

NEW HAVEN & MIDDLESEX

# REAL PRODUCERS<sup>®</sup>

CONNECTING. G. INSPIRING.



**TOP AGENT**

# Ralph Lewis

**THE LEWIS TEAM AT COLDWELL BANKER REALTY**

**PARTNER SPOTLIGHT**  
MODERN OAK  
TESSA SAMUELSON

**AGENT TO WATCH**  
LAURIEANN HANSEN  
COMPASS

**JULY 2024**





**SPOTLESS SOLUTION**

**EXPERTISE, DEDICATION,  
& *Passion***

---

**Residential and Commercial • New Construction  
Cabinet Painting • Deck and Fence Painting/Staining  
Wallpaper Removal • Drywall Repair  
Shutter Painting • Cleaning Services**



**860-362-8722 • www.spotlessolutionct.com**

# VegOut Forestry

Connecticut's Forestry Mulching Specialists  
Complete Land Management Solutions



### Benefits for Realtors

- Increase curb appeal
- Improve property value
- Prompt response & service
- Hassle free service
- Creative solutions for problem properties



## What We Do

- Brush & fallen tree mulching
- Land & lot clearing
- \*Limited\* tree removal
- Invasive species removal
- Horse & ATV trails
- Gravel road & driveway construction
- Drainage - French drains - Culverts
- Junky yard cleanup






Residential   Commercial   Farm/Horse Property   Government

CT License No. HIC 066382

\*Aerial video and photography services can also be provided

PRINT IS STILL ALIVE.



Celebrating two decades of print excellence,  
now 800 niche magazines strong (and counting).



STROLL   greet   REAL PRODUCERS   ECOLOCAL   hyport

realproducersmag.com

The Difference is in the Details







Interiors by Lindsay

Home Staging Services  
interiorsbylindsay.com  
lindsay@interiorsbylindsay.com  
203.506.7934



# TABLE OF CONTENTS

 <b>05</b> Meet the Team	 <b>08</b> Publisher's Note	 <b>12</b> FAQ
 <b>14</b> Partner Spotlight: Modern Oak	 <b>20</b> Top Agent: Ralph Lewis	 <b>26</b> Agent to Watch: LaurieAnn Hansen

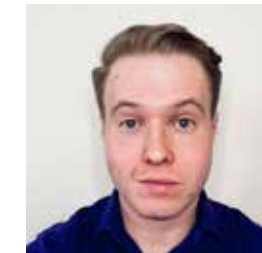
# MEET THE NEW HAVEN & MIDDLESEX REAL PRODUCERS TEAM



**Sam Kantrow**  
Owner/Publisher



**Ed Bermudez**  
Photographer



**George Grotheer**  
Content Writer



**Jaime Wood**  
Event Coordinator



**Jack Ardrey**  
Operations Specialist



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [sam.kantrow@realproducersmag.com](mailto:sam.kantrow@realproducersmag.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 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.

## Protect Yourself AGAINST REAL ESTATE MISTAKES

- Boutique law office that focuses on real estate transactions
- Personalized representation provided to clients throughout Connecticut
- Residential and Commercial Real Estate

**Law Offices of Ryan B. Corey, LLC**



**RC**

1331 Highland Avenue • Cheshire, CT 06410 • (203) 699-9422

## BUT WAIT, ISN'T HE THAT WEATHER GUY?

importantly to gain their trust. When I decided to leave TV, I needed to find a way to continue to feel fulfilled in as many of the aspects of my life that brought me joy in my first career. Connecting people, finding interesting stories, and serving the community have always been the most important aspects of what I aspired to do in my adult life.

As luck would have it, I was one of the first FAA 107 commercial drone pilots in Connecticut, and as a side gig I was shooting aerial real estate photos/videos for a handful of you over the years. Real estate has always been a curiosity of mine. In an ideal world, I would be on your side of this publication and not mine.

The transition outside of full time television (although I am still doing some freelancing at WFBS in Hartford) was an easy one as I started making connections with so many of you. Once I began to learn about the businesses you work with that provide the most amazing service to agents, the rest was history. My goal continues to be to put your trust in me, to find the interesting and inspiring life experiences many of you have, and to ensure that the partners who end up in this publication are the kinds of businesses that will improve the value you offer to your clients. That's a forecast you can trust!

After publishing our first edition a few months ago, the chatter started amongst the offices. Even agents who didn't receive the publication and were not in the top 300 grabbed copies or saw it online and questioned, "Isn't that the meteorologist from TV...what's he doing in real estate?"

Correct you are, for the last 13 years I've been informing you about the weather. My job has been to keep people safe, inform them, and most







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

**ATTORNEY**

Law Offices of Robert C. Leitze  
(203) 453-8600  
robertleitze.com

National Property Inspections (New Haven & West)  
(203) 871-7214  
npiweb.com/volpato

**ATTORNEY - REAL ESTATE**

Law Offices of Ryan B. Corey, LLC  
(203) 699-9422  
coreylawoffices.com

**LAND CLEARING/ EXCAVATING**  
VegOut Forestry  
(203) 815-6791  
vegoutforestry.com

**AUTO DEALERSHIP/ FULL SERVICE FACILITY**

MSport Motorwerx  
(203) 592-8744  
msportmotorwerx.com

**LANDSCAPE DESIGNER/LANDSCAPE CONTRACTOR**  
USL Outdoor Living  
(203) 390-9093  
usloutdoorliving.com

**CUSTOM FURNITURE**

Modern Oak  
(203) 494-2131  
modern-oak.co

**LANDSCAPING**  
S&R Landscape Construction  
(203) 445-8697

**HEATING OIL/PROPANE**

Amodio & Sons Fuel & Energy Services  
(203) 934-2651  
amodiofuel.com

**LAWN & GARDEN**  
Madison Earth Care  
(203) 410-4520  
madisonearthcare.com

**INSPECTIONS**

National Property Inspections (E Haven to E Lyme)  
(860) 227-4949  
npiweb.com/griffith

**MOLD REMEDIATION**  
Connecticut Mold Pros  
(203) 920-0265  
ctmoldpros.com

**MORTGAGE**

Revolution Mortgage  
(203) 872-2622  
revolutionmortgage.com

**PHOTOGRAPHER | REAL ESTATE MEDIA**

Rise Visual Media  
(347) 239-5636  
risevisualmedia.com

Total Mortgage-Dominic DeMilo  
(203) 676-6926  
totalmortgage.com/bankers/  
dominic-demilo

**REMODELING/ CONSTRUCTION**

Cityline Construction  
(203) 430-2152  
citylineconstructionllc.com

**MOWING/LANDSCAPING**

JC's Landscaping  
(203) 927-2058  
jcslandscapingct.com

**SOFT / POWER WASHING**

New England Aerial Cleaning  
(855) 237-4255  
newenglandaerialcleaning.com

**PAINTING**

Essex Painting Company  
(860) 510-2923  
essexpaintingcompany.com

**STAGING**

Interiors by Lindsay  
(203) 506-7934  
interiorsbylindsay.com

**PAINTING / POWERWASHING**

Pro Coat Paint  
(203) 907-6083  
procoatpaintct.com

**TRAVEL AGENCY / CUSTOM TRAVEL PLANNING**

Adventures by Jaime  
(203) 767-6323  
adventuresbyjaime.com

**PAINTING SERVICE**

Spotless Solution LLC  
(860) 362-8722  
Spotlessolutionct.com

**PERSONAL CONCIERGE SERVICES**

Sandhill Concierge  
(401) 315-4709  
sandhillconcierge.com

**WATER SYSTEMS**

The Well Guys  
(203) 828-6129



**JC'S LANDSCAPING**

Servicing New Haven County

About JC's Landscaping

JC's Landscaping is more than just a landscaping service. We pride ourselves on providing top notch customer service and always put the needs of our customers at the top of our priority list. We are at the forefront of safety and training, and invest heavily in providing our team members with the knowledge to complete their job efficiently and effectively.

What separates JC's Landscaping from the rest is our dedication to service and our ability to prioritize the needs of our customers. Whether you are a homeowner or business owner, you are treated equally and the needs of your property are our number one focus. Let us handle all your outdoor landscaping needs.

Core Spring Services

- Weekly Lawn Mowing
- Property Management
- Spring Clean Up
- Landscape Projects
- Dumpster Rentals

Contact Us

- 203 - 927 - 2058
- jcslandscapingct@gmail.com
- www.jcslandscapingct.com

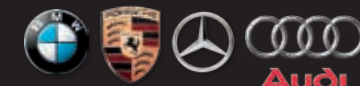


**Next Level Automotive Excellence**

Experienced master technicians at a fraction of dealer cost.



SPECIALIZING IN HIGH END GERMAN CARS - SALES AND SERVICE



7 Industrial Rd • Prospect, CT 06712  
Sales & Service: (203) 592-8744



# WHAT IS Real Producers?

WELCOME TO NEW HAVEN & MIDDLESEX REAL PRODUCERS!

We provide a platform to connect, elevate and inspire the top real estate professionals across the Connecticut Shoreline.

publisher's note  
By Sam Kantrow

It is a privilege to introduce Real Producers to our region and to celebrate the exceptional contributions each of you makes to the Connecticut Shoreline real estate community. Having lived here my whole life and worked in television/media for the last 14 years, it brings me profound joy and excitement to have the opportunity to showcase your achievements, nurture your connections, and acknowledge your unwavering commitment to excellence in serving your clients.

Real Producers originated as a simple concept in 2015 in Indianapolis and has rapidly expanded nationwide. The thriving Real Producers community now spans over 130 locations, revolutionizing the way the real estate community collaborates throughout the U.S. As we begin this journey together, I commit to fostering community connection and forums dedicated to acknowledging and highlighting the unique qualities that make each of you iconic.

In the years ahead, my goal is to conduct interviews with each of you, sharing your success stories in upcoming issues. I eagerly anticipate commemorating your achievements at our events, offering valuable tools and connections to support the growth of your businesses, and representing your collective passion for this industry that we all share.

Here are some quick facts about Real Producers:

## DISTRIBUTION:

This magazine will be delivered to the mailboxes of the top 300 agents in New Haven and Middlesex Counties every month. The selection of these 300 agents is based on compiled MLS data over the last year. If you are receiving a hard copy of the publication, it is because you belong to the distinguished group representing the top 5%.

## CONTENT:

This publication revolves around YOU—the Connecticut Shoreline real estate community. Our aim is to share personal and distinctive



stories about members of this community, providing a platform for you to inspire greatness in others. As we expand, our commitment remains to deliver fresh content exclusively centered on the top 5% and our Preferred Partners. It's important to note that **we have nothing**



**to sell to real estate agents;** being featured in this publication is absolutely FREE. Agents can be featured by nomination from a peer, leader, or influencer. We actively encourage nominations and appreciate learning about agents who are making a significant impact in our market.

## PREFERRED PARTNERS:

Those identified as “Preferred Partners” in the index of this publication are integral members of this exclusive community. You will find them featured in every issue, participating in our private events, and actively engaging in our online community. We maintain a selective approach, allowing only those businesses recommended by members to be a part of our community.

Each Preferred Partner showcased in this publication has been recommended by one or more of you. Our

objective is to provide you with an extensive array of resources to enhance your business, ensuring that you consistently stand as a trusted referral source for your clients and customers.

## EVENTS:

In addition to our monthly publication, we organize social and educational events throughout the year. Our aim is to unite the best of the best while contributing to and bolstering our local communities. And, of course, we fully intend to have a good time doing it! Information about upcoming events will be shared through the publication. Stay tuned for exciting updates!

## CONTRIBUTION:

If you are interested in contributing, nominating REALTORS® for certain features, know of additional top-notch affiliate

partners who would be a great fit for our community, or would simply like to learn more, please reach out to me anytime. I look forward to meeting with every one of you in the near future.

I would like to take a moment to acknowledge our Preferred Partners for their vision and belief. Their commitment is an essential part of bringing New Haven & Middlesex Real Producers to life and will provide the framework for our continued growth and success. Hope you have a fantastic summer filled with all of the things that make us love living in New England.

I appreciate you all and I look forward to seeing you all at our launch party coming soon!

**Sam Kantrow**  
Owner/Publisher  
New Haven and Middlesex  
County Real Producers  
sam.kantrow@realproducersmag.com





# Saving Time in Real Estate.



### FOR REALTORS:

- Personal errands
- Event planning
- Executive assistance

### FOR BUYERS/SELLERS:

- Packing & Unpacking | Home organization
- Project management | Estate management
- New town orientation

**401-315-4709**  
sandhillconcierge.com

*Operating out of Old Saybrook  
and Essex, CT, servicing across  
New England and surrounding areas.*



**203-445-8697**  
Steve Rodrigues

We strive for 100% satisfaction by completing every project on-time and under-budget.

**Specializing in**  
excavation, grading,  
stone walls, patios, lawn  
and property maintenance,  
fence installation.

## THE Well Guys



**203-828-6129**

**"FOR ALL YOUR WELL WATER NEEDS"**

Well Pumps | Basement Pumps | Septic Pumps  
Sewage Pumps | Grinder Pumps | Water Softeners  
Well Extensions | Well Chlorinations

**7 day EMERGENCY SERVICE  
with NO emergency fees**

Servicing all of New Haven  
and Middlesex Counties.



# WE BREAK THE MOLD

IICRC & BPI Certified Specialists

Priority Scheduling for Real Estate Transactions

**Most projects can be remediated in ONE day**

Mold Testing & Remediation

Water Restoration

Indoor Air Quality Testing & Solutions

Moisture Control & Ventilation Solutions

**SERVICING ALL  
OF CONNECTICUT**

[ctmoldpros.com](http://ctmoldpros.com)  
[info@ctmoldpros.com](mailto:info@ctmoldpros.com)



**MOLD PROS**  
**203-920-0265**



# FAQ

## ALL ABOUT NEW HAVEN & MIDDLESEX REAL PRODUCERS



The first Real Producers magazine started in Indianapolis in 2015. Real Producers is now in over 130 markets across the nation and is continuing to grow nationwide.



Image courtesy of Karolina Grabowska

### Q: WHO RECEIVES REAL PRODUCERS MAGAZINES?

**A:** The top 300 real estate agents across New Haven/Middlesex County Real Producers and our preferred partners.

### Q: WHAT IS THE GOAL OF THIS MAGAZINE?

**A:** We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most accomplished individuals in the New Haven/Middlesex County Real Producers real estate sector.

By curating an exclusive community comprised of the top 300 real estate agents and RP-vetted businesses in each market, we foster a shared space for sharing stories, celebrating successes, discussing market trends, and highlighting

the top 300 list, and we value nominations highly. Whether you're a real estate agent, business, broker, owner, or someone who admires the work of others, you can nominate individuals, including yourself. Even office leaders have the opportunity to nominate outstanding real estate agents. We take every nomination seriously and consider anyone from the top 300 list who is brought to our attention. While we cannot guarantee a feature, we strongly encourage you to connect with one of our team members, show support for Real Producers, and participate in our private events. These steps can enhance your chances of being featured in our publication.

### Q: WHAT DOES IT COST A REAL ESTATE AGENT/TEAM TO BE FEATURED?

**A:** Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share **REAL** stories of **Real Producers**.

### Q: WHO ARE THE RP-VETTED BUSINESSES?

**A:** The RP-vetted businesses featured in our publication represent the some of best in the business in their respective categories within the New Haven/Middlesex County Real Producers. You can easily locate them in our index. We do not randomly select businesses, nor do we collaborate with every business that approaches us. We prioritize businesses that have received your stamp of approval through recommendations and each business showcased has been personally recommended by many of the top agents featured in our publication. Before featuring any business, our team conducts additional vetting to ensure they align with our community's values and bring substantial value. Our aim is to build a robust network that not only includes the best real estate agents but also features top-tier businesses, fostering collective growth and strength within our community.

### Q: HOW CAN I RECOMMEND A BUSINESS?

**A:** If you want to recommend a business that works with top real estate agents, please email or message us - **Email: sam.kantrow@realproducersmag.com**

upcoming events. Our monthly publication is dedicated to connecting, informing, and inspiring, encompassing anything that contributes to the enrichment of our community.

### Q: DOES REAL PRODUCERS HAVE EVENTS?

**A:** Yes! We have specific networking events throughout the year.

### Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

**A:** The process for getting featured in our magazine is straightforward. To be eligible, you need to be on

Are you thinking of taking an Adventure?

Let ADVENTURES BY JAIME get you there!



JAIME WOOD  
TRAVEL ADVISOR  
GUILFORD, CT

JWOOD@ADVENTURESBYJAIME.COM

203-767-6323

### HERE ARE SOME OF OUR PACKAGES:

- ALL INCLUSIVE VACATIONS
- RIVER AND OCEAN CRUISES
- ROAD TRIPS
- WALT DISNEY DESTINATIONS
- HONEYMOONS AND REGISTRIES
- NATIONAL PARKS
- GROUP TRAVEL

### GOOD REASONS TO USE A TRAVEL ADVISOR:

- RECEIVE PERKS
- PERSONALIZATION
- STRESS-FREE PLANNING
- GET THE INS AND OUTS OF DESTINATIONS
- **SAVE MONEY!**



## MODERN • OAK

CUSTOM  
HANDMADE  
FURNITURE + DECOR

Creator, Woodworker, Owner  
-Tessa Samuelson



Contact us  
203-494-2131  
info@modern-oak.co  
Follow us on:  
Instagram or Facebook  
73 WALL STREET  
MADISON, CT

SERVING THE SHORELINE FROM BRANFORD TO OLD LYME



## Make Your Landscaping Dream a Reality

Whether you're a homeowner or business owner, our dedicated team will bring your vision to life, creating a vibrant and inviting atmosphere that will leave a lasting impression.



MADISON  
EARTH CARE  
— Est. 1972 —

CALL US AT 203-421-4358

MADISONEARTHCARE.COM  
1250 A DURHAM RD. | MADISON, CT 06443



## ▶▶ vendor spotlight

By George Grotheer

Medicine to carpentry? A career change is a familiar concept to many people – whether that is stepping from one field into an adjacent profession or rebuilding a professional life from scratch, it is an experience shared by a large portion of our community. The time between fields can be spent in limbo – trying new hobbies and passion projects to see what would lend itself to new work. For Tessa Samuelson, the decision to leave medicine behind was an easy one, for just one reason: a desire to be self-employed.



Photo by Ed Bermudez  
Rise Visual Media

Nearly a decade ago, while working in the medical field, Samuelson began creating homemade furniture in her garage. She developed these artistic pieces with tips from online videos and good old-fashioned trial-and-error until she found a system that worked best for her. Samuelson worked with her hands to come up with unique designs and sell her products online, laying the groundwork for what has become a successful small business. Sometimes, she says, she had to take a step backwards to move forwards, like moving into a smaller garage space after getting started. However the road moved, it has led to success in Madison: that small independent startup has blossomed into a brick and mortar retail space at Modern Oak – an outlet for those seeking a quality rustic look in their homes.



# MODERN OAK





Photo by Ed Bermudez  
Rise Visual Media



Of course, with furniture design, a key component is finding the right wood. Chopping down a tree in one's backyard won't always cut it – and when building new furniture, wood quality comes first. Samuelson says local mills and marketplaces are often ripe with options – and often lead her to other mills and marketplaces, and to others, and so on. This community has developed its own network to build itself up along the shoreline and around the region.

As the consumer walks through the always-growing stockpile of wooden creations at Modern Oak, Samuelson says they will notice a plethora of original designs with no piece identical to its neighbors. Coffee tables, dining tables, cabinetry, and bars are the big sellers, but there are many pieces large and small that pique customers' interest. Cutting boards, for example, are among her most popular items around the holidays, as she says her distinctive designs make wonderful gifts.

At this point, with a prosperous small business she has built from the ground up, Samuelson says there is still only one way to go: bigger. She is interested in down the road finding a new location with a much larger footprint to fill with furniture, tripling her available space, hiring more employees, and expanding her collection. Samuelson sets herself apart from big retailers by doubling down on the distinctive nature of each piece. She says large furniture outlets mass-produce products, prioritizing uniformity and depth of stock.

At Modern Oak – and with every piece Samuelson creates – it will be, like her business, one of a kind.



## Your Trusted Shoreline Mortgage Specialist

FANNIE AND FREDDIE  
UNDERWRITING GUIDELINES  
REVERSE MORTGAGE  
FHA - FIRST TIME HOME  
BUYERS SPECIALIST  
USDA | VA | NON QM LOANS  
INVESTOR SPECIALIST



18 Pardee Place Ext  
East Haven, CT 06512-2747

OVER 25 YEARS EXPERIENCE | Licensed in CT, NY, VT, and FL

### Patricia Beale

(203) 671-1940  
Patty@branfordfinancial.com

### Mike Perricone

(203) 488-6084  
Mike@branfordfinancial.com



SPECIALIZE IN  
EXTERIOR AND  
INTERIOR PAINTING  
SHEETROCKING  
WHITEWASHING AND  
POWERWASHING

203-907-6083



## Building Trust with Quality Work

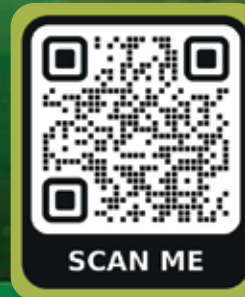


CITYLINE CONSTRUCTION LLC

Design-build services  
General contracting  
Project management  
Custom home building  
Kitchen and bathroom remodels  
Basement finishing  
Additions and expansions  
Commercial construction

203-430-2152

# SECURE YOUR SEPTIC SYSTEM WITH OUR TRANSFERABLE WARRANTY



### ENHANCE YOUR LISTING

Seamlessly transfer the warranty to the next homeowner, adding a strong selling point to your property. Rest assured, potential issues discovered during the septic inspection won't jeopardize the sale of your home. Simply scan the QR code to schedule a septic inspection for your listing.

## ANDERSON BROTHERS

A FLUSH WARRANTY PARTNER



PUMPING INSPECTIONS REPAIRS

www.andersonsanitation.com

## WHY DO YOU NEED A SEPTIC PROTECTION PLAN

Protect your clients and your commission with Flush Warranty. Homeowners insurance typically doesn't cover septic system failures, which can be a deal-breaker during pre-sale inspections. Such issues not only risk reducing the sale price but may even lead to potential buyers walking away, endangering your hard-earned commission.

Flush Warranty steps in where others step back. We cover the costly septic system repairs and replacements that your clients might face, helping to prevent sale delays or price reductions. By referring your clients to Flush Warranty, you're not just offering them a solution for septic system problems; you're enhancing your value as a real estate agent and safeguarding your commission.

Let us handle the messy septic system issues, so you can focus on closing the deal seamlessly.

## COVERED COMPONENTS

- ✓ SEPTIC TANK
- ✓ LEACHING FIELDS
- ✓ DISTRIBUTION BOX
- +
- ✓ ROUTINE SEPTIC TANK CLEANING

CALL US NOW:  
(203) 707 8370

www.flushwarranty.com





Photography by  
Nikia Randolph  
Rise Visual Media

# Ralph Lewis

COLDWELL BANKER REALTY



One plus one equals three. One. Plus one. Equals three. While the math may not work on a calculator, the mindset has guided Ralph Lewis through twenty years in real estate and brokerage, tens of millions of dollars in sales, and the ups and downs of raising half a dozen children along the Connecticut shoreline.

While he may have come up through the commercial side of the industry, Lewis is no stranger to residential sales. He uses a baseball analogy – saying the more pitches he knows how to throw, the more batters he can face. Part of what has made him so successful in adding residential real estate to his arsenal is his innate ability to know his market. Working heavily in Bridgeport’s North End, he has catered his workflow to younger clients, many of whom are students at Sacred Heart University. In the last five years alone, he has sold just under 200 houses in that neighborhood... and that allowed him to expand into his current hometown of Stratford – where he has consistently climbed through local rankings to reach the top overall spot in his community.



If you look at the back of his baseball card, the statistics speak for themselves. Lewis sold the Tanger Outlets in Westbrook for forty million dollars, a Cheshire shopping plaza for over twelve million dollars, and a handful of retail tenants. He has handled leases for everything from warehouse space to fitness and day care centers. His team at Coldwell Banker has more than a dozen hitters ready to come up to bat, and he has his hand in local real estate all over Connecticut: Bridgeport, Stratford, Milford, Cheshire, Wallingford, and more... with dreams of going national.

With a laundry list of accomplishments in local real estate, his largest may be at home in the Lordship neighborhood of Stratford, where he spends his days managing a roster of six kids – five boys and a girl – with his wife Brittney. Aged three to thirteen, his kids are reaching an age where their schedules are as active as their bodies and minds, and that keeps the Lewis clan busy.

His family has faced challenges beyond work and school schedules. Four years ago, his fifth son, Johnny, was diagnosed with leukemia. Lewis calls that experience a different kind of hell on Earth – bringing a toddler to chemotherapy

appointments and learning about leukemia and childhood cancer is a nightmare no parent wants to experience. He says the cancer treatment – coupled with the earliest months of the COVID-19 pandemic – was an up-and-down road, calling certain times better and others harder... navigating through a life-changing situation when the world goes on spinning. Two-and-a-half years later, Johnny received his last dose of chemo. With his son's cancer thankfully behind his family, Lewis has found a new appreciation for each moment in life. He and his wife spend a lot of time focused on residential flips – he says he often depends on her creative eye as part of their partnership.

“One plus one equals three,” sure – but he is just taking things one day at a time.



Photography by  
Nikia Randolph  
Rise Visual Media







## Spark Your Success This Summer with Great **Mortgage Solutions!**

As a dedicated realtor, you deserve a mortgage partner who understands your needs and supports your goals. This summer, celebrate independence with our customized mortgage solutions designed to empower your business. Connect with me today and discover how we can help you close more deals and satisfy more clients.



SCAN HERE

LET'S MAKE MOVES!



### EVAN POTTER

Branch Production Sales Manager  
NMLS# 691465

Contact me below!

C 203.530.0109

E [epotter@revolutionmortgage.com](mailto:epotter@revolutionmortgage.com)

W [revolutionmortgage.com/epotter](http://revolutionmortgage.com/epotter)

# Revolution

MORTGAGE

COMPANY NMLS#1686046

ADVERTISEMENT | T2 Financial, LLC. D.B.A. Revolution Mortgage is an Equal Housing Opportunity Lender NMLS #1686046 (Nationwide Multistate Licensing System - [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)) Terms, conditions, and restrictions may apply. All information contained herein is for informational purposes only and, while every effort is made to ensure accuracy, no guarantee is expressed or implied. Not a commitment to extend credit.

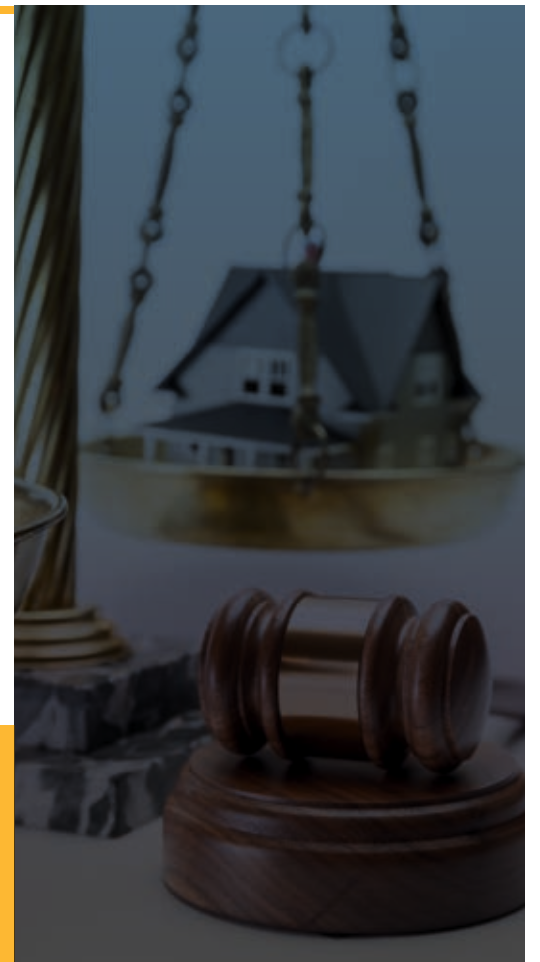
Branch Address: 131 Broad Street, Unit 102, Milford, CT 06460 - Branch NMLS: 2477879 - Branch Phone: (203) 872-2622



**ROBERT C. LEITZE,**  
Attorney At Law

- Real estate transactions
- Document preparation and review
- Buyer and seller representation
- Mortgage transactions
- Title issues
- Contractual obligations
- Commercial and residential property
- Leasing

37 Boston Street, Guilford, CT  
203-453-8600  
[www.robertleitze.com](http://www.robertleitze.com)





**Amodio & Sons**  
Fuel & Energy Services



**Service at its best.**



- Premium fuel (Oil and propane)
- Full-service Heating and A/C
- 24/7 emergency services
- Family owned and operated for 3 generations
- Dependability
- Automatic oil and propane delivery
- Price protection and budget plans
- Honesty, Integrity, Quality Service




**203-934-2651** | 1000 Boston Post Rd  
West Haven, CT 06516

**We're the Specialists for the Outside of your Home**

- Decks, Patios, Outdoor Kitchens & Walkways
- Belgian Block, Asphalt & Water Features
- FREE Consultation
- Ask about our 3D Virtual Design

Contact Us Today!  
**(203) 390-9093**  
[www.usloutdoorliving.com](http://www.usloutdoorliving.com)



**USL**  
OUTDOOR LIVING  
DESIGN • DELIVER • RELAX





▶ agent to watch

By George Grotheer  
Photography by Rise Visual Media

# LaurieAnn Hansen

## COMPASS, GUILFORD

**Criminal justice, nursing, parenting – and now real estate. There is a new “agent to watch” in the Guilford market: LaurieAnn Hansen. Even though she has only been working in the industry for sixteen months, that brief time has been very productive in buying and selling in local neighborhoods. Like many in Connecticut, across the country, and around the world, COVID-19 provided an opportunity for a reset in Hansen’s life, allowing her to pursue her hobby of working with houses as a full-time career.**

Hansen’s background began in criminal justice, but her time in the field was cut short due to a hiring freeze at the state level in 2006. When she decided it was not meant to be, she shifted her focus to nursing. As it happens, life finds a way of providing new opportunities at the perfect time: Just as Hansen graduated nursing school, she had the first of her two sons, eleven years ago. She spent the next several years as a full-time mom – prioritizing parenting, spending time working on household projects, gardening, and enjoying summers at the beach with family. When the pandemic began, that time spent with family expanded; as the lockdowns and restrictions subsided, she began to plan her next steps. On the advice of her husband – a Battalion Chief at the Milford Fire Department – she set her sights on local real estate as the next move in a life full of interests.







In each interaction with clients – whether she is helping people buy or sell a property – Hansen lives and works by her motto “love where you live.” She wants to bring people into spaces in which they can build their lives, creating a dream home environment for all involved. She prides herself on dedication to her clients during their professional relationship and pushes the connection further by making herself available from the start to long after the closing. She says that bond between herself and those with whom she works can be boiled down to one simple phrase: once a client, forever a friend.

She began looking for listings in Connecticut, trying to find the basis for her own clientele. Her first three sales came from referrals – closing quickly on her first deal just over one year ago. She closed seven transactions in her first year. Hansen says she wasn’t aware of that meteoric trajectory until her coworkers pointed out the impressive run with which she had begun her career.

A major component of her rapid ascent is her activity on the internet. Hansen has become very popular on social media in recent years, with over 70,000 followers between TikTok and Instagram. She says she would like to integrate some of her real estate work into her online presence. She partners with Amazon to show off home décor on top of her usual content of contracts and closings. Hansen says TikTok has massive potential with younger homebuyers – and the broad audience she has built may give her a leg up on the competition when these younger TikTok users begin to look at where they may settle down.



“*LOVE  
WHERE  
YOU  
LIVE.*”





# BUILD TRUST, BUILD CONFIDENCE

Choose NPI's superior home inspection services for your clients.



**Giuseppe Volpato**  
New Haven West & North  
volpato@npiinspect.com  
npiweb.com/Volpato  
203.871.7214

## Professional Residential & Commercial Inspections

- Water Quality Testing
- Radon Testing



**Ron & Kate Griffith**  
East Haven to East Lyme  
griffithservices@aol.com  
npiweb.com/Griffith  
860.227.4949

**ESSEX**  
PAINTING COMPANY

*Before*

Exterior Painting  
Interior Painting  
Cabinet Painting

*After*

GET IN TOUCH

860-510-2923  
@essexpaintingcompany  
essexpaintingcompany.com

**FREE ESTIMATES**

**FAST & EFFECTIVE!**

Transform Your Property With Our  
**SOFT WASHING SERVICES**

**RESIDENTIAL**

- ROOF WASH**  
Clean those black streaks and green algae instead of a roof replacement.
- SIDING WASH**  
A quick wash will look like a fresh paint job.
- WINDOW WASH**  
Strips filtered water for a spot free view.

**COMMERCIAL**

- GLASS BUILDINGS**  
No need for lifts, scaffolding or cranes. Significantly less time on site.
- SOLAR PANELS/FARMS**  
Keep your production output at optimum performance.
- HOTELS & VENUES**  
Our drone can reach up to 10 stories and does not require constant repositioning of equipment.

**80%**  
COST SAVINGS COMPARED TO TRADITIONAL METHODS

Contact Us  
(855) AERIAL 5  
NewEnglandAerialCleaning.com

Facebook, Instagram, YouTube icons

total mortgage  
**green:light**  
ready, set, mortgage.

**21** day purchase guarantee

# Spring Into Business With Our Greenlight



**DOMINIC DEMILO**



Buyers who get the Total Mortgage Greenlight close in 21 days\*

By completing our GreenLight approval program upfront, your buyers are vetted, approved, and guaranteed a speedy 21-day closing before they even settle on a house.\* That means you can spend less time waiting on financing, and more time finding your buyers the best house.

Greenlight is a true approval program that provides a mortgage commitment prior to entering into a purchase contract.



Mortgage Banker - NMLS #1970440  
**203.676.6926**  
ddemilo@totalmortgage.com

## A Typical Industry Pre-Approval

- Estimates how much financing buyers will be approved for
- Is done quickly with minimal borrower commitment
- Uses buyer-supplied financial info
- May use unverified credit score
- Does not guarantee financing

total mortgage  
**green:light**

- Tells you exactly how much financing you are approved for
- Can be completed in 48 hours once all documentation is in
- Verifies income, assets, and debts ahead of time
- Uses buyers' real credit score
- Guarantees financing\*

1156 MAIN STREET | BRANFORD, CT 06405 NMLS #1377625 | TOTALMORTGAGE.COM/BANKERS/DOMINIC-DEMILO

\*TERMS AND CONDITIONS APPLY. CONTACT FOR DETAILS. COPYRIGHT © 2024 TOTAL MORTGAGE SERVICES, LLC, 185 PLAINS ROAD, 3RD FLOOR, MILFORD, CT 06461. ALL RIGHTS RESERVED. TOTAL MORTGAGE SERVICES IS AN EQUAL HOUSING LENDER. TOTAL MORTGAGE SERVICES, LLC - NMLS# 2784. LICENSING: AZ: MORTGAGE BANKER LICENSE, LICENSE NO. 0924361; AL, AR, CA: FINANCE LENDERS LICENSE, LICENSE NO. 6038205; CA: RESIDENTIAL MORTGAGE LENDING LICENSE, LICENSE NO. 4131076; LICENSED BY THE DFPI UNDER THE CA RMLA; CO: REGULATED BY THE DIVISION OF REAL ESTATE, CT, DE, DC, FL, GA, GU, IA, IL: RESIDENTIAL MORTGAGE LICENSE, IN: KS: LICENSED MORTGAGE COMPANY, LICENSE NO. 0025126; KY, LA, ME, MD, MA: MORTGAGE BROKER LICENSE, LICENSE NO. MC2764; MA: MORTGAGE LENDER LICENSE, LICENSE NO. MC2764; MI, MS: LICENSED BY THE MS DEPARTMENT OF BANKING AND CONSUMER FINANCE; MT, ND, NE, NH: LICENSED BY THE NH BANKING DEPARTMENT; NJ, NM, NY: LICENSED MORTGAGE BANKER - NY'S DEPARTMENT OF FINANCIAL SERVICES; NC, OH: OR: LICENSE NO. ML-5246; PA: LICENSE NO. 39567; RI: LICENSE NO. 201026981; SC, SD, TN, TX, UT, VT, VA, WA, WI, WV, WY.







**20** YEARS OF  
THE N2 COMPANY

**RISE**  
VISUAL MEDIA

**CAPTURE EXCELLENCE,  
ELEVATE YOUR BRAND**



PHOTO



VIDEO



SOCIAL MEDIA



(203) 993-6963



info@risevm.com



risevm.com