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TOP TEAM:

VICTORIA  
DICKINSON  
& ASSOCIATES

RISING STAR:

YONATHAN GALINDO

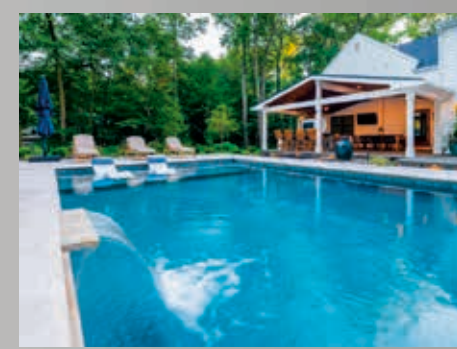
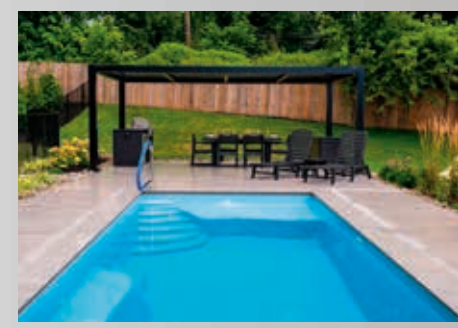
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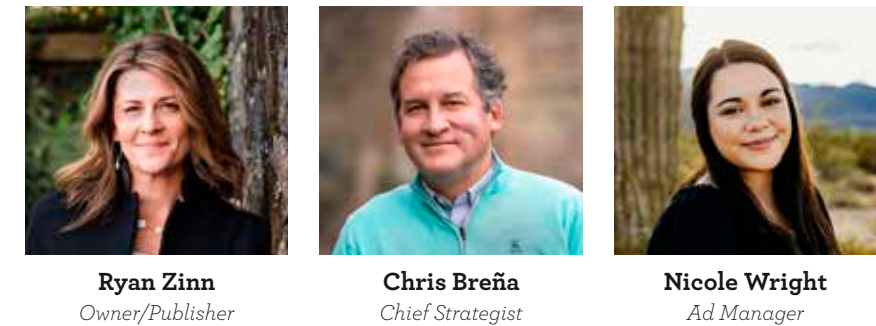
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# MEET THE BRANDYWINE VALLEY REAL PRODUCERS TEAM



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▶▶ publisher's note

By Ryan Zinn

# WHAT IS Real Producers?

## WELCOME TO BRANDYWINE VALLEY REAL PRODUCERS!

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

It is a privilege to introduce Real Producers to our region and to celebrate the exceptional contributions each of you makes to the Brandywine Valley real estate community. With more than 22 years of personal experience as a successful real estate agent, 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 in the picturesque Brandywine Valley, 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 500 agents in the Brandywine Valley every month. The selection of these 500 agents is based on compiled MLS data from 2023. In Chester County, Delaware County, and New Castle County combined, there are approximately 8,700 licensees. 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 Brandywine Valley 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 in the Brandywine Valley real estate market. 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, a monthly emailed newsletter, and our social media channels. 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 *Brandywine Valley 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 and to my partner and Chief Strategist Chris Breña, all of whom orchestrated this inaugural publication with me. This first issue is dedicated to each of you— you are truly amazing!

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



**RYAN ZINN**  
Owner/Publisher  
Brandywine Valley Real Producers  
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# Preferred

## Home Inspection Services

### ▶▶ partner spotlight

By Jamie Taylor  
Photography by Wheeler  
Home Concepts

**Hidden damage is the one headache no one wants on their homeowner Bingo card, and learning about a home's DNA before making a purchasing decision is always a wise approach to real estate. It's also an undertaking that is best navigated with the right professional by your side.**

Enter Preferred Home Inspections – experienced experts in residential inspections. With deep roots in the community, the company has enjoyed steady growth over the years, and owner Cortland Bradley attributes such staying power to two guiding principles – doing good work and treating people right.

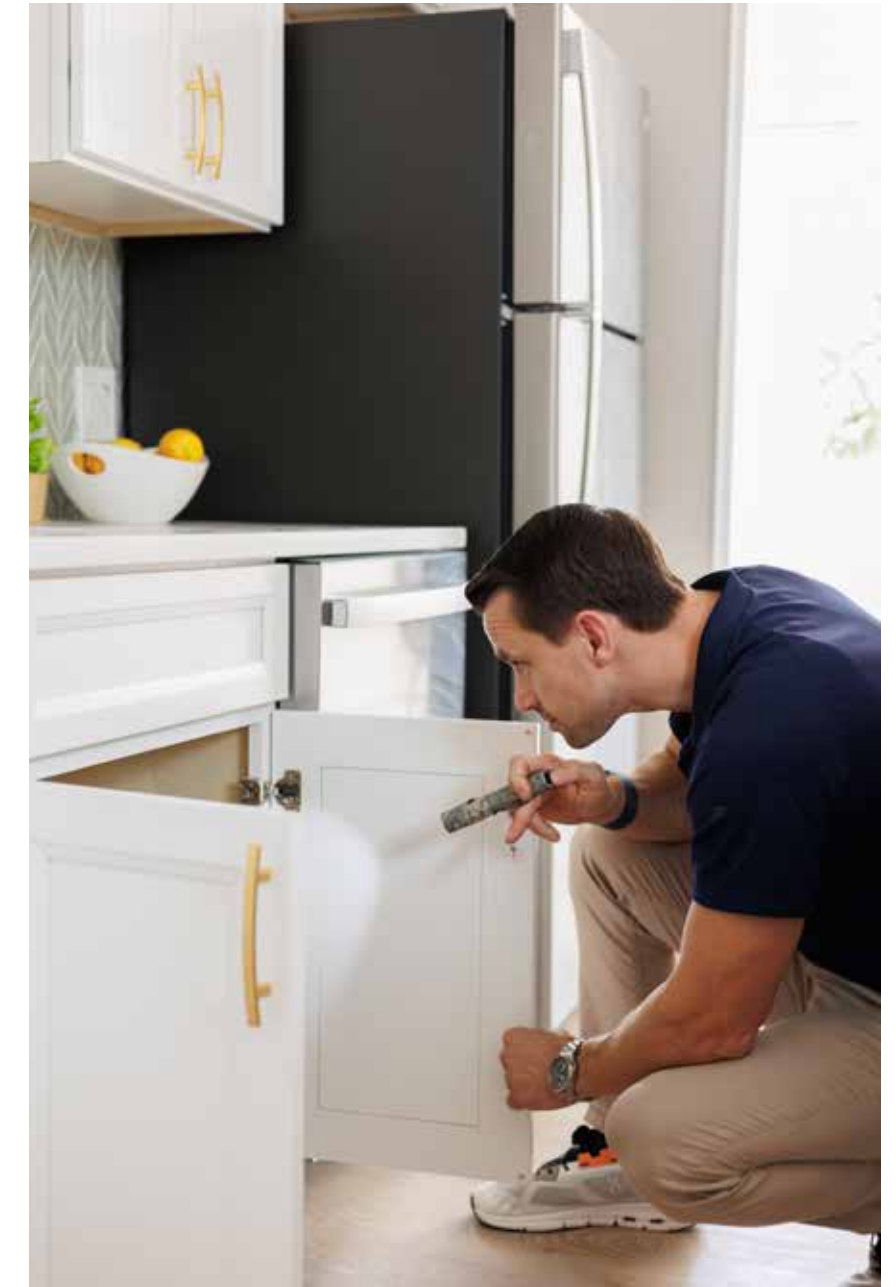
Cortland came to the world of home inspecting via a non-traditional path, and his eclectic work history serves as an asset in many areas of his profession. While pursuing a degree in psychology



and a minor in finance, Cortland worked as a bartender throughout college, and it was a job that helped him develop the people skills that he now leans on as a business owner. After graduating, Cortland went into the field of finance, which he quickly tired of within a two-year span. “With a childhood spent building things with my hands, and zero desire to work my life away in an office, it only made sense to [switch gears and] start a general contracting business,” he recalls, adding that his construction company is still thriving today.

Having accomplished what he set out to do in the contracting world, Cortland was content with his career trajectory, but when he found himself in a position to acquire an additional enterprise, it was an opportunity he couldn't pass up. “Preferred Home Inspections was actually started over 35 years ago by my predecessor, Clay Ridings. He is an old family friend and, after a chance conversation with his daughter in early 2019, I learned he was hoping to one day retire and was looking for someone to take over his operation. Recognizing an opportunity to jump into a field I have always had an interest in, I was quick to make sure I was in the conversation,” Cortland says, noting that within 6 months of that meeting, he began taking the first steps toward inheriting ownership from Clay.

In addition to finding his new gig interesting, Cortland says the home inspection field also seemed like a great match for his builder talents, though he quickly realized that the opportunity to learn from an industry veteran would provide far more value than his contractor background. “Admittedly, I started this process a bit more confident than I should have been, with the assumption that over a decade of contracting experience would give me a leg up...I was wrong. Building a house and inspecting one are entirely different acts. The background knowledge certainly helped,



but training with someone who had 30 years in the field was invaluable.”

By early 2021, Cortland was fully in charge of the operation and his first step as the new owner was to prioritize increasing the technology utilized in the business, which allowed for the streamlining of scheduling, reporting, and communicating with everyone involved in a home inspection. Such efforts have contributed to the convenience of service that Cortland can provide, and that, combined with experience and accessibility, make for a seamless process for his clients.

When he isn't busy with work, Cortland enjoys time spent with his family, which includes his wife, Alicia, and two beautiful daughters, Charlotte and Juliette. “[Charlotte] has been an angel since the day she was born, [and] she had us convinced we were the best parents in the world, so we had Juliette. Juliette was a reality check that maybe we were just lucky with the first child and still have some parenting lessons to learn. She is as strong-willed as they come, and we love every minute of it – in retrospect,” Cortland jokes.

Building a house and inspecting one are entirely different acts. The background knowledge certainly helped, but training with someone who had 30 years in the field was invaluable.

With his passion for professional performance and attention to detail, it's easy to see that Cortland has landed in a field that makes great use of his talents, and having the opportunity to help clients make home-buying decisions is not something he takes lightly.

To learn more about Preferred Home Inspections, check out their website at [preferredinspectionsDE.com](http://preferredinspectionsDE.com). Cortland can be reached at (302) 475-4437; [cortland@preferredinspectionsDE.com](mailto:cortland@preferredinspectionsDE.com).



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# VICTORIA

# DICKINSON & ASSOCIATES



## ▶▶ featured agent

By Jamie Taylor  
Photography by Kirstie Donohue Photography

**As a REALTOR® of three decades, Victoria Dickinson brings an experienced and disciplined approach to helping homeownership dreams come true. Her expertise and dedication have carried her far in her career, allowing her to form her own team, Victoria Dickinson & Associates, and propelling her toward top-producing agent status - accomplishments that are all the more impressive considering Victoria did not initially set out to conquer the world of real estate.**

Growing up, Victoria gained early insight into the intricacies of the housing market, as her father, a nuclear engineer and real estate enthusiast, owned an impressive portfolio of homes. “My memories are stopping by properties and checking on [them] at a young age,” she explains.

After graduating college, Victoria started her career in event planning with a small nonprofit organization, and though she thoroughly enjoyed the job and its creative challenges, she decided to expand her professional talents by becoming a licensed REALTOR® – something she initially intended to pursue part-time.

Photo courtesy of Dick Dubroff  
Victoria and her team at  
Patterson Schwartz Real Estate







Victoria maintained both jobs for about three years, until real estate “just took over,” and though she subsequently hung up her event planning hat for good, the skills she honed in that position, including multi-tasking and customer service, would not lose their relevance, as they were instrumental in helping her grow in her REALTOR® role.

Now firmly rooted in her field, Victoria is well past those early days of trying to make her professional mark, but she is quick to point out that having found success does not mean she stops learning from others, and she credits the varied personalities and perspectives she encounters through her clients as being one of her favorite aspects of her job. “I like the diversity of the people I work with. I always say I get my education through osmosis. ....” she shares, adding that she is honored to have the opportunity to offer her industry expertise to clients in return. “After many years, I do have a value that I can provide to these very smart people... and, ultimately, I leave with friends.”

Such client-to-comrade conversions are not surprising given Victoria’s focus on being intentional in her relationships, and she

**I always tell people [the big] transactions are the ones that people remember, but the little transactions mean the world to me – that someone would trust me with their first home and their [children’s first home].**

says building genuine connections with her buyers and sellers comes down to having a sincere respect for their goals. “I’ve always taken the position that you [operate] as if you’re selling the house to your child. Each transaction needs to be treated with that kind of care.”

In addition to relating to her clients, Victoria finds value in forging strong bonds with her colleagues, and she is proud to have attracted a team of like-minded REALTORS® who also put their buyers and sellers first. “There are just a lot of clients who need that level of service, and I was fortunate that a lot of people wanted to work with me who have the same core philosophy... and similar work ethic,” she shares.

When she isn’t busy at the office, Victoria enjoys a variety of pleasure pursuits. Up until recently, horseback riding was one of her favorite pastimes, though her newest obsession is squash – the sport, not the food – which she took up during the pandemic. Additionally, she is very passionate about animal rescue and contributes to Faithful Friends of Delaware and One Love for Dogs.



She has a special affinity for the Jack Russell Terrier, having been “Mom” to several herself, and she attributes her connection with the breed to a likeness of character. “I think [they] fit my personality – small and scrappy and hardworking...and definitely very determined,” she says.

With such tenacity in spades, it’s safe to say Victoria’s resolve to always be at the top of her game has paid off. Today, she finds herself in the position of selling houses to the children of former clients, and she treasures such

full-circle moments. “I always tell people [the big] transactions are the ones that people remember, but the little transactions mean the world to me – that someone would trust me with their first home and their [children’s first home].” An honor, indeed, and considering the level of care Victoria devotes to those who put their real estate vision in her hands, it’s no wonder her clients return, generation after generation.



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## DRIVE AND GRATITUDE

Those who are grateful for the gifts in their lives and who have the drive to help others achieve their dreams leave an indelible mark on the world.

One of those leaders is Yonathan Galindo, a REALTOR® with RE/MAX Point Realty.

“One of the things that drives me in this business is that I like to achieve something that is challenging. I don’t like easy things,” Yonathan explains. “I have a passion for what I do. I like to solve problems and create solutions.”

### Pursuing Opportunity

His dedication to helping and serving others has been an ever-present part of Yonathan’s life. After moving to Delaware from Miami in 1996, Yonathan graduated from high school in 1998. From there, he worked in the banking industry for a number of years. At the same time, he also became very involved in entertainment events in the tri-state area for over a decade.

“After doing that in my 20s, I worked quite a bit with the hospitality business in my 30s doing their marketing and then owned my own restaurant near the University of Delaware for a few years,” he remembers.

### Journey of Discovery

In 2017, he left the U.S. and went on a journey of discovery across South America. For two years,

# YONATHAN GALINDO



he scaled down his life, carrying pretty much everything he had in a backpack, as he explored more than 280 small towns in all nine nations in South America.

“That experience was powerful for me, getting to see life from a new perspective when you have nothing. Poverty is severe in areas of South America. I saw people working 12 hours a day with no shoes, just to get enough food to eat. We have everything here in the U.S. We live in paradise here,” Yonathan emphasizes.

“It’s up to you. You just have to work hard for it. If you have the drive to succeed, you can accomplish anything. I was only able to see this when I had this experience. After that, I have stopped complaining and I appreciate everything that life gives me.”

### His Real Estate Adventure Begins

When Yonathan returned to the U.S. in 2019, he decided to purchase an investment property. To support him in his flip of the property, he earned his real estate license. His love for the business quickly grew day by day, as he kept learning.

“ I DON’T LIKE TO HEAR THAT SOMETHING ISN’T POSSIBLE. WHEN I’M TOLD THAT, I SEE DIFFERENT WAYS TO MAKE IT HAPPEN.”



His success has been fueled by his highly engaged approach to working with his clients. One segment he takes particular pride in serving is the Hispanic community.

“Because these are very detailed transactions, I like being there for my clients each step along the way,” Yonathan says.

“A lot of people call me. Some of them don’t understand credit. So I help them get started with that. The gap of wealth among some Hispanic members of the population is challenging. There are a lot of people in Delaware who live and work here but they face ongoing challenges when buying a house. I like to explain everything about the process to them. I talk with them and guide them. I like to help as many people as I can.”

#### A Wonderful Life

His success has been remarkable from the start. In fact, in 2021, he recorded 42 transactions, followed by 36 in 2022 and nearly 40 in 2023.

Away from work, Yonathan has a wide range of active interests. One of his favorites through time has been online chess, along with table tennis and movies.

When it comes to giving back, Yonathan worked with a group of friends to establish a nonprofit organization to empower the community. In 2024, the group plans on working with high schools and other local colleges.

“Education, Empowerment and Community are our three pillars,” he says.



Yonathan serves as Vice President of the Alianza Delaware organization, where he likes uniting people from different cultures. As he says, “I believe the future is about uniting the community with the goal of helping the whole area grow together by working to empower each other.”

Those who have a chance to get to know Yonathan appreciate his polite and dedicated approach. Those who work with him know without a doubt that they can count on him.

“I keep my promises, like they’re written in stone. I also try to make transactions work collaboratively for the best interests of my clients,” Yonathan explains. “The way I look at it, my work is about helping people with their lives, investments and their home. I also don’t like to hear that something isn’t possible. When I’m told that, I see different ways to make it happen.”

Congratulations to Yonathan Galindo for sharing his experience and expertise with the community. With a rare blend of drive and gratitude he makes an undeniable difference each day.

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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.  
**Email:** [ryan.zinn@realproducersmag.com](mailto:ryan.zinn@realproducersmag.com) or [chris.brena@realproducersmag.com](mailto:chris.brena@realproducersmag.com)  
**Website:** [BrandywineValleyRealProducers.com](https://www.BrandywineValleyRealProducers.com)

BRANDYWINE VALLEY  
RP

# 2023

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**\$** 5,312,441,701  
SALES VOLUME

9,723  
TOTAL TRANSACTIONS

82%  
MARKET SHARE

\$10 MILLION  
AVERAGE SALES VOLUME PER AGENT

18  
AVERAGE TRANSACTIONS PER AGENT



**20** YEARS OF THE N2 COMPANY



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## Simplifying Your Client's Home Financing Journey Every Step of the Way.

### Del-One FTHB Program

- Del-One's Self-Titled first-time home buyer loan has a variety of features that will allow prospective buyers to reach their goals of homeownership.
- 95% Loan to Value, meaning you would need 5% of the total purchase price available for your down payment.
- Seller assistance up to 6% and gifts are allowable.
- The biggest bonus of this program is NO mortgage insurance! This is an insurance premium that most lenders require when putting down less than 20% of the value of your new home for a down payment. It can be a very costly expense in addition to principal, interest, homeowner insurance, and property taxes.



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