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SABRI THOMPSON,
FORAKER REALTY CO.

PUBLISHER'S NOTE:

SEASONAL MUSINGS



ROB HOESTEREY
COREY HARRIS

BUILDING ON BELIEF

Photography by Josh Wheeler

OCTOBER 2024



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▶ publisher's note

By Ryan Zinn

Whether taking in festive activities, reflecting on shared history or simply enjoying a quiet moment by the fire, October offers a unique blend of joy and contemplation.

As I sat down to write this month's publisher's note, I couldn't help but smile. October brings a host of seasonal pleasures: cooler temperatures, crisp air, crunchy leaves, hayrides, apple picking and pumpkin patches. These are the hallmarks of the season that we all know and enjoy.

Amid these autumnal traditions, though, I'm taking a deliberate moment this month to acknowledge Indigenous Peoples' Day, celebrated on the second Monday in October. First nationally commemorated in 2021, this day reminds us of our nation's complex history and offers a chance to honor the cultures, histories and contributions of Native Americans. This holiday is a time for reflection on the resilience and strength of Indigenous communities, who have faced generations of adversity with courage and spirit.

We at *Brandywine Valley Real Producers* are grateful for the support of our partners, contributors and readers. Your engagement and feedback drive us to deliver meaningful content each month. Each issue we produce is a testament to the collective efforts of our dedicated team and the invaluable input we receive from you. We are honored to share this journey with you and look forward to continuing to bring you stories that connect and resonate with our community.







I hope you find joy in the festive spirit of October. Take a moment to enjoy a warm mug of coffee or a cozy evening by the fire. The holidays are just around the corner, and there is much to look forward to.

Keep up the good work, my friends!



RYAN ZINN
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▶ partner spotlight

By Ryan Zinn
Photography by Kirstie Donohue

Ingrid Archangelo

PATHWAY HOME TRANSACTIONS

Leading Real Estate Transactions with Precision and Passion

Ingrid Archangelo's journey into real estate has been marked by dedication, a deep commitment to excellence, and an entrepreneurial spirit that led her to launch her own business, Pathway Home Transactions, just seven months ago. After working as a transaction coordinator for eight years, Ingrid's leap into business ownership has already made a significant impact on the agents and clients she supports. Her keen attention to detail and passion for delivering exceptional service has positioned Pathway Home Transactions as a trusted partner in real estate.

A Commitment to Excellence

What sets Ingrid apart isn't just her ability to handle the complex details of real estate transactions but her passion for ensuring that every buyer and seller receives top-notch service. "All buyers and sellers should get the best service possible when making the biggest decision of their life," Ingrid shares. Pathway Home Transactions was born out of this philosophy, allowing Ingrid to focus on providing agents with the peace of mind that every transaction is managed with care and precision. Ingrid takes pride in offering a "white glove service" experience, ensuring agents and clients alike feel confident throughout the process.



From Trust Industry to Real Estate Transactions

Before diving into the real estate world, Ingrid worked in the personal trust industry at several major banks. This background in trust management instilled in her the meticulous organizational skills that are now the backbone of her business. With every transaction, Ingrid channels these skills into helping real estate agents navigate the complexities of their work, ensuring every detail is accounted for.

Problem-Solving with Precision

Ingrid's approach to transaction coordination is centered around problem-solving and organization. "I thrive on solving problems and overcoming challenges," she explains. "Whether navigating a tricky situation with a contract or finding a solution to an unexpected issue, I enjoy being the person who can make things happen." Staying up-to-date on industry trends and regulations is critical to her role, allowing Ingrid to continuously offer the highest level of service.

Balancing Business, Triathlon Training, and Community Service

Ingrid's drive for excellence extends beyond her professional life into her personal passion: triathlons. An accomplished triathlete, she competed in the Ironman Lake

Placid in 2022 alongside her husband Joe, a memory she describes as "the most incredible experience ever." Training and competing in triathlons not only keeps her grounded but also fuels her drive to excel in all aspects of her life, both personally and professionally.

But Ingrid's dedication to community involvement goes even further. At William Penn High School, she plays a pivotal role in supporting

the wrestling program, a cause close to her heart. Alongside her husband, who serves as the head coach, Ingrid is a passionate advocate for the team. "For me, the joy of helping out extends far beyond the mat," Ingrid explains. Whether she's assisting with tournaments, managing concession stands, or organizing events, her involvement is driven by a genuine love for the sport and for supporting young athletes. "It's about fostering a positive environment where our athletes can



All buyers and sellers should get the best service possible when making the biggest decision of their life.



thrive, both on and off the mat. Together, we are building something special, one match at a time."

Client Success as the Ultimate Reward

For Ingrid, the most fulfilling part of her work is hearing clients express how indispensable her services are. She values the trust her clients place in her and measures success by the satisfaction of the agents and clients she serves. "I love seeing agents happy when everything goes well, and their clients are so happy about the transaction," Ingrid says.

Her advice for up-and-coming top producers is straightforward yet powerful: "Providing good client service is crucial for your business to grow! Clients will talk to their friends and family about the experience you provided, and that will either make or break you. Love your clients from start to finish, and the rewards will be forever."

Passion for Giving Back

Ingrid's dedication to helping others extends beyond her professional life. She is a passionate supporter of the Kind to Kids Foundation, an organization dedicated to helping children in foster care and victims of child abuse and neglect. The foundation's work, which offers educational and emotional support to children in need, resonates deeply with Ingrid and reflects her commitment to making a positive difference in the lives of others.

Looking Ahead with Purpose

As she continues to grow her business, Ingrid remains focused on maintaining a healthy balance between her professional commitments, community involvement and personal life.

Whether cherishing the time spent with her husband Joe, supporting young athletes at William Penn High School, or pursuing her passion for triathlons, she remains dedicated to excellence in all areas of her life. Her commitment to organization, problem-solving, and providing white-glove service ensures that Pathway Home will continue to thrive in the real estate community.

Ingrid Archangelo's story is one of perseverance, passion, and an unwavering commitment to excellence—both as the founder of Pathway Home Transactions and as a devoted community advocate and triathlete.

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SABRI THOMPSON

Foraker Realty Co.

BUILDING A LEGACY

In just over five years, Sabri Thompson has emerged as one of the Brandywine Valley's rising stars in the real estate world. His journey to success is more than a story of transactions and closing deals—it's a testament to his dedication to helping others and finding purpose after a remarkable athletic career. Sabri's path to real estate may not have been conventional, but his commitment to community, personal growth, and mentorship sets him apart.

FROM COURTS TO CLOSINGS

Before Sabri became a REALTOR®, his life revolved around athletics, culminating in a short basketball career. After transitioning from a career centered around sports, he found himself working as a program analyst for the federal government. But Sabri knew there was something more out there for him—something that aligned with his desire to help people in a meaningful way. Real estate became that “something.”

“I've always had a strong passion to help others,” Sabri says. “When I found real estate, I knew this was a way to give back to my community and be an advocate for homeownership.” His background in sports instilled values of discipline, hard work, and leadership, which now translate into his real estate business.

Sabri is not just selling homes; he's helping people achieve dreams they once thought were out of reach, particularly first-generation and first-time homeowners.

LEADING WITH PASSION AND PURPOSE

One of Sabri's biggest accomplishments has been building a small team under the Foraker Realty Co. banner. “I'm passionate about helping my teammates succeed and build their real estate businesses,” Sabri explains.

Leadership is about much more than growing his own business—it's about helping others find their purpose and achieve their goals. “Being in this role forces me to grow because it's not just about me but others,” he shares.

Understanding that real estate is about constantly evolving, he embraces the discomfort that comes



with growth. “Every day is different in real estate,” he says, “and you have to be willing to become a better person daily to succeed.”

CHALLENGES AND REWARDS

Like many up-and-coming agents in the Brandywine Valley, Sabri has faced

his share of challenges. One of the biggest hurdles has been fine-tuning his lead generation strategies. “There are so many ways to generate leads, and I've pretty much tried them all,” he admits. Now, Sabri is focused on creating a more systematic approach to drive consistency and growth.

Despite the challenges, Sabri finds immense reward in helping first-time homeowners. “Helping someone become a homeowner when they didn't even think it was possible is incredibly fulfilling,” he says. For Sabri, these moments are the most gratifying aspects of his career,



“
**EVERY DAY IS DIFFERENT IN REAL
 ESTATE, AND YOU HAVE TO BE
 WILLING TO BECOME A BETTER
 PERSON DAILY TO SUCCEED.**”

reminding him of why he chose this path in the first place.

SUCCESS AND THE BIGGER PICTURE

When asked how he defines success, Sabri's answer is humble and introspective. "Success is subjective," he reflects. "It's not just about reaching big goals but about who you become along the way." For Sabri, showing up every day, pushing past obstacles, and not giving up is the true essence of success.

Outside of real estate, Sabri stays grounded through fitness. Whether he's running with his local "OwnPace Run Club," or creating fitness content, Sabri finds peace and balance in physical activity. It's also another way he gives back—sponsoring and leading local initiatives, including

Shine a Light on Stroke and The Connect DE, a networking group for millennials.

LOOKING FORWARD

Sabri's journey is just beginning, but his dedication to his clients, team, and community already speaks volumes. As he continues to grow, he remains focused on making a lasting impact in the real estate world and beyond. "I'm thankful for the opportunity to be featured in [Brandywine Valley Real Producers]," Sabri says. "I look forward to networking more and continuing to support this amazing real estate community."

With his unwavering passion for helping others and his commitment to personal and professional growth, Sabri Thompson is certainly a rising star to watch.



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ROB HOESTEREY & COREY HARRIS

» cover story

By Dave Danielson
Photography by Josh Wheeler

BUILDING ON BELIEF

The greatest achievements in business and life begin with the vision—and the confidence that you can get there.

Two men who demonstrate that powerful trait are Rob Hoesterey and Corey Harris.

As leaders of Crown Homes Real Estate, the fastest-growing independently owned real estate brokerage in Delaware, they are prime examples of what can happen when you believe in yourself and then take action forward.

Taking a Risk

Rob Hoesterey's journey into real estate began with a bold leap of faith.

Formerly selling cars at a Maserati dealership in Chadds Ford, Rob's introduction to the industry was seemingly meant to be.

"I reached out to who I thought was the real estate agent that represented my wife and me," Rob recalls. "Instead, I connected with someone who would change my career trajectory forever."

The person that Rob talked with was impressed by Rob's enthusiasm, potential and confidence. Their conversations led to Rob joining a real estate team, where he sold an astounding total of 38 homes in his first year.

Corey Harris's path mirrored Rob's in its leap of faith and impact. Juggling a career in financial technology and part-time real estate, Corey realized his passion was in sales rather than fin-tech.

Inspired by successful agents and teams, Corey made a pivotal decision to dive into real estate full-time, despite initial reservations.

"It was the best decision I ever made," Corey affirms, reflecting on the support of his wife and the motivation drawn from entrepreneurial ambition.

The Start of Something Special

The partnership between Rob and Corey solidified through shared investment ventures and a mutual drive for success.

"We started doing investment deals together," Rob explains.

"And Corey extended an invitation to join him at Crown Homes Real Estate."

What began as a conversation about opening a second office in North Wilmington quickly blossomed into a partnership that has since expanded across multiple locations, including five offices in Delaware and a forthcoming office in West Chester, Pennsylvania.

Founded in March 2022, Crown Home Real Estate isn't just another brokerage; it's a family legacy and a tribute to Corey's grandfather, who owned Crown Gifts, a gift and flower shop in New Castle, Delaware.

This spirit of family permeates the company's culture, evident in the involvement of Corey's siblings and Rob's family-oriented team structure.

"Culture is more important to us than anything," Corey emphasizes.

Nurturing Success and Giving Back

Central to Crown Home Real Estate's mission is the empowerment of their agents.

"We provide agents the tools they haven't had before to flourish," Rob explains passionately. "It's about enabling them to reach their desired levels of production and beyond."

Corey echoes that thought, emphasizing the impact of their proprietary lead generation systems and support on agent growth and success.

Beyond business, Crown Homes Real Estate is deeply engaged with the community. "Brews and Backpacks," an annual event spearheaded by the brokerage, is an example of their commitment to giving back. This initiative collects backpacks and school supplies for local students in need, distributed through partnerships with local police departments.

**NEVER BE
AFRAID TO BET
ON YOURSELF.**

**CONSISTENCY COUPLED WITH THE
RIGHT CULTURE AND MENTORSHIP
WILL PROPEL YOU FORWARD.**



Advice and Vision for the Future

Reflecting on their journey, Rob and Corey offer advice to aspiring agents and entrepreneurs.

“Culture and mentorship are paramount,” Rob advises. “Find a brokerage that aligns with your values and invests in your growth.”

Corey emphasizes the importance of self-belief and consistency.

“Never be afraid to bet on yourself,” he urges.

“Consistency coupled with the right culture and mentorship will propel you forward.”

Looking ahead, Rob and Corey envision continued growth and impact for Crown Homes Real Estate. With plans for expansion and a steadfast commitment to their agents and community, they continue to build on belief.



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