

CAPITAL REGION

APRIL 2025

REAL PRODUCERS[®]

Agent Spotlight
ANGANESE
GOMEZ

+
**PARTNER
SPOTLIGHT**
LAURA
GUILLERAULT

HOMESTEAD
FUNDING CORP.

Meghan O'Connor

BRINGING AUTHENTICITY AND
RESILIENCE TO THE NEXT LEVEL



We take the MYSTERY out of mortgages

SCAN THE QR CODE

to help your clients eliminate the search for a great mortgage experience.

SCAN HERE



Drew Aiello
Branch Manager, NMLS#64814
518-573-2435
drew.aiello@fairwaymc.com



Nancy Herrmann
Loan Officer, NMLS#1135039
518-727-9742
nherrmann@fairwaymc.com

Copyright©2025 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718. 1-866-912-4800. Fairway is not affiliated with any government agencies. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Opportunity. Licensed Mortgage Banker - N.Y.S. Department of Financial Services.



The Best Deserve The Best!

FIRST-CLASS SERVICE EVERY TIME.



Your dream home awaits.

Turn to your mortgage experts for seamless financing. We offer a comprehensive selection of mortgage solutions and exclusive products you won't find elsewhere.



Brian Marchand
Senior Mortgage Specialist | NMLS# 481563
877-266-7722 ext. 1424077
BMarchand@HomeownersAdvantage.com



Rob Snyder
Mortgage Originator | NMLS# 58317
518-852-3844 (cell)
RSnyder@HomeownersAdvantage.com



Mortgage products in New York State only and offered by our Mortgage Team, Homeowners Advantage (HOA), which is a subsidiary of Broadview FCU. HOA is a Licensed Mortgage Bankers – NYS Dept. of Financial Services. NMLS Identifier: 309847. HOA address: 4 Winners Circle, Suite 201, Albany NY, 12205. HOA Branch ID: 2491994. Broadview FCU NMLS Identifier: 458314. HOA and the listed realtor are separate entities and neither shall be responsible in relation to information or advice provided by the other entity.





Gallery Accounts

Investment Account or
Retirement Builder

Growth.

An aggressive investment approach to maximize long-term growth.

Balanced.

A blended investment approach to provide growth and income.

Fixed Income.

A lower-risk investment approach to provide stability and income.

High returns with a low investment.

A Trustco Gallery Account can make your money grow without a large initial investment. You also have the option to add to your initial investment whenever you would like. All Gallery Accounts utilize no-load funds with no commissions for purchases or sales and offer below average expense ratios.

Call us at **1-800-846-1657**
for a complimentary financial review.



Trusted by our clients
for more than 100 years.

Investment Products - Not FDIC Insured. Not a deposit. Not insured by any Federal Government Agency. Not guaranteed by the bank. May go down in value.



Trustco Bank Mortgages¹

Compare & Save!

- > Financing up to 97% Loan-to-Value
- > No Borrower Paid Private Mortgage Insurance*
- > Jumbo Mortgages up to \$1,500,000
- > Low Closing Costs
- > Friendly, Local Service
- > Wide Range of Products Available

Since 1902, Trustco Bank has been helping build communities one mortgage at a time. We value our relationships with the Real Estate community and know how hard you work to get the deal done. We want you to know that you can trust us to work just as hard for you and your client. We will even save them some money too.



New Construction Loans-
Rate Locked for 330 Days from Application!



800-670-3110
www.trustcobank.com

Subject to credit approval. 1 - Applicable to our portfolio mortgage product. If you fail to qualify for that product, you may be offered a mortgage that does have an appraisal fee, borrower-paid PMI, and a tax escrow account. *Private Mortgage Insurance. Lender Paid Private Mortgage Insurance on loans over 89.5% Loan-to-Value. Please Note: We reserve the right to alter or withdraw these products or certain features thereof without prior notification. NMLS #474376



Contents

TO VIEW OUR MAGAZINE ONLINE, VISIT
CAPITALREGIONREALPRODUCERS.COM
OR SCAN THIS QR CODE.



Meghan O'Connor **26** COVER STORY

COVER PHOTO COURTESY OF MICHAEL GALLITELLI.

PROFILES



16 Laura Guillerault



22 Anganese Gomez

IN THIS ISSUE

- 8 Preferred Partners**
- 10 Meet The Team**
- 12 Publisher's Note**
- 13 Save the Date**
- 14 Legal Hotline:** How New York State Home-buyers Can Utilize a Land Bank Program to Purchase a Home
- 16 Partner Spotlight:** Laura Guillerault, Homestead Funding Corp.
- 22 Rising Star:** Anganese Gomez
- 26 Cover Story:** Meghan O'Connor
- 30 Event Recap:** Mastermind


If you want to nominate someone to be featured in the magazine, please email Wendy@RealProducersKBTeam.com.

Don't Be Fooled!

When buying or selling a home, it's important to use an attorney that focuses solely on real estate.

Work with me!

For nearly 20 years, I have been representing buyers and sellers throughout the Capital Region. I will guide your client from contract signing all the way to the closing table. No games, no tricks ... just dependable representation they can count on!



HERZOG LAW FIRM

Daniel S. Glaser, Esq.
(518) 465-7581 – Ext. 124 | dglaser@herzoglaw.com | www.herzoglaw.com



NORTHEAST HOME INSPECTION & MOLD ASSESSMENT SVCS.

DID YOUR BUYER FIND THE PERFECT HOME?

Make sure it's safe, healthy & ready for them to move in.



FREE Estimates!

- Mold Assessments
- General Home Inspections
- Radon Testing
- Water Quality
- Termite Inspections & More!

Schedule a **MOLD ASSESSMENT** with John Fitzgerald!
518-858-9178 • northeasthomeinspectionsvcs.com
UID#: 16000091177 Mold Assessment License #01822



Clean Green HAULING & REMOVAL LLC

- Residential & Commercial
- Junk Removal
- Estate Cleanouts
- Indoor/Outdoor Demolition

Not all junk is trash! 518-378-5160

"It was 3rd down, 60 yards to go in the 4th with 10 seconds on the clock... I needed to have our home cleaned out three days prior to our closing and moving to the Sunshine State. Keith and crew emptied our home in two days, vacuumed and left the house in immaculate order!"



David & Lisa H.
Clifton Park, NY
CleanGreenRemoval.com

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ATTORNEY

Herzog Law Firm, P.C.
Daniel S. Glaser, Esq.
(518) 465-7581
dglaser@herzoglaw.com

Rohan & DeLancey, P.C.
(518) 265-0530
brohan@rohanlaw.com

Salerno Law, P.C.
(518) 229-1089
SalernoLawNY.com

**BRAND STRATEGIST/
SOCIAL MEDIA MANAGER**
Your Social Liaison
Mike Baker
(518) 669-1462

CLEANING SERVICE
BD Homes Cleaning
(518) 212-7479
BDHomesCleaning.com

CLOSING GIFTS
Strategic Gifting
(313) 971-8312
StrategicGifting.com

HOME INSPECTION

ACE Home Inspections
(518) 727-7091
AceHomeNY.com

Nestor Home Inspections, LLC
(518) 774-0002
NestorInspection.com

JUNK REMOVAL
**Clean Green Hauling
& Removal, LLC**
(518) 378-5160
CleanGreenRemoval.com

MOLD ASSESSOR
**Northeast Home Inspection
& Mold Assessment, Inc.**
(518) 858-9178
NorthEastHome
Inspectionsvcs.com

MORTGAGE
Broadview
Eric Cruz
(518) 458-2195
BroadviewFCU.com

Community Bank
Toni Zidich
(518) 380-3620
Cbna.com

**Fairway Independent
Mortgage Corporation**
Drew Aiello
(518) 573-2435
FairwayIndependentMC.com/lo/
Drew-Aiello-64814

Homestead Funding Corp
Dean Sunkes
(518) 857-6465
CliftonParkSouth.
HomeSteadFunding.com

PrimeLending
Kristen Zorda
(518) 366-7999
Lo.PrimeLending.com/
Kristen.Zorda

Trustco Bank
Pratik Shah
(518) 650-5774
TrustcoBank.com

MOVING & STORAGE
Arnoff Moving & Storage
(518) 463-5525
Arnoff.com

Don's Moving & Storage, Inc
(518) 462-0697
DonsMovers.com

Moving Made Ez
John Payne
(518) 792-1837
MovesMadeEz.net

**OIL TANK ABANDONED
AND REMOVAL**
Edgeco Environmental
(518) 235-5687
EdgecoEnvironmental.com

PHOTOGRAPHY
Metroland Photo
Michael Gallitelli
(518) 459-8050
MetrolandPhoto.com

PROPERTY MANAGEMENT
Carda, LLC
(518) 441-7331
Cardallc.com

**RADON/ASBESTOS/
MOLD/LEAD**
Edgeco Environmental
(518) 235-5687
EdgecoEnvironmental.com

SEPTIC SERVICES
MG Septic
(518) 727-8699
Facebook.com/MGSeptic

KEEPING HOMES SAFE IN THE CAPITAL REGION

Mold Remediation • Radon Mitigation
Oil Tank Removals • Lead Abatement

"I'm an Associate Broker, so (lucky me) I've seen a lot of mold situations over the past fourteen years. Paul and his crew are hands down the best. Best price, most knowledgeable, and they stand behind their work." - *Suzanne P.*



Give us a call to schedule! **(518) 235-5687**
Learn more! **EdgecoEnvironmental.com**

PROPERTY MANAGEMENT IS A TAX WRITE-OFF!
SAVE MONEY AND ELIMINATE HEADACHES; CALL US TODAY.



CARDA LLC
PROPERTY MANAGEMENT SERVICES
DO IT ONCE. DO IT RIGHT!

(518) 441-7331
cardallc.com
cardallcmanagement@gmail.com

VETERAN-OWNED, LOCAL BUSINESS


Why Choose Us?



- Educated on the latest laws & techniques.
- Owner portal to view property stats.
- Ability for tenants to auto-draft their payments.
- We know how to pick and screen good tenants.
- Serving the greater Saratoga area.


Providing Transparent Inspections & Building Lifelong Trust

- 17+ Years of Experience in Residential Construction
- 8 Years Experience as a Mason
- Additional Experience in Plumbing, Electrical, Heating Systems, Roofing, Siding & Flooring
- Comprehensive Report w/ Photos WITHIN 24 HOURS!



NHI
Nestor Home Inspections

When you need a no-hassle home inspection, call Mark!



Mark Nestor
518.774.0002 • nestorinspections.com
NYS ID# 1600007046

Meet The Team



Kristin Brindley
Publisher



Wendy Ross
Operations Manager



Lexy Broussard
Client Relations



Michael Gallitelli
Photographer

Follow Us Online!

MEET MORE OF
OUR TEAM HERE!



Capital Region Real Producers
@CapitalRegionREALProducers



Capital Region Real Producers
@realproducerscapitalregion



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

HASSLE-FREE MOVING SERVICES BY THE CAPITAL REGION'S MOVING EXPERTS



MOVING MADE EZ

Residential & Commercial Moves • Interstate Moving
Packing Services & Supplies • Moving Labor
Large & Heavy Items

CALL TODAY AND LET'S GET YOUR CLIENT HOME!
518-792-1837 | MovesMadeEZ.net



Community Bank

ALBANY REAL ESTATE PROFESSIONALS:

Give Your Clients Maximum Flexibility with a Mortgage from Community Bank

A fast, efficient, successful sale is essential for both you and your buyer. Offer them the flexibility to negotiate more favorably and expand purchase power with unique financing options exclusively available through your local Community Bank Mortgage Loan Consultant.

PRODUCTS & SERVICES

- First-time homebuyer programs
- No closing cost mortgages*
- Private Mortgage Insurance options that may reduce monthly payments and expand the range of properties for which buyers can qualify
- Fixed-rate loans
- Mortgage refinancing
- VA Financing
- Home equity loans & lines of credit
- New construction and renovation loans
- Flexible portfolio mortgage programs
- Affordable housing programs
- Conventional and secondary market loans
- Property investment loans
- Land loans
- Double and single-wide mobile home loans

YOUR LOCAL MORTGAGE EXPERTS:



Tony Zidich
Mortgage Loan Consultant
NMLS ID: 1205879
tony.zidich@cbna.com
518-380-3620
4781 NY-30
Amsterdam, NY 12010



Stephanie Izzo
Mortgage Loan Consultant
NMLS ID: 911976
stephanie.izzo@cbna.com
838-250-7798
782 Troy Schenectady Rd
Latham, NY 12110

APPLY FOR A MORTGAGE ONLINE:



Scan the QR code to get started or visit cbna.com/mortgage to prequalify, apply online, schedule an appointment, and more.



Member FDIC

All loans and lines are subject to credit approval. *The No Closing Cost option is valid on most owner occupied, 1-4-family residential properties. Property and hazard insurance are required and are the responsibility of the borrower. For mortgages with less than 20% down payment, Private Mortgage Insurance (PMI) may be required and customer is responsible for PMI premiums. Other applicable fees/charges, including deed stamps or deed transfer taxes, are not mortgage closing costs and will not be paid by the Bank. If a customer elects to obtain owner title insurance, the customer is responsible for the owner title insurance premium. Condominiums and single-wide mobile homes are not eligible for a no closing cost mortgage. Double-wide mobile homes are eligible for the no closing cost mortgage only if permanently attached to a foundation. Should the no closing cost mortgage be closed or discharged within the first three years, the Bank may collect the third-party closing costs from the customer that were waived when the loan was opened. If a customer selects an attorney to represent him/her, customer is responsible for attorney fees. Community Bank will not pay for a survey, nor any other item that is ordinarily paid for by the seller. ADDITIONAL "NO CLOSING COSTS" PRODUCT DISCLOSURE: "No closing costs" means no: origination fee/points; application fee; flood check fee; credit report fee; appraisal fee; mortgage recording fee; abstract update or title search fee; lender title insurance fees; bank attorney fee; mortgage recording tax.



Publisher's Note

Hello April, the Season of Possibility!

As spring blooms around us, April brings a sense of energy and endless possibilities. It's a time to celebrate the beauty of growth, explore new ideas, and continue the work that fuels our community's success.

We're also looking ahead to a tropical-inspired evening at our **Luau on June 12th!** Get ready to enjoy great company, island vibes, and a night of celebration with our incredible community. Stay tuned for more details—we can't wait to bring a little paradise your way!

As we move through April, let's reflect on this thought:
"The beautiful spring came; and when Nature resumes her loveliness, the human soul is apt to revive also."

Wishing you a season of renewal, inspiration, and new beginnings!



Kristin Brindley
Owner/Publisher
Capital Region Real Producers
313-971-8312
Kristin@kristinbrindley.com
CapitalRegionRealProducers.com

SAVE THE DATE!

Luau

June 12, 2025 | 11 AM - 2 PM

Location TBD

CAPITAL REGION
REAL PRODUCERS.
powered by TEAM

CAPITAL REGION
REAL PRODUCERS.

WHO DO YOU TRUST

With Your Real Estate Business?

Know of a business that should connect with the top real estate agents in Capital Region?

- Accounting/CPA
- Landscaping
- Painting
- Asbestos Abatement
- Heating & Cooling
- Interior Design
- Plumbing and Sewer
- Real Estate Technology

SCAN ME

We take recommendations from YOU – our top agents – on who should be named a preferred partner with Real Producers. Refer your favorite vendor to us at info@capitalregionrealproducers.com.

Providing Superior **packing, storage, local and long-distance moving services** to the Capital Region.

Don's
SINCE 1952

Call for a FREE quote today!
(518) 462-0697
donsmovers.com • glenn@donsmovers.com



How New York State Homebuyers Can Utilize a Land Bank Program to Purchase a Home

BY ERIN P. DELANCEY, ESQ.

For prospective homebuyers in New York State (NYS), the dream of homeownership can feel out of reach due to high property prices and limited affordable housing options. However, land bank programs offer a unique opportunity for buyers to purchase homes at lower costs while revitalizing communities in need. Understanding how these programs work and how to navigate the process can make homeownership a reality for many.

What is a Land Bank?

A land bank is a nonprofit or government entity that acquires, manages, and repurposes vacant, abandoned, or foreclosed properties. These properties are often in distressed neighborhoods and are sold at below-market prices to encourage redevelopment. In NYS, there are multiple land banks operating under the New York State Land Bank Act,

which was enacted to help communities tackle blight and promote economic development.

How Homebuyers Can Benefit

Homebuyers can leverage land bank programs in several ways:

- **Affordable Prices:** Land banks sell homes at significantly lower prices than the traditional real estate market.
- **Renovation Assistance:** Some land banks offer grants or financing options to assist with home repairs and renovations.
- **Community Revitalization:** Purchasing a land bank home contributes to neighborhood improvement and economic growth.
- **First-Time Homebuyer Incentives:** Many land banks prioritize sales to owner-occupants rather than investors, giving first-time homebuyers a competitive edge.

Steps to Purchasing a Home Through a Land Bank

- **Research Available Properties:** Visit the website of the nearest NYS land bank to explore available properties and understand eligibility requirements.
- **Review Application Guidelines:** Each land bank has its own criteria, including proof of financial stability and a plan for property renovation.
- **Secure Financing:** Some land banks require cash purchases, while others accept financing options. Homebuyers should explore renovation loans or grant programs that can assist with required repairs.
- **Submit an Application:** Interested buyers must submit an application detailing their intent for the property and plans for rehabilitation.
- **Complete the Purchase:** Once approved, buyers finalize the purchase and begin renovations according to the land bank’s guidelines.

New York State’s land bank program presents an excellent opportunity for homebuyers looking for affordable housing while contributing to community revitalization. By understanding the process and taking advantage of financial assistance programs, buyers can turn vacant properties into cherished homes. If you’re looking to purchase a home, exploring NYS land bank opportunities might be the key to making your dream a reality.



Erin P. Delancey is a practicing attorney and a published author with a strong background in real estate law. She graduated from the Roger Williams School of Law in 2016 and was admitted to the Bar in 2017. Erin specializes in residential and commercial real estate as a member of the boutique law firm

Rohan & Delancey, PC, located in Albany, New York.

SAVE THE DATE FOR

RP *Elevate*

SEPTEMBER 29 & 30, 2025
LOEWS ARLINGTON HOTEL & CONVENTION CENTER

Join real estate leaders and the top 5% of agents from across the country for a two-day experience packed with **industry insights**, **cutting-edge strategies**, and **powerful networking opportunities** designed to help you succeed in the ever-evolving real estate market.

Tickets are limited! Reserve your spot today at rpelevate.com.

SPONSORSHIP OPPORTUNITIES AVAILABLE

HOMESTEAD FUNDING CORP.

LAURA GUILLERAULT

Homestead Funding Corp.

Moving Lives
Forward

BY GEORGE PAUL THOMAS
PHOTO BY MICHAEL GALLITELLI

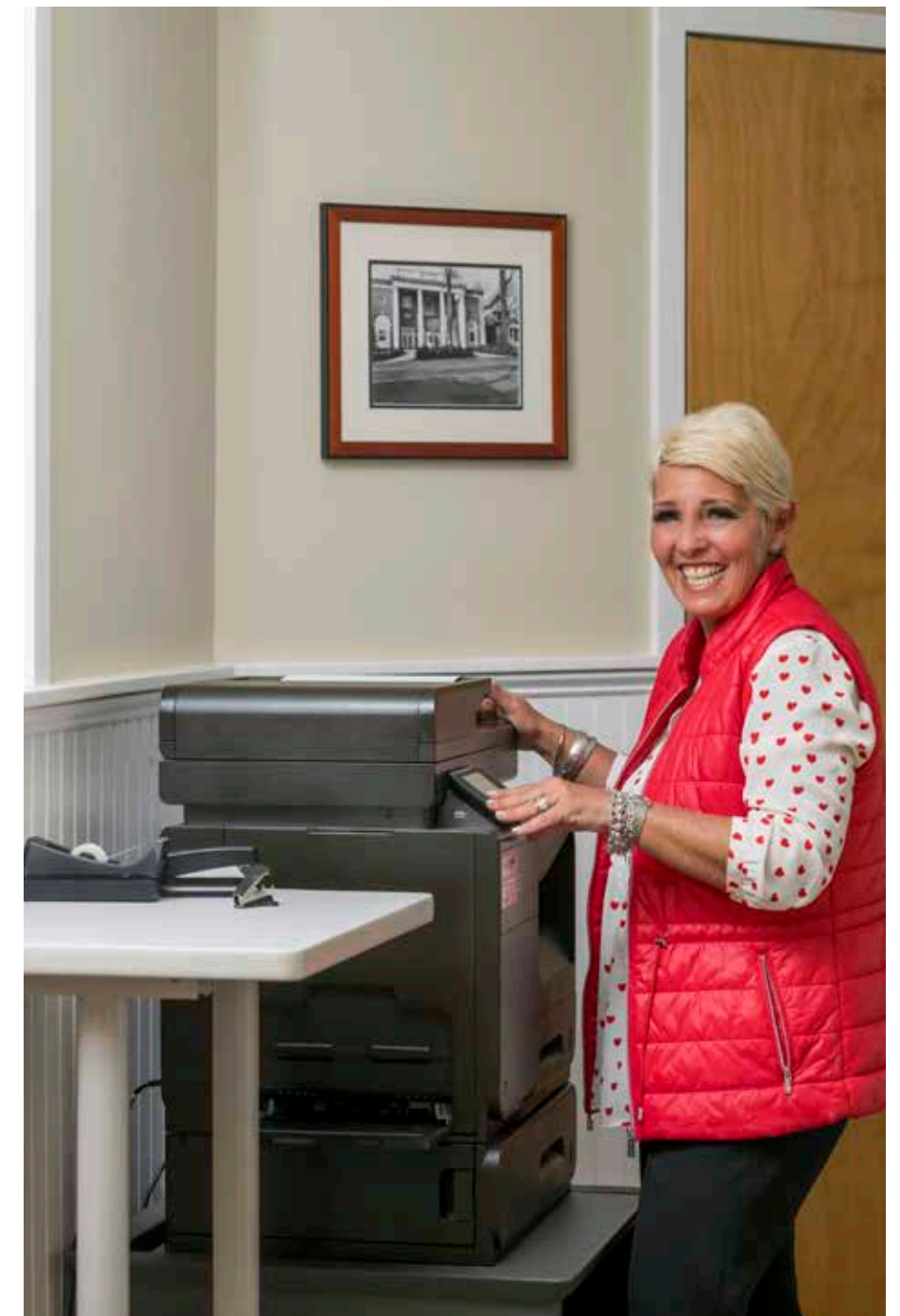


Laura Guillerault is a friendly and dedicated professional with over 15 years at Homestead Funding Corp. She is known for her persistence and commitment to guiding clients through the mortgage process. Her ability to overcome challenges ensures every client reaches the closing table. Laura believes in building lasting relationships with her clients, ensuring they feel confident and informed throughout their journey to homeownership.

A Career Built on Dedication

Born in Staten Island, NY, Laura moved to Ballston Lake, NY, at the age of five. Her father, an Army veteran, later built a successful career as a Vice President at Citibank in New York City. His dedication to his work and strong leadership influenced Laura's own career path. He also played a key role in helping her secure her first job at Statewide Funding. These early experiences gave her a strong foundation in finance and real estate, fueling her passion for helping others achieve homeownership.

"I started as a processor, learning the ins and outs of the business," she recalls. From that experience, she developed a keen eye for detail and a thorough understanding of loan structuring.



Since joining Homestead Funding Corp., Laura has helped many families achieve homeownership. "Helping people navigate the process and reach the finish line is the most rewarding part of my job," she says. Despite market fluctuations, she remains committed to her clients. "I never give up—getting difficult files to the closing table is what drives me."

Homestead Funding Corp., headquartered in Albany, NY, with Laura operating out of the Saratoga branch, has a team of 300 employees. While Laura works independently, she collaborates with an exceptional operations team that supports her in delivering top-tier service. "My success comes from being genuine, treating everyone with respect, and always going the extra mile."

Laura stays up-to-date with changes in the mortgage industry, including fluctuating interest rates and evolving loan regulations, to provide the best possible service. She believes in transparency and ensures clients understand all their options, which has helped her develop strong partnerships with top-producing Realtors in her network.

A Life Beyond Mortgages

Laura has been married to her husband, Robert Guillerault, for nearly 23 years, and they cherish their dog, Lucy. Her bond with her mother is strong. “She was my matron of honor at my wedding,” Laura shares. “I was also very close to my dad, who passed away almost three years ago. I miss him terribly.”

Laura has a large, close-knit family, including three brothers, their spouses, and nine nieces and nephews. She and Robert take joy in spoiling them and spending time with extended family and friends. “Family is everything to me, and I feel incredibly fortunate to have such a strong support system,” she says.

In her free time, Laura enjoys boating, family dinners, and traveling. She also makes time for workouts and socializing. If she weren’t a loan officer, she says she’d own a flower shop. “That’s been a dream of mine for years,” she reveals. She finds joy in arranging flowers and appreciates the creativity and personal



Lucy loves duck hunting on Saratoga Lake



touch it brings—qualities she also applies to her mortgage business.

Beyond her career and family, Laura is deeply involved in community organizations, participating in events that give back to local causes. Whether supporting charity fundraisers, mentoring new professionals in the mortgage industry, or sponsoring community events, she believes in



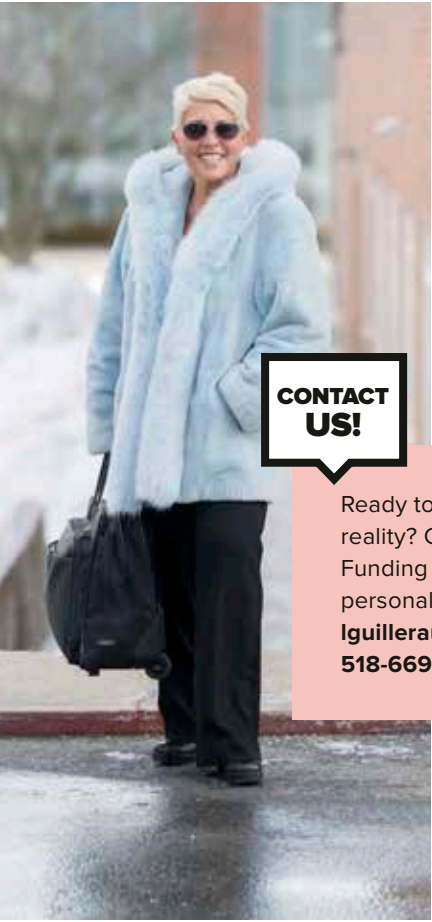
making a meaningful impact beyond her professional role.

Commitment to Excellence and Giving Back

Laura is focused on excelling as a loan originator while giving back to the real estate community. She believes in educating agents and clients about loan products and effective ways to navigate home buying. “Being there for agents and helping them understand how we can assist clients is key,” she says.

One of her favorite quotes encapsulates her approach to business and life: “Your smile is your logo, your personality is your business card, how you leave others feeling after an experience with you becomes your trademark.”

She is always looking for ways to improve her business and provide even better service. Over the next 5-10 years, she aims to continue growing her network, mentoring aspiring loan originators, and further strengthening relationships with top real estate



professionals. “My goal is to be as successful as possible in this field while also giving back to the real estate community,” she says.

When asked what she hopes people take away from this feature, Laura emphasizes approachability and perseverance. “I want people to know that I will always have their back—I never give up.”

Ready to make your homeownership dreams a reality? Contact Laura Guillerault at Homestead Funding Corp. for expert guidance and personalized mortgage solutions. Email her at lguillerault@homesteadfunding.com or call **518-669-9664** to get started today.



Targeted Social Engagement = Real Tangible Results

Your **SOCIAL**
LIAISON
KEEPING YOU CONNECTED

BD HOMES CLEANING

The highest quality professional home cleaning in the Capital Region



100% RESIDENTIAL FOCUSED

We're experts at deep cleaning and maintaining homes for busy professionals and families that only want the best

5 STAR SERVICE GUARANTEE

We guarantee our work on every visit, which is backed by a 55 point service checklist and over 60 5 star reviews

FULLY INSURED & BONDED

We maintain the highest standards for the most demanding clients to ensure peace of mind, privacy, and the highest quality

ARE YOU READY TO BE SPOILED?



ANNA BORSANTE DELANEY
CO-OWNER, CLEANING EXPERT



CHRIS DELANEY
CO-OWNER, SALES & MARKETING



SCAN TO LEARN MORE

REQUEST A FREE ESTIMATE
WWW.BDHOMESCLEANING.COM
(518) 212-7479
INFO@BDHOMESCLEANING.COM

Your Trusted Real Estate Firm

20+ Years of Experience • Contract-Based Representation • Locally and Woman Owned



Choosing the right attorney for your Real Estate transaction matters. The Salerno Law Office is a well-organized firm with experienced professionals who provide above-and-beyond service to both Sellers and Buyers. Kim and her team have an efficient process to make the Real Estate transaction seamless from start to finish. Their communication and transparency are one of the key factors that truly set them apart from the rest. Time and time again, I will always recommend this law office to all my real estate clients.

JENNA TUTTOLOMONDO
Licensed Real Estate
Salesperson with Signature
ONE Realty Group

Residential & Commercial Real Estate • New Construction
For Sale By Owner (FSBO) • Investment Properties
Relocations • Title Insurance


SALERNO LAW, P.C.
WWW.SALERNOLOWNY.COM

KIMBERLY A. SALERNO, ESQ.

📍 16 Round Lake Road, Ballston Lake, NY
📞 (518) 229-1089 (c)
✉ Kim@SalernoLawNY.com
🌐 SalernoLawNY.com



Anganese

Gomez

Striving For Success

BY GEORGE PAUL THOMAS
PHOTOS BY MICHAEL GALLITELLI

Success in real estate often comes with years of experience, but Anganese Gomez is proving that passion, dedication, and a strong work ethic can accelerate the journey. A solo agent with Krutz Properties, Gomez has quickly built a reputation for her commitment to clients and relentless drive. Confident, spontaneous, outgoing, and accepting, she brings a natural ease to her work, making the home-buying process feel less stressful and more exciting.

In just her first six months, Gomez closed an impressive number of transactions, establishing herself as a formidable presence in the industry. As she looks ahead to even bigger goals, she reflects on the path that led her here, the lessons she's learned, and why she's just getting started.

Embarking on a Journey

Born in San Angelo, Texas, and raised in Fort Plain, NY, Gomez took an unconventional route to real estate. With an associate degree from FMCC, she initially studied psychology, believing she'd work in a field that focused on understanding people.

However, life had other plans. Friends, family, and her significant other often pointed out that her personality made her a natural fit for real estate. The idea resonated, and in June 2024, she officially became a licensed agent with Krutz Properties.

"Ironically, I grew up living in apartments all my life," Gomez says. "So, to now be in a position where I help families achieve one of the biggest milestones in life—owning a home—is the most rewarding feeling."

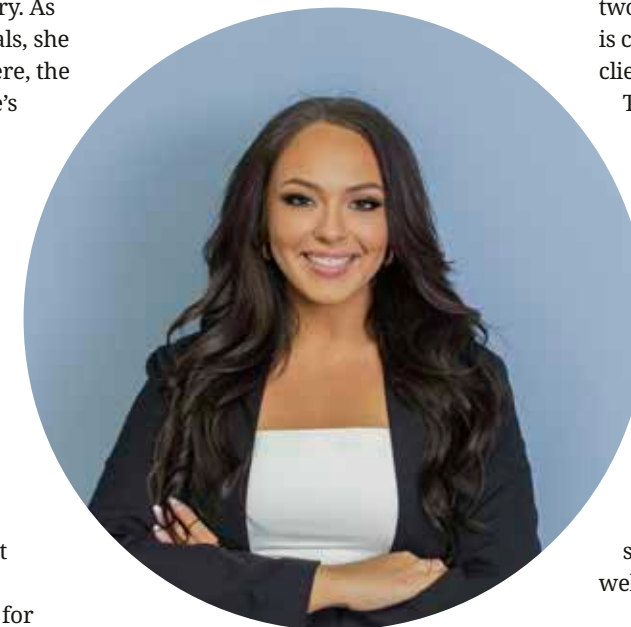
Her background in psychology has given her an edge, allowing her to connect with clients on a deeper level. "The more people you meet, the more you develop, learn, and grow as a person," she explains. "I've been exposed to so many individuals and have learned more than I could have imagined from them."

Passion, Purpose, and Personal Approach

From day one, Gomez approached real estate as more than just a career—it was a way to make a lasting impact.

"My purpose in life is to help people," she states. "This career allows me to do exactly that—help individuals and families find a home that fits their wants and needs."

That people-first mentality drives everything she does. Rather than focusing solely on transactions, Gomez



prioritizes trust, relationships, and understanding her clients' unique needs. She appreciates the flexibility real estate offers, allowing her to be fully present for those she serves.

"This career suits me and my lifestyle the best," she says. Without rigid constraints, she can dedicate her time to ensuring buyers and sellers feel confident and informed every step of the way. That commitment shines through in some of her favorite moments:

"The excitement in a client's voice when they hear their offer has been accepted. Watching children run through a house,

picking out their rooms. Being trusted to guide someone through one of the biggest financial decisions of their lives—it never gets old."

That deep emotional investment in her work is what makes Gomez stand out. "I am very emotionally invested in my career," she admits. "I get to know my clients as much as they are willing to share. I never apply pressure because I want them to feel comfortable throughout the process."

Her availability is another key advantage. "At this stage in my life, with only my two cats as responsibilities, my schedule is completely open. I work around my clients, not the other way around."

That adaptability, combined with her work ethic and drive, makes her a standout in a competitive industry.

The results speak for themselves. She joined real estate in June of 2024 and in just her first six months, Gomez sold 26 homes, reaching a total sales volume of \$5.2 million.

Now, with momentum on her side, she's aiming even higher. For 2025, her goal is clear: \$8 million in sales—an ambitious target, but one well within reach given her trajectory.

Life Beyond Real Estate

Outside of work, family is everything to Gomez. She comes from a large, close-knit group, including her parents, Lauri and Jesse Gomez, her step-parents, Kathryn Gomez and Ronald Roberts, and her four older siblings—Jesse, Angelica, Genesee, and Genica. She's also a proud aunt to nine nieces and nephews, who inspire her every day.

"I want to be a role model to my nieces and nephews and to the girls I coach," she says. "I want them to see what's possible when you work hard."

Coaching JV volleyball for Canajoharie-Fort Plain is another passion. "It's more than just a game. It's about teamwork,



“
I love what I do, so
it doesn't feel like
work. All I want to
do is grow, learn,
develop, and help.”

confidence, and discipline—all qualities that carry into life and business.”

When she's not working or coaching, Gomez enjoys playing volleyball, traveling, attending concerts and sporting events, and spending time with her two cats, Pauly and Vinny along with her boyfriend, Vincent. She's always looking for new experiences, whether it's trying a new restaurant, exploring a new city, or simply enjoying a summer BBQ with family and friends.

If she weren't in real estate? “I'd probably be a relationship or family therapist, or maybe even a physical therapist. But I've also always dreamed of owning an ice cream shop.”

Growth, Impact, and Personal Goals

While building a successful real estate career is a top priority, Gomez's goals extend beyond sales. She hopes to purchase her first home, continue growing in her profession, and set a strong example for those around her.

“I always want to be my own biggest competition in real estate,” she says. “And personally, I just want to be healthy, happy, and appreciative of every day I'm given. Growth is the goal—in business and in life.”

Her low-pressure, hardworking, and determined approach is what makes her stand out. “I love what I do, so it doesn't feel like work,” she says. “All I want to do is grow, learn, develop, and help.”

For those looking to break into the industry and succeed, Gomez offers straightforward advice: put in the work. “Answer every phone call, show up to every appointment, host open houses, expose your name, and work long days,” she emphasizes. “I had very little balance in the beginning, but if your goal is to be a top producer, you have to sacrifice the easy and fun free time for a bit and just grind. It's worth it.”

ROHAN & DELANCEY

ATTORNEYS & COUNSELORS AT LAW

(518) 438-0010

18 Computer Dr. West, Albany, NY

We also have satellite locations in Saratoga Springs & Glens Falls. Call to make an appointment!



Brian P. Rohan, Esq.
brohan@rohanlaw.com

Erin P. DeLancey, Esq.
edelancey@rohanlaw.com

EXCEPTIONAL & HIGH-QUALITY

Real Estate Counsel & Representation

- Residential & Commercial Closings
- Lender Closing/Settlement Services
- Title Insurance (Searches, Examination, Clearance)
- New Construction
- Investment Properties
- Landlord & Tenant Representation
- Property Management
- Bank Owned Real Property (REO)
- Deed Transfers
- Land Contracts
- Condos/Cooperative Apartments
- and more!*

Additional Areas of Expertise:
Business & Corporate Law, Trusts & Estates, and Vehicle & Traffic Laws

Follow us on Facebook!



Be Featured in Real Producers

Apply for you or someone you know to be featured in an upcoming article.

WHO WE FEATURE:

• RISING STARS:

High-performing agents who've been in real estate for less than 5 years.

• PARTNERS:

Highly recommended and strongly endorsed real estate and home service providers.

• TOP AGENTS:

Agents who perform in the top 500 in the market and have an interesting or inspirational story to tell.

CAPITAL REGION
REAL PRODUCERS

Scan the QR Code or send an email to info@capitalregionrealproducers.com to nominate.



SCAN ME

BRINGING AUTHENTICITY AND RESILIENCE TO THE NEXT LEVEL

BY GEORGE PAUL THOMAS • PHOTOS BY MICHAEL GALLITELLI

Meghan O'Connor isn't just a real estate agent—she's a trusted guide, a fierce advocate, and a dedicated partner in her clients' real estate journeys. With KW Platform (Keller Williams), she has built a thriving business in Saratoga Springs by leading with heart, authenticity, and resilience. Meghan believes real estate is more than just buying and selling homes—it's about creating lasting relationships and helping people build financial stability and independence.

With over a decade of experience, Meghan's success isn't just measured in numbers, but in the lives she's impacted. She takes the time to truly understand her clients' needs, offering support, expertise, and a steady hand through every step of the process. Resourceful, adaptable, and always ready to go the extra mile, Meghan is the kind of REALTOR® you want in your corner—educating and empowering her clients every day to achieve their real estate goals, one house at a time.

A Path Shaped by Experience

Originally from Syracuse, NY, Meghan O'Connor has always embraced adventure and new experiences. She spent time in Baltimore and South Florida before making the heartfelt decision to return to New York to be closer to family. Her journey has shaped her ability to adapt, connect with people, and navigate challenges with confidence and grace.

Before stepping into real estate, Meghan built a dynamic career in the restaurant industry and as a corporate flight attendant. These roles strengthened her communication, sales, and problem-solving skills—qualities that would later become invaluable in her success as a REALTOR®.

“My confidence and strength come from all the failures and bumps in the road that have led me to be proud of who I am today,” she shares.

Meghan's real estate journey began in 2010 while bartending in Saratoga Springs and exploring new

career opportunities. “Being new to Saratoga Springs, I was doing some soul-searching for my next career endeavor,” she recalls. Conversations with friends in the industry sparked her interest, and by October, she was licensed and fully committed to building a business rooted in trust, education, and genuine connection.

A Business Built on Relationships

“I'm proud to say in 15 years I've never bought a lead—I've just nurtured relationships and built trust over the years,” she explains. “My clients know I work hard for them, and that dedication has created a loyal core of people who continue to refer me to their friends and family.”

What Meghan values most about her career is the ability to shape her business on her own terms. “You have the freedom to customize your business however you want,” she says.

As an Associate Broker and solo agent, Meghan has achieved impressive results. In 2023 and 2024, she was recognized as one of the Capital Region's Top 100 agents. Last year alone, she closed 54 transactions totaling \$18 million in sales volume. In 2024, she reached a major milestone—qualifying for Gary's Mastermind group, an exclusive group within Keller Williams. This opportunity allows her to collaborate with top-performing real estate professionals around the world, including Keller Williams founder Gary Keller, gaining insights that can take her business to the next level. “This was a pretty cool ‘aha’ moment for me,” she says, adding, “My focus has always been on learning, and this milestone gives me access to even more education.”

While accolades are rewarding, Meghan remains focused on what truly matters—building a lasting business and making a



MEGHAN O'CONNOR

meaningful impact. “I love talking to people. Real estate is about solving problems, and I take the time to understand my clients’ needs so I can find the best solutions for them.”

Life Beyond Real Estate

Outside of Real Estate, Meghan loves spending time with her fiancé, Chris Dolinsky, and their blended family. This month, she and Chris are set to tie the knot in Key West—a celebration of love, adventure, and new beginnings.



As a family, they share a love for skiing, golf, and the Buffalo Bills. “Well, maybe my daughter doesn’t love golf as much as the rest of us,” Meghan laughs, “but she does participate. Actually, not to brag, but she had an 88-yard hole-in-one!”

Beyond family time, Meghan is passionate about giving back. She serves on the board of the Boys & Girls Club of Schenectady, recently taking the lead in chairing a major fundraising event at Rivers Casino—where she even stepped up as the live auctioneer.

Her own journey has been shaped by the support of others, and she remains deeply grateful for the strong foundation her family provided. “I’m proud to say I raised my daughter as a single parent,” she shares. “But I wasn’t alone—I am forever grateful for my mom and sister, who have been a huge part of the person I’ve become. I wouldn’t be where I am today without their love and support.”

Looking Ahead

Meghan’s vision for the future is clear: continue growing her business, help others achieve financial independence, and stay true to herself every step of the way. One of her biggest inspirations comes from *The Let Them Theory* by Mel Robbins. “The simplicity of this concept has really resonated with me,” she shares. “We can only control one person in this world—ourselves. It’s a work in progress, but I’m getting better at it one day at a time.”

Mentorship has also become a meaningful part of Meghan’s journey. Over the next five to ten years, she hopes to help at least five women become financially independent—an ambition that reflects both her personal and professional mission. As her business grows, she’s started building a team, hiring a Transaction Coordinator and a Marketing & Lead Coordinator. Her next step? Bringing on a buyer’s agent. “I’ve realized there are parts of this business that aren’t my strengths or that I don’t have as much time for. By leveraging the talents of others, I can continue to grow in a way that feels sustainable and fulfilling.”

For those looking to build a successful career in real estate, Meghan has one simple but powerful piece of advice:

“Get a coach, and never stop learning.”

Meghan’s journey proves that hard work, resilience, and a commitment to growth pave the way for lasting success. Whether closing deals, mentoring agents, or giving back to the community, she continues to lead by example—one relationship at a time.

“
Get a coach,
and never
stop learning.”



CAPITAL REGION REAL PRODUCERS MASTERMIND

WISDOM, WEALTH, AND WELLNESS

March 4, 2025



The excitement was contagious at the Capital Region Real Producers' Series 1: Mastermind—Wisdom, Wealth, and Wellness! The energy in the room was undeniable as industry professionals came together for a day of learning, networking, and inspiration.

Thomas Blackwell, national speaker and author of *The Liberty of Our Language Revealed*, left a lasting impact on the real estate community. He motivated attendees to elevate their mindset and approach. His powerful message was complemented by an all-star panel of top agents—Jenn Johnson, Matt Loder, Jenn Baniak-Hollands, Jamie Mazuryk, and Bobby Saumell—led by expert moderator Kareem Jandali. Their

candid discussions and shared experiences provided invaluable insights for all in attendance.

A special thank you to Gregg Day of Arnoff Moving & Storage, our generous sponsor. Your support was key to making this event a success!

Michael Galletelli—thank you for capturing the event's most memorable moments with stunning photography.

These mastermind events are more than just gatherings—they are opportunities for meaningful networking, collaboration, and growth. From engaging discussions to new connections, this event truly highlighted the power of community.

Here's to more inspiring events with the best agents and partners in the industry. Until next time!

For more information on all Capital Region Real Producers events, please email us at Info@CapitalRegionRealProducers.com.





ARNOFF

MOVING+STORAGE+RIGGING

MARCH INTO SPRING WITH A FRESH START!

Help your clients get their homes market-ready with our **Decluttering Package!**
Our storage solutions make it easy to clear out excess items, creating a clean and spacious look that attracts buyers.

Meet the Team



Gregg Day



Joseph Deeb



Logan Johnson

ARNOFF.COM (518) 757-0657

PACKAGE FEATURES:

\$749⁹⁹

Flat Rate Pricing

Packing 10 Boxes*

2 Man Moving Team

2 Storage Vaults

2 Months Storage



Spring Into Something New with Kristen Zorda!



Homeownership is a breath of fresh air when you have a local mortgage expert to guide you through the process. Let Kristen Zorda, your trusted PrimeLending loan officer, make your home purchase or renovation as simple as possible.

PrimeLending Products to Make Your Home Goals Happen:

- **New York Cash Guarantee¹:** With a Buyer's AdvantEDGE credit approval² on a FHA, VA, conventional or high balance conforming loan with acceptable property, we guarantee to the seller that your loan will close. If we fail to close, we'll compensate the seller, at seller's election, by purchasing the home for the lesser of appraised value or contracted sales price OR with a \$10,000 payment. Offer available for homes up to \$1,000,000.
- **400+ Mortgage Programs:** We offer more than 400 mortgage programs to ensure you can find a loan that fits your needs, including: Renovation loans, Construction loans, Brokered Out products³ (Bank Statement programs, DSCR, Bridge loans), and Jumbo financing (up to \$3.5 million and no PMI options available based on LTV).

**Your loan options are in full bloom.
Let me help you pick the one for you!**



Kristen Zorda
Loan Originator
NMLS: 58751
518-366-7999
kristen.zorda@primelending.com



6702 Buckley Road, Suite 130, Bldg B, North Syracuse, NY 13212 – doing business in the Capital area



Product info as of 3/13/25, subject to change.
1) Approval means an Underwriter has reviewed your application and has verified all necessary forms of income, assets, and credit. All loans subject to final credit approval and acceptable property. Conditions and restrictions may apply.
2) Guarantee requires fully underwritten unexpired credit approval for a locked FHA, VA, Conventional, or High Balance Conforming loan on primary single-family residence in New York; an executed sales contract up to \$1,000,000; and acceptable insurable property with valid title and unconditioned appraisal supporting sales price. Subject to the full terms and conditions of the guarantee, PrimeLending will guarantee to the Seller that its borrower's credit is approved and it will finance the loan. If the guarantee is triggered, PrimeLending will, at seller's election, (1) pay seller \$10,000, or (2) purchase the subject property for the lesser of appraised value or contracted sales price (seller responsible for own closing costs). The guarantee pertains only to financing and does not cover failure to close for any other reason. If purchased, the home shall belong to PrimeLending with no benefit or rights inuring to borrower. Voided by material changes in sales contract, loan program, changes to borrower's credit; fraud; legal restriction; breach of sales contract; or unforeseen circumstances. Exclusions apply. Limited time offer subject to cancellation. May not be combined with any other guarantee. See full terms, conditions, and exclusions: www.primelending.com/cashguarantee-ny.
3) All credit decisions for brokered products will be made by a third party. Restrictions and limitations apply.
All loans subject to credit approval. Rates and fees subject to change. ©2025 PrimeLending, a PlainsCapital Company (PrimeLending). (NMLS: 13649) Equal Housing Lender. PrimeLending Syracuse, 6702 Buckley Road, Suite 130, Bldg B, North Syracuse, NY 13212 is a wholly owned subsidiary of a state-chartered bank and is regulated by the New York Department of Financial Services No. LMBC 108099, v022422




POST-WINTER CHECKUP

COLD WEATHER MAY HAVE CAUSED HIDDEN DAMAGE TO THE ROOF, FOUNDATION, OR HVAC SYSTEM—AN INSPECTION CATCHES THESE ISSUES EARLY.



TALK TO US
518-727-7091
acehomeny@gmail.com



What we Offer

- SEPTIC REPAIR
- EXCAVATION
- SEWER REPAIR
- DRIVEWAYS
- GRADING
- YARD
- DRAINAGE
- CLEARING
- SUMP PUMPS
- LEACH FIELDS



CONTACT US

518-727-8699
MGsepticLLC@gmail.com





HOMESTEAD
FUNDING CORP.
More Financing That Means You

CONTACT US FOR ALL OF YOUR HOME FINANCING NEEDS!

If you know of anyone who could use our time for professional home financing services,
please have them give us a call!



Laura Guillerault

Licensed Loan Originator

NMLS# 59471

☎ 518-669-9664

☎ 518-227-0957

✉ lguillerault@homesteadfunding.com

🌐 lauraguillerault.com

📍 517 Broadway, Suite #202
Saratoga Springs, NY 12866



Joe DeLorenzo

Licensed Loan Originator

NMLS# 57244

☎ 518-598-9905

☎ 518-227-0984

✉ jdelorenzo@homesteadfunding.com

🌐 homesteadfunding.com

📍 8 Airline Drive
Albany, NY 12205