvy she's gained in



creating and running her own business. “I have a lot of support at Hunt,” she says. “I have a lot of good business heads around me including a good accountant and a good attorney.” Recently she incorporated her business, Kathy Sparks DiMillo Inc.

Among those good business heads who have helped her on her continued path of success, she particularly thanks James Watson, Jamie Mendel, her manager at Hunt, and Susan Ballard, Hunt vice president, friend and mentor.

Kathy’s connections to her community are deep. She serves on the City of Lockport’s Ethics Committee and on the Greater Lockport Development Corporation, of which she is the current co-president. She’s also active with Cornerstone Community Federal Credit Union, serving on its Community Committee.

“My circle is my children, family, business and my community,” she says, with obvious pride when she talks about each, especially her children. There’s nothing she loves more than flying to visit Roserita, 27 and Danny, 25, in Chicago or Carmella, 30, in New York City

Angelo, 32, resides in North Buffalo and is co-owner of Molinaro’s On The Go inside Niagara County Produce on Millersport, with what she says are “excellent specialty sandwiches and pizza.” He also owns a multifamily investment property in Kenmore while holding down a full-time sales position.

“I talk to all four of my children at least once a day and see Angelo several times a week,” she says. In addition to flying to New York



and Chicago for visits, she’s also enjoyed traveling with them to Italy on multiple occasions.

Her parents, siblings and her husband’s family all live within 10 minutes of each other in the area, the families brought even closer together in 2015 with the unexpected death of her husband of 25 years Paul Danny DiMillo.

When she’s not traveling or taking care of business, she says you might well find her chatting up neighbors on one of several daily walks she takes with her dog, Lucy. On summer afternoons she might also be found just floating in her in-ground pool she installed two years ago as a focal point for family gatherings.

Kathy also travels at least once each year “with my besties” to Lily Dale, a spiritualist community outside of Fredonia, for spiritual healing and to reconnect with herself. “It’s outside my wheelhouse and most people look at me and think ‘no way,’ but I like to do a lot of different things.” She also enjoys cross-country skiing and frequenting Niagara on the Lake.

Her business philosophy, she says, is best summed up by the inscription on the back of her business card: “To give good service, you must add something which cannot be bought or measured with money and that is experience, sincerity and integrity.”

“ I REALLY ENJOY THE WORK THAT I DO, LOVE THE PEOPLE I WORK WITH AND MY CLIENTS. THIS IS NOT A JOB, THIS IS A LIFESTYLE, AND I AM VERY PROUD OF IT. ”



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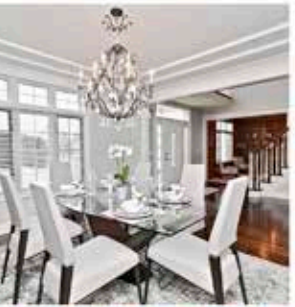
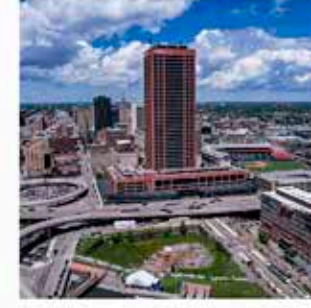
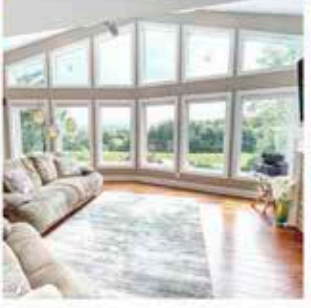
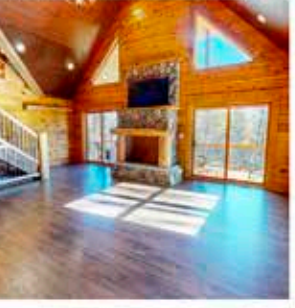
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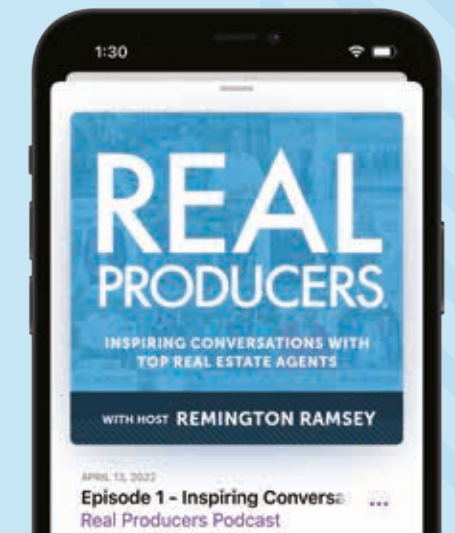
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NICOLE LEISTNER

▶ REALTOR® on the rise

Article by: David Cornwell
Photography by: Glass Forest Media

If there's one thing you can't call Howard Hanna Realtor Nicole Leistner, it's dull. Combine her upbeat personality with a solid sales and marketing background and it's easy to understand why she's quickly become a top agent.

"I love people. I'm very outgoing and have tons of energy, which definitely helps clients feel comfortable with me," she says. And because of her background working with a general contractor flipping houses, "I'm very good at pointing things out that are both good and bad."

As a member of the Sokody Sales Team, Nicole says, "I knew it was the right place for me the minute I walked into my first team meeting. They would be my new work family. They've been the backbone to everything I've done and are why I'm where I'm at now."

The team's rookie of the year her first year, Nicole has consistently been in the team's top three since and had sales of \$8.2 million last year.

"Jason is creating a culture where we all uplift each other no matter what is going on in our lives," she says of team leader Jason Sokody. "Everybody is there for each other. And it's really, really an amazing tribe to be a part of."

A graduate of the University of Buffalo with a communications degree, Nicole came to real estate after a long career as marketing director and then operations manager for an upscale dress store chain.

"I transitioned to real estate because I was at the top of my career with that company and I wanted to do something for myself," she says. And she was already interested in real estate from working with a contractor flipping houses. She considers her hands-on knowledge of how a house works one of her strengths as an agent.

"With me, clients have an agent who understands the ins and outs of a house, who can actually go into a basement and point things out," she says, an important consideration in a market where inspections are sometimes forgone to facilitate a deal.

She continues to use her marketing and planning skills not only in our own business but in raising funds for charitable causes she champions. "I absolutely love planning great events where we are able to raise a ton of money for charity."

Currently, she is the 2023 President-Elect of the Women's Council Of Realtors Buffalo Niagara, an organization that has played an integral part in her success. The role she is most excited about though

is her upcoming position as the 2024 President of the Buffalo Niagara Network.

"I'm insanely proud that people who have been in real estate for a lot longer than myself trust me to lead them as their President next year."

"Right when I got into real estate, I went to my first event for the Women's Council of Realtors and I knew right then that I needed to join," she says. Prior to being the Council's president-elect, she had served as its Membership Director (2021) and then Program Director (2022).

"Several things about the Women's Council mean so much to me," she says. "One is that we uplift and





events and for years helped with the Gowns for Proms program through which donated prom dresses are given to girls who can't afford them.

In her free time, she says she likes to travel, see live music and socialize with friends and family. She has a large group of friends who have known each other since high school. And at 41, that's most of their lives, she says. "I'm definitely not a homebody. I don't sit at home unless I'm working from home."

Those times she is home, however, you might find her entertaining that large circle of friends. "I love entertaining. I really am a people person."

And she's never really home alone, with "the love of my life," a beautiful tuxedo rescue cat named Claire keeping her company. Her family also lives nearby including her very supportive parents and sister.

"Everybody's always been there for me and so supportive of my business and my charities," she says. "That support's been so important to my being in such a good spot in life."

make leaders out of women in business and I'm all about that. Another is networking, and anyone who knows me knows I love networking and linking people together."

"We also support the communities we work in and we raise a lot of money for charity," she says.

Nicole's particularly excited that as the President of the Women's Council of Realtors next year, she'll get to choose the charity for which the WCR Buffalo Niagara Network will raise funds and has chosen Make-A-Wish Western New York.

Volunteering and helping raise money for charities and not-for-profits has been a huge passion throughout her professional career. In addition to Make-A-Wish Western New York, she's also given her time and resources to Big Brothers Big Sisters, The Boys and Girls Clubs of the Northtowns, breast cancer awareness



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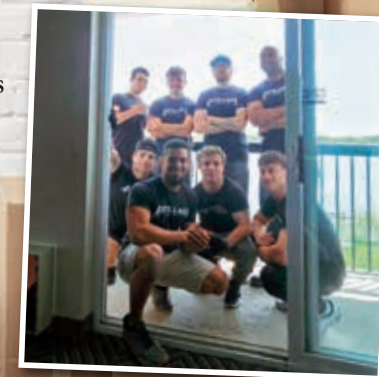
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▶▶ REALTOR® team spotlight

Article by: David Cornwell
Photography by: Glass Forest Media

Frank Sandor Team

If MJ Peterson Realtor Frank Sandor had a theme song, it might be Aretha Franklin belting out R-E-S-P-E-C-T.

“You need to treat your clients with the utmost respect, listen to them, listen to what their needs are, be supportive and meet those needs,” he says. “And you’ve got to always, always, always answer your phone.”

As leader of The Sandor Team at MJ Peterson Real Estate, Frank has an impressive record of success, with numerous Gold, Platinum, and Diamond Volume Awards for sales. He’s also been top agent at MJ Peterson’s Lancaster office multiple times.

Additionally he holds a Short Sales and Foreclosure Resource (SFR) certificate, meaning he’s an expert in assisting clients with distressed properties.

Real estate is actually Frank’s second career after he retired early from Delphi/General Motors after 31 years. “I don’t play golf and wanted something to do after I retired,” he says. “Real estate always interested me, so that’s what I did.”

As it turned out, real estate was a natural fit and he quickly found success, first at Century 21 before moving to MJ Peterson in 2016, where he formed The Sandor Team.

“You can only succeed when you have a great team by your side to work with,” he says of today’s real estate market.

“We all pitch in for each other,” he says of his team. “If one agent can’t make an appointment, another will jump in. I want my team to support each other because we all get busy, but responsiveness to our clients has to remain paramount.”

Frank says the key to the high level of responsiveness he and his team provides isn’t any one thing but many things, some of them as simple as just answering the phone.

“I get so frustrated when trying to call a Realtor for information and they don’t answer their phones,” he says.”

As a highly successful agent, Frank has a wealth of experience to pass on to team members. In addition to helping them develop skills, he insists team members “get any kind of education that’s out there. Learning is key to success.”

Current team members are: Timothy Flood, Joshua Casillas, Theresa McKernan, Michael Lux, Brian Lux, Byron Mckinney and Carmel Severn. And Frank says he’s always looking for new team members who are eager to learn and succeed.

“I don’t actively recruit anyone,” he says. Some team members come through referrals and he helped others get their licenses after they





became interested in the profession when he sold them homes.

While other brokerages try to recruit him away from him MJ Peterson, Frank says his answer is always the same, "I'm not going anywhere. I'm happy where I'm at."

A privately owned family business, MJ Peterson has been serving Western New York for more than 90 years and "has been

amazing in its support with any issues we encounter and in providing any kind of marketing we need."

Outside the office, Frank is an active member of the Knights of Columbus #3875 in South Buffalo and American Legion Post 735 in West Seneca. He has also served in leadership roles with the Sons of the American Legion as Commander and is currently its 2nd Vice Commander.



With four children and two grandchildren, he often finds himself surrounded by family whether in his Buffalo home or in his RV parked at the upscale Allegheny Mountain Resort at Rainbow Lake.

Though he was born on a naval base in Bermuda where his father was serving at the time, he considers himself a native son of Buffalo where he was raised since he was four. He describes himself as a very social person and enjoys upscale professional gatherings as well as socializing at the corner bar.

Looking to the future for both himself and his team, he plans to grow and groom his team for success to the point it can work somewhat autonomously with Frank continuing to provide needed support.

And while he says he'll never retire from real estate, he would like to be less involved with day-to-day operations as his team grows. With friends and family in Florida, he says "I'm kicking round the idea of becoming a snowbird in a couple of years."

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