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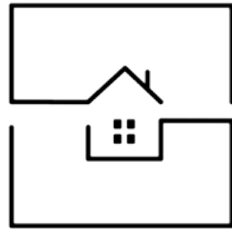
Koch Garpstas Realty Group

Keller Williams Elite
Carissa Garpstas and Matthew Koch

Rising Star
Nathan Barshinger
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Partner Spotlight
Adam Hummel
Grade A Haul-Away

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Spring Market Momentum in South Central PA

BY COACH FINO

Spring has arrived, and with it comes fresh opportunities for South Central PA's real estate market. The outlook for 2025 is bright, with a predicted rise in home sales, stabilizing mortgage rates, and signs that the inventory crunch may finally be easing. It's a season of optimism, growth, and movement—exactly what we've been waiting for.

Homeowners are seeing steady appreciation in property values, and buyers are feeling more confident with greater options on the market. The forecast isn't calling for dramatic shifts, but instead, a healthy, gradual adjustment that benefits everyone. In other words, we're setting up for a spring that's full of possibilities.

As REALTORS®, preparation is everything. Success in the peak season starts with the groundwork you lay right now. Following up with earlier clients, refreshing your website, fine-tuning your referral systems, and engaging on social media are all great ways to hit the ground running. Spring is also the perfect time to step into the spotlight—blogging, networking, or even speaking at local events can help you stand out.

For sellers, spring brings the added bonus of ideal weather for home improvements and curb appeal. Helping your clients position their homes for the season can make all the difference in getting them to the closing table.

This year, we are thrilled to welcome the Class of 2025 REALTORS® we'll feature throughout the year. These top professionals exemplify what it means to elevate the industry, and we can't wait to share their stories of success, innovation, and impact.

Finally, a huge thank you to the partners who make *Real Producers* possible. Your support not only powers this publication but also helps us connect and celebrate the best in the business.



Here's to a successful spring season—let's make it happen!

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2024 By The Numbers

HERE'S WHAT SOUTH CENTRAL PA'S TOP AGENTS SOLD...

<div>17,237</div> <div>Total Transactions</div>	<div>\$6.02Billion</div> <div>Sales Volume</div>
<div>\$12.03Million</div> <div>Average Sales Volume Per Agent</div>	<div>35</div> <div>Average Transactions Per Agent</div>

*Information is based on residential sales in 2024 in South Central PA by the top 500 producing agents by total sales volume.

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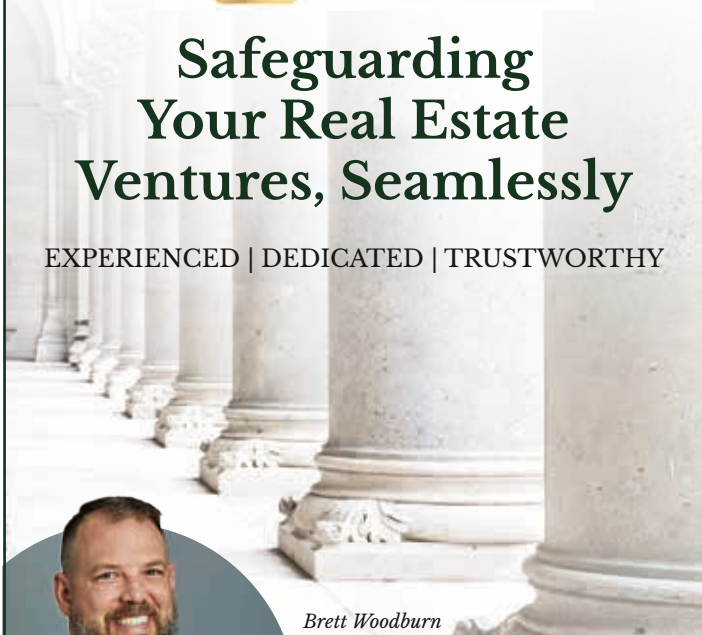
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GRADE A HAUL-AWAY

Adam Hummel

PHOTOS BY KARA CLOUSER OF CONTE PHOTOGRAPHY

For Adam Hummel, co-owner of Grade A Haul-Away, junk removal isn't just about hauling items away—it's about making life easier for clients and giving back to the community. Based in Myerstown, Pennsylvania, Adam's business specializes in junk removal, light demolition, and property cleanout services, serving Lebanon County and nearby areas like Harrisburg, Hershey, and Palmyra.

"When people call us, they're often facing a challenging task—clearing out an estate, preparing a property for sale, or tackling a renovation," Adam says. "We're here to make the process as smooth and stress-free as possible."

From Shark Tank Inspiration to Community Impact

Adam's journey to entrepreneurship began with a winding path across the country. A native of Central Pennsylvania, Adam spent time living in Colorado Springs and Florida, where he worked at the headquarters of College Hunks Hauling Junk—a company featured on *Shark Tank* that grew to \$150 million in annual revenue. While he didn't handle moving services, the experience sparked his interest in the junk removal industry.

In 2019, as Adam and his wife prepared to welcome their first child, they returned to Pennsylvania to be closer to family. Spotting a gap in the local market for junk removal services, Adam decided to start his own business. "I didn't know much at first—just pricing and the gist of it—but I learned as I went," Adam recalls. "This March marks six years in business, and we've come a long way."

Adam initially juggled a full-time job as an outside marketing manager while building Grade A Haul-Away. "I worked there for nine months before focusing

on the business full-time. It was a grind, but worth it," he says.

Trusted Partner for Real Estate Professionals

Grade A Haul-Away stands out for its tailored services designed with realtors, investors, and property managers in mind. "Time is money in real estate, so we jump on jobs as soon as possible—sometimes the same day," Adam explains. "Our clients know they can trust us to deliver what we promise, on time and on budget."

The team handles everything from removing furniture and appliances to cleaning out estates or hoarder situations. They also offer light demolition, such as dismantling sheds and decks, to help properties get market-ready.

"Junk removal isn't just about physical labor—it's about trust," Adam emphasizes. "Real estate professionals know I'll get the job done so they can focus on closing deals. I'm flexible because I understand the value of repeat business."

Adam's attention to detail includes encouraging clients to inspect properties for sentimental items before work begins. "If we find personal belongings like photos, we set them aside," he says. "It's about treating every client with respect and care."

Giving Back Through Salvage and Service

As a local business owner, Adam is deeply committed to his community. He is a major sponsor of *Making a Difference Lebanon* and has received the Presidential Award for his contributions. His community garage sales, which use salvaged items from jobs, have raised thousands of dollars for the organization. "A recent three-day sale brought in \$7,500," Adam shares.



"We donate and recycle as much as possible," Adam adds. "It's a win-win—keeping waste out of landfills while supporting local causes. People are amazed by what we give away." Grade A Haul-Away's eco-conscious practices and community focus have earned the company over 170 five-star reviews on Google and Facebook. "We're not just here to do a job; we're here to make a difference," Adam says.

A Life Rooted in Family and Service

Adam holds a BS in Business Administration and Finance from Shippensburg University. When he's not working, he enjoys golfing and collecting vintage baseball cards from the 1970s. He and his wife live in Myerstown with their child, balancing family life with their shared commitment to the community.

"At Grade A Haul-Away, our mission is to make life easier for our clients," Adam says. "We handle the hard work so they can focus on what they do best. Whether it's real estate professionals, homeowners, or families, we're here to help—and to leave every space better than we found it."



Matthew Koch Carissa Garpstas

KOCH GARPSTAS REALTY GROUP | Keller Williams Elite

PHOTOS BY NEXT DOOR PHOTOS | MIRIAM SMITH

When Matthew Koch faced the fight of his life in 2019, real estate was the furthest thing from his mind. Diagnosed with an aggressive autoimmune disease that led to complete kidney failure, Matthew's survival depended on a kidney transplant. His friend, Dave Garpstas, stepped in as the donor, giving Matthew a second chance at life.

"I had been managing the disease for years, but by late 2019, it had progressed to stage five," Matthew recalls. "I was on dialysis, barely functioning, and honestly thought I wouldn't make it. Dave's generosity saved my life."

Fast forward to today, and his partnership with Dave's wife, Carissa Garpstas—an experienced real estate agent—has blossomed into the Koch Garpstas Realty

Group, a thriving business built on resilience, trust, and community.

An Unlikely Bond Turns into a Life-Saving Connection

"When my mom told us about Matt's condition, Dave felt a calling to help," says Carissa. "He just knew he had to get tested to see if he could be a match."

To everyone's amazement, Dave was a perfect match, a rare and extraordinary outcome that set the wheels in motion for the life-saving transplant. "The process wasn't easy," Carissa shares. "There were countless tests, appointments, and weeks of preparation, but Dave was determined to go through with it."

In September 2020, Dave donated his kidney to Matthew, giving him the chance to reclaim his health. "Dave's kidney literally



gave me a second chance," Matthew says. "I owe him and his family more than I can ever express."

why not bring that same trust and teamwork into our careers?"

The Bearded REALTOR® Meets The Multi-Tasking Mom

Matthew and Carissa's complementary skills and shared values have been the driving force behind their success. Known as "The Bearded REALTOR®," Matthew brings a laid-back yet driven approach to his work. "I've lived in Lancaster County my whole life," he says. "I love the mix of rural charm and urban growth, and I'm passionate about helping others find their place here."

Carissa, a New Jersey native, balances her career with raising five children. Now having lived in Lancaster for over 20 years, she says, "I can't imagine raising my family anywhere else. Lancaster has so much to offer."

The act of generosity didn't just stop with the transplant. Friends, neighbors, and the community rallied to support Matthew and Dave before the transplant and help both families during the recovery period. "People brought meals, offered to help with the kids, and checked in constantly," says Carissa. "It was overwhelming in the best way possible—seeing how much everyone cared."

This extraordinary connection and shared experience laid the foundation for their professional collaboration. A year after the transplant, Carissa proposed they combine their efforts in real estate. "We already had this incredible bond," she explains. "I thought,





Matt with Dave Garpstas

Their dynamic partnership is rooted in authenticity. “We’re not about suits and scripts,” Matthew says. “We’re real people helping other real people navigate one of the biggest decisions of their lives.”

Carissa’s kids are even part of the process. “My children come to events with me,” she says. “They’re learning communication skills and seeing firsthand what hard work looks like. It’s a family effort.”

Building Relationships, One Client at a Time

The Koch Garpstas Realty Group has grown steadily since its formation in 2022. “We’re not about flashy ads or quick sales,” says Matthew. “Our business is rooted in relationships.

People know we genuinely care about their goals.”

Carissa agrees. “Our clients often become friends,” she says. “That’s why we get so many referrals. People know we’re in this for the long haul.”

Community involvement is another cornerstone of their success. “We’re deeply connected to Lancaster,” says Carissa. “Whether it’s hosting a table at a local event or volunteering, we love giving back.”

Their savvy use of social media has also propelled their business forward. “People know who we are before we even meet,” says Matthew. “We focus on being authentic and sharing the human side of our work.”

Looking Ahead

With over \$30 million in sales in 2024, the Koch Garpstas Realty Group is poised for continued growth. “We’re laying the groundwork for something lasting,” says Matthew.

“Our vision is to create a team that can serve more clients without losing that personal touch.”

Mentorship is a key part of their future plans. “We want to help new agents succeed,” Carissa explains. “This business is about paying it forward and building a strong foundation for others.”

For both Matthew and Carissa, the heart of their work lies in helping others. “It’s not just about selling houses,” Matthew says. “It’s

“

At the end of the day, it’s not about the numbers. It’s about the people. That’s what makes it all worthwhile.”

about helping families build their futures.”

Reflecting on their journey, Carissa adds, “Our story is one of faith, resilience, and community. That’s what defines us and drives us every day.” And as Matthew puts it, “At the end of the day, it’s not about the numbers. It’s about the people. That’s what makes it all worthwhile.”

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Real Results, Real Balance: The Coaching Advantage

By Verl Workman

Every real estate agent and broker often find themselves at a crossroads, seeking to enhance their business while striving for a semblance of work-life balance. This is where Workman Success Systems steps in, offering coaching that transcends conventional training by providing personalized strategies, accountability, and a focus on team building that has proven transformative for many professionals.

Take Michelle Terry, for example, whose story is a testament to the power of coaching. Overwhelmed by success yet exhausted by the lack of systems, Michelle's engagement with WSS led to a staggering 257% growth in income within three years. Similarly, Patty Speakman harnessed WSS's coaching to transition from a successful solo agent to a balanced business owner, breaking the seven-figure barrier while reclaiming time for herself and her family.

Nick Painz's experience further illustrates the impact of WSS coaching. By focusing on team development and efficient business practices, Nick not only saved 500 hours of work but also increased his personal income by over \$200K, all without showing a single house in six months. Brooke Sines, too, embraced the WSS approach, growing her monthly transactions by 400% and leading two teams across different states, all while enjoying her nights and weekends at home.

WSS coaching is not just about business growth; it's about life enhancement. Lindsey Vaughn's story is a shining example, as she went from tirelessly working over 90 hours a week to achieving a work schedule that allowed for family dinners and vacations, thanks to the WSS ABCs lead management system. Shaun Ashley, leading a high-performing team, found balance and the ability to focus on his children, attributing his team's thriving nature to the robust coaching he received.

These stories are a mere glimpse into the profound changes WSS coaching can bring. It's not merely about increasing transactions or income; it's about creating a sustainable business model that affords real estate professionals the freedom to live the life they desire. With WSS, success is not just measured in numbers but in the quality of life and the joy of impactful work.

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NATHAN BARSHINGER

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MIRIAM SMITH



Nathan Barshinger's journey to becoming a top-producing realtor in South Central PA is nothing short of remarkable. Born and raised in West York, Nathan started his career as a blacksmith and welder. After discovering a passion for investing and finances, Nathan realized he could combine these interests with a real estate career. He earned his license at just 19 years old, completed his coursework in record time, and hit the ground running with the help of Tom Ferry coaching. Now, three years later, Nathan has not only built a thriving business but also an impressive portfolio of investment properties—all by the age of 22.

In this Q&A, Nathan shares insights into his journey, the challenges he's overcome, and his vision for the future.

Coach Fino: How did you get started in real estate?

Nathan: I started out as a welder for Johnson Controls Navy Systems, but I

always knew I didn't want to stay in that field. I got interested in real estate investing and spent hours listening to podcasts like *Bigger Pockets* —probably 500 episodes! I realized I needed capital to invest, so I decided to get my real estate license. I completed the coursework in two weeks, hired a coach, and took off from there.

Coach Fino: What role did coaching play in your success?

Nathan: Huge. I'm with Tom Ferry coaching and listened to experts like Brandon Mulrennan and Ricky Carruth. They taught me how to get clients, keep clients, and build relationships. Coming from welding, I wasn't used to talking to people for a living, so this was a big leap. Coaching helped me develop the skills I needed to succeed.

Coach Fino: How did your perspective on real estate change after getting into the business?



Nathan: I went into it knowing it would be tough because I heard so many people say this is one of the hardest industries out there. That mindset helped me push through challenges, like almost going broke when I first started. I went back to basics—cold calling every day, creating a budget, and focusing on what truly mattered.



Coach Fino: As one of the youngest agents in the top 500, do you feel your age impacts your approach?

Nathan: Definitely. I've been told my persistence is on another level. I'm aggressive when it comes to going after opportunities, and I'm always looking for feedback to improve. People say I stay calm under pressure and focus on being a dealmaker. I think my energy and drive set me apart.

Coach Fino: What's been your approach to building your investment portfolio?

Nathan: I bought my first property—a three-unit building—when I was 20. I fixed up one unit, rented it out, and stabilized it. Now I own five buildings with 12 units total, and it's all cash-flowing well. Real estate investing has given me a long-term vision for my career.

Coach Fino: You got married recently. How has real estate impacted your personal life?

Nathan: My wife and I have been together for over six years, so she knew what she was getting into when I started in real estate. I make Sundays our time—no appointments, just intentional time together. That balance keeps us grounded.

Coach Fino: Do you have any hobbies outside of work?

Nathan: I love riding my Harley, longboarding, and working out. Those are my ways to decompress and recharge.

Coach Fino: What's next for you?

Nathan: Honestly, I'm still figuring that out. I hit a lot of my goals early, so I'm reevaluating. In 10 years, I hope to have a team that runs itself and maybe expand my investments. For now, I'm focusing on growth and seeing where the journey takes me.

Coach Fino: How do you give back to the community?

Nathan: I'm active in my church, Praise Community, and serve on the building council. I support several ministries and try to contribute where I can. Giving back is important to me.

Coach Fino: What's your take on where the real estate industry is headed?

IN 10 YEARS, I HOPE TO HAVE A TEAM THAT RUNS ITSELF AND MAYBE EXPAND MY INVESTMENTS. FOR NOW, I'M FOCUSING ON GROWTH AND SEEING WHERE THE JOURNEY TAKES ME.

Nathan: I think the recent wholesaler laws are a step in the right direction. They'll help weed out the shady operators and create more opportunities for people with integrity to thrive. The market will always have challenges, but those who stick to their values and adapt will succeed.





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