

LONG ISLAND

MARCH 2025

REAL PRODUCERS[®]

40

UNDER

40

Class of 2025

CONNECTING. ELEVATING. INSPIRING.



Realtors, Skip the Luck

Choose **NMBNow** for Your Winning Edge

We are your trusted advisors, guiding your clients on their unique homeownership path. We are dedicated to guiding homebuyers through every step of their journey, providing a transparent, personalized, and empowering mortgage experience.

- 🍀 Reputation and Reliability
- 🍀 Support and Resources
- 🍀 Communication and Responsiveness
- 🍀 Local Knowledge



Scott Shapiro

Non Producing Sales Manager
Phone: 516.857.3838
Email: sshapiro@nmbnow.com



Adam Shapiro

Loan Officer | NMLS# 1907108
Phone: 516.459.7476
Email: ashapiro@nmbnow.com



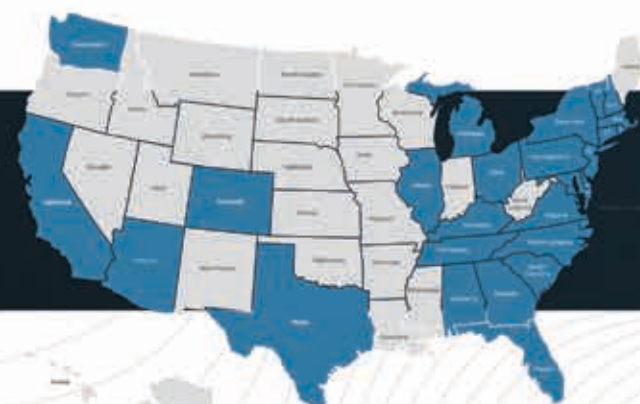
Team Up
Here



Nationwide Mortgage Bankers, Inc. (NMB), NMLS# 819382 | (www.nmlsconsumeraccess.org) 3 Huntington Quadrangle, Suite 403N, Melville, NY 11747 | Branch NMLS 1822931 | (833) 700-8884 | www.nmbnow.com. NMB is in no way affiliated with Nationwide Mutual Insurance Company. "NMBNOW" is a registered DBA of Nationwide Mortgage Bankers, Inc. All loans are subject to credit and appraisal approval. Not all applicants may qualify. This is an advertisement. Licensed by the New York Department of Financial Services. Additional state licensing information can be found at <https://nmbnow.com/disclosures-and-licensing/>.



Relocation? Investment?
No Problem! **We're Licensed
to Help Your Clients!**



27
State License

30
Loan Officers



Elevate Your **Real Estate Business!**

Partner with us to offer your clients tailored home financing solutions for nearly any budget. With fast turn times and seamless communication, we'll help you get your clients to the closing table quickly and stress-free!



Give Your Clients
Confidence

The **STRONGEST MORTGAGE** Approval you can receive. Fully underwritten conditional approval so sellers **KNOW** your offer is serious!

New York & Florida Offices

Westbury Office
1600 Stewart Ave
Suite 701, Westbury, NY 11590

Naples Office
4851 Tamiami Trail North
Office 218, Naples, FL 34103

Melbourne Office
6905 N Wickham Road
Suite 402, Melbourne, FL 32940

Orlando Office
7380 W Sand Lake Road
Suite 500, Orlando, FL 32819

Fluent Mortgage is a d/b/a of Meadowbrook Financial Mortgage Bankers Corp. Certain restrictions apply. For qualified borrowers. All borrowers subject to credit and underwriting approval. Legal ©2025 Meadowbrook Financial Mortgage Bankers Corp. NMLS #177308 (www.nmlsconsumeraccess.org). 1600 Stewart Ave, Suite 701, Westbury, NY 11590. 800.959.8892.

Contact Us Today!

877.7.FLUENT
myfmloan.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

**Barrister Land, LLC/
Bank & Bank, P. C.**
(516) 877-5050
BarristerLand.com

Diamond Law Group
(516) 770-7720
DiamondLawGroup.com

CHARITY

Blessings in a Backpack
(516) 356-2934
BlessingsinaBackpack.org/
Blessings-Long-Island/

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

CPA/ACCOUNTING

**Palmetto, Mollo, Molinaro
& Passarello, LLP**
(631) 761-8989
info@pmmpllp.com

HOME INSPECTION

Inspecticore, Inc.
(631) 366-2776
Inspecticore.com

Safe Harbor Inspections
(631) 275-8080
SafeHarborInspections.com

INSURANCE

**HUB International
Noah Bank**
(516) 396-8342
HUBInternational.com

**The Zabbia Insurance Agency
Rob Zabbia**
(516) 799-3800
ZabbiaAgency.com

MOLD REMEDIATION

Healthy Home Services
(516) 206-1600
HealthyHomeServicesNY.com

MORTGAGE

**Citizens Bank
David Goldklang**
(917) 757-4957
DaveGoldklang.com

**Cliffco Mortgage Bankers
Adam Turkewitz**
(917) 574-6040
CliffcoMortgage.com/ATurkewitz

**Meadowbrook Financial
Mortgage Bankers Corp
Rajin Ramdeholl**
(516) 537-8942
MFMBankers.com/loanofficers/
Rajin-Ramdeholl/

**Nationwide Mortgage Bankers
Adam Shapiro**
(516) 459-7476
NMBnow.com/Adam-Shapiro/

MOVING & STORAGE

Hall Lane Moving and Storage
(800) 425-5526
Hall-Lane.com

Maffucci Moving & Storage
(631) 842-6400
MaffucciMoving.com

Peter Fecht Moving
(516) 581-7629
peterf@laneoffice.com

**OIL TANK ABANDONED
AND REMOVAL**

C2G Environmental Consultants
(631) 414-7757
C2G.us

PEST CONTROL

Extermicore
(516) 584-5007
Extermicore.com

PHOTOGRAPHY

Dynamic Media Solutions
(631) 923-1464
DynamicMediaSolutions.com

**PHOTOGRAPHY/VIDEO
PRODUCTION**

**Andrew Malary
Productions, LLC**
(516) 865-3086
AndrewMalary.com

TITLE SERVICES

**Barrister Land, LLC/
Bank & Bank, P. C.**
(516) 877-5050
BarristerLand.com

Consumer Direct Title
(631) 923-2957
MyTitleBill.com

WEALTH MANAGEMENT

Silver Spring Capital
(973) 434-9130
SilverSpringCap.com



Discover
the True
Cost of
Home
Buying

Explore Title Costs and Potential Savings at Every Step!

Equip your clients with essential information about title fees from the start of their home buying journey.

Our Services Include:

- Transparent Fee Breakdowns: Clear, detailed explanations of all costs.
- Personalized Support: Dedicated assistance to enhance your client relationships.



Elevate Your Real Estate Services Now!

Learn more at mytitlebill.com
631-923-2957
Patricia@libertytitlecorp.com

LONG ISLAND
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 Long Island?

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



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@longislandrealproducers.com.

SCAN ME

Contents

IN THIS ISSUE

- 4 Preferred Partners
- 8 Meet The Team
- 10 Publisher's Note
- 14 FAQ
- 15 By The Numbers
- 16 LONG ISLAND REAL PRODUCERS Mastermind
- 20 Special Issue: 40 Under 40



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



20 40 UNDER 40
SPECIAL ISSUE

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



ANDREW MALARY

Professional Real Estate Photography & Videography | Floorplans | Matterport 3D Tours | Headshots

www.AndrewMalary.com/RealEstate



READY TO SCHEDULE A CLOSING?

Give us a call! | 516.877.5050

We close titles and perform settlements in all 50 states.

- Accommodation recordings/filings
- Attorney searches
- Business searches
- Co-op searches
- Fee insurance with TOEPP
- Foreclosure services
- Last owner/Lien searches
- Map certifications
- Single and separate searches
- Variance searches
- Zoning lot certifications

www.barristerland.com

400 Post Ave., Suite 306, Westbury, NY 11590

Meet The Team



Kristin Brindley
Publisher



Blaise Ingrisano
Associate Publisher



Wendy Ross
Operations Manager



Lexy Broussard
Client Relations



Frank Urso
Photographer

MEET THE REST OF
THE KB TEAM!



Follow Us Online!



LONG ISLAND REAL PRODUCERS
@REALPRODUCERSLONGISLAND



LONG ISLAND REAL PRODUCERS
@REALPRODUCERSLONGISLAND



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.

YOUR LOCAL & TRUSTED MOVING RESOURCE

We provide personalized options for big or small moving projects and offer over 28 years of experience in the industry, as well as quick, friendly service.



PETER FECHT



MOVING? **I'M YOUR GUY. >> (516) 581-7629**

Providing the Most Thorough Home
Inspections for Over 20 Years!



"I texted after 10:00 PM for a next morning inspection for an urgent and competitive situation and received an immediate response from Laura! Before business hours we confirmed our morning appointment. Safe Harbor Inspections, Inc. understood the urgency and stepped up. Collin performed a thorough inspection and provided valuable onsite comments and solutions including many general maintenance recommendations. And timely followed with a detailed inspection report with helpful photos—excellent teamwork by Collin Ruppert & Laura, staff coordinator."

- Kevin Leatherman



SAFE
HARBOR
INSPECTIONS INC.™

WE ALSO OFFER
MOLD, ASBESTOS,
RADON & WATER TESTING!

Call or Text 24/7
(631) 275-8080
(516) 764-4076

office@safeharborinspections.com

SafeHarborInspections.com



Collin Ruppert

Serving Long Island & the NYC area



Welcome, New Top Agents!

March is an exciting time for **Long Island Real Producers** as we officially unveil our **2025 Top 500 Agents**. Congratulations to the outstanding professionals whose dedication and achievements have earned them a place in this elite group! You should have received your 2025 Top 500 badge—a well-earned symbol of your success and commitment to excellence.

This year is particularly special as we mark our journey halfway through our second year in print! What started as a vision to connect and elevate top agents has quickly grown into a thriving, impactful community. With your support, we've expanded alongside the KB Team, strengthening relationships and creating opportunities for top agents and preferred partners across the country.

As part of this prestigious network, we invite you to connect with fellow top producers at our exclusive events throughout the year:
Summer Bash – Jun 5th
Food Truck / Car Show – Oct 9th
Bonus Virtual Mastermind – Uniting all seven markets for a powerful, shared experience in July

Our events are designed to inspire, connect, and celebrate the remarkable professionals who define excellence in our industry.

As we step into spring, take a moment to reflect on your goals and the opportunities ahead. Success in real estate isn't about luck—it's about strategy, resilience, and staying open to new possibilities.

We'd love to hear from you! If you have feature story ideas, event suggestions, or questions about this incredible community, feel free to reach out. Here's to a fantastic 2025 and beyond—we can't wait to celebrate your success!

Cheers to an extraordinary year ahead!



Kristin Brindley
Owner/Publisher
Long Island Real Producers
(313) 971-8312
www.longislandrealproducers.com

invites you to

SUMMER BASH

June 5, 2025 | 5-8 PM
Location TBD

Call today for a
COMPLIMENTARY
financial review & plan!

Building wealth takes hard work & passion. So should managing it.

As successful as you are, we know there's still more you want to do. At Silver Spring Capital, we've been helping our clients care for their hard-earned assets for more than 30 years. Find out why so many people trust us to help manage their wealth with the care it deserves.

ROBERT LOPINTO
President & Managing Partner
973-434-9130

ROBERT J. LOPINTO
Director & Senior Financial Advisor
SILVERSPRINGCAP.COM

Silver Spring Capital is a full-service wealth management practice specializing in retirement planning & portfolio management. We offer a variety of services designed to help our clients achieve their financial goals.

Investment products & services are offered through Wells Fargo Advisors Financial Network, LLC (WFAFN), Member SIPC. Silver Spring Capital is a separate entity of WFAFN.

**SEAL THE DEAL WITH CONFIDENCE
- PARTNER WITH THE ZABBIA
INSURANCE AGENCY**

**REALTORS, YOUR
SUCCESS IS OUR
PRIORITY!**

At The Zabbia Insurance Agency, we specialize in working hand-in-hand with real estate professionals to ensure smooth and hassle-free closings for your clients!

**YOUR CLIENTS
DESERVE THE BEST, AND
SO DO YOU.**

Partner with an insurance agency that understands your business and goes the extra mile to help you succeed.

TAILORED SERVICE:
**PERSONAL ATTENTION
FOR EVERY REFERRAL.**
**EXPERT SUPPORT: WE
HELP YOU NAVIGATE
YOUR INSURANCE NEEDS
QUICKLY AND
EFFICIENTLY.**
SMOOTH CLOSINGS:
**DEPENDABLE SERVICE TO
KEEP YOUR DEALS ON
TRACK.**
**A LITTLE EXTRA: A
COMPLIMENTARY, RESPA-
COMPLIANT, CLOSING
GIFT FOR EVERY
REFERRAL AS OUR WAY
OF SAYING THANKS.**

Contact us today at
516-799-3800 or email Robertzabbia@allstate.com
to learn how we can help you close with confidence!
Let's make every closing a win – together!

WWW.ZABBIAAGENCY.COM

ELEVATE TO BETTER COVERAGE

Recognizing how important your clients and prospects are to you, we provide professional custom tailored solutions to safeguard your clients most valuable assets.

Our no-risk coverage assessment can reveal shortfalls in coverage as well as recommendations that could save your clients dearly.

Experience peace of mind in knowing your insurance is in expert hands. Call Noah today!



HUB International Northeast
Noah Bank, Vice President
Mobile: 516.840.9898 | Office: 516.396.8342
Noah.Bank@hubinternational.com



Let's chat!
Book time
with me!



Homeowners • Auto • Business • Property • Employee Benefits & Life

hubinternational.com

Why Choose Extermicore?

Because it takes more than luck to keep your home pest-free!

Our 4-step *IPM system helps keep your home or business free from pests.



Because creating a pest-free environment shouldn't be complicated.

*IPM: Integrated Pest Management

extermicore

A Pest Management Company
Call Today! 516.584.5007 • Extermicore.com



Don't leave your kids at risk.

The worst-case scenario, if you are in an accident, is that your kids get taken into the care of strangers, or someone you wouldn't want, even for a short while. If something happens to you, you want the peace of mind of knowing they are with someone you chose, and that your kids know, love and trust. Naming godparents, or even having a will alone, won't do it.

You need a Kids Protection Plan to ensure your kids are raised by the people you want.



Reach out today and let's put a plan in place!

Richard Klein, Esq.
Managing Partner

(516) 770-7720
rich@diamondlawgroup.com

**DIAMOND
LAW GROUP**

Save My Contact Info!
DiamondLawGroup.com



5173 Merrick Rd. | Massapequa Park, NY 11762
25 W. Main St. | Smithtown, NY 11787

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



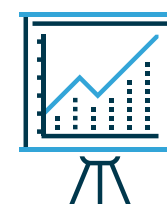
LISTING SIDE
TRANSACTIONS

6,343



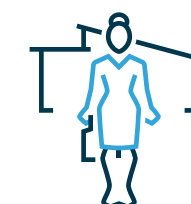
BUYING SIDE
TRANSACTIONS

4,446



AVERAGE
SALES VOLUME
PER AGENT

\$23.7M



AVERAGE
TRANSACTIONS
PER AGENT

21.58

LONG ISLAND

REAL PRODUCERS

MASTERMIND

What an unforgettable experience at the *Long Island Real Producers' Series 1: Mastermind—Wisdom, Wealth, and Wellness!* The energy was electric, and the event exceeded all our expectations.

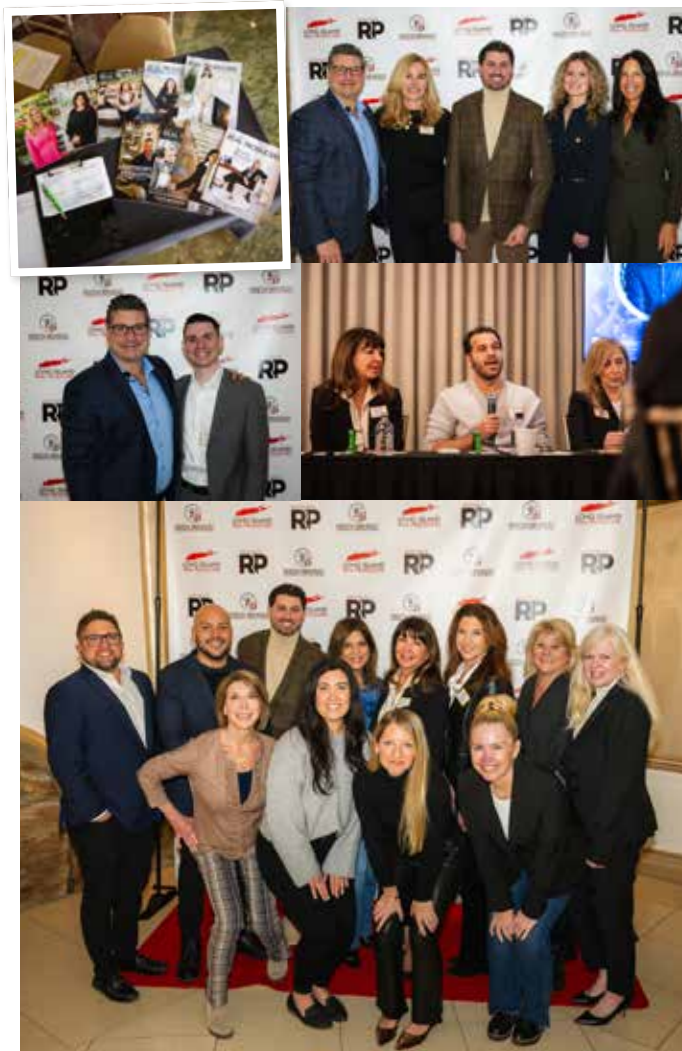
A heartfelt thank you to our fantastic sponsors—Inspecticore, Silver Spring Capital, C2G Environmental Consultants, The Zabbia Insurance Agency and Hall Lane Moving and Storage. Their generosity and support were essential to making this event a true success!

We were honored to have Blaise Ingrisano and Mike Dantona from Inspecticore as our moderators. They skillfully facilitated discussions with our exceptional panel—top agents Belinda Wiseman, Dee Dee Brix, Nicole Schwartz, Jared Sarney, Kenny Hirsch, Nicholas Sekela and wealth specialist Robert Lo Pinto—all of whom shared their journeys and offered invaluable insights to the audience.

A big shout-out as well to Frank Urso and Chris Basford of Dynamic Media Solutions for beautifully capturing the event at Leonard's Palazzo, 555 Northern Blvd, Great Neck, NY. Their work truly highlights the excitement and community spirit that filled the venue.

It takes a village to strengthen and celebrate our community, and we are beyond grateful for everyone who contributed to this memorable day. To our attendees, your enthusiasm made this event even more special. Here's to many more moments of learning, growth, and togetherness!

For information on all Long Island Real Producers events, email info@longislandrealproducers.com.





40 UNDER 40

We are delighted to present a special edition of *Long Island Real Producers*, showcasing the extraordinary individuals who have been honored as the real estate industry's 40 Under 40. These remarkable professionals are the trailblazers, trendsetters, and influencers to watch in the years ahead.

The honorees were selected for their outstanding real estate sales achievements, professionalism, ambition, innovation, community engagement, and exceptional character. They serve as inspiring leaders who generously share their time, wisdom, and support with the next generation of REALTORS®.

Many of these exceptional agents have garnered accolades and recognition for their accomplishments in the field. They actively contribute to nonprofit organizations and important causes. You may have already encountered some of these remarkable individuals in our previous issues, and we are thrilled to showcase them once again in this special edition.

It is our privilege to present the *Long Island Real Producers' 40 Under 40 Class of 2025*, a group of not only outstanding agents but also extraordinary individuals who leave a lasting impact on both their clients and the community at large.

NATALIE AFFENITA

Douglas Elliman Real Estate
Age: 28 | Years in RE: 5 | 2024 Sales: \$6M

Natalie Affenita has never been one to follow a straight path. In fact, she's taken more detours than most—including captaining a collegiate dance team, traveling the world, working as a travel agent in Florence, and selling stone in a mason's yard before realizing that real estate was where she was meant to be.

Her journey into the industry was anything but conventional. During the COVID-19 pandemic, she was working with her father in construction when a customer walked in, looking for materials. Natalie didn't just sell him a piece of stone—she sold him on her

talent. So much so that he took her to lunch the next day, not to discuss masonry but to convince her to get into real estate. After a few conversations and some paperwork, she was officially in the business, and she hasn't looked back since.

Real estate has tested her in ways she never expected, especially when health complications forced her to undergo surgery to insert a cardiac monitor, which Natalie still has today. But slowing down? Not an option. Even during recovery, Natalie found a way to keep her deals moving, show properties, and

stay present for her clients—thanks to an incredible support system of family, colleagues, and sheer determination. “Real estate doesn't pause, and neither do I,” she says with a laugh.

Now, as part of The Connelly Team at Douglas Elliman Real Estate, she's laser-focused on breaking into the luxury market, expanding her network, and making a difference through her extensive charity work. And if her track record proves anything, it's that no matter what life throws at her, Natalie will always find a way to turn it into an opportunity.



NICHOLAS CAMPASANO

The Agency | Age: 36 | Years in RE: 11 | 2024 Sales: \$40M

Nicholas Campasano could have played it safe. He started in title insurance, working behind the scenes to help close roughly 15,000 transactions. He had a steady career, a deep understanding of real estate transactions, and a secure path forward. But for someone with his drive, that wasn't enough. He didn't want to just facilitate deals—he wanted to be the one making them happen.

So, he made a bold move into real estate sales and investing, stepping out from behind the paperwork and into the driver's seat. It wasn't easy. Leaving a structured, reliable career to build something from scratch required confidence, resilience, and the willingness to take risks. But Nicholas

thrives under pressure. He applied his extensive market knowledge, strategic mindset, and sharp negotiation skills to quickly establish himself as a trusted name in the industry.

That decision has more than paid off. Last year alone, he closed over \$40 million in sales, proving that the biggest rewards come to those willing to take chances. But for Nicholas, success isn't just about numbers—it's about long-term impact. His next challenge? Real estate development. He doesn't just want to help people buy homes—he wants to create them, shaping neighborhoods and building communities that stand the test of time.



At the same time, Nicholas is focused on mentorship, helping newer agents navigate the industry with confidence. “I know what it's like to take a leap of faith in this business,” he says. “I want to help others find their own path to success, just like I did.”

Nicholas took a chance on himself—and now, he's helping others do the same. Because in real estate, the biggest rewards go to those who see opportunities and have the guts to chase them.

ALYSSA CARAVELLA

Fire Island Sales & Rentals
Age: 33 | Years in RE: 6 | 2024 Sales: \$6.1M

For Alyssa Caravella, Fire Island has never been just a destination—it's a feeling. Summers spent biking through car-free streets, watching the bay light up at sunset, and making lifelong memories with family and friends made Fire Island part of her DNA. It wasn't just a vacation spot; it was a place that shaped her.

So when she got the chance to work at a Fire Island brokerage, she jumped at it. At the time, she joined Fire Island's leading brokerage as an administrative assistant and immediately began taking her real estate coursework in order to become a licensed agent. As she helped renters and buyers navigate the unique market, she realized that real estate was

more than just sales—it was about helping people find their own slice of Fire Island magic. That's when she knew this was her calling.

Her biggest challenge came early—losing a big listing pitch. It wasn't just a professional setback; it felt personal. But her broker's advice stuck with her: This probably won't be the last time, but it won't define you either. Instead of letting it shake her confidence, she focused on building real relationships. And in a full-circle moment, those same clients came back to her later—a reminder that trust and integrity always win in the long run.



Now, Alyssa's business is built on loyalty and long-term relationships. Many of her renters return summer after summer, some becoming homeowners and even landlords themselves. And while she has big professional goals—more sales listings, higher rental occupancy, and exceeding last year's sales—this year is even more special: she and her husband are expecting their first baby.

For Alyssa, success isn't just about contracts and commissions—it's about helping people create the same memories on Fire Island that shaped her own life. And just like the waves that brought her here, she has no plans of slowing down.

MATTHEW CARTER

OverSouth Real Estate
Age: 31 | Years in RE: 5+ | 2024 Sales: \$3.9M

For Matthew Carter, real estate is more than just a career—it's a commitment to helping families and shaping his community. His journey into the industry wasn't planned, but rather, it unfolded as he searched for a meaningful way to make an impact. While studying Industrial and Organizational Psychology at Hofstra University, Matthew learned how to optimize businesses for growth and efficiency. But by the time he graduated, he realized that the corporate world wasn't for him. Instead, he was drawn to real estate after watching his mother and aunt thrive in the industry. Seeing them help buyers find their dream homes and sellers secure their financial futures inspired him to take the leap himself.

However, Matthew's start in the business was anything but easy. As he was studying for his real estate license, his childhood home was lost to foreclosure, an experience that gave him a deep, personal understanding of the financial and emotional stakes his clients face. Shortly after getting licensed, the COVID-19 pandemic hit, making it nearly impossible for a new agent to establish himself in the industry. But Matthew refused to quit. He spent countless hours learning, networking, and studying the best agents around him. Through persistence and adaptability, he built his business from the ground up.

Now, Matthew is focused on building a legacy—not just through sales but



through education, mentorship, and community involvement. He envisions a future where he's financially free, able to provide for his fiancée and family, and able to continue giving back. He actively supports organizations like Cycle for Survival, St. Jude's, and the VA Hospital in Northport, which help veterans and families in need of suitable housing.

With his business evolving and his network growing, Matthew's goal is clear: to help as many families as possible, create a lasting impact, and make real estate a force for good in his community.

DAVID COHEN

SRG Residential
Age: 36 | Years in RE: 15 | 2024 Sales: \$75M

David Cohen's journey into real estate is a story of adaptability and determination. After 14 years in commercial real estate, serving as the head of acquisitions in Manhattan, the COVID-19 pandemic forced David to pivot. Redefining himself as a residential agent on Long Island, he channeled his expertise into building a thriving career focused on serving his community in Melville and beyond.

Now, as an owner and founding partner of SRG Residential, David's \$75 million in sales last year reflects not just hard work but a premier level of service to his clients. His dual background as both a builder and a broker sets him apart, offering clients a unique perspective and a value-added experience. "Helping

a family achieve their goals of finding or building their new home is my favorite part of being an agent," he shares, reflecting his commitment to creating positive, impactful experiences.

Navigating a major career shift wasn't easy, but it taught David the power of resilience. Partnering with Sam Horowitz and Jared Sarney to grow SRG Residential has been a game-changer, aligning him with like-minded professionals who share his vision for creating Long Island's top boutique brokerage.

David's goals for the future are ambitious: expanding SRG Residential into new markets and solidifying its



position as the premier brokerage on Long Island. Personally, he is committed to building meaningful relationships and leaving a lasting impact through his work.

Beyond real estate, David's dedication extends to the Crohn's and Colitis Foundation, where he chairs an annual event raising funds for research. With a blend of professional excellence, community involvement, and a forward-thinking mindset, David Cohen is not just building homes—he's building a legacy.



Ready to meet the home financing needs of all your clients.



At Citizens, we recognize that helping your clients find their ideal home can be a challenge. Backed by our financial strength, we're prepared to make their search for the right financing easier with a variety of loans to meet their individuals needs including:

- Fixed and adjustable-rate mortgages
- Jumbo loans
- Affordable home loan programs for first-time homebuyers
- Condo and co-op financing
- Second home & Investment property loans
- Construction-to-Permanent financing, including renovation loans
- Physician home loans
- Wealth relationship discount pricing

With more than 25 years of experience helping individuals and families achieve homeownership, David is ready to provide the professionalism and expertise to lead your clients from application to closing.



David Goldklang

NMLS ID# 86601

Senior Loan Officer

Cell: 917-757-4957

David.goldklang@citizensbank.com

lo.citizensbank.com/dgoldklang



Mortgages are offered and originated by Citizens Bank, N.A. (NMLS ID# 433960) All loans are subject to approval. Equal Housing Lender. 2253506_HL24_MortgagePrintAd

JINGWEN DING

Daniel Gale Sotheby's International Realty
Age: 37 | Years in RE: 4 | 2024 Sales: \$25M



Jingwen Ding didn't just fall into real estate—she strategically navigated her way into it, much like she's done with every move in her life. Before helping clients find their dream homes, she was an advertising executive, sealing multi-million-dollar deals with sleek, polished PDF presentations. Now? She's selling houses instead of proposals, but the high-stakes negotiations, client service, and ability to think five steps ahead remain the same.

Jingwen has always had a knack for finding the perfect place to live—so much so that her friends started calling her before they moved, hoping she'd work her magic on their next home

search. After relocating multiple times herself, she figured: "Why not turn this natural talent into a career?" Four years later, with \$25 million in sales last year, it's safe to say she made the right choice.

What distinguishes Jingwen? Her courageous spirit and flexibility. Moving from a secure corporate position to real estate—while managing two mortgages and two kids during a pandemic—was a daunting jump, yet it yielded rewards exceeding her expectations. She excels in facing challenges, whether it's uncovering hard-to-find listings, negotiating deals

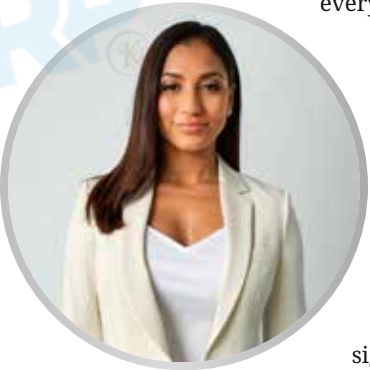
with minimal margins, or ensuring transactions succeed against all odds.

For Jingwen, no two days in real estate are ever the same—and she loves it that way. Her background in client service means she knows how to anticipate needs, spot hidden gems, and craft winning strategies for buyers and sellers alike.

Her biggest goal is to get everyone a dream home on the island, one house at a time. But ultimately, success for Jingwen is simple: keep getting better, keep closing deals, and, most importantly, keep loving every minute of it.

MELISSA DREYFUSS

Realty Connect USA
Age: 38 | Total Sales: \$21M



Some people stumble into real estate. Melissa Dreyfuss fought for it.

Growing up, Melissa always had an entrepreneurial spirit, running a small promotional business and seeking new ways to connect with people. But it wasn't until she was faced with one of the greatest battles of her life that she truly discovered her passion for real estate.

In the middle of multiple transactions, Melissa unexpectedly fell into a coma and had to be placed on ECMO, the highest form of life support. Facing a life-threatening situation, the odds were stacked against her. Yet, even while in the hospital, she refused to let go of the

deals she had worked so hard for—keeping in touch with clients and ensuring progress from her hospital bed. That experience reinforced her unstoppable resilience and deepened her commitment to her clients.

When she recovered, Melissa knew she had to take her career to the next level. She started her own small team, built a thriving real estate business, and dedicated herself to helping others navigate one of the biggest financial and emotional decisions of their lives. She

doesn't just sell homes—she supports, guides, and champions her clients with every ounce of her being.

For Melissa, success isn't just about numbers. It's about the first-time homebuyers who call her to celebrate, the clients who trust her with their family's future, and the relationships she builds along the way. With every deal, she brings her signature tenacity, warmth, and dedication to ensuring her clients get the very best.

Looking ahead, Melissa is excited to continue growing her business, fostering meaningful connections, and making a lasting impact on the real estate industry. Her journey has proven that challenges only make her stronger, and she is more determined than ever to help her clients turn their dreams into reality.

SHAUGHNESSY DUSLING

Real Broker
Age: 39 | Years in RE: 10 | 2024 Sales: \$25.6M



When you think of a successful real estate agent, you might picture someone in a tailored suit, heels, and a firm handshake. Well, Shaughnessy Dusling is here to shatter that stereotype—in sneakers, a pop of pink, and a straight-shooting attitude that gets the job done.

Shaughnessy didn't take the traditional route into real estate. After earning a degree in Education, she quickly realized that a classroom full of someone else's kids wasn't for her. Instead, she turned to real estate to support her own children, build a flexible career, and ensure nobody dictated her schedule.

At first, she played the part of the polished "businesswoman," but within a year, she ditched the heels and embraced her authentic self—a pink-loving, no-nonsense, sneaker-wearing powerhouse. The result? Massive success.

What sets Shaughnessy apart isn't just her ability to close deals—it's her ability to make people feel at ease. Whether it's a nervous first-time homebuyer or a seasoned investor, she treats each client like a friend, offering honest advice

with a nurturing, no-BS approach. She believes that real estate is about relationships, trust, and meeting people where they're at.

Her game-changer? Authenticity. She's not afraid to walk away from a deal if it's not right for her clients. That's why her clients trust her—and why they keep coming back.

Looking ahead, Shaughnessy dreams of traveling the country in an RV to see every single Dave Matthews Band show and making her grandchildren millionaires. But for now, she's focused on helping families find their dream homes and making the world a little brighter—one deal (and one pink accessory) at a time.

JOSEPH FEMIA

EXIT Realty Achieve
Age: 26 | Years in RE: 5.5 | 2024 Sales: \$11.5M



Joseph Femia's journey to real estate success wasn't a straight path—it was a leap of faith. After graduating college, he landed a job as a financial analyst, a role many would see as a solid career start. But within just four days, he knew it wasn't for him. The idea of sitting behind a desk, confined to the corporate world, felt stifling. He craved more—more freedom, more control over his future, and more opportunities to make a real impact. So, he did what most wouldn't dare—he quit.

That bold decision led him to the mortgage industry, where he became a licensed loan officer. It gave him valuable insight into real estate finance, but it wasn't enough. Joseph wanted to be on the front lines, guiding buyers and sellers through one of the most important transactions of their

lives. So, he became a real estate agent, combining his financial expertise with his passion for problem-solving.

But Joseph doesn't just guide clients through the process—he lives it himself. He puts his money where his mouth is, not only helping clients buy, sell, and finance homes but also actively investing in real estate. As a homeowner and real estate investor with rental properties in multiple states, he understands the process from every angle. This firsthand experience allows him to provide clients with real-world insights, offering practical advice and strategies that go beyond textbook knowledge. Whether navigating the

market as a licensed real estate salesperson with EXIT Realty Achieve or securing financing as a mortgage loan originator with United Mortgage, Joseph's expertise is rooted in lived experience, giving his clients a distinct advantage.

One of the biggest challenges of his career came when a buyer's deal nearly collapsed—not once, not twice, but three times. After multiple "Time of the Essence" letters, it seemed inevitable that his client would lose their deposit. But Joseph refused to accept defeat. Drawing on his dual expertise in real estate and mortgages, he navigated every roadblock, reassured all parties involved, and ultimately got the deal to the closing table.

NIKKI TAYLOR FRIEDMAN

Douglas Elliman
Age: 29 | Years in RE: 7.5 | 2024 Sales: \$28.7M

Some people fall into real estate. Nikki Taylor Friedman practically sprinted into it. She never wanted a 9-to-5, never envisioned herself trapped behind a desk crunching numbers, and definitely never imagined working in a career that didn't involve meeting new people, solving challenges, and making big things happen.

Her mother, a 30+ year industry veteran, showed her early on what success in real estate looked like. But Nikki wasn't one to ride coattails—she dove in headfirst, determined to make a name for herself. At Indiana University, she

considered everything from law to healthcare administration before ultimately finding her calling in real estate through the Kelley School of Business Real Estate Club. It was love at first deal.

Of course, life had other plans. Just one month after getting her real estate license, Nikki's mother was diagnosed with breast cancer. Instead of easing into the business with her as a mentor, she was thrown into the deep end, suddenly responsible for handling the majority of her mother's transactions

while she recovered. "It was a trial by fire," Nikki says. "I had no choice but to figure things out—fast."

That experience didn't just shape her as an agent—it shaped her as a person. Nikki learned that success isn't about having all the answers—it's about being resourceful, adaptable, and never backing down from a challenge. Today, she's known for her authenticity, confidence, and the kind of strategic thinking that turns clients into lifelong friends.

With over \$28 million in sales last year, Nikki is just getting started. She's focused on growing her business, mentoring newer agents, and continuing to redefine what it means to be a powerhouse in real estate—all while making sure she's still home every Sunday for family dinner.



MICHAEL FURINO

Douglas Elliman
Age: 38 | Years in RE: 7 | 2024 Sales: \$28M

Ask Michael Furino what he loves about real estate, and his answer is simple: everything. The fast pace, the relationships, the problem-solving—he thrives on it all. No two days are the same, and that's exactly what keeps him motivated. Real estate isn't just a job for him—it's a business, a passion, and a way of life.

Michael built his business from the ground up. He didn't come from a wealthy family or inherit a network of connections. Instead, he hustled—seven days a week, open house after open house, networking every night, meeting anyone and everyone who could help him grow. For seven years, he outworked, out-networked, and outperformed to create a name for himself. Now, the phone rings on its own, and his business is driven

almost entirely by referrals. But he still shows up with the same hunger and drive that got him here. He makes sure to remain humble and stays loyal to those who have helped him in his journey. It's an important aspect of the way he does business and his core values. Surrounding himself with good people and always having someone who can help offer solutions to his clients are the main drivers of his success.

His clients appreciate his no-pressure approach. With a background in finance and investment banking, Michael

doesn't just sell houses—he breaks down the numbers, analyzes the risks, and educates buyers and sellers so they make the best possible decisions to receive the most optimal outcome. He's not here to push a sale; he's here to guide people through one of the biggest financial moves of their lives. "I never put the commission before doing the right thing," he says.

For Michael, success isn't just about numbers; it's about balance. He works hard but makes sure to coach his kids' sports teams, spend time with his wife, and enjoy life outside of real estate. Now, his next goal is even bigger: building a top-ranked team, finishing in the top five at Douglas Elliman, and continuing to be a trusted resource for his clients and referral partners.

For Michael, real estate isn't just business—it's personal. And that's why his clients keep coming back.



STEPHEN GAON

The Focus Team at Real Broker
Age: 39 | Years in RE: 3 | 2024 Sales: \$31M

For Stephen Gaon, real estate wasn't his first career, but it was the right one. His journey into the industry wasn't conventional but rather a story of resilience, adaptation, and passion discovered in the face of adversity.

Stephen started his professional life in the fast-paced world of equity trading. He thrived in an environment where quick thinking and calculated decisions led to success. Eventually, he transitioned into entrepreneurship, building a business in the event ticket space. But when COVID-19 shut down live events overnight, Stephen was left with an unimaginable challenge—three young children (now four) to support and a business that no longer existed.

Rather than dwell on the loss, Stephen saw an opportunity. He pivoted to real estate, applying the same analytical mindset and problem-solving skills that had made him successful in previous ventures. Three years later, he has already established himself as one of Long Island's top agents, closing \$31 million in sales last year across 17 transactions.

What sets Stephen apart is his ability to navigate complex situations and keep deals together. He understands that every real estate transaction has moments of uncertainty, and his experience in high-pressure environments makes him uniquely



qualified to manage emotions, negotiate strategically, and ensure his clients get the best outcomes.

Looking ahead, Stephen's ambitions are clear—he aims to grow his sales year over year, all while helping his builder clients grow their businesses. But beyond the numbers, his greatest motivation is personal—creating a lasting legacy for his family and securing bright futures for his daughters.

Stephen Gaon's journey proves that setbacks can lead to even greater success and that reinvention is always possible when you're willing to embrace change.

GEORGE GATT

Stephen Joseph Properties
Age: 25 | Years in RE: 2.5 | 2024 Sales: \$6.98M

George Gatt's passion for real estate was sparked long before he ever earned his license. Growing up, he accompanied his father, a NYC superintendent, to bustling construction sites and watched the transformation of empty spaces into luxury apartments. Those early experiences planted the seed of curiosity that would grow into a thriving career. After earning his degree from SUNY Brockport, George took the leap into real estate, trading his plans in education for the dynamic world of property transactions.

In just 2.5 years, George has become a rising star at Stephen Joseph Properties, closing \$6.98 million in sales across 15 transactions last year. His success is fueled by ambition, grit, competency, and the mentorship of broker Stephen Portelli. Regardless of the client's

background, George connects effortlessly and ensures every transaction is personally tailored to their unique needs. His ability to build meaningful relationships has quickly set him apart in the competitive Long Island market.

The road hasn't been without challenges. Just three months into his career, George was diagnosed with Crohn's disease, which caused unpredictable setbacks that tested his resilience. Yet, he found strength in adapting to the demands of his health and his business, channeling that experience into a dedication to turning obstacles into opportunities for himself and those he serves. "It's an ongoing battle that requires constant



management, both physically and emotionally. But through it all, I've learned resilience, discipline, and how to adapt," shares George. "It's also given me a deeper sense of empathy and understanding, which helps me connect with clients and navigate any challenges they may be facing."

George's forward-thinking approach to real estate blends technology with his natural aptitude to make strategic decisions and deliver results for his clients. His proactive mindset ensures he anticipates challenges before they arise, swiftly taking action to keep transactions smooth and stress-free for his clients. Leveraging AI and social media keeps him ahead of the industry, but his true edge comes from his relentless commitment to understanding and achieving his client's specific real estate goals. Beyond the office, George supports the Foundation Fighting Blindness and the Crohn's & Colitis Foundation and plans to launch Long Island's first Foundation Fighting Blindness chapter.

LUIS GENAO

Oversouth - The Primal Group
Age: 30 | Years in RE: 4 | 2024 Sales: \$17.3M

Luis Genao didn't just step into real estate—he sprinted in, fueled by passion and determination. During the pandemic, while delivering medications to nursing homes throughout the tri-state, he dreamed of a career where he could thrive, grow, and truly make a difference. That dream led him to real estate, where he's now a force to be reckoned with. "The sky is the limit," Luis says, a mantra that's guided him as a father, homeowner, and now, a business owner.

In just four years, Luis has achieved what many have strived for over a decade. Closing \$17.3 million in sales across 19 transactions in 2024,

including the sale of an Associated Fresh Supermarket business, which he sold for \$3.6M, he's built a reputation as a resilient, client-focused powerhouse. Fluent in English and Spanish, he seamlessly bridges cultural gaps, creating a welcoming experience for every client. His ambition and ability to connect make him stand out in a crowded industry.

Becoming a father was a turning point that shaped Luis's drive. It's not just about providing for his family—it's about building a legacy. That determination spills over into his



work, where his clients know they have someone who won't quit until the job is done. Whether it's late-night calls, negotiating tough deals, or finding that perfect home, Luis's dedication is unmatched.

Luis thrives on tools like Zillow and MLS, but his real magic lies in his ability to build relationships. He lights up when talking about his clients, saying his favorite part of the job is meeting people from all walks of life and turning transactions into lifelong connections.

When he's not closing deals, Luis supports his local Catholic church, donating weekly as part of his commitment to giving back. His goals are bold: surpassing \$20 million in sales annually and continuing to glorify God through his successes. For Luis, success isn't just measured in numbers—it's in happiness. "If my family, clients, and partners are thriving and happy, I am successful."

KEVIN HILL

The Agency
Age: 35 | Years in RE: 11 | 2024 Sales: \$4.2M

Kevin Hill doesn't do fluff. He's not here to tell you how much he "loves houses" or how "exciting" real estate is. What does he love? Winning negotiations, crunching numbers, and delivering results that speak for themselves.

With a background as an investment sales professional and commercial real estate appraiser at Cushman & Wakefield, one of the most prestigious firms in the industry, Kevin doesn't guess at property values—he calculates them with precision. He understands market trends, development potential, and investment strategies at a level few agents do. His experience in luxury developments, investment sales, commercial transactions, and leasing

gave him an insider's perspective on how major real estate players think, and now he applies that knowledge to give his clients the upper hand in every transaction.

When Kevin left New York City's high-stakes commercial real estate world to start fresh on Long Island, it was a bold move. He walked away from corporate stability to bet on himself, knowing that his expertise, work ethic, and sharp instincts would set him apart. It didn't take long for clients to realize that Kevin wasn't just another agent—he was



an advisor, a strategist, and someone who would go the extra mile to protect their best interests. In addition to residential deals, his business includes commercial sales, commercial leasing, and investment properties, where his analytical skills truly shine.

Now, as his business continues to grow, Kevin's next goal is clear: building a team of agents who prioritize expertise, honesty, and results over hype. He wants to train the next generation of professionals who don't just sell real estate assets but understand the economics behind them.

His clients appreciate his no-nonsense approach—he won't sugarcoat the facts, and he won't push a deal unless it's in their best interest. "I'm not here to sell dreams—I'm here to make sure my clients make the right moves." And in a business where trust is everything, that's exactly why they keep coming back.

GERIS HERNANDEZ

Signature Premier Properties
Age: 31 | Years in RE: 2 years, 2 months | Total Sales: \$27M

Geris Hernandez is proof that passion and expertise can create magic in real estate. With a background in construction and property insurance consulting, Geris didn't just dip his toes into real estate—he dove in headfirst, bringing a builder's eye and an uncanny ability to spot potential. In less than two years, he's made waves with \$27 million in sales, turning first-time introductions into lifelong client relationships.

"I love being out on the road, creating new relationships with people, and accomplishing their goals," Geris says, reflecting on what fuels his drive. And it shows—his genuine, no-nonsense approach strikes a chord with clients

who value his honesty and hands-on expertise.

That doesn't mean it's been all smooth sailing. Putting himself out there wasn't easy for someone naturally reserved. But Geris leaned into the challenge, learning that authenticity isn't just accepted—it's celebrated. "I've realized it's okay to be myself," he shares. That mindset shift has been transformative, helping him build trust, grow his network, and refine his marketing game.

What sets Geris apart is his construction background. Having spent countless



summers on job sites, flipping homes in his early 20s, and eventually developing new construction homes, he offers insights most agents can't. Whether advising buyers on the bones of a house or guiding sellers on strategic upgrades, Geris ensures his clients make decisions with confidence and clarity.

Looking ahead, Geris dreams big: becoming a \$100-million-a-year agent and crafting a business structure that allows more time with his family.

With a sharp eye, a genuine heart, and a relentless drive, Geris Hernandez is carving out his place as a real estate powerhouse—one relationship, one deal, and one dream at a time.

KENNETH HIRSCH

Compass
Age: 38 | Years in RE: 7.5 | 2024 Sales: \$41M

To Kenneth Hirsch, success isn't just about numbers—it's about resilience, impact, and mastering your craft. From his early days as a pro-BMX rider to his thriving career in real estate, one thing has remained constant: his drive to push limits and exceed expectations. Real estate, for him, is more than transactions. It's about changing lives and creating lasting relationships built on trust, perseverance, and a relentless commitment to excellence.

Kenneth's journey to success wasn't without challenges. After a devastating neck injury left him paralyzed, he was faced with an unimaginable test of strength—one that redefined his

perspective on life. "I've learned to cherish every day," he says. "No obstacle is too big if you're willing to fight through it." That mindset carries over into his real estate career, where grit and perseverance set him apart. Whether it's navigating complex negotiations or guiding a client through one of the biggest decisions of their life, Kenneth thrives under pressure, ensuring every client experience is nothing short of exceptional.

As the leader of The Hirsch Team at Compass, he has built a tight-knit



group of passionate agents who share his dedication to hard work and integrity. His clients know that when they work with Kenneth, they're getting more than just an agent—they're getting a true partner in their real estate journey.

While his career continues to grow, Kenneth's ultimate goal remains the same: to make an impact. Whether it's through his work in real estate, supporting SCI (Spinal Cord Injury) research, or mentoring others, he is committed to helping people reach new heights—just as he has done himself.

KEVIN IGLESIAS

Signature Premier Properties
Age: 34 | Years in RE: 8 | 2024 Sales: \$40.6M

Ask Kevin Iglesias why he loves real estate, and he'll tell you: because it changed his life. More than that, it gave him the ability to change the lives of others. Coming from a background in hard labor, working as a groundsman hauling tree stumps and branches, Kevin knew he wanted more—not just for himself, but for his family. He wanted control over his future, his paycheck, and his success. Real estate gave him that opportunity, and once he got in, he never looked back.

But it wasn't easy. In his first year, he struggled with doubt, rejection, and the fear that no one would take him seriously. He even considered quitting.



"I thought people wouldn't want to work with me because I was new or because of my tattoos," he says. He sold just a handful of homes that first year and questioned if he had made the right move. But quitting wasn't an option. He kept going, pushing through the fear, and in year two, everything changed. He started making connections, closing deals, and building a name for himself.

Now, Kevin has sold hundreds of homes, built a high-performing real estate team, and created "Real Estate and Chill," a platform dedicated to

educating and inspiring agents and homebuyers alike. But what drives him isn't the accolades—it's the people. Every deal is personal. Every client matters. Whether it's helping a first-time homebuyer achieve their dream or negotiating the best possible outcome for a seller, Kevin treats every transaction with the same level of commitment.

For Kevin, success isn't just about numbers. It's about constantly leveling up. "Success is about beating the version of myself from last year. It's about taking care of my family and making sure I never stop growing."

Kevin wakes up every day ready to work, not just for himself but for everyone who's counting on him. And if history has proven anything, it's that he won't stop until he's at the top.

PATRICK IMONDI

Exit Family Realty
Age: 32 | Years in RE: 6 | 2024 Sales: \$11M

For Patrick Imondi, real estate isn't just a job—it's the answer to a question he spent years trying to solve. Like many in their twenties, he found himself feeling stuck, unsure of what path to take. He had a degree and was interviewing for jobs, but nothing felt right. The idea of settling for a career that didn't inspire him was overwhelming. Then, a close friend introduced him to real estate—a business where he could help people, build relationships, and create something meaningful. He took a leap of faith, and it was the best decision he ever made.

Now, six years in, Patrick wakes up every day excited to do what he



loves. He thrives on the emotional connections he builds with his clients, guiding them through one of the most significant decisions of their lives. Whether it's helping a first-time buyer find their dream home or assisting a seller in moving on to their next chapter, Patrick brings a level of dedication, care, and personal connection that sets him apart. To him, success isn't just about closing deals—it's about making a real impact.

What makes Patrick different is his approach. He doesn't just see clients as transactions—he builds long-term

relationships, staying in touch far beyond closing day. His commitment to providing a personalized experience ensures that every client feels heard, supported, and confident in their decisions.

Looking ahead, Patrick's passion for real estate extends beyond sales. He dreams of expanding into investing, flipping properties, and building long-term wealth through rentals. But above all, his goal is simple: to continue helping people, growing his business, and creating a lasting impact—one home, one client, and one relationship at a time.

FAMILY OWNED FOR 70+ YEARS & AWARD-WINNING MOVING AND STORAGE COMPANY



QUESTIONS? GIVE US A CALL!

631-543-6801 | [HALL-LANE.COM](https://www.hall-lane.com)

Request a **FREE** estimate! →



Sam Allman
Owner



Don't Let Mold Kill Your Deal

DID YOU KNOW?
Mold still grows in the winter!

Mold continues to grow in the colder months due to a lack of ventilation and insulation, frozen pipes, and foundation issues. In extreme temperatures, mold can remain dormant until the temperature warms up again and then it will continue to grow.

Questions? Give us a call.
We have simplified the process for mold remediation, making it faster and more affordable. All while using safe products!

(516) 206-1600 | service@hhsnys.com
[HealthyHomeServicesNY.com](https://www.HealthyHomeServicesNY.com)

MOLD REMEDIATION • ODOR • AIR QUALITY • DISINFECTION

KENNY KOPERDA

Keller Williams Realty Elite
Age: 38 | Years in RE: 1 | 2024 Sales: \$18.1M

Great leaders don't just adapt—they elevate. As a top-performing real estate agent with Keller Williams Realty and the Vice President of Global Sales and Hospitality for LIV Golf, Kenny Koperda thrives in two demanding industries, excelling in what he calls “two full-time careers.”

While expanding into real estate, Kenny built a successful career in the business side of professional sports, holding executive leadership roles with the New York Mets, Minnesota Timberwolves, and Pittsburgh Pirates. He's built his career on strategy, execution, and results—leading teams of over 100 professionals and driving nine-figure revenues annually.

Bringing his leadership mindset to real estate, Kenny quickly established himself as a top-producing agent, closing over \$18 million in sales in just his first year. But for him, success isn't just about the numbers—it's about creating something meaningful and lasting. Now, he's expanding that success by building a team of elite real estate professionals who share his core values: integrity, resilience, and a commitment to putting clients first. “I don't just want to succeed in real estate—I want to raise the standard,” Kenny says. “This business is built on relationships, trust, and long-term impact. My clients deserve more than a transaction—they deserve a strategic partner to help

them navigate one of life's biggest financial decisions.” But true leadership isn't just about business—it's about legacy. Kenny's ultimate goal as a husband and father is to build something that will outlive him. He's focused on creating financial freedom for his family and ensuring his children grow up with a deep understanding of discipline, smart decision-making, and perseverance.

“At the end of the day, success isn't just about what you achieve—it's about how you help others rise with you.”

Whether in the boardroom or at the closing table, Kenny's commitment to excellence, strategy, and service remains unwavering. He's not just closing deals—he's building a legacy, one client, one team member, and one transaction at a time.



RICHIE KRUG JR.,

Coldwell Banker American Homes
Age: 37 | Years in RE: 13 | 2024 Sales: \$725K

Some people stumble into real estate by chance. For Richie Krug Jr., it was always part of the conversation—literally. Growing up in a real estate-driven family, he often found himself at the dinner table wishing for any other topic. But as fate would have it, the industry that surrounded him as a kid became the one he would ultimately embrace, turning what once felt like background noise into his life's passion.

After college and a successful run in retail sales, Richie officially stepped into real estate, quickly proving that his success wasn't just a given—it was earned. Over the past 13 years, he's built a thriving career, closing 45-50 homes last year alone. But the journey

wasn't without its challenges. As someone who grew up in the business, he often had to break through assumptions about who he was and what he was capable of. “People's perceptions may not shift overnight, but every moment you show up and deliver on your promises, you rewrite the narrative,” he says.

Richie's expertise goes beyond buying and selling—he's a strategist, a problem-solver, and a visionary. His ultimate goal? To own his own brokerage, expand into development, and create a real estate legacy that lasts for generations. His approach is about more than

transactions; it's about relationships, trust, and making a lasting impact on the industry.

But his commitment doesn't stop at real estate. Richie is deeply invested in his community, living by the motto: Work Hard. Play Hard. Give Back. He serves as vice president of the Levittown Chamber of Commerce and past president of the East Meadow Chamber. He holds leadership roles in the Kiwanis Club, Nassau Council of Chambers of Commerce, Nassau Parks Conservancy, New York State Association of Realtors, and more. For Richie, real estate is about more than just closing deals—it's about opening doors. Whether it's for his clients, his colleagues, or the next generation of real estate professionals, he's dedicated to building something meaningful, one step at a time.



JESSICA LIU

Compass Greater NY
Age: 39 | Years in RE: 10 | 2024 Sales: \$21M

Jessica Liu never planned to be a real estate agent, but destiny had a different blueprint. Licensed “just for fun,” she saw it as a casual venture until life gave her the ultimate plot twist. What started as a way to create flexibility exploded into a full-blown love affair with the industry. Now, every morning, she jumps out of bed, ready to match clients with their dream homes like a master puzzle solver.

Jessica doesn't just sell houses—she orchestrates new beginnings. To her, homes are more than bricks and beams; they are storybooks waiting to be filled with laughter, love, and late-night kitchen dance parties. She's not just an agent—she's a guide, an advocate, and a champion of new

chapters. Her ability to truly connect with her clients makes her stand out, turning transactions into lifelong relationships.

As a new immigrant, Jessica had to rewrite her own script—mastering a new language, navigating an unfamiliar culture, and building a network from square one. There were moments of doubt, sleepless nights, and deals that fell through, but Jessica turned every setback into a springboard for growth. Her journey has made her not just a stronger businesswoman but also a compassionate and understanding advisor who knows what it means to start over and build something meaningful from the ground up.



With a decade of experience and \$21M in sales last year, Jessica is a force in the industry. She is known for her honesty, laser-sharp market knowledge, and fearless negotiation skills. She thrives on tackling complex deals, smoothing over tense moments, and ensuring her clients walk away not just satisfied but ecstatic. Her meticulous attention to detail and unwavering dedication mean that every home she helps buy or sell is done with precision and care.

Jessica's next move? Video campaigns and elevating the industry one home at a time. She envisions expanding her brand beyond transactions to become an educator and influencer in her community. Whether hosting buyer workshops, sharing staging tips, or creating content, she aims to empower clients with knowledge and guide them with confidence. For her, real estate isn't just closing deals—it's opening doors to new possibilities and leaving a lasting legacy with every transaction.

ROBERT LORENZO

Compass
Age: 37 | Years in RE: 6 | 2024 Sales: \$52M

Some agents sell houses. Robert Lorenzo builds futures. And if you've ever worked with him, you know one thing—he's not your typical broker. Maybe it's his background in finance, maybe it's the construction knowledge he picked up from his father, or maybe it's just the fact that he doesn't believe in giving up. Whatever it is, Robert has carved out a reputation for being the guy who gets it done.

Real estate wasn't always the plan. Coming from finance, Robert thought commercial real estate was his future—until he realized he wanted something more personal. Helping people find homes, not just properties, became his passion. “There's something different

about handing someone the keys to their first home,” he says. “It's not just a deal. It's a dream coming true.”

His persistence is legendary. Ask his clients, and they'll tell you—Robert doesn't back down from a challenge. Market fluctuations? Problem-solving is his specialty. Difficult negotiations? He thrives on them. Need someone who actually understands construction costs before you buy that fixer-upper? He's your guy.

But Robert isn't all business. He's also a devoted family man—something that took on a whole new meaning when



he and his wife welcomed their first child at the height of COVID lockdowns in New York. “Having a newborn during that time was an experience I wouldn't wish on anyone,” he laughs. “But it taught me patience, resilience, and the importance of a strong support system—qualities that help in real estate, too.”

Now, as the principal of The Vanderbilt Team at Compass, Robert continues to push boundaries, grow his business, and build lasting relationships with his clients—many of whom have become lifelong friends. Because for him, success isn't just about numbers. It's about getting better every day.

LUIS MOLINA

eXp Realty
Age: 23 | Years in RE: 6 | 2024 Sales: \$16.7M

For Luis Molina, real estate is more than just a career—it's a calling. His journey began not with an opportunity but with a hardship. Growing up in a household of Latin American immigrants, Luis witnessed the struggles of homeownership firsthand when his family nearly lost their home to foreclosure. The uncertainty, fear, and stress of that time left a lasting impact on him. Instead of letting the experience define his family's future, Luis turned it into the driving force behind his passion.

Even before he officially entered the industry, Luis was determined to understand real estate inside and out. While still a high school student, he sought mentorship from an investment group specializing in foreclosures and short sales. This experience not only

gave him technical knowledge but also taught him the importance of empathy, education, and trust when working with clients in difficult situations.

By the time he launched his real estate career, Luis had already developed a mindset of service over sales. He didn't just want to close deals—he wanted to empower families with the knowledge and confidence to navigate the complexities of buying or selling a home. This approach quickly set him apart in the industry. His dedication to client education, his own experience as an investor, and his deep understanding of the market positioned him as a trusted advisor in Long Island's competitive real estate landscape.

As the leader of Team Elite NY at Exp Realty, Luis has built a business centered on community and impact. His team's success is driven by a combination of strategic marketing, expert negotiation, and a personal commitment to each client's goals. In 2024 alone, he closed over \$16.7 million in sales across 33 transactions, proving that his client-first approach is not only effective but transformative.

For Luis, success is about more than numbers—it's about making a real difference. Whether he's helping a first-time buyer find their dream home or guiding a struggling homeowner through a challenging sale, he sees real estate as a way to give back. His journey from nearly losing a home to helping others achieve their own homeownership dreams is a testament to the power of resilience, knowledge, and a deep-rooted passion for real estate. And with every family he helps, he continues to build not just a business but a lasting legacy.

NAFEESA NASIMI

Signature Premier Properties
Age: 37 | Years in RE: 10 | 2024 Sales: \$7.2M

With a decade of experience in real estate, Nafeesa Nasimi isn't just selling homes—she's building a lasting impact on the industry and her community. As a dedicated member of The Lenard Team at Signature Premier Properties, she has established herself as a trusted professional known for her unwavering commitment to her clients and her drive to continuously elevate the real estate experience.

Nafeesa's journey into real estate was fueled by her love of people, their stories, and the ever-evolving nature of the industry. Transitioning from a background as a Research/Data Analyst, she found that real estate allowed her to combine her analytical skills with her passion for helping others. Over the

past year, she has successfully closed 12 transactions with a total sales volume of \$7.2 million, a testament to her dedication and expertise.

Looking ahead, Nafeesa's vision for the future extends far beyond individual transactions. She is committed to mentoring new agents, fostering a collaborative environment within The Lenard Team, and continuing to provide exceptional service to her clients. Her goals for the coming year include expanding her community outreach through neighborhood block parties, deepening relationships with clients through thoughtful follow-ups, and growing both personally and

professionally by attending industry-leading events like the Tom Ferry Success Summit in August 2025.

Beyond business, Nafeesa's philanthropic spirit shines through her support of organizations such as UNICEF, Paani, Doctors Without Borders, and Cancer Free. Her long-term aspirations include traveling more, learning new languages, and one day owning a farmhouse in Texas with a barn and horses—a reflection of her deep-rooted values in hard work, growth, and creating a meaningful legacy.

For Nafeesa, success is about more than numbers—it's about building relationships, making a difference, and leaving a lasting impact on the lives of those she serves. As she continues to evolve and grow, one thing remains constant: her unwavering dedication to her clients, her team, and her community.





- High-Quality Photography •
- Videography • Floorplan Rendering •
- 3D Matterport • Drone Solutions •

**Call today to schedule!**
(631) 923-1464 • DynamicMediaSolutions.com



Moving your family or business is our family business

MAFFUCCI MOVING & STORAGE
BEKINS
MAFFUCCIMOVING.COM
NY DOT T-709 - ICC #MC44399 - US DOT 106412

GET A FREE ESTIMATE TODAY.
CALL (866) 228-6400

WANT TO FINANCE YOUR MOVE?
Ask us how to qualify for financing as low as 0%!



With 125+ years experience, no household, commercial or specialized move is beyond our capabilities.

DANIELLE NERO

Compass
Age: 40 | Years in RE: 4 | 2024 Sales: \$15.6M

If you're looking for a cookie-cutter real estate agent, Danielle Nero may not be your person. But if you want someone who can spot original crown molding from 20 feet away, gush over original wavy glass windows, and maybe even share the secret to the perfect pizza crust—then you're in the right place.

Danielle's love for homes started early—really early. While most kids were watching cartoons, she was tagging along with her father and grandfather, collecting rent in Brooklyn's historic multi-family buildings. At night, she'd walk past glowing windows and imagine the lives being lived inside. She once told her dad that homeowners should be required by law to keep their lights on so the world could admire their interiors. (He did not agree.)

Before real estate, Danielle was the friendly face at her family's Long

Island pizzeria, where she built relationships while tossing dough. This invaluable skill now aids her in real estate. However, deep down, Danielle knew she wanted to pursue her passion for historic homes, which led her to a career in home sales.

Her passion for preservation and history makes her stand out in the industry. She doesn't just sell homes—she advocates for their survival. Nothing thrills her more than matching a historic property with an owner who appreciates its story. And if you're gutting a 200-year-old home to turn it into a "modern open-concept space"? Expect a heartfelt plea to reconsider.

Danielle's clients know her as more than just an agent—she's a confidante and a problem solver, and she has a special talent for occupying kids while parents

view homes without distraction. From historic home restoration to navigating emotional sales, Danielle is dedicated to making every transaction personal and meaningful.

Her goal for the future? Expanding her historic clientele and saving even more old homes from demolition—one thoughtful buyer at a time, as she did in Garden City with the landmark deal of a 117-year-old home that had been marketed for 20 years. She brought the buyer who appreciates historic homes and saw the restoration potential.

Beyond real estate, Danielle is a devoted mother, an avid history buff, and a champion of architectural preservation. She is a member of organizations like the Roslyn Landmark Society and Preservation Long Island, ensuring that history is honored and maintained for future generations.

Her dream bucket list trip? Taking her daughter, Millie, to Claude Monet's house in Giverny to soak in the art, culture, and gardens that inspired some of the world's most famous paintings.



LUCAS PALEY

Keller Williams Points North
Age: 34 | Years in RE: 11 | 2024 Sales: \$21.6M (Luke) | \$78.5M (Team)

Real estate has always been a part of Lucas Paley's life. Growing up in a family immersed in the industry, he knew from an early age that this path was his calling. Before joining the family business, Lucas gained experience in wealth management, headhunting, and marketing, even working in the service industry in Puerto Rico. These roles sharpened his people skills and laid the foundation for his success in real estate.

Over the past 11 years, Lucas has built an impressive career as part of Team Paley. With his team closing over \$78 million in sales and Lucas personally handling \$21 million of that, his achievements speak volumes about his work ethic and leadership. But it's not just about numbers—Lucas

takes pride in creating positive experiences for clients. "Seeing the positive experiences we create for our clients to reach their next real estate milestone is my favorite part of this work," he says.

One of Lucas's most defining moments came in 2023 when he had to balance running the team while his father, Barry Paley, was sick. The experience tested his resilience and forced him to take on new responsibilities, ultimately boosting his self-confidence and perspective.

What sets Team Paley apart is its diversity in demographics, languages, cultures, years of experience, business acumen, vendor resources, and relationships

with the other top agents. From NYC to The Hamptons, their expertise and proactive approach eliminate stress for clients. Lucas attributes their success to strong relationships with top industry professionals and their full-service philosophy.

Looking ahead, Lucas aims to double their business, grow the team with top-producing agents, and continue fostering a strong team culture. Personally, he's focused on staying active, being present, and prioritizing family time as he and his wife have their first child due in June.

Beyond real estate, Lucas is driven by a vision of success where everyone—clients, team members, and family—thrives together.



DANA PALMER

Signature Premier Properties
Age: 26 | Years in RE: 3 | 2024 Sales: \$13.7M

Finding Her Voice: How Dana Palmer Turned Passion into Purpose
As a child, Dana Palmer spent hours sketching houses, fascinated by the way a simple design could become a home. It was a passion she shared with her father, an architect, who taught her to appreciate both structure and creativity. But while Dana had a vivid imagination and a deep love for homes, she faced a challenge that made everyday interactions difficult—selective mutism, an anxiety disorder that left her unable to speak in certain social situations.

For years, Dana struggled to find her voice. With the unwavering support of her parents and countless hours of therapy, she slowly learned to navigate

her anxiety. It was a long road, but it taught her resilience, patience, and the power of human connection—lessons that would later shape her career in real estate.

Before entering the industry, Dana worked in various sales positions, from restaurants to retail and even a T-Mobile distributor. Each job reinforced her love for helping people, but something was missing. She wanted more than just selling a product—she wanted to build relationships, create meaningful experiences, and guide people through life-changing decisions. Real estate became the perfect fit.

Now, as part of The Lenard Team at Signature Premier Properties, Dana has found her true calling. She approaches every transaction with a mix of compassion, strategy, and authenticity, ensuring that her clients feel supported every step of the way. To her, real estate isn't just about buying and selling—it's about helping people find a place to call home.

Beyond real estate, Dana is deeply committed to giving back. Inspired by her father's battle with Alzheimer's, she actively supports the Alzheimer's Association, raising funds to help families affected by the disease.

With \$13.7 million in sales last year, Dana has not only found her voice—she's using it to change lives, one home at a time.



We Target Your Financial Success with INNOVATION, INTEGRITY & RESULTS.

Our experienced team is dedicated to helping you solve problems and find new opportunities for personal, business, and financial success.



CALL TODAY!
(631) 761-8989
info@pmmpllp.com • pmmpllp.com

Accounting & Auditing • Bookkeeping (Compliance Services)
Financial Planning • Management Consulting • Tax Services



Philip Palmetto
Managing Partner

PERRY PAPPAS

Coldwell Banker American Homes
Age: 33 | Years in RE: 9 | 2024 Sales: \$35M



Perry Pappas didn't take the traditional path into real estate—but that's exactly what makes his story so inspiring. After skipping college and working the counter at a pizzeria, Perry decided to "give real estate a shot." Nine years later, he's a top producer with \$35 million in sales last year, proving that hard work and determination can open doors to incredible success.

Early in his career, Perry faced the daunting challenge of simply surviving. "It was tough to keep my mind in check and not let my thoughts run wild," he admits. But he persevered, learning to focus on consistency and building the quality

relationships that now set him apart. Perry's success stems from a mix of reliability, high standards, and his mantra that "the sky is the limit." He's not just about selling homes—he's about delivering an exceptional client experience. His secret? Aligning with the right people and leveraging tools like ChatGPT, Instagram, and Canva to stay ahead of the curve.

As for the future, Perry's dreams are as bold as his work ethic. He's aiming to double his business while maintaining the quality of life that keeps him

grounded and happy. Ultimately, his goal is to own a brokerage and continue growing his impact in the real estate world.

Perry is also committed to giving back. Through his involvement with Feed Long Island and other local charities, he's helping to make a difference in his community.

With his eyes on growth, a passion for innovation, and a heart for giving back, Perry Pappas is a shining example of what's possible in real estate when you bet on yourself and put in the work.

SHAHZAD QURESHI

Independent Broker
Age: 38 | Years in RE: 14 | 2024 Sales: \$30M



For Shahzad Qureshi, success in real estate is about more than closing deals—it's about making an impact. Every home he sells, every investment he helps secure, and every client he guides is part of a bigger mission: to create opportunities not just for individuals but for communities. Real estate has given him the platform to do what he loves, but more importantly, it has given him the resources to give back.

From the start, Shahzad built his career with a service-first mindset. His background in construction gave him an unmatched ability to help buyers and investors make informed decisions, but it was his drive to uplift others

that truly set him apart. Whether he's mentoring first-time homebuyers or educating clients on smart real estate investments, he believes in using his knowledge to empower those around him. One of his most rewarding moments was in 2024, helping a 19-year-old server purchase his first home—a testament to hard work, sacrifice, and the right guidance. "That feeling of happiness, relief, and accomplishment when a client reaches the finish line—that's everything," he says.

Beyond real estate, Shahzad is deeply committed to humanitarian efforts. He actively supports global organizations

like the MATW Project, which provides food and shelter to those in desperate need. His long-term goal is to dedicate even more time and resources to charitable causes, ensuring that his success translates into meaningful change.

As he looks ahead, Shahzad plans to expand his business while staying true to his mission. He's working on growing his rental portfolio, traveling to new countries, and continuing to invest in both real estate and people. For him, success isn't just measured in sales—it's measured in the lives he touches and the communities he helps strengthen.

CRYSTIN QUICK

Douglas Elliman
Age: 39 | Years in RE: 4 | 2024 Sales: \$6M



Crystin Quick has never been one to shy away from a challenge. She built a successful career in corporate fashion, working with industry icons like Saks Fifth Avenue and Ralph Lauren, thriving in a fast-paced world that required precision, negotiation, and creative problem-solving. But deep down, she always had a fascination with real estate—its architecture, its potential, and the deeply personal impact a home has on its owner.

When life took an unexpected turn during the COVID-19 pandemic, Crystin found herself at a pivotal moment. As a newly single mom, she needed to rebuild—not just for herself, but for her daughter. She saw real estate as more than just a career change; it was

an opportunity to create something lasting, meaningful, and transformative.

What started as a leap of faith quickly became a passion. With her background in branding, negotiation, and client relations, Crystin seamlessly transitioned into real estate, bringing the same meticulous attention to detail that made her successful in fashion. Now, she helps others navigate their own life transitions—whether buying their first home, upgrading, or making strategic investments.

Crystin's approach is deeply personal. She understands that buying or selling a home is more than a transaction—it

it's an emotional journey. She prides herself on her hands-on service, creative problem-solving, and ability to adapt to any challenge. Her resilience and drive to create stability for her clients, just as she did for herself, have propelled her into a successful career.

She currently serves clients throughout Queens, Nassau, and Suffolk County in New York, leveraging her expertise to help buyers and sellers make informed decisions and guide them through transactions in these competitive markets.

Looking ahead, Crystin is determined to expand her presence in both New York and Florida, build a team, and continue making a lasting impact on her clients' lives. For her, real estate is more than business—it's about building futures, one home at a time.

ERIC RAMSAY

Ramsay Realtors
Age: 26 | Years in RE: 5 | 2024 Sales: \$24.6M



For Eric Ramsay, real estate runs in the blood. His grandfather founded Ramsay Realtors in 1972, building a business rooted in trust, community, and personalized service. After his passing, Eric's father, Rick, took over in 2004, continuing the family tradition. Growing up in Bay Shore, Eric witnessed firsthand the impact his family had on generations of homeowners, and it didn't take long for him to realize he wanted to follow in their footsteps. "Continuing their legacy is something I'm very proud to do," Eric says.

While the family name opened doors, Eric knew he had to earn his reputation

on his own merits. After graduating from the University of South Carolina in 2019 with a degree in Real Estate and Finance, he jumped straight into the family business. But even with his background, building trust wasn't easy. "The biggest challenge was getting people to trust me with their biggest purchases or sales," he explains. To overcome this, Eric immersed himself in understanding the complexities of real estate transactions, staying on top of market trends, and providing clients with honest, knowledgeable guidance.

His hard work paid off—closing over \$24 million in sales and 38 transactions in 2024 alone.

For Eric, real estate is more than just numbers; it's about relationships and making a lasting impact in his community. Whether it's helping first-time buyers or families looking for their forever home, he takes pride in delivering personalized service. His ultimate goal? To one day help four generations of the same family find their homes, just like his father did. "My name is my reputation," he says. "I'm proud to carry it forward and continue making a difference in people's lives."

NICHOLAS SANTILLO

Signature Premier Properties
Age: 32 | Years in RE: 5 | 2024 Sales: \$22M

Nicholas Santillo's journey into real estate began with a leap of faith—and a little nudge from his wife. After spending over five years in accounting and finance with top firms like Marcum, CohnReznick, and BDO, Nicholas realized the corporate world wasn't where his heart was. Trading spreadsheets for sold signs, he brought his knack for numbers and client relationships into the dynamic world of real estate.

Since then, Nicholas has hit the ground running, surpassing \$22 million in sales this year alone having sold over 100 homes since the inception of his real estate journey. His success is no accident. "The biggest challenge in this business is managing its highs

and lows," he says. "But if you can handle this and keep your head down, you will be successful." That steady determination has set him apart as a trusted expert who delivers for his clients every time.

Nicholas's secret weapon is his trifecta of professionalism, communication, and integrity. He's not just selling homes; he's creating experiences. He ensures his clients feel confident and cared for, navigating the sometimes tricky process with ease. "I know I have their trust, and I'm always looking out for their best interest," he shares. Moments of client happiness, like handing over the keys to a dream home, are what fuel his passion.



As he looks to the future, Nicholas's aspirations are clear: becoming the top agent at Signature Premier Properties while mentoring new agents and growing his network. Personally, he values family above all else, striving to balance his professional success with quality time spent with his wife and two children.

Beyond the office, Nicholas is dedicated to giving back, supporting organizations like Tunnels to Towers, Make-A-Wish Foundation, and the Oceanside Fire Department. With his drive and genuine care for others, Nicholas Santillo is redefining what it means to succeed in real estate.

JARED SARNEY

SRG Residential
Age: 38 | Years in RE: 4 | 2024 Sales: \$73 Million

Some real estate agents sell houses. Jared Sarney sells possibilities. Whether it's helping a buyer envision their dream home or guiding a seller toward their next big chapter, Jared approaches real estate with a mix of expertise, humor, and a relentless drive to make every transaction not just successful but actually enjoyable. If you ask his clients, they'll tell you—there's no one quite like him in the industry.

Jared didn't take the traditional path into real estate. Before he was selling homes, he was running a travel company, planning large-scale international events for groups. When COVID shut down travel overnight, he pivoted fast, diving into real estate

by flipping houses. His eye for design, construction knowledge, and natural ability to connect with people turned a personal investment strategy into a full-fledged career. Word spread, friends and family started asking for his help, and in just three years, he became the top agent in his town and surrounding areas.

What makes Jared different? For starters, he's not just an agent—he's a builder. Having renovated and constructed homes himself, he can walk into any house and instantly break down costs, possibilities, and what's worth the investment. He's got a library



of before-and-after photos from his own projects, showing buyers what's possible and helping sellers maximize value. But it's not just his knowledge that sets him apart—it's his energy. Real estate is personal, and Jared treats every client like family, guiding them through the highs, the lows, and the unexpected surprises of buying or selling a home.

Beyond real estate, Jared is deeply committed to his community. He serves on the board of the Syosset/Woodbury Chamber of Commerce and is both a member and anchor sponsor of the Plainview Chamber of Commerce's biggest event, Spring Fest. He supports local sports clubs, business organizations, and charities like Habitat for Humanity. His goal? To continue growing, helping, and making real estate an unforgettable experience—one client at a time.

Know of a business that should connect with the top real estate agents in Long Island?



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@longislandrealproducers.com.

LONG ISLAND
REAL PRODUCERS

Lucky to have an expanded service area 7 days a week

to help
YOU
get your
business
done!

Serving Nassau, Suffolk, Brooklyn, and Manhattan DAILY.

There when you need us.
Call today!

Trusted in the industry since 2009
516.524.0673



inspecticore

EDDIE SCHMIDT

Douglas Elliman Real Estate
Age: 31 | Years in RE: 7.5 | 2024 Sales: \$11.4M

Eddie Schmidt was supposed to be a dentist. That was the plan. He took all the right steps—internships, shadowing, a demanding course load—until he realized something important: his passion wasn’t there.

The truth hit hard. For years, he had convinced himself that medicine was the only path. But in the back of his mind, there was always something else—a love for business, for people, for solving problems in ways that felt meaningful. The turning point came when a mentor—a savvy businessman who saw Eddie’s potential—suggested real estate. It seemed like a risk, but Eddie trusted his instincts, took the leap, and never looked back.

But life had other plans. As Eddie was finding his footing in real estate, he was also dealing with the devastating reality of his father’s long battle with ALS. His father had been sick since Eddie was in high school, and by the time Eddie was building his career, his father’s condition had worsened. When he passed away in 2017, it was a crushing loss. But instead of letting grief hold him back, Eddie used it as fuel.

“Watching my father go through that battle taught me everything I needed to know about perseverance,” he says. “He never gave up, so how could I?”



Now, more than seven years later, Eddie has built a thriving business centered around authenticity, honesty, and a deep commitment to his clients. He doesn’t just sell homes—he helps people navigate one of the biggest financial decisions of their lives. He credits his success to mentorship from industry leaders like Kelley Taylor, his partner and my trusted right hand, and Nikki Taylor Friedman and his deep connection to his hometown of Poquott, where he gives back to the community that has always supported him.

As he looks ahead, Eddie is focused on building his brand, expanding his market knowledge, and continuing to elevate the client experience. He may not have ended up in medicine, but in many ways, he’s still helping people—just in a way he never saw coming.

NICHOLAS SEKELA

Oasis Realty Group
Age: 36 | Years in RE: 4 | 2024 Sales: \$15.4

For Nicholas Sekela, real estate isn’t just a job—it’s a lifelong passion that started in the most unexpected way: playing The Sims. Designing dream homes and moving digital families into their perfect spaces sparked something in him that never faded. Today, he brings that same excitement to the real world, helping his clients find the perfect backdrop for their biggest life moments.

Before stepping into real estate, Nicholas was a familiar voice on Long Island’s airwaves, hosting top-rated shows on Z100, WALK 97.5, and 106.1 BLI. His years in radio weren’t just about entertainment—they were about connection. That ability to build relationships and truly understand people became his greatest strength when he transitioned into real estate.

Whether it’s first-time buyers or seasoned sellers, Nicholas has a way of making every client feel like his top priority.

His approach isn’t just about buying and selling homes; it’s about crafting experiences. With a background in media and film, his marketing is next-level, bringing listings to life with creativity and precision. But at the core of his success is his problem-solving mindset. “Every deal has hiccups,” he says. “But I love jumping into problem-solving mode before my clients even realize there’s an issue.”

Nicholas’s journey hasn’t been without challenges. Early in his career, he



hesitated to fully embrace his identity, often referring to his husband as “my partner” out of concern for how others might perceive him. But over time, he realized that his authenticity was his greatest strength.

His husband had been by his side throughout his radio career, supporting live events across Long Island, and later, they co-owned a luxury film studio. These experiences shaped Nicholas’s unique approach to real estate, blending creative marketing, style, and top-tier communication.

“Learning to accept myself and realizing that authenticity is my biggest asset has been the most valuable lesson,” he shares. By embracing who he truly is, Nicholas has built a career—and a reputation—rooted in trust and genuine connection.

NICOLE SCHWARTZ

RE/MAX Integrity Leaders
Age: 39 | Years in RE: 8 | 2024 Sales: \$34.1M

Nicole Schwartz’s path to real estate success was anything but conventional. She pursued a business degree but felt unsure of her direction. After obtaining her real estate license, she hesitated to dive in, instead opting for the perceived security of a salaried position. Yet, when both companies she worked for shut down, she found herself at a turning point.

It was then that she helped a close friend buy a home and experienced a revelation—this was what she was meant to do. With the encouragement of industry mentor Larry McKenna, Nicole took a leap of faith into real estate, and she hasn’t looked back since.



Since then, Nicole has built a thriving business, closing 43 transactions in the past year with a total sales volume of over \$34.1 million. But beyond the numbers, what truly sets her apart is her heart. Whether assisting retirees looking to downsize, first-time homebuyers making their biggest investments, or families navigating difficult transitions, Nicole approaches each transaction with genuine care and compassion.

Her biggest realization? She can’t control everything—but she can facilitate, support, and guide. This mindset shift was a game changer, allowing her to embrace the

unpredictability of real estate while staying focused on her mission: helping others achieve their dreams.

Looking forward, Nicole’s goals extend beyond business. She aspires to rescue senior dogs from shelters, continue her support for local animal shelters, and hire a licensed assistant to enhance her services. For Nicole, success is more than sales—it’s about making an impact, building relationships, and giving back to both people and animals in need.

JAMIE WEINBERG

Realty Connect USA
Age: 37 | Years in RE: 20 | 2024 Sales: \$28M

Some people find their passion later in life, but for Jamie Weinberg, real estate has always been in her blood. As a child, she watched her aunts dominate their markets in New York and Florida, fascinated by their confidence, their drive, and—yes—even the jingling of their keys. By 14, she was already working weekend receptions, getting a firsthand look at the industry she would one day make her own. Two decades later, she leads Team Homes by Jamie Jay, closing over \$28 million in sales last year and turning clients into lifelong friends.

But Jamie’s journey wasn’t without challenges. Becoming a single mother while growing her career meant

navigating an entirely new level of responsibility. Instead of letting obstacles define her, she turned them into fuel, working tirelessly to achieve financial freedom and becoming debt-free two years ago. “Success is having inner peace and genuine happiness,” she says, a philosophy that guides every aspect of her life and business.

What makes Jamie different isn’t just her knowledge or experience—it’s her passion. She genuinely loves what she does, waking up every day excited to help people reach their real estate goals. Her ability to blend authenticity with strategy has been a game changer,



allowing her to scale her business with the right systems while maintaining a personal touch.

Beyond real estate, Jamie is committed to making a difference. She established a scholarship at Suffolk County Community College to help single parents cover tuition and childcare expenses, ensuring others have the support they need to succeed. Looking ahead, she plans to continue raising the bar in the industry, focusing on ethical service, mentorship, and, most importantly, being present for her daughters—because for Jamie, success is about more than just numbers; it’s about building a meaningful life.

CHRISTOPHER WHITE

Compass Greater NY

Age: 36 | Years in RE: 7 | 2024 Sales: \$17.9M

For Chris White, real estate wasn't the first stop on his career path—but looking back, it was always meant to be. His journey began in hospitality, where he thrived in hotel sales and marketing at prestigious New York City properties like the Grand Hyatt and Park Lane Hotel. Rising quickly through the ranks, he earned the title of Sales Manager of the Year and was later promoted to Director of Sales and Marketing. However, even with his success in the industry, Chris felt there was something missing.

The turning point came when he joined the Nassau County Police Department in 2019. With a schedule that allowed him to explore other passions, he saw

an opportunity to merge his love for sales, marketing, and helping people into a new career: real estate. "I've always been fascinated by the home buying and selling process," he shares. "It's such a major milestone in people's lives, and I wanted to be the person guiding them through it."

Chris quickly found his niche in real estate, bringing the same dedication, relationship-building skills, and client-first mentality that made him successful in hospitality. Whether it's the thrill of handing keys to a first-time buyer or securing top-dollar for a seller, he thrives on making the process seamless and rewarding.



Now a key member of The Macaluso Team at Compass Greater

NY, Chris continues to grow his business while balancing his role as a police officer and giving back through The Lola Jayne Foundation, which he and his wife founded in memory of their daughter. For him, success isn't just about numbers—it's about building a legacy of service, both in business and in life. He believes that genuine connections and a passion for helping others are what truly set him apart in the industry.

RON ZIMMERMAN

Keller Williams Realty Elite

Age: 40 | Years in RE: 8 | 2024 Sales: \$33.8M

Some people stumble into real estate by chance. Ron Zimmerman, however, took a more hands-on approach—he literally studied the industry while buying his first home. What started as a curiosity quickly turned into an obsession, and before he knew it, he had the keys to not just his house but also a brand-new career.

Ron isn't your typical agent. He brings an analytical mindset from his days in Corporate America, where he fine-tuned his expertise in Inventory and Category Management at Fortune 500 companies. Now, he applies that same precision to real estate, helping his clients navigate the biggest transaction of their lives with ease and confidence.

Unlike many agents who focus on closing deals fast, Ron is all about the long game. He's the guy who remembers your dog's name, your favorite coffee order, and the exact shade of blue you wanted in your next kitchen. For him, real estate is more than just transactions—it's about building lasting relationships.

What sets Ron apart? His ability to stay calm under pressure. Real estate deals come with stress, but Ron believes in handling each challenge with a level head and a strategic mindset. His philosophy? Don't sweat the small stuff—focus on what truly matters.



Ron's biggest passion outside of real estate? Being a dad. His ultimate goal is to grow his business while still

having time to take his kids on adventures and create lifelong memories. He believes success isn't just about numbers—it's about the impact you make on people's lives.

So, if you're looking for an agent who treats every deal like it's his own, Ron Zimmerman is your guy. Just don't be surprised if he remembers your coffee order years later.

Do You Have Listings With Underground Oil Tanks?

Don't Let An Oil Spill Ruin Your Deal!

The Average Life Span of an Oil Tank is 20 Years!

Our Experienced Team Can Assist With:

- In Place Underground Oil Tank Abandonments
- Underground Oil Tank Removal & Remediation When Necessary
- Aboveground Oil Tank Removal
- Supply and Install Next Generation Aboveground Storage Tanks
- Oil Tank/Septic Tank locating with GPR (Ground Penetrating Radar)
- 24-Hour Emergency Spill Response
- Phase I & II Environmental Site Assessments
- Soil, Groundwater and Potable Water Sampling



CALL FOR OIL TANK REPLACEMENT PACKAGE PRICING!

**Real Producer Special
FREE Premium Scheduling**

*Call for details & to schedule. Offer available for a limited time.



FREE Estimates!

888-863-2028 • info@c2g.us

Like us on Facebook

FOLLOW US ON Instagram
@c2g_environmental

LONG ISLAND | HUDSON VALLEY | WESTCHESTER | CONNECTICUT | NEW JERSEY

POWER UP YOUR MORTGAGE EXPERIENCE

CLIFFCO
MORTGAGE BANKERS

Questions?
Call me anytime at **917-574-6040**.
Your mortgage solutions are just one call away!



Here is a snapshot of the diverse programs we offer:

- Jumbo Loans
- Conforming Loans
- Loans for Self-Employed Borrowers
- Investor-Friendly Options (DSCR)
- FHA/VA
- Foreign National Program
- Reverse Mortgage Options
- Multi-Family Lending

Contact me today

ADAM TURKEWITZ

Senior VP of Sales | NMLS #32900

C: 917-574-6040

E: adam.turkewitz@cliffcomortgage.com

Scan Me



- 20 years of residential mortgage experience
- Over \$3 Billion funded in residential mortgages



Cliffco, Inc. is not affiliated with or acting on behalf of the FHA or any government entity. Equal Housing Lender. Cliffco, Inc. Corporate NMLS#65328 (www.nmlsconsumeraccess.org) 70 Charles Lindbergh Blvd, Suite 200, Uniondale, NY 11553 (516) 438-7300. This is not a commitment to lend or extend credit. Restrictions may apply. All loans are subject to credit and underwriting approval. Not all loan products are available in all states. Rates may not be available at time of application. Information and/or data are subject to change without notice. Licensed Mortgage Banker by the NYS Department of Financial Services LMBC109800; AL Mortgage Broker/Lender License #23591; AZ Mortgage Banker License 1045706; CA DFPI Financing Law License 90060-181852; CO Dept. of Regulatory Agencies Division of Banking; CT Department of Banking MCO-65328; DC Department of Insurance, Securities, & Banking MLB65328; FL Office of Financial Regulation MLD1245; GA Department of Banking & Finance 65328; IL Department of Financial & Professional Regulation MB 6761824; KS State Bank Commissioner of Kansas MC 0026625; KY Department of Financial Institutions MCS80985; LA Office of Financial Institutions 65328; MD Office of Financial Regulation; NJ Department of Banking & Insurance; Licensed Mortgage Banker by the NYS Department of Financial Services LMBC109800; NC Commissioner of Banks L-211081; OR Oregon Department of Consumer and Business Services 65328; PA Department of Banking & Securities 43275; SC State Board of Financial Institutions MLS-65328; TX Department of Savings & Mortgage Lending; VA Bureau of Financial Institutions MO-7742; WA State Department of Financial Institutions CL-65328.