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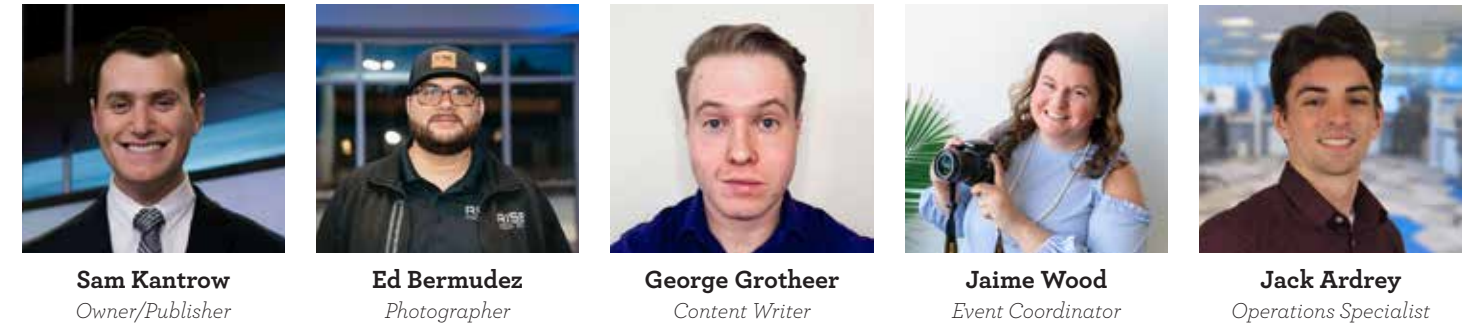
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# MEET THE NEW HAVEN & MIDDLESEX REAL PRODUCERS TEAM



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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).

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



After publishing our first edition last month, 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

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!





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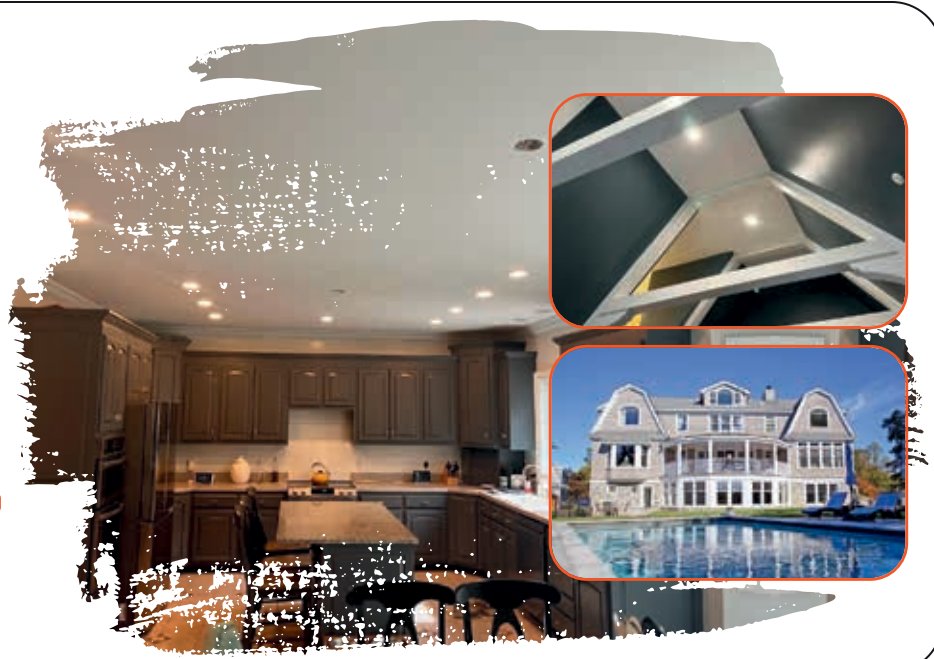
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# WHAT IS Real Producers?

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 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. I also would like to extend a heartfelt "thank you" to my incredible team, all of whom orchestrated this inaugural publication with me. This second issue is dedicated to each of you, but especially the dad's!

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  
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# JACK HILL

» top agent

By George Grotheer

## SEABURY-HILL REALTORS

After decades of being led exclusively by women, Connecticut's first female-owned real estate brokerage, Seabury-Hill Realtors, has new leadership – and that is a responsibility Jack Hill does not take lightly. While Mable Seabury started the company nearly a century ago – and Hill's mother ran it from the 1980s until this year – Hill is moving Seabury-Hill forward with new goals in mind... as one of the top real estate agents across all of Connecticut.



Photo by Ed Bermudez  
Rise Visual Media

Hill has always known his destiny lay in local real estate – he first tried for his license when he was just eighteen years old. With the early attempt came some growing pains; it took a while for him to secure the certification. He says there were other interests that cropped up in the interim – he has a degree in political science from UConn – but he never wavered from his goal. At twenty-two, he had his license and a hunger to enter a hot real estate market at the perfect time.

With youth, however, came concerns of inexperience.

In 2002, Hill was a young realtor, fresh out of college. No one would trust him with sales with such little work under his belt, he says, so at twenty-three he carved out a niche in rentals. Through relentless dedication and long hours at the office, Hill found that agents from other companies would give him rental clients. After a while, though, the other shoe dropped for the other agents: Hill developed relationships with renters, inspiring them to come back to him

when they were ready to buy. With his annual rentals climbing into the hundreds – a step into sales was next.

Fast forward to the present: Hill is the top selling New Haven agent, and Seabury-Hill is the #1 Office in New Haven for sales and rentals. Last year, Hill sold the most multi-family properties by volume in the state. He has taken young agents under his wing, offering them the advice he discovered for himself. Hill says it starts with one house, then two, and three, and so on – he emphasizes that newer agents need to prove themselves before they can get the listings. He focuses on slow, organic growth, without rushing to be the best agent in the region. Hill himself has built a loyal clientele through years of dedicated service and referrals.



Pictures by Paige Photography



Photo by Ed Bermudez  
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Photo by Ian Christmann

A favorite example of Hill's – a Yale medical student found a local apartment for \$600 a month. The same student came back to Hill to buy his first condominium - \$150,000. He graduated, met his wife, and bought a house - \$300,000. Five years later, \$800,000 for another house. Just recently, that couple bought yet another new house for \$2 million – with Hill intimately involved in each transaction. It is that level of commitment to the work and the relationships that keeps people coming back for more – and that has Hill leading the way among male realtors in his market.

While it's new for a man to be the Broker / Owner at Seabury- Hill, women are still heavily involved in Jack Hill's operation – his wife runs the rental side of the agency (still working in triple digits each year), his sister is an agent, and there are many top female agents at Seabury-Hill. And with two daughters of his own – the legacy of Hill family women in Connecticut real estate may not be over just yet.



Pictures by Paige Photography

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» vendor spotlight

By George Grotheer  
Photography by Rise Visual Media

# VegOut Forestry

From civil engineering to local contract work along the shoreline – we sat down with Jeff Hanson from VegOut CT, LLC to find out more about his unique career arc... and what makes his service so essential to creating the perfect outdoor environment for homes in Connecticut.

**Tell me a little bit about what led you to this point in your career.**

I retired from being a civil engineer and doing heavy construction. I did estimates on jobs – you know, when they come out and say ‘Well, a contractor said they’ll do the job for this price.’ I was the guy who would figure out that price.

**What made you decide to get out at that point?**

I basically had had enough. I retired from doing that and started working around the house. My backyard was a mess and I wanted to clean it out. It was very overgrown with heavy brush, mostly invasive

species. I tried numerous ways of clearing it out and renting equipment and nothing seemed to do the job effectively.

**How did that lead you to connect with contract work in Connecticut?**

I found this thing called forestry mulching. I wanted to find contractors in Connecticut that did it, and there were none that would do it on a residential scale. Everyone who did the work only worked on power lines and gas pipelines... right-of-way clearing. Nothing on a small scale. But there were guys down south doing small scale forestry mulching.



Photography by  
Nikia Randolph  
Rise Visual Media



Photography by  
Nikia Randolph  
Rise Visual Media



**And you wanted to bring that here?**

I did. 57 percent of the state of Connecticut is still forested. I found the golf courses and other potential customers – schools – and even on the residential market, there was significant market potential and very little competition, so here I am.

**What do you think makes what you're doing so much more efficient?**

Our two machines very quickly turn heavy brush and woody waste into mulch. We're geared more towards heavy-duty brush clearing and trees that are already down. I would describe it as halfway between landscaping and tree service. We don't charge \$5,000 to take a tree down. It's not really what we do.

**Right. A tree service probably wouldn't pick stuff up off the ground, would they?**

Exactly. They're not going to trim up small brush and stuff like that. We can eliminate that and clean up a very large space in a very short period of time.

**Can you give me an example?**

Sure. Like, a field that's been overgrown for five to ten years. We can clear sometimes as much as five acres of moderate brush in a day, with the right conditions.

**Describe the process of the average job.**

Well, when somebody moves into a house in somewhere like Madison or Woodbridge and they have

all this overgrowth in their backyard – they're losing a lot of valuable land. With the equipment we have, we can knock it out in a day, typically. The equipment is powerful enough and big enough to be able get through the trees, grind everything up, leave a nice mulch, and give the backyard a nice park-like feel.

**Talk to me a little bit about the value you bring to the table when a homeowner or realtor reaches out to you.**

I'll keep it simple: we turn what most people would consider to be an ugly backyard full of invasives, poison ivy, scrubby brush into a good-looking place. We get rid of tick habitats. Landscapers will not be faster than us with the raking and the hauling. Plus, all the organic material goes right back into the ground and makes better soil. And pricewise, it's a pretty economical way for a person to get their time back.

**What's the number-one thing you want real estate agents to know about the way your business works?**

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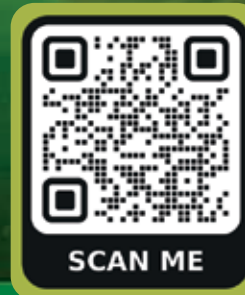


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# Stephen ▶ rising star *Wilhelm*

By George Grotheer  
Photography by Rise Visual Media

## *Coldwell Banker Realty, Branford*

Knights of Columbus member, St. John Bosco parishioner, community volunteer, master car technician, cyclist, boater... and International Diamond Society Award Winner.

Decades ago, with his first child on the way, he took his hobby of car repairs to the auto shop, where he spent the better part of thirty-six years rising to the top of his field as a senior master technician. But as we all know, sometimes life gets in the way. After a bicycle crash, Stephen acknowledged the toll physical labor was taking on his body and decided to change gears; after his hip replacement, he took real estate courses online and secured his license in the early part of the COVID pandemic.



It has been a fast rise for Stephen: He started at a small agency just a few years ago before joining the team at Coldwell Banker Realty Branford - a move he calls the best of his career. He says things took off once he became part of the larger organization; he was marketing himself, investing in leads, and selling homes - putting in the work

The list goes on (and on) for Stephen Wilhelm.

The road to real estate was not a linear path for Stephen - those particular aspirations didn't take shape until the pandemic began in 2020.

on floor time to hone an exceptional craft that has earned him recognition at an international level. In 2023, he received the International Diamond Society Award from Coldwell Banker, putting him in the top seven percent of all sales associates Internationally.



Photography by Ed Bermudez  
Rise Visual Media



Photography by  
Ed Bermudez  
Rise Visual Media



The keys, Stephen says, to success and growth in the real estate industry are having an open mind and adjusting to new developments. He says every sale is different, every realtor is different, and every client is different. Stephen focuses on marketing - asserting that results cannot be expected without the prioritization of promotion.

Stephen grew up near the water in Milford and has loved boating since childhood. Now, he still lives on the shoreline in Branford and has his boat docked nearby. Being on the water is his favorite way of unwinding from the demands of the real estate industry. Beyond his lifelong fascination with cars, he prides himself on his dedication to the Branford community. He is a member of the Knights of Columbus and the St. John Bosco parish; As Grand Knight, his Council earned Star Council Recognition. He volunteers with the Community Dining Room, take a Vet Fishing program, Columbus House, and local blood drives; and he spends time playing golf, boating and hiking. Spending time with his family is important to him and he takes pride in his loved ones - for over 38 yrs. his wife has had a great career in nursing and recently started her own Primary Care Practice, his first son joined the military during the 2nd Iraq War, his 2nd



completed several Iron Man competitions, his 3rd received his Ph.D. in Engineering and is building human size robots of the future, His 4th found great success as a commercial Fisherman, his Stepson has a writing career editing a major magazine, his Stepdaughter followed in her Mother's footsteps and earned her Nursing Degree. Back here in Connecticut - Stephen says he has found a home in local real estate... and the results could not be better.

Like his time in the automotive industry, Stephen says his goal is to attain and maintain success. He sets his aspirations as high as possible in real estate - as he did as a car technician - hoping to keep up his good work for as long as he can.

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# 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

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 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**



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