

BUFFALO

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.



Susie
LENAHAN

FEBRUARY 2024

Eagle 1
Photography

*Premier real estate
Photography*

Pete Andrews
Owner/Lead Photographer
Eagle1Photography.com (716) 560-8295

Trouble Breathing? Air Quality Concerns?



Homes sell
quicker with our
Air Purifier System.



We have a solution!

You can buy an air purifier or "be one!"
You can choose!

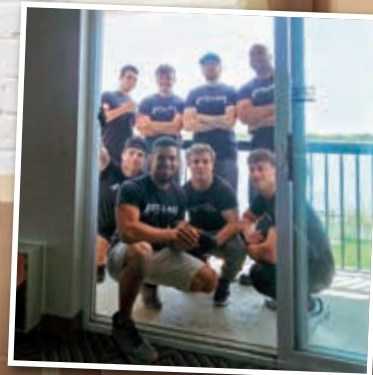
Brian Ellsworth *Total Health and Wellness*
~helping people along their health journey for
over 2 decades.

716.913.9153
bse.shiftingretail.com
coachbrian716@gmail.com



Stellar Movers proudly offers moving services for residential and commercial properties. We work with you to plan every step of the process and ensure that your satisfaction is met. With a team of professionals and a variety of services available, you can be sure your move will be handled with care.

From the smallest to the largest task, we believe your move deserves top-priority service that's efficient and reliable. This is why we started Stellar Movers to deliver quality professional services that you can trust.



Please contact us at
716-344-0132 or email
stellarmovers@gmail.com for an estimate.



WE KNOW REAL ESTATE LAW

Our experienced team of attorneys and paralegals has the capacity to handle a broad range of legal services; whether facing a conflict or negotiating an agreement, we can help. As the largest residential real estate law group in Western New York, our firm has earned a reputation for results, processing over 3,000 real estate transactions last year alone!

716.636.7600

2410 North Forest Road, Suite 301, Amherst, NY 14068



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

BASEMENT WATERPROOFING/ FOUNDATION REPAIR

Macs Basement
Wallcracks LLC
(716) 235-9461
Macsbasement
wallcracks.com

CLEANING SERVICES

Buffalo's Cleaning Crew LLC
(716) 247-9718

ELECTRICAL SERVICES

Preferred Electrical
Services of WNY Inc
(716) 304-8015
preferredelctrica
lservicesofwnyinc.com

FEDERAL CREDIT UNION

Cornerstone Community FCU
(716) 694-0295
CCFCU.org

GENERAL CONTRACTOR

Straight line General
Contractors Inc
(716) 714-5656
StraightLineNow.com

GRANITE – MARBLE – QUARTZ

International Stone Gallery
(716) 625-8400
Intstonegallery.com

HANDYMAN SERVICES

Ace Handyman Services
Buffalo Southtowns
(716) 427-0427
www.acehandyman.com/offices/
buffalo-southtowns/

HEALTH AND WELLNESS

Total Health & Wellness
Brian Ellsworth
(716) 881-2345

HOME INSPECTION

Clinton Hawkins - Pillar of
Post Home Inspectors
(716) 608-6829
ClintonHawkins-
PillarPostHome
Inspections.com

Cobblestone Inspections
(716) 526-1099

Good Neighbor
Home Inspections
(716) 465-3957

GoodNeighbor
HomeInspection.com

INSURANCE

Finn-Barends Family Agency
(716) 873-5600
agents.allstate.com/
michael-barends

JUNK REMOVAL SERVICES

Junk King
(716) 271-5425

MOLD REMOVAL/ WATER DAMAGE

Simply The Best
Cleaning Services
(716) 912-6940

MOLD TESTING/REMOVAL

Green Genie
(716) 466-6653
GreenGenieWNY.com

MORTGAGE

Community Bank
(716) 539-5285
Cbna.com

Cross Country Mortgage
(954) 394-9005
CCMBuffalo.com

Homestead Funding
(716) 907-0668
thetoutteam.com

Nickel City Funding

Chris Vassallo
(716) 558-5200
ncityfunding.com

Tarek Jabaji Haus Capital
(716) 444-7553
HausCapitalCorp.com

MORTGAGE LENDER

Northwest Bank
(716) 570-0808
Northwest.bank

MOVERS

Stellar Movers
(716) 344-0132
Stellarmovers716.com

PHOTOGRAPHY/ REAL ESTATE

Eagle 1 Photography
(716) 560-8295
www.eagle1photography.com

Glass Forest Media LLC
(716) 265-0091
GlassForest.Media

PROFESSIONAL PHOTOGRAPHER

Adore Studio
(716) 634-5543
adorephotostudio.com

REAL ESTATE GROUP

Women's Council of
Realtors Buffalo Niagara
(716) 228-0414
wcr.org

REAL ESTATE LAW

Christina Tretter-Herriger Esq.
(716) 939-1244

Jeri N. Wright P.C.
(716) 464-3240
JeriWrightLaw.com

Laufer Keenan PLLC

(716) 648-1674
LauferKeenan.com

Ramos & Ramos
(716) 810-6140
37 Franklin St
Suite #1000
Buffalo, NY 14202

The Law Offices of
David C. Weir PLLC
(716) 268-3373
DavidWLaw.com

Tiveron Law PLLC
(716) 636-7600
2410 North Forest Rd
Suite 301,
Amherst, NY 14068
TiveronLaw.com

Vallone Law, PLLC
(716) 206-0588
ValloneLawFirm.com

Wesolowski Law Group P.C
(716) 208-7080
63 Park Club Lane
Williamsville, NY 14221
Wesplowskilaw.com

ROOFING

Klaus Roofing
Systems of WNY
(716) 705-5287 x410
Krsowfny.com

SOCIAL MEDIA MANAGEMENT

Retune Marketing
Matt Riley
(716) 474-8546
retune-marketing.com



BUFFALO REAL ESTATE PROFESSIONALS:

Get more buying power with a loan from Community Bank

With significant up front savings, lower monthly costs, and equity acceleration options, your clients will be able to qualify for more AND have more resources to better compete in todays market. A home is one of the biggest purchases someone will ever make and we're committed to giving your clients the dedicated service and attention they deserve.

PRODUCTS & SERVICES

- First-time homebuyer programs
- No closing cost mortgages*
- Lower monthly payments with reduced or waived Private Mortgage insurance costs
- Fixed-rate loans
- Mortgage refinancing
- FHA & VA Financing
- Home equity loans & lines of credit
- New construction and renovation loans
- Flexible portfolio mortgage programs
- Affordable housing programs
- Conventional and secondary market loans
- Property investment loans
- Land loans
- Double and single-wide mobile home loans
- Government and affordable housing programs
- Insurance and other products

YOUR LOCAL MORTGAGE EXPERTS:



Joseph Sorce
Mortgage Loan Consultant | NMLS# 680419
joseph.sorce@cbna.com | 716-609-4191
100 Corporate Parkway,
Buffalo, NY 14226



Jeffrey Larrabee
Mortgage Loan Consultant | NMLS# 482306
jeffrey.larrabee@cbna.com | 813-382-5800
184 Sweeney St, Unit 425,
North Tonawanda, NY 14120



Anthony Rijos
Mortgage Loan Consultant | NMLS# 404090
anthony.rijos@cbna.com | 716-907-4377
30 Saint Joan Ln,
Cheektowaga, NY 14227

APPLY FOR A MORTGAGE ONLINE:





Scan the QR code to get started or visit cbna.com/mortgage to prequalify, apply online, schedule an appointment, and more.



All loans and lines are subject to credit approval. *The No Closing Cost option is valid on most owner occupied, 1-4-family residential properties. Property and hazard insurance are required and are the responsibility of the borrower. For mortgages with less than 20% down payment, Private Mortgage Insurance (PMI) may be required and customer is responsible for PMI premiums. Other applicable fees/charges, including deed stamps or deed transfer taxes, are not mortgage closing costs and will not be paid by the Bank. If a customer elects to obtain owner title insurance, the customer is responsible for the owner title insurance premium. Condominiums and single-wide mobile homes are not eligible for a no closing cost mortgage. Double-wide mobile homes are eligible for the no closing cost mortgage only if permanently attached to a foundation. Should the no closing cost mortgage be closed or discharged within the first three years, the Bank may collect the third-party closing costs from the customer that were waived when the loan was opened. If a customer selects an attorney to represent him/her, customer is responsible for attorney fees. Community Bank will not pay for a survey, nor any other item that is ordinarily paid for by the seller. ADDITIONAL "NO CLOSING COSTS" PRODUCT DISCLOSURE: "No closing costs" means no: origination fee/points; application fee; flood check fee; credit report fee; appraisal fee; mortgage recording fee; abstract update or title search fee; lender title insurance fees; bank attorney fee; mortgage recording tax.

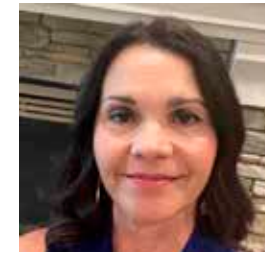
TABLE OF CONTENTS

 <p>04 Preferred Partners</p>	 <p>08 Making a Difference: Kekeli Olympio's Heartfelt Journey Home</p>	 <p>12 REALTOR® on the Rise: Harry Springer</p>
 <p>16 REALTOR® Spotlight: Susie Lenahan</p>	 <p>24 Preferred Partner Spotlight: Buffalo's Cleaning Crew</p>	 <p>28 REALTOR® Team Spotlight: The Scott Perkins Team at Realty ONE Group Empower</p>

MEET THE BUFFALO REAL PRODUCERS TEAM



David Schaub
Franchise Owner and Publisher



Maria Lapetina
Executive Assistant/Content Coordinator



David Cornwell
Writer



Matthew Riley
Social Media Manager & Videographer



Adam Jones
Photographer
Glass Forest Media



Dana Goodemote
Photographer
Adore Studio



Pete Andrews
Photographer/Videographer
Eagle 1 Photography



Lindsay Kuntz
Communications Director



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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Buffalo Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.
NOTE: When community events take place, photographers may be present to take photos for that event and they may be used in this publication.



Your home is a big investment. Protect it.

If you need home coverage, I can help.

I live and work right here in our community. I know what the homes are like in the area. So I can offer advice you can trust to help you get the protection that fits your needs.

If you're ready to talk home insurance or need some advice about protecting all that's important to you, call me today.



FINN-BARENDS FAMILY AGENCY
716-873-5600
3493 DELAWARE AVE
KENMORE
mbarends@allstate.com



Allstate
You're in good hands.

Allstate home products not available in FL, and may also not be available in certain areas of other states. Policies may be written by a non-affiliated third-party company. Insurance subject to terms, conditions and availability. Allstate Fire and Casualty Insurance Company & affiliates: 2775 Sanders Rd Northbrook, IL. ©2016 Allstate Insurance Co. 16599112



Real Estate Attorney
Jeri. N Wright, Esq.

Serving all of WNY

(716) 464-3240
attorney@jeriwrightlaw.com

- 2350 North Forest Road, Suite 32B
Getzville, NY 14086
- 765 Center Street, Suite 3
Lewiston, NY 14092

10% OFF LEGAL FEES FOR ALL MILITARY.

Attorney Advertising

Residential • Commercial
New Builds • Refinances
Mortgages • Titles



▶▶ making a difference

Kekeli Olympio's Heartfelt Journey Home

In the bustling world of real estate, where transactions often focus on profit margins and property values, Kekeli Olympio stands out for making a profound difference in the lives of his clients. Meet Kekeli Olympio, a compassionate professional whose recent experience with Mrs. Jones showcases the transformative power of real estate beyond the bottom line.

A TWIST OF FATE

The journey begins with a referral from an old coworker, connecting Kekeli Olympio with his client, Mrs. Jones' oldest daughter. Little did he know that this referral would lead to a heartwarming and emotional journey back to a place filled with memories - their childhood home.

"While we were under contract for a property, I received a random call," Kekeli shares. "It was Mrs. Jones' daughter, urgently asking if I was available that day. Their childhood home had just hit the market, and they needed to see it as soon as possible."



A HOMECOMING OF TEARS AND MEMORIES

With empathy guiding his actions, Kekeli Olympio dropped everything and swiftly arranged a showing. Little did he anticipate the flood of emotions that awaited them. As they walked through the familiar rooms, tears flowed, and memories were shared. It was then that the family entrusted Kekeli with their deeply poignant story.

Thirty years prior, a family of five moved into the single-family rental. Tragedy struck early when the father suffered a heart attack on the front lawn and passed away. Subsequent years brought more challenges, as the mother remarried, only to face abuse from her new husband. The police proved helpless, leading the mother to take matters into her own hands, resulting in her incarceration. The three children were subsequently placed in the foster care system, each eventually finding success in their own right.

A SECOND CHANCE FOR A MOTHER

Not even a year ago, the mother returned from prison, and Mrs. Jones' daughter decided to gift her the family's childhood home. The catch? The house required a cash-only transaction, presenting a financial hurdle for the family.

Undeterred, Kekeli Olympio proposed owner financing. Initially met with reluctance, he went above and beyond, offering to waive his commission to make the dream of reclaiming their home a reality. The sellers, moved by the story, accepted the unique arrangement.

NAVIGATING CHALLENGES WITH HEART

The road to closing wasn't without its obstacles. A week before the scheduled closing, a cash offer threatened to derail the heartfelt deal. However, Kekeli Olympio, with his unwavering commitment to his clients, worked tirelessly to navigate the legal intricacies. A strategic move by the buyer's attorney ensured that if the deal fell through, the sellers could not sell the property for another three years. With legal matters sorted, the closing was back on track, marking a triumphant moment for Kekeli Olympio and his clients.

THE BEST DEAL OF A CAREER FUELED BY COMPASSION

In the end, Kekeli Olympio reflects on this experience as the "best deal" of his career, not because of the financial gain,

but because of the profound impact on the lives of his clients. It's a testament to the power of compassion, empathy, and going the extra mile in an industry that can often be viewed as transactional.

As Buffalo Real Producers, we salute Kekeli Olympio for not only sealing a deal but for creating a bridge between the past and the present, reuniting a family with their roots, and truly making a difference in the lives of those he serves. His story reminds us that in the world of real estate, there's room for heartfelt journeys that go beyond the property lines and touch the very essence of what makes a house a home.



It's a testament to the power of compassion, empathy, and going the extra mile in an industry that can often be viewed as transactional.



FALL INTO HOME REPAIRS!

Get your home ready for the holiday season!

Doors

Floors

Bathroom

Painting

Fencing

Drywall

Carpentry

Call today to get a quote:
716-427-0427



retune

Don't Scan this.





PREFERRED ELECTRICAL SERVICES OF WNY INC

We're second to none because we're Preferred!

Let Preferred Electrical Services of WNY Inc. take care of the concerns and you'll be on your way in no time.

To book an appointment please visit preferredelectricalwny.com or call (716) 304-8015

- Deteriorated Service Cables
- Oxidized & Rusted Meter Channels/Panels
- Convert Fuses Panels to Breaker Panels
- Deteriorated Wiring
- Smoke & Carbon Monoxide Detection
- Sump Pump Circuits
- Code Compliance Issues


Are there electrical concerns from your home inspector that is putting a damper on the whole process?

INCONSISTENT CASH FLOW?

Real Estate Agents face challenges:

- ✗ No benefits, insurance, or retirement.
- ✗ Inconsistent sales
- ✗ Unpredictable market

SCAN TO BUILD A PLAN →



Registered Representative and Financial Advisor of Park Avenue Securities LLC (PAS), OSJ: 600 Delaware Avenue, Buffalo, NY 14202 (716) 817-7109. Securities products and advisory services offered through PAS, member FINRA, SIPC. Financial Representative of The Guardian Life Insurance Company of America® (Guardian), New York, NY. PAS is a wholly owned subsidiary of Guardian. Alliance Advisory Group, Inc is not an affiliate or subsidiary of PAS or Guardian. Alliance Advisory Group, Inc. is not registered in any state or with the U.S. Securities and Exchange Commission as a Registered Investment Advisor. CA Insurance License #4136642. Pinpoint # 2023-..... Exp. 10/2023



Daniel Schlein, RICP
Managing Associate & Financial Advisor
Office: (716) 817-7109 | Mobile: (716) 913-3013

JUNK KING

AMERICA'S GREENEST JUNK REMOVAL SERVICE



WHY CHOOSE JUNK KING? OUR CUSTOMERS LOVE US!



FULL SERVICE JUNK REMOVAL

- 👑 Appliance Removal
- 👑 Mattress Removal
- 👑 Furniture Removal
- 👑 Garbage/Attic Cleanout
- 👑 Yard Cleanout
- 👑 & More!

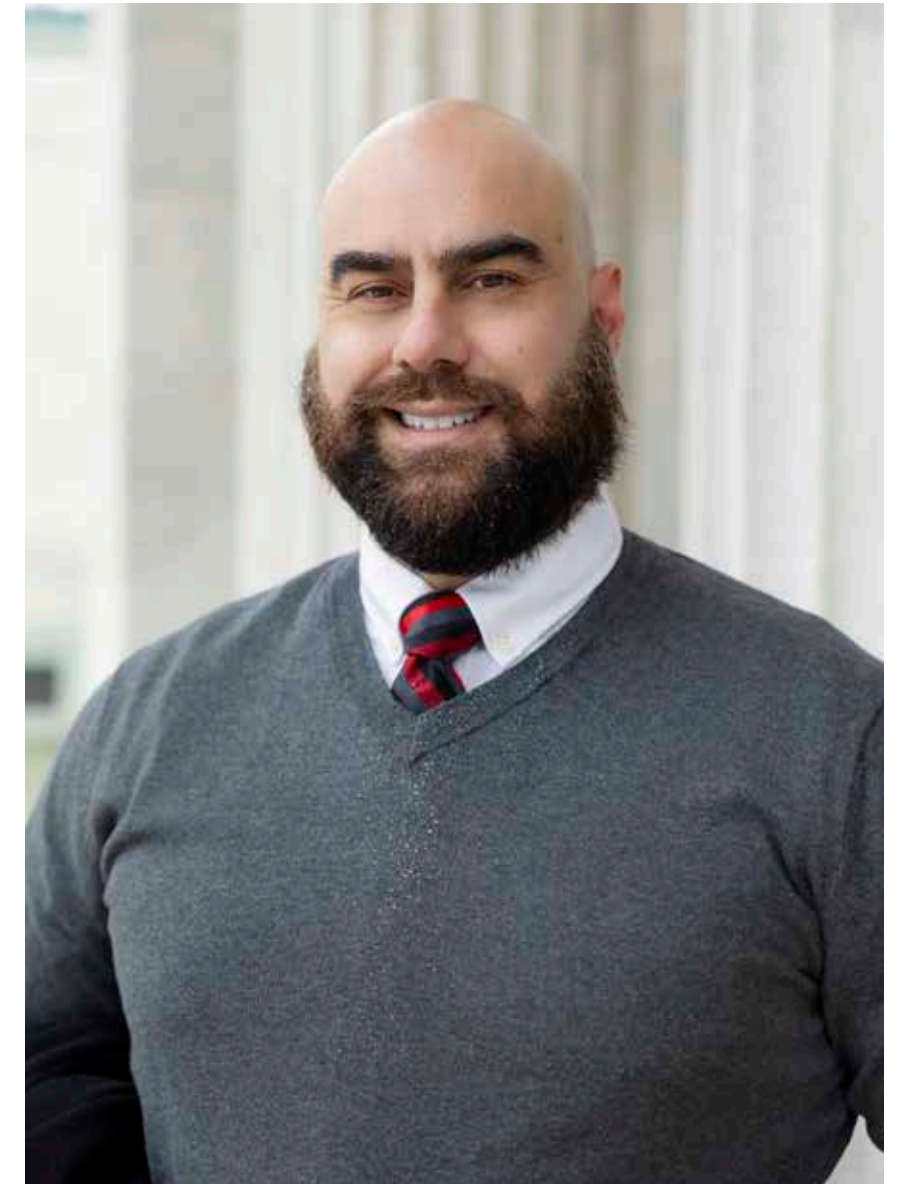
JUNK-KING.COM **716-271-5425**

▶▶ REALTOR® on the rise

Article by: David Cornwell
Photography by: Adore Studio



Harry SPRINGER



Metro Roberts Realtor Harry Springer doesn't measure his success by how good of a salesman he is but by how good a husband and father.

Just starting his third full year as an agent, Harry is starting his fourth year as a father. He and his wife, Sasha, have a three-year-old daughter, Gloria, and a 1-year-old daughter, Dorothy, and are expecting another next year.

"Family and children give me a purpose to get up every day," Harry says. "It's not about you anymore. It's about something else and somebody else—someone outside of yourself but an extension of yourself."

With an established career in sales, his real estate career began when he moved to Buffalo in 2016 and bought his first house from a Metro Roberts agent in 2018.

"That kind of planted a seed," he says of his decision to become a real estate agent, getting his license shortly before the pandemic hit.

"I was a little bit afraid to test the waters at first, though, because I was starting a different career," he says. When he did decide to jump in full-time in 2021, success was immediate.

During his first full year as an agent, he was recognized as the most

improved agent and was one of the company's top 10, with overall sales volume topping \$6 million.

Born in Nevada and raised in Tucson, AZ, by his grandparents, Harry was one of the first in his family to go to college. He graduated from the University of Arizona with plans of going on to pharmacy school.

"But I really didn't know what the heck I was doing," he says. "I knew I didn't want to be a career student and I kind of wanted to see what was out there."

So with a couple of buddies, he set out for Albuquerque, NM, and started selling cell phones from a shopping mall kiosk.

"So instead of going to grad school, I just decided to go out and get some real-world experience under my belt," he remembers. "I got my feet wet doing sales that way, and it was my first real step into the sales world. It's been sales from that point on."

He's always had a passion for sales, he says, a passion fed in part by being raised by a grandfather who was a lifelong furniture salesman.

"I've been all over the place in sales," he says of his career, working for Sunbelt Rentals in Austin, TX, before transferring to that firm's Buffalo office.

Success in sales, particularly real estate, is more than just being a good salesperson, Harry says. It's also about human connections.

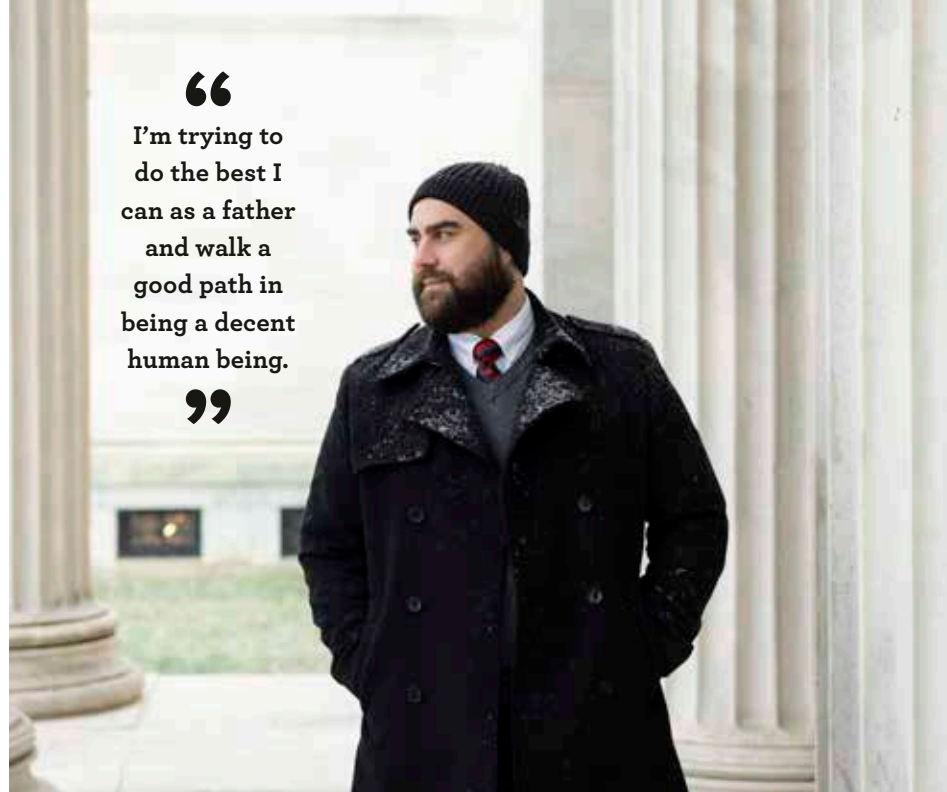
"You need to get to know your clients, to find commonalities," he says. "There's always commonalities. We all live in Buffalo. We can all relate to the weather. Whether it's children or jobs or whatever, you can always find those common threads."

He also believes the honesty with which he approaches his job and life contributes to his success.

"I try to be honest as I possibly can, like I'm holding my daughter's hand or a friend's hand or I'm selling my family a house," he says. "Sometimes I have to be brutally honest. I just don't sit there and sugar-coat things, especially if I look at a house and say, 'Wow, this is really a dump.'"

He also believes perfecting the basics of client care is critical to any Realtor's long-term success.

"I try to show up to my appointments at least 15 minutes ahead of time and I answer my phone on



“
I'm trying to
do the best I
can as a father
and walk a
good path in
being a decent
human being.
”

evenings and weekends," he says. "I'm always available to my clients and think being available is one of the most important things about being a Realtor."

"It's a 24-hour job. You don't really get a day off from real estate."

When he's not working, Harry's life revolves around his family—his wife, daughters, and an impending new member, sex unknown at the time of this interview.

"I'm not sure what I'm hoping," he says. "I think of myself as a boy and think, 'Wow, I was quite the handful for my grandparents.'"

He says he's found being a Realtor meshes nicely with being a dad. "My office is mostly my car and I'm working from home most of the time," he says, giving him a chance to parent in the trenches alongside his wife.

"It's mostly about the children at this point," he says about life outside of real estate. "We try to take the kids on vacation at least a couple times a year and get out of the house as much as possible. We have a Buffalo Zoo membership and a membership to the Museum of Play in Rochester. Our lives just revolve around our children right now."

There's also plenty of time spent with his wife's parents, the families getting together for events like a recent round of sausage making, with meat provided by Harry's father-in-law, an avid hunter.

"I'm trying to do the best I can as a father and walk a good path in being a decent human being," Harry says. "It's not about sitting here embellishing my sales acumen and stuff like that. At the end of the day, it's all about the human aspect of things and the human connection."

Women's Council of REALTORS® Buffalo Niagara

WHO WE ARE:

We are a network of successful REALTORS® advancing women as business leaders in the industry and in the communities we serve.

We encourage both men and women to join our network and help us in our mission of supporting women in business.

UPCOMING EVENTS

February:

Membership Mix & Mingle

2/13/24—5:00-8:00pm

Hearth & Press

665 Main St. Buffalo, NY 14203

March:

Commercial/Residential Builders Expo

3/7/24—6:00-9:00pm

Frank Lloyd Wright Martin House

125 Jewett Pkwy. Buffalo, NY 14214

MEET OUR 2024 BOARD:

President- Nicole Leistner

President Elect- Jill Dorr

First Vice President- Allyson Matlock

Treasurer- Adrianna Redman

Membership Director- Amanda McCrady

Event Director- Lauren Arnone

Media Manager- Susie Mailman

Sign up today!

wcr.org/BuffaloNiagara



Providing concierge real estate law services to top producing realtors and their clients.

Choose an attorney who understands the fine print of real estate.



DIRECT LINE:
716-939-1244

CHRISTINA TRETTER-HERRIGER
Real Estate Attorney

RAMOS & RAMOS

AREAS OF PRACTICE:
REAL ESTATE
PERSONAL INJURY
BUSINESS FORMATION

ENHANCE YOUR
HOME BUYING JOURNEY
WITH THE EXCEPTIONAL SERVICE
FROM RAMOS & RAMOS



37 FRANKLIN STREET, SUITE 1000
BUFFALO, NY 14202

716-810-6140

KRISTINA@RAMOSANDRAMOS.COM

RAMOSANDRAMOS.COM

KRISTINA M. RAMOS, ESQ.

ATTORNEY ADVERTISING



Susie

LENAHAN

REALTOR® spotlight

Anyone who's ever doubted the power of an individual in promoting transformational change hasn't met MJ Peterson Associate Broker Susie Lenahan.

With more than \$400 million in sales, Susie has been the top listing and selling broker in the City of Buffalo for 20 years and MJ Peterson Real Estate's top agent for 16 years running. She's also part of only 3 percent of Realtors nationally who have both Certified Residential Specialist (CRS) and Certified Buyer's Representative (CBR) designations.

But while business success has certainly been gratifying, she says it's the success of community programs and initiatives she

volunteers for that mean the most, including the Buffalo Therapeutic Riding Center, the Harry Gant Family Foundation, Helen Dent Lenahan Family Foundation and the Salvation Army.

A long-time friend of Buffalo Therapeutic Riding Center's Executive Director Susan Schoellkopf, Susie and Susan worked together to launch BTRC more than 30 years back. Susie is also on the organization's board of directors.

A native of Buffalo, Susie's own love of horses dates to her childhood when her mother owned horses. She began taking riding lessons at age five at what was then the

Article by:
David Cornwell
Photography
by: Eagle 1
Photography

“I’m going to keep doing what I do because I like it and if there’s a morning that I wake up and I don’t like it anymore, well then I’ll retire and step down from my obligations. But I don’t see that happening any time soon.”

Saddle and Bridle Club, now the Buffalo Equestrian Center, home of BTRC.

“When they first come for the program, they’re scared,” she says of the kids, ages 6 to 16, who come to the BTRC to help deal with issues that include abuse, mental health diagnoses and physical and developmental disabilities. “The horse is big, they’re little and they’re like, ‘No way am I getting on this horse. No way.’”

But five weeks later, she says, after riding and helping groom and take care of the horses, “We can’t get them off; we can’t get them out of the barn.”

“What started out as a scary thing for them becomes a fantastic thing for them instead,” she says, recalling that when the program first started, she and Susan worried about where they were going to find kids for the program. “Thirty years later we feel like we can’t handle one more child. But somehow we do.”

Susie is also treasurer of both the Harry Dent Family and the Helen Dent Lenahan Family Foundations. But it's her years of volunteering with the Salvation Army and its \$100 million Hope On Main project that has her particularly excited these days.

Her father first got her involved with the Salvation Army 30 years ago, she says, and in recent years she's been the head of its property committee and one of many voices providing input into the Hope On Main project. Plans include 140 affordable housing units and a new full-featured and family-friendly shelter to replace the present facility.

“While it won’t take care of all of Buffalo’s affordable housing needs, it certainly will help,” she says. “It’s transformational change on Main Street right across from UB’s medical campus. It’s going to be a great asset in helping redevelop the East Side.”

Asked how she juggles her professional, charitable and personal lives, her answer is a simple “It’s a good thing I don’t need too much sleep.”



“We also start early and finish late,” she says of her business. She also shares credit for her business success with Kara Campbell, “my amazing partner and associate.” And simply loving what she does doesn’t hurt that success either.

“Obviously, I like helping people find a home that works for them. The fun of it is trying to fit the puzzle pieces together and make them work. And over the years, I’ve had a lot of success in putting that puzzle together for people.”

Susie also shares credit for her success and a happy life in general with her significant other, Richard Adams.

“He’s a great guy and an amazing help to me, somebody without whom I just couldn’t do everything I do. There’s just not enough hours in the day without Rich’s help.”

At the time of this interview, the two of them had just returned from two weeks in Sicily for a reunion with some of Richard’s Cornell friends. Later this winter, they’re heading to Florida and this spring to Yosemite.

It’s a good life she says and while the rewards of her business success are more tangible, you can hear the rewards she gets from helping others in her voice.

Talking about the BTRC’s end-of-the-year party, she recalls how excited everyone was and how each child received a blue ribbon. And then, same as every year, there came a chorus of children asking, “Can’t we start in March? We can’t wait for spring.”

“It’s absolutely amazing what the riding program does for the kids.”

Another reward of volunteering is having the opportunity to work with and get to know other incredible volunteers, with no plans to curb her own efforts in putting the puzzle pieces together for homebuyers or her community.

“I’m going to keep doing what I do because I like it and if there’s a morning that I wake up and I don’t like it anymore, well then I’ll retire and step down from my obligations. But I don’t see that happening any time soon.”



Cornerstone

Golden Ticket Mortgage Loan

Helping You Make it HOME

- 30 year fixed rate mortgage with one-time rate adjustment.
- Preapprovals available.
- No attorney or closing cost fees when you change rate service.
- Competitive rates & local.





EQUAL HOUSING OPPORTUNITY



NATIONAL CREDIT UNION ADMINISTRATION

All program rates, terms and conditions subject to change without notice. Offer may be withdrawn at any time without notice. All loans are subject to credit approval. Rate and eligible LTV may vary based on individual credit history, loan purpose, occupancy and underwriting factors. Must be a Cornerstone Community FCU member to qualify. Special terms, rates and conditions apply at time of one time rate adjustment. Other terms, conditions, restrictions and fees may apply. Non-transferable. Limited time offer.

ccfcu.org | 716.434.2290



The Inspection Advantage

If you’re buying a home, a Pillar To Post home inspection will give you peace of mind about its safety and condition.

- Exclusive Home Inspection Packages
- Report provided in digital and print formats
- Post-sale inspections available

Clinton Hawkins
Franchise Owner / Licensed Home Inspector
716-608-6829
 clinton.hawkins@pillartopost.com
 clintonhawkins.pillartopost.com
 Lic. #16000085992

Experience the Ultimate Home Inspection!

Serving Buffalo / Niagara

Each office is independently owned and operated.

LET US GUIDE YOU HOME

At Laufer Keenan, PLLC we offer guidance and support throughout the entire process of buying and selling real estate.

“With God, all things are possible”

REAL ESTATE WILL & ESTATES BUSINESS FORMATION

38 Lake Street
 Hamburg, NY 14075
(716) 648-1674
 mlauffer@lauferkeen.com
 lauferkeen.com

18 • February 2024

@realproducers

realproducersmag.com

Buffalo Real Producers • 19

» welcome top 300 buffalo realtors!

YOU MADE THE CUT TO GET THIS MAGAZINE!

Dear Top 300 Realtor!,

It is with great pleasure and genuine excitement that we say congratulations to each of you on your well-deserved inclusion in the 2024 edition of *Buffalo Real Producers Magazine*! This prestigious honor is reserved for the top 8% of realtors in Buffalo. You are elite, end of story.

In a world where recognition is often tied to financial contributions, it is essential to emphasize that *Buffalo Real Producers Magazine* stands apart. Why? Because you cannot pay to receive the magazine. You cannot pay to be featured in this magazine. We do not operate as an ego magazine; instead, our focus is on showcasing the individuals behind the realtor titles—the human stories that connect, elevate, and inspire the Buffalo real estate community.

To be featured in this publication is a testament to your excellence, dedication, and impact on the real estate landscape in Buffalo. Realtors being featured in *Buffalo Real Producers* is earned through the acknowledgment of your peers who recognize their outstanding contributions.

As we roll out this edition, we want to express our gratitude for your commitment to the Buffalo Real Estate community. To celebrate and foster a sense of camaraderie, we host eight events each year exclusively for the top 300 realtors. These gatherings are not just opportunities to network professionally but also occasions to connect on a personal level. We believe that true inspiration arises when

we share our stories beyond the confines of our professional titles & awards.

You are personally invited to partake in these events as a top 300 realtor, and if we haven't had the chance to meet or share a cup of coffee, please don't hesitate to reach out. Over the past 18 months, my team and I have had the privilege of meeting with more than half of the top 300 realtors, and our goal is to connect with each one of you.

Here's to your continued success, camaraderie, and the shared pursuit of excellence in Buffalo's real estate community. We look forward to seeing you at our upcoming events, where we can celebrate together and forge lasting connections that extend beyond the pages of this magazine.

Cheers to your achievements!

Warm regards,

David Schaub
Publisher, *Buffalo Real Producers Magazine*
David.Schaub@N2co.com



THE MORTGAGE MONSTER



MARISSA JEFFERY
MLO #565612

Marissa, our very own "Mortgage Monster", is a mortgage loan originator licensed in New York. Her focus is on making each home buying process as easy and affordable as possible. She thrives on customizing solutions for clients to meet their personal and financial goals. Her attention to detail and focus on customer satisfaction is what makes her most successful.

(716) 812-1437 | marissa@ncityfunding.com
www.ncityfunding.com

NMLS #1586 Registered Mortgage broker, NY State dept. of financial services. All loans arranged by 3rd party lenders.



Attorney Advertising

Your client can call Vallone and actually talk to a Vallone.

Have them try it. Ask for Eric.



716.206.0588 | vallonelawfirm.com
2560 Walden Ave., Suite 104, Cheektowaga, NY 14225

The Law Offices of David C. Weir PLLC

Real Estate Law



We Help You Put Down Roots

Caldwell Building
5820 Main St - Suite 601
716-268-3373 Williamsville NY 14221 Davidlaw.com



ADORE
PORTRAIT
Studio



NEW IMAGES FOR THE NEW YEAR!

\$100 OFF ANY BRANDING PHOTO PACKAGE!

IMAGINE HOW IT WOULD FEEL TO...

- ✓ Have consistent images for your social media
- ✓ Have fresh, impactful images for your website
- ✓ Be confident in showing up online
- ✓ Be recognized as a the go-to professional in your field

LET ME MAKE THAT HAPPEN FOR YOU



www.adorephotostudio.com | Book your portrait session today! (716)901.1798

Let Us Do The Cleaning For You!

Residential • Commercial • Junk Removal

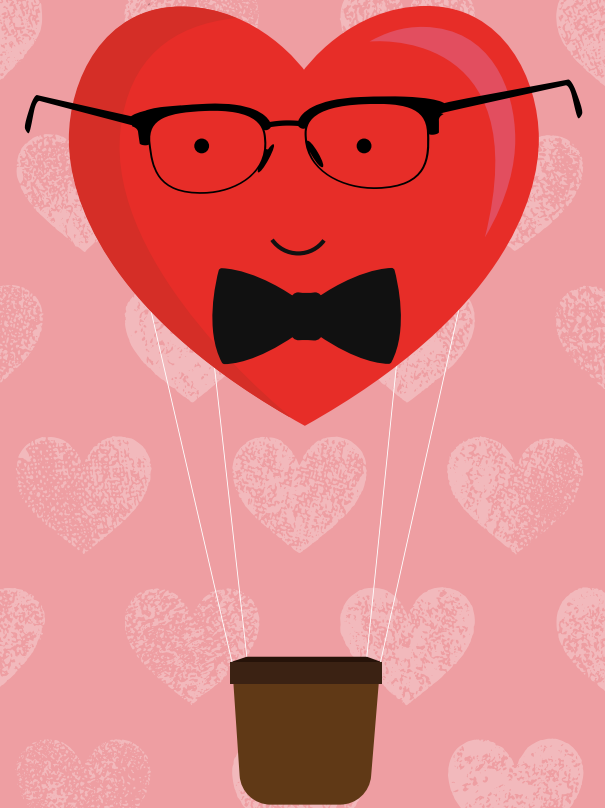
20% off
your first
cleaning!

Just call and
we'll clean it all
716-247-9718

cleancrew-buffalo.com



*Wishing you
a great month
of romance!*



W
WESOLOWSKI
LAW GROUP

Business Counsel | Real Estate | Investor Services | Corporate Services

Sincere. Strategic. Solutions.

Keith R. Wesolowski, Esq. | President

63 Park Club Lane, Williamsville, NY 14221 | p. 716-208-7080 | f. 716-778-1230 | www.wesolowskilaw.com

If you think Jeff Gerber is the King of Clean, you've got lots of company, including readers of the Buffalo News who voted Jeff and his Buffalo's Cleaning Crew a Best of 716 winner and the scores of folks who have given the company stellar reviews on Google and social media.

And while there are plenty of reasons for his success, it's his dad, Jeff says, who is at its root.

"My father, I love him. He's my mentor and best friend," he says of his dad, Gary. After his mom died when he was just nine, Jeff remembers how his dad managed to hold everything together, "working for 60 to 70 hours a week to provide for my sister and myself."

"He's the reason for my work ethic," Jeff says, hard work not the only lesson learned from his first work experience growing up, helping out at his dad's popular restaurant, Pete-N-Paul's Pockets on South Park.

Honesty, reliability and providing value are also key components in the success of his own business, Buffalo's Cleaning Crew, services of which include residential and commercial cleaning, move-in and move-out cleaning, junk removal and hoarding cleanup.

"I'm successful because I'm always honest with clients and they can always count



on my company's reliability," Jeff says. "I treat my employees and clients, really everyone, with the utmost respect."

"And we provide a lot of value to individuals, family members, Realtors and commercial companies needing our services."

"Trust is also a massive thing in the industry because you don't want anything going missing out of a person's house," Jeff says. "And when someone has an emergency, we can get there, be accountable for it and resolve the problem within a day."

Born and raised in North Tonawanda, Jeff actually had a highly successful restaurant career before launching Buffalo's Cleaning Crew. Working part-time at McDonald's while still in high school he was promoted to Assistant Manager and then by age 22 to General Manager, winning numerous awards along the way.

"I guess you can say I'm a graduate of Hamburger University," he says of McDonald's corporate training facilities.

But despite his soaring success, he started asking himself in his mid-20s "if something I wanted to do as a teenager was something I wanted to be doing in my 50s." Then as he was cleaning store windows one day, a customer asked him if he would be interested in cleaning an entire house. And what began as a way to make extra money on a day off eventually grew into a career.

"So that's pretty much my professional background there. I've only held two jobs my whole life—McDonald's and this."

Jeff says about 65 percent of the Cleaning Crew's work is residential and 30 percent commercial, with the rest largely cleaning up after hoarders.

BUFFALO'S CLEANING CREW





LOOKING FOR A GREAT REAL ESTATE PHOTOGRAPHER?

Glass Forest Media Can Help!



GFM helps real estate brokers & agents market their professional sales services more effectively to prospective clients. With our photographic media, we help build strong portfolios of successful property sales, to showcase to homeowners, property investors & commercial sellers.

Our scheduling is flexible; we do our best to work with all of our clients, since we're very aware how hectic and unpredictable the life of a Realtor can be. GFM also provides a 24-hour standard turnaround for all photographic media, so properties can be listed on the market ASAP.

Glass Forest Media LLC | glassforest.media | (716) 265-0091

And while only a small percentage of business, those cleanups can be some of the toughest emotionally and physically.

“You have situations where there’s maybe 20 to 30 cats in the house and they’re under like three feet of fleas and feces and trash,” he says. “You can’t help but feel sorry for people trapped inside those situations.”

At other times, though, the job can be a bit like a treasure hunt. “You always kind of look for the mystery stuff. You never know if you’ll find gold jewelry, comic books, silver. I’ve come across all that stuff.”

Many of those found treasures came from cleaning out storage units that were unable to be sold at auction or stuff left behind in those that were. Buying storage units himself, he created a new niche for his company simply by asking storage managers if they ever needed cleanup.

Whether cleaning a house, apartments, commercial buildings, storage units or after hoarders, Jeff says one key to growing his business has always been to leave a positive impression.

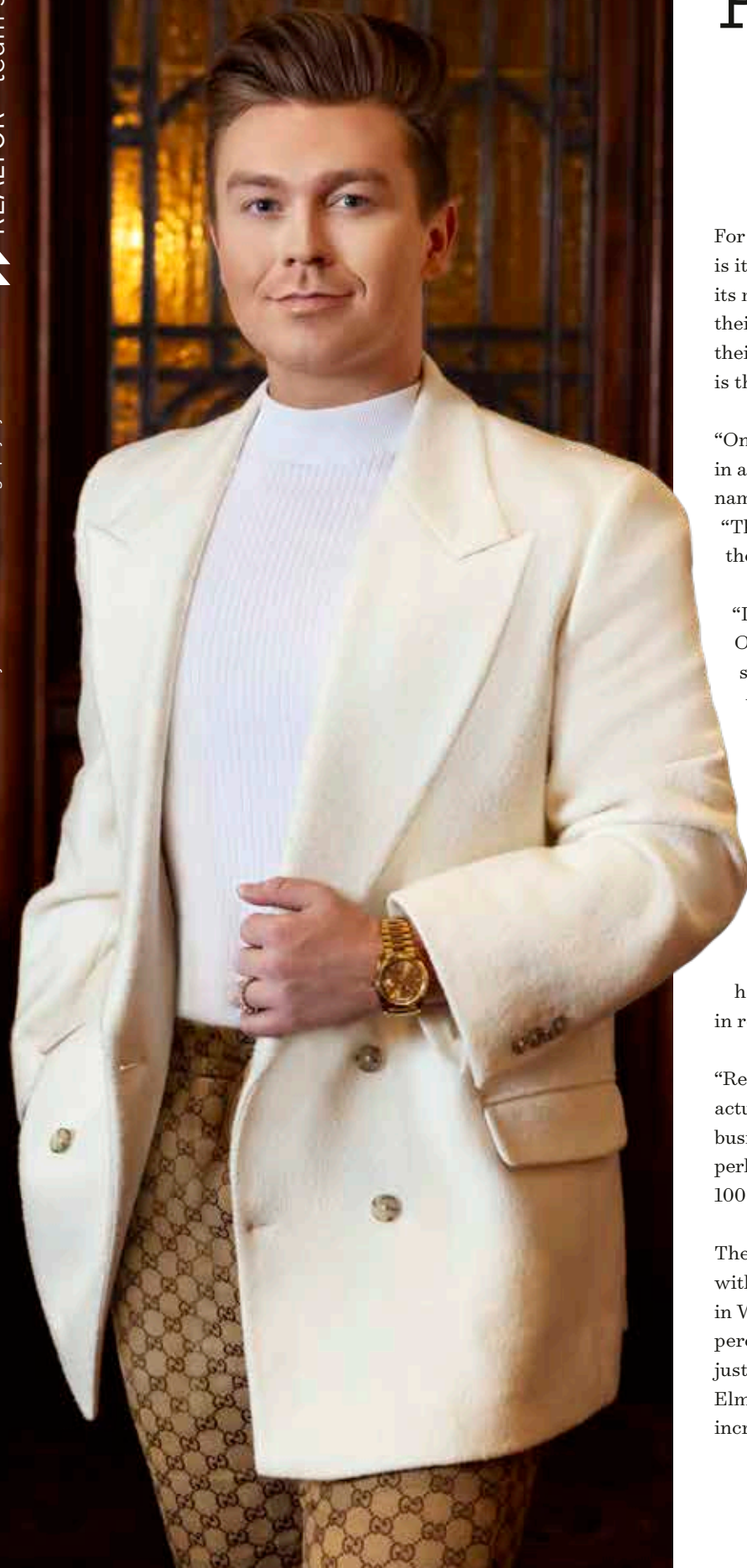
“Realtors, for instance, are a huge network and they all talk. So if you leave a positive impression on them, they will obviously refer you and call you back for the next one.”

Happily single, Jeff’s roommates are his two Great Danes, Phil and Phoebe, the fifth and sixth Great Danes he has owned. And he only seems half joking when he says one of his lifelong ambitions is to start a Great Dane farm called Gerber’s Goats and Great Danes. “I want to have some goats so I’ll never have to cut the lawn.”

An avid Sabres and Bills fan, he’s also an avid Vette owner, taking his brand new Corvette out for a road trip whenever he has a chance, having owned one of the iconic sports cars since he was 18.

And he still likes hanging out with his Dad at Pete-N-Paul’s Pockets, not ashamed to give a shameless plug to his hero. “They make the best chicken souvlaki, pita pocket sandwiches and burgers in town,” he says.

As for his own brand, Jeff says it’s strong. “I believe our reviews and quality of work stand for themselves,” he says. “I’m a perfectionist. And if you don’t strive for perfection in my line of work, you’re not going to succeed.”



the SCOTT PERKINS team

AT REALTY ONE GROUP EMPOWER

For Scott Perkins, his company's mission is its name, Realty One Group Empower—its mission is to empower agents to reach their goals and ever-greater heights in their careers. And the Scott Perkins Team is the path to that success.

“One of my biggest objectives is instilling in agents that they don't need a big broker name behind them to succeed,” Scott says. “They only need their own name to reach their potential.”

“It's why we call our franchise Realty One Group Empower,” he says of himself and co-owner Tom Anderson. “We want to empower agents to run their own business; we want to grow agents to the point they can succeed and thrive on their own.”

With a mentoring program that's second to none, new team members shadow Scott for their first three months as he goes to appointments and open houses and handles the myriad of details involved in real estate transactions.

“Real estate school doesn't teach you the actual fundamentals of how to operate your business,” he says, adding that another huge perk for agents at Realty ONE is receiving 100 percent of commissions.

The success of his approach is evident with his team ranking in the top 100 in Western New York and the top five percent nationally. It's also evident by the just-leased 4,000-square-foot space on Elmwood “that we're building into this incredible real estate hub.”

Real estate, however, was not the path to success Scott originally anticipated. Instead, he planned on being a dentist. But in his third year of pre-dental at the University of Buffalo, things changed.

“I just felt like it really wasn't for me and I felt pretty lost,” he says. “I was really feeling the pressure from my parents and from society that you have to get a degree, that you can't be successful without one. It just terrified me.”

And even though he paid his own way, he says “I still knew when I told my parents I was leaving college, I had to have a backup plan.”

Having always had a love of architecture, interior design and all things HGTV, Scott had also gone to dozens of open houses during his parents' frequent moves. Real estate seemed a natural backup plan and at 19, he got his license.

He soon found he had a natural gift for mentoring and leadership, developing and leading the mentoring program at his past brokerage and forming the Scott Perkins Team there before opening Realty One Group Empower.

“I want my team to be taught the right way because I was taught the right way by my past broker, Nancy Reynolds, showing me the true meaning of cultivating trust within

relationships,” Scott says of mentoring. Another edge his team has over the competition, he says, is that it's a true team in every sense and driven by teamwork.

Besides Scott, other team members are Fiona Dargan, Kim Vaccaro, Hannah Wells, Tyler Szumada, Alexis Bandera and Erika Leonard.

“We don't compete with one another,” he says of the team. “We are totally ‘How can I help? Can I handle that showing for you? What can I do?’ And our clients feel that support, knowing they don't just have an agent, but an entire team.”

“With us, nothing falls through the cracks.”

Growing up in the village of Springville, Scott says coming to Buffalo as a kid felt like going to New York City, particularly enjoying trips with his uncle, who knew the city well. Fascinated by the many neighborhoods they drove through, one in particular stood out, Elmwood Village.

“It just felt so tight-knit and warm,” he remembers. “It was kind of like a storybook neighborhood.”

Fast forward to the present, and Elmwood Village is now where Scott and his partner, Kyle, live. With a doctorate in nurse practitioner, Kyle works as an injector for Buffalo Aesthetics.



Having found a four-unit investment property in the neighborhood years before, the deal fell through and they ended up renting another home three houses down the same street. Luckily, a couple of years later, they were able to buy the four-unit that had first interested them.

“Moving was really funny because there we were carrying our bags and frames and everything we owned down the sidewalk from one house to another.”

“At the time, I kept thinking how crazy it was that we lived and owned property in Elmwood Village,” he says. “Never in my life would I have imagined owning property there, much less a four-unit.”

Over the past two years, Scott and Kyle, have renovated the entire property, living on the first floor, renting apartments on the second and renting the top floor as an Airbnb.

“I love running the Airbnb,” he says. “I connect with our guests really well and it’s cool to meet people who are traveling from all over the world.”

Connecting to people in his own community is also important to Scott, the Scott Perkins Team and Realty One Group Empower.

With a prime location on Elmwood Avenue, Scott plans on the new Realty One Group Empower hub becoming a focal point for toy drives, school supply drives, raising money for animal shelters and other worthy causes.

Animal shelters are close to Scott’s heart because their two Pomeranians, Prince and Peanut, are rescue dogs from South Korea through Jindo Love Rescue, a nonprofit that works to end the dog meat trade in that country.

In December, the brokerage held an in-house gingerbread competition with entries auctioned off to raise money for Friends of the Night People Soup Kitchen.

“So really we just try to get involved anywhere that we can.”

So far his journey with his Realty One Group Empower has been “nothing but amazing,” he says and he’s proud of cultivating a company in which transparency and integrity rule and where staff and agents “are really cared about and cared for.”

“We really keep the agent in the forefront, realizing that there’s so much more out there for them other than what’s offered by big corporate brokers that they’re scared to leave.”



“

We don't compete with one another. We are totally 'How can I help? Can I handle that showing for you? What can I do?' And our clients feel that support, knowing they don't just have an agent, but an entire team.

”

help us welcome a new preferred partner to the magazine!

CHRISTINA TRETTER- HERRIGER ESQ.



Christina Tretter-Herriger became a real estate attorney when she represented herself on a closing, and the rest came from there!

Her referring realtors are all in the top 300 (probably in the top 100), so her practice is specifically tailored to providing concierge level services to top performing realtors and their clients. She does not have any paralegals and every realtor and client gets her personal cell - and she answers it! She is also not above helping a realtor remove a satellite dish from a roof, or personally hauling a futon out of a second floor unit to save her client a closing credit. If it needs to happen to get a deal done, she's on it!

On the side of being a real estate attorney, she has a small bookkeeping and payroll company that

provides concierge account services to a small group of long term clients.

She also has a small portfolio of rental properties, all in Buffalo, and handles the property management herself. Finally, Christina, rides horses professionally, specializing in hunters and dressage.

Welcome Christina to *Buffalo Real Producers!*

We screen every business that advertises and supports our Buffalo Real Producers platform and magazine. We do this so when you need a reliable service or product, we already did the leg up work for you. These are businesses that do work with a bunch of the top realtors and a lot already use for themselves and real estate clients. In fact, they were referred to us by top realtors.



**CONTACT ME TODAY
FOR ALL OF YOUR HOME FINANCING NEEDS!**



***I'm committed to delivering
the absolute best for my clients!***

**Brandon Tout
Loan Originator**

📞 716-907-0668
✉ btout@homesteadfunding.com
🌐 TheToutTeam.com

**HOMESTEAD
FUNDING CORP.**
Home Financing That Moves You

5888 Main Street, Suite 101, Williamsville, NY 14221
Authorized to conduct business in NYS under Temporary Authority
NYS Dept. of Financial Services Licensed Mortgage Banker
Office: 716-501-5474 • NMLS ID# 1507172

Do you need to renovate before selling? Call us today!

716-714-5656



www.straightlinenow.com



Custom Residential Building and Remodeling
Commercial Construction and Design Consultation available

THE NEXT PATIENT IS YOU

Physician's Loan Program
for practicing and resident
physicians and dentists

Up to 100%
Financing*

No Private Mortgage
Insurance (PMI) Required



Contact Breana Willis today!
Mortgage Loan Officer
(716) 913-8265
breana.willis@northwest.com

*For qualifying credit scores. Eligibility requirements must be met. Designed for MD, DO, OD, DDS, DMD, or DPM designations. Valid on 1-4 unit owner-occupied residences only. Subject to program's credit and underwriting approval, including debt-to-income requirements, and property appraisal. Escrow required. Payments into an escrow account may vary upon analysis. See bank for details. Other rates and terms are available. Minimum credit score required to qualify for program is 720 FICO® NMLSR# 419814. Only deposit products offered by Northwest Bank are Member FDIC.

Northwest Bank
For what's next™

**INTERNATIONAL
STONE GALLERY**

GRANITE - QUARTZ
MARBLE - QUARTZITE

LARGEST STONE SELECTION IN WNY



CUSTOM COUNTERTOPS FOR
KITCHENS, VANITIES, FIREPLACE
SURROUNDS, TABLE TOPS & MORE

6251 S. TRANSIT RD. LOCKPORT
716-625-8400
EMAIL: INFO@INSTONEGALLERY.COM
INSTONEGALLERY.COM

MON, TUES, WED, FRI 9A-5P THURS 9A-7P SAT 9A-1P



**SIMPLY
THE
BEST**
CLEANING SERVICES

716.912.6940

24 HOUR EMERGENCY CLEANUP SERVICES:

- WATER / FLOOD DAMAGE • FIRE & SMOKE CLEANUP
- MOLD REMEDIATION • SEWAGE DAMAGE CLEANUP

*The Inspection Company that
is changing the industry.*

Come and Join the Conversation at
www.cobblestoneinspections.com

WITH COBBLESTONE YOU GET...

- Highly Trained Inspectors | Bedside Manor Professional Dress | Same Day Reporting*
- Most up to Date Inspection Software

Convenient and Easy Online Scheduling 24/7
@ cobblestoneinspections.com

Schedule Your Cobblestone Inspection
716.526.1099

COBBLESTONE
Inspections
Inspect with Excellence



Green Genie
FLOOD · FIRE · MOLD
ANYTIME ANYDAY

**Proudly Serving the Real Estate
Industry for Over a Decade**

From *Mold to Sold!*

- Fire, Flood & Mold Mediation
- Air Duct Cleaning
- Carpet Cleaning
- Exterior House Washing
- Reducing Yucky Odors

We get it clean, naturally

(716) 466-6653
greengeniewny.com

Buffalo Real Producers Magazine Hosts Unforgettable Coffee and Waffles EXTRAVAGANZA

Buffalo Real Producers Magazine recently organized a delightful and memorable event at Wonder Coffee House in Williamsville, bringing together the real estate community for a morning of camaraderie, celebration, and delicious treats.

The event featured a unique twist with a delightful spread of homemade coffee and handcrafted Liege waffles. Attendees had the pleasure of indulging in a variety of mouthwatering toppings, including smores, lucky charms, peanut butter, and more, adding a touch of sweetness to the gathering.

The guest list was nothing short of impressive, with over 40 of the top 300 realtors in attendance. Additionally, the event welcomed 10 or more preferred partners of *Buffalo Real Producers Magazine*, creating a dynamic networking opportunity for all.

A special shoutout goes to Ryan Thomas from Good Neighbors Home Inspections, who served as the main sponsor for the event. His support played a crucial role in making the gathering a resounding success, and the attendees extend their heartfelt thanks to Ryan for his contribution.

The occasion was not only a celebration of the latest issues of the *Buffalo Real Producers Magazine* but also a chance to

recognize and appreciate those who were featured in the publication. It provided a platform for realtors to connect, catch up, and forge new connections within the real estate community.

The cozy ambiance of Wonder Coffee House served as the perfect backdrop for fostering meaningful conversations and connections. The event was marked by a sense of camaraderie as real estate professionals seized the opportunity to engage with one another in a relaxed and enjoyable setting.

As attendees savored the delightful combination of coffee and waffles, conversations flowed, business relationships were strengthened, and the sense of community within Buffalo's real estate industry was strengthened.

Buffalo Real Producers Magazine's coffee and waffles event proved to be more than just a gathering; it was a testament to the vibrant and close-knit real estate community in the region. With the support of sponsors like Ryan Thomas and the participation of esteemed realtors and partners, the event showcased the thriving spirit of collaboration and mutual appreciation within Buffalo's real estate landscape. Here's to more successful events and meaningful connections in the future!



▶▶ save the date

REALTOR ON TAP EVENT!

MARCH 5TH AT NOON



REALTOR ON TAP - AN EXCLUSIVE TASTING EXPERIENCE

Date: March 5th, 2024

Time: 12:00 PM - 2:30 PM

Location: The Falconwood at Beaver Island State Park

Address: 107 Beaver Is Pk Rd, Grand Island, NY 14072

Dear Buffalo Realtors,

Join us for an extraordinary event, "Realtor on Tap," exclusively curated for the top 300 realtors in Buffalo. This unique gathering will take place at The Falconwood, nestled in the scenic Beaver Island State Park.

Join us for an extraordinary event, "Realtor on Tap," exclusively curated for the top 300 realtors in Buffalo. This unique gathering will take place at The beautiful venue; Falconwood, nestled in the scenic Beaver Island State Park.

EVENT HIGHLIGHTS:

- **Brewery Extravaganza:** Sample a diverse selection of beers from 15 different breweries.
- **Variety for All:** Not a beer enthusiast? No worries! We've got wine and seltzers to cater to every palate.
- **Free Admission:** Paid for by our Preferred Partners, admission is free for all top 300 Buffalo Realtors & Preferred Partners.
- **No Agenda, Pure Enjoyment:** Relax and savor the experience; there's no set agenda for the event.
- **Interactive Tasting Tables:** Explore 15 tasting tables, each featuring a unique brewery and its offerings.
- **Horderves:** There will be finger foods passed around but please do not come starving.
- **Raffle Prizes:** Exciting prizes await! Receive a free raffle ticket upon arrival, and stand a chance to win fantastic prizes every 30 minutes.

RSVP: This event is anticipated to sell out quickly. Ensure your spot by RSVPing at your earliest convenience. Email us at David.Schaub@N2co.com to get the private link to RSVP.

Note: This event is exclusive to the top 300 realtors in Buffalo & Preferred Partners of this magazine only. We encourage prompt RSVPs to secure your attendance.

Buffalo Real Producers looks forward to hosting you at this remarkable gathering. Let's celebrate success, network, and indulge in the finest tastes Buffalo has to offer!



Meet Tarek Jabaji, Haus Capital Corp.

Tarek was born and raised in Buffalo, NY with a huge love for his city. Tarek found his passion in the mortgage business at just 20 years old and hasn't looked back since. Tarek is currently in the top 1% for mortgage originating in NYS. One thing you can always count on Tarek for is he is ALWAYS available to help find you a HAUS!




Advantages of working with a Mortgage Broker:

- Preferred relationships with the top lenders
- Specialized in mortgages
- Earn the best possible rates
- Close most home loans in 30 days or less


Tarek Jabaji | NMLS #1407826 | Senior Loan Officer | C: 716.444.7553 | E: tarek@hauscapitalcorp.com

Registered mortgage broker. NYS department of financial services. Loans are arranged through third-party providers. NMLS #2017200




Have a crack that's whack!?
CALL MAC!
We are here to make Western New York basements and yards permanently dry.

BEFORE AFTER



MAC'S BASEMENT WALLCRACKS LLC
(716) 235-9461
Licensed & Insured
Macsbasementwallcracks.com

 Add us as a friend on Facebook (Mac's Basement Wallcracks) for step by step on projects and follow our page!

Good Neighbor Home Inspections

Your Trusted Inspection Company since 2017



An inspection from Good Neighbor gives homebuyers peace of mind about the safety and condition of their home.

The Good Neighbor Difference

- Home Inspection Packages
- Post Closing Inspections
- Radon Testing & Sewer Scoping
- Findings explained in a calm, even keel manner
- Virtual Report Review/24-Hour Follow-Up on All Inspections



Scheduling: 716-320-9083
Conveniently Schedule 24/7
[@goodneighborhomeinspections.com](http://goodneighborhomeinspections.com)

Ryan Thomas
Inspector/ President
License #1600080799

Your Home, Your Family, Your Trust





**20 YEARS OF
THE N2 COMPANY**

Meet your Buffalo mortgage partners



Michael Burke

Originating Branch Manager
NMLS680412
M: 716.863.3713
michael.burke@ccm.com



Amanda Bernardini

Loan Originator
NMLS1161395
M: 585.755.4885
amanda.bernardini@ccm.com



Pat Lewis

Loan Originator
NMLS1165297
M: 716.807.7823
pat.lewis@ccm.com



Anthony Nanula

Loan Originator
NMLS2177579
M: 716.698.7846
anthony.nanula@ccm.com



Jenna Saturno

Loan Originator
NMLS2250461
M: 716.697.3032
jenna.saturno@ccm.com

We're the Buffalo market experts who are dedicated to helping your clients find the right type of home loan that best fits their financial situation.

If they mention this coupon, they can earn up to \$500 toward appraisal costs when submitting their mortgage application.

Our team handles all types of programs such as bank statements, construction, conventional, jumbo, VA, FHA, and more!

**Contact us today
to get started.**

TERMS & CONDITIONS: Available for first lien mortgage purchase and refinance money loans only. Offer can only be redeemed by closing a loan with the Williamsville, NY branch of CrossCountry Mortgage, LLC. Offer will be redeemed at closing in the form of a \$500 lender credit (must be applied before any seller paid credits). Borrower cannot receive cash at closing. Approval subject to CrossCountry Mortgage, LLC, mortgage insurance, and loan purchase underwriting guidelines and property approval for loan. Available only on loans originated through completed residential mortgage loan applications received directly by CrossCountry Mortgage, LLC before 5:00 p.m. on July 1, 2023 and which close on or before August 31, 2023. Loan program terms and conditions are subject to change without notice. Offer must be presented with an application for a residential mortgage loan. Only one offer per loan transaction will be accepted. No cash value. Offer will be rescinded if the borrower elects to cancel the loan transaction or the conditions for sale of the loan change. CrossCountry Mortgage, LLC has the right to accept, decline, or limit the use of any discount or offer. Licensed Mortgage Banker - New York State Banking Department. Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, LLC. NMLS3029 NMLS2172659 (www.nmlsconsumeraccess.org). CrossCountry Mortgage, LLC is an FHA Approved Lending Institution and is not acting on behalf of or at the direction of HUD/FHA or the Federal government. CrossCountry Mortgage, LLC is not affiliated with or acting on behalf of or at the direction of the Veteran Affairs Office or any government agency. Certificate of Eligibility required for VA loans. 22LO_3f26vxx