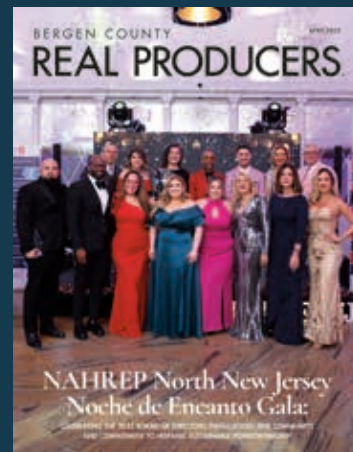


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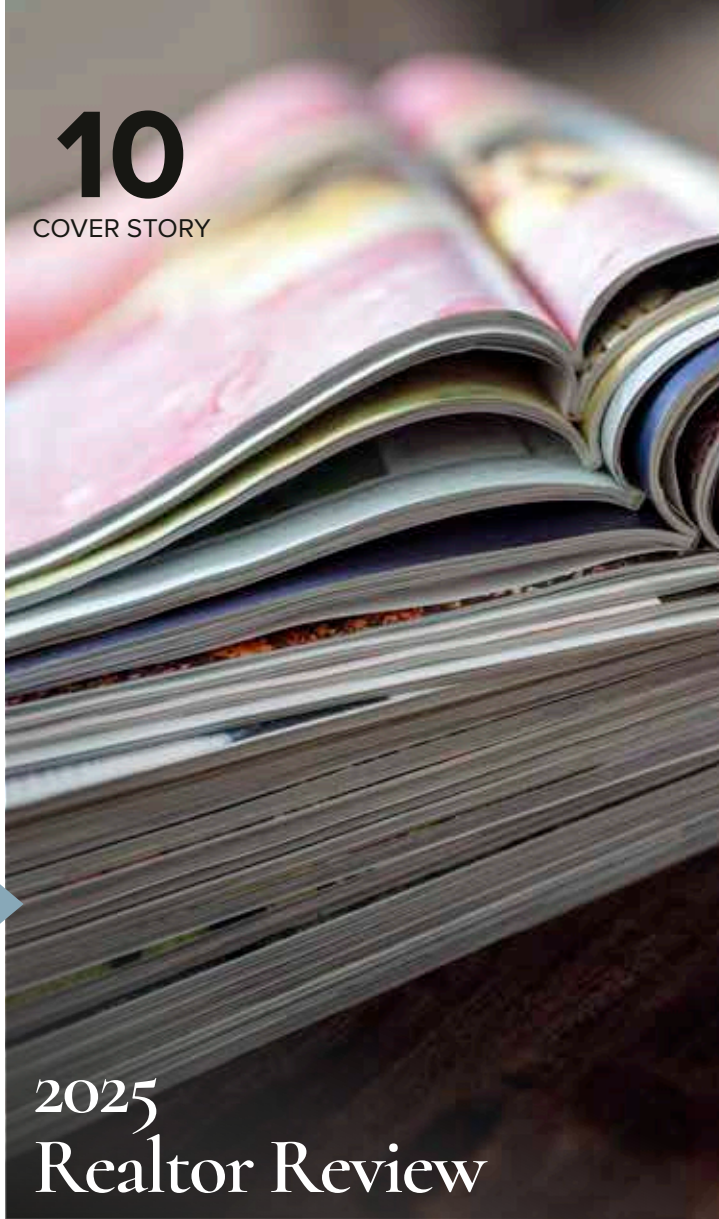
## PROFILES



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# Meet The Team



**Aaron Klein**  
*Owner/Publisher*  
aaron.klein@n2co.com



**Kamni Marsh**  
*Assistant Publisher*  
bcrealproducers@gmail.com



**Melissa Griegel**  
*Melissa Griegel Photography  
Photographer and Writer*



**Andrew Fein**  
*Brand Photographer  
and Filmmaker*



**Sandra Garcia**  
*Realtor  
Corcoran Infinity Properties*



**Ron Marsh**  
*Writer*



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# OUR 2025 COVER STORIES

## Shawn Anen



**HUSTLING  
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Shawn Anen, a seasoned Realtor based in Wayne, NJ, has built a successful career through hard work, adaptability, and a dedication to excellence. A top producer with over 20 years in the industry, Shawn's story reflects not only his professional achievements but also his commitment to family, community, and personal growth.





# Navigating Real Estate and Life with Jaimie Yannalfo

A JOURNEY OF RESILIENCE AND SUCCESS

Jaimie Yannalfo, a seasoned Realtor with Keller Williams Village Square Realty in Ridgewood, exemplifies the art of balancing a dynamic career with the needs of her family and personal life. With nearly 22 years of experience in real estate and an inspiring story, Jaimie’s journey is one of resilience, passion, and an unwavering commitment to her clients and family.



# Meet Hillary Ospina



REALTOR, DOG LOVER AND COMMUNITY ADVOCATE (COVER STORY)

Hillary Ospina, a dynamic realtor with Signature Realty in Short Hills, NJ, is as passionate about her clients’ success as she is about her family and community. With a background rooted in resilience and a deep love for helping others, Hillary has built a thriving career while balancing life as a mother, wife, and philanthropist.





# Tammy Roberts

A LIFETIME OF DEDICATION TO FAMILY, COMMUNITY, AND REAL ESTATE

Tammy Roberts has dedicated her life to family, real estate, and community service. Starting her real estate journey in 1999, she brings over 25 years of expertise and passion to her work as a Realtor and broker manager with Terrie O'Connor Realtors. Known for her integrity and deep connection to Bergen County, Tammy's commitment to her clients and her love for the real estate field shine through in every interaction.



## NAHREP North New Jersey Noche de Encanto Gala Celebrating the 2025 Board of Directors Installation, our community and commitment to Hispanic Sustainable Homeownership.



The 2025 NAHREP North New Jersey (National Association of Hispanic Real Estate Professionals) Noche de Encanto Annual Gala was a resounding success, bringing together over 450 attendees in a night of celebration, advocacy, and community support. This year's gala served as a platform to reintroduce our organization and emphasize the critical work we do.



# Mital Kataria

A VISIONARY IN REAL ESTATE

In the dynamic Bergen County world of real estate, few professionals stand out as distinctly as Mital Kataria. With a reputation built on integrity, expertise, and a client-first approach, Kataria has carved a niche for herself in this demanding market. Whether guiding first-time homebuyers, assisting seasoned investors, or navigating complex commercial transactions, she brings an unmatched level of dedication and insight to her work.



# Cover Story Luanne Quarato



A PASSIONATE REALTOR WITH A HEART FOR HOME AND COMMUNITY

For over two decades, Luanne Quarato has been a trusted name in real estate, guiding buyers and sellers with dedication, knowledge, and a personal touch. Her journey into real estate began in 1996 with administrative work at a local firm, and in 2005, she became a licensed Realtor. Now celebrating 20 years in the industry, Luanne continues to bring her expertise and unwavering commitment to her clients.



## PARTNER SPOTLIGHT: THE WOODLANDS

The Woodlands is Bergen County's most exclusive new townhome community nestled across 15 private acres overlooking the Alpine Country Club. Starting at \$2.285 million, each of the 24 residences masterfully balances architectural elegance with modern amenities.

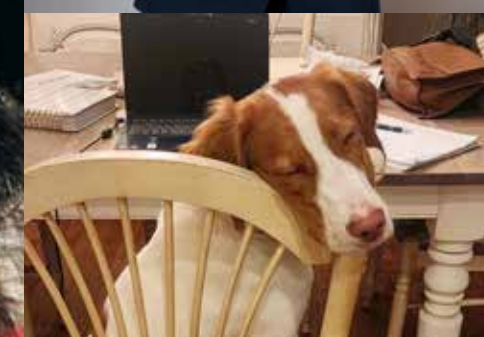


# Deals & Heels at American Dream



# Friendly Realtors & Their Pets

Meet some top realtors and their pets as we celebrate National Dog Month





# Cover Story

## Sophia Meneve

THE HEART AND HUSTLE BEHIND A TOP REALTOR’S SUCCESS

In a market as competitive and unpredictable as North Jersey real estate, few names resonate with the same warmth, expertise, and consistency as Sophia Meneve of Prominent Properties Sotheby’s International Realty in Saddle River. With two decades of experience, an unwavering work ethic, and a genuine love for her community, Sophia has built a reputation not only as a top-producing agent but as a trusted advocate, friend, and partner throughout the buying and selling process.



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# Giselle Gastell



**REALTOR, LEADER, AND COMMUNITY ADVOCATE**

For Coldwell Banker realtor Giselle Gastell, real estate is far more than a profession—it’s a calling rooted in connection, problem-solving, and a commitment to giving back. In just five years, she has built a thriving business, earned numerous accolades, and risen to become president of the North New Jersey chapter of the National Association of Hispanic Real Estate Professionals (NAHREP), the oldest and largest chapter in the state.

**CURB APPEAL CUISINE:**  
Spinach  
Dip Rolls





# Andrew Gangi

BUILDING A REAL ESTATE BRAND ON  
FAMILY, AUTHENTICITY, AND TECHNOLOGY

For most realtors, success is measured in sales and listings. But for Andrew Gangi, the driving forces behind his achievements are far more personal — family, creativity, and a relentless work ethic built on lessons learned from his mother, a veteran realtor. Under the banner of Keller Williams Valley Realty, Andrew leads a dynamic team called The Gangi Group, where traditional values meet modern innovation in every deal he closes.



**PARTNER SPOTLIGHT: BUILDING  
LEGACY: HOW BRAD HABERLIN  
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**CURB APPEAL CUISINE: BITE  
SIZE IMPRESSIONS**

Sausage Pin wheels; Cheese and Grape Appetizer; Hot  
Crab Pin wheels; Mini Muffelatas; Bacon Cheeseburger  
Slider Bake; Chicken Ring; Sweet 'n' Tangy Chicken Wings



# Where Are They Now? Antoinette Gangi



**A SECOND ACT SERVED WITH  
FAMILY, TRADITION, AND SITTING  
DOWN WITH SUNDAY SAUCE**

After 35 years of success in New Jersey real estate, most people might have expected Antoinette Gangi to enjoy a well-earned retirement. But for Antoinette, the word “retirement” is not in her vocabulary. “I don’t believe in retirement,” she laughs. “I’m just in a new chapter, one that was meant to be.” That new chapter has taken her from selling homes to showcasing homemade meals to millions.

**CURB  
APPEAL  
CUISINE:**

Almond-  
Bacon Cheese  
Crostini





# A Grand Affair

Recapping the Broker Open House at The Woodlands in Demarest, NJ

On a crisp and sunny December afternoon, The Woodlands, a luxury townhome development nestled in the heart of Demarest, NJ, played host to an extraordinary broker open house that attracted top agents from across Bergen County and beyond. The event, hosted by the project's exclusive listing agent, Taryn Byron with Corcoran Infinity Properties, was held to showcase the model home launch and was nothing short of a resounding success.





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- 2 Tbsp. olive oil
- 1 large onion, finely chopped
- Kosher salt and pepper
- 3/4 lb. lean ground beef
- 2 cloves garlic, finely chopped
- 1 tsp. smoked paprika
- 3 Tbsp. tomato paste
- 1/2 cup low-sodium chicken broth
- 1/3 cup raisins, chopped
- 1/3 cup small pimiento-stuffed olives, chopped, plus 1 tablespoon brine
- Spiced Pie Dough
- 1 large egg, beaten (optional)
- Sour cream, for serving (optional)



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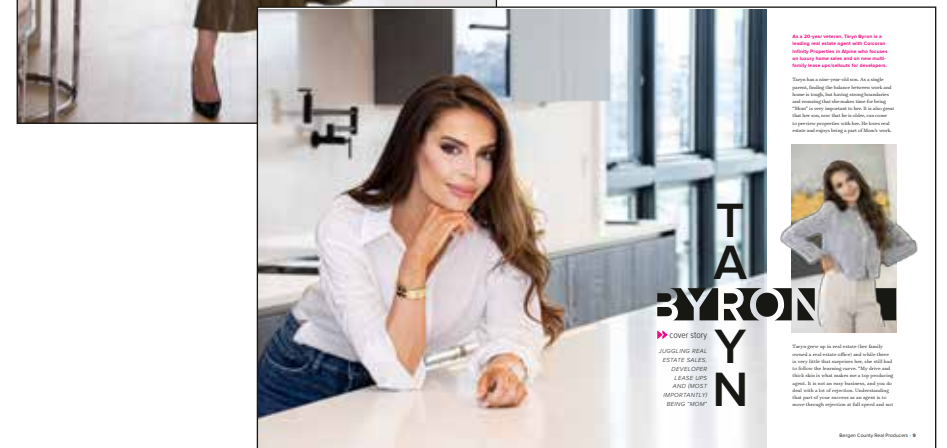
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Heat oil in large skillet on medium-low. Add onion and 1/2 teaspoon each salt and pepper and cook, covered, stirring occasionally, 6 minutes. Uncover and cook, stirring occasionally, until golden brown and very tender, 8 to 10 minutes more. Increase heat to medium. Add beef and cook, breaking up into very small pieces, until beginning to brown, 6 to 7 minutes. Add garlic and paprika and cook, stirring, 1 minute. Move beef to edges of pan, creating space in center. Add tomato paste and cook, stirring, until dark red, about 1 minute. Gradually stir chicken broth into tomato paste until fully incorporated, then stir in raisins. Mix in beef and simmer 1 minute. Remove from heat and toss with olives and brine; let cool completely.

Meanwhile, heat oven to 425°F. Line baking sheet with parchment paper. Roll pie crust 1/8 inch thick, then cut out 4-inch rounds. Refrigerate dough as you work if necessary. Reroll and recut scraps to make 14 to 16 rounds total.

Divide beef filling (heaping 1 tablespoon each) among rounds. Brush edges with water or egg if using, fold each round in half and press with fork to seal. Transfer empanadas to prepared baking sheet and brush with egg if using. Bake until golden brown, 16 to 20 minutes. Serve with sour cream if desired.





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