

NEW HAVEN & MIDDLESEX

MARCH 2025

REAL PRODUCERS[®]

A man with grey hair and a beard, wearing a blue blazer over a white shirt, grey trousers, and brown leather boots, is sitting in a white armchair. He is smiling and has his hands clasped in his lap. Behind him is a large window with a view of a city. To his right is a small round table with a vase of white flowers.

Michael DeBiase

Partner Spotlight:

Nu-Face Home
Improvements

Revolution Mortgage

Agent to Watch:

Carla Stitz



RESIDENTIAL ROOFING EXPERTS • OVER 2 DECADES IN BUSINESS



SIDING • ROOFING

(203) 272-6964

cheshireroofingandsiding.com



Over 40 years of roofing knowledge & experience We treat every home as our own!



We specialize in the guidance, tools and services to protect you and your family's future!

FOR ALL YOUR INSURANCE NEEDS



- Auto
- Home
- Life
- Business Liability
- Medicare
- Retirement Planning

Karen Bellamy,
President & Owner

203.288.5290

264 Amity Road, Suite 103, Woodbridge, CT 06525



• Wind • Fire • Water • Mold • Asbestos

From the Emergency Call to Moving Back in,
We Have Your Back!



Home Restoration/Remediation Services



WOMAN OWNED



www.pioneerenvironmentalct.com • (203) 676-3603

Spring Special

50% OFF INSTALLATION

NO HASSLE FINANCING! NO MONEY DOWN!

NO INTEREST FOR 18 MONTHS! *FINANCING AVAILABLE FOR QUALIFIED BUYERS



SCAN HERE TO ENTER

\$10,000
HOME
IMPROVEMENT
GIVEAWAY



BATHTUB & SHOWER CONVERSIONS

ONE DAY BATHS!



NEW LOCATION!

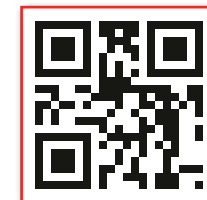
Come Visit Our Showroom!

855 Berlin Tpke, Berlin, CT

860-516-6240

CALL TODAY FOR A
FREE CONSULTATION & ESTIMATE!

Locally Owned & Operated CT HIC #0632669



nufacet.com



Find us on f

50%
OFF
INSTALLATION

NU-FACE HOME IMPROVEMENTS
860-516-6240

With this coupon. Valid for one product only. Offer must be presented prior to estimate and inspection. Cannot be combined with other offers or prior purchases. Expires 3/31/25.



INSPECTING THE ENTIRE STATE OF CONNECTICUT



BOOK YOUR
INSPECTION IN
30 SECONDS

Scan to Schedule - Visit our Website!

Jonathan Krompegal
Lead Inspector/President

"when you schedule with us, you get me every time"

KNOW *BEFORE* YOU BUY

860.422.4449 | Info@safeguardct.com | SafeGuardCT.com

- Easy 24-Hour Online Scheduling
- Appointments 7 Days a Week
- 5 Star Average Google Rating
- Radon Testing • Well Inspections
- State Certified for Crumbling Foundation Inspections
- Drone Inspections • Thermal Imaging

kitchen tune·up

Affordable Solutions to Transform Any Kitchen

One Day Tune-Up
Our proprietary wood reconditioning process

Cabinet Painting
An affordable color changing option

Refacing
New doors & drawer fronts with matching veneer

Custom Cabinets
Fully custom new cabinets

Schedule your free consultation today!

203-703-2594
kitchentuneup.com/danbury-ct
Locally owned & operated

Carr, Douglas & Cline

Tax Prep, Real Estate - purchases and sales, Wills, Trust and Estate Work, and Set-Up of Small Business

Stephen R. Cline
(860) 767-0339 | office@cldcessex.com

William Macina Antiques & Appraisals

Estate Liquidations
Appraisals, Auctions, Consignments
Estate Sales Managed
Estates Purchased, One Piece or Collections
Broom Cleanouts

When Experience, Honesty & Dependability Count

203-915-7662 • bill91@sbcglobal.net
Over 35 Years in Business

Contents



Michael DeBiase 44
COVER STORY

PROFILES



26 Revolution Mortgage



50 Nu-Face Home Improvements



Carla Stitz



IN THIS ISSUE

- 8 Meet The Team
- 11 Preferred Partners
- 16 Publisher's Note
- 18 FAQ
- 22 Don't Let Septic Systems Sink Your Deal: What Real Estate Professionals Need to Know
- 26 Vendor Spotlight: Revolution Mortgage
- 30 Beyond the Sale: Realtors Who Go the Extra Mile for Their Communities
- 34 Agent to Watch: Carla Stitz
- 40 Nar News
- 44 Top Agent: Michael DeBiase
- 50 Vendor Spotlight: Nu-Face Home Improvements

OVER 40 YEARS EXPERIENCE

Home & Commercial Building Inspections

SIS

Since 1982

Angi

SUPER SERVICE AWARD

2023

"THE TOP CHOICE FOR HOME INSPECTIONS IN THE NEW ENGLAND AREA"

FEATURED SERVICES

Residential Inspections

Septic Inspection

Commercial Inspections

Radon Testing

Sewer Camera Inspections

Drone Inspections

Foundation Inspection

Mold Testing

OUR CONTACT NUMBERS

CONNECTICUT

+860-646-9983

MASSACHUSETTS

+413-686-9383

NEW YORK

+845-768-1300

RHODE ISLAND

+401-427-0305

OUR WEBSITE

WWW.SHERWOODINSPECTION.COM

SCHEDULE YOUR INSPECTION WITH US

INSPECTIONS@SHERWOODINSPECTION.COM

INSPECTOR Spotlight

SIS is proud to introduce **Ian Glanovsky**, our **Septic Services Manager**! Ian brings a passion for educating homeowners to every inspection.

Ian operates in CT, MA, & NY. He previously worked in Western Connecticut and parts of New York, specializing in septic inspections. He brings a unique blend of expertise to his role. He holds a Phase I Subsurface Sewage Disposal Certification from the CT DPH and various InterNACHI licenses related to septic systems.

"Taking the time to understand the prospective buyer allows me to tailor my conversations to their specific needs. Some clients have had septic systems all their lives, while others may not even know what a septic tank is. This interaction enhances the inspection process, making it smoother and ensuring clients feel more engaged in comprehending the information."

A portrait of Ian Glanovsky, a man with short brown hair and glasses, wearing a dark polo shirt with the SIS logo.

If you are interested in nominating people for certain stories, please email us at: sam.kantrow@realproducersmag.com

Meet The Team



Sam Kantrow
Owner/Publisher



Phylcia Bova
Director of Operations



George Grotheer
Content Writer



Chris Devlin
Events Photographer



Rise Visual Media
Photography



Molly Cobane
Client Relations Specialist



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.



Make Your Landscaping Dream a Reality

Whether you're a homeowner or business owner, our dedicated team will bring your vision to life, creating a vibrant and inviting atmosphere that will leave a lasting impression.



MADISON EARTH CARE
— Est. 1972 —

CALL US AT 203-421-4358

MADISONEARTHCARE.COM
1250 A DURHAM RD. | MADISON, CT 06443



Spend Your Life Living

Mike Wengzn

Financial Advisor
(860) 803-7664
michael.wengzn@nm.com

SECURE YOUR SEPTIC SYSTEM WITH OUR TRANSFERABLE WARRANTY



ENHANCE YOUR LISTING

Seamlessly transfer the warranty to the next homeowner, adding a strong selling point to your property. Rest assured, potential issues discovered during the septic inspection won't jeopardize the sale of your home. Simply scan the QR code to schedule a septic inspection for your listing.

ANDERSON BROTHERS

A FLUSH WARRANTY PARTNER



PUMPING



INSPECTIONS



REPAIRS

www.andersonsanitation.com

WHY DO YOU NEED A SEPTIC PROTECTION PLAN

Protect your clients and your commission with Flush Warranty. Homeowners insurance typically doesn't cover septic system failures, which can be a deal-breaker during pre-sale inspections. Such issues not only risk reducing the sale price but may even lead to potential buyers walking away, endangering your hard-earned commission.

Flush Warranty steps in where others step back. We cover the costly septic system repairs and replacements that your clients might face, helping to prevent sale delays or price reductions. By referring your clients to Flush Warranty, you're not just offering them a solution for septic system problems; you're enhancing your value as a real estate agent and safeguarding your commission.

Let us handle the messy septic system issues, so you can focus on closing the deal seamlessly.

COVERED COMPONENTS

- ✓ SEPTIC TANK
- ✓ LEACHING FIELDS
- ✓ DISTRIBUTION BOX
- +
- ✓ ROUTINE SEPTIC TANK CLEANING

CALL US NOW:
(203) 707 8370
www.flushwarranty.com

No job is too **BIG** or too **SMALL.**

*If you're in a **JAM**
give us a **CALL***

- Local and Long Distance Moves
- Dump Runs
- Clean Outs
- Residential and Commercial
- Family Owned and Operated

JAMS Moving Specialist

(844) 4- in- a- jam // Jamsmovingspecialists@gmail.com

Preferred Partners

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

ATTORNEY

Law Offices of Robert C. Leitze
(203) 453-8600
robertleitze.com

ATTORNEY - REAL ESTATE

Law Offices of Ryan B. Corey, LLC
(203) 699-9422
coreylawoffices.com

ATTORNEY - REAL ESTATE / ESTATE PLANNING

Attorney Stephen Cline
(860) 767-2800

BUILDER/DEVELOPER

Pinnacle Land Development
(203) 271-1115
pinnlanddevelopment.com

CLEANING

Your Certified Solutions
(203) 937-2156
yourcertifiedsolutions.com

CLEANING SERVICE

M & V Cleaning LLC
(860) 227-7659
mandvcleaning.com

CLOSING ATTORNEY

Drapp Law PLLC
(203) 871-0356
drapplaw.com

Law Offices of Michael Iacurci, LLC
(203) 245-2400
lawonwall.com

CLOSING GIFTS

7d Laser Design LLC
(860) 249-6205
7dlaser.com

Bespoke Home
(203) 208-0768
bespokehome.studio

CONCRETE/ RESTORATION/ RESURFACE

Jason Robert's Inc.
(203) 876-1152
jriconcrete.com

CONSTRUCTION/ GENERAL CONTRACTING

Sunrise Cove Partners LLC
(203) 627-1655
srcpartnersct.com

CUSTOM FURNITURE

Modern Oak
(203) 494-2131
modern-oak.co

CUSTOM WOODWORKING/ FURNITURE

Planeta Woodworking LLC
(860) 986-1155
planetawoodworking.com

DECKS

Deck Restore
(203) 996-4981

DELIVERY SERVICE

Your Certified Solutions
(203) 937-2156
yourcertifiedsolutions.com

DIGITAL MARKETING

Courtney Luft Design
(860) 917-1037
courtneyluftdesign.com

ELECTRICAL SERVICES

Sampson Electric LLC
(203) 745-4246
sampsonelectricllc.com

ESTATE LIQUIDATION

William Macina Antiques and Appraisals
(203) 915-7662

ESTATE SALES

Lovejoy Estate Sales LLC
(860) 908-4645
lovejoyestatesales.com

EXCAVATION, SEPTIC DESIGN & INSTALLATION

J.Rosadini Excavating & Septic
(203) 623-1352
jrosadiniexcavatingandseptic.com/

FENCE & GATE SOLUTIONS

Fence World, Inc.
(203) 421-0406
fenceworldinc.com

FINANCIAL PLANNING/ RETIREMENT

Scranton Financial Group
(860) 399-8202
scrantonfinancialgroup.com

FINANCIAL/INSURANCE

Northwestern Mutual
(860) 803-7664
northwesternmutual.com/office/ct/new-haven/87835679

HANDYMAN/HOME IMPROVEMENT

Shoreline Remodeling
(860) 770-4155

HEATING OIL/PROPANE

Amodio & Sons Fuel & Energy Services
(203) 934-2651
amodiofuel.com

HOME / BUILDING INSPECTIONS

Modern Home Inspections
(860) 263-9499
inspectconnecticut.com

HOME IMPROVEMENTS / EXTERIORS

Nu-Face Home Improvements
(860) 532-6322
nufacet.com

HOME INSPECTION

Sherwood Inspection Services, LLC
(860) 646-9983
sherwoodinspection.com

The Miranda Team: Pillar To Post Home Inspectors
(203) 490-7855
mirandateam.pillartopost.com

INSPECTIONS

National Property Inspections (E Haven to E Lyme)
(860) 227-4949
npiweb.com/griffith

National Property Inspections (New Haven & West)
(203) 871-7214
npiweb.com/volpato

INSURANCE AGENCY

Connecticut Insurance Exchange of Southington LLC
(860) 276-1255
CTinsExchange.com

INSURANCE BROKER

Farmers Insurance - Karen Bellamy Agency
(203) 288-5290
agents.farmers.com/ct/woodbridge/karen-bellamy

INTERIOR DESIGN

Artisan Kitchen and Bath
(203) 458-8453

Steph Herzog Interiors
(203) 515-7624
bespokehome.studio

JUNK REMOVAL & DEMOLITION SERVICES

The Junkluggers of New Haven County
(203) 455-6331
junkluggers.com/new-haven-county

JUNK REMOVAL & DUMPSTER RENTAL

Just Dump It
(860) 989-4902
just-dumpit.com

JUNK REMOVAL/ DEMOLITION

Junk Bear
(860) 385-6068
junk-bear.com

KITCHEN CABINET REFACING

Kitchen Tune-Up
(203) 703-2594
kitchentuneup.com/shoreline-central-ct

LAND CLEARING/ EXCAVATING

VegOut Forestry
(203) 815-6791
vegoutforestry.com

LANDSCAPE DESIGNER/LANDSCAPE CONTRACTOR

USL Outdoor Living
(203) 390-9093
usloutdoorliving.com

LANDSCAPING

Your Certified Solutions
(203) 937-2156
yourcertifiedsolutions.com

LAWN & GARDEN

Madison Earth Care
(203) 410-4520
madisonearthcare.com

MOLD REMEDIATION

Connecticut Mold Pros
(203) 920-0265
ctmoldpros.com

MORTGAGE

Revolution Mortgage
(203) 872-2622
revolutionmortgage.com

Total Mortgage- Dominic DeMilo
(203) 676-6926
totalmortgage.com/bankers/dominic-demilo

Preferred Partners

CONTINUED

MORTGAGE LENDERS

Primary Residential Mortgage Inc
(203) 904-5808
prmishoreline.com

MOVING & HAULING

Jams Moving Specialists
(844) 446-2526
jamsmoving.com

MOVING SERVICES

Your Certified Solutions
(203) 937-2156
yourcertifiedsolutions.com

MOWING/ LANDSCAPING

JC's Landscaping
(203) 927-2058
jcslandscapingct.com

PAINTING

Essex Painting Company
(860) 510-2923
essexpaintingcompany.com

PAINTING SERVICE

Spotless Solution LLC
(860) 362-8722
spotlessolutionct.com

PEST CONTROL/ WILDLIFE REMOVAL

Alpha Wildlife and Pest Management
(860) 999-2796
www.alphawp.com

PHOTOGRAPHER | REAL ESTATE MEDIA

Alyssa Mucha Photography
(203) 980-1913
alyssacaptures.com

Rise Visual Media

(347) 239-5636
risevisualmedia.com

PHOTOGRAPHY/ VIDEOGRAPHY/ VIRTUAL STAGING

Devlin Photography LLC
(860) 434-0005
devlinphotography.com

PLUMBING/HVAC

The Guild Plumbing and Heating
(860) 510-6899
theguildplumbingandheating.com

PROPERTY MANAGEMENT/ HOME WATCH

Shoreline Home Management
(203) 710-3703
shorelinehomemgmt.com

RADON TESTING AND MITIGATION

A & R Environmental
(860) 742-6767
arenvironmental.com

REAL ESTATE APPRAISAL

S.A.T. Appraisals LLC
(203) 671-4321
satappraisals.com

REAL ESTATE ATTORNEY

Adam M Brouillard Attorney at Law
(203) 915-1836
brouillardlawct.com

REMODELING/ CONSTRUCTION

Cityline Construction
(203) 430-2152
citylineconstructionllc.com

RESTORATION - WATER, FIRE & MOLD

Pioneer Environmental
(203) 934-7332
pioneerenvironmentalct.com

ROOFING & ROOF REPAIR

Cheshire Roofing LLC
(203) 272-6964
cheshireroofingandsiding.com

ROOFING CONTRACTOR

Brown Roofing
(203) 723-1372
brownroofing.org

SEPTIC INSPECTIONS & CONSULTING

Northeast EnviroCare
(860) 609-3840
neenvirocare.com

SOFT / POWER WASHING

New England Aerial Cleaning
(855) 237-4255
newenglandaerialcleaning.com

STAGING

Interiors by Lindsay
(203) 506-7934
interiorsbylindsay.com

WATER SYSTEMS

The Well Guys
(203) 828-6129

WATER TREATMENT / SOFTENERS

Advanced Water Systems Inc.
(203) 228-7874
aws-ct.com



JC'S LANDSCAPING

Servicing New Haven County

About JC's Landscaping

JC's Landscaping is more than just a landscaping service. We pride ourselves on providing top notch customer service and always put the needs of our customers at the top of our priority list. We are at the forefront of safety and training, and invest heavily in providing our team members with the knowledge to complete their job efficiently and effectively.

What separates JC's Landscaping from the rest is our dedication to service and our ability to prioritize the needs of our customers. Whether you are a homeowner or business owner, you are treated equally and the needs of your property are our number one focus. Let us handle all your outdoor landscaping needs.

Core Spring Services

- Weekly Lawn Mowing
- Property Management
- Spring Clean Up
- Landscape Projects
- Dumpster Rentals

Contact Us

- 203 - 927 - 2058
- jcslandscapingct@gmail.com
- www.jcslandscapingct.com



Your Trusted Shoreline Mortgage Specialist

FANNIE AND FREDDIE UNDERWRITING GUIDELINES
REVERSE MORTGAGE
FHA - FIRST TIME HOME BUYERS SPECIALIST
USDA | VA | NON QM LOANS
INVESTOR SPECIALIST



18 Pardee Place Ext
East Haven, CT 06512-2747

OVER 25 YEARS EXPERIENCE | Licensed in CT, NY, VT, and FL

Patricia Beale

(203) 671-1940
Patty@branfordfinancial.com

Mike Perricone

(203) 488-6084
Mike@branfordfinancial.com

ROOFING!

BROWN WON'T LET YOU **DOWN!**



**FINANCING
AVAILABLE**



Asphalt Roofs • Metal Roofs • Flat Roofs • Gutters • Gutter Guards

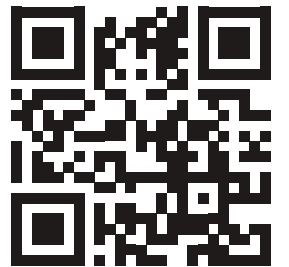
- ✓ **ROOF REPLACEMENT**
- ✓ **ROOF REPAIR**
- ✓ **GUTTERS**
- ✓ **GUTTER GUARDS**
- ✓ **CHIMNEY REPAIR**



Since 1972!

Brown Roofing

Eddie Griffin
OWNER
BROWN ROOFING



Contact us for a
FREE ESTIMATES!

475-251-7930
BrownRoofingRealEstate.com



HIC.0549011

\$500 OFF

**ANY FULL ROOF
REPLACEMENT PROJECT**

Coupon to be presented and redeemed at time of estimate.
Not valid for prior work or estimates. Not valid with other offers.
Some exclusions apply. Residential use only.
Expires 12/31/2025

The Seasons of Change

March is here, and with it comes the promise of spring—the season of new beginnings, fresh opportunities, and, of course, a real estate market that’s ready to heat up. After months of gray skies and chilly days, the world around us begins to thaw, and so too should our mindset when it comes to how we do business.

In this industry, it’s easy to see fellow agents as competition. We work hard to build our brands, earn our clients’ trust, and close deals. But here’s the truth: real estate isn’t a solo sport. It’s a team effort. When we take the time to build relationships with one another, we create a stronger, more connected real estate community—one where deals go smoother, transactions are built on trust, and we all grow together.

Think about it—how many times have you been on the other side of a deal where good communication made all the difference? Maybe it was a fellow agent who was responsive,

professional, and proactive, making the entire process seamless. Or maybe you’ve had the opposite experience—one where a lack of collaboration made things harder than they needed to be. The reality is, we’re all in this together, and the better we know each other, the better we can serve our clients.

That’s why fostering relationships within our industry is so important. It’s why I believe so strongly in collaboration over competition. Because when we shift our mindset from “me vs. you” to “we,” amazing things happen. Deals close faster, clients walk away happier, and we create an environment where everyone wins.

Spring is a time of growth, and that applies to more than just the budding trees and blooming flowers around us. Let’s use this season to grow our networks, build new connections, and strengthen existing ones. Reach out to someone you’ve worked with in the past, grab a coffee with a fellow agent, or attend an industry event with an open mind. You

never know what opportunities can come from a simple conversation.

At the end of the day, we’re all working toward the same goal—to serve our clients with integrity, professionalism, and heart. And the best way to do that is by supporting one another.

So as the market heats up, let’s remember that success isn’t a zero-sum game. There’s enough business to go around, and when we work together, we all thrive. Plus, let’s be honest—life’s a lot more fun when we have each other’s backs.

Here’s to a season of new beginnings, thriving partnerships, and plenty of sunshine. Wishing you all a successful and rewarding spring!



Sam Kantrow
Owner/Publisher, *New Haven & Middlesex County Real Producers*
sam.kantrow@realproducersmag.com



Your One-Stop Shop

for real estate and professional branding needs!

- Matterport scans
- Zillow 3D scans
- Videography Packages for listings
- Virtual Staging



Alyssa Mucha PHOTOGRAPHY

alyssamucharep@gmail.com
203-980-1913
alyssacaptures.com



DECK RESTORE

Deck Cleaning • Deck Sanding • Deck Staining
Gentle Wash House Cleaning • Repairs

Brian

Fully Licensed & Insured

HIC #0678344 | Cell: (203) 996-4981

Get a Head Start on Spring Cleaning



Prepare for spring cleaning by decluttering your space and your mind with eco-friendly junk removal



- Residential & commercial service
- Same & next day Appointments
- Locally owned & operated
- We recycle & rehome as much as possible
- Donation receipts
- Honest pricing



\$15 OFF 1/8 truck load or more*

*Offer valid in participating areas only. Cannot be combined with other offers. Applies to 1/8 truck load or more. Terms and conditions apply. Offer expires on 3/31/2025. © 2024 Junkluggers Franchising SPE LLC. All rights reserved. Each location independently owned and operated.

COUPON CODE:
15DECLUTTER

Start the year right—book your junk removal today and toast to a greener future!

Junkluggers.com • 203-455-6331

FAQ

All About New Haven/ Middlesex Real Producers

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

Q: WHO RECEIVES Real Producers MAGAZINES?

A: The top 300 real estate agents across New Haven and Middlesex Counties and our preferred partners.

Q: WHAT IS THE GOAL OF THIS MAGAZINE?

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

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

Q: DOES Real Producers HAVE EVENTS?

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

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: The process for getting featured in our magazine is straightforward. To be eligible, you need to be on the top 300 list, and we value nominations highly. Whether you're a real estate agent, business, broker, owner, or someone who admires the work of others, you can nominate individuals, including



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

Q: WHAT DOES IT COST A REAL ESTATE AGENT/ TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share **REAL** stories of **Real Producers**.

Q: WHO ARE THE RP-VETTED BUSINESSES?

A: The RP-vetted businesses featured in our publication represent the some of best in the business in their respective categories within the Connecticut

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

Q: HOW CAN I RECOMMEND A BUSINESS?

A: If you want to recommend a business that works with top real estate agents, please email or message us -
Email: sam.kantrow@realproducersmag.com

M&V Cleaning LLC

RESIDENTIAL & COMMERCIAL CLEANING
LICENSED & INSURED

Cleaning Services:

- ✓ Commercial
- ✓ Residential
- ✓ Airbnb/Rentals
- ✓ Real Estate & Construction Cleaning



WEEKLY | BI-WEEKLY | ONE-TIME | MONTHLY
SERVING THE GREATER CONNECTICUT SHORELINE

CONTACT US:

mandvcleaning.com
 860-227-7659
 @m.vcleaning
 M&V Cleaning LLC



COURTNEY LUFT
GRAPHIC DESIGNER

SCAN HERE

LET ME HELP YOU BRING YOUR BUSINESS TO THE NEXT LEVEL!

Logos & Branding

Business Cards

Signs & Banners

Social Media Ads

Brochures

Apparel Design

& MORE!

COURTNEYLUFTDESIGN.COM

Protect Yourself

RC AGAINST REAL ESTATE MISTAKES

- Boutique law office that focuses on real estate transactions
- Personalized representation provided to clients throughout Connecticut
- Residential and Commercial Real Estate

Law Offices of Ryan B. Corey, LLC

203.699.9422
1331 HIGHLAND AVE
CHESHIRE, CT

203.671.5046
www.3SONSCUSTOMCLOSETS.com

FREE In-home computer design
Locally Owned & Operated
Custom Closets, Garages,
Pantries & Home Office Solutions

TURN KEY LUXURY



steph herzog
interiors



ELEVATE YOUR
SPACE WITH
TIMELESS LUXURY

DISCOVER BESPOKE INTERIORS
CRAFTED FOR THE DISCERNING FEW.

For more information:
www.bespokehome.studio
hello@bespokehome.studio
[@stephherzoginteriors](https://www.instagram.com/stephherzoginteriors)

DON'T LET SEPTIC SYSTEMS SINK YOUR DEAL:

What Real Estate Professionals Need to Know

BY NICK ANDERSON • PRESIDENT OF FLUSH WARRANTY AND DIRECTOR OF OPERATIONS, ANDERSON SANITATION



Modern leaching system installed for improved efficiency and reliability.

Septic systems play a critical yet often overlooked role in real estate transactions. For real estate professionals, understanding the challenges and considerations surrounding septic systems is essential for navigating smooth transactions and preventing potential deal breakers.

Common Septic System Challenges in Real Estate

When selling or purchasing a property with a septic system, several common challenges can arise:

- **Inspection Surprises:** Many homeowners aren't aware of their septic system's condition until a real estate inspection uncovers issues.
- **Costly Repairs or Replacements:** Buyers often request repairs or even replacements for aging system components, regardless of whether they are still functional.

- **Improper Connections:** Water softeners or conditioners that drain into the septic system can disrupt its performance, leading to long-term damage.
- **Buyers' Concerns:** For those unfamiliar with septic systems, a lack of understanding can create hesitation during negotiations.

Understanding these potential obstacles allows real estate agents to better prepare their clients and address concerns proactively.

Tips for Prolonging the Life of a Septic System
Proper septic system care is key to extending its life and preventing costly failures. Below are practical tips for maintaining a septic system:

- **Pump Regularly:** Homeowners should have their septic tanks pumped every 2-3 years

to prevent solids from overwhelming the system and causing backups.

- **Monitor Water Usage:** Encourage clients to conserve water and fix leaks promptly, as excess water can overwhelm the system.
- **Avoid Harsh Chemicals:** Harsh cleaning products and drain cleaners can kill beneficial bacteria in the tank, disrupting the breakdown of waste.
- **Schedule Inspections:** Sellers should schedule a septic inspection several months before listing their home to identify and address potential issues in advance.
- **Check System Connections:** Ensure water conditioners and other appliances aren't improperly connected to the septic system, as they can cause premature wear



Discovered a cracked septic tank during pumping, along with a malfunctioning outlet baffle.

and tear. By following these tips, homeowners can avoid unexpected surprises during inspections and reduce long-term repair costs.

Understanding the Septic Inspection

A thorough septic inspection is vital for uncovering potential issues before they become costly problems. Here are key aspects real estate agents should consider:

- **Hire Full-Service Local Companies:** Work with septic companies that not only pump tanks but also understand the complexities of system replacement, including local soil conditions. Companies that only pump may lack the expertise needed for a comprehensive evaluation.
- **Pump the Tank:** Ensure the tank is pumped during the inspection so cracks or structural issues in the tank walls can be detected.
- **Probe the Leaching System:** Have the inspector probe the leaching system to check for signs of saturation or failure. This is a critical step in determining the health of the entire system.
- **Use a Camera Inspection:** A camera inspection can scope the physical condition of distribution boxes and pipes. This allows inspectors to identify



Distribution box operational but showing signs of decay.

cracks, blockages, or root intrusions that could signal future problems, providing a more detailed assessment of the system's overall health.

- By partnering with knowledgeable professionals and conducting a detailed inspection, agents can help clients avoid unexpected surprises during the sale process.

The High Cost of Neglect

A neglected septic system can lead to expensive failures, including backups, cracked tanks, and clogged leaching fields. These issues not only disrupt daily life but can also result in repair costs that exceed tens of thousands of dollars. In the context of real estate, unresolved septic issues often surface during inspections, causing last-minute negotiations, reduced offers, or even failed deals. Unfortunately, many

sellers end up replacing older but functioning components to meet buyer demands, resulting in unnecessary financial strain.

Protecting Homeowners and Real Estate Transactions

In response to the challenges that septic systems present during real estate transactions, services like **Flush Warranty** were designed to provide homeowners and buyers with peace of mind. Flush Warranty offers coverage for septic systems, including repairs and replacements for critical components like tanks and leaching fields. It eliminates the need for sellers to replace older, functioning parts just to satisfy buyer concerns while giving buyers confidence that any future issues are covered. By offering transferable

protection, warranties like these can also become a valuable selling point for properties, smoothing transactions, and alleviating septic-related worries for everyone involved.

In conclusion, septic systems are an integral part of many properties, and understanding how to navigate their challenges is key to ensuring smooth real estate transactions. By addressing potential issues early, educating clients, and encouraging proactive maintenance, real estate agents can add value to their services while minimizing complications. For more insights on septic systems and how they impact property transactions, feel free to reach out to Anderson Sanitation at **(203) 421-4080**.

THE Well Guys



203-828-6129

"FOR ALL YOUR WELL WATER NEEDS"

Well Pumps | Basement Pumps | Septic Pumps
Sewage Pumps | Grinder Pumps | Water Softeners
Well Extensions | Well Chlorinations

7 day EMERGENCY SERVICE with NO emergency fees

Servicing all of New Haven and Middlesex Counties.



SRC Partners

Quality Construction
Design & Build with 3D Modeling
Highest Standards

203-627-1655 | bob@srcpartnersct.com
399 Sackett Point Road | North Haven, CT 06473

Let SRC design & build a quality custom home for you



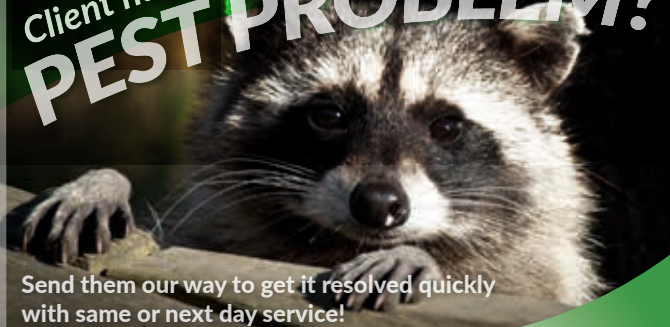
CLAUDIA SANTANGELO INTERIORS

Transform your listings and elevate your clients' home-buying experience with our expert interior design services!
At Claudia Santangelo Interiors we specialize in turning houses into dream homes. We understand that not every property checks all the boxes for your clients, and that's where we come in. Our team of experienced designers focuses on both aesthetics and functionality, ensuring every space is beautiful, comfortable, and meets every day needs.

We offer free consults at your showings to help your clients see the potential in a property.
Together, we can create inviting spaces that will captivate buyers and enhance the value of your listings.

1200 BOSTON POST RD. GUILFORD CT. 06437 203.458.8453

Client has a
PEST PROBLEM?



Send them our way to get it resolved quickly with same or next day service!



**ALPHA WILDLIFE AND
PEST MANAGEMENT**

Alex Russow | alphawpm.com
(860) 999 2796 | arussow@alphawpm.com

LOCALLY OWNED & OPERATED!

SOLD YOUR HOME?

NOW LET YOUR MONEY WORK FOR YOU



Scan to schedule
a complimentary
consultation



Offices in CT, MA, NH & RI

Our specialized financial advisors can help you invest the proceeds wisely, possibly turning your one-time sale into a steady income stream for the future

Let us help secure your path to financial freedom today



Investment Advisory Services offered through Sound Income Strategies, LLC, an SEC Registered Investment Advisory firm. Scranton Financial Group, LLC and Sound Income Strategies, LLC are associated entities. Scranton Financial Group, LLC is a franchisee of Retirement Income Source, LLC. Retirement Income Source, LLC and Sound Income Strategies, LLC are associated entities

THE ANSWER TO ALL OF YOUR H2O SYSTEM NEEDS!



WELL WATER FILTRATION SYSTEMS

WELL WATER PUMPS & TANKS

WELL INSPECTIONS & TESTING

PRESSURE SYSTEMS

203-758-7593
WWW.AWS-CT.COM

**WE INSTALL
RADON IN WATER
MITIGATION
SYSTEMS!**



REVOLUTION MORTGAGE

BY GEORGE GROTHEER
PHOTOGRAPHY BY RISE VISUAL MEDIA

Revolutionizing Home Loans: Where Expertise Meets Effortless Closings

This mindset has propelled branch production managers, Evan Potter and Brandon Parenti, to success in an industry they didn’t initially expect to call home. With the guidance of strong mentors early in their careers, they mastered the complexities of mortgage lending. Now, they’re redefining the home loan experience - bringing precision, efficiency, and a seamless process to every client they serve.

For nearly two decades, this commitment to excellence has fueled Potter’s journey. After graduating college in 2006, he cast a wide net in his job search and landed a role in customer service and collections at a mortgage company. What started as a job soon became a career as he discovered the vast opportunities within the industry. He advanced quickly, working alongside the SVP of mortgage lending at a local bank, refining his expertise, and holding senior roles at various lenders. Eventually, industry veteran Brian Covey recruited him to Revolution Mortgage. Recognizing a like-minded professional in Parenti—whom he had known through prior industry connections—Potter brought him on board. Together, the two boast 30 years of combined mortgage lending experience, an impressive feat for their relatively young age.

A Different Kind of Mortgage Company

Revolution Mortgage was founded in 2017 by four industry leaders—Tony Grothouse, Tim Johnson, Dave Lukasco, and Joe Frank—who saw an opportunity to build something truly different. After driving the bulk of a local bank’s mortgage production, they realized they could create a company that wasn’t about being the biggest but rather the best. Their mission? To revolutionize industry standards and deliver a better lending experience. And that’s exactly what they’ve done. As Potter explains, many mortgage companies are weighed down by layers of non-producing roles—area and regional sales managers, executives, and overhead that inflate costs. Revolution takes a different approach, keeping leadership lean and deeply connected to both its sales team and clients. By eliminating excessive non-producing positions, the company keeps margins low, allowing them to offer borrowers better rates. Today, Revolution Mortgage operates over 130 locations nationwide, with 500 loan officers funding an impressive \$250 million in business each month.

A Culture That Puts People First

Despite its rapid growth, Revolution Mortgage maintains the essence of a family business. Parenti emphasizes that their success is rooted in a strong, direct communication structure that fosters collaboration at all levels. Unlike the bureaucratic feel of large conglomerates, Revolution prioritizes relationships—both internally and externally. Potter and Parenti reject the cookie-cutter, “one-size-fits-all” mentality that many lenders adopt. Instead, they focus on customized



solutions, ensuring clients receive the best mortgage options for their unique needs. More importantly, they believe a strong company culture leads to better client experiences. “Too often, the industry prioritizes profits over people,” Potter notes. “At Revolution Mortgage, we do the right thing—always.” And at the heart of it all? A simple philosophy:

“We get the client to the closing table. They win. The realtor gets another transaction. They win. And at the end of the day, we’ve built an incredible relationship with both. We win.”

... And they just keep winning.

“Revolutionizing Home Loans: Where Expertise Meets Effortless Closings”

“

We get the client to the closing table. They win. The realtor gets another transaction. They win. And at the end of the day, we’ve built an incredible relationship with both. We win.”



HIGHLIGHTING AGENTS WHO GIVE BACK

Share Your Story with Us!

BY PHYLICIA BOVA



MODERN • OAK

CUSTOM HANDMADE FURNITURE + DECOR

Creator, Woodworker, Owner
-Tessa Samuelson

Contact us
203-494-2131
info@modern-oak.co

Follow us on:
Instagram or Facebook

71 WALL STREET
MADISON, CT

At Real Producers, we’re committed to showcasing the incredible work of real estate professionals who not only excel in their careers but also give back to their communities and the industry. We believe that true success is about more than just business—it’s about making a difference and supporting others.

This month, we’re launching a special column to highlight the inspiring stories of agents, brokers, and vendors who are making an impact through community service, charitable efforts, and initiatives aimed at helping others in the real estate industry. Whether you’re mentoring new agents, supporting a local charity, or contributing to a community event, your efforts deserve to be recognized.

We want to share your story and celebrate the ways in which you’re giving back. By sharing these stories, we hope to inspire others in the industry to follow your lead and strengthen the sense of unity within our community.

If you or someone you know is involved in such efforts, we would love to hear from you! Please reach out to Phylicia Bova at phylicia.bova@n2co.com to connect and have your initiative featured in this column.

Let’s inspire each other and show the power of real estate professionals working together to give back.



Top o’ the Offers: Tips to Making a Winning Offer

Is luck on your side? Maybe. But in this market, you need more than a four-leaf clover to land your dream home! Here are ways to make your offer stand out to sellers:

- 1

**Offer a “Pot of Gold”
(aka, a Competitive Offer)**

In a competitive market, a fair price, or even a bit above asking, can seal the deal.
- 2

Shamrock-Solid Strategy

Be flexible with your closing date. A quick and easy closing can be very attractive to sellers, making your offer seem like a smooth and fortunate path.
- 3

Early Bird Luck

In a hot market, being one of the first to see a property and submit an offer can be a big advantage.
- 4

A Wee Bit of Wisdom

Get pre-approved! A pre-approval letter from your lender shows sellers you’re a serious buyer and gives you a clear budget.
- Ready to start your homeownership journey?**

Contact me today!



Dominic DeMilo
Sr. Mortgage Banker - NMLS #1970440
203.676.6926
ddemilo@totalmortgage.com



1156 MAIN STREET | BRANFORD, CT 06405 NMLS #1377625 | TOTALMORTGAGE.COM/BANKERS/DOMINIC-DEMILO

*TERMS AND CONDITIONS APPLY. CONTACT FOR DETAILS. COPYRIGHT © 2024 TOTAL MORTGAGE SERVICES, LLC., 185 PLAINS ROAD, 3RD FLOOR, MILFORD, CT 06461. ALL RIGHTS RESERVED. TOTAL MORTGAGE SERVICES IS AN EQUAL HOUSING LENDER. TOTAL MORTGAGE SERVICES, LLC - NMLS# 2764. LICENSING: AZ MORTGAGE BANKER LICENSE, LICENSE NO. 0924361, AL, AR, CA FINANCE LENDERS LICENSE, LICENSE NO. 6038205, CA RESIDENTIAL MORTGAGE LENDING LICENSE, LICENSE NO. 4131076, LICENSED BY THE DFPI UNDER THE CA RMLA, CO REGULATED BY THE DIVISION OF REAL ESTATE, CT, DE, DC, FL, GA, GU, IA, IL RESIDENTIAL MORTGAGE LICENSE, IN, KS LICENSED MORTGAGE COMPANY, LICENSE NO. 0025126, KY, LA, ME, MD, MA MORTGAGE BROKER LICENSE, LICENSE NO. MC2764, MA MORTGAGE LENDER LICENSE, LICENSE NO. MC2764, MI, MS, LICENSED BY THE MS DEPARTMENT OF BANKING AND CONSUMER FINANCE, MT, ND, NE, NH LICENSED BY THE NH BANKING DEPARTMENT, NJ, NM, NY LICENSED MORTGAGE BANKER - NYS DEPARTMENT OF FINANCIAL SERVICES, NC, OH, OR LICENSE NO. ML-5246, PA LICENSE NO. 30567, RI LICENSE NO. 20102698LL, SC, SD, TN, TX, UT, VT, VA, WA, WI, WV, WY.





**Plumbing or HVAC Issue
Holding Up Your Deal?**

***Don't Panic...
Call The Guild!***



THE GUILD
PLUMBING • HEATING
AIR CONDITIONING

Quality solutions, done right the first time!
Servicing all of Middlesex County

Plumbing | Service Contacts
Heater Installation
AC Installation | Duct Cleaning
Boiler Services | Steam Boiler



Erik Anderson | 860-876-8866 | erik.anderson.guild@gmail.com | theguildplumbingandheating.com



SHORELINE
REMODELING

WINDOWS • DOORS • SIDING • MILLWORK
PAINTING • KITCHENS • BATHROOMS



ELEVATING
COASTAL
LIVING
860-770-4155
Shorelineremodelingct@gmail.com




Mike
Merrigan

Attorney John Drapp has been representing clients
in all aspects of real estate sales and purchases *for more than twenty years.*



DRAPP
LAW PLLC
REAL ESTATE • ESTATE PLANNING • PROBATE

★★★★★
Our commitment to client satisfaction
has earned us more than 100
5-star reviews on Google.

Offices in Milford and Cheshire

(203) 309-4433
drapplaw.com



**NORTHEAST
ENVIRO CARE**

Septic Inspections Across
ALL of Connecticut!

- Woman-Owned Business
- State-of-the-Art
Sewer Cameras
- Digital, Same-Day
Septic Reports
- Easy, Convenient
Scheduling via Online,
Phone, Text or Email

*We Also Offer Radon
Mitigation Installations!*



Providing
meaningful
education to
our clients!



Scan to Visit our Website!
☎ 860-609-3840





SAMPSON
ELECTRIC LLC

LET US HELP YOU
KEEP YOUR DEALS!

NO JOB IS TOO SMALL!

RESIDENTIAL - COMMERICAL
INDUSTRIAL - WIRELESS/CELL

(203) 745-4246
SAMPSONELECTRICLLC.COM





Carla Stitz

William Raveis Real Estate

BY GEORGE GROTHEER
PHOTOGRAPHY BY RISE VISUAL MEDIA

How simple is it for a Quinnipiac University biology major to position herself as an agent to watch in Connecticut real estate? Carla Stitz is making it look easy.

Stitz did not envision herself pursuing real estate as a career – initially she had her sights set on becoming a physician assistant. Once she had her biology degree in hand, she took up work in a cardiology office as an administrative assistant, managing calendars and travel – as well as managing people’s emotions and expectations, she says. She has taken those skills and run with them; dealing with patients turned into dealing with buyers and sellers. Her stepfather worked in commercial real estate, buying properties in and around New Haven. Stitz says she viewed herself as a “sidekick” to his operation, picking up the necessary tools to step out on her own as a realtor.

She began working with a top agent previously featured in this publication, Rose Ciardiello, hosting open houses and making connections. Many of Stitz’s clients have come from people she met through that work. Now, with nearly a decade of licensed real estate work, Stitz has positioned herself uniquely in this industry. She prides herself on being detail-oriented, making





sure clients fully understand the breadth of their situation before buying or selling so they remain financially comfortable upon the final signature.

Stitz gives all her effort to everything she does – partnering with her physician assistant husband to raise their kids while managing a full-time job. She has honed her managerial skills by pre-planning days and weeks for her family – which has made her very good at pre-planning for her work. Stitz still finds time for herself outside of work at the gym or coffee shop – but never says no to a family game night with her husband and kids.

Stitz credits her love for conversation for her rapid ascent in real estate – whether it's in person, over the phone, or by text, she really enjoys interacting with buyers and sellers, as well as potential new clients. She wants to start her own team in the next five years, aiming to grow her business to the point where she needs the help. Still – one can't help but notice the immense accomplishments she has found while working on her own...

... the former biology student is really ac-cell-erating toward prolonged success in this business.



ONE CALL GETS IT ALL

FIREFIGHTER OWNED

Covering all of Connecticut

860-263-9499

Check out our website!

- Residential & Commercial Inspections
- Well Inspections
- Septic Inspections
- Radon Testing
- Water Testing
- Mold Testing
- WDI
- Crumbling Foundation Evaluations

Google OVER 650 5-STAR GOOGLE REVIEWS!

Modern Home INSPECTIONS

Caring for your home when you can't be there

We cover everything from home watch services to home repairs and maintenance. Our goal is your peace of mind.

Serving the shoreline's residential property management needs, from Branford to Essex

shorelinehomemgmt@gmail.com
(203) 710-3703
ctpropertymanager
shorelinehomemgmt.com

Shoreline Home Management, LLC

JUST DUMP THE JUNK!

Junk Removal Services • Dumpster Rentals
Estate Cleanout Services • Demolition Services

JUNK REMOVAL
JUST DUMP IT
OLD LYME, CT
JUST-DUMPIT.COM
860-989-4902
DUMPSTER RENTAL

Tom Larson
Owner/Operator

Before

After

ESSEX

PAINTING COMPANY

Exterior Painting

Interior Painting

Cabinet Painting

GET IN TOUCH

860-510-2923

@essexpaintingcompany

essexpaintingcompany.com

FREE ESTIMATES

FAST & EFFECTIVE!

Transform Your Property With Our

SOFT WASHING SERVICES

RESIDENTIAL

ROOF WASH

Clean those black streaks and green algae instead of a full replacement.

SIDING WASH

A quick wash will look like a fresh paint job.

WINDOW WASH

Unique filtered water for a spot free view.

COMMERCIAL

GLASS BUILDINGS

No need for lifts, scaffolding or cranes. Significantly less time on site.

SOLAR PANELS/FARMS

Keep your production output at optimum performance.

HOTELS & VENUES

Our drone can reach up to 10 stories and does not require constant repositioning of equipment.

80%

COST SAVINGS COMPARED TO TRADITIONAL METHODS

Contact Us (855) AERIAL 5

NewEnglandAerialCleaning.com

Facebook

Instagram

YouTube

The Difference is in the Details

Interiors by Lindsay

Home Staging Services

interiorsbylindsay.com

lindsay@interiorsbylindsay.com

203.506.7934

Looking For An Appraiser?

You can depend on Dana Ajello.

Providing appraisal services throughout Connecticut

✓ Listing Consultations

✓ Litigation support

✓ Foreclosures

✓ FEMA support

✓ Probate

✓ Bankruptcy

✓ Tax assessment appeals

✓ Estate planning

✓ Dissolution of marriage

✓ Valuation for Trusts

S.A.T. Appraisals LLC

203-671-4321 • deta2367@aol.com

WE BREAK THE MOLD

IICRC & BPI Certified Specialists

Priority Scheduling for Real Estate Transactions

Most projects can be remediated in ONE day

Mold Testing & Remediation

Water Restoration

Indoor Air Quality Testing & Solutions

Moisture Control & Ventilation Solutions

SERVICING ALL OF CONNECTICUT

ctmoldpros.com

info@ctmoldpros.com

CONNECTICUT

MOLD PROS

203-920-0265

38 • March 2025

NAR 2024 Year in Review

A NEW ERA BEGINS

SUBMITTED BY REALTOR® MAGAZINE • BY ELIANA BLOCK

The Sitzer-Burnett settlement was a focal point as national, state and local associations worked together to keep members and consumers informed—and association leaders laid the groundwork for the path ahead.

The National Association of REALTORS® released its 2024 Year in Review on Tuesday. The 33-page report is an assessment of the organization’s past year, highlighting member benefits across eight areas—and promising a new mission-driven era.

Last year brought significant milestones for the association, including settlement of the Sitzer-Burnett lawsuit, implementation of residential practice changes for members, and approval of Culture Transformation Commission recommendations to bring greater accountability and transparency. All this came as members worked to navigate a challenging market, with limited inventory, higher interest rates and shifting living and work patterns.

“The past year tested our resilience as an industry, as an association and as individuals,” NAR President Kevin Sears said in a letter that opened the report. “As we embark on 2025, I want to express my gratitude to you—our members, the broker community, the local and state associations, and our MLS and industry

partners—for the incredible work you’ve done to push through these challenges and help set the stage for our industry’s future.”

Building Trust, Collaboration
NAR CEO Nykia Wright said the association must evolve to meet the needs of members “today and tomorrow” while building on the momentum generated last year. “In 2024, we cut costs and passed our first balanced budget in at least 10 years,” Wright said. “We also conducted in-depth research to begin laying the groundwork for a new member experience.”

She added: “The work to redefine our broker relationships; better leverage our relationships with state and local associations to optimize member value; build on our strategic partnerships with aligned Institutes, Societies and Councils; demonstrate our appreciation for the many volunteer leaders who are instrumental to driving our mission forward; and reposition our staff to meet the ever-growing needs of these stakeholder populations will shape our 2025 activities.”

Wright has engaged two new partners in the effort: In early January, NAR announced that Sherry Chris, former CEO of Better Homes & Gardens Real Estate and ERA Real Estate, would join

the association as a special advisor to help strengthen relationships, build trust and enhance collaboration with brokerage leaders. On Jan. 15, Jarrod Grasso was named senior vice president of industry relations for NAR, a role dedicated to enhancing the association’s relationship with state and local association leaders. Grasso joins NAR after serving the New Jersey REALTORS® for more than two decades, most recently as their CEO.

Supporting Member Success
In 2024, to assist members in preparing for practice changes outlined in the settlement, NAR launched facts.realtor to provide updates and guidance. The resource includes more than 120 FAQs, a legal video series that garnered more than 800,000 views, and more than a dozen consumer guides, in English and Spanish, for members to use while working with clients. The association also provided its Accredited Buyer’s Representation (ABR®) designation course at no cost to members; nearly 162,000 REALTORS® took advantage of that benefit.

More than 1,000 NAR members joined a grassroots effort—as surrogates—in 2024 to help educate consumers about the practice changes. Those interested in joining the program can email surrogates@nar.realtor.

In the advocacy arena, NAR scored significant wins: defending private property rights, securing the OK for VA buyers to compensate their brokers directly as the Department of Veterans Affairs studies the issue further, and supporting industry-friendly policies and candidates at all levels of government. The REALTORS® Political Action Committee—which backed 50% Democratic and 50% Republican federal candidates—achieved a 97% success rate in the 2024 election cycle.

Underpinning NAR’s advocacy success is a highly regarded research team that provides thought leadership and produces key housing market data and research reports. In 2024, NAR Chief Economist Lawrence Yun, Deputy Chief Economist Jessica Lautz and their team spoke at more than 400 in-person and virtual visits across our 1,100-plus local and state associations, brokerages and third-party organizations. NAR’s research content generated 1.9 million website visits, 240,000 report downloads and 100,000 social shares in 2024, signifying the appetite members and consumers have for reliable housing data and research reports.

Reprinted from REALTOR® Magazine by permission of the National Association of REALTORS®. Copyright 2025. All rights reserved.



Devlin
PHOTOGRAPHY

Improve
your Image!

Immersive 3D floor plans
for top-tier visual solutions

Interior/Exterior
2D and 3D Floor Plans
Drone Photography
Computer Generated Walk Thru
Virtual Staging



CHRIS@DEVLINPHOTOGRAPHY.COM | 860-434-0005

Building Trust with Quality Work

AFTER



BEFORE



CITYLINE CONSTRUCTION LLC

Design-build services • General contracting • Project management
Custom home building • Kitchen and bathroom remodels • Basement finishing
Additions and expansions
Commercial construction

203-430-2152


JASON ROBERT'S INC.
 Concrete Restoration & Resurfacing Specialists





Custom Pool Decks & Patios • Premium Epoxy Flooring • Concrete Overlay
 Stamped Concrete • Polished Concrete • Walkways & Driveways

Your Leading Commercial & Residential Concrete
 Restoration & New Installation Contractor.


Alex Olson
 OWNER

203.876.1152 • sales@jriconcrete.com


 LAW OFFICES OF
MICHAEL IACURCI, LLC

UNWAVERING DEDICATION • EXCEPTIONAL SERVICE
 DECADES OF EXPERIENCE

**Residential and Commercial
 Real Estate Closings**

5 STAR AVERAGE

 REVIEW RATING

Visit Our Website!


(203) 245-2400
 info@lawonwall.com







Custom Creations
 Quality You Can Trust
 Personalized Gifts & Décor
 Business Branding Solutions
 Local Craftsmanship, Connecticut-Based
 Fast Turnaround
 Satisfaction Guaranteed

Office 860-249-6205
Cell 860-517-9065
Sales@7dlaser.com
7dlaser.com




VegOut Forestry

Connecticut's Forestry Mulching Specialists
 Complete Land Management Solutions

Benefits for Realtors

- Increase curb appeal
- Improve property value
- Prompt response & service
- Hassle free service
- Creative solutions for problem properties

What We Do

- Brush & fallen tree mulching
- Land & lot clearing
- *Limited* tree removal
- Invasive species removal
- Horse & ATV trails
- Gravel road & driveway construction
- Drainage - French drains - Culverts
- Junky yard cleanup






Residential Commercial Farm/Horse Property Government

*Aerial video and photography services can also be provided


THE MIRANDA TEAM
 ONE CALL WILL HANDLE IT ALL
203.526.8183

We are a RESOURCE for you!

 "I trust the Miranda Team with all of my clients!"
 5/5 Margaret B., Realtor

**VOTED BEST HOME INSPECTION COMPANY
 4 YEARS IN A ROW!**

What Sets Us Apart?

- ✓ Same Day Reports
- ✓ Inspections within 48 hours of scheduling
- ✓ Stand Alone Services
- ✓ Always Non-Alarmist

Our office is open 7 days a week for questions & your scheduling needs!
SCAN HERE TO SCHEDULE!



APEX RADON SOLUTIONS
 Experts in Radon Mitigation & Healthy Air
 Buyers & Sellers Agents, we are here for all of your RADON MITIGATION NEEDS!

Same Day Quotes, Competitive Pricing &
 Quick Installation

Call us at 203.747.1808 or visit our website ApexRadonSolutions.com

SCAN HERE FOR OUR SPECIAL OFFER!

\$100 off a Radon Mitigation System during a real estate transaction

Michael DeBiase

A VISIONARY REAL ESTATE LEADER
WITH AN EYE FOR EXCELLENCE

The MAPP Team
Keller Williams
Realty Gold Coast

PHOTOGRAPHY BY
RISE VISUAL MEDIA

Michael DeBiase stands as one of Connecticut's top-producing real estate agents, with over 13 years of experience driving success and innovation in the industry. Known

for his unmatched negotiation skills, keen business acumen, and client-first approach, Michael has built a thriving real estate career by leveraging his diverse background

and commitment to excellence. His journey to becoming a leading figure in the industry began with a strong academic foundation and continued with varied professional experiences that provided him with the tools necessary to build one of the most successful real estate teams in the state.

Michael's path to success started at Sacred Heart University, where he graduated with a full academic scholarship. His dedication to his studies earned him the prestigious Medal of Excellence, an honor that reflects his hard work and determination. This academic achievement laid the foundation for Michael's future in real estate, shaping his disciplined work ethic and ability to think critically under pressure—skills that would prove invaluable throughout his career.

Before transitioning into real estate, Michael had a career as a private investigator and interrogation specialist. His years in the investigative field provided him with invaluable insights into human behavior and a sharp ability to read people in high-stress situations. Michael credits his time as an investigator with sharpening his negotiation skills, which have become a cornerstone of his success in real estate. The ability to assess situations and manage delicate conversations has allowed him to close complex deals and navigate challenging negotiations with ease.



TOP AGENT



In addition to his investigative background, Michael's extensive experience in managing nightlife venues across Connecticut played a significant role in his real estate success. Managing bustling nightclubs and entertainment spaces gave him the opportunity to connect with a diverse range of people and build an expansive network of professionals. These relationships have translated directly into real estate, helping Michael tap into an exclusive pool of clients and collaborators. His ability to cultivate these connections has allowed him to grow his business and expand his reach in a highly competitive market.

Fast forward to today, and Michael DeBiase has built one of the most successful real estate teams in Connecticut, with over 25 agents working alongside him. Each team member shares Michael's commitment to client satisfaction and a vision for delivering top-tier service. His leadership has established a thriving, client-focused culture within his team, which is now recognized for its high standards and results-driven approach.



Michael's goal for the future is clear: to become the number one real estate team in Milford, a target he is confident his team will achieve in the coming year.

A key element of Michael's real estate strategy is his commitment to being a visible and active member of the community. He has opened two offices—one in Fairfield and another at 163 Broad St in Milford. They were designed to be welcoming spaces for

clients and colleagues alike. The office, with its signature yellow doors and cozy fire pit, was crafted to foster a warm environment where community and networking events could take place. Michael believes it is important to connect with the local community, which is why he is actively involved in the Downtown Milford Business Association (DMBA) and the Milford Chamber of Commerce. This involvement strengthens his ties to the area and provides an



avenue for him to contribute to the region's growth and development.

As a Milford resident who enjoys the beauty of living on the water, Michael has a deep appreciation for the town he serves. He is passionate about sharing the unique lifestyle that Milford offers to potential buyers, and his personal connection to the area allows him to offer invaluable insights into the community. His goal is not only to help people find their dream homes but also to introduce them to a place that he truly believes in. Michael is always accessible and committed to providing his clients with the best technology and service in the industry. For him, real estate is about more than just transactions—it's about helping people make life-changing decisions with confidence.

Michael DeBiase's success story is a testament to his vision, dedication, and commitment to excellence. As he continues to grow his team and further establish his presence in Connecticut, there is no doubt that Michael will remain a force to be reckoned with in the real estate world. Whether you're buying or selling in Milford or across the state, Michael and his team are ready to provide you with top-notch service and results that exceed expectations.





Revolution
MORTGAGE

MARCH into *Homeownership!*

Spring is a time of fresh starts, and there's no better way to embrace new beginnings than by helping your clients secure the perfect home loan. Whether it's fast closings, tailored financing solutions, or clear communication, I'm here to make homeownership smooth and stress-free. Let's work together to turn dreams into keys—because **the right mortgage partner makes all the difference!**



➡ **BRANDON PARENTI**

Branch Production Sales Manager
NMLS#1187141

Contact me below!

C **203.704.7061**

E **bparenti@revolutionmortgage.com**

W **revolutionmortgage.com/bparenti**



SCAN HERE

 **COMPANY NMLS#1686046**

ADVERTISEMENT | T2 Financial, LLC. D.B.A. Revolution Mortgage is an Equal Housing Opportunity Lender NMLS #1686046 (Nationwide Multistate Licensing System - www.nmlsconsumeraccess.org) Terms, conditions, and restrictions may apply. All information contained herein is for informational purposes only and, while every effort is made to ensure accuracy, no guarantee is expressed or implied. Not a commitment to extend credit.

Branch Address: 131 Broad Street, Unit 102, Milford, CT 06460 - Branch NMLS: 2477879 - Branch Phone: (203) 872-2622



We're the Specialists for the Outside of your Home

- Decks, Patios, Outdoor Kitchens & Walkways
- Belgian Block, Asphalt & Water Features
- FREE Consultation
- Ask about our 3D Virtual Design

CT HIC 0657971

Contact Us Today!
(203) 390-9093

www.usloutdoorliving.com



OUTDOOR LIVING
DESIGN • DELIVER • RELAX



ROBERT C. LEITZE,
Attorney At Law

- Real estate transactions
- Document preparation and review
- Buyer and seller representation
- Mortgage transactions
- Title issues
- Contractual obligations
- Commercial and residential property
- Leasing

37 Boston Street, Guilford, CT
203-453-8600
www.robertleitze.com



Amodio & Sons
Fuel & Energy Services

Service at its best.



- Premium fuel (Oil and propane)
- Full-service Heating and A/C
- 24/7 emergency services
- Family owned and operated for 3 generations
- Dependability
- Automatic oil and propane delivery
- Price protection and budget plans
- Honesty, Integrity, Quality Service



203-934-2651

1000 Boston Post Rd
West Haven, CT 06516





Nu-Face

HOME IMPROVEMENTS

BY GEORGE GROTHEER
PHOTOGRAPHY BY
RISE VISUAL MEDIA

Building and maintaining a legacy in the home improvement business is a lot like building and maintaining a home—it takes effort, determination, and sometimes a unique bond between generations. Joe and Anthony DeCiuceis have all of that and more. With their rapidly expanding client base at Nu-Face Home Improvements, they're on their way to securing a true legacy.



The company started in 2010 as a one-man operation led solely by Joe, but it rapidly expanded to become a household name in the home exterior and bath remodeling industry. Now specializing in roofing, siding, windows, doors, and bathrooms, it's truly amazing to reflect on the journey that brought them here.

The founding DeCiuceis, Joe, has more than 30 years of experience in this industry. He started as a product specialist for some of the top corporations, like Sears and Castle, before eventually venturing out to start Nu-Face. In just over a decade, he has expanded Nu-Face quickly and efficiently, now spanning three states and occupying two offices. Bringing on his son, Anthony, in 2020 ensured that Nu-Face flourished during the COVID-19 pandemic. The DeCiuceis family stated that their determination to thrive and their close relationship with top manufacturers helped ensure they had access to materials and stayed well-stocked for their clients throughout the pandemic.

"It's only up from here," say Joe and Anthony, noting that according to the latest estimates, Nu-Face has continued to grow its revenue by thirty to thirty-five percent each year. The state-of-the-art showroom, built in 2023, has allowed Nu-Face product specialists to demonstrate their quality materials to customers outside of the traditional living





room setting. Nu-Face clients boast about the company's reputation for quality, with Joe and Anthony maintaining an A+ rating with the BBB and five stars on Google Reviews. This pristine reputation, combined with word-of-mouth referrals, has enabled exponential growth in their clientele.

Nu-Face's mission is to prioritize customer service in each interaction, maximizing communication to ensure each client is fully involved in their projects and designs, from start to finish. Nu-Face is well-staffed with top industry experts, trained directly by manufacturers, to handle residential homes, multi-stage remodeling projects, commercial projects, and full-neighborhood renovations.

As Nu-Face continues to grow, Joe and Anthony plan to double their presence in the coming years, expanding beyond their current reach in Connecticut, Massachusetts, and New Jersey. They are considering potential expansions into neighboring states such as New York, Rhode Island, or Pennsylvania, all while maintaining their corporate headquarters along the busy Berlin Turnpike. This means you can expect Nu-Face to continue being a heavy hitter in Connecticut home improvements for generations to come.



**Inspiring conversations
with the nation's
top real estate agents.**



Same Brand, New Reach – Tune in for free today



**Radon Air & Water Mitigation
Water Treatment Systems**

Established 1995

Servicing CT & MA

**860-742-6767
35 Riverside Dr • Andover, CT**

**AMERICAN-MADE,
HANDCRAFTED EXCELLENCE**

**Custom Handcrafted Furniture
Heirloom Cutting Boards & Butcher Blocks
Custom Home Décor & Signage**



(860)-936-1155 (Text or Call)
 @planetawoodworking
 www.planetawoodworking.com

Serving All of New England



BLACKBERRY WOODS DEVELOPMENT - CHESHIRE, CT
*SLR

A MULTIFACETED LAND DEVELOPMENT & REAL ESTATE COMPANY BASED IN CONNECTICUT

*specializing
in residential
and commercial
land development*



Phil

www.blackberrywoodsct.com

phil@pinnaclelanddevelopment.com
Mobile: 203.506-8155 | Office: 203.271.0423
200 Old Towne Road | Cheshire, CT 06410

pinnacle
LANDDEVELOPMENT



NATIONAL
PROPERTY
INSPECTIONS®

BUILD TRUST, BUILD CONFIDENCE

Choose NPI's superior home inspection
services for your clients.



Giuseppe Volpato
New Haven West & North

volpato@npiinspect.com
npiweb.com/Volpato
203.871.7214

Professional Residential & Commercial Inspections

- ✓ Water Quality Testing
- ✓ Radon Testing



Ron & Kate Griffith
East Haven to East Lyme

griffithservices@aol.com
npiweb.com/Griffith
860.227.4949

FENCE WORLD INC OF CONNECTICUT

NORTH HAVEN:
203-234-0207
MADISON:
203-421-0406
TOLL FREE:
800-612-0406



PVC • ALUMINUM • CHAIN LINK
CUSTOM WOOD FENCING

RESIDENTIAL & COMMERCIAL
FENCE INSTALLATION

fenceworldinc.com

JUNK BEAR

Junk Removal and Demolition



Est 2019

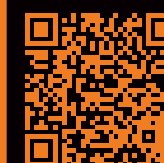
info@junk-bear.com • www.junk-bear.com

860-351-4193

J.ROSADINI



- Septic system installation and repairs
- Sewer and water hookups
- Site work and excavation



KEEP UP WITH US HERE!

(203) 623-1352
justinrosadini@gmail.com
jrosadiniexcavatingandseptic.com

Lovejoy Estate Sales

**Have a client who
needs a home cleared?**



Let us handle the load!

We cover all aspects of downsizing and
moving, from packing to sales & cleanouts!



860-908-4645
loren03vette@yahoo.com
lovejoyestatesales.com



ADAM M. BROUILLARD - *Attorney At Law*

*Providing trusted counsel in all aspects of
real estate transactions since 1998.*

RESIDENTIAL | COMMERCIAL | REAL ESTATE DEVELOPMENT

(203) 915-1836

OFFICES AT:

339 Greene Street New Haven, CT

171 Broad Street Milford, CT *(by appointment)*



**From Flood to Full
coverage, we've
got the best
programs for
your clients.**



We serve all of Connecticut!

FLOOD • HOME • CONDO • RENTAL UNITS • AUTO • BUSINESS

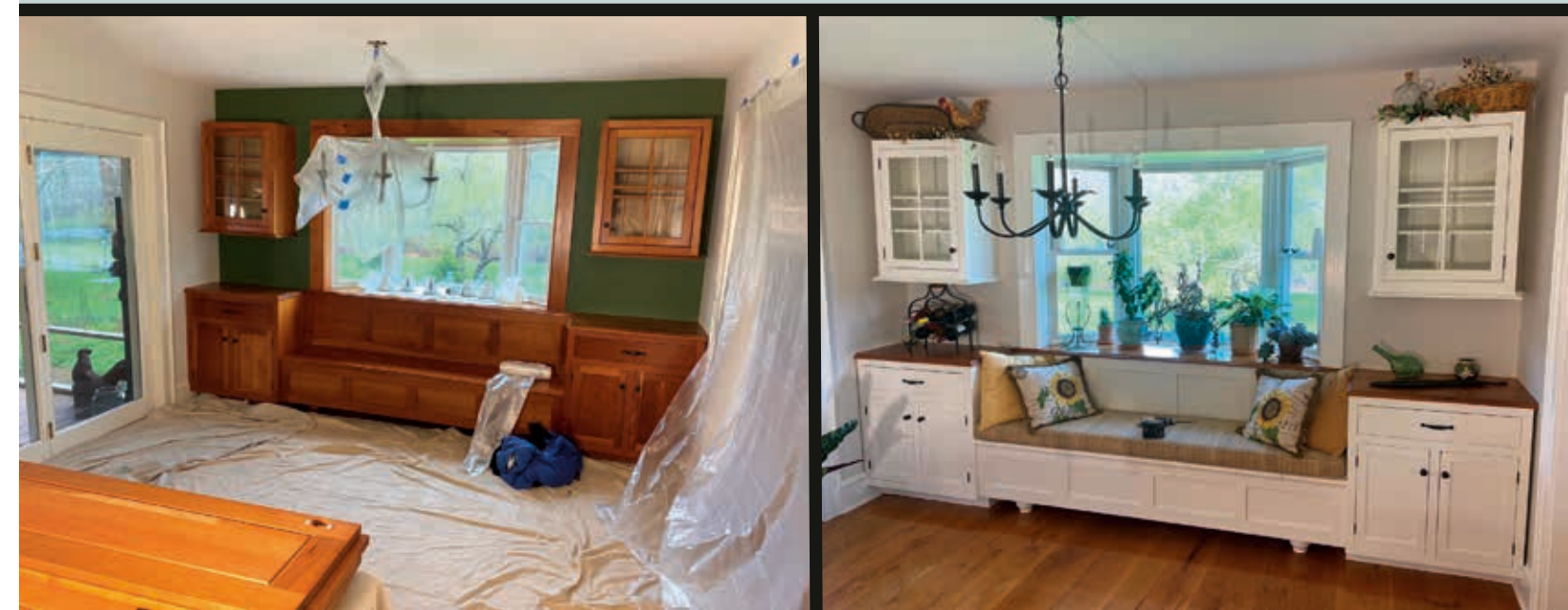
CT Insurance Exchange of Southington | (860) 276-1255 | 1133 Meriden-Waterbury Trnpg, Plantsville, CT 06479



SPOTLESS SOLUTION

**EXPERTISE, DEDICATION,
& Passion**

**Residential and Commercial • New Construction
Cabinet Painting • Deck and Fence Painting/Staining
Wallpaper Removal • Drywall Repair
Shutter Painting • Cleaning Services**



860-362-8722 • www.spotlessolutionct.com

RISE
VISUAL MEDIA

**CAPTURE EXCELLENCE,
ELEVATE YOUR BRAND**



PHOTO



VIDEO



SOCIAL MEDIA



(203) 993-6963



info@risevm.com



risevm.com