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APRIL 2026

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UNDER

40

Class of 2026

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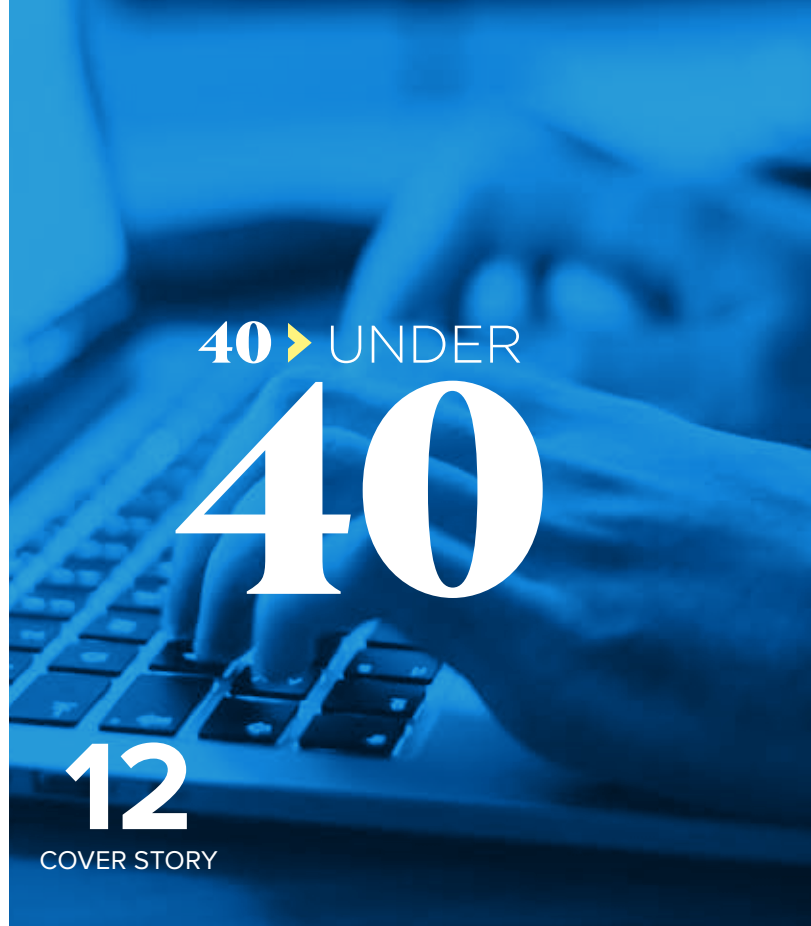
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**Wendy Ross**  
Operations Manager



**Lexy Broussard**  
Client Relations



**Chris Kellyman**  
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# Hello April, the Season of Possibility!

**A**pril brings with it the energy of renewal. As spring begins to fully unfold, it reminds us that growth often starts quietly with fresh ideas, new opportunities, and the willingness to move forward with purpose. It's a season that encourages optimism and momentum as we continue building toward the months ahead.

Within the *South Jersey Real Producers* community, that spirit of possibility is always present. The dedication, professionalism, and collaboration we see from this network of agents continue to elevate our industry and strengthen the relationships that make this community so special.

We're also excited to bring everyone together again soon at our upcoming **Sip N Socialize event on June 3rd**. These gatherings are a wonderful opportunity to reconnect, share ideas, and strengthen the relationships that fuel this incredible community. We look forward to seeing many of you there.

As we move through this season, let's carry this thought with us: *"Growth begins the moment we choose to move forward."*

Here's to a spring filled with fresh energy, meaningful connections, and exciting opportunities ahead.



**Kristin Brindley**  
Owner/Publisher  
*South Jersey Real Producers*  
313-971-8312  
Kristin@kristinbrindley.com

SOUTH JERSEY REAL PRODUCERS

# SIP *n* SOCIALIZE

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Class of 2026

# 40 UNDER 40

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

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

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

It is our privilege to present the South Jersey Region Real Producers' 40 Under 40 Class of 2026, a group of not only outstanding agents but also extraordinary individuals who leave a lasting impact on both their clients and the community at large.



## CHRISTOPHER ALVES

Keller Williams | The Alves Team

Age: 32 | Years in Real Estate: 5 | 2025 Sales: \$8.5M

For Christopher Alves, real estate is more than a profession. It is a continuation of a legacy built on family, trust, and long-term relationships.

Growing up around the industry, Christopher saw firsthand how real estate could impact families and shape communities. Joining the family business felt like a natural next step, especially after gaining experience managing other business operations. The transition allowed him to blend leadership skills with a passion for helping people navigate major life decisions.

Over the past five years, Christopher has built his role within The Alves Team at Keller Williams, closing \$8.5 million in sales in 2025. His approach centers on understanding what truly

motivates his clients. He believes every transaction starts with uncovering the deeper purpose behind a move. "Understanding someone's why helps guide every recommendation I make," Christopher explains.

One of his defining professional lessons has been learning to focus forward. Early in his career, he found that dwelling on missed opportunities or difficult transactions slowed growth. Adopting a mindset centered on progress and adaptability became a major turning point, allowing him to stay solution-focused and resilient.

Christopher is especially known for prioritizing his clients' confidence in their decisions. "If someone is not fully ready or has doubts, we slow down," he says. "My goal is to make sure they

feel 100 percent comfortable with the path they choose." That patience has helped him build strong, lasting relationships across buyers, renters, and investors alike.

Success, for Christopher, extends beyond production numbers. It includes achieving personal milestones, maintaining strong health and fitness goals, and creating meaningful experiences with his family.

Looking ahead, Christopher is working with his family to construct two new construction homes, with one already underway. Personally, he plans to compete in another Spartan Race or Tough Mudder and hopes to take his wife on a two-week trip to Japan to experience its culture, cuisine, and automotive scene.

## DOMINIQUE BELL

Keller Williams Moorestown | Amber Cruse Realty Group

Age: 30 | Years in Real Estate: 2.5 | 2025 Sales: \$5.12M



Dominique Bell's real estate career began the moment she bought her first home.

At 25, she realized homeownership was far more attainable than she had grown up believing. Encouraged by the agent who guided her through the process, she discovered the industry was simply another form of helping people. That idea resonated deeply after years of working in case management, supporting individuals with intellectual disabilities and autism. The work was meaningful, but burnout and limited growth pushed her to seek a new path.

Transitioning was not immediate. For over two years, Dominique balanced a full-time job in finance while building

her real estate business on nights and weekends. The hardest step was trusting herself enough to let go of stability. "I had to start identifying as a Realtor before it felt safe," she says. The shift paid off. Within her first year on a team, she reached \$3 million in production, and in 2025, she surpassed \$5 million and served 22 families.

Joining the Amber Cruse Realty Group was a pivotal moment in Dominique's real estate career. Surrounded by like-minded professionals, she gained mentorship, accountability, and confidence to fully commit to her career.

Her passion centers on education and advocacy, particularly for first-

time buyers who never believed homeownership was possible. She approaches every transaction with patience and clarity, determined to replace fear with understanding.

Success, to Dominique, means breaking generational cycles and building stability while maintaining purpose and faith. For 2026, she aims to exceed 26 units, reach \$20 million in production, begin writing a book, and pursue public speaking opportunities. Long-term, she hopes to create a nonprofit that provides housing grants for individuals with disabilities.

For Dominique, real estate is not just about closing deals. It is about opening doors that once felt permanently closed.

## NICK BERARDINUCCI

Hometown Realty Associates

Age: 37 | Years in Real Estate: 6 | 2025 Sales: \$10M+



Discipline, not circumstance, is what Nick Berardinucci believes defines success. He doesn't chase control over markets or outcomes, only control over his effort, preparation, and standards.

Before real estate, Nick spent years in the service industry while balancing school and coaching, experiences that shaped a people-first mindset. He quickly recognized a consistent thread in his life: he was most fulfilled when helping others. Real estate became a natural outlet for that instinct. "I've always been drawn to working with people," he says. "This career lets me serve them in one of the biggest decisions they'll ever make."

His greatest early challenge wasn't external competition, but internal growth. Nick openly credits much of his

success to confronting negative thinking patterns and replacing them with disciplined habits. That shift transformed his confidence and gave structure to his work ethic. The personal development came first, the business results followed.

Six years into his career, Nick has established himself as a trusted advisor known for accessibility and accountability. As an independent agent with Hometown Realty Associates, he values the collaborative culture that supports his growth while allowing him to maintain his personal approach. In 2025, he exceeded \$10 million in sales volume, fueled largely by repeat clients and referrals.

He attributes his edge to the depth of his relationships. "Clients aren't just hiring

one agent," he explains. "They're tapping into years of experience, connections, and resources I've built along the way."

For Nick, achievement isn't measured strictly by numbers. It's the ability to be present for family and invest in the community that shaped him. For eight years, he has volunteered as an assistant coach for the Cinnaminson High School baseball team, a role he values as much as any professional milestone.

Looking ahead, Nick remains focused on growth through continued education and refinement of his craft. His long-term vision is simple: build a career that delivers impact while protecting time for the people who matter most.



# HEATHER BONATO

SERHANT. New Jersey LLC Age: 38 | Years in Real Estate: 6 | 2025 Sales: \$9M

PHOTO COURTESY OF SERHANT. STUDIOS

Long before Heather Bonato ever held a real estate license, the industry had already captured her imagination. What began as a childhood game grew into a career defined by passion, purpose, and meaningful impact.

Before entering real estate, Heather built a wide-ranging professional background that sharpened both her business acumen and people-first mindset. She worked in B2B sales across several industries, including wholesale diamonds, recruiting, insurance, and advertising. While she excelled in each role, she felt a persistent pull toward entrepreneurship and meaningful impact. That desire led her to open a yoga studio in Philadelphia with a strong focus on events and community gatherings, an experience that taught

her invaluable lessons about leadership, operations, and running a business. Once she became a licensed real estate agent, everything clicked. “I truly believe all of my past experience gave me the skills needed to succeed as a solo agent,” she shares.

One of Heather’s greatest contributions to her clients in real estate has been helping manage emotions in high-stress situations, always remaining supportive and solution-oriented. Clients can often arrive overwhelmed, and Heather sees her role as removing as much stress as possible from their plates with strategies and results. “Real estate comes with problems, but navigating them and finding solutions is what I love most,” she says. That calm, steady approach has become a hallmark of her client experience.

Today, Heather is a solo agent with SERHANT. New Jersey LLC. In 2025, she closed nearly \$9 million in sales across 21 transactions, earning trust through diligence, advocacy, and genuine care. Her passion for the work is unmistakable, and she takes greater pride in her clients’ victories than her own compensation.

Success, for Heather, is balance. It means helping families achieve their real estate goals while being fully present as a mother to her daughters, Juliana and Aubrie, and building a faith-centered life with her soon-to-be husband, Nick, and their dog, Charlie. Looking ahead, she plans to continue growing her investment portfolio, expanding her business year over year, and pursuing Gold and Platinum recognition, all while keeping God, family, and purpose at the center of everything she does.



# KEVIN BROWN

Keller Williams Realty | Team NJPA

Age: 30 | Years in Real Estate: 10 | 2025 Sales: \$3.37M

Kevin Brown believes the value of a real estate agent shows up most clearly when having to navigate the inevitable challenges and speed bumps that come up during a transaction.

More recently in his career, a contractor backed out of a renovation loan at the last minute, threatening to derail the entire transaction. Instead of accepting defeat, Kevin spent hours calling companies until he secured a replacement in time to keep the deal alive. The experience reinforced a mindset instilled in him early on — one that now defines his business: issues will arise; either prevent them or be ready to solve them.

“Deals can have last-minute issues,” he says. “If you maintain a problem-solving mindset, you can find a way to fix them.

Before entering real estate a decade ago, Kevin worked as an iron worker, a hands-on role that built discipline and practical knowledge about construction and property structure. That background still helps him guide buyers through condition concerns and renovation potential.

Now part of Team NJPA at Keller Williams Realty, Kevin closed \$3.37 million across 13 transactions in 2025. His approach centers on honesty and advocacy. He treats clients as an extension of himself and speaks up whenever something does not feel right, ensuring they move forward with clarity and confidence.

Relationships have been the most important factor in his longevity. Trusted connections with lenders, inspectors, and title professionals allow him to create a reliable experience for clients from start to finish.

Success, for Kevin, is measured in repeat business and referrals earned through consistency over time. Outside of work, he serves as vice president of the Gloucester City Irish Society.

Looking ahead, Kevin’s goal is simple and focused: help at least 15 families successfully buy or sell their homes this year while continuing to be the dependable resource they rely on long after closing day.



# MEGHAN BROWN

Keller Williams Age: 38 | Years in Real Estate: 6 | 2025 Sales: \$13.8M

PHOTO COURTESY OF ASHLEY SKINNER

Meghan Brown’s days are rarely quiet. Between client calls, team meetings, school events, and cheer practice, she moves through life at a fast pace, one that requires intention, flexibility, and a deep sense of purpose. For Meghan, real estate became the career that allowed her to lead, provide, and still show up fully for her family.

Before entering real estate, Meghan built a strong foundation in sales as a district manager. While she enjoyed leadership, she wanted a career that offered more control over her time. “I wanted flexibility so I could be more present with my kids,” she explains.

One of Meghan’s greatest challenges has been learning how to balance it all.

She is deeply involved in her children’s lives, serving as her daughter’s cheer coach, President of the cheer board, Vice President of the PTO, and class mom for her toddler. At the same time, her role has expanded beyond production into training and mentoring agents. “I work a lot,” she says honestly. “I love what I do, but I’ve had to learn when to pause and protect time for my family.” Short vacations and intentional resets have become essential to maintaining that balance.

In 2025, Meghan closed 32 transactions totaling \$12.5 million in sales as a key member of The Michael Tyszka Team at Keller Williams. Joining the team was a turning point in her career. “I finally felt supported in a way that allowed me to

grow,” she shares. Today, she remains a top-three producer on the team while also serving as a mentor to newer agents, a role she finds incredibly rewarding.

Outside of real estate, Meghan is passionate about giving back. She actively supports the Washington Township Youth Cheerleading Association and is committed to helping the organization one day secure a permanent practice space. She and her husband, whose steady support gave her the confidence to make the career transition and fully pursue her business, also foster dogs through the Bruno Project, including their foster fail, Shiloh, who has become a permanent part of their family



# JORDAN CASS

The Neff Group | Real Broker LLC

Age: 33 | Years in Real Estate: 0.5 | 2025 Sales: \$3.13M

For Jordan Cass, real estate represents evolution. While continuing her decade-long career in corporate accounting as a CPA, she chose to expand into real estate to build something of her own, combining financial expertise with a passion for helping families build wealth through homeownership.

For more than ten years, Jordan has built a strong foundation in corporate accounting, developing deep experience in financial strategy, structure, and analysis. Rather than leaving that career behind, she leveraged it. Real estate became a natural extension of her skill set — one that allows her to apply financial insight in a more personal, community-centered way. “Starting over or stepping into something totally new

can feel overwhelming,” she shares. “But growth only happens when you are willing to bet on yourself.” That leap ultimately opened the door to a career she genuinely loves.

That mindset shaped her transition into real estate just six months ago. Joining The Neff Group at Real Broker LLC placed her alongside strong, supportive women who value collaboration, growth, and service. That environment helped her build confidence early and reinforced her belief that surrounding yourself with the right people makes all the difference.

In her first six months, Jordan closed \$3.13 million in sales across eight transactions, with a strong focus on

guiding first-time buyers through one of the most significant financial decisions of their lives. She is known for her thoughtful guidance, organization, and calm presence. “Confidence creates momentum,” she says. “Once I trusted myself and stopped comparing my journey to others, everything started to click.”

Success, for Jordan, means building intentionally. As she continues to grow in both corporate accounting and real estate, her focus remains clear: expand her impact, invest wisely, and create opportunities that last beyond this generation.



# JUSTIN COSTON

RE/MAX Revolution Ocean 6 Group

Age: 20 | Years in Real Estate: 1 | 2025 Sales: \$3.5M+

PHOTO COURTESY OF JARED HARRIS

At an age when most people are still exploring career options, Justin Coston is already building one.

He entered real estate at 18 after making the difficult choice to leave college and pursue the profession he had talked about since childhood. While his parents preferred a more traditional path, Justin trusted his instincts and committed fully to the opportunity. The decision required confidence and persistence, but it confirmed he was exactly where he wanted to be. "I knew this was what I wanted long before I started," he says.

Before becoming an agent, Justin worked in restaurant management,

supervising operations, and served as a lifeguard in Seaside Heights, one of New Jersey's largest beach communities. He also competed in track on scholarship. Those experiences shaped his discipline and work ethic, both of which now fuel his daily routine helping buyers and sellers navigate major decisions.

In 2025, just over a year into the business, Justin closed over \$3.5 million in his first year and started 2026 with 6 homes under contract on the road to close over 20 homes. He is known for his high-energy approach, often showing dozens of homes a week and staying available late at night to answer questions and write offers. His focus

remains relationship-driven, prioritizing trust over short-term gains.

A major turning point came after connecting with a mortgage professional who emphasized consistent follow-up and communication. Applying those principles accelerated his growth and strengthened his confidence.

Outside of work, Justin volunteers with his former high school track team, mentoring athletes as an All-American hurdler.

Looking ahead, he remains focused on continuing to grow his production, deepen client relationships, and build momentum within the industry.



# AMBER CRUSE

Keller Williams Moorestown | Amber Cruse Realty Group

Age: 34 | Years in Real Estate: 9 | 2025 Sales: \$28.41M

PHOTO COURTESY OF CHRIS KELLYMAN

Amber Cruse believes real estate is about far more than property. It is about serving people through life-changing moments, building generational wealth, and leading with purpose, integrity, and heart. From television appearances on House Hunters on HGTV to serving high-net-worth clients with unparalleled discretion and care, Amber is redefining luxury real estate with expertise, authenticity, and vision.

Amber attended Rutgers University, where she studied journalism & media studies and sociology. During college, she completed internships with NBC, experiences that helped lay the foundation for her later television opportunities and growing media presence.

After graduating, Amber began her career as an adoption worker, helping children

and families navigate some of life's most emotional transitions. That experience deeply shaped her leadership style, strengthening her empathy, resilience, and ability to guide people through high-stakes situations with clarity and care.

Seeking both impact and financial independence, Amber later transitioned into real estate. What began as a career pivot soon became the foundation for building a thriving business rooted in service, discipline, and vision. Nine years later, she leads the Amber Cruse Realty Group at Keller Williams Moorestown, a high-performing team built on strong standards and exceptional client service.

Amber specializes in luxury real estate for high-net-worth individuals, including celebrities, professional athletes, and business owners, handling every transaction with discretion and

professionalism. Today, she is also a hardworking mother to her son Yasin, proud bonus mom of three, and a devoted fiancée—roles that continue to inspire her commitment to building a meaningful legacy.

Her achievements reflect both production and leadership excellence. In 2025, she and her team earned Platinum Status in the New Jersey REALTORS® Circle of Excellence Sales Award®, ranked Top 50 in Real Producers Magazine, and placed in the Top 1% regionally. By 2026, she surpassed \$100 million in career real estate sales.

Grounded in faith, manifestation, and positivity, Amber believes in setting bold goals, trusting the journey, and leading with gratitude. Today, she continues to elevate her team, empower her clients, and build a lasting legacy through real estate.

# ARIANA DAVIS

Weichert Realtors Cherry Hill | A. Fortune Legacy

Age: 39 | Years in Real Estate: 5.5 | 2025 Sales: \$5.02M

PHOTO COURTESY OF JENNIFER FORTUNE

For Ariana Davis, real estate is not just a profession. It is a mission to rewrite what is possible.

Growing up in a community where homeownership often felt out of reach, Ariana saw firsthand how limited access to education and resources shaped financial outcomes. Instead of accepting that narrative, she chose to challenge it. Real estate became her platform to educate, empower, and open doors that once seemed closed. "I wanted to become the change," Ariana says. "Once I learned what was possible, I knew I had to bring that knowledge back to my community."

Before launching her career, Ariana served as Director of Operations for a mental health nonprofit in Philadelphia.

Service has always been central to her identity. That background sharpened her leadership skills and deepened her compassion, both of which now define her client relationships.

In 2025, Ariana closed \$5.02 million in sales across 18 transactions alongside her business partner, Jennifer, through their team, A. Fortune Legacy. She credits that partnership as the biggest game-changer in her business. By joining forces, they strengthened each other's weaknesses and built a foundation for sustainable growth.

What truly sets Ariana apart is her commitment beyond the transaction. She is known for rolling up her sleeves, helping clients prepare their homes,



supporting families through stressful moments, and building relationships that last well beyond closing day. For her, clients often become extended family.

Success means freedom and balance. It means serving others while remaining present with her own family. Looking ahead, Ariana plans to expand her team, pursue additional licenses along the East Coast and in Puerto Rico, and double her profits next year. Personally, she is focused on health, travel, investing in property, and continuing to give back through organizations like Angels Community Outreach.

For Ariana, real estate is about legacy, impact, and creating opportunities that extend far beyond a single sale.

# JOHN DEFEO

Fathom Realty Age: 34 | Years in Real Estate: 3 | 2025 Sales: \$12M



Momentum builds quickly when relationships are at the center of the work. For John DeFeo, that belief has been the driving force behind a thriving real estate business—one he has built in just three short years.

"I was intrigued by the home-buying process," John shares. "I've always been good with people, and this felt like the perfect fit."

Like many new professionals entering the industry, John quickly discovered that real estate comes with its own learning curve. The unpredictable rhythm of the market challenged him to adapt, particularly when it came to balancing work and personal life. Over time, he gained a deeper understanding of the natural cycles of the business—developing patience, perspective, and

the steady approach that now defines the way he guides his clients.

That consistency has translated into impressive results. In 2025 alone, John closed \$12 million in sales volume across 24 units, a milestone that reflects not only production but trust. Even more notable is that his business has been built entirely through referrals and word of mouth; a foundation of loyalty that continues to generate opportunity.

For John, success is not just measured in volume or higher-priced homes—it begins with helping people navigate one of the most significant financial decisions of their lives. That responsibility remains the most rewarding part of his work.

Outside of real estate, John is equally dedicated to service and community.

He is active in the Knights of Columbus serve within his church, and he coaches youth baseball and soccer in Clayton, New Jersey.

"Working long hours really takes a toll," he admits, "but providing the right life for my family is what matters most. This isn't a 9-to-5 job where you pack up at night and go home. A good agent works when clients need them—while also setting the proper boundaries."

Looking ahead, John plans to build a team, scale his business, and continue serving clients with the same relationship-first approach that has fueled his success from the start.

In an industry where trust is everything, John DeFeo is proving that strong connections aren't just part of the business—they are the business.



# JOANNA DIPIERO

**eXp Realty** Age: 40 | Years in Real Estate: 5 | 2025 Sales: \$4.39M

Real estate gave Joanna DiPiero something she values deeply, the freedom to build a career she loves while still being present for the people who matter most. That balance has become one of the driving forces behind her work and the way she shows up for her clients every day.

Joanna's connection to real estate began long before she entered the industry. As a child, she vividly remembers the experience of her parents buying a home and the lasting impression their agent made on her family. That moment stayed with her, shaping her understanding of how impactful the right Realtor can be during one of life's biggest transitions.

Before becoming an agent, Joanna worked in management roles and was self-employed, experiences that taught her independence, accountability, and resilience. Those lessons translated naturally into real estate, where consistency and self-discipline are essential. When she entered the industry five years ago, she brought with her a strong work ethic and a determination to build something lasting.

One of the most meaningful challenges Joanna has faced has been learning that you cannot always help everyone, no matter how much you want to. That realization required personal growth and self-awareness. "You can try your

hardest, but sometimes you have to protect your own well-being and trust that everything will be okay," she shares. That mindset allows her to serve clients with clarity while maintaining balance in her own life.

Today, Joanna is a single agent with eXp Realty and a member of the Pat McKenna Realtors, where support and training have been key to her success. In 2025, she closed \$4.39 million in sales across 13 transactions. Known as a go-getter, she believes consistency is the most important ingredient in long-term success.

Success, for Joanna, means being recognized and trusted in her community. Looking ahead, she plans to spend more time traveling with her family, stay consistent in her business, and work toward her dream of one day moving to Tennessee, all while continuing to serve families with care and dedication.



# GIANNA FURIA

**Furia & Co – Real Estate Advisors | Opus Elite Real Estate**

Age: 32 | Years in Real Estate: 5 | 2025 Sales: \$9M

PHOTO COURTESY OF CHRIS BARNHILL

Gianna Furia knows what it means to rebuild. Her real estate career is shaped not just by ambition, but by resilience, discipline, and a deep appreciation for second chances.

Drawn to real estate by her love of people and problem-solving, Gianna found fulfillment in helping clients navigate the path to homeownership. She thrives on the connection built throughout the process and the sense of pride that comes when clients reach the moment they realize they have achieved something meaningful.

Before becoming an agent, Gianna worked as a paralegal and later in the solar industry, experiences that

strengthened her organizational skills and sharpened her ability to communicate clearly. At the same time, she was doing the most important work of her life, rebuilding from the inside out. Approaching seven years of sobriety, Gianna credits faith, consistency, and self-discipline for reshaping her future. "I had to learn how to show up for myself before I could truly show up for others," she shares.

That personal growth translated directly into her business. In 2025, Gianna closed approximately \$9 million in sales, earning a reputation for being hands-on, honest, and deeply invested in her clients' success. As founder of Furia & Co – Real Estate Advisors at

Opus Elite Real Estate, she treats every client like family and focuses on long-term relationships over quick wins.

For Gianna, success is about impact. It is providing for her family, creating opportunities for her team, and helping others reach goals they once thought were out of reach. Giving back remains central to her mission through involvement with the Opus Outreach Foundation and community initiatives.

Looking ahead, Gianna is focused on expanding her team, continuing to grow personally and professionally, and building a life rooted in gratitude, purpose, and service.

# HOLDEN GREENBLATT

**Robert Greenblatt Team | Weichert Premier of Moorestown**

Age: 23 | Years in Real Estate: 1 | 2025 Sales: \$10M

PHOTO COURTESY OF JONATHAN KOLBE

At just 23 years old, Holden Greenblatt entered an industry where experience often defines trust. Real estate challenged him to earn credibility quickly, carry himself with maturity, and prove his value through preparation, discipline, and results.

Growing up as the son of longtime South Jersey Realtor Robert Greenblatt and the younger brother of Mason Greenblatt, Holden was immersed in real estate from an early age. He spent weekends helping with lockboxes and signs, listening to client calls on the way to basketball practice, and absorbing the language of the business naturally. By the time he was nine, he could explain what a short sale really meant. More importantly, he saw how advocacy and trust shaped life-changing moments for clients.

Before officially entering the industry, Holden attended the University of Delaware, majoring in Economics with a minor in Professional Selling and Sales Management. When he was not in class, he worked. Balancing eight different jobs during college, ranging from office roles to bartending, he sharpened his communication skills, work ethic, and ability to connect with people from all backgrounds. Those lessons translated directly into real estate.

One of Holden's biggest challenges has been overcoming assumptions tied to his age. Despite his family's reputation, he knew confidence had to be earned individually. He learned to lead conversations with preparation, ask thoughtful questions, and always find answers. "I may not know everything



yet, but I will always find the answer," he shares. Promoting five-star client reviews became a way to let his work speak for itself.

In his first year, Holden closed approximately \$10 million in sales across 30 transactions as part of a team that surpassed \$40 million in volume. Known for his discipline and responsiveness, he focuses on guiding buyers through complex decisions with clarity and care. For Holden, success means ending the day exhausted and proud, knowing he learned something and showed up fully.

Looking ahead, Holden plans to expand into listing representation, continue growing the team's YouTube platform, and deepen his knowledge of every aspect of the business. He also hopes to give back to the community that raised him and, one day, help lead the next chapter of the Greenblatt family legacy.

# MASON GREENBLATT

**Weichert Premier** Age: 30 | Years in Real Estate: 5 | 2025 Sales: \$15M



Real estate was not just a career option for Mason Greenblatt. It was something he grew up watching take shape right in front of him. Long before he ever closed his first deal, Mason saw firsthand what was possible through dedication, consistency, and a willingness to work hard.

Mason's introduction to the industry came through his father, Robert Greenblatt, who entered real estate in 2008 and went on to become one of the top agents in the business. Watching that journey sparked Mason's desire to follow a similar path and be part of building something meaningful. That early exposure gave him a realistic understanding of both the opportunities and the discipline required to succeed.

Before transitioning into real estate, Mason worked in car sales, where he sharpened his communication skills and learned how to navigate high-pressure situations with confidence. Those experiences translated seamlessly into his real estate career. When he officially entered the industry five years ago, Mason brought with him a competitive mindset and a drive to continuously improve.

One of the biggest challenges Mason has faced has been developing resilience. Learning how to handle setbacks and uncertainty became a defining part of his growth. "I've learned to take every situation with a grain of salt and focus on what I can learn from it," he shares. That perspective has helped him stay focused and adaptable, even in fast-changing markets.

Today, Mason works as part of The Robert Greenblatt Team at Weichert Premier, where systems and strategy play a major role in their success. A strong CRM has been a game-changer, allowing the team to scale efficiently. In 2025, Mason closed \$15 million in sales across 48 transactions, a reflection of both consistency and collaboration.

Success, to Mason, is rooted in perseverance and long-term growth. Looking ahead, his goals include doubling the team's annual volume while continuing to build his personal brand. Just as important, he remains focused on being present at home, striving to be a better husband and father while building a business designed to last.



# ANAMARIE HERNANDEZ

Keller Williams Realty | Gorman Group

Age: 26 | Years in Real Estate: 3 | 2025 Sales: \$1M

Opportunity looks different when you are the first person in your family to pursue it.

For Anamarie Hernandez, real estate became a way to rewrite what was possible for herself and the people around her. She did not grow up around entrepreneurship, which made stepping into business feel unfamiliar at first. Determined to change her family's trajectory, she committed to learning an entirely new industry from the ground up. Before real estate, Anamarie spent years in the restaurant industry while exploring different career paths, gaining the communication skills and resilience that now shape her client relationships.

Starting without a blueprint was her biggest challenge. She had to build confidence while mastering contracts, negotiations, and market knowledge all at once. Over time, she realized growth required trusting her vision even when results were not immediate. "I learned that you have to believe in where you're going before anyone else does," she shares. That mindset shifted her focus from simply completing transactions to creating meaningful opportunities for others.

In 2025, Anamarie closed \$1 million in sales with the Gorman Group at Keller Williams Realty. As a bilingual Filipino American agent, she prioritizes education and accessibility, helping clients who

may feel intimidated by the process understand their options and build long-term stability through homeownership.

Her favorite part of the job is becoming a trusted resource for the people around her. She sees each closing as more than a sale and instead as a step toward generational wealth and confidence for her clients.

Looking ahead, Anamarie plans to grow her business, invest in personal development, and pursue philanthropic initiatives that support her community. Her long-term vision is to create opportunities for others while continuing to expand the possibilities for her own family.



# MORSHAD HOSSAIN

Redfin

Age: 36 | Years in Real Estate: 9 | 2025 Sales: \$22M

PHOTO COURTESY OF CHRIS KELLYMAN

Long before he was guiding buyers and sellers through contracts, Morshad Hossain was guiding students through lessons and congregations through reflection.

As a teacher and imam, his work was rooted in service. But when his first child was born in 2016, passion alone was not enough to provide for his growing family. Real estate became the answer to a practical need, an additional source of income that soon evolved into a full profession.

Nine years later, Morshad is a single agent with Redfin who closed \$22 million in volume across 49 units in 2025. His background in education still shapes his approach. He understands that while real

estate transactions may feel routine to professionals, they can be overwhelming for clients navigating one of the largest financial decisions of their lives.

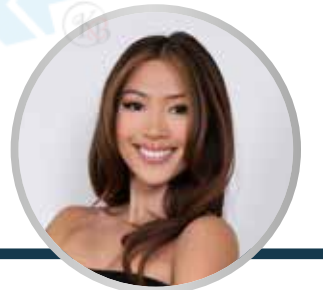
"When clients express their appreciation for my guidance, it feels wonderful knowing I'm making a positive impact," he shares.

One of his most significant challenges was not transactional but personal. Morshad spent years reevaluating what success truly meant. He realized he had been pursuing goals that were not fully his own, shaped more by comparison than conviction. Through reflection and clarity, he redefined his priorities around faith, family, and long-term stability.

A pivotal business decision came when he recognized he was not ready to start a team. Rather than chase growth for appearance, he restructured his business to align with profitability and sustainability.

Outside of real estate, Morshad continues to teach and lecture at mosques and Muslim Student Association chapters at Rowan and Rutgers, work he describes as deeply fulfilling.

Looking ahead, his goal is to build enough investment income to cover his monthly expenses, creating the freedom to devote more time to teaching, learning, and traveling the world with his family.



# PAULINE ILAGAN

Keller Williams Age: 25 | Years in Real Estate: 4 | 2025 Sales: \$7M

Pauline Ilagan measures growth by how far she has come, not just professionally but personally.

After moving to the United States in 2015 with limited English, she had to adapt quickly to a new culture, new systems, and a new way of life. The experience built resilience and taught her to advocate for herself even when it felt uncomfortable. That persistence would later define her approach to business. "Discomfort is often a sign of growth," Pauline says.

Before becoming an agent, she worked in acquisitions for a real estate developer,

where she gained early exposure to investment strategy and property analysis. Real estate offered the chance to pair that business mindset with her desire to help others make confident decisions during major life moments.

Four years into her career, Pauline closed \$7 million across 20 transactions in 2025. She approaches each deal with both empathy and strategy, focusing not only on the outcome but also on the experience clients have along the way. Her commitment to transparency and preparation has become central to her reputation.

The biggest shift in her business came when she began treating real estate as a long-term enterprise rather than a short-term pursuit. Systems, consistency, and strong professional relationships created steady momentum and lasting growth.

For Pauline, success means freedom, alignment, and the ability to give back. And looking ahead, Pauline plans to double her production, strengthen her personal brand, and continue building a business rooted in trust and results. Long term, she hopes her work will be measured not only by achievement, but by the impact she creates for others.

# CHANEL JACKSON

Keller Williams Moorestown | Amber Cruse Realty Group

Age: 38 | Years in Real Estate: 6 | 2025 Sales: \$8M

PHOTO COURTESY OF JBEAUTY PHOTOGRAPHY



Legacy is not just a word for Chanel Jackson. It is the standard she measures everything against.

As a second-generation real estate professional, Chanel was introduced to the industry early. Still, she was determined to carve out her own identity. Before becoming an agent, she built experience as a luxury leasing agent, eventually rising to leasing manager. She also worked as a bridal consultant, guiding women through one of the most important days of their lives. Both roles sharpened her ability to manage emotion, expectation, and high-level service.

Six years into her real estate career, Chanel closed \$8 million in 2025 across 20 transactions on her own production. For her, the work is about more than contracts. "When I'm aligned

with my clients, and they trust me wholeheartedly, it makes me go harder," she says. That alignment has become her competitive edge. She keeps her clients' deeper motivations at the forefront, allowing their why to drive every strategy and negotiation.

One of her most defining growth seasons came when she made intentional decisions to step away from situations that no longer aligned with the life she envisioned for herself and her daughters. Choosing clarity over comfort strengthened her boundaries and sharpened her leadership. She now operates from intention rather than reaction. Her bold steps have positioned her to become the lead buyer's specialist on a multi-million dollar team, The Amber Cruse Realty Group, become one of few luxury realtors in South Jersey, creating opportunities to collaborate

with global brands, share her story as a realtor with audiences around the world and speak on podcasts about mindset, growth and the power of becoming the woman she once dreamed of.

Success, in Chanel's view, means financial security, emotional grounding, continuing to elevate and grow, and the freedom to be fully present for her daughters without sacrificing peace.

Outside of real estate, she honors her late aunt through ALS United Mid-Atlantic, leading a team called DW Legacy Walkers each year at the Philadelphia walk.

Looking ahead, Chanel plans to double her business, expand into more luxury properties, purchase her own home, travel quarterly, and continue building a real estate empire rooted in impact, ownership, and generational wealth.



# EMILY JOHNSON

The Granacher Team | RE/MAX Preferred Cherry Hill

Age: 37 | Years in Real Estate: 6 | 2025 Sales: \$10.2M

PHOTO COURTESY OF MIA MUTASCIO PHOTOGRAPHY

Real estate was already part of Emily Johnson's story, but stepping into the industry meant finding her own voice while building on a family legacy.

After welcoming her first child in 2019, Emily returned to South Jersey at a crossroads in her career. Real estate had long been familiar to her through her mother, Donna Granacher, who spent more than 20 years building a successful business. With years of encouragement and a desire for meaningful work with flexibility, Emily decided the timing was finally right to partner with her mom.

She officially entered the industry in 2020, a year marked by uncertainty and rapid change. Starting a new business during the pandemic while caring for a

four-month-old son required patience and resilience. With no prior real estate experience, Emily leaned into learning, consistency, and trust in the process. "It took time, but showing up every day made the difference," she shares.

Before real estate, Emily worked in nonprofit event planning and fundraising, managing large-scale bike events for the National MS Society. That background sharpened her organizational skills, attention to detail, and ability to manage complex logistics, all of which translated seamlessly into her work with clients.

In 2025, Emily closed approximately \$10.2 million in individual sales across 18 transactions. Much of her business

is referral-based, reflecting the long-term relationships she prioritizes with every client. Working alongside her mom allows Emily to blend traditional, relationship-driven service with modern marketing strategies rooted in technology and social media.

For Emily, success means balance. It is the ability to grow a business she loves while fully supporting her family. In 2025, she also began one-on-one coaching, which helped her build systems, stay accountable, and prepare for the next stage of growth.

Looking ahead, Emily is focused on surpassing 2025's volume, expanding into Pennsylvania, and continuing to build a business that aligns with her values.



# BAYRAM KOSE

RE/MAX of Cherry Hill

Age: 40 | Years in Real Estate: 17 | 2025 Sales: \$11.6M

Every career path has a defining shift, and for Bayram Kose, that moment came when he realized he wanted more purpose in his work. After years in the restaurant industry, working his way from dishwasher to owner, he developed a strong work ethic and a deep understanding of customer service. But he knew he wanted a career where he could make a more lasting impact.

Real estate became that opportunity. Bayram saw that many people hesitate to buy or sell not because of finances, but because they lack guidance and trust. "It's not just about the transaction," he says. "It's about helping people feel confident in one of the biggest decisions of their lives."

Starting in real estate wasn't easy. Without an established network or guaranteed income, he had to build his business from the ground up in a competitive market. Early challenges tested his resilience, but they also reinforced the importance of consistency, patience, and relationship-building.

A major turning point in Bayram's career came when he shifted his focus from chasing deals to building trust. By prioritizing education and long-term relationships, his business naturally evolved into a strong referral-based network. That approach continues to define his success today.

What sets Bayram apart is his commitment to a no-pressure, client-first experience. He ensures his clients understand every step of the process, creating confidence rather than uncertainty. For him, the most rewarding moments come from seeing families achieve their goals and knowing he played a role in that journey.

Success, in Bayram's eyes, is about more than numbers. It's about providing for his family, being present in their lives, and building something meaningful.

Looking ahead, he plans to expand his brand, grow his referral network, and ultimately open his own brokerage while continuing to invest in his future and serve his clients at the highest level.



# STEPHANIE KRAWIEC

Keller Williams Realty Cherry Hill

Age: 39 | Years in Real Estate: 6 | 2025 Sales: \$9.7M

PHOTO COURTESY OF JEREMY MESSLER

Stephanie Krawiec has always been drawn to homes, not just for their layouts or design, but for the stories they hold. Long before real estate became her career, she found herself fascinated by how people made spaces their own and how a house could reflect the life unfolding inside it. That curiosity eventually turned into a calling.

Before entering real estate, Stephanie spent years working in restaurants, starting as a host and working her way through nearly every role, including time in the kitchen and bartending for over 10 years. The experience taught her how to read people, stay calm under pressure, and show up with consistency. Those same skills now define how she

works with clients during some of the most important transitions of their lives.

Over five years in the industry, Stephanie has built a reputation for authenticity. She does not play a role or follow a script. "I am truly me throughout the transaction," she says. "I am here to guide you through the process, not just get you to the closing table." That honesty has resonated deeply, especially with clients who came to her after difficult experiences elsewhere and left with renewed trust in the process.

In 2025, Stephanie closed nearly \$10 million across 27 transactions as an agent with Keller Williams Realty- Cherry Hill. Confidence, she believes, has been

the biggest game changer. "Experience brings confidence, and confidence makes you shine," she shares. That confidence allows her to advocate clearly, offer thoughtful advice, and help clients feel secure in their decisions.

Outside of real estate, Stephanie is deeply committed to giving back. She supports Unforgotten Haven in Blackwood and has organized Thanksgiving donations for the past two years, providing full meals to over 100 families. Looking ahead, her goals are both professional and personal. She aims to grow her business steadily while maintaining balance, proving that success can be measured not only in transactions but in peace, purpose, and positive impact.



# BENJAMIN LANDSBURG

The Benjamin Landsburg Team | Compass

Age: 38 | Years in Real Estate: 10 | 2025 Sales: \$5.0M

In an industry that often feels fast-paced and high-pressure, Benjamin Landsburg is known for staying steady. His calm presence and thoughtful problem-solving approach have become the foundation of long-lasting client relationships built on trust and care.

Before earning his real estate license, Benjamin gained experience across various sales and marketing roles, always keeping real estate in focus. He also worked for a property management company, which allowed him to see a wide range of properties and connect with people from all walks of life. That exposure shaped his understanding of homes not just as transactions, but as meaningful spaces tied to personal stories and goals.

Over the past decade, Benjamin has learned that consistency is one of the most powerful tools in the business. Staying disciplined with follow-up and maintaining genuine connection requires intention, but it is a challenge he embraces. "Consistency is the key to my success and the success of the people I serve," he shares. That mindset has helped him build a reputation for reliability and calm leadership, even in complex situations.

Today, Benjamin leads The Benjamin Landsburg Team at Compass. Over the past three years, Benjamin has closed more than \$15 million in sales, and in 2025, he added an agent to his growing team. Much of his business is driven by referrals and repeat clients. Known

for his ability to remain composed and solution-oriented, he often forms friendships with clients that extend well beyond the closing table. "I genuinely care about my clients, and many become good friends throughout the process," he says.

Success, for Benjamin, is rooted in helping others achieve their goals. That belief continues to guide how he leads his team and serves his clients. Looking ahead, he is focused on growing his team, mentoring others, and beginning to build a long-term investment portfolio. Personally, he values spending quality time with family and friends while continuing to grow a business grounded in relationships, consistency, and trust.



# CARLEE MCLAUGHLIN

**Weichert Realtors - Mullica Hill**

Age: 26 | Years in Real Estate: 1 | 2025 Sales: \$2.93M

PHOTO COURTESY OF CLAUDIA TROUT OF CLAUDIA ROSE PHOTOGRAPHY

Carlee McLaughlin's first year in real estate proved that determination and heart can overcome any self-doubt. At just 25 and a mother of two, she entered the industry with a clear mission: to make the homebuying experience positive and stress-free for others, something she wished she had when purchasing her own first home.

Before real estate, Carlee worked as a medical aesthetician and was a stay-at-home mom. Balancing a new career with parenting presented challenges, particularly her initial self-doubt. "Starting a new career, being young and a mom of two, I had a ton of self-doubt," she admits. But by the end of her first year, she had surpassed her own goals,

gaining confidence and proving to herself what she was capable of.

In 2025, Carlee closed \$2.93 million in sales across 19 transactions, much of it fueled by her savvy use of social media. "I really took social media by the horns," she says. "About 80% of my business in my first year came from Instagram, TikTok, and Facebook." Her approachable, personable style sets her apart; she focuses on human connection rather than hard selling, creating relationships that last beyond the closing table.

Flexibility is another cornerstone of her success. Carlee values being able to attend every school event, doctor's

appointment, and milestone for her daughters while building a thriving business. Beyond real estate, she serves her community as a volunteer firefighter in Clementon, New Jersey, participating in food and toy drives and fire prevention events.

Looking ahead, Carlee plans to double her business next year, achieve Silver level in the Circle of Excellence, and eventually build her own team. On the personal side, she dreams of taking her daughters to Disney World, investing in properties, and building a family dream home—proof that she is balancing professional ambition with family priorities.



# MACI NORMAN

**Pat McKenna Realtors by eXp** Age: 29 | Years in Real Estate: 5 | 2025 Sales: \$11M+

Maci Norman built her real estate career by following the things she loved most. Drawn to home design and architecture from a young age, she found her path into the industry after becoming a mother and searching for a career that allowed her to pursue her passions while building something meaningful for herself. What began as a personal leap quickly grew into a thriving business grounded in empathy, patience, and authentic client relationships.

Now five years into real estate with Pat McKenna Realtors by eXp, Maci closed more than \$11 million in sales volume last year across 27 transactions. As a single agent, she approaches every client relationship with care and understanding, knowing that buying or selling a home represents one of the most significant financial and emotional decisions people

will make. Rather than focusing solely on the sale, Maci prioritizes creating a calm, supportive experience for her clients. "I'm not a salesperson," she says. "I'm someone who understands that everyone moves at their own pace, and my job is to help guide them through it."

Before entering real estate, Maci spent her time as a stay-at-home mom, an experience that shaped her perspective on balance and determination. Like many in the industry, she has faced the ongoing challenge of managing work and family life. With a strong support system at home, however, she has been able to continue building her business while staying present for her family—something she considers one of her greatest measures of success.

A major turning point in her career has been mentorship from Mark

McKenna, the team lead at Pat McKenna Realtors. Maci credits his guidance and leadership as instrumental in helping her grow both professionally and personally within the industry.

Looking ahead, Maci has ambitious goals both in and outside of real estate. Professionally, she aims to reach 36 transactions in the coming year. Personally, she hopes to launch a roadside flower stand and eventually own a flower farm, blending her love of nature with her entrepreneurial spirit. For Maci, success means building a career that supports a comfortable life, meaningful family time, and the freedom to keep dreaming.



# NICOLE NEFF

**The Neff Group | Real Broker** Age: 38 | Years in Real Estate: 9 | 2025 Sales: \$28.5M

Nicole Neff built her real estate career with intention, creativity, and an unwavering belief that work should support life, not the other way around. From the start, her goal was freedom. Freedom to shape her future, provide for her family, and build something that felt aligned with who she is at her core.

Before real estate, Nicole worked in hospitality and broadcast journalism, two industries that quietly prepared her for the career she would later build. Hospitality taught her how to care deeply for people and anticipate needs. Journalism sharpened her ability to listen, ask thoughtful questions, and communicate clearly. Those skills now define her client experience and leadership style.

Her path was not linear. In her twenties and early thirties, Nicole found herself starting over more than once, in life and in business. Each reset tested her resilience and strengthened her self-trust. "Every new beginning showed me that I can figure things out, no matter what," she shares. That mindset became the foundation for her growth.

In 2025, Nicole launched The Neff Group and quickly scaled with impressive momentum. Over the last twelve months, she closed approximately \$28.5 million in sales across 79 transactions, building a high-performing team rooted in connection and authenticity. A major driver of that success has been Instagram, where she transformed

storytelling into real relationships, growing her audience from 5,000 to 50,000 followers in just over a year. "It allowed me to build a business that feels personal and approachable," she says.

For Nicole, success is about alignment. It is working with clients who resonate with her values, showing up fully for her family, and leading a business that feels genuine. As she prepares to welcome her second child and plan a wedding, she remains focused on growth that honors both ambition and balance.

Looking ahead, Nicole aims to lead her team to \$60 million in sales while continuing to uplift her community through creativity, connection, and purpose-driven work.



# BRITTANY OSMANI

**The Neff Group | REAL Broker** Age: 33 | Years in Real Estate: 5 | 2025 Sales: \$4.1M

Real estate pushed Brittany Osmani to grow faster than she expected, but motherhood pushed her even further, teaching her how to balance ambition, presence, and purpose in a demanding career.

Brittany entered real estate with a few assumptions that quickly disappeared. What she thought would offer flexibility and ease revealed itself as a nonstop profession that requires constant communication, accountability, and heart. Instead of shying away from that reality, she embraced it and found fulfillment in the work.

Before becoming an agent, Brittany worked full-time as a bartender at a high-end rooftop bar in Philadelphia. The fast pace taught her how to think

on her feet, read people quickly, and stay calm under pressure. Those skills became foundational once she entered real estate, especially in negotiations and client relationships.

One of Brittany's greatest challenges arrived alongside her greatest joy. Becoming a mother required her to redefine balance while continuing to serve her clients at a high level. Real estate gave her the flexibility to step back when needed and return when she was ready. "Now that I've figured it out, it's all gas, no brakes," she says, noting that this has become the strongest year of her career so far.

In 2025, Brittany closed approximately \$4.1 million in sales across 11 transactions. As a member of The Neff

Group at REAL Broker, she thrives in a collaborative environment built on constant communication and shared support. "When someone works with one of us, they get all of us," she explains.

Known for her availability and relationship-first mindset, Brittany stays connected long after the transaction closes. For her, success is measured by happiness, perspective, and steady growth, not just numbers.

Looking ahead, Brittany plans to continue scaling her business, travel with her family, and build on the momentum she has created with clarity and confidence.



# JENNIFER RICHES

Pat McKenna Realtors / eXp Realty

Age: 37 | Years in Real Estate: 8 | 2025 Sales: \$12M

Jennifer Riches entered real estate looking for a challenge, but what she found was a profession that pushed her to grow in ways she never expected. What began as a search for opportunity evolved into a career defined by resilience, self-belief, and steady upward momentum.

Before real estate, Jennifer worked as a phlebotomist, a role rooted in precision, care, and trust. That early experience shaped her ability to stay calm under pressure and connect with people during vulnerable moments. When she transitioned into real estate, those same qualities became invaluable, especially as she learned to navigate the emotional

and financial weight of helping clients buy and sell homes.

One of Jennifer's biggest challenges was internal. Learning to get out of her own way and believe in her potential changed everything. "I had to stop limiting myself and allow room for growth," she says. That mindset shift opened the door to higher goals, stronger performance, and the confidence to push beyond perceived limits.

Today, Jennifer is a single agent with Pat McKenna Realtors and eXp Realty, closing \$12 million across 35 units. She defines success not by accolades

but by effort and consistency. "Success means meeting expectations and goals to the very best of your ability," she shares. Her business is fueled by a deep appreciation for her clients, her office community, and her family, all of which keep her grounded and motivated.

Outside of transactions, Jennifer is passionate about supporting childhood cancer causes in memory of her nephew, honoring his legacy through advocacy and awareness. Looking ahead, her goal is simple but powerful: to be the best agent possible for her clients while continuing to grow her pipeline year over year. For Jennifer, real progress starts within, and everything else follows.



# JOHN RINICK

Prime Realty Partners Age: 28 | Years in Real Estate: 9 | 2025 Sales: \$19M

At 28 years old, John Rinick has already built a real estate business that many spend decades chasing. But his path into the industry did not begin with a long-term plan. It started as a side strategy.

Originally licensed to list his own investment flips and generate extra income, John quickly recognized the larger opportunity in front of him. What began as a way to support his investment goals evolved into a full-scale career. Seven years later, he is a single agent with Prime Realty Partners who closed \$19 million in volume across 75 units in 2025.

Before real estate, John worked as an electrician for his father's company.

The hands-on experience gave him a deep understanding of construction, renovation potential, and property systems, knowledge that now benefits both his retail and investor clients.

One of the most defining challenges of his life happened outside of business. John lost more than 200 pounds through discipline and consistency. That transformation reshaped his mindset. "Anything is possible when you put your mind to it and do the work," he shares. The same mentality now fuels his business growth.

What sets John apart is perspective. He does not operate in just one lane.

He is an investor, landlord, and agent, allowing him to guide clients through primary residences, rental acquisitions, and renovation projects alike. "I wouldn't advise a client on a purchase that I would not buy myself," he says.

Understanding the investment space proved to be a game-changer, opening new channels of opportunity and referrals. Beyond business, he gives back by coaching wrestling at his alma mater, Washington Township High School.

Looking ahead, John has his sights set on 100 sales next year, expanding his rental and flip portfolio, growing his brand, and ultimately traveling the world.



# MEGAN RICKBORN

Compass Age: 35 | Years in Real Estate: 8 | 2025 Sales: \$4.35M

PHOTO COURTESY OF BRIDGET HORGAN BELL

Megan Rickborn knows what it means to balance ambition with resilience. Her journey into real estate began after years of teaching high school art, a career she loved but one that left her financially stretched and constantly working. Real estate offered a new path—an opportunity to build a life that was both financially and personally sustainable.

In 2020, Megan faced one of the toughest years of her life. Navigating a divorce amid the uncertainty of the COVID-19 era challenged her focus and resolve. She credits her perseverance during that period with shaping her business philosophy. "Staying committed to my business through that time taught me the value of resilience and clarity in decision-making," she reflects.

Now eight years into her career, Megan achieved \$4.35 million in sales across 14 units in 2025, which is not her highest volume year to date, but she measures success differently. She balances serving clients with her personal investment ventures for her long-term wealth goals, having completed another successful flip and added a rental property to her portfolio this year. "Even though my sales were lower, I won financially in other ways, and I think having an agent who practices what she preaches regarding the value in real estate is important," she says. Megan's approach combines strategy, experience, and an investor's insight, giving her clients multiple solutions rather than a one-size-fits-all approach.

Her favorite part of real estate remains helping clients accomplish their goals, whether it's a first home, a dream upgrade, or an investment opportunity. Megan also maintains a strong focus on personal values, family, and community, supporting the nonprofit Impact Others, which provides essentials like food and clean water internationally.

Looking ahead, she plans to expand her business by adding a small team, acquiring more rental properties, completing more flips, and continuing to refine her personal and professional time management. For Megan, success is about building a life of balance, abundance, and purpose while creating meaningful impact for the clients and community she serves.



# ALEXANDER ROBINSON

Keller Williams Realty Age: 36 | Years in Real Estate: 6 | 2025 Sales: \$8.5M

PHOTO COURTESY OF ASHLEY GONTKOF WITH ASHLEY CAITLIN PHOTOGRAPHY

Alexander Robinson has always been drawn to ventures that challenge him while offering autonomy. Even before real estate, he ran a marketing consulting firm in the organic food and beverage industry, a business he started at 17. The transition into real estate was a natural one; he appreciated an industry where effort directly translates to results, and the flexibility allows him to live life on his own terms.

Being a leader at Keller Williams Realty, Alexander closed \$8.5 million in sales across 21 transactions in 2025. What sets him apart is his honesty and willingness to have tough conversations. "I love ripping the Band-Aid off," he explains. "Giving clients the clarity they need,

even when it's hard, is part of doing right by them." That transparency has helped him build trust and repeat business, laying a strong foundation for long-term success.

Learning to delegate effectively has been both a challenge and a milestone. Alexander admits that stepping back from controlling every detail was necessary to preserve mental health while continuing to grow his business. That discipline now allows him to lead his team efficiently without sacrificing balance.

Community service is another cornerstone of Alexander's life. He volunteers at Homeward Bound Animal

Shelter in Blackwood, cleaning kennels, playing with animals, and coordinating donations. Giving back has become a meaningful complement to his professional work.

Looking forward, Alexander plans to further expand his impact both within the industry and in the community. He continues to leverage social media and creative tools to showcase listings, educate clients, and maintain a modern edge in real estate. For him, success is not only about sales volume, but it's also about balancing meaningful work, family, and giving back.



# LUKE ROMANO

Romano Realty Age: 29 | Years in Real Estate: 6 | 2025 Sales: \$17.1M

For Luke Romano, real estate became the proving ground where discipline, purpose, and personal growth finally aligned. Long before the sales volume or recognition, he was searching for direction and a career that demanded more than just showing up. Real estate did exactly that.

Raised around the industry with a mother in real estate and a father in construction, Luke grew up seeing both the business and hands-on sides of what makes a home valuable. Still, his early years were shaped less by a clear career path and more by learning how to work. From delivering pizza in high school to customer service roles and a title agency internship during college, each experience taught him how to communicate, solve problems, and show up for people. Once he stepped fully into real estate, everything clicked.

What started as a leap of faith quickly became a lifestyle.

One of Luke's biggest challenges was finding real purpose and consistency. Real estate forced him to level up fast. With no safety net, he learned discipline, emotional control, and the importance of showing up every day, especially when things did not go as planned. That growth became the foundation of his success.

Last year, Luke closed 63 transactions totaling \$17.1 million in sales. As a single agent with Romano Realty, he is known for combining heart, hustle, and strategy. His background gives him a rare advantage, blending construction knowledge with a marketing-driven, tech-forward approach. "I do not just list homes," he explains. "I solve problems and guide people through one of the biggest decisions of their lives."

Luke defines success by freedom and impact rather than numbers alone. Helping first-time buyers secure their future, families transition into new chapters, and investors make smart moves is what drives him. That mindset shifted even further when he began thinking like a business owner, building systems and long-term relationships instead of chasing the next deal.

Looking ahead, Luke is focused on scaling his business while staying grounded in what matters most. With a seven-month-old daughter, family balance has taken center stage alongside professional growth. His goal is to become a trusted household name in South Jersey while building a legacy that creates opportunity for both his family and the community he serves.



# MIGUEL ROSARIO

Keller Williams Moorestown | Amber Cruse Realty Group

Age: 35 | Years in Real Estate: 2

Every career begins with a leap, and for Miguel Rosario, that leap meant leaving the familiarity of the trucking industry to pursue something built on long-term impact.

His previous career provided stability and allowed him to support his family, but he knew it was not the future he envisioned. Real estate offered a chance to create growth, opportunity, and a path toward generational wealth. More importantly, it gave him the ability to guide others through a moment that carries real emotional weight. "Buying or selling a home is more than a transaction," Miguel says. "It's a fresh start and a major life decision."

Entering the industry brought a steep learning curve. Miguel's first year required learning contracts, communication, and time management all at once while actively helping families. Building confidence became the biggest hurdle. Speaking up, trusting his knowledge, and having consistent conversations pushed him outside his comfort zone and accelerated his growth.

He credits joining the Amber Cruse Realty Group at Keller Williams Moorestown as the turning point. The mentorship, collaboration, and shared knowledge helped him develop faster than he expected and gave him the structure to serve clients at a higher level.

What differentiates Miguel is his commitment to education over sales. He positions himself as a resource first, guiding clients so they feel confident in their decisions rather than pressured. Helping families reach their goals remains his favorite part of the work.

Success, to Miguel, means being a role model for his children and building tangible assets he can pass down to them.

Looking ahead, he plans to purchase his first investment property, stay consistent in his outreach, and continue strengthening his market expertise while bringing value-driven service to every client he meets.



# PARISHA SMITH

Homes By Smith & Co | REAL Broker LLC

Age: 39 | Years in Real Estate: 6 | 2025 Sales: \$10.1M

Real estate became the space where Parisha Smith could fully bring together her creativity, leadership, and heart for service. What began as a business pursuit quickly evolved into a platform for purpose and connection, allowing her to make a meaningful impact on the lives of the people she serves.

Before entering real estate, Parisha built a multifaceted professional background that continues to shape her approach today. She worked as a marketing and social media manager for small businesses, developed wellness brands designed to empower women, and spent time working in radiology. Each role strengthened her ability to communicate clearly, lead with compassion, and support people through major life

transitions. Those experiences laid the groundwork for a real estate business rooted equally in strategy and care.

Parisha entered the industry five years ago with a clear vision and a willingness to grow through adversity. She navigated seasons that tested her emotionally, spiritually, and financially, all while showing up for her family and her clients. Rather than slowing her down, those moments refined her resilience and sense of purpose. "I learned that healing, faith, and consistency can coexist with ambition," she shares, a belief that continues to guide how she leads and serves.

Today, Parisha leads Homes By Smith & Co at REAL Broker LLC, offering a

concierge-level experience driven by thoughtful marketing, storytelling, and relationship-building. In 2025, she closed \$10.1 million in sales across 27 transactions, with much of her business fueled by trust, referrals, and authentic connections. "I don't just help people move. I help them build a legacy," she says.

Success, for Parisha, is alignment. It is doing work she loves, serving with excellence, and creating opportunities that extend beyond herself. Looking ahead, she is focused on scaling her real estate and coaching brands, expanding her impact nationally, and continuing to empower women to build businesses rooted in confidence, clarity, and purpose.

# JAIMEE SOLAR

Keller Williams Age: 38 | Years in Real Estate: 8 | 2025 Sales: \$7.7M



Jaimee Solar learned how to navigate pressure long before she stepped into real estate. Fifteen years in the restaurant and bar industry taught her how to read people, manage emotions, and stay composed in fast-moving environments. Those skills now serve as the backbone of her real estate business.

Jaimee entered the industry with a clear sense of purpose. "Helping people and families achieve their goals is such a big deal," she says. For her, real estate represents far more than a transaction. It is an opportunity to help clients create stability, build generational wealth, and step confidently into their next chapter.

One of the most important lessons Jaimee learned early in her career was how to stay calm when things go wrong. "I used to blame myself or let emotions take over when something didn't go as planned,"

she shares. Over time, she learned that clarity and composure lead to better outcomes. Today, she approaches challenges with a solutions-driven mindset, understanding that while she always gives her best, not everything is within her control.

In 2025, Jaimee closed 15 transactions totaling \$8.5 million in sales as a single agent with Keller Williams. A pivotal shift came when she stepped away from team environments to build her own brand. "Going out on my own allowed me to feel more empowered and true to myself," she explains. That decision led to her strongest year yet and set the stage for continued growth.

What sets Jaimee apart is her deeply personalized approach. She believes every client deserves to feel seen, heard, and educated throughout the

process. "When people are empowered through knowledge, they make their best decisions," she says. Her focus on communication and transparency builds trust and long-term relationships.

Outside of real estate, Jaimee is committed to giving back. She supports multiple charitable organizations, volunteers regularly, and donates a percentage of her earnings each month. Looking ahead, she is focused on personal wellness, expanding her systems, and continuing to grow a business rooted in impact.

For Jaimee Solar, success is measured not just in numbers, but in trust earned, lives impacted, and relationships built along the way.



# CANDACE SOLOMON

**Prestige Realty Group** Age: 31 | Years in Real Estate: 7 | 2025 Sales: \$5.39M

PHOTO COURTESY OF JON DAVIS

At an age when many are still finding their footing, Candace Solomon was opening doors for others. Real estate became the platform where she challenged expectations, stepped into leadership early, and began redefining what professionalism and impact could look like in her community.

Candace entered the industry with a clear mission: to bridge the gap between her community and the often intimidating world of homeownership. Before real estate, she built experience in education and the mortgage industry as a loan processor, gaining a deep understanding of both people and process. That background gave her a unique advantage and a strong desire to educate, not just transact.

One of the most defining moments of Candace's career came when she opened her own boutique brokerage at just 29 years old. As the youngest broker-owner in South Jersey, she faced doubt, curiosity, and internal pressure to prove herself. Rather than letting that slow her down, she leaned into it. Nearly two years later, she continues to lead with confidence, showing that leadership is earned through action, consistency, and vision. "I am still growing into this role," she shares, "but I know I am exactly where I am meant to be."

Today, Candace leads Prestige Realty Group while remaining a producing broker. In 2025, she closed \$5.39 million in sales while simultaneously mentoring and training agents nationwide. She is a

licensed New Jersey real estate instructor and real estate coach in Agent Tools For Success, an online training academy that supports hundreds of agents across the US and is expanding internationally. Her commitment to raising industry standards is reflected in both her brokerage culture and her educational work.

Success, for Candace, is measured by the growth of others. Client wins, and agent breakthroughs carry equal weight. Grounded in faith and strengthened by mentorship, she views leadership as a responsibility. Looking ahead, Candace plans to expand her educational platforms, elevate her Voorhees office, and continue building a business that honors her calling, her community, and her role as a devoted mother to her six-year-old son.

# LAUREN SOSS

**The Moriuchi Group | Compass New Jersey, LLC**

Age: 36 | Years in Real Estate: 13 | 2025 Sales: \$12M

PHOTO COURTESY OF KELLY CZUPKIEWICZ

Lauren Soss did not arrive in real estate chasing quick wins. She came with a decade of behind-the-scenes experience, a deep understanding of how properties perform over time, and a desire to reconnect with the human side of the business.

Lauren began her real estate career in 2013 in property management, working primarily with high-end luxury high-rises in Center City Philadelphia. Over the next ten years, she built an impressive corporate career, eventually serving as Vice President of Asset Management for a real estate investment firm overseeing multifamily properties across the



Northeast from Boston to Washington, D.C. While the work was challenging and rewarding, burnout set in. She loved real estate, but knew she needed a different role within it.

In the summer of 2023, Lauren made the leap to full-time residential sales and joined The Moriuchi Group at Compass New Jersey. Throughout her management career, she was often the youngest person in the room, leading teams older than herself. That experience shaped her leadership style and confidence. "I learned early on that respect comes from preparation, consistency, and knowing your business," she says.

Her background quickly became a differentiator. Clients benefit from

her understanding of property operations, asset value, and long-term strategy, paired with her formal education, including a B.S. in Business Administration and an MBA in Marketing. In 2025, Lauren closed approximately \$12 million in sales across 20 transactions, exceeding her original goals. She also assisted a dozen landlords and tenants with their rental properties, a part of the business she's always been quite comfortable with, given her property management experience.

For Lauren, success is measured beyond numbers. "Success means being excited to go to work, and getting excited to come home," she shares. Real estate has given her the freedom to travel, invest in rental properties with her husband, and stay deeply connected to her community through charitable involvement and civic engagement.

Looking ahead, Lauren plans to continue growing her business, expanding her investment portfolio, and exploring new destinations around the world, while remaining grounded in the relationships that make the work meaningful.

# DOUG VLADICK

**Keller Williams Moorestown** Age: 34 | Years in Real Estate: 4 | 2025 Sales: \$10.3M



For Doug Vladick, real estate represents more than a career. It is the ultimate test of resilience, responsibility, and heart. From the start, he was drawn to the opportunity to build his own path while helping others achieve the dream of homeownership.

Before entering real estate, Doug built a foundation rooted in service and protection. He worked in insurance and previously served as a police officer, roles that required discipline, empathy, and the ability to stay calm under pressure. Those skills carried seamlessly into real estate, where trust and advocacy matter just as much as strategy.

Doug's entry into the industry came during one of the most challenging periods imaginable. He launched his

real estate career at the height of the pandemic, unemployed and with a baby on the way. One of his earliest defining moments came when he negotiated his third transaction from the hospital while his son was being born. "When you know you cannot fail, it becomes incredibly motivating," he says. That season taught him that no obstacle is too large when purpose and perseverance lead the way.

Today, Doug is a solo agent with Keller Williams Moorestown, known for his ability to combine negotiation skills with emotional intelligence. In 2025, he closed \$10.3 million in sales across 20 transactions, earning a reputation for fiercely advocating for his clients. "I want people to know I will always bat for them," he explains. "Being

there for my clients in every way is what sets me apart."

Success, for Doug, has little to do with numbers. It is found in the gratitude of clients who feel supported and protected throughout the process. Helping people secure homes they love, often beyond what they imagined possible, remains the most rewarding part of his work.

Looking ahead, Doug is focused on deepening relationships and continuing to grow his presence in South Jersey. As a new father, family time now anchors his priorities, reinforcing his commitment to building a business defined by care, consistency, and trust.

# ANTHONY WILSON

**Agent06, LLC** Age: 32 | Years in Real Estate: 4 | 2025 Sales: \$22M



PHOTO COURTESY OF BILL BARNSHAW (COO OF AGENT06, LLC)

Anthony Wilson is building his real estate career with the long view in mind. While his production numbers are impressive, what excites him most is where the journey is heading. Whether expanding into new markets or standing on a stage one day as a keynote speaker, Anthony sees real estate as a platform for growth, influence, and impact.

As a single agent with Agent06, LLC, Anthony closed over \$22 million in volume in 2025, with more than 50 transactions and counting across New Jersey and Pennsylvania. His business is grounded in a philosophy of service over sales, offering the same level of care and guidance to every client regardless of price point. "It's about pushing myself to be who God would

want me to be," he says. "That mindset keeps me disciplined, humble, and focused on giving back."

Before real estate, Anthony worked long-term as a waiter and cycled through jobs that never felt aligned. It was during that period that he experienced one of the most pivotal transformations of his life. Now more than six and a half years sober, Anthony credits faith and the courage to ask for help with giving him a second chance. That journey reshaped how he defines success and strengthened his ability to connect authentically with others.

Social media has played a major role in his growth, allowing Anthony to lead with honesty and vulnerability

in a space often lacking both. He is also deeply grateful for mentorship, particularly guidance from industry coach Angela Barnshaw, which he describes as instrumental in his development.

Outside of business, Anthony remains committed to giving back to the organizations that supported him when he needed it most, including the Leigh Leckerman Foundation and Independence Lodge sober living. Looking ahead, he plans to earn his broker associate license in Florida while continuing to grow organically across multiple states. For Anthony, real success lies not in what is accumulated, but in how the journey is lived and shared.

# MELODY XING

**KW Moorestown** Age: 39 | Years in Real Estate: 4 | 2025 Sales: \$5.5M



Melody Xing did not enter real estate chasing titles or recognition. She stepped into the industry searching for flexibility and a future she could fully control. What she built instead was far bigger than she imagined.

Before real estate, Melody was a full-time teacher. She loved working with students, but as a single mother of two, she needed more financial security and autonomy. "I loved teaching, but I also needed a way to provide more for my kids," she says. Real estate offered both, first as a supplemental income and eventually as a long-term career path.

In 2020, Melody faced one of the most challenging chapters of her life. Navigating single motherhood during the height of the COVID

pandemic, without family support in the United States, meant carrying every responsibility alone. Providing for her children, paying the mortgage, and staying mentally strong became daily priorities. "There were moments where I had no choice but to be strong," she shares. "Looking back now, I'm incredibly proud of how far I've come."

That season reshaped her confidence and clarified her purpose. After transitioning fully out of teaching in July 2023, Melody committed herself to real estate with focus and discipline. In 2025, she closed 18 transactions totaling \$5.5 million in sales with KW Moorestown. Alongside her production, she also built a personal investment portfolio that includes four homes, three of which are income-producing rentals totaling six units.

Fluent in both Mandarin and English, Melody brings a deep cultural understanding to every client relationship. Her background as an educator shapes her approach, grounded in patience, communication, and thoughtful guidance through major decisions.

For Melody, success is defined by balance. It means being present for her children, maintaining her health, and creating financial peace of mind. Looking ahead, she hopes to continue growing her business, expanding her investment portfolio, and traveling with her children. More than anything, she is proud of building a life rooted in resilience, intention, and possibility.



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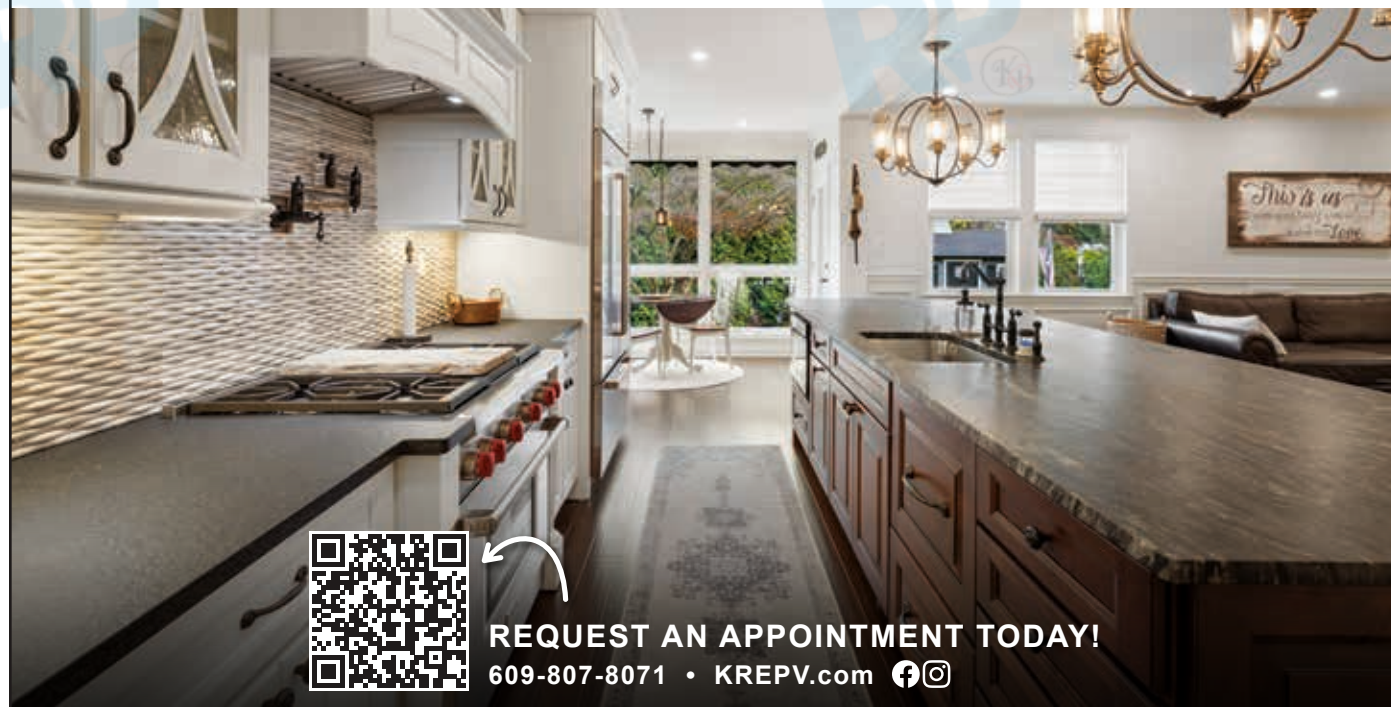



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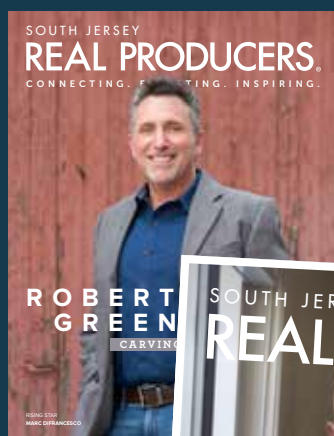


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A LIFE BUILT ON COURAGE AND CONNECTION

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ARIANA DAVIS  
PARTNER SPOTLIGHT  
BRIAN MAJTE  
VIVID HOME INSPECTION

NOVEMBER 2023

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**VAL NUNNENKAMP & BRIAN COLONNA**  
TOP PRODUCER COVER STORY  
THE VAL NUNNENKAMP TEAM AT KELLER WILLIAMS REALTY

WALTER EGAN  
WILKES REALTY/ST. CROIX HILL  
AND MORE

NOVEMBER 2021

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AGENT SPOTLIGHT  
JON COHEN  
TOP PRODUCER  
ANDREW GIBSON  
AND MORE

SEPTEMBER 2022

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**MARK MCENNA**  
NEW MODEL, NEW SUCCESS

RISING STAR  
SAMANTHA MAROCCO

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**CHRIS TWARDY**  
TOP PRODUCER COVER STORY  
THE STATE REAL ESTATE OFFICIAL  
NEW JERSEY REALTOR

AGENT SPOTLIGHT  
CHANCELL WELSH  
TOP PRODUCER  
ANDREW GIBSON  
AND MORE

DECEMBER 2021

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**A Year In Review**  
A Recap of Features From 2022

PROFESSIONAL BENCHMARK  
TOP PRODUCER  
ANDREW GIBSON  
AND MORE

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**LINDSEY BINKS**  
CELEBRATING CONNECTIONS

AGENT SPOTLIGHT  
JANINE CRUSE

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**CARLO DROGO**  
TURNING VISION INTO VALUE

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**Joshua Haas**  
HIGH DEAR, HIGHER STANDARDS

RISING STAR  
MADYLENE BENNETT  
AGENT SPOTLIGHT  
NICK NOWAK

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**Dan Mauz**  
TOP PRODUCER COVER STORY  
THE MAUZ GROUP  
KELLER WILLIAMS MCKEESTOWN

MASON GREENGLASS  
SOCIETY OF REALTORS/REALTOR  
BROKERED BY EXP REALTY  
AND MORE

OCTOBER 2021

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**Matt Curcio**  
TOP PRODUCER COVER STORY  
CURCIO REAL ESTATE ADVISORS  
KELLER WILLIAMS

AGENT SPOTLIGHT  
MATT CURCIO  
TOP PRODUCER  
ANDREW GIBSON  
AND MORE

OCTOBER 2022

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**BRENDA BENCINI & DOROTHY MACQUADE**  
THE QUALITY STANDARD

TOP PRODUCER  
DAN ELLIS  
AGENT SPOTLIGHT  
KARLA JIMBO

DECEMBER 2024

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**Vincent Grova**  
THE CALM FORCE BEHIND THE SUCCESS

RISING STAR  
MICHELLE BUSIOP

DECEMBER 2023

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**Cristin Holloway**  
ROOTED IN HUMILITY: A JOURNEY OF GROWTH

RISING STAR  
JACQUELINE ACEVEDO  
AGENT SPOTLIGHT  
DANA UBELE

JANUARY 2023

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