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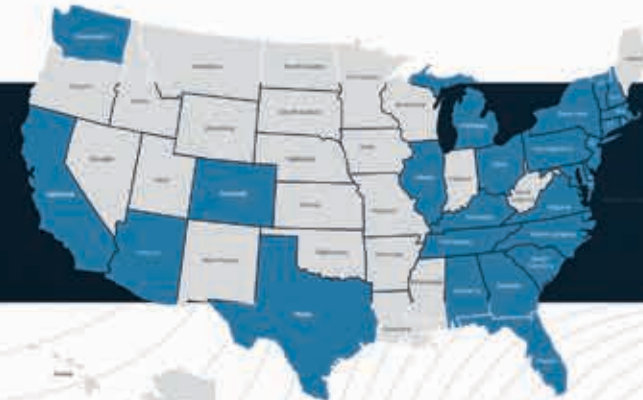
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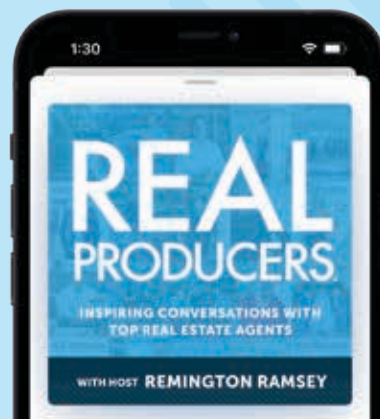


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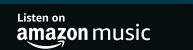
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COVER PHOTO COURTESY OF ANDREW MALARY.

If you are interested in nominating people for certain stories, please email us at: Wendy@RealProducersKBTeam.com.

Make sure you check out my feature

on page 18!



Richard Klein, Esq.
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For more information, to nominate or to request to be featured, please email info@longislandrealproducers.com or visit www.longislandrealproducers.com!

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5173 Merrick Rd. | Massapequa Park, NY
25 W. Main St. | Smithtown, NY

Meet The Team



Kristin Brindley
Publisher



Blaise Ingrisano
Associate Publisher



Wendy Ross
Operations Manager



Lexy Broussard
Client Relations



Frank Urso
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Hello February, the Season of Connection!

As we move through the heart of winter, February reminds us of the importance of relationships and the warmth they bring to our lives. It's a time to nurture bonds, celebrate love in all its forms, and find strength in the connections that unite us.

This month is also a chance to spark creativity and prepare for the exciting journey ahead. Let's take this opportunity to celebrate each other and build on the successes of the new year.

We're thrilled to announce an exciting event coming your way on June 5th! Mark your calendar for an unforgettable evening filled with celebration, networking, and inspiration. Connect with industry leaders and be part of something extraordinary. Stay tuned—there's so much more to come, and you won't want to miss it!

As we journey through February, let's reflect on this thought: "Alone, we can do so little; together, we can do so much." Here's to a February filled with collaboration, joy, and meaningful moments.



Kristin Brindley
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FAQ



Since launching *Long Island Real Producers* two years ago, we've often heard the same questions. To save time, we're sharing the answers here. Remember, this publication is your voice, and our door is always open to discuss anything about our community!

Q: Who receives this magazine?

A: The top 500 agents in the Long Island area. We pull the MLS numbers each year (by volume) for agents licensed in our service area, which includes Nassau and Suffolk counties. We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the new top 500 agents in sales volume for 2024.

Q: What is the goal of this magazine?

A: Real Producers is about building a stronger, more connected real estate community. We believe that when we surround ourselves with successful, like-minded individuals, we can grow to new heights. This magazine is a platform designed to bring together the top 500 real estate agents and our trusted preferred partners, fostering an exclusive and collaborative network. Each month, we share inspiring stories, celebrate successes, and promote events that connect, inform, and inspire. Our mission is to build relationships and empower growth within the real estate industry.

Q: Does Real Producers have events?

A: Yes! We will have specific networking events throughout the year.

Q: What is the process for being featured in this magazine?

A: Being featured is simple and starts with a nomination. REALTORS®, affiliates, brokers, office leaders, and even self-nominations are welcome! If you know someone with an inspiring story, exceptional leadership, top-tier customer service, or a remarkable commitment to giving back, we'd love to hear about them.

To nominate, send an email to wendy@kristinbrindley.com and share why you believe they should be featured. Your insights help us uncover stories we may not know about. Once a nomination is submitted, we'll reach out for an interview to ensure the feature is a great fit. If selected, our team will take it from there, coordinating an article write-up and scheduling a professional photo shoot.

Q: What does it cost a Realtor/team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: Who are the Preferred Partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every magazine issue, attend our events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special piece to this puzzle since their partnership helps support our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events.

Q: How can I refer a Preferred Partner?

A: If you know and want to recommend a local business that works with top Realtors, let us know!



LONG ISLAND

RP

2025

BY THE NUMBERS

WHAT LONG ISLAND'S TOP 500 AGENTS SOLD

10,789



TOTAL TRANSACTIONS

\$11.9B



TOTAL SALES VOLUME



LISTING SIDE TRANSACTIONS

6,343



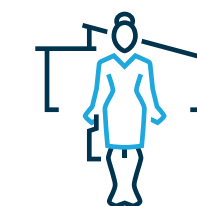
BUYING SIDE TRANSACTIONS

4,446



AVERAGE SALES VOLUME PER AGENT

\$23.7M



AVERAGE TRANSACTIONS PER AGENT

21.58



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The Diamond Law Group's YouTube channel educates and engages viewers on real estate law topics, offering insights into its processes and services. The channel creatively presents real estate scenarios by parodying popular movies and TV shows, such as *The Hangover: Real Estate Edition* and *Game of Thrones: Real Estate Edition*, making legal information more relatable and entertaining.

When you're grinding away, it's important to take time for yourself. At Diamond Law Group, we understand the hustle and bustle but take a holistic approach to representation. The best results come from strong relationships, and the best teams are built on trust. Let's connect personally—because working together should feel as refreshing as this moment of self-centering.





NICHOLAS SEKELA

BREAKING THE MOLD

BY GEORGE PAUL THOMAS • PHOTOS BY OASIS STUDIOS

In the bustling real estate scene of Long Island, few names shine as brightly as Nicholas Sekela. A REALTOR® under Oasis Realty Group, Nicholas is known for his caring, motivated, and persistent personality, qualities that resonate deeply with his clients. Add in a dash of outgoing charm and a tireless work ethic, and it's no surprise he's become a trusted guide in one of the most competitive markets around.

Charting a New Path

Born and raised in Deer Park, New York, Nicholas has always been a natural at connecting with people. He honed this gift in his first career as a radio host, commanding the airwaves on Z100, 106.1 BLI, and WALK 97.5. As the voice behind some of Long Island's most

beloved radio shows, he built a deep rapport with listeners. "Those years on radio weren't just about playing music—they were about connecting, communicating, and creating moments," Nicholas shares.

That knack for communication became a cornerstone of his real estate success. "Even now, I'll have clients recognize my voice during a showing," he laughs. "It's always a full-circle moment when that happens."

Nicholas' transition into real estate in December 2020 wasn't random—it was rooted in a lifelong love of homes, design, and the stories they hold. He admits, "My obsession started way back with 'The Sims' and binge-watching real

estate shows. Now, I get to help people pick the setting for their next chapter. That's pretty special."

Raising the Bar at Oasis Realty Group

As the Founder and Sales Manager of Oasis Realty Group, Nicholas has crafted a brand synonymous with cutting-edge marketing and personalized service. In 2024 alone, he closed 30 transactions with a whopping \$30 million in volume. Notable accolades like LIBOR's Top 20 Under 40 and Dan's Paper's Real Estate Triple Threat have followed, further cementing his status as a rising star.

At Oasis, Nicholas has channeled the lessons he learned from working at chain brokerages into something



unique. "I saw what worked, but more importantly, I saw what didn't," he explains. "Oasis is about doing things differently—whether it's our creative marketing or how we truly listen to our clients."

And listen, he does. In a field where unexpected challenges are par for the course, Nicholas' approach is refreshingly straightforward: over-communicate. "Some agents shy away when things get tough, but I'm all about tackling issues head-on," he says. "That transparency is what sets me apart."

A Creative Life Beyond Real Estate

Behind the success story is a person deeply grounded in his relationships and passions. Nicholas credits his husband, Joseph, as a driving force behind Oasis Realty Group's creative edge. Joseph, a graduate of the prestigious School of Visual Arts in New York City, runs the brokerage's Creative Services and Marketing. "His eye for design is unmatched—it's a huge part of what makes us stand out," Nicholas says proudly.

Together, they share a love of Long Island's vibrant culinary scene, often exploring its top restaurants or venturing into Manhattan for Nobu and a Broadway show. But Nicholas' creativity doesn't stop there. A music and audio enthusiast, he brings his radio expertise into real estate, producing

“ My obsession started way back with 'The Sims' and binge-watching real estate shows. Now, I get to help people pick the setting for their next chapter. That's pretty special.”





innovative community events. “One of my favorites was a gingerbread house party to support a local charity,” he recalls. “We also pulled together a massive fundraiser for Kaelib’s Kause, using my radio and real estate connections to make it a success.”

This ability to blend creativity with community impact is a defining feature of Nicholas’ career.

Eyes on the Future

Nicholas’ vision for the future is as ambitious as it is heartfelt. In the next decade, he plans to expand Oasis Realty Group with additional offices across Long Island. On the personal front, he and Joseph hope to start a family. “I’m excited to begin my next chapter: becoming a dad,” he says with a smile.

Guided by the Zig Ziglar quote, “Success occurs when opportunity meets preparation,” Nicholas embraces every challenge as a chance to grow. It’s this mindset that fuels his continued ascent in the real estate world.

Advice for Aspiring Top Producers
Nicholas has a message for those looking to make their mark in real estate: “Every deal teaches you something. Even when challenges arise, treat them as opportunities to improve. That mindset will take you far.”

dynamic, high-energy content for his “New Home with Nick” brand.

And there’s more. Nicholas is an avid art collector, traveling the world to find hyper-realistic and pop art pieces that speak to him. “Art fuels my creativity—it’s like therapy for the soul,” he shares.

For Nicholas, success is about more than transactions—it’s about giving back. His philanthropic efforts include working with the Boys & Girls Club and Patchogue Pride, as well as organizing

“Oasis is about doing things differently—whether it’s our creative marketing or how we truly listen to our clients.”



JASON ORSINI

DRIVEN, GENUINE, and COMMITTED to Making a Difference

BY GEORGE PAUL THOMAS • PHOTOS BY ANDREW MALARY PRODUCTIONS

Jason Orsini, a standout agent with Douglas Elliman Real Estate, brings a rare mix of ambition, authenticity, and relentless dedication to the world of property sales. Known for his drive and passion, Jason is as committed to his client's success as his own, always putting others first and aiming to deliver above-and-beyond service. Inspired by the tenacious work ethic of Steve Prefontaine, his idol. Jason embodies the belief that true success requires the kind of effort that leaves no room for shortcuts. His approach to real estate is deeply humanitarian and rooted in a genuine desire to serve, while his no-pressure sale tactic and educational approach make the process more enjoyable for clients.

A Hustler's Journey

Jason's journey begins in Levittown, NY, where he developed a strong work ethic early in life. "I've been working since I was 14 years old," he shares. That work ethic was put to the test as Jason navigated his early adulthood, juggling multiple responsibilities. At just 22-23 years old, living on his own, he was working six jobs, clocking an exhausting 90 hours a week for just \$600. During this time, he lived in around seven different apartments over five years before purchasing his first house in 2007.

"I remember teaching from 7:30 a.m. to 3:00 p.m., running the after-school program from 3:00 to 6:00 p.m., and

then mopping floors as a bar back from 6:00 p.m. to 4:00 a.m.—only to do it all over again the next day," he recalls.

Jason's dedication carried through his academic achievements, earning him a Master's Degree in Business Education and a Bachelor's in Marketing. His career began in education, teaching from 2003 to 2008. Even then, he was committed to "hustling and doing the job you're paid to do as best and as hard as you can."



Jason's journey into real estate was marked by unexpected turns. In 2007, he purchased his first home, a proud achievement after years of living in his car and cycling through apartments. "My dad sold our house, and I wanted to prove I could make it on my own," he shares.

In 2009, the economic downturn cost him his teaching job, prompting a bold career shift. Jason completed the 40-hour real estate course in just five days



and quickly became passionate about the field. When offered a chance to return to teaching, he declined, realizing real estate fulfilled his drive to help others and his love of hard work.

In his new career, Jason channeled the grit he had developed over years of balancing multiple jobs and honed as a runner. His goal? To educate first-time buyers and ensure they make smart and informed decisions is a mission close to his heart as a former educator. "Honestly, teaching and helping is still in my heart," he says. "I truly enjoy educating first-time buyers the most."

Jason's resilience was further tested in 2019 when his father passed away unexpectedly from stage 4 cancer shortly after his daughter's christening. Grieving his father's loss, navigating immense financial pressure, and facing the onset of the pandemic, Jason pushed forward. One emotional morning, he trained on his indoor bike for three hours, crying through the pain but covering 60 miles and realizing that life is about mindset. That mindset carried him through 2020, when, while

raising his newborn daughter solo, he sold nearly 50 homes—even amid the challenges of the pandemic.

With Jason's grit and dedication as a solo agent, he stands out in Long Island's competitive market with consistently strong sales. In 2023, he sold 34 homes, totaling \$19 million in volume, placing him #9 on Long Island for Douglas Elliman. His steady performance, including \$18 million in volume last year, reflects his commitment to client success.

Jason's career is also marked by numerous accolades. He began as Douglas Elliman's Rookie of the Year in 2009 and achieved #2 on Long Island for homes sold in 2021 with 70 sales, also ranking #7 in Gross Commission Income. He has been honored among the Top 20 under 40 Residential Rising Stars, Top 40 under 40 Business Leaders by Long Island Business News, and as one of Schneps Media's Real Estate Power Leaders. His dedication has even earned him recognition from the New York State Senate and Congress.

Jason holds the Certified Buyer Representative title and served as a former Director for the Long Island Board of Realtors, cementing his influence and commitment to Long Island's real estate community.

Beyond Real Estate

For Jason, family is everything. His wife, Audrey, whom he calls his "rock and savior," has been his steady support since they met on Match.com during the holidays in 2012. "I would not be where I am without her," Jason shares. Their relationship blossomed quickly: he professed his love on Valentine's Day in 2013, and they married in 2015. In 2016, they moved into their dream home, and in 2019, they welcomed their daughter, Alessandra, followed by their son, Luca, in 2022. "I prayed for a girl, and

“Honestly, teaching and helping is still in my heart. I truly enjoy educating first-time buyers the most.”

we were so blessed to have her," he says. Now, with two young children, Jason's life revolves around creating memorable experiences for his family, from park outings and spontaneous ice cream trips to themed getaways. "I'm a kid myself, constantly playing with my kids, making them laugh all for the memories," he adds.

Jason's extended family also plays a big part in his life. He has a twin brother with kids the exact same ages as Alessandra and Luca, and they're often together, sharing fun and memorable experiences. While his older siblings aren't as "close," they've grown closer over time, especially because of the kids and Jason's shift toward being more family-oriented. He looks up to his older brother and sister but credits his older brother, Scott, for shaping his work ethic. "That's one guy who taught me never to give up, to put in all you've got—whether in sports or life—and to keep going no matter what," Jason says.

Outside of family time, Jason is an accomplished athlete, having completed two full Ironman triathlons, over 20



“ You get in life what you put in. Stop expecting things to be handed to you.”



marathons—including a personal best of 2:48—and several half-Ironman events. These days, he’s focused on open-water marathon swimming and has set a monumental goal: to complete the open-water triple crown swim—the English Channel, Catalina Channel, and Manhattan Island Swim—within 30 days, aiming to set a world record.

Beyond athletics and real estate, Jason is deeply committed to community service. Each year, he organizes a Christmas light show in Smithtown, turning his home into a holiday wonderland and hosting a community block party.

Just last year, Jason’s Christmas display went national. His holiday masterpiece captured national attention, featured on Good Morning America, ABC7 Eyewitness News, and earning 200,000+ views on TikTok, as well as local outlets like News 12 Long Island and Newsday.

More importantly, his efforts raised 500+ toys for Stony Brook Children’s Hospital and brought 500 attendees to a block party complete with a bounce house, DJ, petting zoo, choir, free treats, and games.

A Lasting Impact

Jason’s vision for the future is focused on achieving big goals and leaving a lasting legacy. Personally, he aims to set a world record by completing the triple crown of open-water swimming within 30 days. By 2030, he aims to raise \$100,000 for pancreatic cancer through the triple crown marathon swim in honor of his dad. And by 2060, he hopes to swim nonstop from Orient Point to the Verrazano Bridge. For his family, he’s building a portfolio of rental properties and growing his annual Christmas community event, with hopes it attracts over a thousand people each year.

Professionally, Jason’s goal is to become the top agent on Long Island. His approach is straightforward: “You get in life what you put in. Stop expecting things to be handed to you.” Balance across career, family, and community is his guiding principle.

Jason’s advice to aspiring agents is simple: “The market will always change. Adapt, commit, and don’t make it about the money.” His own path demonstrates that with resilience, authenticity, and clear goals, success will follow.

“ The market will always change. Adapt, commit, and don’t make it about the money.”

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