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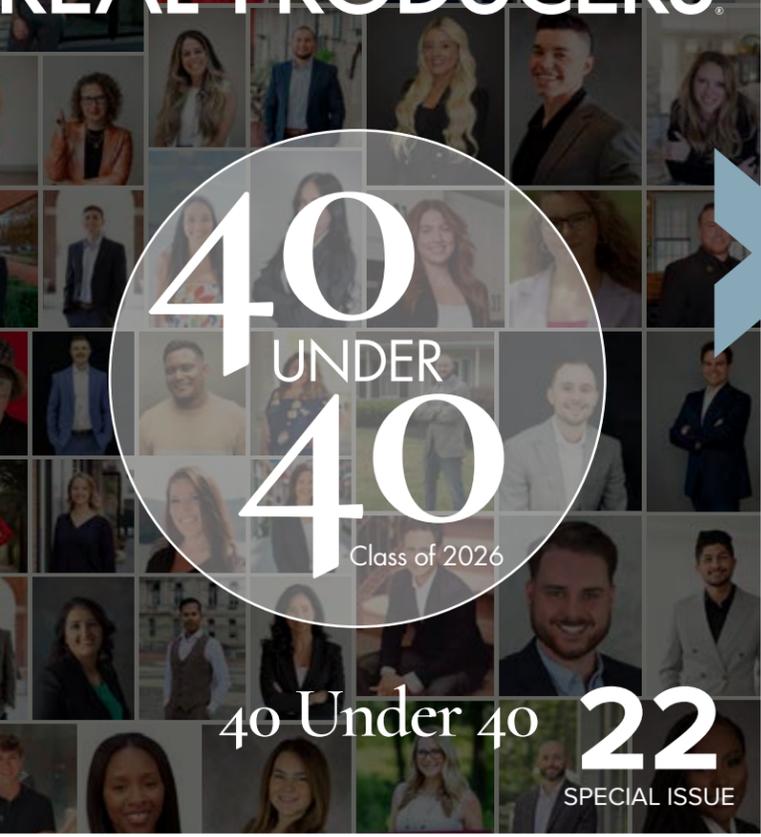
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PROFILES



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Stonesifer



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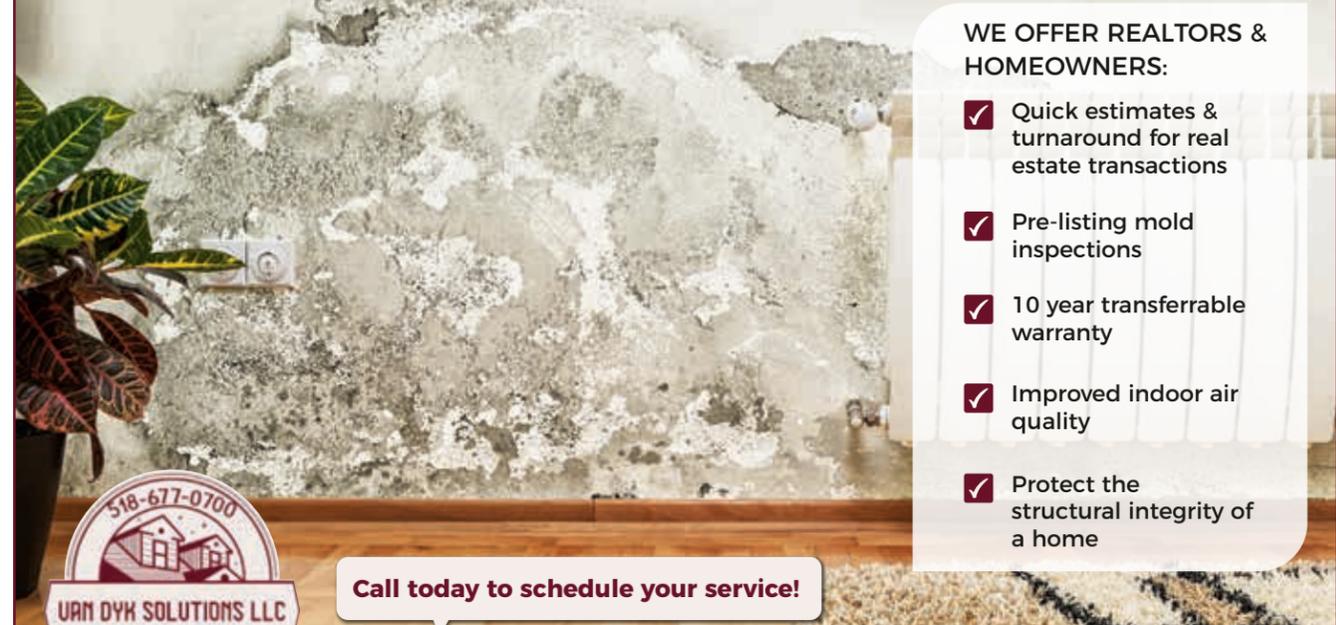
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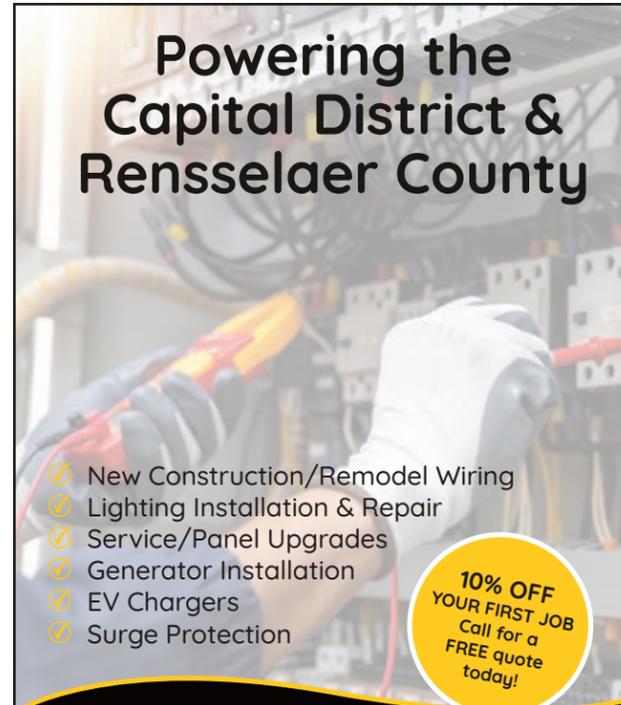


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Publisher's Note

Hello February, A Month of Connection!

February is a time to reflect on the importance of relationships and the role they play in both our personal and professional lives. In real estate, success is built on trust, collaboration, and the meaningful connections we form along the way. The *Capital Region Real Producers* community exemplifies this every day.

This month, we're reminded of the power of coming together—sharing ideas, supporting one another, and strengthening the bonds that make our network so impactful. Every conversation, collaboration, and shared experience contributes to a community rooted in respect and mutual growth.

As we move through February, let's continue to invest in relationships that inspire, encourage, and elevate one another.

Let's carry this reminder with us: **"The best relationships are built on trust, care, and collaboration."**

Here's to a month filled with connection, purpose, and meaningful progress.



Kristin Brindley
 Owner/Publisher
Capital Region Real Producers
 313-971-8312
 Kristin@kristinbrindley.com
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RP CAPITAL REGION REAL PRODUCERS. powered by TEAM

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Wine Tasting

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For all information on all Capital Region Real Producers' events, email info@capitalregionrealproducers.com

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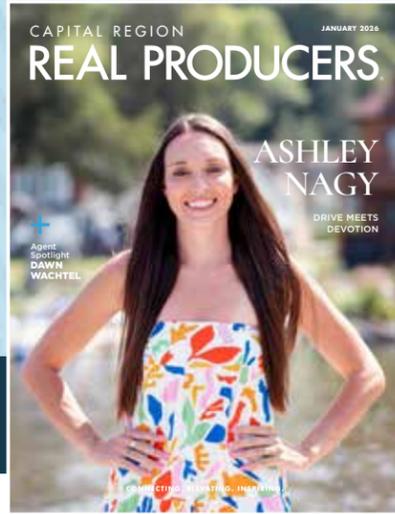
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FAQ



Since launching *Capital Region Real Producers* nine years ago, we've often heard the same questions. To save time, we're sharing the answers here. Remember, this publication is your voice, and our door is always open to discuss anything about our community!

Q: Who receives this magazine?

A: The top 300 agents in the Capital Region area. We pull the MLS numbers each year (by volume) for agents licensed in our service area, which are licensed in the Greater Capital Region. We cut off the list at number 300, and the next year's distribution is born. We did this again in January, based on the new top 300 agents in sales volume for 2025.

Q: What is the goal of this magazine?

A: Real Producers is about building a stronger, more connected real estate community. We believe that when we surround ourselves with successful, like-minded individuals, we can grow to new heights. This magazine is a platform designed to bring together the top 500 real estate agents and our trusted preferred partners, fostering an exclusive and collaborative network. Each month, we share inspiring stories, celebrate successes, and promote events that connect, inform, and inspire. Our mission is to build relationships and empower growth within the real estate industry.

Q: Does Real Producers have events?

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

Q: What is the process for being featured in this magazine?

A: Being featured is simple and starts with a nomination. Realtors, affiliates, brokers, office leaders, and even self-nominations are welcome! If you know someone with an inspiring story, exceptional leadership, top-tier customer service, or a remarkable commitment to giving back, we'd love to hear about them.

To nominate, send an email to Wendy@RealProducersKBTeam.com

and share why you believe they should be featured. Your insights help us uncover stories we may not know about. Once a nomination is submitted, we'll reach out for an interview to ensure the feature is a great fit. If selected, our team will take it from there, coordinating an article write-up and scheduling a professional photo shoot.

Q: What does it cost a Realtor/team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: Who are the Preferred Partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every magazine issue, attend our events, and be part of our online community. We don't just find these businesses on the street, nor do we work with every business that approaches us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special place in this puzzle, as their support helps fund our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events.

Q: How can I refer a Preferred Partner?

A: If you know and want to recommend a local business that works with top Realtors, let us know!



2026

BY THE NUMBERS

HERE'S WHAT CAPITAL REGION'S TOP 300 AGENTS SOLD...

9,808



TOTAL TRANSACTIONS



\$4.37B

TOTAL SALES VOLUME



LISTING SIDE TRANSACTIONS

5,484



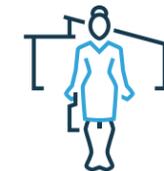
BUYING SIDE TRANSACTIONS

4,324



AVERAGE SALES VOLUME PER AGENT

\$14.56M



AVERAGE TRANSACTIONS PER AGENT

32.7

Information based on 2025 residential sales in the Capital Region area, by the top 300-producing agents licensed in the Greater Capital Region, New York.



MATT & SARAH STONESIFER

ACE
HOME
INSPECTIONS

BY LARRA ROQUE
PHOTO COURTESY OF JON MONAGHAN

REBUILDING THE STANDARD FOR HOME INSPECTIONS

The first thing you notice about Matt and Sarah Stonesifer is how naturally their strengths click into place. He is the big-picture thinker. She is the steady operator. Together, they have rebuilt Ace Home Inspections into a company that treats every transaction as a true partnership and every client as a relationship worth protecting.

From Construction Grit to a Clearer Path

Sarah grew up in upstate New York and spent a decade in residential construction before stepping into operations. Matt served nearly nine years in the Army as an explosive ordnance disposal technician. After a service-related injury and medical retirement, he and Sarah dove into interior renovations, mostly kitchens and baths. The work was honest and demanding, but it took a physical toll.

When Matt discovered a Syracuse program that accepted the G.I. Bill, he earned his home inspection license. Both were hired at ACE, and soon after, they purchased the company and began a complete rebuild.

They changed everything that needed changing — new branding, new systems, new website, new standards for training and service. At first, Matt handled inspections daily while Sarah answered every call and ran the backend. As the team grew, Matt shifted into leadership

while Sarah continued to architect the systems that keep the business consistent and scalable.

A Company Designed for Consistency and Care

Today, Ace Home Inspections is based on Wolf Road in Albany and serves clients within a two-hour radius. The team includes nine employees, soon to be more as hiring continues to meet demand. This year, they will complete roughly 1,400 inspections.

Field specialists include two full-time home inspectors and a full-time septic inspector, supported by a marketing manager, a digital marketing lead, and two office staff members who keep scheduling and communication running smoothly.

What sets ACE apart is how seamlessly it integrates with





and veteran discounts are always available. Through the Gold Star Program, inspections are completely free for Gold Star spouses and families in the Capital District. It is a quiet promise that their company will continue serving the community that shaped its founders.

Beyond Business

Sarah and Matt have a six-year-old son who keeps them on their toes and fills their weekends with adventure. The Stonesifers do their best to keep weekends sacred — no work, just family time. From zoo trips and roller skating to spontaneous day outings, they make the most of their time together.

At home, life is lively. The family shares space with a horse, several cats, and a dog, all of whom add joy and chaos in equal measure. “Our garage is full of antique car parts,” Matt says with a grin. “Restoring old cars is my favorite way to unwind.”



The couple’s ability to balance business and family reflects the same values that guide their company: teamwork, integrity, and a deep respect for what matters most.

Outside of work, Sarah loves reading — especially fiction — which she calls her escape and happy place. “I don’t really read business books,” she says. “I just love diving into a good story at the end of the day.”

Matt enjoys hands-on projects and vintage car restoration, but he also devotes time to professional growth. Two books that profoundly shaped his mindset are *The Gap and the Gain* and *Tribes* by Seth Godin. The first taught him to measure progress by how far he has come, not how far he has left to go. The second reinforced his belief in leadership through community.

Together, they bring that blend of growth

and groundedness to everything they do — at work, at home, and in the way they lead others.

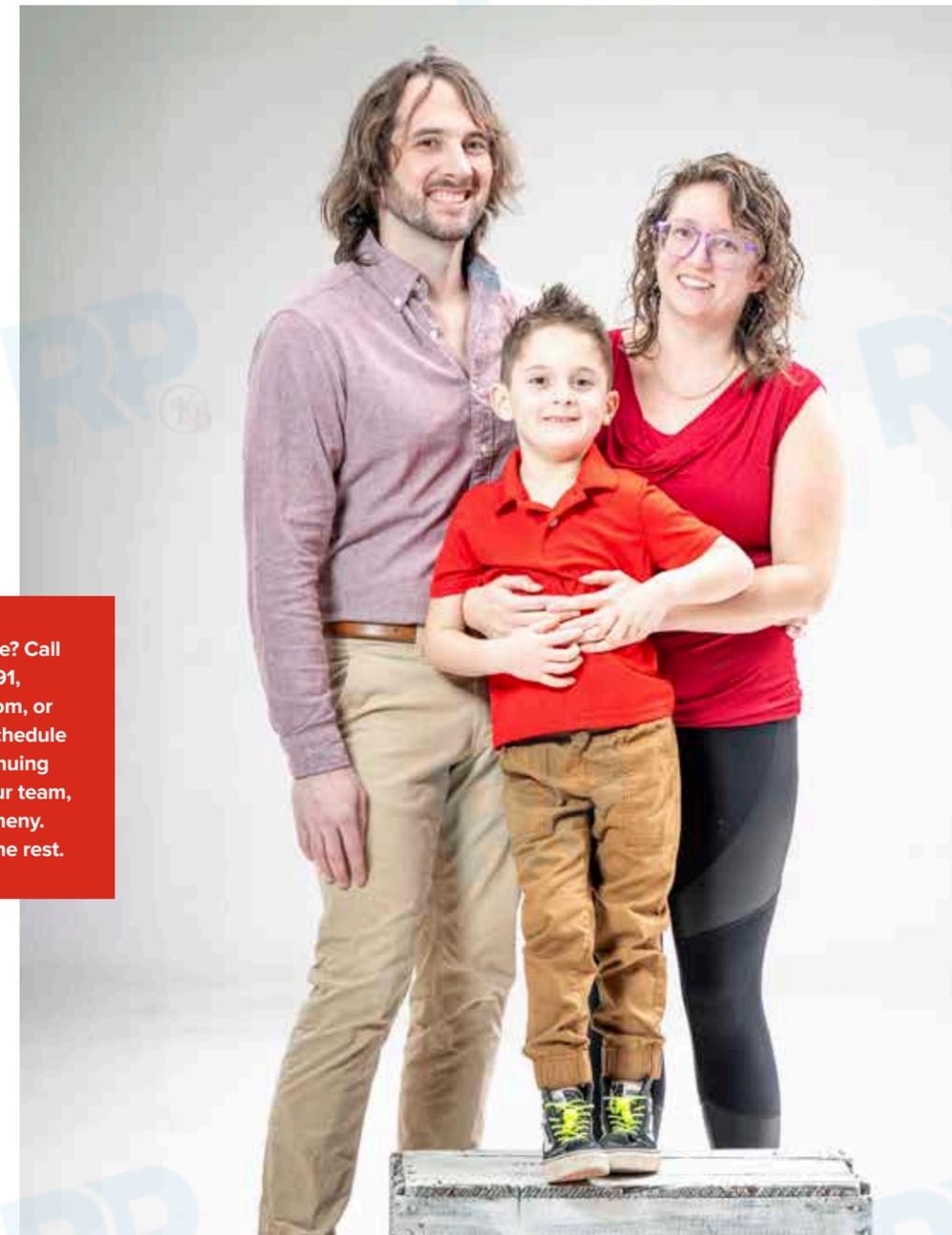
Looking Ahead

The next decade will focus on smart expansion and deeper community impact. Matt plans to grow ACE’s home services footprint beyond inspections, septic, and excavation into foundation repair, plumbing, and HVAC. Sarah hopes to strengthen management layers, add investment properties, and preserve the family balance they’ve worked hard to create.

Both share a vision of sustainable success — one where growth never comes at the expense of quality or connection. “We’re a much different company than we were in 2022,” Sarah says. “We’ve grown, improved, and built a stronger team. If you haven’t worked with us recently, give us a try. Maybe we’ll be your backup — or maybe we’ll become your go-to.”

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the real estate ecosystem. Agents, attorneys, lenders, and insurers are not treated as separate entities — they are partners. That mindset shows up in the details: consistent processes across inspectors, professional reports that educate rather than alarm, and responsive communication when issues arise. The goal is simple — reduce stress, add clarity, and move the transaction forward with integrity.

their lives,” she says. “Being able to provide that kind of stability for our staff and watch them grow with us is incredibly rewarding.”

That sense of responsibility extends beyond the company walls. Hiring and training remain their biggest challenges because they refuse to compromise on quality. The Stonesifers are committed to developing skilled, trustworthy inspectors who reflect their high standards and values.

A Culture of Care

Ask Sarah about what drives her day-to-day, and her answer comes quickly. “I want to make sure our team members can buy homes, get out of debt, and live

Matt and Sarah are also proud of their veteran-owned roots and the way service shapes their decisions. Military

WHAT SETS ACE APART IS HOW SEAMLESSLY IT INTEGRATES WITH THE REAL ESTATE ECOSYSTEM. AGENTS, ATTORNEYS, LENDERS, AND INSURERS ARE NOT TREATED AS SEPARATE ENTITIES

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40 UNDER 40

Class of 2026

We are delighted to present a special edition of *Capital Region Real Producers*, showcasing the extraordinary individuals who have been honored as the real estate industry's 40 Under 40. This year, excellence refused to be limited to a number — so we proudly celebrate a standout class of 44. These remarkable professionals are the trailblazers, trendsetters, and influencers to watch in the years ahead.

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

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

It is our privilege to present the *Capital 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.

REDWAN AKTER

Age: 29 | Years in Real Estate: 4
2025 Sales: \$3.78M



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PHOTO COURTESY OF SUMIA AKTER

For Redwan Akter, real estate was never just a career move. It was the natural extension of a story that began long before his license was issued. As an immigrant who grew up watching his family navigate housing challenges and language barriers, Redwan learned early that homeownership can change the trajectory of one's life.

That perspective deepened when he purchased his first home in his early twenties. The experience shifted his view of what was possible and clarified the role he wanted to play in his community. "Buying my first home made everything click," he says. "I wanted to help others experience that same sense of security."

Before stepping into real estate full-time, Redwan had an appreciation

for the financial markets and built a career in New York City as a risk management analyst at a financial firm. The role demanded critical thinking, effective communication, and accountability, skills that now define his approach with clients. He is known for being thoughtful, informed, and steady, especially during high-pressure decisions.

One of the most formative challenges of his life was starting over in a new country. Learning a new language while building confidence and community took persistence and patience. Redwan immersed himself in conversations and everyday moments until he found his footing. That experience now fuels his ability to connect with clients who may feel overwhelmed or uncertain, meeting them with empathy and clarity.

In 2025, Redwan closed 12 transactions totaling \$3.78 million in sales. His ability to speak three languages and his mortgage origination license enable him to guide clients through the buying, selling, and financing processes seamlessly. He believes success is measured by impact rather than numbers. "Helping as many people as I possibly can is what success looks like to me," he shares.

Looking ahead, Redwan plans to pursue his broker's license and eventually open his own office, building a multilingual team dedicated to serving everyone, especially the immigrant communities. With purpose guiding every step, Redwan continues to turn personal experience into meaningful progress for others.

NATISHA ALEXANDER

Age: 39
Years in
Real Estate: 1



Coldwell Banker Commercial Prime Properties

Long before Natisha Alexander ever considered holding a real estate license, she was already shaping the future of her community. With seventeen years of public service experience, including leadership at the executive level, she spent her career solving problems, advocating for people, and helping systems work better for those who rely on them. But behind the scenes, another passion was quietly growing. After five years as a real estate investor, Natisha noticed something important: a gap. "I saw a lack of education and resources available to investors," she says. Instead of accepting it, she decided to become the solution.

Her transition into real estate was a bold leap of faith. "Stepping out on faith to build and grow my real estate business has been one of my biggest challenges,"

she shares. Yet that leap aligned perfectly with her mission of helping people build wealth and gain financial freedom through property ownership.

As a new agent at Coldwell Banker Commercial Prime Properties, Natisha is currently focused on what she knows best: multifamily and mixed-use investment properties. She approaches real estate with the same strategic mindset she applied in public service, guiding clients through complex decisions with clarity and confidence. Her favorite part of the business is simple and powerful. "I love assisting people in gaining financial freedom," she says. "Real estate can truly change lives."

Mentorship at her brokerage has been a game-changer, giving her

the foundation to grow quickly in a competitive field. Her definition of success reflects her deep sense of purpose. "Success means the ability to transform multiple lives at the same time," she says. "To use my influence to change laws, change lives, and make a lasting impact." This belief has been her guiding light in building her brand: Real Estate with a purpose. Impact. Innovation. Legacy.

Looking ahead, Natisha aims to dominate her niche as the go-to agent for investors. She continues to serve the community as a board director for the New York State Real Estate Board, the Albany County Land Bank, the City of Albany Commission on Human Rights, and the Albany Black Chamber of Commerce.

CAROLINE BAKER

Age: 34 | Years in Real Estate: 2
2025 Sales: \$1.32M



Coldwell Banker Prime Properties

PHOTO COURTESY OF GREG BARRETT

Caroline Baker entered real estate with a clear purpose: to build something meaningful while staying deeply connected to people and community. She was drawn to a career that offered challenge, growth, and the opportunity to help others reach milestones they once believed were out of reach. "I wanted a career that allowed me to build something meaningful—something based on relationships, community, and growth," she says.

Before real estate, Caroline built her professional foundation in customer service, specializing in communication, client support, and process efficiency. That background continues to shape how she works today. Clients appreciate her thoughtful approach,

clear explanations, and consistent follow-through. She takes pride in creating an experience where people feel informed and confident at every step, not rushed or pressured.

One of the most defining challenges Caroline has faced is balancing motherhood, personal responsibilities, and the demands of a growing business. There were moments when the weight of it all felt overwhelming, but those experiences strengthened her discipline and resilience. "That experience taught me true strength—showing up even on the days when it's hard," she shares. The lessons she learned during that season now influence how she supports clients navigating stressful or emotional decisions.

Caroline's approach to real estate is rooted in empathy and advocacy. She is patient when clients need clarity, assertive when they need protection, and unwavering in her commitment to doing what is right. To her, success extends beyond numbers. "It's not just about numbers; it's about impact, balance, and becoming the best version of myself," she says.

Looking ahead, Caroline is focused on growing her business, building deeper community connections, and eventually investing in properties of her own. With purpose guiding her path, she continues to create a career defined by service, integrity, and long-term vision.

JESSICA BAXTER

Age: 35 | Years in Real Estate: 5
2025 Sales: \$17.7M



Keller Williams

Jessica Baxter brings heart, energy, and intention into everything she does in real estate. From the very beginning, she knew this career would be more than a paycheck or a title. "This isn't just my job; this is my passion," she says. What drives her most is the ability to make a real, lasting impact on people's lives, not just during a transaction, but long after the keys are handed over.

Before real estate, Jessica built a career in marketing for an engineering firm, where she honed her skills in communication, strategy, and brand positioning. That background continues to serve her well today. She understands how to tell a home's story, connect with the right audience, and guide clients through the process

with clarity and confidence. Her marketing mindset allows her to think strategically while still keeping people at the center of every decision.

One of the biggest challenges Jessica has navigated is balancing a demanding career with raising a young child. That season required her to slow down, reassess, and learn to ask for help. Those lessons ultimately led to building a team and hiring a virtual assistant, a move that transformed how she operates. With the right support in place, Jessica was able to grow her business while protecting the time and energy she values most.

Jessica doesn't approach real estate as a traditional salesperson. "I'm not

a salesperson. I'm an educator," she explains. She believes clients deserve to understand every step of the process and feel empowered in their decisions. Education, transparency, and trust are central to how she serves, whether she is working with first-time buyers or seasoned homeowners.

Success, to Jessica, is deeply personal. "Success means being happy," she says. Not every day is easy, but each challenge brings lessons that shape her into a stronger Realtor and business owner. Looking ahead, Jessica is focused on continuing to grow her referral pipeline and becoming a household name in the Capital Region. With passion leading the way and people always first, she is building a business designed to last.

SAMARA BOLAND

Age: 25 |
Years in Real Estate: 5 |
2025 Sales: \$5.67M



Vera Cohen Realty

Some real estate careers begin with a plan. Samara Boland's began with a moment. In the middle of a global shutdown, with her former cosmetology career on pause and the world standing still, she found herself searching for a home for her growing family. Instead, she discovered her calling. A single comment from her agent changed everything. "You should really be doing this for a living," she told her. Samara took the course the next day, earned her license two weeks later, and never looked back.

Before real estate, Samara built a career as a traveling freelance cosmetologist, working on movie sets, fashion shows, and high-pressure productions. Those years taught her precision, professionalism, and the

art of connecting with people quickly and deeply. Real estate became the perfect extension of those skills.

One of her biggest challenges came two years ago, when a sudden job loss in her household collided with the final weeks of her pregnancy. "I had never closed more than five hundred thousand in a year," she says. "But I knew our family needed stability." From her bed, she coordinated with agents at her previous brokerage and pushed herself to perform under extreme pressure, surpassing one million in sales by April. The experience reshaped her belief in what she was capable of and reinforced the power of community. Today, she credits the support of Vera Cohen Realty for helping her grow even faster.

Samara's favorite part of the job is helping people see potential they never imagined, both in homes and in themselves. She has built an approachable brand as the Bucket Hat Realtor, removing intimidation from the buying process and empowering clients who never thought homeownership was possible.

Her goals ahead blend ambition and impact: reaching \$16 million in sales, expanding her mentorship vision, and one day establishing a foundation to fund accessible emergency housing for women fleeing domestic violence.. With creativity, resilience, and heart guiding every step, Samara is building something far bigger than a business. She's building a legacy.

JORDAN BRUSTLE

Age: 33 | Years in Real Estate: 4
2025 Sales: \$11M



K Company Real Estate Team | Keller Williams Platform

Jordan Brustle never imagined real estate would become the avenue that shaped his life, yet the decision felt right from the start. He wanted to build a better future for his family and create meaningful freedom in his days. As he puts it, "I wanted to work for myself and provide a better life for the people I love."

Before real estate, Jordan served as a Youth Pastor at Grace Fellowship Church in Saratoga, guiding students through important seasons of growth. The experience taught him how to listen with compassion and lead with patience. He believes that those years prepared him well, saying, "My background in ministry helped me connect with people in a real and genuine way."

His leap into full-time real estate brought real pressure, yet it also revealed his resilience. Jordan entered the field with no safety net and relied on steady commitment to move forward. He showed up each day ready to learn, work, and stretch beyond comfort. That willingness to grow transformed the challenge into momentum that pushed his career ahead. Additionally, strong support from his teammates and friends on the K Company Real Estate Team is what helped him grow exponentially in his sales over the last few years.

Today, Jordan is known for a relationship-driven style that centers on trust. He approaches each client

with sincerity and focus, treating their goals as if they were his own. He enjoys the fact that each day is different and welcomes every new challenge with determination. His calm approach and genuine care set him apart within a fast-paced industry.

Beyond the work, Jordan hopes to help his family pursue real estate ventures together. He aims to buy his first investment property and increase his production to sixty units. Through every step, he remains grounded in faith. As he says, "Success to me is honoring God and giving Him all the glory." His journey reflects purpose, heartfelt service, and growth.

GABRIELLA CATENA

Age: 28
Years in RE: 4.7
2025 Sales: \$9M



Empire Real Estate Firm LLC PHOTO COURTESY OF DANIA BENMOSCHÉ

Gabriella Catena did not step into real estate looking for the spotlight. She stepped in prepared, observant, and already fluent in how the business worked. Long before she became licensed, she was immersed in the industry through roles in real estate marketing and development, quietly learning by watching others operate.

“I was always in the background and learned a lot by just listening and taking in different experiences,” Gabriella shares. That behind-the-scenes perspective gave her a strong foundation and a clear vision of the kind of agent she wanted to become.

Before transitioning into sales, Gabriella worked in marketing for two real estate brokerages, where she developed a deep appreciation for systems, communication, and client experience. Those early roles shaped how she runs

her business today. Every process is intentional, and every client interaction is treated with care and clarity.

Independence has been a defining theme throughout Gabriella’s life. From a young age, she learned to rely on herself, solve problems quickly, and take initiative rather than wait for answers. That mentality now shows up daily in her real estate practice. “When an issue arises, I take that as an opportunity to problem-solve and figure it out,” she explains. Her clients benefit from that calm, proactive approach, especially when transactions become complex.

With nearly five years in the business, Gabriella closed 82 transactions and generated more than \$23 million in sales volume over the past two years, continuing to build a reputation for reliability and strong communication.

She believes that customer service and experience matter just as much as results. For her, success is deeply personal. “Success means loving what I do and doing the job well,” she says. That mindset keeps her grounded and focused on long-term fulfillment rather than constant hustle.

Looking ahead, Gabriella is prioritizing organization, balance, and sustainability. Her goals include hiring administrative support, refining her systems, scheduling intentional time off each quarter, and expanding her digital marketing presence to continue connecting with clients in a meaningful way.

Steady, thoughtful, and self-driven, Gabriella Catena is building a business that reflects who she is. One rooted in consistency, care, and a genuine love for the work she does.

ALEX COOLEY

Age: 33 | Years in Real Estate: 11
2025 Sales: \$19M (Individual Volume)
\$40M (Team Volume)



The Capital Region Team | Compass PHOTO COURTESY OF KRISTI BENSON

Some people stumble into their calling, but for Alex Cooley, it began with a front-row seat to the industry. He started his career as an administrative assistant in a bustling Saratoga Springs brokerage, and it did not take long for him to realize that real estate had captured his interest. “I saw how other Realtors were changing people’s lives and creating a great life for not only themselves, but their clients,” he says. “I knew I wanted to be part of that.”

Those early administrative years became the foundation that set Alex apart from the rest. He spent his days learning contracts, ethics, laws, and workflows directly from some of the top Realtors in the Capital Region. The mentorship shaped his approach, and he still looks back on it with gratitude. It gave him clarity, confidence, and the kind of behind-

the-scenes knowledge most agents spend over a decade trying to obtain.

Stepping into sales at just twenty-one brought challenges of its own. Alex had to prove himself in an industry filled with seasoned professionals, all while trying to build a client base from scratch. After working as a real estate admin and completing a few deals a year, Alex teamed up with Monika Cronin, who was starting to make a name for herself. He began working as her transaction coordinator, doubling both of their deals with consistent workflows, marketing, and more. The transaction coordinator role, combined with his prior admin experience, was the magic key to their success!

Today, Alex is known for his vast knowledge (especially with VA

clients), negotiation strength, creative problem-solving, and unwavering commitment to his clients. He thrives on the moment he can hand over the keys, knowing he helped someone achieve something meaningful. He remains grounded, saying, “I’m not better than anyone else, not worse than anyone else—simply different.”

Looking ahead, Alex hopes to help grow his team at Compass and surround himself with agents who challenge, motivate, and support one another. Personally, he hopes to travel the world with his partner, explore new cultures, and add to his ongoing list of dream destinations. His definition of success is simple: wake up grateful, love what you do, and appreciate the people who support you every step of the way.

CAITLIN CUCCHIELLA



Hunt ERA Age: 38 | Years in Real Estate: 9 | Career Overall Sales: \$70M+

Before Caitlin Cucchiella ever helped a client unlock a front door, she spent her days on the field coaching Division I women’s soccer — leading, strategizing, and pushing others to reach their highest potential. She loved the energy and the purpose, but as her kids grew, something inside her shifted. She wanted a life with more flexibility, more weekends with family, and more control over how she spent her days. Real estate became the path that offered all of that and more. “I wanted to create a lifestyle I was proud of for my family,” she says.

Her competitive background turned out to be a perfect foundation. The focus, discipline, and drive she brought to coaching easily translated into navigating negotiations, managing clients, and staying calm under pressure. And she would need every

bit of that strength during one of the most difficult chapters of her life.

After a contractor stole two hundred twenty-five thousand dollars from her family, Caitlin found herself forced into an unexpected role. “I had to step in, learn how to be a general contractor, and manage the site myself,” she says. She doubled down on her business to keep the project alive, gaining hands-on experience in project management, budgeting, and luxury home construction. The challenge changed her. It sharpened her skills, strengthened her resolve, and gave her unmatched insight into the building process.

Today, Caitlin is known for her meticulous eye, design talent, and marketing expertise. She believes every

listing deserves to be presented as an experience, not just a home. Video, storytelling, staging, and social presence are the tools she uses to help buyers imagine their lifestyle in each space.

Her goals look beyond production. She aims for freedom — financial peace, time with her kids, meaningful travel, and a life built around choice rather than obligation. “Success is joy, balance, and being able to live on your own terms,” she says.

From the soccer field to the real estate market to the construction site, Caitlin has turned every challenge into power — and every chapter into purpose.

ELEANOR LINDA CUSMA

Age: 36
Years in Real Estate: 13
2025 Sales: \$2.74M



Berkshire Hathaway HomeServices Blake, Realtors®

PHOTO COURTESY OF WENDY SCHARN PHOTOGRAPHY

Long before she ever walked a buyer through a home or launched a listing campaign, Eleanor “Linda” Cusma was already shaping the foundation of her real estate career behind the scenes. She spent her early years in the industry answering phones, organizing systems, and absorbing everything she could as an admin. What she did not yet realize was that those years were quietly preparing her to become the well-rounded professional she is today.

As she moved into marketing roles, Linda discovered the creative side of real estate. Graphic design, photography, staging, and branding all came naturally to her, and she quickly became the person others turned to when they wanted a listing to shine. “I have such a passion for marketing homes and connecting

buyers with the right spaces,” she says. Her own experience purchasing her first home at just twenty-two pushed her even further. It sparked her belief in real estate as a path to long-term wealth and fueled her desire to guide first-time buyers with clarity and confidence.

Earning her license in 2017 allowed her to merge everything she had learned. Today, Linda is both an Associate Real Estate Broker and the Director of Marketing at Berkshire Hathaway HomeServices Blake, Realtors®, balancing leadership, creativity, and client work with ease. Staying current in a fast-moving industry has been one of her biggest challenges, but she believes that consistency is the key to staying relevant. “Building a

brand takes time,” she says. “Great habits and long-term vision matter.”

Her goals are ambitious yet grounded. She hopes to become a Top 10 percent agent in the region and eventually mentor younger agents. Travel, family memories, and continued personal growth are also high on her list.

Linda’s commitment to service extends beyond real estate. She serves as Vice President of the Board of Directors for the Moreau Community Center and Vice President of the South Glens Falls Chamber of Commerce. Whether she is supporting a client, a colleague, or her community, her work is driven by genuine care and a passion for helping people move forward.

SEAN DALEY

Age: 32 | Years in RE: 7 | 2025 Sales: \$10M



Empire Real Estate Firm

Sean Daley's path into real estate did not begin with sales goals or commissions. It started with ownership. In 2018, Sean began investing in real estate himself, learning firsthand how properties perform, how numbers move, and how decisions ripple long after the paperwork is signed. Shortly after, Sean partnered with a local Real Estate Agent and Investor, Giovanni Lisi. Through his partnerships and personal investments, Sean became licensed in 2020, as real estate was already a personal interest.

"I fell in love with real estate after I started investing myself," Sean says. That passion quickly expanded beyond his own portfolio into a desire to help others grow through the same vehicle. Today, Sean focuses on building agents on his team. Training and teaching agents how to work

with buyers, sellers, and investors by providing them the tools and resources to build their personal network, network, and scale a business.

Sean brings a rare dual perspective to the table. As a CPA who remains active in tax accounting and a real estate investor with roughly 120 units and more than 20 flips per year, he understands the full lifecycle of a deal. "I know the ins and outs of how to buy, operate, manage, and liquidate efficiently and effectively," he explains. That depth allows him to guide clients, agents, and team members through decision-making with clarity, especially when tax strategy and long-term planning are at stake.

One of Sean's proudest accomplishments has been helping launch and grow

Empire Real Estate Firm as a partner. Building the firm challenged him professionally and personally, but it also reinforced his commitment to education, leadership, and scalable growth across the Capital Region and beyond.

Looking ahead, Sean plans to grow his personal Real Estate Portfolio, continue to develop his agents at Empire Real Estate Firm, and free up his time to spend it with his wife and three beautiful kids. When not working hard on his personal investments or helping others, Sean is also deeply invested in youth hockey, supporting local organizations that give his seven-year-old son and others the chance to grow through the sport.

EMILY DESSINGUE

Age: 33
Years in Real Estate: 6
2025 Sales: \$10.66M



Berkshire Hathaway Blake, Realtors

Emily Dessingue never planned a career in real estate. In fact, when her husband first suggested it, she brushed the idea aside. It was not until she decided to try it for herself that everything shifted. "I needed a change," she says. "Once I got into it, I realized real estate was the perfect blend of business development, helping people, and entrepreneurship."

Before becoming an agent, Emily built her professional foundation in leadership and service-focused roles. She worked at the SEAT Center, a nonprofit dedicated to social enterprise and training, and previously served as Director of Business Development for multiple companies. Those

experiences shaped her confidence, sharpened her execution skills, and prepared her for the demands of running her own business.

One of the most defining challenges in Emily's career came not from a setback, but from success. Nearly doubling her business in a single year forced her to adapt quickly. "Growing pains are real," she says. "Learning how to manage that kind of growth while still giving every client the best experience was a huge learning curve." The experience reinforced her belief that time management and structure are essential to sustainable success.

Emily is known for her bias toward action. When she has an idea, she moves. "I'm not afraid to fail," she says. "If something doesn't work, I shake it off and try something else." Social media has become one of her most effective tools, allowing her to build genuine connections and generate business by showing up authentically.

At her core, Emily is driven by trust. Helping clients navigate one of the largest investments of their lives is something she approaches with care and intention. Looking ahead, she aims to remain a top producer in her company and continue to help train and mentor new agents.

JORDAN GIGLIOTTI

Age: 32
Years in Real Estate: 3
2025 Sales: \$11M
(Sold and Pending)



Keller Williams Platform

Some people enter real estate to follow a path. Jordan Gigliotti entered it to transform one. From his very first day, he made it clear that he was not here to blend in. He was here to challenge the norms, raise standards, and push the industry to be better for the people it serves.

Before real estate, Jordan worked as an executive director for a local nonprofit, serving communities facing food insecurity, housing instability, and limited resources. He also spent years serving tables, an experience that sharpened his emotional intelligence and ability to connect with people from all walks of life. Those roles shaped the core of how he operates today. He leads with

empathy, creativity, and an unshakable belief that every person deserves an advocate who genuinely cares.

One of Jordan's defining moments came during a nearly impossible transaction. Both attorneys agreed the deal could not close, and the buyers were prepared to walk away from a major loss. Jordan refused to accept defeat. He searched for solutions, challenged assumptions, and kept pushing long after others would have stopped. After months of persistence, they made it to the closing table. That experience taught him that success in real estate requires faith, relentless effort, and a willingness to think beyond the expected.

Jordan's favorite part of the career is the unlimited growth potential. He thrives on the idea that his success is entirely determined by the work he puts in. Outbound sales have been the biggest game-changer for his business, giving him a platform to build momentum quickly.

Looking ahead, Jordan dreams of building a multistate real estate company producing two hundred fifty million dollars annually, transacting in New York City, and one day speaking on the PBD podcast. He also continues to support the Eden's Rose Foundation, staying connected to the community work that shaped him.

MOONRANI GINNEL GUMANI

Age: 36 | Years in Real Estate: 5
2025 Sales: \$9M



Miranda Real Estate Group

PHOTO COURTESY OF TAMMY LOYA

Moonrani Ginzel Gumani's journey into real estate began with a desire for balance and belief. As a mother of young children, she wanted a career that allowed her to be present for school drop-offs, activities, and everyday moments, while still challenging her to grow beyond her comfort zone. "I wanted to have my own schedule, be my own boss, and push myself to do things I never thought I was capable of," she says.

Before real estate, Moonrani spent years in the medical field, most recently working remotely as a Team Lead Community Health Worker for United Healthcare. The role sharpened her compassion, communication skills, and ability to guide people through complex situations. Still, stepping into real estate required a leap of faith.

Coming from a completely different industry, her first challenge was internal. "The biggest challenge was believing in myself," she says. "I wasn't sure I had it in me to be successful."

That self-doubt extended beyond business. Naturally shy and uncomfortable in front of cameras, Moonrani once avoided public speaking altogether. Real estate changed that. Through consistent video content and showing up online despite fear, she found her voice. Today, videos are second nature, and earlier this year, she spoke as a panelist in front of 300 people at a major success summit. "You never know what you're capable of until you try, fail, and try again," she says.

Moonrani's success is rooted in relationships. She takes pride in guiding

first-time buyers, many of whom are the first in their families to own a home, and in advocating fiercely for her sellers. Her clients do not feel like transactions. They become family.

After earning President's Club honors two years in a row, Moonrani is now focused on building a lasting legacy. Her goals include obtaining her broker's license, opening a family-owned hardware store with her husband, and eventually launching her own brokerage in both the U.S. and Guyana one day. At the heart of it all is one clear definition of success. "It's building a business that grows sustainably," she says, "not just for me, but for my family." She notes, "In everything that I do, my belief and faith in God is the head of it all. I am nothing without him and his guidance and favor."

RYAN GOCOOOL

Age: 29 | Years in RE: 1
2025 Sales: \$4.2M



Miranda Real Estate Group, Inc

Ryan Gocool did not enter real estate looking for a shortcut. He stepped in already fluent. Growing up in a family of real estate investors, he saw firsthand how properties were acquired, improved, and managed long before he ever considered becoming licensed. Getting his real estate license was simply the next logical extension of a business that already felt familiar.

“I decided to get licensed as another arm for the family business,” Ryan shares. But once word spread beyond his inner circle, something shifted. Clients outside the family began calling, and Ryan realized he had found his lane.

Before becoming an agent, Ryan worked strictly as an investor and property owner, a role that gave him a deep understanding of how deals function beyond the contract. That

hands-on experience shows up most clearly in competitive situations. Ryan thrives in fast-moving, high-pressure environments, especially multiple-offer scenarios. “I love the tense, competitive multiple offer situations,” he says, admitting with a smile that winning them is part of the thrill.

What truly sets Ryan apart is perspective. He has navigated maintenance headaches, tenant challenges, and renovation decisions firsthand. “I have seen and dealt with every personality, every real estate process, and every maintenance issue imaginable,” he explains. That experience allows him to anticipate problems before they arise and guide clients with confidence.

Ryan has also pushed himself personally. Once uncomfortable speaking in front

of groups, he committed to practicing, recording himself, and showing up anyway. That discipline mirrors how he runs his business today. One daily habit has made the biggest difference. Writing down goals, tasks, and priorities at the beginning and end of each day keeps him focused and accountable.

Looking ahead, Ryan’s vision is clear. He aims to buy and renovate six properties in 2026 and eventually own a 30-plus-unit building branded by his family. For Ryan, success is not flashy. “Success to me is achieving comfort, happiness, and control of your time.”

With investor instincts, competitive drive, and disciplined habits, Ryan Gocool is building momentum quickly and intentionally, one win at a time.

NATASHA GOLAS

Age: 22
Years in Real Estate: 1
2025 Sales: \$219,500



Red Dog Team, Howard Hanna

PHOTO COURTESY OF YULIYA LOYTRA

For many agents, real estate is a second or third career. For Natasha Golas, it began before most people her age even knew what they wanted to do. At just twenty-two, she stepped into the industry in June 2025 with a simple motivation — helping people find a place where their lives could unfold. Her path didn’t start in an office or in a classroom. It started in a local gym, where she spent years getting to know people, listening to their stories, and learning how to build trust one conversation at a time. “Working there taught me the value of personal relationships,” she says. “I use that every day in real estate.”

Entering the industry so young came with challenges, especially overcoming self-doubt. Natasha had to learn to

trust her instincts and step outside her comfort zone. “I learned the importance of resilience and believing in my abilities,” she shares. That shift allowed her to see that success wasn’t about age or experience — it was about heart, effort, and the willingness to grow.

Her favorite part of the job is connecting with clients and guiding them through such a meaningful milestone. Helping someone find their dream home is more than business to her. It is the purpose. “Seeing their excitement and satisfaction makes everything worth it,” she says.

What sets Natasha apart is her commitment to truly understanding each client’s needs. She approaches every interaction with empathy, positivity,

and enthusiasm, blending her customer service background with her natural ability to make people feel supported.

Looking ahead, Natasha hopes to continue expanding her client base, sharpen her digital marketing skills, and travel to new places that broaden her perspective. She measures success not just by accomplishments, but by happiness, growth, and the meaningful experiences she creates along the way.

As part of the Red Dog Team, Natasha is proud to help support local animal shelters, reflecting her compassion both inside and outside the industry. Young, driven, and deeply people-focused, she is building a career rooted in service, connection, and possibility.

SHAYNA GOODSON

Age: 33
Years in Real Estate: 10
2025 Sales: \$30.4M



The Shayna Goodson Team | Oxford Property Group LLC

PHOTO COURTESY OF MOLLY ROSE PHOTOGRAPHY

For Shayna Goodson, real estate has always been about more than properties. It’s about people, purpose, and the power of finding a place to truly call home. What drew her in a decade ago still inspires her today—the opportunity to guide someone through one of the most meaningful decisions of their life. “Helping people find their home never gets old,” she says. “It’s incredibly rewarding.”

Before launching her career, Shayna spent years working nights at the Village Pizzeria, where she learned the foundations of hard work, multitasking, and delivering great service. The fast-paced environment taught her how to stay composed under pressure, connect with people from all walks of life, and juggle multiple

responsibilities at once—skills that later became invaluable in real estate. Those early experiences didn’t push her away; instead, they shaped her work ethic and fueled her desire to build something even bigger for her future.

Across her career, Shayna has faced her share of complicated transactions, each requiring strategy, communication, and quick problem-solving. Rather than buckle under pressure, she learned how to keep deals together with a calm, proactive approach. “There were challenging moments,” she says, “but I always found a way through.” Those experiences sharpened her confidence, grit, and ability to navigate any obstacle.

Today, Shayna leads a thriving team of driven, energetic agents who mirror

her go-getter spirit. She is known for her tenacity, her refusal to accept “no,” and her commitment to creating smooth, successful experiences for her clients. She loves watching clients become friends—and often, like family—long after the closing table.

Looking ahead, Shayna hopes to continue growing her team, embrace last year’s achievements, and embrace new adventures both personally and professionally. Her biggest dream is simple yet profound: to make her son proud and to show him what persistence can build. With Greece on her bucket list and new opportunities on the horizon, Shayna moves into each year with excitement, heart, and unwavering determination.

MICHAEL GUCCIARDO

Age: 39
Years in Real Estate: 4
2025 Sales: \$5M



Anthony Gucciardo Team, Gucciardo Real Estate Group

For most people, the road to real estate does not begin under studio lights. But for Michael Gucciardo, the first chapter of his professional life unfolded on movie sets in Los Angeles and New York City. He spent years working as a union actor with SAG-AFTRA and in the Directors Guild of America (DGA), where he accumulated more than 600 days on numerous TV shows and films. Immersed in scripts, casting calls, and the fast-paced energy of the entertainment world, he learned discipline, communication, and how to perform under pressure. He has appeared in shows such as Boardwalk Empire, The Deuce, The Dark Knight Rises, and, most recently, The Devil Wears Prada 2.

What he did not expect was that this experience would prepare him for a second career he would come to love.

Michael’s shift into real estate began when family needs brought him back to Upstate New York. It was a major transition, but it did not take long for him to discover that his people-first approach translated perfectly into the industry. Real estate allowed him to build relationships, work closely with families, and provide steady support during significant life changes. “I enjoy working with others and helping families through difficult times,” he says. “Helping a family member who has lost a loved one is never easy.”

One of the biggest lessons he has learned in the business is not taking things personally. The industry can be unpredictable, but maintaining perspective has allowed him to stay grounded and confident.

Michael credits much of his growth to working alongside his older brother, Anthony. “Working for my brother has been the biggest game changer,” he says. Being part of a seasoned, high-performing team has pushed him to refine his skills and set bigger goals.

In his downtime, he enjoys spending his time with his wife, Megan, and their German Shepherd, Hogan.

Looking ahead, Michael has his sights set on closing \$20 million in volume on his own next year, continuing to elevate his craft, and becoming the best agent he can be. He also remains committed to supporting organizations close to his heart, including SAG-AFTRA, St. Jude, Ronald McDonald House, and the Westchester Medical Center burn unit.

DAVID IOELE

Age: 32 | Years in Real Estate: 7.5 | 2025 Sales: \$11.7M



Gateway Realty Solutions

PHOTO COURTESY OF DONNA MARTIN

Some people step into real estate. David Ioele grew up in it. Surrounded by open houses, negotiations, and his mother's long-standing career, he learned early what dedication and client care look like. His mother spent 30 years as a licensed Realtor after running a successful appraisal business, began selling when David entered high school, and now continues her work with Gateway. That upbringing helped shape not only his work ethic but also his vision for the industry. Real estate became the perfect blend of independence, leadership, and community impact.

Before beginning his real estate journey, David pursued a different passion. He was an aspiring golf professional, and that competitive spirit never left. Today, he channels the same intensity into serving his agents, clients, and

investors. For him, winning is not about trophies. It is about helping people reach the goals that matter most to them.

One of David's greatest challenges became one of his greatest victories. What began as investor clients grew into business partners, and together they expanded a small portfolio of 50 doors into a property management company with nearly 300. Just last year, they did 123 rentals, generating \$116k in revenue. Then, starting the brokerage added a new test. He had never been a top producer, and earning the trust of experienced agents has required resilience, confidence, and proof of leadership. During a market boom, he closed about \$5 million in 6 months before pausing production to run the property management company full-time. Three years later, Gateway Realty Solutions is continuing to grow under his leadership.

David's favorite part of the job is helping people achieve their goals, whether it is a first-time buyer, an investor, a renter, or an agent on his team. He believes success is building a respected brand, maintaining the freedom to pursue meaningful projects, and seeing everyone around him thrive.

Looking ahead, David hopes to become a staple in his local communities, with two new offices in Mayfield and his hometown of Johnstown, while continuing to grow his company's presence across Fulton and Montgomery County and the Capital District. He also plans to compete in upcoming golf tournaments and stay active in community events and charitable efforts. Although not a member of the Lions Club, he frequently participates in their charity initiatives and is passionate about making a meaningful impact locally.

LUKE KHACHADOURIAN

PHOTO COURTESY OF DANIA ALYSE PHOTOGRAPHY



Keller Williams Platform | K Company Real Estate Team

Age: 32 | Years in Real Estate: 10 | 2025 Sales: \$31.8M (Team)

Luke Khachadourian got into real estate with a clear vision of what he wanted life to look like. From the beginning, the goal was freedom. "To earn the right to have freedom in all areas of my life," he says. Real estate gave him the opportunity to build a career where effort, discipline, and values determined the outcome, and he has been all in ever since.

Luke's journey started early. While in college, he mowed lawns and delivered pizzas, earning a business management degree and stepping directly into real estate as his first true profession. The early years were challenging and filled with self-doubt, but Luke embraced the grind, learning firsthand that this business gives back exactly what you put into it.

One of the most defining moments of Luke's life came in 2017 with the loss of his father to cancer. At just 24 years old and still new to the industry, Luke experienced both deep grief and powerful clarity. The flexibility real estate provided allowed him to spend precious time with his dad, who had inspired him to work for himself. After a period of mourning, Luke made a decision to honor that legacy by fully committing to his vision. "I couldn't control my Dad's diagnosis and death, but I can control the actions I take every day," he says. That mindset became the foundation for building K Company Real Estate Team alongside his brothers and close friends.

Today, Luke's favorite part of real estate is the people. Clients, agents, and vendor

partners often become lifelong friends, united by shared values and a belief that business can be both meaningful and enjoyable. His personal mission is deeply rooted in service, faith, and integrity. "I believe honesty and integrity with others and self are more important than making money," he explains.

To Luke, success means helping others grow. "By helping enough people reach their goals, I will inevitably achieve my own," he says. Looking ahead, Luke is focused on growing his team, expanding his rental portfolio, and starting a family with his wife. With discipline, gratitude, and purpose guiding every move, he continues to build a life of intention and impact.

KRISTIAN KHACHADOURIAN



KW Platform | K Company Real Estate Team

PHOTO COURTESY OF DANIA BAGYI

Age: 28 | Years in Real Estate: 8 | 2025 Sales: \$4.93MM

Kristian Khachadourian approaches real estate with a long view. From an early age, he knew he wanted to work for himself and build toward something lasting. While studying in college, he earned his real estate license as a step toward investing, only to discover that sales offered a powerful path to the future he envisioned.

Before entering the industry, Kristian spent years in manual labor throughout high school and college. That experience shaped how he shows up today. Hard work, consistency, and follow-through were not concepts; they were daily requirements. Those lessons continue to guide him as he navigates a fast-paced, demanding business.

Kristian views most challenges as mental or self-imposed limiting beliefs. "To develop the belief that no challenge is insurmountable," he says, became a defining mindset. Instead of being discouraged by setbacks, he began viewing them as confirmation that he was moving forward. Rejection, in his eyes, is simply part of the process.

What Kristian enjoys most about real estate is the human side. Meeting new people, listening to their goals, and figuring out how to help them move forward is where he thrives. His clients feel his intent and care from the first conversation. He is committed to staying the course with them, pushing through challenges, and seeing things through to the end.

Success for Kristian is deeply personal and rooted in integrity. "Doing what I say I will do is success," he explains. Progress toward a clear vision matters more than short-term outcomes. One of the biggest shifts in his business came from focusing on the work itself rather than the results, trusting that effort compounds over time.

Looking ahead, Kristian's goals are both personal and purposeful. He aims for consistent growth personally and professionally while continuing to strengthen his mind and body. With discipline, clarity, and steady momentum, he continues to build a career guided by progress, resilience, and intention.

NICHOLAS KHACHADOURIAN



KW Platform | K Company Real Estate Team

PHOTO COURTESY OF DANIA ALYSE PHOTOGRAPHY

Age: 34 | Years in Real Estate: 7 | 2025 Sales: \$7M

For Nicholas Khachadourian, real estate became a vehicle for freedom, purpose, and long-term vision. Inspired by watching his brother Luke begin his career straight out of college, Nick saw the industry's potential early. "I became a real estate agent originally for the freedom and flexibility," he says, "and for the ability to help others achieve homeownership."

Long before entering real estate, Nick worked in his father's car audio and 12-volt accessories business, starting as a teenager on the sales and service side. He sold and helped design custom audio systems for vehicles, boats, and RVs, along with products like remote starters, radar detectors, and backup cameras. The experience shaped his work ethic, entrepreneurial mindset,

and lifelong passion for vehicles, which remains strong to this day.

One of the most defining moments of Nick's life came in 2017 with the loss of his father. The experience forced him to navigate business, grief, and personal growth without the person he leaned on most. "I learned that asking for help is not a sign of weakness," he says. "Being more vulnerable actually helps others who are struggling, and it helps me too." Watching his father build a business, protect his family, and persevere through challenges remains Nick's greatest motivator as he works toward creating a legacy for his own future family.

Today, Nick approaches real estate as an advisor rather than a salesperson.

He focuses on understanding his clients' perspectives and helping them think years ahead when making decisions. His favorite part of the job is overcoming complex challenges and watching the relief or excitement that follows. "Seeing the weight lifted off their shoulders," he says, "that gratitude is what keeps me motivated."

A major game-changer in his business has been Andy Frisella's 75 Hard challenge, which instilled daily discipline that carries into his work. Looking ahead, Nick aims to exceed 40 transactions annually, invest more heavily in real estate, and continue pushing his limits, both professionally and personally.

GIOVANNI LISI

Age: 27 | Years in Real Estate: 9
2025 Sales: \$89.2M (Personal and Team/Brokerage)



Broker/Owner/Partner | Empire Real Estate Firm

For Giovanni Lisi, real estate started as a way to pay for college, but it quickly became the foundation of an extraordinary life. At nineteen, he earned his license while attending Siena College, selling full-time between classes and graduating debt-free because of the business he built. That early success sparked something bigger: a vision for wealth, impact, and legacy far beyond a single career path. "I realized early on that real estate could change my life," he says. "So I ran with it."

Before real estate, Giovanni worked summers at a local golf course, but nearly his entire professional life has been immersed in the industry. By twenty-two, he was recognized as a Rising Star in *Capital Region Real*

Producers. Since then, he has expanded far beyond sales, purchasing more than 120 rental units, flipping two dozen homes a year, and becoming co-owner of the Capital Region Real Estate Investors Association, now home to more than 185 members.

His greatest challenge came at sixteen, when he lost his mother to breast cancer. The loss shaped his drive, his discipline, and his outlook on life. "It taught me to live each day like it's my last," he says. That mindset fuels his relentless work ethic and his commitment to building financial freedom for his family. He wants to be present for every milestone with his future children, and real estate is the vehicle that will

allow that. His hard work is about to pay off as he and his wife are expecting their first child in April.

Since launching the Empire Real Estate Firm this past July, Giovanni and his partners have grown it into one of the fastest-expanding independent brokerages in the Capital Region, now with more than fifty agents. He loves helping agents build wealth and credits their trust for the firm's rapid rise. Empire is projected to reach \$200 million in sales volume in 2026. Looking ahead, Giovanni plans to recruit more top producers, expand his rental portfolio to 200 units, and eventually buy a family beach home in Florida. For him, success means happiness, freedom, and a life without regrets.

DANIEL "DAN" MAHAR

PHOTO COURTESY OF SHANNON GREER



Mahar Real Estate | Age: 38 | Years in Real Estate: 8 | 2025 Sales: \$10M

Some professionals discover their calling early. Others build it piece by piece. For Daniel "Dan" Mahar, the road to real estate was shaped by curiosity, discipline, and an unwavering desire to help people navigate change with confidence. His path may have been unconventional, but every step prepared him for the leader he is today.

Dan's early career included graduating from Pace University with a Philosophy and Religious Studies degree, performing as a stand-up comedian, and later working as a Senior Fitness Specialist. At first glance, the jobs could not be more different than real estate, yet they all shared a common thread. "My job was always to work closely with people," he says. "Building trust,

helping them feel at ease, and guiding them toward their goals." When he eventually returned home to the region he loved, he knew it was time to channel those strengths into something lasting.

Becoming an agent gave Dan the chance to help people through major life transitions. "The only constant in life is change," he often says, a truth that became the foundation of his business. Launching Mahar Real Estate in a competitive market was one of the biggest challenges he has faced, but it also revealed his resilience. He learned the importance of vision, a strong team, and putting people first.

Today, Dan is known for his relentless work ethic and his commitment to delivering results. "I will outwork

everyone. Period," he says. Clients appreciate his direct approach, while agents value the culture of support he continues to build.

His goals for the coming years include expanding into more locations, reaching the Top 100 in the Capital Region, and growing a business where every agent can succeed. Personally, he strives to maintain balance, focus on his health, and support his wife as she trains for her half-marathon.

Whether he is advising clients or leading his team, Dan remains driven by purpose, integrity, and the belief that hard work can create opportunities far beyond expectations.

MARISA MOFFATT

Age: 34 | Years in Real Estate: 10
2025 Sales: \$23.48M



Broker/Owner/Partner, Empire Real Estate Firm

PHOTO COURTESY OF MICHAEL GALLITELLI

Some people grow into real estate slowly. For Marisa Moffatt, the spark was woven into her life long before she ever held a license. As a third-generation Realtor, she grew up watching her father guide clients, write contracts, and build trust through service. Those early memories stayed with her. To this day, real estate remains one of the strongest staples of their relationship. "I find so much joy in helping people and being part of their story," she says.

Before becoming an agent, Marisa earned her bachelor's degree in Communication and Journalism from Marist College and later worked for the federal government. She became licensed in 2016 and earned her broker's license in 2019, expanding both her knowledge and her vision for the future.

Today, Marisa is known for her upbeat personality, professionalism, and the

genuine care she brings to her work. She has helped more than 400 clients and built a strong reputation for communication, energy, and reliability. "I always answer my phone," she says. "My clients deserve to feel supported."

Launching The Moffatt Group brokerage in 2020 with her husband, then expanding again in 2025 to create Empire Real Estate Firm alongside four business partners, Giovanni Lisi, Sean Daley, Marshall Morgan, and Dawn Jacobson, marked a major milestone in her career. Together, they have built a rapidly growing team rooted in collaboration, strong leadership, and service.

Working alongside partners Sean Daley and Giovanni Lisi, whose business mindset and innovative ideas continue to inspire excellence, as well as Dawn Jacobson and Marshall Morgan, known

for their exceptional team-first mentality and commitment to top-tier training and administrative organization, has been an energizing and rewarding experience.

"We are building a true empire for our families, our agents, and our clients," she says.

Looking ahead, Marisa aims to reach \$30 million in sales volume, continue expanding her investment portfolio, and remain fully present as a sports mom to her son and daughter. Her greatest goal is to show her children what dedication, balance, and leadership look like in action.

From family legacy to industry leadership, Marisa continues to build a career defined by passion, resilience, and heart.

KAYLA MOONEY

Age: 29 | Years in Real Estate: 4
2025 Sales: \$9.4M



Howard Hanna | PHOTO COURTESY OF ROBERT KRISTEL

Some careers are chosen with intention. Others reveal themselves in quiet moments, long before a license is earned. For Kayla Mooney, the spark began behind the scenes in mortgage processing, where she saw firsthand how life-changing a home purchase could be. The more she learned, the more she realized something important. "I loved helping people through big moments," she says. "Real estate felt like the next natural step." What she didn't know then was how deeply that decision would shape her life, her family, and her future.

Before becoming an agent, Kayla worked at Maple Tree Funding, gaining rare insight into the financial backbone of a transaction. She later

studied politics and bartended through college, learning to adapt quickly, read people well, and handle pressure with grace. Those skills became invaluable when she entered real estate.

Her biggest challenge came when she learned she was expecting her daughter during the height of building her career. Balancing pregnancy, a growing business, and uncertainty would have discouraged many, but Kayla approached it with determination. "I worried how I'd do it all," she shares. "But I refused to let that stop me." She closed five million that year and is now on track to double it.

Kayla's favorite part of the job is the relationships she builds. Whether she

is leading buyers through a competitive market or guiding sellers to their best outcome, she brings patience, strategy, and care to every step. Her tenacity sets her apart. She adapts quickly, solves problems calmly, and supports her clients with unwavering dedication.

Looking ahead, Kayla hopes to be recognized among the region's Top 100 Realtors and build financial freedom through real estate investing. Personally, she aims to stay present with her loved ones and show her daughter that hard work and heart can build a beautiful life.

For Kayla, real estate is more than a career. It is a way to lift others, secure her family's future, and create a legacy rooted in service and strength.

MARISA MULTARI

Age: 38 | Years in Real Estate: 2
2025 Sales: \$3.5M



Miranda Real Estate Group

PHOTO COURTESY OF RENEE FAHEY
OF FAHEY PHOTOGRAPHY

For Marisa Multari, real estate is not just a career. It is an extension of who she has always been. She has built her life around helping, supporting, and connecting with people, so stepping into a role where those qualities mattered felt natural. "It's about people, not properties," she says. "Being part of their life transitions is something I never take for granted." Before real estate, Marisa worked in a wide range of service-centered roles, from managing banks and salons to helping seniors navigate healthcare, major transitions, and support services. Every position taught her how to listen deeply, bring order to complex situations, and meet people exactly where they are. Those skills carried seamlessly into real estate, where she now guides clients through emotional and often life-changing decisions with steadiness and compassion.

One of Marisa's greatest challenges came when she had to rebuild her career from the ground up. Starting over required grit, reinvention, and trust in her own resilience. She learned that setbacks often become turning points. "Sometimes the biggest redirections are actually blessings," she says. "Your deepest pain can become your greatest offering. Move through that and let the wounds become wisdom, let the hurt become your purpose, and always remember you are a source of joy." That mindset opened the door to a new chapter, one rooted in purpose, connection, and authenticity at Miranda Real Estate Group.

Marisa's favorite part of real estate is the impact she gets to make. She has helped a single mother secure more than \$50,000 in grants to purchase her first home and supported a family in relocating their mother closer to her daughter just before her husband passed

away from cancer. These experiences have shaped her belief that real estate is ultimately about heart, service, and being present when it matters most.

In 2025, Marisa impacted 21 lives, totaling just over \$3.5 million in sales volume. At the January 2026 Miranda Real Estate Kickoff Meeting, she was named the 2025 Community Champion, an honor that reflects her dedication to service and community impact.

Looking ahead, Marisa plans to assist 36 families in 2026, earn her GRI designation, and finally take a long-awaited trip to Hawaii. She hopes to mentor new agents, empower seniors and first-time buyers, and eventually host a gratitude dinner for every client she has ever served. Her definition of success is beautifully simple: if people feel seen, supported, and cared for, she knows she has done her job well.

ASHLEY NAGY

Age: 36 | Years in Real Estate: 8
2025 Sales: \$45+ M



Davies-Davies & Assoc Real Estate LLC

PHOTO COURTESY
OF HANNAH LUX
PHOTOGRAPHY

Ashley Nagy never expected real estate to become her calling. At the time, she was working demanding hours as a biotech production specialist at Regeneron Pharmaceuticals, while her husband traveled constantly as an NHL referee. After buying their first home and loving the process, she took a leap of faith and went to work for their agent. "I thought I was choosing something more flexible," she says with a laugh. "I had no idea how inflexible it can actually be."

Those early years prepared her well for the next chapter. Four years ago, Ashley stepped into the Lake George market with no local reputation and no existing network. She knew she would have to prove herself. Through relentless work, transparent communication, and smart

marketing, she not only established herself but rose to the very top. By 2024, she ranked number three in the Southern Adirondack MLS, number one at Davies Davies, and number fifteen in the entire Greater Capital Region.

Her favorite part of the job is the people. Many clients become close friends, and some feel like extended family. She loves the relationships that form naturally and the trust that grows through time. Her clients describe her as honest, hardworking, and unwavering. One review captured it perfectly: "You mention Ashley, and the immediate response is, she is the best."

Ashley attributes her success to a mix of hustle, honesty, and high-level

marketing. She is known for telling clients the truth, being upfront, and refusing to sugarcoat anything for the sake of a sale. She has also built strong relationships with top local attorneys and lenders who jump in quickly when she calls. Her exclusive photographer and videographer, who was once part of a major media team, now works solely on her listings, giving her a unique marketing edge.

Looking ahead, Ashley is on track for her best year yet. She hopes to continue helping local families, grow her investment portfolio, and spend as much time as possible with her husband and their two boys. Her dream has already begun, retiring her husband at thirty-five, and she is just getting started.

NICOLE PELLEGRINI

PHOTO COURTESY
OF ERIN FORTIN



Howard Hanna - Clifton Park

Age: 37 | Years in RE: 1.5 | 2025 Sales: \$1.1M

If loving houses were a sport, Nicole Pellegrini would have gone pro long before she ever got licensed.

A self-proclaimed HGTV fanatic with a deep appreciation for architecture, construction, and interior design, Nicole's path to real estate was fueled by both creativity and connection. "It's this combination of my love for houses and helping people achieve their goals that ultimately led to my decision to get licensed," she says. Real estate became the perfect place where her passions could meet in a meaningful way.

Before entering the industry, Nicole spent six years running her own marketing and branding business as a freelance content creator, brand strategist, and copywriter. That experience sharpened her ability to tell stories visually and emotionally, skills she now brings directly into

every listing. From staging homes to creating photo and video content, Nicole thrives in the marketing phase, finding what makes a property special and presenting it in a way that resonates with the right audience.

Her entrepreneurial journey was not without challenges. Leaving her first business partnership led to a lawsuit that tested her emotionally and professionally. Nicole stood her ground and ultimately won, an experience that shaped how she shows up today. "Knowing my own worth and trusting myself in the face of a challenge was an incredibly valuable lesson in business," she reflects. That resilience now carries into how she advocates for her clients.

A dreamer at heart, Nicole has no shortage of aspirations. She hopes to one day design and build her own

home, open a themed glamping retreat in the Adirondacks, and possibly blend real estate with events and hospitality. Travel also plays a big role in her future, with destinations like Banff, Germany, Italy, and Thailand still on her list.

A major game changer in her business has been implementing systems and mindset shifts learned from the Hustle Humbly podcast, helping her operate with clarity and confidence.

Looking ahead, Nicole is focused on topping her best month with three closings, finding her first flip project, planning her wedding, and buying a home with her partner. With creativity, heart, and strong momentum, she is building a career that feels just as good as it looks.

LORIETANA PROVENZANO

Age: 38 | Years in Real Estate: 10
2025 Sales: \$5.5M



Howard Hanna Real Estate Services

Some people find real estate by chance. Loretana Provenzano found it through a spark planted decades ago. When her parents purchased their home 30 years ago, her mother mentioned that real estate might be a great career someday. That simple comment stayed with her, tucked away until Loretana bought her own home years later and realized how much she genuinely loved the entire process. The excitement, the problem-solving, the emotion, and the satisfaction all felt natural to her, and she knew she wanted to help others experience the same.

Before stepping into the industry, Loretana worked as a Provider

Relations Specialist at Capital District Physicians' Health Plan Inc. (CDPHP), a local insurance company, a role that strengthened her communication skills and her ability to advocate for people. Those qualities now shape her real estate approach in powerful ways. Her favorite part of the job is guiding clients through one of the most meaningful chapters of their lives. The moment when everything falls into place, and she gets to see her clients' joy, will always be the heart of her work.

Loretana stands out because her motivation has never been tied to numbers or accolades. She cares about people first. She focuses on

their stories, their dreams, and their fears, making sure they feel protected and supported throughout the entire journey. Experiencing the home-buying process herself taught her exactly what clients need, and that empathy has been a major driver of her growth.

Looking ahead, Loretana is committed to becoming a trusted and recognizable name in her community. She hopes to build a business rooted in integrity, relationships, and exceptional service. At the same time, she is striving for balance, peace, and the freedom to live a life she is proud of.

IMRAN QAYOOM



Jandali Realty Age: 20 | Years in Real Estate: 2 | 2025 Sales: \$6.8M

Most people enter real estate after a career change, a degree, or years of planning. For Imran Qayoom, the journey began before he even finished high school. While his classmates were deciding what colleges to apply to, he was studying contracts, learning market trends, and preparing to help families purchase homes. His goal was simple but powerful. "I wanted to help people buy their dream house," he says.

Starting a career at just eighteen years old came with challenges that many agents never face. Imran navigated setbacks early, including lost deals and unexpected hurdles that tested his resolve. Instead of slowing down, he learned to push forward. "Overcoming

challenges and coming back from losing deals taught me a lot," he shares. That resilience has become one of the defining factors of his early success.

Today, Imran has already helped twenty-nine clients purchase homes, closing \$5 million in sales last year. One of the biggest things setting him apart is his ability to speak five languages. "I can help clients who don't understand English," he says, a skill that allows him to serve families who might otherwise struggle through the process. For many of his clients, he is not just an agent but their bridge to homeownership.

His favorite part of the job is seeing clients step into the homes they

once only hoped for. Helping them make that dream a reality keeps him motivated. Success, for Imran, is straightforward. "Being happy with yourself," he says, and his work reflects that simplicity and purpose.

Looking ahead, Imran's goals are ambitious. He hopes to sell 1.5 million more in the coming year and dreams of one day selling 300 homes annually. With determination, focus, and a refusal to take no for an answer, he is carving out a path that is only just beginning.

At just twenty years old, Imran is already proving that drive and heart matter more than age.

RACHEL REILLY

Age: 30 | Years in Real Estate: 5
2025 Brokerage Sales: \$120M



Realty One Group Key

Rachel's path into real estate was shaped by a blend of structure, purpose, and a desire to build something meaningful. Her background at the New York State Comptroller's Office gave her a strong foundation in organization, accountability, and attention to detail, skills that would later become essential to her leadership style and business success.

That vision came to life when Rachel and her husband, Dan, opened Realty ONE Group Key, becoming the first Realty ONE Group office in New York. For Rachel, the brokerage was

never just about transactions. It was about creating a company rooted in integrity, collaboration, and genuine care for both clients and agents.

Rachel's strengths complemented Dan's experience in construction and sales, creating a balanced partnership. While growth and relationships fueled the business, Rachel focused on building strong systems and a sustainable foundation. Together, they helped grow the brokerage past \$100 million in sales and support more than 55 agents.

Becoming a mother brought a deeper sense of perspective and purpose to Rachel's life. Welcoming her daughter, Sofia, reinforced the importance of faith, resilience, and being present, values that continue to influence how she leads and supports others.

At her core, Rachel believes success is built through people. She values lasting relationships, a team-first culture, and shared wins. Looking ahead, her focus remains on leading with heart, supporting agents' growth, and continuing to build a business and a life she is proud of every single day.

DAN REILLY

Age: 33 | Years in Real Estate: 7
2025 Sales: \$15.7M



Realty One Group Key

Dan Reilly's real estate journey began with a love for history and business. He loved old buildings, the stories they carried, and the way homes seemed to connect people. That interest grew into something bigger when he and his wife, Rachel, realized they shared the same desire to create something special. Together, they opened Realty ONE Group Key, the first ROG office in New York. "We wanted to create something that reflected who we are," Dan says, and that mission continues to drive them.

Before real estate, Dan worked in construction and sales, careers that taught him how to understand people and solve problems. Rachel brought experience from the New York State Comptroller's office, giving them a balance of structure and creativity.

Their combined strengths helped the brokerage reach \$100 million in sales and now support more than 55 agents who rely on them for leadership, guidance, and encouragement.

Dan's biggest shift in perspective came after losing his mother, a loss that shaped his mindset and ambition. He chose to honor her memory by becoming the best version of himself. "I live every day for her," he shares. That commitment shows in the way he works with his agents, his clients, and his family. Watching Rachel become a mother added another layer of meaning. Her strength during childbirth reminded him that life often unfolds outside our control and that faith can steady a person in powerful ways.

For Dan, the best part of real estate is the people he meets and the community that forms around the work. Clients become friends. Colleagues become trusted partners. "When clients become friends, that is my favorite part," he says. The brokerage runs with a team mindset, where everyone supports one another and celebrates each other's success.

Looking forward, Dan hopes to keep learning, attend more trainings, and continue building a brokerage where agents can thrive. Personally, he wants to be fully present for his daughter Sofia's childhood, filled with moments she will cherish. The dream is simple: to grow as a family, grow as leaders, and keep creating something worth remembering.

ARIELLE ROBERTS

PHOTO COURTESY OF MARK MORAND - MPI PHOTO COMPANY



Empire Real Estate Firm

Age: 36 | Years in Real Estate: 3 | 2025 Sales: \$6.75M

Arielle Roberts' path into real estate was forged during a season of uncertainty that required both clarity and courage. Becoming a mother in the midst of the COVID pandemic prompted her to reexamine what stability truly meant for her family. As she watched colleagues face furloughs and growing job insecurity, a defining realization emerged. "It made me realize that I needed to take control of my future instead of allowing someone else to decide whether I had a job or not," she reflects. In June 2022, she stepped into real estate with faith, purpose, and a deep conviction that this next chapter had already been divinely prepared for her.

Before entering the industry, Arielle built a meaningful career

as a Learning Skills Specialist at Rensselaer Polytechnic Institute, a role she continues to hold with pride. Supporting neurodivergent students sharpened her patience, empathy, and ability to educate under pressure. Those skills translate seamlessly into her real estate practice, where she is known for guiding clients with clarity and care. Years in hospitality further shaped her people-first approach, enabling her to connect authentically with individuals from all walks of life.

One of Arielle's most defining professional moments came when she chose honesty over convenience. Advising buyers to pause rather than stretch themselves financially ultimately cost her a client relationship—but it

affirmed her values. "My responsibility is to protect my clients, not to push them into a home they aren't financially ready for," she explains. When circumstances later placed her on the receiving end of a similar situation, she experienced firsthand how alignment can work in unexpected ways, allowing all parties to move forward with clarity, integrity, and mutual respect.

Looking ahead, Arielle is focused on earning her broker's license, refining her systems, and laying the groundwork for a future in development. With God and her faith guiding every decision and intention behind each move, she continues to build a career rooted in service, alignment, and long-term legacy.

CONNER ROOHAN

eXp Realty LLC Age: 33 | Years in Real Estate: 12 | 2025 Sales: \$8.5M



Conner Roohan measures time in listings, closings, and long days that start early and end late. After twelve years in real estate, the rhythm of the business feels natural to him because it is the only professional world he has ever truly known. When he left college, unsure of his direction, real estate was not a master plan. It was a leap. "I really wasn't sure what to do with myself," he says. "I took the course, passed, and once I went full-time, I realized I loved it."

Before committing fully, Conner juggled life as a college student and lacrosse player while working a string of service jobs. Bartender, waiter, busboy, pizza counter attendant, gas station cashier. Each role sharpened his work ethic and his ability to connect with people

from every background. Those early lessons quietly became the foundation of how he serves clients today.

Challenges, for Conner, are a constant companion. He believes they show up every year in some form, testing discipline and resolve. One of the most meaningful came in 2025, when he made a difficult personal change that demanded consistency. "That one was so hard," he says. "But I did it." The experience reinforced his belief that progress is built through uncomfortable decisions and personal accountability.

What keeps Conner energized is the property itself. He genuinely enjoys touring homes, whether they are historic houses, new construction, or

multifamily investments. Being out in the field reminds him of why he chose this career in the first place. "Real property genuinely excites me," he says, noting that showing Lake George homes by boat is a particularly memorable perk of the job.

Clients experience Conner as intensely committed and relentlessly available. "I'm on the phone from 7 a.m. to 9 p.m. every day," he says. He sees trust as an honor and treats every deal as a responsibility, not a transaction. Looking ahead, Conner keeps his goals private, written quietly in a journal, rolling forward until they are achieved, just like the steady progress that has defined his career.

TRAVIS SCARINCIO

HUNT Real Estate ERA Age: 29 | Years in Real Estate: 9 | 2025 Sales: \$9.2M



Some people enter real estate for opportunity. For Travis Scarincio, it began with genuine curiosity about homes, design, and the stories behind them. That passion grew into a full-time career built on connection, trust, and helping people reach their goals.

Travis first stepped into the industry while earning his bachelor's degree. He worked in financial services and later served as an office operations and rental manager for a local builder. Those early experiences gave him a broad understanding of the business, but it was the joy of helping people that ultimately drew him in. "I love supporting clients through one of the biggest transactions of their lives," he says. "There is something incredibly

rewarding about guiding them through the process and accomplishing a goal."

Even with his growing success, making the leap to full-time real estate was not easy. For years, he held onto part-time work to ensure he had a consistent income. The turning point came when colleagues and his broker repeatedly asked, "When are you going to do just real estate?" Their confidence pushed him to take the risk. Travis says the shift allowed him to grow, ask for business more boldly, and build meaningful relationships in the industry.

Today, Travis is known for his sincerity, market knowledge, and commitment to building real connections with clients. "Every client has a unique story," he says. "I take the time to

listen and offer solutions that fit their situation." His openness, drive, and creative marketing have helped him thrive in a competitive market.

Outside of work, Travis dreams of traveling the world, exploring places like Italy, Greece, Ireland, and France. He hopes to grow his investment property portfolio and someday own a waterfront vacation home where family and friends can gather. He also plans to enjoy more time with loved ones and tackle a few home projects along the way.

Rooted in passion and driven by service, Travis continues to shape a career defined by connection, integrity, and a commitment to helping others move forward.

ROBERT "BOBBY" SAUMELL JR.

Age: 32 | Years in Real Estate: 3.5
2025 Sales: \$24M



The Marchesiello Team, Keller Williams Platform

PHOTO COURTESY OF DANIA ALYSE PHOTOGRAPHY

Some people search for a career that feels meaningful. Bobby Saumell built one with intention, blending his love of helping others with the excitement of guiding clients through life-changing transitions.

Before becoming an agent, Bobby spent six years teaching middle and high school science in the Capital Region. He loved the impact he had in the classroom, but he felt called to help people in a different way. "I realized I wanted to help people in a different way," he says. "Real estate allowed me to connect with others and have a big impact on someone's life."

In 2022, he made a decision that would reshape his future. He resigned mid-

year from teaching, walking away from a steady salary to step into a commission-only world. He describes it as one of his biggest challenges, yet it taught him something essential. "I learned that if I surround myself with the right people and stay consistent day in and day out, I could have success." Today, Bobby serves as the lead listing specialist on The Marchesiello Team, working exclusively with sellers. His teaching background gives him a unique ability to adapt, communicate clearly, and create personalized strategies. "Having a teaching background allows me to adapt to each client's needs," he says. Guiding clients toward the best possible outcome at the closing table is the part of his work he finds most rewarding.

Outside the office, Bobby and his wife dream of building a portfolio of investment properties, both locally and in warmer climates they can escape to. After renovating and selling their first home, they just moved into their new house and can't wait to make it their dream home.

Community service is also a core value, especially during the holidays when he delivers supplies and cheer to local organizations with the Marchesiello Team.

Looking ahead, Bobby hopes to be named among the Top 50 Agents in the Capital Region, pairing excellence with meaningful impact every step of the way.

ANJA SCHUESSLER

Vera Cohen Realty

Age: 33 | Years in Real Estate: 6 | 2025 Sales: \$4.5M



Anja Schuessler believes great real estate starts with knowing the details and caring about the people behind them. Before she ever became a licensed agent, she spent years working in real estate administration, gaining a behind-the-scenes understanding of how transactions truly work. After buying her first home, she realized she wanted to be on the front lines, guiding clients with integrity and advocating for their best interests. "I wanted to be able to guide homebuyers through the process ethically and advocate for their needs," she says.

That administrative foundation gave Anja a major advantage from day one.

Contracts, timelines, and logistics were already familiar, allowing her to focus on creating a seamless experience for her clients. Her attention to detail, client advocacy, and constant drive to learn help her stand out in a crowded industry where quality and consistency matter.

Building a business in real estate is not for the faint of heart, especially when you refuse to cut corners. "To build a successful business while holding yourself to a high standard of ethics, quality of service, and client advocacy will always be a struggle," Anja admits. Still, she shows up fully, every weekday, deeply involved in her office and company culture. She

earns her own clients, writes her own contracts, and manages every part of the process. When clients hire Anja, they know exactly who they are getting.

For Anja, success is simple and non-negotiable. "Success is achieving your goals without sacrificing ethics," she says. When she's not working, she dreams of traveling the world, hunting for unforgettable sunsets, and spending quality time with her son and family. With both feet planted firmly in her business and her values guiding every move, Anja continues to build a career that is as genuine as it is successful.

ANDREA TALLMAN

Age: 37 | Years in RE: 2 |
2025 Sales: \$12M



Keller Williams Platform

PHOTO COURTESY OF LISA HELM

Some people find real estate after years of planning. Others discover it gradually through life experiences. For Andrea Tallman, her career found her in the quiet, ordinary moments of buying her own home. She didn't rush into it or map out an elaborate new path. Instead, something clicked during that first experience. The details, the process, the possibilities all felt strangely familiar. "I thought I could do this and love it," she says. What began as curiosity quickly uncovered a new passion.

Before entering the industry, Andrea had spent years in service-centered roles. She worked in the New York State Department of Health's Uninsured Care Programs, helping underserved communities access vital support, and later stepped away to be a

stay-at-home mom. Her academic background in Health and Human Services made empathy, advocacy, and communication second nature, skills she seamlessly carried into real estate.

Her biggest challenge came during a season of transition. Leaving her career, navigating early motherhood, and reinventing her path required courage and trust. "I'm incredibly grateful for my supportive husband," she says. "He has always encouraged me to dream big." With that support, she embraced real estate fully, even when it felt intimidating.

Today, Andrea is known for her integrity and client-centered approach. "I'm here as a mentor and a coach first," she says. Whether she hands over keys

to a first-time buyer or talks a client through a difficult decision, her focus is on what serves them best. She loves the challenge of tough transactions and never gives up on a client's goal.

Her ambitions for the future are bold. After closing \$12 million in 2025, she aims for \$17 million this year with plans to grow her solo business into a team. Personally, she hopes for more travel with her family and dreams of one day owning a vacation home.

For Andrea, success isn't measured in numbers but by the example she sets for her son. Real estate may be her career, but creating a meaningful life remains her purpose.

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- JANUARY 29TH**
RING IN THE NEW YEAR
LOFT 433
- FEBRUARY 12TH**
LOVE YOU LATTE MIXER
PROFESSOR JAVAS
- MARCH 3RD**
BREAKFAST OF CHAMPIONS
RIVERS CASINO & CONFERENCE CENTER
- APRIL 16TH**
FROM FEAR TO FREEDOM: HOW TO HIT YOUR GOALS & GET PAID FOR YOUR CONTENT
TBD
- MAY 6TH**
FEARLESS FOLLOW-THROUGH:
KEEP THE MOMENTUM. CRUSH THE FEAR
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CHRIS TORNCELLO

Age: 39 | Years in RE: 7
2025 Sales: \$6.5M



Empire Real Estate Firm

PHOTO COURTESY OF MICHAEL GALITELLI

Some stories take shape through ambition — Chris Torncello's began with a simple but powerful intention to build a life centered on family. Real estate became the path that allowed him to be present with his wife and children while creating a career with room to grow.

Before stepping into the industry, Chris worked as a chef, a role known for intense hours and constant pressure. Although he loved the craft, the lifestyle left little time for home. Real estate offered something different, something he needed more than anything. "I wanted to increase flexibility in my life so I could be present for my family," he says.

His journey, however, has included challenges many never see. Chris lives with Ankylosing Spondylitis, a rare form of rheumatoid arthritis that affects him daily. Instead of letting it hold him back, he used it to strengthen his resilience and sharpen his focus. It taught him patience, discipline, and the importance of pursuing a life built with intention, qualities his clients appreciate deeply.

Today, Chris is known for a grounded approach and a straightforward philosophy. He does not lean into industry clichés about being better than anyone else. His strength is simple and honest. "I'm a good agent because I know houses," he says. That practical

knowledge, paired with genuine care for his clients, guides every transaction.

Outside of work, Chris is a high school lacrosse coach who leads his team in community service, including Toys for Tots initiatives. He also supports the Ankylosing Spondylitis Foundation and its ongoing research.

With his strongest year in real estate ahead and a third child arriving in February 2026, Chris is motivated by the same goal that started it all: building a life of freedom, family, and financial independence.

FLESHIA VOLPE

Age: 34 | Years in Real Estate: 7
2025 Sales: \$4M



Home Haven Real Estate Group

For some people, a home is simply a place to live. For Fleshia Volpe, a home is a story waiting to be preserved. Long before she began helping clients buy and sell homes, she was the kid wandering through old buildings, imagining the lives once lived inside. "There's something powerful about the history hidden in older homes," she says. "I've always been drawn to the character they hold."

Before entering real estate, Fleshia worked in healthcare as an ophthalmic technician, a role focused on clarity and care. She enjoyed helping others, but she felt an undeniable pull toward something more creative, more personal, and more aligned with the passion she had carried since childhood.

Real estate offered that blend of independence, creativity, and purpose. "In this career, what you put in is exactly what you get out," she says, a belief that has shaped her path from day one.

Starting in the industry with no sales experience and no connections could have been a setback, but Fleshia saw it as motivation. She dedicated herself to learning, stayed consistent, and built genuine relationships. "I learned that success isn't about being the most experienced," she says. "It's about showing up and staying true to your passion."

Today, her clients know her for her warmth, enthusiasm, and personal touch. She loves reconnecting

with old friends and creating new relationships that often last long after the closing. Thoughtful closing gifts and meaningful gestures are part of the experience she creates. "I'm here as a friend, not just an agent," she says.

Looking ahead, Fleshia hopes to continue growing her business, restore a charming historic home, and build a life filled with creativity, freedom, and purpose. She also plans to improve her golf game and embrace new challenges, both personally and professionally.

Rooted in passion and driven by authenticity, Fleshia is building a life and career her younger self would be proud of.

NEVIN WILKIE

Age: 20 | Years in RE: 2 | 2025 Sales: \$2M



Howard Hanna | Red Dog Team

At an age when most people are still figuring out what direction to take, Nevin Wilkie is already building momentum in real estate with focus, confidence, and a strong sense of purpose.

Nevin was drawn to real estate because he wanted a career where he could make a real impact. "I wanted a career where I could truly impact people's lives and guide them through one of their biggest moments, finding a home," he says. That desire to serve led him to join the Red Dog Team at Howard Hanna, where collaboration and integrity are central to how he operates.

Before real estate, Nevin was balancing school as a high school and college

student, learning discipline and time management early. Those skills came into play quickly once he entered the business. One of his most defining challenges was a transaction that nearly fell apart due to financing and inspection issues. Instead of panicking, Nevin stayed calm, communicated clearly, and kept everyone focused on solutions. The deal ultimately closed, reinforcing his belief in preparation and persistence.

What Nevin enjoys most about real estate is the human side. "Seeing the smile on my clients' faces at the end of a transaction makes it all worth it," he shares. He takes pride in serving friends, family, and his broader community, always putting their best interests first.

A major influence in his business is family. Nevin works alongside three generations, learning from his grandmother Joyce Brown and his mother Nicole Wilkie. "I enjoy working with my family," he says. "Learning from them has shaped how I approach this business."

Looking ahead, Nevin's goals are clear. He plans to sharpen his skills, attend masterminds, elevate his marketing, and double his business. Success, to him, means growth with purpose, staying true to his values, and building a career he can be proud of.

ALIVIA WOOD

Age: 23 | Years in Real Estate: 2
2025 Sales: \$1.9M



Premier Homes Elite Realty LLC

PHOTO COURTESY OF STEPHANIE RIVERA

From the very beginning, Alivia Wood knew she wanted a career built around helping people feel secure, supported, and excited about their future. Real estate quickly became the place where her natural compassion and drive could shine. Even in her earliest transactions, she discovered how meaningful it was to guide someone through one of the biggest decisions of their life.

Before real estate, Alivia worked as a dental assistant, a role that taught her patience, attention to detail, and the importance of creating a positive experience for every person she met. Those same qualities now define her work as an agent. Her clients often

remark on the personal attention she gives to each interaction, and Alivia prides herself on making sure they feel informed, confident, and heard every step of the way.

One of her biggest personal challenges has been finding the confidence to put herself out there. In just two years, she has grown tremendously, learning to believe in her abilities and trust the process. That growth has not only changed her professionally but has also fueled her momentum and success. "I've built a lot of confidence this year, and the results have shown in such a positive way," she says.

Alivia's approach to real estate is rooted in connection. She never views a transaction as a simple business exchange. She focuses on relationships, communication, and understanding the unique needs of every client. To her, success is seeing genuine happiness on the faces of the people she serves.

Looking ahead, Alivia's goals are both ambitious and inspiring. She plans to continue building her career, strengthening her confidence, and eventually investing in properties of her own. Her future is bright, and she is determined to keep growing.

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