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JULY 2024

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Daniel S. Glaser joined the Herzog Law Firm in January 2020 after spending 11 years managing his own law firm. Daniel concentrates his practice on residential and commercial real estate representing buyers, sellers, and lenders. Daniel has a unique ability to keep everyone calm in stressful situations and believes this helps keep many transactions proceeding smoothly toward the closing table. Daniel understands that purchasing and selling real estate is one of the biggest transactions that clients will embark upon, and he is honored to guide them through every step of the way.

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► publisher's note

HEY THERE **July!**

Capital Region Real Producers,

As we step into July, let's take a moment to celebrate not only the summer vibes but also the spirit of independence. It's a month of fireworks, barbecues, and red, white, and blue as we come together to honor Independence Day.

But beyond the fireworks, July is also a time to reflect on the essence of freedom and independence in our lives. It's about cherishing the liberties we hold dear and striving to uphold them for all.

We can't wait to see everyone at our next big event on November 12th, featuring an exciting Roaring 20s theme! Get ready to dress up in your best 1920s attire. Keep an eye out for more details.

As we bask in the warmth of July, let's keep this quote in mind: "Freedom lies in being bold." Let's embrace boldness in our pursuits, our relationships, and our contributions to the world.



Here's to a July filled with joy, unity, and the sweet taste of freedom. Happy Independence Day to our friends, and happy July to all!



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We had an incredible time at the *Capital Region Real Producers* Mastermind! The local real estate market was buzzing with excitement, and the event surpassed all of our expectations.

A big shout-out to our incredible sponsor, **Trustco Bank**, for their generous support in making this event possible. They were instrumental in making this event a grand success.

Our superstar panel of top-producing agents, Cathy Cooley, Brian Rohan, Marion Desantis, Christine

Serafini, and Dominick Marchesiello shared their success stories and invaluable insights.

And let's not forget the revolutionary speakers, Willie Miranda, Hassan Khan, and Cynthia Quade, who provided indispensable education for our attendees with a side helping of entertaining humor.

Huge shout out to Michael Gallitelli of **Metroland Photo** and Elizabeth Hayes of **Hand and Frame Creative** for capturing and showcasing the event held at the Trustco Bank.

For more information on all *Capital Region Real Producers* events, please email us at info@capitalregionrealproducers.com.



Metroland Photo
Michael Gallitelli, Photographer





NAVIGATING THE NEW YORK STATE PROPERTY CONDITION DISCLOSURE STATEMENT:



legal hotline

By Erin P. DeLancey, Esq.

WHAT REALTORS NEED TO KNOW

In a move aimed at bolstering transparency and protecting consumers, New York State has implemented a mandatory Property Condition Disclosure Statement for residential real estate transactions. This requirement underscores the state’s commitment to ensuring that buyers have access to comprehensive information about the condition of properties they are considering purchasing. For realtors operating in New York State, understanding the intricacies of this new requirement is paramount. In this article, we’ll explore the key components of the Property Condition Disclosure Statement and its implications for real estate professionals.

WHAT IS THE PROPERTY CONDITION DISCLOSURE STATEMENT?

The Property Condition Disclosure Statement is a standardized form that sellers must complete and provide to prospective buyers during residential real estate transactions in New York State. It is designed to disclose known material defects and other pertinent information about the property’s condition, helping buyers make informed decisions about their purchase.

KEY ELEMENTS OF THE DISCLOSURE STATEMENT:

The Disclosure Statement covers various aspects of the property, including:

- *Structural Components:* Sellers must disclose information about the condition of the foundation, walls, roof, and other structural elements.

- *Mechanical Systems:* Details regarding the property’s electrical, plumbing, heating, and cooling systems must be provided, including any known issues or recent repairs.

- *Environmental Hazards:* Sellers are required to disclose the presence of lead-based paint, asbestos, radon, or any other environmental hazards that may affect the property.

- *Previous Damage:* Any previous damage from fire, flooding, or other disasters must be disclosed, along with information about repairs or remediation efforts.

- *Pest Infestations:* Sellers must disclose the presence of pests or

infestations, such as termites or rodents, and any treatments that have been conducted.

- *Other Material Defects:* Sellers are also required to disclose any other material defects or issues affecting the property’s habitability or safety, such as water damage, mold, or structural instability.

IMPLICATIONS FOR REALTORS:

Realtors play a crucial role in facilitating the completion and dissemination of the Property Condition Disclosure Statement. It is incumbent upon real estate professionals to ensure that sellers understand their obligations regarding disclosure and provide accurate and complete information on the form. Realtors should also educate buyers about the significance of the Disclosure Statement and encourage them to review it carefully as part of their due diligence process.

Failure to comply with the disclosure requirements outlined in the Property Condition Disclosure Statement can have legal ramifications for sellers and may lead to disputes or litigation down the line. Therefore, realtors must diligently oversee the completion and distribution of the form to mitigate the risk of future complications.

The implementation of the Property Condition Disclosure Statement represents a significant development in New York State’s real estate landscape, emphasizing the importance of transparency and consumer protection. For realtors, understanding the requirements of the Disclosure Statement and ensuring compliance with its provisions are essential aspects of conducting residential real estate transactions in the state. By adhering to these requirements and guiding their clients through the disclosure process, real estate professionals can contribute to smoother transactions and foster trust and confidence among all parties involved.



Erin P. Delancey is a practicing attorney and a published author with a strong background in real estate law. She graduated from the Roger Williams School of Law in 2016 and was admitted to the Bar in 2017. Erin specializes in residential and commercial real estate as a member of the boutique law firm Rohan & Delancey, PC, located in Albany, New York.





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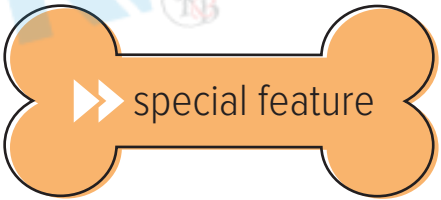


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CAPITAL REGION Real Producers 2024



Pet Contest

Winners and Honorable Mentions

There's one thing that almost everyone can agree on: we all love our pets. Pets have become a central part of our world.

Our pets provide us with unconditional love. Every person has a unique relationship with their pets. To some, our pets are best friends. To others, they are like a child. But if there is one thing we all have in common, it's that our pets are precious and loved members of the family.

Capital Region Real Producers thought it would be a great idea to lighten things up and feature some of the amazing pets owned by our top agents and valued partners in our Real Producers community. So we launched our very first Pet Contest, voted on by members of this community. We are so pleased to bring you the winners, runner up, and honorable mentions and their cute and funny stories. Check them out on the following pages!

Thank you all for sharing your pets with us!



▶ special feature
2024 pets contest

WINNER OF 2024 PET CONTEST

PIPPY

By George Paul Thomas
Photos by Philip Andrews

The Purr-Fect Companion

OWNER: *Andrea Googas, Cornwell
Real Estate*

Real Producers: How old is your pet?

Andrea: Pippy is 6 Months old

Real Producers: What prompted you to get a pet?

Andrea: We decided to get a pet when we moved into our new home, and when we were done with renovations, we knew it was time. In our opinion, a house has never been a home without a dog.

Real Producers: Tell us your story of how you acquired your pet.

Andrea: Adoption was SUPER important to us this time around. We went to one of our favorite local restaurants, Marinos, and one of our favorite servers told us about Mountain Rottie Rescue. I started following them on Facebook, and about three weeks later, we saw our sweet little Pippy! We were highly impressed with how thorough their adoption process was; it made us really understand how much they love the dogs that they rescue and how

important it is that they go to the right homes. Even though she had brothers and sisters locally, there was just something about Pippy! We instantly connected via messages with her foster mom, Christa, and soon after, we were on our way to Syracuse to pick up our girl! It was love at first sight, and now we can't even imagine life without her!

Real Producers: What's the personality of your pet?

Andrea: Pippy is the sweetest dog in the world. Trust me, we do not just

think that because she is ours. Friends, family, and the people everywhere we take her wind up falling in love immediately. She is so well-natured, gentle, and kind with children, but she can get the zoomies at the drop of a hat, which can keep us laughing forever!

Real Producers: What do you love most about your pet?

Andrea: Everything! She is extremely easygoing, so it is easy for us to take her everywhere with us. She is incredibly easy to train, loves being around a lot of people, and is just pure joy every single day.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?

Andrea: With her 7000 mini tennis balls and bully stick.

Real Producers: What makes your pet special?

Andrea: Pippy came into our lives at the perfect time and has been a dream dog ever since. When my husband Rob and I went to pick her up from her foster home, we were signing the adoption paperwork, and we were told that she was born on our wedding anniversary. When we say she was meant to be, we genuinely mean she was destined to be ours from the beginning.

Real Producers: Does your pet have any tricks or funny habits?

Andrea: She can jump freakishly high, especially for a dog her size! We can't gate her in anywhere because she can jump over any gate. It doesn't matter how high it is; she's Houdini!

Real Producers: Do you have any funny nicknames for your pet?

Andrea: Bubbaloo, Pips, Pippy Papaya, Pippy Pecorino & PIP!

Real Producers: Does your pet's name have any significant meaning to you?

Andrea: We kept the name that was given to her by her beautiful foster family. The second we heard it (even before meeting her), we knew it was perfect



for a tiny pup! Pippy Longstocking was one of my favorite movies as a kid, so again, it all just came together and was meant to be!

Real Producers: What is your favorite thing to do together with your pet?

Andrea: She goes everywhere with me, so we are together a lot! Our favorite thing to do is take Pippy for a walk around the circle and play in any backyard with her. She especially likes sprinting to her grandmother's house, who lives just a few doors down, and playing with all of her human cousins!

Real Producers: What is the naughtiest thing your pet has ever done?

Andrea: I would say jumping over the gates! I have never seen anything like it. We have truly been in awe of some of the highest gates she can get over, and we are still perplexed as to how she figures it out! She also loves to steal the inserts of our shoes—no one else's, just ours—and if you think she won't be able to get them out, she will find a way!

Real Producers: What is the most rewarding thing about being a pet owner?

Andrea: Adopting her from Mountain Rottie Rescue is definitely the most rewarding part about having Pippy. While she was rescued at the beginning of her life, there are so many amazing animals out there who are not as lucky and are looking for homes. They all deserve their not-so-great beginnings to turn into incredible and loving forever. There is something really special about falling in love with a dog and knowing that we were able to give her a safe space filled with more love than you can imagine. Giving her that gift is the smallest price to pay for the unconditional love she shows us every day.

Real Producers: What is your pet's favorite game to play or toy to play with?

Andrea: Definitely mini tennis balls. She could play fetch for hours, but she also doesn't go anywhere without her little lamby!

Q&A with Pippy

Real Producers: Tell me about your idea of a perfect day.
Pippy: My ideal day involves waking up at my leisure and making sure Mom and Dad do not wake me up before I want to. Then, as soon as I wake, I'm ready to go for my morning walk, where I see all of my neighborhood friends who know me by name. I then come home, eat breakfast, make my parents throw the ball for me a minimum of 100 times, and then send Dad off to work so I get Mom all to myself.

Real Producers: What's one thing that most humans just don't get about you?
Pippy: Even though I have the manners and listen like an old dog, I am really only six months old, so when I see you, I can't help but lick your face and get excited like the puppy that I am! I'm just really excited to see you! Hey, at least I don't bark!

Real Producers: If you could give humans one piece of advice, what would it be?
Pippy: They already have over 1000 pictures of me sleeping in the same position. They don't need to keep snapping photos when I look cute. I'm trying to get my beauty sleep!

Real Producers: What are your goals and dreams for the future?
Pippy: My life is already pretty dreamy; I spend almost every waking moment with my parents, we go on adventures all the time, and I get to see my friends at Trader Joe's and The Home Store almost every week. So, I hope I just get to keep the good times rolling!



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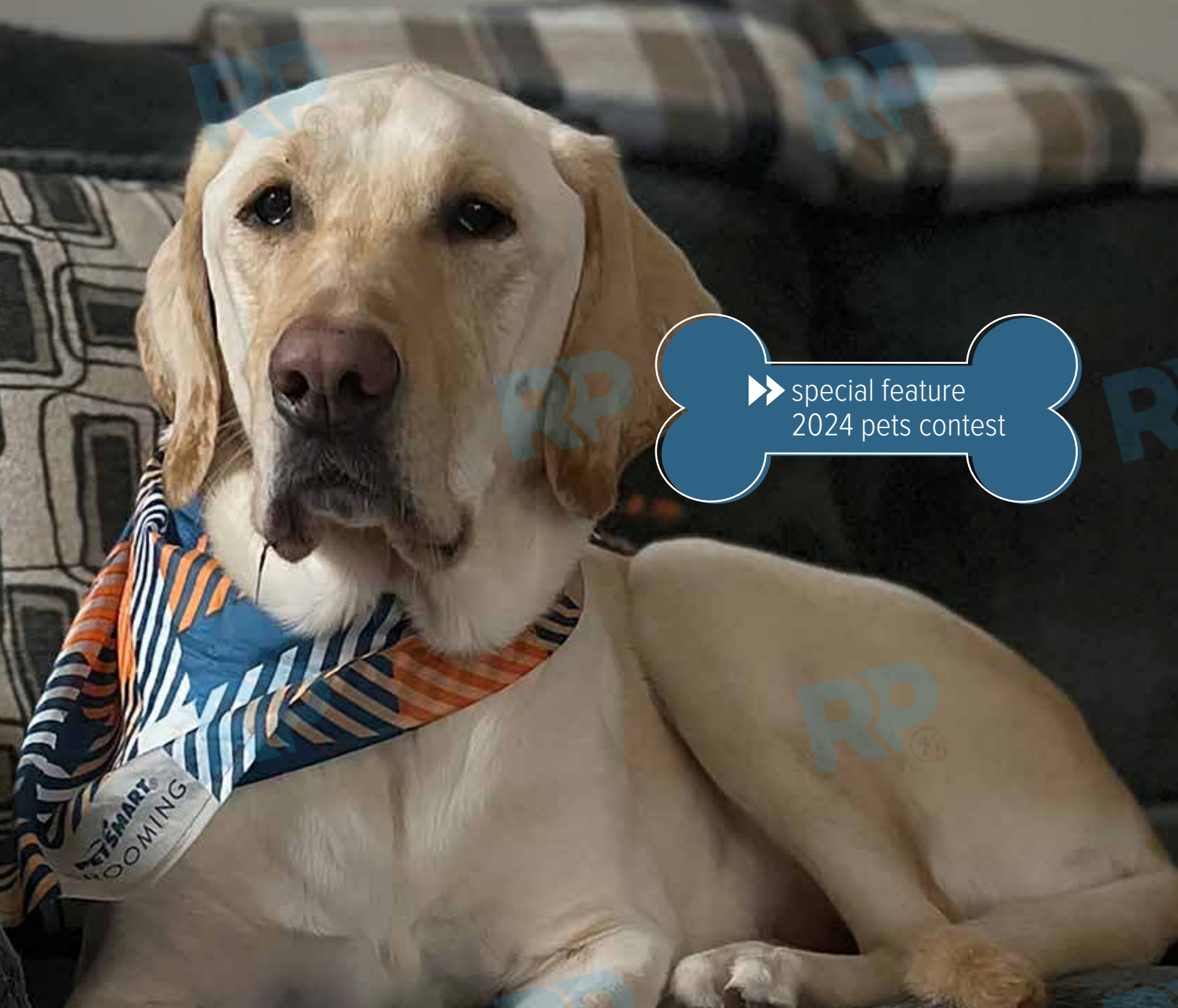
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RUNNER UP, 2024 PETS CONTEST

TREVOR

OWNER: *Jillian Breck, Coldwell Banker Prime Properties*

Real Producers: What do you love most about your pet?

Jillian: He has such a good temperament. He is generally very happy to see people. He doesn't really love to hang out with other dogs that much, but he does have a friend named

Roxy, who is my parents' dog and a cockapoo. Trevor has grown up with my daughter, who adores him. Sometimes, he's mistaken for a great Dane because he's so tall.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?



Jillian: My dog does not always like to listen when it's time to come inside. Sometimes I ask him if he wants a cookie just to get him in the door. Sometimes if he doesn't come after I've called him several times he gets teased with a cookie, but then never gets one.

Real Producers: What makes your pet special?

Jillian: We are a family that loves Labrador Retrievers. My husband came with a black lab, I came with a chocolate lab. They grew up together for 10 years and both passed away, then we got Trevor who is a yellow lab.

Real Producers: Does your pet have any tricks or funny habits?

Jillian: No really funny tricks or habits, but as a five-year-old dog, he's never been swimming. We are hoping to break that cycle this summer.

Real Producers: Do you have any funny nicknames for your pet?

Jillian: We call him a horse. He is very tall and has big paws. Often mistaken for other breeds.

Real Producers: Does your pet's name have any significant meaning to you?

Jillian: My friends used to tell me that every boy I met, if he was not going to fit into the crowd, they used to call



him Trevor. When they met my husband, they told me he was not a Trevor. My husband and I thought it would be funny to name our pet Trevor as a joke.

Real Producers: What is your favorite thing to do together with your pet?

Jillian: Trevor likes to go for walks.

Real Producers: What is the naughtiest thing your pet has ever done?

Jillian: Trevor ate my underwear and had to get emergency surgery, which cost me more than most vacations.

Real Producers: What is the most rewarding thing about being a pet owner?

Jillian: Seeing how happy the dog is when you walk in the door.

Real Producers: What is your pet's favorite game to play, or toy to play with?

Jillian: He likes to eat dirty underwear.

Q&A with Trevor

Real Producers: Tell me about your idea of a perfect day.

Trevor: The ideal day for me would be when my family is around, ready to cater to my every whim. It would kick off with a delicious piece of bacon for breakfast, followed by a luxurious nap on the comfy couch. A leisurely stroll around the neighborhood sounds like just the thing, and who knows, maybe I'll get to dip my paws into the cool waters of the lake – I've heard us Labradors are quite the water enthusiasts, although I have never been swimming! Now, when my folks aren't watching, I must confess, I have a little mischief in mind. If there are cookies, brownies, or even gum on the counter, you bet I'll be tempted to sneak a taste!

Real Producers: What's one thing that most humans just don't get about you?

Trevor: Sometimes, I find myself getting into a bit of trouble just to grab some attention. It's true; I have a taste for things that most dogs wouldn't even consider. But here's the thing: humans seem to hold all the chocolate to themselves! Come on, humans, share the chocolatey goodness with us pups!

Real Producers: If you could give humans one piece of advice, what would it be?

Trevor: Our time on this earth may be brief, but our capacity to love is boundless. My folks have felt the sting of losing two other lab companions, so they shower me with extra affection. Share more steak, give more treats,



and let me sleep in the bed. And if I had to choose, definitely more bacon, please! Let us roam free, ditch the leashes, and revel in the freedom of the great outdoors!

Real Producers: What are your goals and dreams for the future?

Trevor: My goals and dreams might seem pretty simple, but they're filled with wagging tails and boundless enthusiasm! First and foremost, I dream of endless games of fetch, with my human tossing the ball as far as they can. I also hope for plenty of belly rubs and tasty treats because, let's be honest, who doesn't love those? Beyond the daily joys, I aspire to be the best furry friend I can be. That means being there for my human companions through thick and thin, offering unwavering loyalty and love. Whether it's going for walks in the park, snuggling up on the couch, or just

being a comforting presence, I want to make them happy. Oh, and let's not forget about exploring the great outdoors! I dream of running through fields, chasing squirrels (even if I never catch one), and sniffing every tree, bush, and blade of grass in sight. There's a whole world out there waiting to be discovered, and I want to experience it all with my nose to the ground and my tail held high. But most importantly, my ultimate goal is simply to be a good dog. I want to bring joy to those around me, share my boundless energy and affection, and remind everyone that life is better with a loyal pup by your side. So here's to chase dreams, fetching happiness, and living life to the fullest—one wag of the tail at a time!



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2024 Pet Contest

special feature
2024 pets contest

Honorable Mentions

ALFRED

Owner: Bradley Laustrup, Properly

Real Producers: What do you love most about your pet?

Bradley: His loving heart.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?

Bradley: Cheese.

Real Producers: What makes your pet special?

Bradley: He loves people and is very friendly, greeting everyone with kisses.

Real Producers: Does your pet have any tricks or funny habits?

Bradley: He can spin, but only in one direction.

Real Producers: Do you have any funny nicknames for your pet?

Bradley: Bubby, Alfred Pee Jr.

Real Producers: Does your pet's name have any significant meaning to you?

Bradley: Batman's butler.

Real Producers: What is your favorite thing to do together with your pet?

Bradley: Go for walks and snuggle.

Real Producers: What is the naughtiest thing your pet has ever done?

Bradley: He ate an egg off my plate while I was in



another room. The yolk dripped on his head, and he acted like he didn't know what was going on.

Real Producers: What is the most rewarding thing about being a pet owner?

Bradley: His loyalty and love. He's a great companion and helps me to meet other people.

Real Producers: What is your pet's favorite game to play, or toy to play with?

Bradley: He loves his toy lemon.

KOBE

Owner: Christine/Dominick
Marchesiello, The Marchesiello Team
@ Keller Williams

Real Producers: What do you love most about your pet?

Christine/Dominick: His snuggles are THE BEST.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?

Christine/Dominick: He loves everything, but greenies are his favorite.

Real Producers: What makes your pet special?

Christine/Dominick: He is King Charles, and we call him the king because he truly is a diva king in all ways.

Real Producers: Does your pet have any tricks or funny habits?

Christine/Dominick: Kobe tubes behind the boat!!! I included a picture.

Real Producers: Do you have any funny nicknames for your pet?

Christine/Dominick: Wobers.

Real Producers: Does your pet's name have any significant meaning to you?

Christine/Dominick: We got Kobe right at the beginning of COVID, named after Kobe Bryant as we got him just after the crash, so he was an emotional support dog for us in a way.

Real Producers: What is your favorite thing to do together with your pet?

Christine/Dominick: Boating on Lake George.

Real Producers: What is the naughtiest thing your pet has ever done?

Christine/Dominick: We have a gate to keep him in the kitchen area when we leave. He learned how to break out of it and found his way upstairs to the girls' garbage cans to get Halloween candy wrappers.

Real Producers: What is the most rewarding thing about being a



pet owner?

Christine/Dominick: A friend who is always there for you, never complains, is always ready for a snuggle, and can make you happy just by plopping on your lap.

Real Producers: What is your pet's favorite game to play, or toy to play with?

Christine/Dominick: He loves his Kong toy that is an animal and fort on the outside but a water bottle material filled with a shaker on the inside.

ENZO

Owner: Leah Slocum, Peak
Partners Team Powered by PLACE -
Keller Williams

Real Producers: What do you love most about your pet?

Leah: His goofy attitude.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?

Leah: He loves "bonies" or chicken.

Real Producers: What makes your pet special?

Leah: He is a gentle giant. He loves his little brother we recently rescued (Lil Hercules), and even though he's four times the size, he is so gentle with him. He genuinely wants everyone to just love him and be happy.

Real Producers: Does your pet have any tricks or funny habits?

Leah: He loves to ride down Broadway in Saratoga with his head and paws hanging out of my sunroof.

Real Producers: Do you have any funny nicknames for your pet?

Leah: Too many to list.

Real Producers: Does your pet's name have any significant meaning to you?

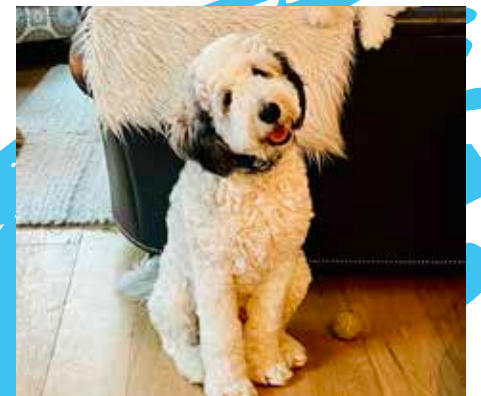
Leah: He runs like a racehorse - fast like a Ferrari (Enzo Ferrari).

Real Producers: What is your favorite thing to do together with your pet?

Leah: Car rides and walking the trails in the Saratoga State Park.

Real Producers: What is the naughtiest thing your pet has ever done?

Leah: He steals stuff out of my closet and then drops it over near his



brother to play with so his brother gets in trouble.

Real Producers: What is the most rewarding thing about being a pet owner?

Leah: Constant love & companionship.

Real Producers: What is your pet's favorite game to play, or toy to play with?

Leah: He loves to chase tennis balls.

WRIGLEY

Owner: Lisa Licata, Sterling Real Estate Group

Real Producers: What do you love most about your pet?
Lisa: His loving personality with unconditional love. He really is just the sweetest boy.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?
Lisa: Wrigley loves just about anything, but I think his favorite is home-made peanut butter dog treats

Real Producers: What makes your pet special?
Lisa: He’s a very lovable dog. He goes with a pup squad for an all-day social, and he loves playing with all the dogs all day out at the farm.

Real Producers: Does your pet have any tricks or funny habits?
Lisa: When I come home, and we go to

the backyard, I always say to him, “Go, Wrigley, go, show Mama how fast you can run,” and he keeps running circles around the backyard and the pool until he tires out or I call him back over. After that, he jumps in the pool for a swim during the season. During the season, when the pool is closed, he just runs laps around the pool.

Real Producers: Do you have any funny nicknames for your pet?
Lisa: I love to call him “Beans.”

Real Producers: Does your pet’s name have any significant meaning to you?
Lisa: Not Wrigley Field. When we first met him, we thought that name was fitting for his little puppy face.

Real Producers: What is your favorite thing to do together with your pet?
Lisa: He loves going for walks, which we do year-round. When the pool is open, he loves jumping right in and swimming with everyone.



Real Producers: What is the naughtiest thing your pet has ever done?
Lisa: He ate my only pair of prescription glasses.

Real Producers: What is the most rewarding thing about being a pet owner?
Lisa: Companionship along with our boy being non-judgmental, all unconditional love. Always being by your side and offering comfort and much joy.

Real Producers: What is your pet’s favorite game to play, or toy to play with?
Lisa: He loves to play catch with his ball.

LUKE

Owner: Marion Taylor-Paolucci, RE/MAX Solutions

Real Producers: What do you love most about your pet?
Marion: The way he turns his head when I am talking to him.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?
Marion: Luke is smart and funny. He loves Pup Peroni.

Real Producers: What makes your pet special?
Marion: Luke is always there to greet me when I get home from a long day at work. I smile, and then I feel relaxed.

Real Producers: Does your pet have any tricks or funny habits?

Marion: Luke flops down when I give him the down command. It is so funny. It is not gentle.

Real Producers: Do you have any funny nicknames for your pet?
Marion: Lukey, Luke the Duke.

Real Producers: Does your pet’s name have any significant meaning to you?
Marion: No, the breeder named him, and we liked it.

Real Producers: What is your favorite thing to do together with your pet?
Marion: Play ball with him.

Real Producers: What is the naughtiest thing your pet has ever done?
Marion: He steals shoes most of the time.

Real Producers: What is the most rewarding thing about being a



pet owner?
Marion: Unconditional love from Luke.

Real Producers: What is your pet’s favorite game to play, or toy to play with?
Marion: Dyno and Rudy G.

MR. BOBO

Owner: Rachel Pitts, Four Seasons Sotheby’s International Realty

Real Producers: What do you love most about your pet?
Rachel: Mr. Bobo is ride or die. Outhouse to the penthouse.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?
Rachel: A perfect treat for him would be a milk bone topped with a mini marshmallow.

Real Producers: What makes your pet special?
Rachel: He is a successful realtor and top producer in dog house sales- he focuses mostly on the luxury market. Enjoys working with vintage, antique, and unique canine casas. He clacks his teeth on various fabrics without damaging or biting them. He seems to enjoy finer fabrics the most. He

should probably get a job in the fashion industry.

Real Producers: Does your pet have any tricks or funny habits?
Rachel: He has a curated collection of dog wigs that he enjoys modeling for various events.

Real Producers: Do you have any funny nicknames for your pet?
Rachel: Mr. B, Snorf, Boober, Bobee.

Real Producers: Does your pet’s name have any significant meaning to you?
Rachel: He’s a rescue dog and had multiple names prior to landing on Mr. Bobo. I knew he was a Mr. as soon as I met him.

Real Producers: What is your favorite thing to do together with your pet?
Rachel: Riding with the windows down to get soft serve ice cream together in the summer.

Real Producers: What is the naughtiest thing your pet has ever done?



Rachel: He has shamelessly stolen a sandwich or two.

Real Producers: What is the most rewarding thing about being a pet owner?
Rachel: Everything. He is the light of my life.

Real Producers: What is your pet’s favorite game to play, or toy to play with?
Rachel: He has squeaky popcorn kernels in a plush popcorn bucket that make him turn into a wild savage.

BABY

Owner: Robin Eureka Shaw, Coldwell Banker Prime Properties

Real Producers: What do you love most about your pet?
Robin: Her companionship. I live alone and am an empty nester. She brings life and laughter to me every day and always misses me every second, whether it’s 5 minutes, 5 hours, or 5 days. Love unconditional.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?
Robin: Hugs and cutie oranges.

Real Producers: What makes your pet special?
Robin: Everything. She brings joy and love to my life every day.

Real Producers: Does your pet have any tricks or funny habits?
Robin: She loves to chase mommy’s drone when she’s working and playing outdoors.

Real Producers: Do you have any funny nicknames for your pet?
Robin: Boo-fy. She loves to sneak up and pounce on me.

Real Producers: Does your pet’s name have any significant meaning to you?
Robin: Yes, she’s named Baby because that’s what she is to me.

Real Producers: What is your favorite thing to do together with your pet?
Robin: Walking in the woods.

Real Producers: What is the naughtiest thing your pet has ever done?
Robin: Chewed up my new grandson’s Easter bunny.



Real Producers: What is the most rewarding thing about being a pet owner?
Robin: Unconditional love.

Real Producers: What is your pet’s favorite game to play, or toy to play with?
Robin: Tug of war.

BOLT

Owner: Rebekah O’Neil, Howard Hanna Real Estate

Real Producers: What do you love most about your pet?
Rebekah: He is very intelligent! He just turned one on 2/14/2024.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?
Rebekah: Small dry treats.

Real Producers: What makes your pet special?
Rebekah: We prayed that our kids wouldn’t be allergic to him and that he would be intelligent. My daughter is allergic to cats and dogs, but Bolt is Hypoallergenic. He loves being brushed out. He is a true gift from God!

Real Producers: Does your pet have any tricks or funny habits?
Rebekah: He knows how to sit, give

us his paw, lay down, and rollover. He loves having us chase him to try to get his toy. It’s such a fun game to play with him.

Real Producers: Do you have any funny nicknames for your pet?
Rebekah: He is named Bolt, after the Disney movie Bolt of a girl and her hero dog.

Real Producers: Does your pet’s name have any significant meaning to you?
Rebekah: We got Bolt after my daughter was diagnosed with epilepsy last year. He brought us so much joy after a very difficult time.

Real Producers: What is your favorite thing to do together with your pet?
Rebekah: He loves swimming in the pool and wears a shark-fin life jacket. It’s the cutest thing.

Real Producers: What is the naughtiest thing your pet has ever done?
Rebekah: He really isn’t a naughty boy. Let me knock on some wood now. LOL



Real Producers: What is the most rewarding thing about being a pet owner?
Rebekah: Seeing how much he cares for my kids. He would follow my daughter around if she was sick. A dog with empathy!

Real Producers: What is your pet’s favorite game to play, or toy to play with?
Rebekah: He loves playing chase and living up to his name, BOLT. He can wear you out quickly!

DELILAH

Owner: Shannon O’Connell, Grist Mill Real Estate

Real Producers: What do you love most about your pet?
Shannon: Delilah is a real estate therapy dog who’s mellow through the ups and downs.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?
Shannon: “Want to go look at a house!?” -jumps in the car for a ride. Delilah brings joy everywhere she goes and shrugs off any mean pooches who try to ruin her day. She would make a great agent!

Real Producers: What makes your pet special?
Shannon: A true optimist, Delilah is

always happy and has so much love to give to all.

Real Producers: Does your pet have any tricks or funny habits?
Shannon: She can say “I love you”. (Video proof available! <3)

Real Producers: Do you have any funny nicknames for your pet?
Shannon: Couch hippo.

Real Producers: Does your pet’s name have any significant meaning to you?
Shannon: The only thing stronger than Sampson was Delilah. #strongwoman

Real Producers: What is your favorite thing to do together with your pet?
Shannon: Woodstock Dog Park for some downtime and a walk in the surrounding woods.

Real Producers: What is the naughtiest thing your pet has ever done?



Shannon: Ate a package of Extra gum and needed emergency care totaling over 2k.

Real Producers: What is the most rewarding thing about being a pet owner?
Shannon: The unconditional love and free therapy.

Real Producers: What is your pet’s favorite game to play, or toy to play with?
Shannon: Currently, she has a stuffed mushroom toy that she loves.

SUMMER RAIN GRUNDMAN

Owner: Rob Grundman, Big Blue Realty Group

Real Producers: What do you love most about your pet?
Rob: Summer is playful, loves people, and is a great family dog. She greets everyone she meets and is a super friendly puppy with a ton of energy. She loves walking and playing with others.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?
Rob: Summer is playful, loves people, and is a great family dog. She greets everyone she meets and is a super friendly puppy with a ton of energy. She loves walking and playing with others.

Real Producers: What makes your pet special?
Rob: Summer is friendly to all she meets, loves greeting guests, is super alert, and has a high IQ. She’s energetic, loves playing with kids, and enjoys cuddling once she gets to know you. To the Grundman family, Summer is very special.

Real Producers: Does your pet have any tricks or funny habits?
Rob: Summer can sit on demand and lay down, and we’re teaching her to roll over. She loves the water and will jump in a pool. She also enjoys catching frisbees and balls.

Real Producers: Do you have any funny nicknames for your pet?
Rob: Summa, short for Summer, because I’m a city boy born and raised in Staten Island.

Real Producers: Does your pet’s name have any significant meaning to you?
Rob: Yes, we got Summer on the first day of Summer, so we named her appropriately.

Real Producers: What is your favorite thing to do together with your pet?
Rob: I love playing fetch and ball with her, going on walks around the neighborhood, and watching her play with the kids.

Real Producers: What is the naughtiest thing your pet has ever done?
Rob: Summer is a chewer and loves to chew shoes, sandals, sunglasses, and kids’ toys. She also loves eating out of the garbage can. Summer is a



chow hound who loves food, especially pizza crust, fortune cookies, and hamburgers.

Real Producers: What is the most rewarding thing about being a pet owner?
Rob: Summer is a big part of the Grundman family, and seeing her play with the kids brings such joy to my wife Sarah and me. She loves people.

Real Producers: What is your pet’s favorite game to play or toy to play with?
Rob: Summer and I love to play tug-of-war with her bone toys, and she usually wins. She also loves her big bone, which we give her once a month to chew and enjoy.

GIA & HENRY

Owner: Travis Scarincio, Hunt ERA

Real Producers: What do you love most about your pet?
Travis: The relationship they share with each other. Gia runs the show & Henry is a gentle giant.

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?
Travis: Their favorite treat is cheese sticks.

Real Producers: What makes your pet special?
Travis: Their willingness to wear silly clothing items and loyalty to each other and their owners.

Real Producers: Does your pet have any tricks or funny habits?
Travis: Gia snores & snorts. Henry sits, shakes & “speaks.” Gia loves to play “tag” or “chase” when she’s not ready to go inside.

Real Producers: Do you have any funny nicknames for your pet?
Travis: Gia Louise, Henryetta.



Real Producers: Does your pet's name have any significant meaning to you?
Travis: Henry is named after a long-time family friend who has passed.

Real Producers: What is your favorite thing to do together with your pet?
Travis: Hang out by the pool, go for walks and cuddle!

Real Producers: What is the naughtiest thing your pet has ever done?
Travis: Henry once killed a bird! Gia tore up her dog bed!

Real Producers: What is the most rewarding thing about being a pet owner?
Travis: No matter what kind of day you've had, they're always happy to see you!

Real Producers: What is your pet's favorite game to play, or toy to play with?
Travis: Fetch, and they love stuffed animals! The stuffed animals just don't last long!!

NORMAN

*Owner: Victoria Mclaughlin,
Howard Hanna*

Real Producers: What do you love most about your pet?
Victoria: He's the biggest, snuggliest giant!

Real Producers: How do you bribe your pet, i.e., what is their favorite treat?
Victoria: Literally anything!

Real Producers: What makes your pet special?
Victoria: He's the most devoted, loyal, and loving guy in our pack! He longingly gazes into my eyes for minutes at a time. He's my second main squeeze!

Real Producers: Does your pet have any tricks or funny habits?
Victoria: He's the best swimmer out there!



Real Producers: Do you have any funny nicknames for your pet?
Victoria: Norm or Normie

Real Producers: Does your pet's name have any significant meaning to you?
Victoria: My partner and I had our first trip to Lake Norman, but honestly, he's like Norm from Cheers, everyone knows him!

Real Producers: What is your favorite thing to do together with your pet?
Victoria: Take walks in the neighborhood, sniffing other dog butts.

Real Producers: What is the naughtiest thing your pet has ever done?
Victoria: There's just too many - got out of the yard, ran to the dog-hating neighbor's house, frolicked in his pond, and tore up his golfing green.

Real Producers: What is the most rewarding thing about being a pet owner?
Victoria: No matter how bad my day is, Norman is always happy to see me!

Real Producers: What is your pet's favorite game to play, or toy to play with?
Victoria: Any stuffed animal!



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