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

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# FAQ

## ALL ABOUT BRANDYWINE VALLEY 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 500 real estate agents across Brandywine Valley 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 Brandywine Valley real estate sector.

By curating an exclusive community comprised of the top 500 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 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 the top 500 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 500 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.

To submit a nomination, please visit: <https://www.brandywinevalleyrealproducers.com/nominate>

### 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 Brandywine Valley. 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.

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# THE POWER OF PARTNERSHIP



If there's one universal truth in the world of real estate, it's the profound impact of partnerships. As top-performing agents and industry professionals, we understand firsthand the pivotal role that partnerships play in shaping our success, our communities, and our industry as a whole. In this edition of *Brandywine Valley Real Producers*, we celebrate the dynamic partnerships that drive excellence and innovation in real estate.

This month we spotlight a power couple whose combined expertise and dedication have made waves in the Brandywine Valley real estate market. Andrea Harrington, a top team leader renowned for her unparalleled insight and client-centric approach, and her husband, Joe Harrington, the visionary founder of a highly successful general contracting business, epitomize the synergy of partnership. They navigate the complexities of both the real estate and home-improvement landscapes with finesse, seamlessly integrating their respective strengths to deliver exceptional results for their clients and community.

Our pages also shine a spotlight on the remarkable achievements of a rising stars duo, Krissy Flynn and Nicole Gallo—a dynamic partnership of two women whose collaborative spirit and

entrepreneurial drive have propelled them to the forefront of the real estate scene. Their story is a testament to the transformative power of teamwork and shared vision, inspiring us all to reach new heights of success.

In every facet of our professional journey, partnerships serve as catalysts for growth, innovation, and collaboration. Whether forging alliances with fellow agents and brokers to navigate complex transactions or collaborating with referral partners to expand our networks, these partnerships form the bedrock of our success. Together, we leverage our collective expertise and resources to overcome challenges, seize opportunities, and elevate the standards of excellence within our industry.

Yet, as we know, partnerships transcend mere transactions—they embody the values of trust, integrity, and mutual respect that define our profession. They remind us of the importance of fostering meaningful connections and nurturing relationships built on a foundation of shared goals and values. In a world marked by rapid change and uncertainty, these partnerships provide stability, support, and a sense of belonging amidst the chaos.

As we delve into the stories of our featured partnerships, may we be inspired by their resilience, their creativity, and their unwavering commitment to excellence. Let us honor their achievements and celebrate the collective strength of our industry's partnerships. Together, we forge ahead, united in our pursuit of excellence and dedicated to shaping the future of real estate.

Keep up the good work, my friends!

**RYAN ZINN**

Owner/Publisher  
*Brandywine Valley Real Producers*  
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▶ cover story

By Dave Danielson  
Photography by Kirstie Donohue Photography



THE ANDREA HARRINGTON TEAM



CARE COMES FIRST



Real estate is clearly a business with a lot of tangible moving parts.

Added together, and when done right, it all results in a successful closing and a family moving on successfully into the next chapter of their lives with a new property.

Along the way people trust you and professionals like Andrea Harrington to help them achieve their dreams.

**MAKING IT A PRIORITY**

Andrea is a Team Leader with Andrea Harrington & Associates with Compass. In the process of helping those around her, she prioritizes care.

“When I think about my role, I look at it with the desire to be caring and informative. I’m in sales but I’m not a salesperson. I truly care about every one of my clients,” Andrea emphasizes.

“I find myself talking people out of houses instead of into them sometimes. I stress to people that they make the right decision. In the process, I make sure that all of my buyers are very educated.”



**WHEN I THINK ABOUT MY ROLE, I LOOK AT IT WITH  
THE DESIRE TO BE CARING AND INFORMATIVE. I'M IN  
SALES BUT I'M NOT A SALESPERSON. I TRULY CARE  
ABOUT EVERY ONE OF MY CLIENTS.**

#### GOING THE DISTANCE

Andrea has been helping dreams come true for area families ever since she earned her real estate license in 2006. At the time, she had two young children at home and was searching for a profession she could carry out part-time from home.

“That was one of the main reasons I got into it. I always had an interest in real estate,” she remembers.

#### RISING ABOVE CHALLENGES IN THE MARKET

Not long after Andrea entered the business, she experienced the massive downturn by the economic upheaval of the late 2000s. She had to make some adjustments, but she never let go of her passion for the profession.

As she remembers, “I struggled through that time and got a PT job to supplement income. Even though that time was challenging, it was important to my success, because it really taught me how to get out there and get business.”

#### STRENGTH IN NUMBERS

Through time, Andrea started her own team. It's a labor of love she has for the opportunity to work with the eight agents within her group, along with her Director of Operations.

Together the team has created rewarding success for families across the area. In 2022, they recorded \$59 million in sales volume on 198 transactions. In 2023, despite the market being softer, they still amassed 131 units representing \$48 million in sales volume.

#### FAMILY FULFILLMENT

One of the most enriching aspects of Andrea's life is her family. She treasures time with her husband,

Joe, and their four sons — Anthony, Andrew, Matthew and Joseph.

When they have free time, Andrea, Joe and their sons enjoy moments together at the beach or on the boat.

When it comes to supporting the needs of her community, Andrea has been engaged with the Ronald McDonald House as a member of the group's Fundraising Committee. She also is a candidate to be Visionary of the Year with the Leukemia and Lymphoma Society. In addition, she supports a full range of local youth sports, including football, softball, baseball, and cheerleading for local leagues and schools.

As Andrea reflects on her rewarding career, she offers helpful advice for others who are getting into real estate.

“What I always tell people is keep in touch with sphere of influence. You are in the business to connect with people,” Andrea says.

“It's also important to remember that applies to other agents in our business. I look at others as my colleagues and not competition. Also, stay humble. And remember that every day is a learning experience.”

#### MAKING A DIFFERENCE

Andrea Harrington has an energy for what she does that continues to drive results for those around her. As she says with a smile, there are many rewards that come from helping people and delivering true care.

“We do work with a lot of first-time buyers on our team. It's fun to help people achieve homeownership. A lot of people come to us and don't think they can buy a home,” she says.

“Helping them see that they can reach those goals is what makes me love this business.”

Congratulations to Andrea Harrington for being a powerful example of care can accomplish in real estate.





▶▶ rising stars

By Dave Danielson  
Photography by Kirstie Donohue

# KRISSY FLYNN AND NICOLE GALLO

P U L L I N G   T O G E T H E R

It's been said that if you love what you do, you'll never feel like you're working. But when you're getting to do what you have a passion for with one of your best friends, the feeling is unparalleled.

**That's the way it is for Krissy Flynn and Nicole Gallo.**



The two are REALTORS® WITH eXp Realty. But that's just part of the story. They also form a dynamic duo who share a fantastic friendship and working relationships that began long ago.

"We went to grade school and high school together. As time went by, we realized that we had both gotten into real estate," Krissy remembers.

#### Small-World Reunion

As luck would have it, both ladies had each separately pursued and earned their real estate licenses in 2020.

As Krissy says, "We started talking, sharing ideas and bouncing things off each other while we were working for different companies. In time, she moved to my office and we decided to join forces."

There had been signs pointing toward real estate for a while for both Krissy and Nicole.

As Nicole says, "I had been working in the wedding business. My dad has worked in the commercial side of the business. I watched what he did and it sparked something in me to get into the business, too."

At the same time, Krissy remembers having real estate in mind as a potential career at various points herself over the past 15 years. She had found success in the restaurant business brokering products into QVC.

"When the opportunity came along, I decided to go for it," Krissy says. "I wish I would have done it 10 years earlier."

#### The Foundation of Friendship

The two appreciate the way their friendship and background have naturally transitioned into a successful working bond, as well.





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AROUND  
THEM EACH  
DAY.



“I love our teamwork,” Nicole explains. “There are a lot of things where Krissy excels that I don’t like as much and vice versa. It allows us also to multi-task through our work together.”

Krissy agrees, saying, “We definitely work well together. Nicole is a fantastic negotiator.”

**Shared Mission**

At the end of the day, the shared mission is clear ... to help their clients reach their real estate dreams.

“There’s no substitute for seeing the look on the faces of our first-time homebuyers ... those who may have thought they couldn’t afford a home. Seeing them at the closing table is very fulfilling,” Krissy points out.

This winning brand of teamwork has created rewarding results all the way around. In fact, Krissy and Nicole have achieved Icon status with eXp Realty. And last year, they recorded over \$30 million in sales volume.

They both give a lot of credit to their teamwork with Transaction Coordinator Jessi Gourdier, who is also an up-and-coming Agent. Plus, the two are excited about the growth of their team that will soon include the addition of Nicole’s daughter, Gianna.

Away from work, Krissy and Nicole stay very active, with travel, spending time with their families and hanging out with their dogs at the top of the list.

**Making an Impact**

When it comes to giving back to the community, Krissy has a big place in her heart for supporting the efforts of Unite for Her, an organization that is in place to serve cancer patients in Chester County. Nicole has been a big believer in the work of The Ronald McDonald House through time. At the same time, they continue fundraising efforts for the Eric Petransky family. Eric lost a child recently, and is a trusted partner of Krissy and Nicole with Guaranteed Rate.

As they offer their best efforts to help area residents each day, they also share helpful advice for others who are looking to make their own path in the profession.

“One thing that’s very important to do is put yourself out there, get on social media, contact your friends and family and let them know you are licensed,” Krissy says. “Don’t give up. Once you get going, it starts to snowball.”

Nicole agrees, saying, “Don’t be afraid to ask others for help and work with open houses and rebrand yourself so people can see that you eat, breathe and sleep real estate. It will make a difference when they can see your commitment to what you’re doing.”

With a genuine blend of honesty, fun, hard work and hustle, Krissy and Nicole draw upon their creativity to make a tangible impact for those around them each day. And they do it with a rewarding sense of friendship—pulling together.



▶▶ partner spotlight

By Dave Danielson  
Photography by Kirstie Donohue

# JH CONTRACTING, INC.

## PUTTING IT TOGETHER WITH PURPOSE

Action channeled in positive directions creates real results for everyone involved.

That's the dynamic at work with Owner Joe Harrington and the team at JH Contracting, Inc.

"A lot of people that we work with on a regular basis know if they are getting a job done quickly, we are here to support them," Joe points out.

"We realize the time sensitivity that our REALTOR® partners have. Whenever possible we project things around to help to get things handled quickly so that we can help them meet their settlement timing."

### Deep Roots

Joe has a long history in the business, dating back to when he was a tool sales professional with Black & Decker and DeWalt for eight years, after having earned his Business degree from the University of Delaware.

When the economy took a turn for the worse in 2008, Joe was laid off. About that time, a friend approached him about flipping houses.

"I decided to give that a try. After I flipped the first one, I saw an opportunity there," he recalls.





“

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#### Gaining Momentum

In the meantime, Joe dove into construction. Thus, JH Contracting, Inc. was born. At the start, Joe had one other team member with him. Today, they have grown to a team of 25 that takes on all forms of residential construction.

You can see the drive that Joe has for his work that is sparked by having the chance to work with his customers, to take on challenging, new projects and to go outside the box for solutions.

#### Individual Attention

Those who work with Joe and the team appreciate the individual attention that they receive, and the fact that most of the aspects of each job are handled by the team.

“We don’t sub a lot of the work out. We do everything from small jobs (like bathroom remodels) to high-end renovations,” Joe points out.

“We really span all forms of residential construction, including kitchen and bathroom projects, along with additions. We do a lot of work also for customers who are getting ready to sell their homes. Through that process we like working with our REALTOR® partners to make upgrades to get homes ready for sale.”

The process of teaming up with JH Contracting, Inc. is streamlined.

“We’ll set up an appointment to go meet with a customer to see what they have in mind,” Joe says.

“I share ideas and options on what to do and I’ll put them in contact with the right people, including suppliers to pick out fixtures.”

#### Rewarding Life

Joe’s world is made even richer by family, including his wife, Andrea, and their four sons.

“One of my favorite things to do in my free time is coaching them in their various team sports,” he smiles.

That family feeling extends to the worksites that Joe and his team manage.

“Our company is like a family. I’ve known a lot of the guys who work with me growing up,” he points out. “We have

a very strong bond. They all treat this like it’s their own business.”

When you’re looking for a partner who will put it all together for you and your clients with a sense of purpose and unbeatable quality, look to JH Contracting, Inc.

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