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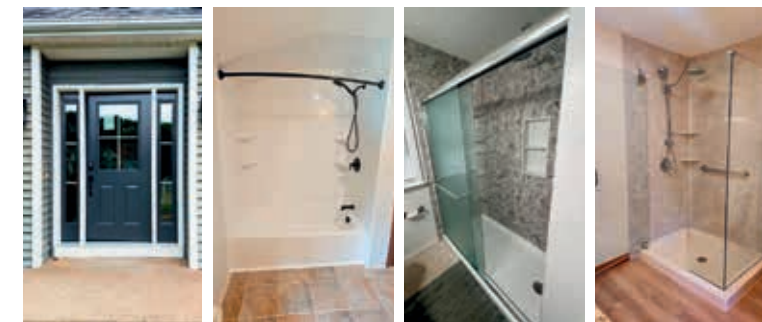


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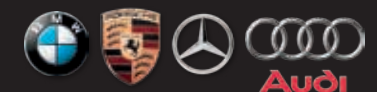
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SIS is proud to introduce **Ian Glanovsky**, our **Septic Services Manager**! Ian brings a passion for educating homeowners to every inspection.

Ian operates in CT, MA, & NY. He previously worked in Western Connecticut and parts of New York, specializing in septic inspections. He brings a unique blend of expertise to his role. He holds a Phase I Subsurface Sewage Disposal Certification from the CT DPH and various InterNACHI licenses related to septic systems.

“Taking the time to understand the prospective buyer allows me to tailor my conversations to their specific needs. Some clients have had septic systems all their lives, while others may not even know what a septic tank is. This interaction enhances the inspection process, making it smoother and ensuring clients feel more engaged in comprehending the information.”



MEET THE NEW HAVEN & MIDDLESEX REAL PRODUCERS TEAM



Sam Kantrow
Owner/Publisher



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Chris Devlin
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George Grotheer
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Jack Ardrey
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at sam.kantrow@realproducersmag.com.

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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:



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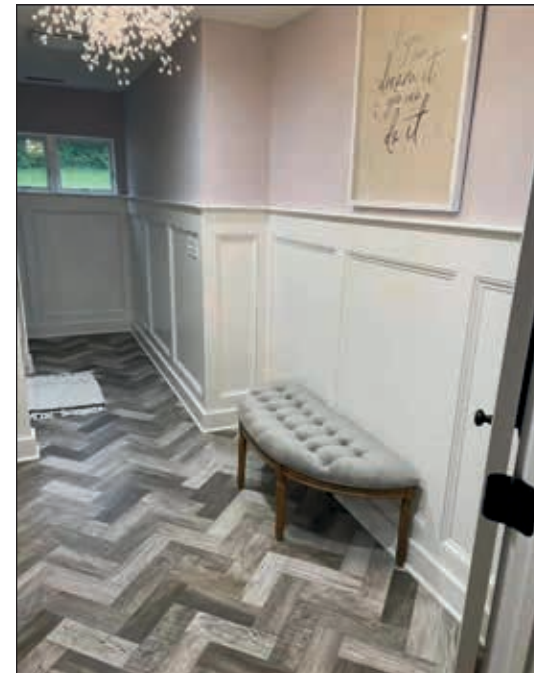
This magazine will be delivered to the mailboxes of the top 300 agents in New Haven and Middlesex Counties every month. The selection of these 300 agents is based on compiled MLS data over the last year. If you are receiving a hard copy of the publication, it is because you belong to the distinguished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



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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 orchestrate the publication each and every month.

I appreciate you all and I look forward to seeing you at our next event this winter! Enjoy everything Fall in New England has to offer!

Sam Kantrow
 Owner/Publisher
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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



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Check out our Launch Party Video

Thank you, from the bottom of my heart for attending our Real Producers Launch Party. Your stories are spectacular, your work has been remarkable, and your drive to be there for your clients is unmatched. That is what makes you in the top 300. Many of you are the top of your company, many train others, teach, and grow the next generation of agents.

I do want to give a special shoutout to our sponsors from the Launch Party. Thank you to Dominic Demilo of Total Mortgage for being our platinum sponsor for this event. Dom is a great guy and is one of the most dedicated people I've seen to his job. Another big thank you goes out to our gold sponsor Revolution Mortgage out of Milford, run by Evan Potter and his team. I want to say thank you to The Miranda Team: Pillar To Post Home Inspectors team for being a silver sponsor. And I would also like to thank Dave Sherwood of Sherwood Inspection Services for being our silver sponsor and a great partner in our publication.

Today is the launch of a new era in our real estate in our state. It's time to end competition and create long lasting relationships through our community. Thank you all for being a part of this, and for raising a glass to the top agents who are involved in both the best, and sometimes the toughest decisions of the lives of your clients. Oh and stay tuned for our next event coming soon!







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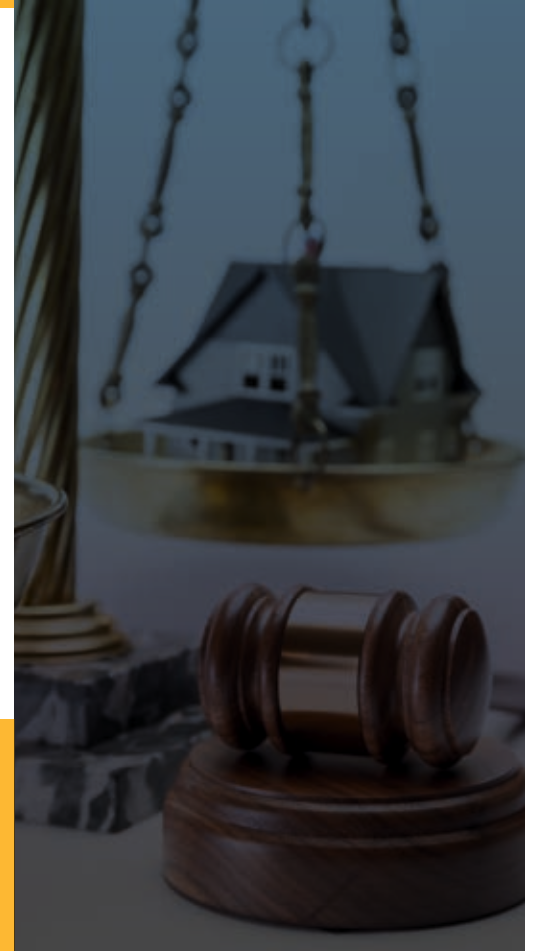


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▶ vendor spotlight
By George Grotheer

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PHOTOGRAPHY

Anyone can read lines off a script. Anyone can pick up an instrument and pluck out a few notes. Anyone can pick up a camera and take a picture. For most, it is as easy as opening an app on a smartphone and tapping the screen. One tap, you're done. Simple. Anyone can pick up a camera and take a picture... but few can compete with the skill, craft, attention to detail, and effort put in by Chris of Devlin Photography in Old Lyme. With his expansive portfolio, broad range of photoshoot experience, and willingness to go above and beyond for his clients, Chris puts himself in a class of his own in Connecticut-based photography – oh, and he plays music, too.

After earning a degree in marketing and a working behind (and in front of) the camera in Los Angeles, Chris returned to the northeast and began to pursue photography as more than just a hobby. During his time in Los Angeles, he developed a fascination with the way lighting enhanced a shot – he describes it as essential to maximizing the quality of photo or video content. With that in mind, Chris will make the effort to secure the perfect shot of a home or other property listing – even if it means coming back the next day to get more natural light inside or the perfect “puffy cloud” backdrop for an exterior shot.

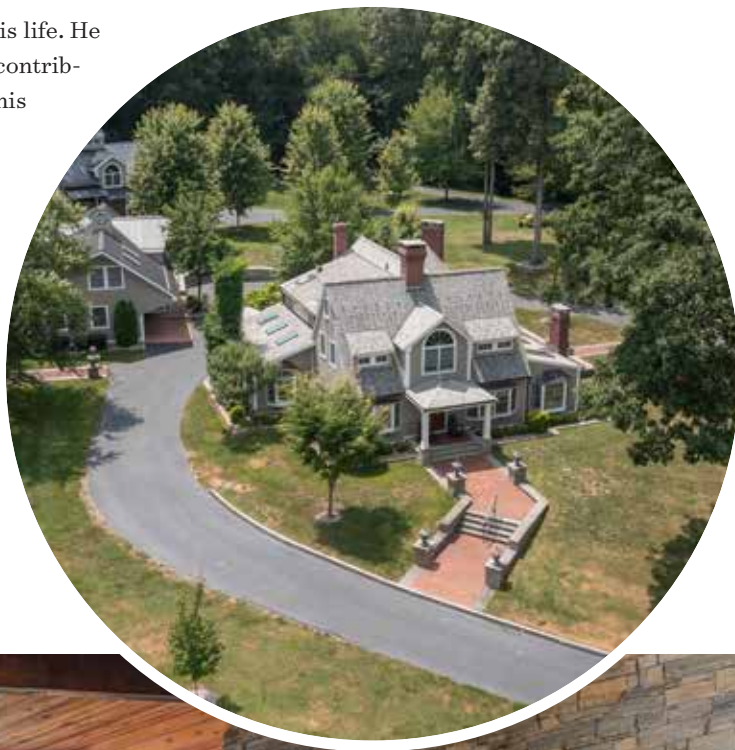
While most of Devlin’s experience has been in wedding and family portrait photography – working dozens of weddings every season for the last few decades, he has also photographed a Cookbook that was published nationally called “What’s Cooking In New England”. Chris has worked across the region – from New York to Springfield to Newport, and everywhere in between.

Wedding photography is very active work, and real estate affords him the chance to take his time in putting together an ideal collection of photos and videos. He is actively building up his clientele of Connecticut-based real estate agents who know that a partnership with Devlin Photography is a rewarding opportunity – and money well spent.



Chris Devlin loves photography – it is how he has built his life. He calls photography something that gives him a chance to contribute a positive effect in the lives of others. At weddings, this could be putting in the extra effort to get shots of a bride dancing with her new father-in-law, or the smearing of cake across a groom’s face. In real estate, this is taking agents’ advice to optimize the shoot, using technology like drones to enhance a photo collection, and working with artificial intelligence to render floor plans and walkthroughs for his clients.

As many musicians and music instructors will tell aspiring performers: practice makes perfect. Sure, anyone can try their hand at music – or at photography... but not everyone will have the relentless pursuit of the perfect shot in every scenario that elevates Devlin Photography above other photographers in the area.



Photography is something that gives me a chance to contribute a positive effect in the lives of others.



FROM BUYING Frenzy TO BUYER Beware



The real estate market has drastically evolved over the last five years, due in no small part to the COVID-19 pandemic. The market has shifted, as have bidder interest and contract submissions. Perhaps most significantly – the relationship between clients, realtors, and home inspections has shifted in recent years.

Like all other areas of our lives, the pandemic began affecting

the real estate market in the spring of 2020. In many cases, sellers did not want strangers in their homes – and some buyers did not want to go into strangers' homes. Realtors, inspectors, and appraisers alike began limiting their in-person interactions to reduce the risk of contracting the virus. Due to various shut-downs, people were working from home, home-schooling their kids, and often sought to leave urban

environments for the spread-out nature of a suburban or rural home. This led to a “buying frenzy” across Connecticut and across the country – and to a surge in employment among realtors, mortgage companies, attorneys, appraisers, and inspection companies. The market was booming!

Of course, supply-and-demand is a finicky line to walk, especially with a global pandemic throwing a wrench into everyday plans. When

millennials and members of “Gen Z” began to buy homes, the demand remained high while supply dwindled. Housing prices climbed, bidding wars commenced, and the market changed again. The quick turnaround did not lend itself to quick adjustments... and that was especially true for inspections.

Rapidly changing conditions led buyers, sellers, and renters to

make faster decisions – not always the wisest choice. Sometimes, the buyer would be pushed into doing an inspection for information purposes only... other times, they would waive the inspection entirely. Some, naturally, lucked out with minor issues – or none. Others found structural problems, water damage, mold, and more – often causing thousands of

dollars in damage. While that trend has subsided some, it led many to develop a mistrust of all parties involved – from inspectors to realtors to sellers.

Despite a return to normalcy in many of our daily routines, the effects of the pandemic are still being felt, and may continue to impact this industry for years to come. Still, many realtors are seeing a strong rebound in recent months – indicating there may be a light at the end of the tunnel.



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DEBBIE HUSCHER

top agent
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WILLIAM RAVEIS, MIDDLETOWN

It is a satisfying feeling to believe you have had the perfect job at the perfect time. Baskin Robbins, Rothschild Wines, the Durham Fair... the top realty team in Middlesex County... yes, you could say Debbie Huscher leads an impressive life.

In her work in real estate, Huscher often reflects on an attitude she held in college as she studied marketing – that her calling was in psychology. As she approaches each client and each sale, she reminds herself to try to keep people calm through a stressful time and that the aim should be to do what is right for each person involved.

With twenty-one years of real estate experience under her belt, Huscher is no stranger to the industry. While she grew up in California, she soon found herself moving across the country to pursue a career in wine and spirits in the greater Hartford area. As she juggled that work and becoming a new mom, she quickly found a home in the real estate community, building her career in family real estate in the nutmeg state. She had two sons, volunteered in school classrooms, became involved with the Durham Fair, and made her way in Connecticut in a life on the east coast. She calls herself a “rugby mom” with her two boys having played Division I rugby and her husband coaching with the team at Yale.



Debbie with sons Bobby and Jack



Debbie and Husband Bob on a cruise

6677
I have never had the desire to build a larger team because I want to be hands-on with clients from the first meeting to the final handshake.



Debbie with Husband Bob & sons Bobby and Jack Huscher

The Durham Fair – an autumn staple in Connecticut frequented by thousands every year and the largest agricultural fair in the state – has become more than a pet project for Huscher. She was approached about an opening as the coordinator of marketing for the fair. She picked up that mantle more than a decade ago and now manages the fair’s social media and exhibits, organizing the fair’s advertising, marketing, sponsorships, information booths, and more over a dozen years of fair work. Huscher says she loves the volunteer-led effort, the regular meetings with a tight-knit community of organizers, and the reward of putting on a great fair every year. The smiles on kids’ faces, she says, make it all worth it.



Team Huscher:
Jaron Chaplin, Tanya Bottaro, Claudia O’Connell, Ellen Paklos

Photo by Rise
Visual Media



In her work as one of Connecticut's top realtors, Huscher likes to keep her operation small – even after two decades of work in the state. She says she has never had the desire to build a larger team because she wants to be hands-on with clients from the first meeting to the final handshake. She has built a core group on her team to work together – allowing each realtor to have a hand on the wheel in the process.

Much like the Durham Fair – real estate takes a team to make everyone look good... and if Debbie Huscher can keep up her good work with both fair marketing and selling homes, she's going to be looking just fine for years to come.

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Leslie Terres

▶ agent to watch

By George Grotheer
Photography by Rise Visual Media

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It takes grit, passion, and determination to be a rising star in Connecticut real estate. For Leslie Terres, hustling has always been the name of the game. From the time she secured her license at just nineteen years old, she has had one goal in mind: to be the best.

Terres entered the industry as many young people do – prepared to put in the legwork to build a solid foundation for

a successful long-term career. She found work on a team with realtors in the Madison area to help increase her confidence. With a drive for success guiding her rapid ascent, Terres made her first personal sale within two years of starting out, and has completed over 100 transactions since.

Of course, when things are going well – life finds a way to throw a curveball.

Terres joined a small brokerage in her hometown of Milford during the height of the COVID-19 pandemic. The housing market was unlike anything many working realtors had ever seen, and for a young agent still finding her way to success – a global shutdown was just the challenge she needed to spark an even quicker climb.

When that curveball hangs, a good hitter can knock it out of the park.

“Yeah, I loved it,” she says.

Terres says she took advantage of the tools at her disposal during the pandemic – selling condominiums over FaceTime. She says many people she knew had friends or family who were looking to buy or sell, and she built her network that way – despite a rocky market situation. She focused on those close to her – and at just twenty-one years old, she had a secure enough financial situation to better set herself up for the future. At that point, she was hooked... real estate was all she ever wanted to do from then on.

Fast forward to 2024: Terres has partnered with another realtor in her age group, Michael Tarantino, and plans to maximize that partnership for mutual gain. She watches trends in lead generation and marketing and spends much



Leslie with coworker
Mike Tarantino



Photo by Rise
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Leslie, her
mom, and sister

of her time studying real estate. Terres says she is fine-tuning her craft to build connections and scale up her clientele and workload as soon as she can. She works for a small, family-run office and, on top of her impressive sales acumen, has rented dozens of spaces in the last year. Terres says she wants to bring in rental-focused agents to her operation so she can continue to focus on building her sales resume.

While the hustle continues in the office – Terres keeps her nose to the grindstone in other areas of her life. She is close to finishing her bachelor's degree in marketing, as a personal goal, putting significant effort into her continuing education. She goes to the gym and runs on the boardwalk near her home every day, loves taking her dog for walks, and spends plenty of time with her family and social circle. On top of that – if a skyrocketing career in selling and renting properties wasn't enough for her – she loves home design as well. She works hard and fills her time – with her eyes on as much success as she can attain with her future always top of mind.

Now, about that goal of being the best, as soon as she possibly can... if she keeps this up, she's on her way.



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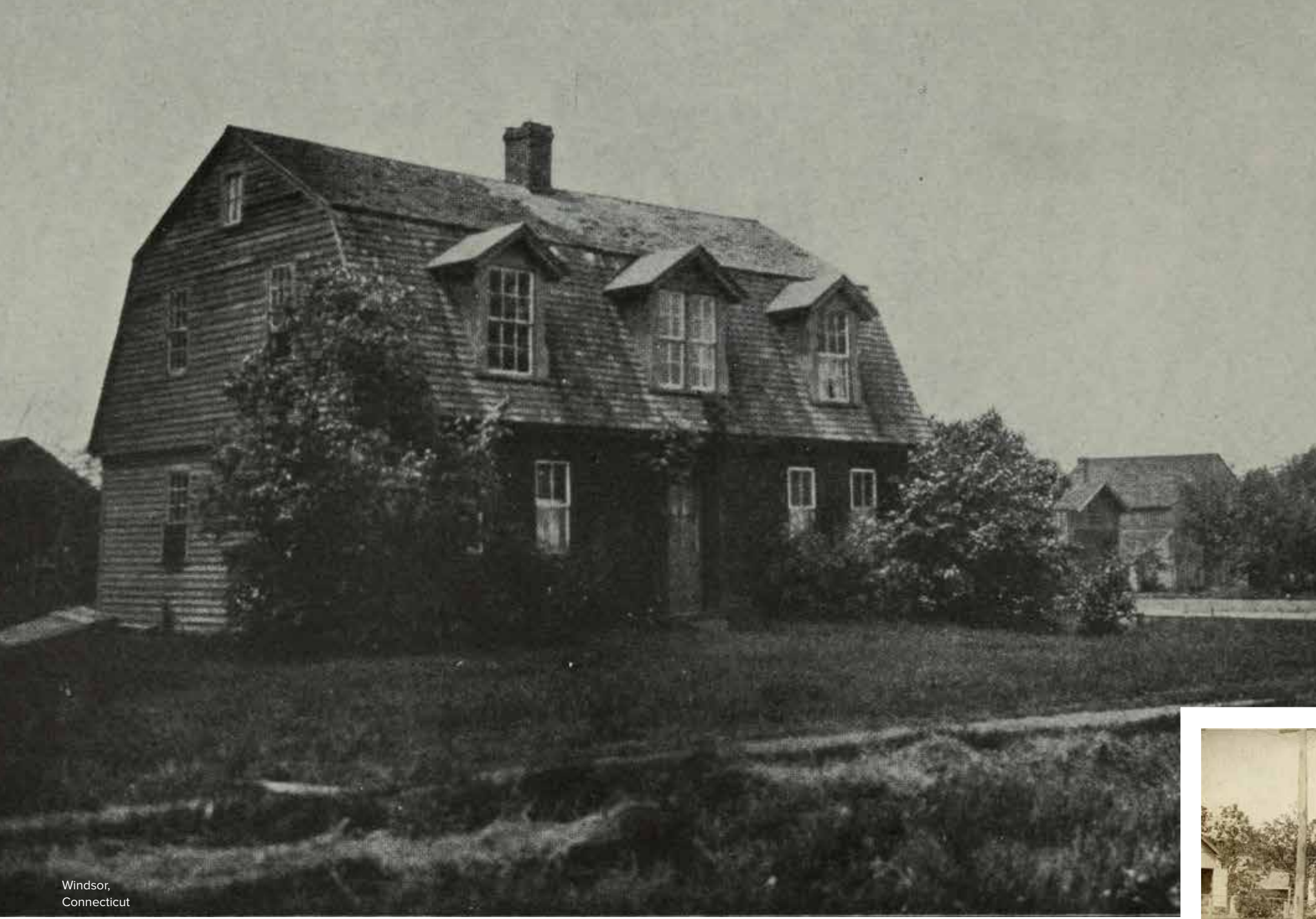
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Real estate 100 years ago was almost unrecognizable compared to the slick, tech-driven world we see today. At the time, the process of buying and selling homes was built on the foundation of local relationships and good old-fashioned legwork.

A World Without Listings (or Google)
Today, with the tap of a button, you can view dozens of homes with virtual tours, detailed listings, and high-resolution photos. Back then? The “listing” was a simple ad in the local newspaper, usually just a couple of lines describing a property for sale. If you were lucky, there might be a tiny black-and-white photograph to accompany the text, but more often, you’d have to use your imagination. Buyers would scour the classified section of the newspaper or word-of-mouth to find properties. Interested? Time to hop in a carriage or one of those new-fangled Model Ts and go check it out in person. Driving through neighborhoods wasn’t just something done for fun—it was essential if you wanted to see what was for sale.

Real Estate Agents: The Original Networkers
In the 1920s, real estate agents were the ultimate networkers. With no MLS (Multiple Listing Service) to consolidate all available homes in one place, these agents relied heavily on personal connections. They often knew every property for sale in their town—sometimes because they had personally visited each one. A good reputation meant everything, as trust and word-of-mouth recommendations were the best ways to get business. There was a lot less regulation, too. The concept of licensing agents wasn’t yet standardized, and there were far fewer legal hurdles. That’s right, no online courses, no brokerage tests—many real estate professionals were simply people who had a knack for business, a handshake, and a trustworthy smile.

Showings with a Twist
The home showing process in the 1920s was quite different. Without cell phones or email, setting up a property tour could take days. Buyers and sellers met in person, and if you didn’t show up, well, you just missed out. No follow-up email to remind you! There was also much more emphasis on the personal relationship between the buyer and seller. Negotiations could happen right on the spot, over a cup of tea in the parlor. Haggling over the price wasn’t done through an endless back-and-forth of emails, but through direct conversation, sealed with a handshake.

Closing the Deal—On Paper
When it came to closing the deal, things were more intimate—and more manual. Legal agreements were drawn up by hand, sometimes right there at the kitchen table of the house being sold. With fewer regulations and less formalized paperwork, closings could happen faster, but they also left more room for error. Deals were often secured with nothing more than a simple contract and trust between the parties. And instead of a wire transfer, you’d likely be handing over a physical check or a wad of cash!

Real estate 100 years ago may have lacked the technology, speed, and convenience of today, but it had its own kind of charm. Buyers and sellers relied on personal relationships, trust, and intuition to make things happen. While today’s transactions are often conducted through screens and signatures, back then, it was all about showing up—whether in your best hat or your brand-new automobile!



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A GLIMPSE INTO REAL ESTATE 100 YEARS AGO

By RP Staff

Imagine this: it’s the 1920s, and you’re in the market for a new house. You grab your hat and coat, not your smartphone, and make your way downtown—likely by horse-drawn carriage or early automobile. Forget the internet, glossy brochures, or even telephones as we know them. Instead, real estate was a true in-person affair, driven by face-to-face connections, handwritten agreements, and a whole lot of trust.

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