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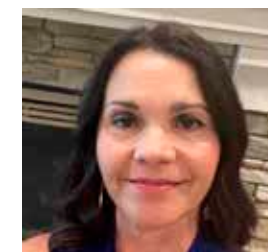


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MEET THE BUFFALO REAL PRODUCERS TEAM



David Schaub
Franchise Owner and Publisher



Maria Lapetina
Executive Assistant/Content Coordinator



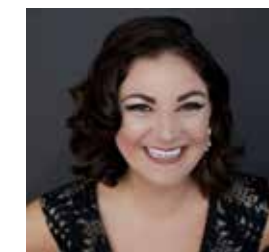
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Matthew Riley
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Adam Jones
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UPCOMING EVENTS:

September

9.28.23

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October

10.10.23

Membership Appreciation Mix & Mingle
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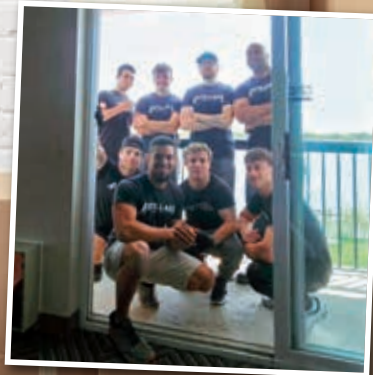
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TOP 3 REALTOR PANEL

November 14th (Tuesday) 12pm-3pm

To RSVP for this event, please email David.Schaub@N2co.com for the private link.

WANT TO LEARN FROM THE BEST OF THE BEST REALTORS IN BUFFALO?

Here is your chance to get them all in one room to hear how they're rocking it in this tough real estate market.

We will have the top 3 realtors based on sales volume in 2023 so far on stage ready to answer pre-submitted questions from all of you. (Please email us your questions

for the top realtors ahead of time to have your question considered). This part of the event will only be an hour long. There will be mingling with lunch and drinks during and afterward. The event is free and the open bar/catered hot lunch is complimentary by *Buffalo Real Producers* and its preferred partners.

This event will be at the Harbor House (The same Venue as our first event last October) in North Tonawanda.

Space is limited so RSVP sooner than later to grab your spot.

▶▶ buffalo real producers july event!

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Abby Cappuccilli



FOR REALTOR ABIGAIL CAPPUCCELLI, REAL ESTATE IS IN HER GENES. DETERMINATION AND A STRONG WORK ETHIC ARE A PART OF HER GENETIC MAKEUP, TOO.

An agent with Century 21 Winklhofer, Abby—aka Abigail Cappuccilli Stein since her recent marriage—grew up with a mom who was a real estate agent. And her mom became an agent because of her own father, Albert Chille, Albert being the main reason Abby just recently became a real estate broker.

“From when I was very young, I knew I wanted to sell real estate when I grew up,” Abby says. “My mom used to take me on rides looking at houses and different neighborhoods. It’s just been a true passion of mine ever since I can remember.”

Getting her license when she was just 18, she hesitated going into the business full-time because of uncertain and sporadic paychecks she might expect when starting out.

“I’ve been working since I was 13 and have never gone one week since without getting a paycheck,” she says. “I’ve always had multiple jobs at once and so was a bit terrified to do real estate full time.”

Two years ago, she “dove into real estate full-time,” she says. “And it’s been amazing, the best decision I’ve ever made. When you put your all into it, it just really takes off. I don’t think anyone can really do real estate part-time and succeed.”

Her youth has proved to be one of her prime assets, helping her connect with first-time homebuyers who tend to be young and less knowledgeable about real estate. But right after she got her license, it first seemed her youth might be a liability.

“At first it was actually a real struggle being so young in the business,” she says, recalling how some agents would belittle her youth. But she turned such episodes into an asset instead. “It makes you work so



**“
I LOVE TO BE A
PART OF THE COMMUNITY
AND BEING INVOLVED,
AND IF I COULD NEVER
LEAVE LEWISTON,
I'D BE HAPPY.”**

much harder because you want to prove everybody wrong.”

“I love working with first-time home buyers, although they may be a little more work because they need a little more hand-holding,” she says. “But that’s what I love. I love helping people, teaching people and helping them get a new home. It’s awesome.”

Herself an investor, she also enjoys working with investor clients and can also offer those clients turn-key property management through Lewiston Vacation Rentals LLC which she and partner Taylor Crystal launched last year.

The idea for the company grew from Abby’s experience in turning her own home into a short-term rental. “I absolutely loved it. I liked talking to guests and seeing where they’re from and what brought them to the area. I started scheduling bookings, taking care of cleaning, stocking provisions and everything else. I just absolutely loved it. So I decided I could do this for other people.”

Through Lewiston Vacation Rentals, she says, “I take the keys and if the house has something wrong with it or needs maintenance, I’ll get someone there to fix it.” And when she says she takes care of everything, she means it, including occasionally helping attorneys with closings.

As for what the future may hold, she says right now she’s happy just doing what she loves, selling real



estate. She’s also happy with Century 21 Winklhofer as her home base, describing Amy and Eric Winklhofer as “amazing” in the support they offer.

Also amazing, she says, is office administrator Mary West. “She’s just my favorite person. I mean she helps me so much and is just the glue to the office.”

As for interests outside of work, she says there’s really only been one for the past year and that is the new home she and her husband have been building and just moved into. “I’ve been involved in every step along the way and at this house working every day for the last year,” she says, often with paintbrush or hammer in hand.

Originally from Niagara, Abby moved to Lewiston in 2022, quickly becoming involved

in the community by serving on the Village of Lewiston Zoning Board.

“I love to be a part of the community and being involved,” she says. “And if I could never leave Lewiston, I’d be happy.”

**“
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ROBERT KARP



▶ REALTOR® spotlight

Article by: **David Cornwell**
Photography by: **Eagle 1 Photography**

EVEN WITH A KID'S IMAGINATION, CHANCES ARE KELLER WILLIAMS AGENT ROB KARP COULDN'T IMAGINE HOW SUCCESSFUL HIS CAREER WOULD BE, A CAREER MOTIVATED NOT JUST BY MONEY BUT BY A SENSE OF COMMUNITY AS WELL.

"I loved the cable channels with the stills of listings that popped up," he says of his boyhood interest in all things real estate. "I'd always pay attention to what houses were selling for and I was just nine."

Consistently in the top 100 agents in Western New York with a sales volume of \$11 million last year, he has a proven record of success in sales. As an investor, he has a proven record of success in community building.

The Buffalo News called him "a vocal, instrumental force in turning Buffalo's West Side from the city's fringe to one of its most sought-after neighborhoods." With quick flips for quick profits



being the norm, the newspaper praised Rob for his high-quality rehabs and attention to architectural detail.

Those homes and their new owners have played a primary role in revitalizing the neighborhood. But, he told the newspaper in its 2014 profile of him, friends thought he was crazy when he

decided to live on the West Side. "They'd say, 'I don't even want to come to your house to hang out.' And now all those same people probably live on the West Side."

"I was an investor, rehabbed houses and resold them, so I've got more than just a general knowledge of homes," Rob says. "I was also a mortgage broker, so I understand the financial side of things."

What he offers clients is not just industry experience, but the length of that experience, which stretches back to before the 2008 housing market crash. "I've been through multiple market changes," he says, "Many newer agents have only experienced a seller's market. I was around before so really understand both sides."

Rob primarily works with homebuyers, although he's now working with a few investors since he's "semi-retired" from investing himself, feeling that otherwise, it's a conflict of interest.

Originally from Rockland County, NY, Rob stayed in Buffalo after graduating from the University of Buffalo with a media studies degree. When a promising media job didn't work out, he started buying, rehabbing and selling houses, getting his real estate license at first just to have access to the MLS for investing purposes.

Working as a mortgage broker when he got that license, he became a full-time agent when the mortgage industry tanked along with housing.

Just as area investor Al Burruano mentored him in his investment career, so did Realtor Lauren Kostek when he became an agent. "She took me under her wing and taught me a lot in the beginning without even trying."

Working through Keller Williams
Williamsville office, the company
and its people also play a major role
in his success.

“It’s just, a great company with great
people,” Rob says. “I’ve been at a few
brokerages now and this one really
does feel like a family. We’re all here
for each other. If one of us needs
somebody to cover because there’s
an emergency, there are five people
volunteering to help you out.”

And sometimes, he says, working
with one of those agents might be a
better fit for clients.

“I’m probably not for everybody,” he
says of what might best be described as
his beyond-casual business attire. “If
someone’s looking for an agent who’s
a little more buttoned up, that’s totally
fine. There are plenty of great Realtors
that are more polished than I am. But,
it’s worked out for me because I am the
right person for a lot of people.”

For Rob, it all comes down to making
a connection. “It goes beyond prepara-
tion and comps and coming in with
a plan. That’s all great, but there’s
still got to be that connection, that
personal connection.”

When he’s not working you might find
Rob on a climbing wall somewhere,
biking, working out or working on his
next belt in Krav Maga, a demanding
martial art developed for and used by
the Israeli military. Married, he, his
wife and stepson love “checking out
new restaurants that are popping up
all the time” along with art galleries,
movies and live music.

Next to his family, his greatest love is
his neighborhood and town, both of
which are better for his efforts. And
while he’s less involved in big-picture
community development efforts now,
his devotion to his neighborhood is still
evident, even in the simplest of ways.



“I just kind of do my own thing for the
neighborhood these days,” he says.
“I’ve always tried to clean up garbage

when I’m walking my dogs. And
I’m always walking my dogs, so I’m
always picking up garbage.”

“
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► preferred partner spotlight

Article by: **David Cornwell**
Photography by: **Eagle 1 Photography**

Matthew Laufer of Laufer Keenan always knew he was going to be an attorney, but he says his focus in real estate law found him. And at first, he wasn't all that happy about it.

"Back when I was a kid, I just always wanted to be an attorney," Matthew says. "Maybe it came from being an argumentative child and because of that, my mother always told me I would make a good attorney."

Being a good attorney didn't necessarily mean being an employed attorney, however. He found this out when he graduated from the University of Buffalo with his law degree, at about the same time the housing market crashed in 2008.

"For entry-level attorney positions you were going up against people with years of experience," he says. "Supply and demand weren't there, so I just hung out my own shingle."

"One day, a real estate contract came my way, and I told the Realtor not to send me another one because I didn't like it. But then she came back anyway and said, 'You did such a good job, here's another one.'"

Since then, his success in and love of real estate law has grown, including related areas such as wills and estates. It is a success for which Matthew doesn't take credit though. "I don't think my success is based on my own doing," he says. First and foremost, he gives credit to God. He also credits the people around him, saying "I stand on their shoulders."

"I grew up in the church, and then in law school had my moment of really choosing how I wanted to live my life," he says. "Was I going to give every aspect of my life to God and go from there or was I going to keep God in one part of life and keep another part secular and not merge them together?"

Matthew says he spent a lot of time praying about his path moving forward that year. Then came a moment where, "It just clicked, and I said from then on I was going to be a representation of Jesus in this world."

The way he runs his firm is based on his faith, he says, but also comes from a determination to honor the legacy of his late partner, William Keenan. "Bill always kept an even keel," Matthew says. "He had a great understanding of the law and how that applied to the world in a practical sense."

"Successful real estate deals really need a team effort on the part of realtors, attorneys, and financing," he says, "where each member of the team has other members' backs."

It's a philosophy everyone in the office shares, he says. "We really care about our clients and the



“Other people can bring darkness into this, but when you bring the light, it's incredible the impact it has on people around you. You should be the light, not the darkness.”



“
 It’s a philosophy everyone in the office shares. We really care about our clients and the work product we put out. It’s not an ego-driven office and that’s something we’re really proud of.
 ”



work product we put out. It’s not an ego-driven office and that’s something we’re really proud of.”

Another reason for Matthew’s success is his wife, Lauren. While they went to the same high school, it wasn’t until years later they met. Matthew was working part-time in a friend’s pizzeria while he waited for the results of his bar exam. Love, marriage, and three children followed—Joshua, 7, Emma Faith, 5, and Ezra, 1.

Traveling with the family is one of his favorite activities. “Right now, my days are consumed mostly by work. But when we’re on vacation, I’m able to break away and really enjoy spending time with my family.”

One area they frequently travel to is Florida. Matthew likes the area around Tampa and Sarasota to the point where he is working to establish a title company there. Another favorite destination is Silver Lake, NY, where he and his wife run a campground.

The Silver Lake Campground was a place where his father, uncle, and other relatives enjoyed family get-togethers. When the campground went up for sale in 2020, Matthew and Lauren purchased it with the intent of preserving the campground for future generations.

“I told my wife by the time I’m 35 I’m going to be \$1 million in debt, and I plan to meet that goal.”

As a man of faith, Matthew’s commitment to it is evidenced by the signs hanging outside both the law office and campground, both with the inscription: “With God all things are possible.”

“Other people can bring darkness into this,” he says of both life and work. “But when you bring the light, it’s incredible the impact it has on people around you. You should be the light, not the darkness.”

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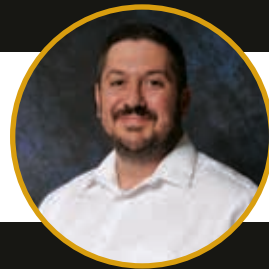
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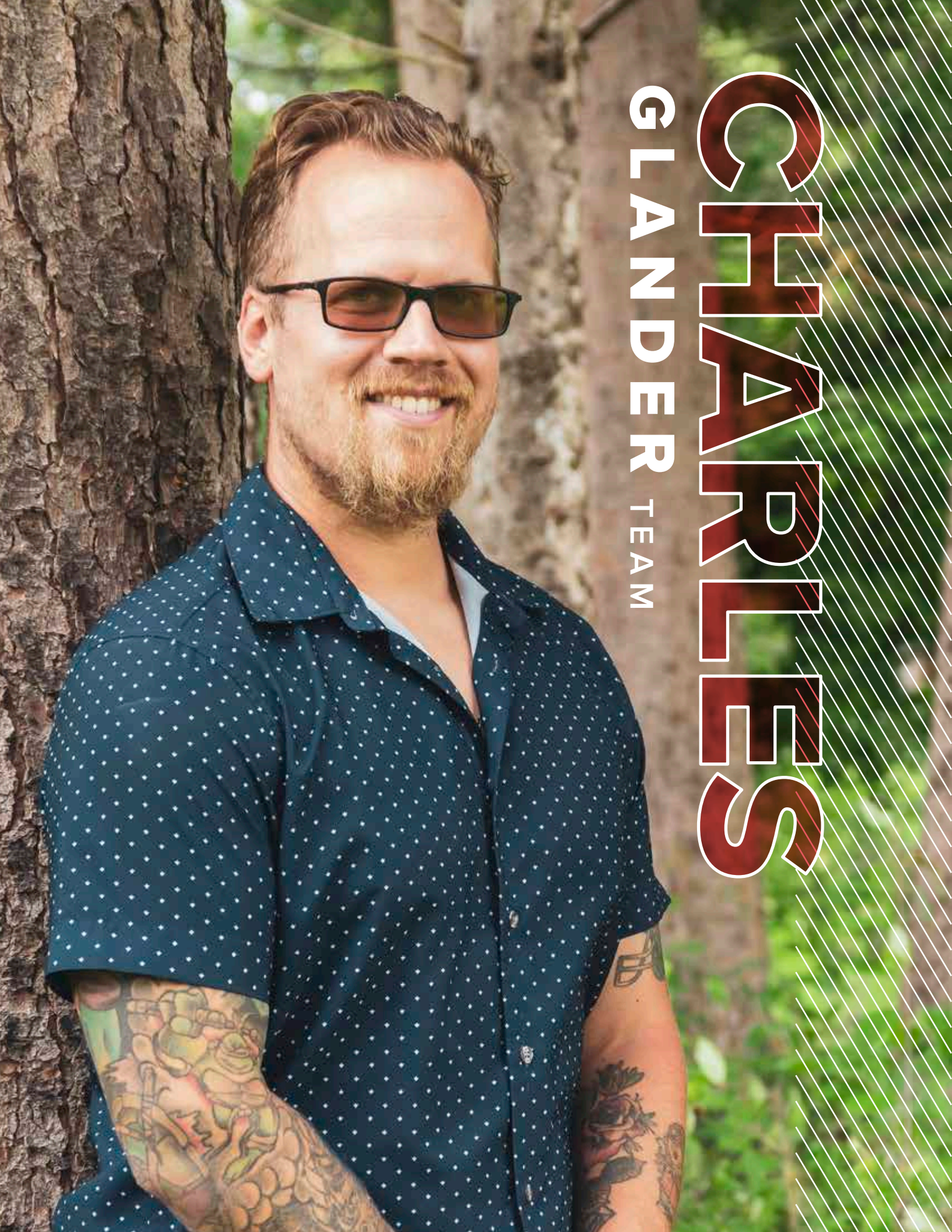
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CHARLES GLANDER TEAM



▶ REALTOR® team spotlight

Article by: **David Cornwell**
Photography by: **Glass Forest Media**

You could say Charles Glander, broker/owner of Avant Realty based in Newfane, is as busy as a beaver. Truth is it's the beavers who are as busy as Charles.

"It can get pretty hectic, which is good because I'm making money," he says. "And with two young kids, that's pretty important." Of course, those kids add their own delightful layer of chaos, too.

Charles launched Avant Realty in 2020 after an already successful career as an investor and then an agent. Its success has been gratifying and he's particularly proud that his brokerage is "100 percent independent."

"I've always preferred working for myself," he says. "I don't like asking higher-ups for permission to do things and want to operate my own business on my own terms."

Doing it on his own terms has quickly proven successful, Avant being one of Western New York's top 100 in 2021, its first full year. Last year, it was in the top 50 with sales of more than \$30 million. The brokerage also

offers property management services, with Charles' wife, Jarece, running that side of the business.

Charles credits Avant's team of agents for much of its success. "I give them the tools in the beginning to learn how I do it and train in the areas they need. What they do after that is up to them."

In addition to their real estate expertise, agents also offer clients their own skillsets and personalities. One agent, for instance, is a former contractor "who knows everything about buildings from the ground up."

"You're already a step ahead when your agent can step into a house and point out things from the perspective of a builder," he says. "You get that automatic respect from buyers, especially if they're first-timers."

It's the personality of another agent that sets her apart. "She's a people person who gets along with everyone. She's just so much bubblier and friendlier than me," he says, adding that one of his clients ended up working with her "because it was a better fit."



“Certain people just match well with others.”

Most of Avant’s business is residential with some commercial. “But I don’t turn any type of business down. I call those 50k investors the utility payers because they literally keep the lights on. And you never know where they will lead.”

An example, he says, is a call he received from a Canadian area code a few years back. In very broken English, the voice on the other end of the line told him that he couldn’t find anyone to help him buy properties in Lockport.

“It sounded like a scam,” Charles says, but he followed up nonetheless. Eventually his new client “bought six or seven rental properties in the \$70,000 range. And then he ended up moving here and bought a \$480,000 house.”

As a Zillow Premier Agent, his own agents enjoy discounts on the platform, their own ad space and other perks. Charles also provides agents with Zillow leads, “the best leads in the business.”

Keeping it all running smoothly, he says, is Jarece, who not only handles Avant’s property management services, but handles its books, payments and the endless paperwork of real estate transactions.



“I would be totally screwed without her,” he says. “I’m out running all day while she keeps it glued together back at the office.”

The couple’s other joint endeavor is being parents to a daughter 9, and son 5.

“I love playing basketball with my kids. Sometimes I’ll be so tired when I get home and they want to go for a bike ride. It’s eight at night and I’ll still hop on my bike and go for a mile or two. And then they want to keep going.”

Camping and four-wheeling are other activities the family enjoys and both Charles and Jarece are kept busy shuttling their children to activities that include cheerleading, gymnastics, Girl Scouts, T-ball and soccer. A soccer player himself, Charles also coaches youth soccer. “It can all get pretty hectic,” he says.

Looking back at the success he’s enjoyed, Charles says he’s particularly appreciative of Jason Sokody, who got him into selling real estate when he was flipping houses, and Renee Moran, a broker he had worked with who helped him open Avanti.

But it is now retired Realtor Joanne Roberts, with whom he did a few deals and also bonded, that gave him a piece of advice he says will stick with him forever.

“She said that if you’re getting into this for the money, you’re going to fail. But if you take care of your clients first, if you worry about their needs and their wants first, if you make sure that they’re taken care of at the closing table ... then the business will follow and you’ll make plenty of money.”





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