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Michelle has recently changed from a retail leadership role to becoming a home inspector with Sherwood Inspection Services, LLC. She has 20+ years in providing excellent customer service in the retail industry. She is OSHA 10 & 30hr General Industry certified, and has conducted many commercial security, inspections & risk assessments. She is sewer scope certified and certified professional inspector. Protecting our clients/customers from any potential safety concern is something that she takes great pride in providing. Awareness and training opportunities are vital skill sets that she offers to each of our customers. She enjoys that comfort of a complete and thorough inspection for our clients to make an informed decision on something that is very important to all home buyers & sellers. She is excited to offer those services to every client we have here at Sherwood Inspections Services, LLC.

In her free time, she enjoys fishing and home improvements projects around her house. She also enjoys playing games of corn-hole with her adult son while enjoying a nice fire in the back yard with family and friends. She is excited to start her new career path with an outstanding inspection position here at Sherwood Inspections Services, LLC.

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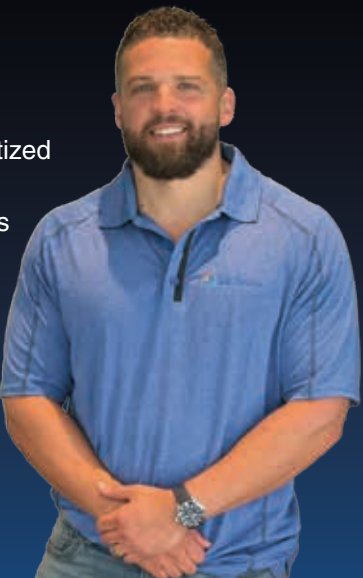
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This isn't some pay-to-play vendor directory. We're not just throwing logos into a magazine and hoping for the best. The businesses in this publication come as referrals from top-performing agents who've worked with them in the trenches—on tight deadlines, with high-stakes closings, demanding clients, and all the usual chaos that comes with the job.

They've shown up, followed through, and made you look good. Again and again. So when you're flipping through this issue, you're not just browsing ads. You're browsing a vetted list of real-deal pros—people who've already proven themselves worthy of your trust and your clients' business.

We built this community on the idea that rising tides lift all boats. That means collaborating,

sharing the good stuff, and holding each other to a higher standard. It means saying, "Hey, this person crushed it for me—you should know them too." That's the spirit that fuels *Real Producers*, and it's what keeps this magazine from being just another pile of pages.

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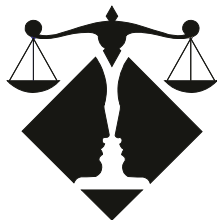
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# Phil Giampietro

## A Legacy of Service: Phil Giampietro’s Mission Beyond the Badge

**When you meet Phil Giampietro, you immediately understand that real estate is more than a job for him—it’s a calling built on a lifetime of service. A Coldwell Banker agent based in Cheshire, Phil is known throughout the New Haven and Middlesex real estate communities for his unmatched integrity and tireless work ethic. But it’s his extraordinary commitment to giving back—particularly through the Homes for Heroes program—that truly sets him apart.**

Before becoming a Realtor, Phil served 25 years as a police officer, much of it spent investigating serious and fatal



motor vehicle accidents. It was a career defined by long hours, emotional resilience, and a deep sense of duty to his community. As retirement approached, Phil found himself asking the question many first responders eventually face: “What’s next?” The answer came unexpectedly when he helped his son and future daughter-in-law purchase a condo. Watching their agent work sparked something in him. “I realized I could do this,” Phil said. “And once I make a decision, I go all in.” Within two months, he was licensed and began his real estate journey.

It didn’t take long for Phil to thrive. Rooted in Cheshire his entire life, he leveraged decades of community ties—built through law enforcement, volunteer work, and his family’s local business—to grow his client base. His genuine care for others quickly became evident to anyone who worked with him. Real estate was never just about the sale; it was about helping people

find the right home and navigating one of life’s most important decisions with honesty, trust, and patience. Phil now co-leads a 20-agent group, Team Legend, alongside partner Kathleen Maloney. Though he’s begun easing into a more strategic leadership role, he remains closely involved with his clients and team, driven by the same purpose that’s guided him for decades: service to others.

That same passion led him to Homes for Heroes, a national program that helps healthcare workers, teachers, firefighters, law enforcement officers, and military personnel save money when buying or selling a home. The program was founded after 9/11 with a simple but powerful mission—to thank those who serve our communities and country. Real estate agents like Phil can become affiliates, allowing them to give back a portion of their commission as a direct cash benefit to qualifying clients.

Phil doesn’t just participate—he gives 30% of his commission on every qualifying transaction. That money is used to fund a thank-you check issued to the hero after closing, typically averaging more than \$3,000. To date, Phil has donated close to \$500,000 of his own income through this program.

“I don’t even think about the money,” Phil said. “It’s not about that. These people—nurses, teachers, first responders, veterans—they give so much of themselves every single day. This is my way of saying thank you.”

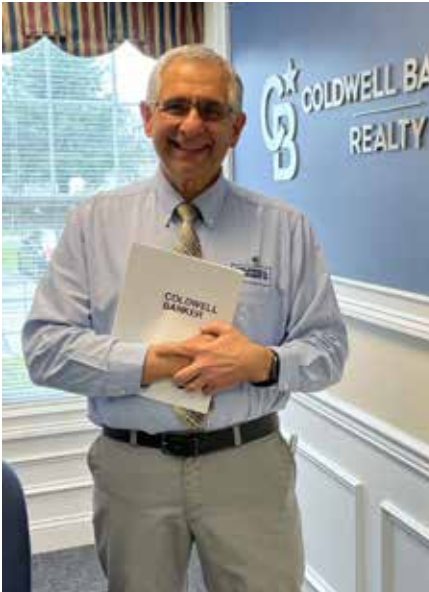
Abby Waltz, National Director of Homes for Heroes, calls Phil’s contributions extraordinary. “Our mission is to thank every hero, and that only works because of people like Phil,” she said. “What he does is generous, yes, but more than that—it’s intentional. He’s deeply connected to the cause, and it shows.”

Phil shared one story that especially stuck with him—a young Army veteran with a small daughter and a baby on the way. Their dream of homeownership was on the edge of slipping away due to tight finances. But thanks to the benefit provided through Homes for Heroes, they were able to close on their first home. “That money made the difference,” Phil said. “Now they’ve built equity, they’re thriving. It’s something I’ll never forget.”

And he’s done this not once or twice—but close to 150 times.

Despite his accomplishments, Phil doesn’t seek the spotlight. He’s a proud father of three, a grandfather of six, and still finds time to enjoy car shows and Yankees games when he can. But his heart is never far from his work. Whether mentoring new agents or quietly helping local heroes build a future, he approaches each day with the same purpose and humility that’s defined his entire career.

In a world where accolades often go to the loudest voices, Phil Giampietro stands out by doing the quiet, consistent work that truly changes lives. For him, giving back isn’t a campaign or a slogan—it’s a way of life.





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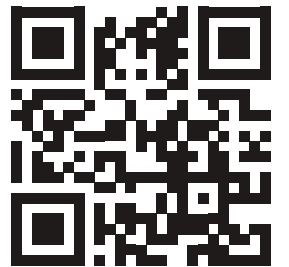
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# FAQ

## All About New Haven/ Middlesex Real Producers

The first Real Producers magazine started in Indianapolis in 2015. Real Producers is now in over 130 markets across the nation and is continuing to grow nationwide.

**Q: WHO RECEIVES Real Producers MAGAZINES?**  
**A:** The top 300 real estate agents across New Haven and Middlesex Counties and our preferred partners.

**Q: WHAT IS THE GOAL OF THIS MAGAZINE?**  
**A:** We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most accomplished individuals in the Connecticut real estate sector.

By curating an exclusive community comprised of the top 300 real estate agents and RP-vetted businesses in each market, we foster a shared space for sharing stories, celebrating successes, discussing market trends, and highlighting upcoming events. Our monthly publication is dedicated to connecting, informing, and inspiring, encompassing anything that contributes to the enrichment of our community.

**Q: DOES Real Producers HAVE EVENTS?**  
**A:** Yes! We have specific networking events throughout the year.

**Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?**  
**A:** The process for getting featured in our magazine is straightforward. To be eligible, you need to be on the top 300 list, and we value nominations highly. Whether you're a real estate agent, business, broker, owner, or someone who admires the work of others, you can nominate individuals, including



yourself. Even office leaders have the opportunity to nominate outstanding real estate agents. We take every nomination seriously and consider anyone from the top 300 list who is brought to our attention. While we cannot guarantee a feature, we strongly encourage you to connect with one of our team members, show support for Real Producers, and participate in our private events. These steps can enhance your chances of being featured in our publication.

**Q: WHAT DOES IT COST A REAL ESTATE AGENT/ TEAM TO BE FEATURED?**  
**A:** Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share **REAL** stories of **Real Producers**.

**Q: WHO ARE THE RP-VETTED BUSINESSES?**  
**A:** The RP-vetted businesses featured in our publication represent the some of best in the business in their respective categories within the Connecticut

Shoreline. You can easily locate them in our index. We do not randomly select businesses, nor do we collaborate with every business that approaches us. We prioritize businesses that have received your stamp of approval through recommendations and each business showcased has been personally recommended by many of the top agents featured in our publication. Before featuring any business, our team conducts additional vetting to ensure they align with our community's values and bring substantial value. Our aim is to build a robust network that not only includes the best real estate agents but also features top-tier businesses, fostering collective growth and strength within our community.

**Q: HOW CAN I RECOMMEND A BUSINESS?**  
**A:** If you want to recommend a business that works with top real estate agents, please email or message us - **Email: sam.kantrow@realproducersmag.com**

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# Sol Choice Residential Solar Solutions

JEFF AMANNA BY GEORGE GROTHEER

**“I love creating deals that are a huge win for the client.”**

With Jeff Amanna at the helm of Sol Choice, it's not only the company getting that win – it's the client being prioritized to get the best possible outcome. While he says that is a rarity among many solar companies, Sol Choice is proving to be a standout exception to the rule.

“I just enjoy working with people and helping them win, so I foster a lot of strong partnerships in and out of the industry to make sure we can offer the very best solutions to our clients.” Amanna says. “We can win together – that's something that drives me.”

Amanna has long been driven to find success through partnerships in the solar industry. He chose to get into the business in the first place because he had moved into a home that had extremely high electric bills, and immediately benefited from going solar.

“When I started to explore it, I looked at it from a business standpoint. Having been in business development my whole life, it intrigued me to see that there were options for people to be able to go solar and drastically reduce their energy expenses without having to come out of pocket to do so if they weren't in a position to. It really can be an amazing financial vehicle for homeowners.”

Amanna wanted to offer value to homeowners and be disruptive in the high-pressure sales space of the solar industry. By chance, he met a major national solar dealer who offered a brokerage concept – a case-by-case customized model Amanna could offer to his clients, setting him apart from the big companies.

Those big companies, Amanna says, dominate the industry with sales representatives who are constantly pressured by their managers to close every



Jeff Amanna, founder of Sol Choice, is committed to building partnerships that put people first, redefining how solar energy solutions are delivered. (Photo by Chris Devlin Photography)



single deal as quickly as possible to reach certain quotas. Amanna says what causes misconceptions about solar energy is the lack of education being provided to clientele by reps – people are often pushed down a specific path without being given enough information to make an informed decision. Solar sales, Amanna says, can often be deceptive, either intentionally or unintentionally, due to a lack of training, knowledge, or resources on behalf of the representatives. His team at Sol Choice is working to counteract that problem. “Solar is really an amazing thing for many people, but only those whose conditions (sun hours, sun exposure, roof, etc.) qualify to benefit from it.”

“For me, I’m the business owner,” Amanna points out. “My business is highly dependent on referrals and doing a good job to make sure that my reputation and brand stay strong in the marketplace.”

Amanna says some people sign up for solar under the belief that one hundred percent of their home’s energy will be covered, but electric



Family first – Jeff Amanna, with his wife and three kids, embraces the power of doing life together. With a flexible schedule as his own boss, he stays active in local athletics, their church, and the community, building strong relationships both at home and in business.

bills still come in the mail. This upsets customers because of a lack of transparency and due diligence from the company designing and selling the system. Amanna likes having options that work best for the client, with the goal in every interaction to eliminate the ever-increasing electric bill, and stresses that he has those options because of his vast offering. He can provide his clients with more choices for their home energy setup because he is not stuck, like many solar consultants, with one particular financier or manufacturer.

The big companies? Not so much.

“At the end of the day, many reps are just trying to get a deal signed,” Amanna says. “They have no consequences to pay if that homeowner is upset a year later because they got the wrong deal, because chances are they are not going to be at that company a year later.” He says Sol Choice’s process focuses on the front-end

analysis, making sure his team and the client have a mutual understanding of the whole picture. If the client is going to finance, purchase, or lease their solar energy, Amanna says, they can figure out what makes the most sense for the homeowner’s specific situation.

Overall, the industry is looked upon favorably in our state – especially with utility companies like Eversource and United Illuminating pushing for higher rates. Prospective home buyers can save thousands of dollars a year by leasing or purchasing solar. Amanna says that is not the only benefit to the client.

“If you own the system, it adds real value to your home because (in addition to the reduction of energy costs) it is an asset attached to your home,” he says. “If you lease a system, it can add tremendous value in that your home comes with a much lower overall cost of ownership over time.”

“In many cases, even with a power purchase agreement or lease, we can reduce the overall cost of energy by 30–50% with no upfront cost to the homeowner. In CT, many homeowners lease solar, and it has become a lot more streamlined in transferring ownership

in the event of the sale of the home, with options to buy out at FMV or easily transfer ownership.”

Of course, each case and each client are different. Amanna treats every opportunity with the same level of care he would expect as a homeowner, after deciding to enter the field to make others’ lives easier in the first place.

“I just enjoy working with people and fostering mutually beneficial relationships, so I invest a lot of time networking and partnering with other like-minded business owners,” Amanna says. “I enjoy that because it feels good to set somebody up in a good situation.”

The idea of doing things together is key to Amanna’s work life and personal life. He and his wife are raising three kids in Connecticut, and Amanna loves being his own boss so he can work his own flexible schedule. The family is very involved with local athletics and their church, always trying to be active in their community to foster more great relationships, personally and professionally.

“We can win together – that’s something that drives me.”



# Ask The Attorney!



BY KISHORE  
KAPOOR- OWNER/  
ATTORNEY AT  
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REAL ESTATE  
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## “Wait — Where’s the Washer?” How Small Oversights Can Sink a Smooth Closing

“The closing was smooth — until the buyers walked in and realized the washer and dryer were gone. The listing said ‘all appliances included’... so now what?”

At our law firm, we’re seeing more and more deals hit bumps right at the finish line — not because of financing issues or inspections, but because of misunderstandings about what’s included in the sale. The biggest culprits? Fixtures. Personal property. And the gray area in between.

Let’s break it down.

Fixtures are generally items that are permanently attached to the property. Think: built-in bookshelves, mounted TVs (and yes, often the brackets too), curtain rods, and light fixtures. If it’s nailed, screwed, or glued, it’s probably a fixture — and it’s expected to stay.

Personal property, on the other hand, is movable. This includes furniture, artwork, or a freestanding fridge — items that aren’t permanently affixed.

But then we get into the murky middle: washers, dryers, wall-mounted TVs, mirrors screwed into the wall, and even smart devices. These are the things that spark heated post-closing phone calls when expectations haven’t been clearly set.

Here’s the truth: It doesn’t matter what’s “typical” or what “usually

stays.” If it’s not in writing, it’s up for debate — and in real estate, debate often means delays, stress, and blame.

So, how can you protect your clients — and yourself?

1. Use the Inclusions/Exclusions Section. Fill it out every single time. If there’s an MLS remark that says “all appliances included,” mirror that language in the contract, and specify exactly which ones.
2. Add an Addendum When in Doubt. If the seller wants to take the washer/dryer, spell it out. If they’re leaving the Nest thermostat but taking the Ring doorbell, write that down too.
3. Educate Early. Walk the house with your clients. Ask what they plan to leave or take. If it plugs in, holds sentimental value, or is worth more than \$100 — talk about it.
4. Don’t Assume. Just because the last three closings included the washer and dryer doesn’t mean this one will.

As closing attorneys, we love a clean closing. But too often, preventable issues like this bubble up at the eleventh hour. Clear documentation avoids drama, makes your job easier, and positions you as a true professional.

If you ever have a weird situation you’re not sure how to handle, give us a call. We’re always happy to help agents draft language or talk through scenarios — before it becomes a problem. Because nothing should come between your client and a smooth closing — especially not a missing dryer.

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# Chanelle

## Rooted in Service, Rising in Real Estate.

BY GEORGE GROTHEER  
ALYSSA MUCHA PHOTOGRAPHY



Chanelle Goldson, a U.S. Army veteran turned rising real estate star, brings discipline, heart, and a deep commitment to community into every deal, proving that success is built on service, structure, and vision.

**To make it in the real estate industry, one must have discipline, a commitment to success, and world-class people skills. Chanelle Goldson, this month's agent to watch and a rising star in Connecticut, has a lethal combination of those attributes.**

Goldson served in the United States Army for seven years and credits it for giving her essential skills to survive in this field. She says her time in the military helped her deal with adversity and challenges – something she says put her in a position to succeed in several potential career pathways when she returned home.

“My time in the military set me up for this career because in real estate, you have to be really disciplined. You are your own boss, and if you’re not disciplined, it’s easy for you just to do whatever you want and not have structure, or do what you need to do.”

Upon her return home from active duty in 2017, Goldson found work in the human resources field, working with nonprofit organizations and behavioral health professionals. She says this experience motivated her to put personal policies and procedures

# Goldson



Chanelle Goldson with her biggest supporters — her husband and two daughters — who inspire her mission to provide safe, affordable housing and build a legacy of community care.

in place and develop crucial interpersonal and customer service skills.

While her path to a real estate license took many turns professionally, Goldson has long held an interest in this work. She says her mother was successful in real estate investing, starting in low-income housing and developing a skill for “house hacking.” She watched as her mother invested in multi-family homes, renting out a unit to earn passive income. Eventually, the family

moved into a single-family home and rented out the entire multi-family home to increase that financial boost.

“I saw how it changed our life, and I said, ‘I want to do the same thing as my mom,’” she says.

Goldson found herself starting with house hacking before her military service had ended – buying a multi-family home in 2015 and renting out a floor to others. She and her husband used their

funds to purchase blighted homes and land in their New Haven neighborhood, rehabbing and selling several properties all within a short distance of each other.

It was at this juncture that Goldson discovered her penchant for home sales.

“During the process of getting into investing, even from buying my first home, I reflected on my experience

with my agents,” she says. “I felt like I saw things that I didn’t like and hoped that it could have gone better. I said, ‘since we’re doing this – I might as well become an agent.’”

Goldson secured her real estate license in November of 2023 and has taken off in the year and a half since. She says she announced herself as an agent on social media platforms and





“ I LOVE BEING ABLE TO PROVIDE SAFE, AFFORDABLE HOUSING FOR MEMBERS IN MY COMMUNITY. THAT’S JUST MY MISSION, NO MATTER WHAT.”



that led to her getting her first listing. At this point, almost all her leads come from social media and referrals. Goldson values her connections with other realtors and vendors; she says referrals ensure a level of trust already built up with the client through the third-party realtor. She says she wants to connect with businesses and vendors to get clients set up with services for their new homes.

At this point, Goldson is mostly working with buyers, helping individuals and families find their forever homes. She says she is always listening to podcasts or reading books, focusing on training to improve her skills as an agent. Goldson credits this routine with creating habits



for her that will make her successful in building her business. As she grew accustomed to the formula, she started working with a higher volume and is seeing bigger results.

Goldson has found joy outside her work as well – she and her husband have two elementary school-aged daughters. The family travels often and enjoys each other’s company, especially as they complete their summer and winter bucket lists each year. Goldson has inspired her daughters by involving them in her work – they help with open houses, handing out print material, and even appearing in her videos. She says her kids have learned about real estate at a young

age just by watching her work and taking an interest in participating.

Moving forward, Goldson plans to stay in touch with what works for her. She wants to have more investment properties, keep working on her “fix-and-flip” formula, and mentor new agents to find similar levels of success. While her ultimate goal in this industry is to reach an even higher tier as a top agent in the region and state, Goldson says her work is not about having bragging rights – it is about providing a level of care and service to her neighbors.

“I love being able to provide safe, affordable housing for members in my community,” she says. “That’s just my mission, no matter what.”



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# CONCRETE OVERLAYS

## THE RESTORATIVE APPROACH TO CONCRETE FOR INSTANT CURB APPEAL

BY ALEX OLSON, OWNER & OPERATIONS DIRECTOR,  
JASON ROBERT'S INC., CONCRETE RESTORATION  
AND RESURFACING SPECIALISTS



When it comes to a home's first impression, nothing stands out more than the front entry and exterior surfaces. Driveways, walkways, patios, and pool decks all contribute to a property's curb appeal. Unfortunately, these areas are often the most neglected. Cracks, stains, uneven slabs, and faded surfaces can age a home and turn away potential buyers or dampen a new homeowner's enthusiasm.

Whether your clients are preparing to sell a property or have just purchased one, enhancing concrete surfaces can dramatically transform the look and feel of a home, as well as provide an instant ROI for sellers. At JRI Concrete, we specialize in restorative and new installation concrete services designed to breathe new life into tired surfaces, providing both aesthetic value and functional performance.

Concrete overlays are the perfect marriage of form and function, offering superior durability and longevity along with modern yet timeless finishes to complement any home or business.

### Benefits of Concrete Overlays:

- **Exceptional Durability** – Overlays are built to handle daily wear and tear in both residential and commercial settings. Our proprietary blend, paired with a premium sealant, is designed to resist the elements, especially the freeze-thaw cycles and moisture common in the New England climate. The result is a surface that resists cracks, stains, scratches, mold, and mildew for years to come.

- **Custom Design Flexibility** – One of the greatest appeals of overlays is the range of customization. You can choose from a variety of patterns, textures, and colors to achieve your ideal aesthetic. Our popular Stone Texture Bluestone Pattern, for example, emulates the natural elegance of stone at a fraction of the cost and maintenance. Whether you're aiming for a classic colonial look or a modern finish, there's an option that complements your vision.
- **Heat Reflectivity for Comfort** – Unlike natural stone or asphalt, concrete overlays reflect heat instead of absorbing it. This is especially beneficial for patios, walkways, and pool decks, which stay significantly cooler in the hot summer months. Your outdoor spaces remain comfortable and inviting, even during peak sun hours.
- **Environmentally Friendly** – Concrete overlays are made with sustainable materials

- such as aggregates, pozzolans, and water—all of which are widely available and locally sourced. Plus, overlays allow you to preserve and reuse existing concrete whenever possible, rather than removing and replacing it, reducing landfill waste and environmental impact.
- **Slip Resistance for Safety** – All of our overlay finishes include anti-slip properties, making them an ideal choice for pool areas, walkways, and entryways where moisture can pose a hazard. For additional grip, we can incorporate a non-skid additive into the final sealant—an especially valuable feature for families with young children or elderly residents.

- **Low Maintenance and Easy Upkeep** – Compared to pavers or natural stone, which often require joint

refilling, leveling, and weed control, concrete overlays are relatively low-maintenance. A simple cleaning and resealing every 2–3 years through our "Wash & Seal" service helps maintain their appearance and performance.

- **Versatile Applications** – Overlays are not just for aging concrete. They can also be applied to newly poured slabs to increase durability and elevate design. Whether you're enhancing an old walkway or finishing a new patio, overlays provide a seamless and unified finish.
- **Backed by Warranty and Local Service** – Every overlay project is backed by our limited 10-year warranty. We take pride in standing by our work, from the initial consultation to years after the installation is complete. Our local crews are always available to provide support, service, or touch-ups if needed.

Between the affordability, durability, longevity, and classic yet on-trend aesthetic, concrete overlays provide immense value to their users.

Now let's narrow in on one of the surfaces that concrete overlays were specifically formulated for, with a purpose—pool decks. Many homes in our region have pools, and unfortunately, many of these pool decks have been neglected over the years. Pool decks are one of the most overlooked but critical areas when it comes to resale and homeowner satisfaction. A weathered or cracked pool deck can significantly detract from a home's value and turn off potential buyers.

However, when in great condition, a pool can be a huge selling point, especially when marketing to young families. Since many busy families' goal is a turnkey housing solution, it is less than ideal to move into a house

and then have to tackle a pool deck renovation. A degrading, cracked pool deck also does not photograph well for those listing photos either! Furthermore, as mentioned earlier, restoring a huge component of a home's property results in an instant ROI when selling.

Then there is the opposite scenario—you have a client looking to purchase a home where the seller did not maintain their pool deck properly, and it is in need of some TLC. Not a problem, as you now have an efficient and cost-effective solution for your buyer should they purchase the home. A bonus is that the buyer now has the opportunity to design their pool deck to meet their own personal style.

So whether you have a seller who needs to get their property ready to get on the market for the highest value, or you have a buyer who needs solutions to seal the deal on a new home—at JRI Concrete, we can provide you and your clients with a complimentary consultation and ultimately a transformation.

We believe in helping clients make the most of their properties through expert craftsmanship and personalized service. We are happy to review photos, discuss design ideas, and recommend the right solution based on your needs. Whether it's a front entry, a cracked walkway, or a forgotten pool deck, we're here to help your clients bring their vision to life—and make sure it lasts.

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# Pillar to Post: The Miranda Team

By George Grotheer  
ALYSSA MUCHA PHOTOGRAPHY



Sometimes... coincidence and fate become intertwined. It has now been more than a decade since that happened to Marco and Melanie Miranda and their Pillar to Post team of home inspectors.

“We were driving down to North Carolina, and I had The New York Times open on my lap when Marco said he wanted to start his own business,” Melanie says. “I looked down and it said, ‘home inspections are the next best business.’” With Marco’s construction background and Melanie’s background in client care, this was the perfect starting point for their business.

They jumped in at full steam ahead with their main goal in mind, creating confident homeownership

and providing helpful resources for real estate agents and their clients.

In the beginning, The Miranda Team prioritized getting its name out into the world, with Marco and Melanie showing up at every event they could possibly attend, meeting agents, making clients familiar with the Pillar to Post brand, and availing themselves, day or night, as an up-and-coming resource. That personal touch has lasted to this day.

The Miranda Team has grown from two people with a dream in 2013 to the top Pillar to Post home inspection franchise on the East Coast in 2025. In that time, they have performed over 25,000 home inspections, which helped to get them voted





“Best Home Inspection Company” four years in a row. At this juncture, they have 10 inspectors in a branch of eighteen people with plans for further growth as needed. As a franchise of a national company, Melanie says this team stands out because of its exceptional performers and fearless leadership, with Marco named Pillar to Post Franchise Business Owner of the Year out of more than five hundred locations nationwide.

“There is a framework that everybody follows, and we all stick to The Miranda Team: Pillar to Post brand standards,” Marco says.

Melanie says the team’s success has come from an unmatched quality of service as well as their non-alarmist delivery. They offer residential and commercial inspections at three levels – plus, premium, and prestige. This team recognizes and appreciates the need to understand the client when they have different concerns, no matter their budget.

In addition to the three levels of inspections, The Miranda Team offers a wide variety of additional services that can be added on to any level of inspection or can be done as a stand-alone service. Some of these services include radon testing, well yield testing, water quality, mold, indoor air quality testing, as well as termite inspections, chimney inspections, pools, and city sewer-line scoping. They make all their reports available online through a digital platform, with agents and clients receiving their own individual dashboards that they can access anywhere.

“Buying a home may be one of the biggest transactions that the clients will ever have, so that level of trust, whether it’s a simple test or something bigger, we’re taking care of people, which is always top priority.”



Marco and Melanie with their first Pillar to Post Brand Conference photo from 2013



Melanie and Marco receiving the 2025 Franchise Business Owner Of The Year award, presented by Charles Furlough, President/CEO, Pillar to Post Home Inspectors.

All of The Miranda Team’s inspectors are licensed in the state of Connecticut and exceed the requirements for certifications through Internachi, making them a stronger resource for specific needs had by realtors and clients. The team inspects all kinds of properties from mobile homes to multi-million-dollar luxury estates. While The Miranda Team’s marketing territories are New Haven and Fairfield Counties, they are regularly available across the state and go anywhere in the state that the agents in their territories go.

With the company’s base aiming to provide local support for agents in Connecticut communities, the team is also heavily involved in their local communities. The team is involved in local charities such as Seymour Pink, Whiskers Pet Rescue, and partners with The Stewie the Duck Foundation every year to promote pool safety.

“Our goal is for people to move into their homes with confidence and be a resource to real estate agents,” they say. “If agents are at home or showing a client a listing and the agent has any questions or comes across something they’ve never seen before, they can text us a picture or give us a quick call. We are always available to answer any questions. Having that level of trust and maintaining it is incredibly important to us.”

Marco says it gets the inspectors excited when they see people start to understand the home inspection and home-buying process a little more clearly, thinking about their houses in a way in which they had not thought about them before.



Marco and Melanie celebrating the team’s hard work and achievement at their team meeting





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# The WHITEMAN TEAM *Way*

CHRIS DEVLIN  
PHOTOGRAPHY

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Leigh Whiteman leads with heart, experience, and vision. Building a team rooted in excellence, support, and genuine client care.



Kimberly Stoddard, the team's "Mama Bear," blends corporate savvy with compassion, leading operations, protecting the process, and making sure every client feels at home.



Kelly Whiteman brings warmth, balance, and a hands-on approach, nurturing team culture while guiding clients with ease and care.



Tim Galvin brings energy, adaptability, and a creative spark to every client interaction, on and off the stage.

The shape of the organization makes The Whiteman Team unique.

Leigh Whiteman: Leading with Heart, Backed by Experience

Leigh Whiteman believes in education, practice, preparation, delivery—and above all, people. A former choreographer and dance educator with degrees from Mount Holyoke College and Sarah Lawrence College, Leigh brought her passion for excellence and performance into real estate after moving back to her hometown of Guilford. Inspired by her parents, longtime agents themselves, Leigh dove into the business in 1988, determined to blend top-tier service with genuine client care.

As her real estate career flourished, Leigh faced a challenge: how to maintain both exceptional service and quality time with her growing family. Her solution? Build a team. In 2002, The Whiteman Team was born with a clear mission: deliver expert, personalized service—while allowing each member to thrive both professionally and personally. In 2004 the Team joined William Raveis Real Estate where the concept of teams is encouraged and supported.

#### The Heart of the Team

Kimberly Stoddard was the first official hire, bringing strong organizational and leadership skills from the corporate world. Though she had no real estate background, she embraced the systems Leigh had in place and quickly became the "hub" of the team. Kim

earned her license to better support clients and now manages digital marketing, listing coordination, and day-to-day operations. She describes herself as the team's "Mama Bear"—protective, reliable, and deeply client-focused. "Whether it's launching a new listing or navigating a complex closing, I'm here to make sure everything runs smoothly and our clients always feel supported," she says.

#### From Protégé to Partner

In 2018, Kelly Whiteman joined the team, bringing her hospitality background and natural ease with people to real estate. As Leigh's niece-in-law, Kelly already had a strong connection to the family—and soon developed a deep understanding of the business. While taking classes, she interned with the team, learning the systems from the ground up. "I started with Leigh's method: imitate, integrate, innovate. It gave me a strong foundation and room to grow," she says. Kelly now helps onboard new agents and plays a vital role in maintaining team cohesion and energy. Known for her ability to juggle multiple tasks with a smile, Kelly also shares Leigh's belief in work-life balance—a value that matters even more now that she has a young family of her own. "Leigh made it work with little kids—I'm doing the same," says Kelly.

#### A Coachable Force

In 2021, longtime friend Tim Galvin turned to Leigh for career advice—and instead of mortgage lending, Leigh guided him toward real estate. A talented drummer for Foxtrotter, Tim brought the same rhythm and adaptability to his new career. He joined the team with





## WHAT SETS THE WHITEMAN TEAM APART ISN'T JUST ITS SKILL—IT'S THE CULTURE.

drive, curiosity, and a willingness to learn. While still working his landscaping job in off-hours, Tim trained with the team, soaking up every detail. No longer landscaping, Tim frequently performs with his band at venues around Connecticut. “He’s a sponge,” says Leigh. “He listens, adapts, and applies—it’s no surprise he’s found quick success.” Tim credits Leigh’s systems with helping his right-brained personality find structure. “I never feel like

I’m flying blind. There’s a proven process—but I get to make it my own.”

### **The Penguin Philosophy**

What sets the Whiteman Team apart isn’t just its skill—it’s the culture. Inspired by emperor penguins, who survive Antarctic storms by rotating between the cold outer circle and the warm center of their huddle, the team has

adopted the “penguin” as a symbol of teamwork. When a team member goes above and beyond—whether it’s covering for someone on short notice, solving a tricky client issue, or handling a midnight showing—they’re awarded a “penguin.” It’s a lighthearted but meaningful way to recognize each other’s sacrifices and commitment.

“We all take our turn on the outer edge,” Kim says. “That’s what makes us strong. And when it’s your turn in

the center, you are being supported by everyone else. By sharing the load, we make it through any storm. Together.”

Since 2002 The Whiteman Team has been a solid and productive force in Connecticut Real Estate. As Leigh puts it: “It’s always been about superior service to our clients and genuinely caring about their welfare and happiness. This is best accomplished by agents who are energetic, creative and who feel supported. That is The Whiteman Team





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A huge shoutout goes to our incredible event sponsor, **Dominic DeMilo of Total Mortgage**. Thanks to Dom, we were able to host this event completely free for the top agents and businesses in the market. Keep an eye out for a feature on him in our August issue. It's one you won't want to miss. We also want to give a big thank you to **Silver Sands Pizza Truck**

PHOTOS BY CHRIS DEVLIN PHOTOGRAPHY AND ASCEND STUDIOS

for treating everyone to an incredible spread of pizza, fresh salad, and gelato—it was a hit from start to finish.

If you weren't able to make it, you seriously **MISSED OUT**. But don't worry, we'll be announcing the date for our Summer Soiree event soon. In the meantime, scan the QR code to watch the highlight video and browse through some amazing photos from an unforgettable night.

Cheers!  
  
Sam Kantrow  
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