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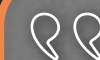
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Contents

PROFILES



16 Skye Michiels, With Heart Coaching



22 Jason Freni

IN THIS ISSUE

- 4 Preferred Partners
- 8 Meet The Team
- 10 Publisher's Note
- 12 FAQ's
- 13 By The Numbers
- 16 Partner Spotlight: Skye Michiels
- 22 Agent Spotlight: Jason Freni
- 26 Cover Story: Nick Christopher



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26 Nick Christopher
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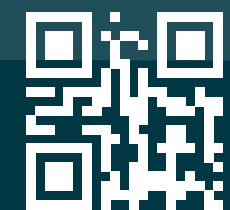


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Welcome, New Top Agents!

March marks an exciting time for *South Jersey Real Producers* as we officially update our Top 500 agents list for 2025. Congratulations to the outstanding agents whose hard work and achievements earned them a place in this elite group. You should have received your 2025 Top 500 badge—a symbol of your success and dedication to excellence.

This month also brings an important milestone for our team: four years since the launch of the South Jersey publication. What started as one community has now grown into seven markets nationwide, thanks to the incredible agents and partners who have supported us along the way.

As part of this prestigious network, we invite you to connect with fellow top producers at our exclusive events throughout the year:

Mastermind – April 3rd
Denim & Diamonds Night – June 3rd
Mastermind – Oct 16th
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 move into spring, take a moment to reflect on your journey and the exciting 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, the start of our fifth year, and many more milestones ahead—we can't wait to celebrate with you!

Cheers to an extraordinary year ahead!



Kristin Brindley
Owner/Publisher
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FAQ



Since launching *South Jersey Real Producers* four 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 South Jersey area. We pull the MLS numbers each year (by volume) for agents licensed in our service area, which includes Burlington, Camden, Gloucester, Cumberland, and Salem 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!



SOUTH JERSEY
RP

2025

BY THE NUMBERS

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TOTAL
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\$5.3B



TOTAL
SALES
VOLUME



LISTING SIDE
TRANSACTIONS

7,253



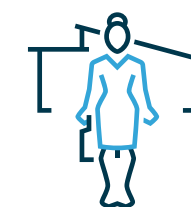
BUYING SIDE
TRANSACTIONS

5,840



AVERAGE
SALES VOLUME
PER AGENT

\$10.6M



AVERAGE
TRANSACTIONS
PER AGENT

26.19

<



SKYE MICHIELS

WITH HEART COACHING

Transforming Ambition into Action

BY GEORGE PAUL THOMAS

Skye Michiels is the kind of leader who thrives on action and accountability. As the Founder of With Heart Coaching, he is known for his fun, disciplined, and dedicated approach to business and personal development. With years of experience in real estate, he understands the challenges professionals face, and his mission is to help them navigate those obstacles with confidence.

“Coaching is about more than just strategy or tactics,” Michiels says.

“It’s about transformation. I want to see people become the best versions of themselves, both professionally and personally, by focusing on doing business that enhances their authenticity and humanity!”

A Natural Transition

Originally from Poughkeepsie, New York, Michiels attended Syracuse University before moving to Philadelphia in 2000. His career started as a high school history teacher but quickly pivoted into real estate. After

two decades of working for both Coldwell Banker and Keller Williams, he transitioned to Compass Real Estate as the National Head of Coaching. For years, he focused on training and development, helping agents maximize their potential.

A turning point came in 2020 when the pandemic disrupted industries worldwide. Seeing the need for motivation and connection, Michiels launched The 6AMERS, a morning accountability group that quickly gained

traction. “It started as a way to help people stay on track, but it turned into something much bigger,” he recalls. “Over 6,000 people joined at some point, and that experience showed me the power of community-driven coaching.”

Building on that momentum, Michiels founded With Heart Coaching in April 2024. As CEO, he is responsible for developing training programs, leading strategy sessions, and guiding marketing and operations. His biggest challenge has been convincing professionals to invest in themselves, but he believes that personal growth is the key to long-term success. “People hesitate to spend money on coaching, but when they do, they see real transformation.”

For Michiels, the most fulfilling part of his work is seeing people evolve. “Watching someone gain confidence and clarity—that’s what drives me.”

Building a Business with Purpose

Based in Philadelphia, With Heart Coaching serves clients nationwide. Its “Happy, Healthy, and More Human” tagline embodies a holistic coaching approach. Michiels manages a small, dedicated team that includes Operations Manager Christina Drake, Marketing Manager Corine Ingrassia, and Client Relations Specialist Lyramie Go.

What sets With Heart Coaching apart is Michiels’ real-world experience. “I’ve done every role inside of real estate, and I know the challenges firsthand,” he explains. Unlike many coaching programs, his approach isn’t just about revenue—it’s about fulfillment. “When happiness comes first, the money follows.”

The industry has changed significantly in recent years, with low inventory markets and increased

pressure on agents. Michiels sees these challenges as opportunities. “The real estate industry is evolving, and professionals need tactical, practical coaching to stay ahead. We help them build profitable businesses without sacrificing their well-being.”

His message to top-producing Realtors is simple: With Heart Coaching helps you make more money while living a better life.

Life Beyond Coaching

While Michiels is deeply committed to his business, his family and personal interests keep him grounded. He is a father to McKenzie (14) and Hudson (12), and their family wouldn’t be complete without Pickles, their pug.

“We love to travel, hit the beach, and stay active,” Michiels says. Fitness, golf, and exploring new restaurants are



“People hesitate to spend money on coaching, but when they do, they see **REAL TRANSFORMATION.**”

among his favorite pastimes. For him, work-life balance isn't just a concept—it's a priority.

If he weren't coaching, Michiels says he would return to real estate full-time. But for now, he's focused on helping others find success in their own way. “I love

real estate, but coaching is where I can create the most impact.”

A Vision for the Future

Michiels has no plans to slow down. His vision for the next 5-10 years is to grow With Heart Coaching into a company that helps hundreds of thousands of



people achieve their business and personal goals.

He lives by a few key mantras, including “Be Where Your Feet Are,” “The Action IS the Answer,” and “Goals Are Not Finish Lines, But Mile Markers.” These principles guide both his coaching philosophy and his personal outlook on life.

For Michiels, success isn't just about numbers—it's about helping people unlock their full potential. “I run all of my businesses WITH HEART, which means with love, care, passion, and drive.”

His advice to real estate professionals? “Keep it simple and keep it human.”

As With Heart Coaching continues to grow, one thing is clear: Skye Michiels isn't just teaching success—he's helping people build lives they love.



CONTACT US!



If you're ready to elevate your business and personal life, now is the time to invest in yourself. Schedule a free coaching call with Skye Michiels today. Email skye@withheartcoaching.com and reference Real Producers to take the next step toward success.

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JASON FRENI

Straight Talk and Relentless Drive

BY GEORGE PAUL THOMAS
PHOTOS BY CHRIS KELLYMAN



“Keep everything honest. I tell people how things are as they are, and I’ve always done that.”

Agent Leadership Council (ALC) for several years, contributing his insights and experience to help shape strategic decisions within his brokerage.

A solo agent, Jason’s production has consistently ranked among the best. He has earned the New Jersey Circle of Excellence Silver Level for production for three consecutive years, underscoring his dedication and performance. He is also a consistent Superior Performer award winner. Additionally, he has been recognized as a “3 Time Culture Icon” in his office. A testament to his influence within his brokerage. In 2022, he was awarded the top listing agent for the 4th quarter, an honor that highlights his exceptional ability to deliver in a field of over 6,000 agents.

Jason’s real estate business is unique, focusing on the REO market and managing foreclosures. Many agents

Jason Freni isn’t your typical real estate agent. Direct-to-the-point and candid, he brings authenticity to every interaction—a quality that friends, clients, and colleagues appreciate. “I tell you what I feel and just keep it real,” he says. “Anyone who knows me knows I wear it on my sleeve.” With roots in South Jersey, he grew up in Audubon. Jason’s straightforward personality and tireless work ethic were shaped early on. Prior to entering real estate in 2006, Jason spent 15 years in the auto industry, managing aftermarket installations, and got to the point of running a shop. These experiences instilled a commitment to follow through and an unrelenting focus on details—qualities that have translated seamlessly into his real estate career.

A Journey with Expanding Horizons
For Jason, life started out in South Jersey, and he spent much of his early years in Audubon, where he was raised. Despite forgoing college—opting instead for one brief semester—he quickly immersed himself in the auto business, spending 15 years in the auto aftermarket installations industry. Those years, Jason explains, taught him the core principles he carries into real estate today: “Keep everything honest,” he says. “I tell people how things are as they are, and I’ve always done that.”

The straightforward approach has shaped his philosophy in the business

world. In the auto industry, he honed meticulous attention to detail and a commitment to follow-up—traits he views as indispensable, whether dealing with a complex sale or guiding clients through one of the most significant transactions of their lives. “Whether it’s real estate or any other field, follow-up is key,” Jason notes. “Making sure that jobs get done and that every detail is attended to is essential.”

Yet, in the mid-2000s, Jason began questioning the path he was on. Despite his career successes, he felt constrained by the limited growth opportunities that corporate life often presented. This moment of introspection led him to pivot into real estate in 2006. He had always held a curiosity about the profession, dating back to the early 1990s, when friends working as realtors sparked his interest. “I saw friends making good money, and I thought, ‘What exactly do they do?’ They’d tell me they sold houses, and I’d think, ‘Oh, that sounds fun!’” he recalls. But it wasn’t until he was ready to make a real change that he took the leap. The freedom of real estate—particularly the chance to control his own time—allowed him to balance his career with his growing family, a key motivator for his career switch.

Today, Jason’s successful track record in real estate reflects his commitment and expertise. He has served on his office’s





struggle with this area, which requires significant effort and time to master. He manages everything from property clear-outs to evictions and oversees all rehabilitation projects, balancing costs and returns for maximum value. Jason selects designs, color schemes, and layouts for home renovations, beginning this work six months to a year before properties hit the market. He enjoys the challenges, as each project offers something new.

His wife recently joined the business as part of her retirement plan, bringing her background in education to the real estate world. As Jason’s real estate endeavors grow, he’s also considering building a team to manage his expanding responsibilities while exploring new business ventures.

A Personal Life

For Jason, family time and community engagement go hand-in-hand with his career ambitions. Married to his wife, Tamah, the couple raised three children who are now adults: twin boys, age 24, and a daughter, age 20. Despite busy lives, Jason shares that their family makes an annual tradition of vacationing in Hilton Head Island, South Carolina. “It’s something I always look forward to,” he says, noting the trips keep their bond strong as the kids grow older.

Outside of work, Jason channels his energy into health and fitness and plays on a men’s soccer team, which he describes as “a true passion and my outlet.” His team plays year-round, with seasons in the spring and fall. He

also finds time for the outdoors, often camping with his wife and their dog Maverick. “We have a little camper we take out,” he says. “It’s a great way to disconnect and just enjoy each other’s company.”

One of Jason’s dogs, he has three, is a familiar face at his real estate office, having even earned a feature in a local article as “the Realtor dog.” As Jason puts it, “He’s like the office dog, and everyone loves him.” He just loves coming to the office to see everyone!

His dedication to community service shines through his involvement with KW Cares, Keller Williams’ charitable initiative, which donates to local and national causes. From hurricane relief efforts to supporting colleagues facing tough times, Jason contributes to the fund from every closing.

Ambitious Goals, Clear Focus

Jason has set ambitious goals for the years ahead, driven by a shift in mindset and inspired by just wanting to help more people succeed. Rather than chasing clients, he now lets business come naturally. “If someone wants to work with me, I expect commitment. I offer a lot of value to my clients through my years of real estate experience and also life experiences.

In the short term, Jason aims to help his wife transition into retirement after three decades of education. “Teaching

isn’t what it used to be, and it’s time for her next chapter,” he shares.

For Jason, success also means adhering to a core principle: doing things right the first time. His advice to aspiring agents? “I think the number one reason why agents fail is due to lack of follow-up. Without purposeful follow-up, you won’t see results.” He also notes, as you will hear from many successful agents, “Go out there and find a niche—something you are comfortable doing—and master it. For example, if you like doing open houses, learn how to host the best open house and create an awesome follow-up program. There are many ways to get business in real estate, but you need to be good at one or two things to achieve great success in this industry.”

As he continues to scale, Jason remains firmly committed to purposeful growth and the values that drive his business.



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NICK CHRISTOPHER

Crafting A Career Of Connection And Success

BY GEORGE PAUL THOMAS
PHOTOS BY CHRIS KELLYMAN

Nick Christopher's journey into real estate is as authentic as it gets. Reserved by nature but steadfast in determination, Nick carved out his place in the competitive world of real estate through resilience, hard work, and an unshakable belief in the value of building strong connections. As the leader of Christopher Property Group under RE/MAX Community, he's not just a REALTOR®—he's a trusted guide helping clients navigate one of the biggest decisions of their lives.

From Surveyor to Realtor

For Nick, success in real estate wasn't planned from the start. Born and raised in Philadelphia and moving to South Jersey in middle school, his professional life began far from property showings and closing deals. With a few college courses under

his belt, Nick started his career as a land surveyor. The job required precision and a keen eye for detail—qualities that would later become invaluable in his real estate work.

"Surveying taught me the importance of laying a solid foundation. Whether it's land or relationships, you need something strong to build on," Nick reflects.

But in 2006, life threw him an unexpected curveball. Nick was laid off just weeks before buying his family home, with his first child turning one. Instead of feeling defeated, he saw an opportunity. "I'd always had an interest in real estate, and that moment was the push I needed to take the course and go all in," he shares. What started as a leap of faith quickly turned

into a full-time career, one that aligned perfectly with his values of hard work and adaptability.

"Real estate is a career where your efforts directly translate to results. If you stay consistent, the rewards can be life-changing," he emphasizes. Nearly two decades later, this philosophy continues to guide him as he balances personal growth with professional success.

Leading by Example

Today, Nick is at the helm of Christopher Property Group, a team that thrives under his responsive and solution-driven leadership. In 2024, the group completed 76 transactions, closing an impressive \$23.8 million in total volume. For 2025, they're on track to surpass that with a projected \$30 million.

Nick's accolades speak volumes about his commitment to excellence. Since 2015, he has consistently been an NJAR Platinum Producer and has received the award since 2010. In 2022, he became a member of the RE/MAX Platinum Club. His achievements include being the #1 Century 21 Agent in New Jersey in 2021 and leading the #1 Century 21 Team in New Jersey in 2022, as well as receiving numerous other accolades, including recognition from Philadelphia Magazine and guest appearances on podcasts for his knowledge and experience.

When asked what sets him apart from other REALTORS®, Nick points to his ability to listen and adapt. "It's about responsiveness and being easy to work with. At the end of the day, our job is to close the deal. I focus on finding solutions that work for everyone," he explains.

This collaborative mindset isn't just a strategy—it's a defining feature of Nick's approach to business. Clients and colleagues alike appreciate his calm demeanor and ability to navigate challenges with pragmatism and patience.

The Family Man

Nick's life isn't all about contracts and closings. His heart lies with his family—his wife, Gretchen, and their two children, Marco, 17, and Giana, 14. Family time is sacred for Nick, whether it's traveling, exploring new restaurants, cheering at the kids' sports games, or watching the Eagles play on Sundays.

"Watching Marco and Giana pursue their passions and grow into themselves is one of my greatest joys," he says.

Outside of work, Nick enjoys spending time with friends, staying active at the gym, and dreaming about the next big adventure. If not in real estate, he imagines he'd still be in an industry tied to his passions for housing or cars—two areas



that, like real estate, allow him to combine strategy with creativity.

Nick's commitment to community is just as strong as his dedication to family. Through Christopher Property Group, he actively supports causes like the Unforgotten Haven and sponsors families in need during the holidays. When small businesses were struggling due to COVID-19, Nick launched a series of small business interviews to spotlight and support local entrepreneurs, with nearly 30 interviews conducted to date and more planned for the future. "Giving back is a way to stay connected to what matters most. It's about more than business; it's about making an impact," he shares.

A Blueprint for Success

Nick isn't slowing down anytime soon. In the next 5-10 years, he envisions expanding his rental portfolio, purchasing a vacation home, and growing Christopher Property Group by adding 2-3 more agents. His leadership style, grounded in goal-

setting and execution, ensures that his team remains focused and motivated.

"There's no tomorrow; let's get all this s**** done today," Nick quotes Dana White with a laugh. But the sentiment behind it is serious. His approach combines urgency with intentionality, ensuring that both his personal and professional goals are met head-on.

For those looking to break into the industry or reach new heights, Nick offers tried-and-true advice: "Stay consistent.

Don't chase every new fad—stick to the basics. A handwritten card will always mean more than a text or email. And most importantly, listen to your clients and tailor your approach to their needs."

Nick Christopher's story is a testament to the power of resilience, adaptability, and a relentless drive to succeed. From navigating a career shift to building a thriving business, he embodies what it means to turn challenges into opportunities. Whether guiding his clients to their dream homes or mentoring his team to greatness, Nick proves that with hard work and heart, anything is possible.

“

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Terri Santiago-Parker
Founder & Coach

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LAST BOOK I READ
The Go Giver by Bob Burg & John David Mann



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