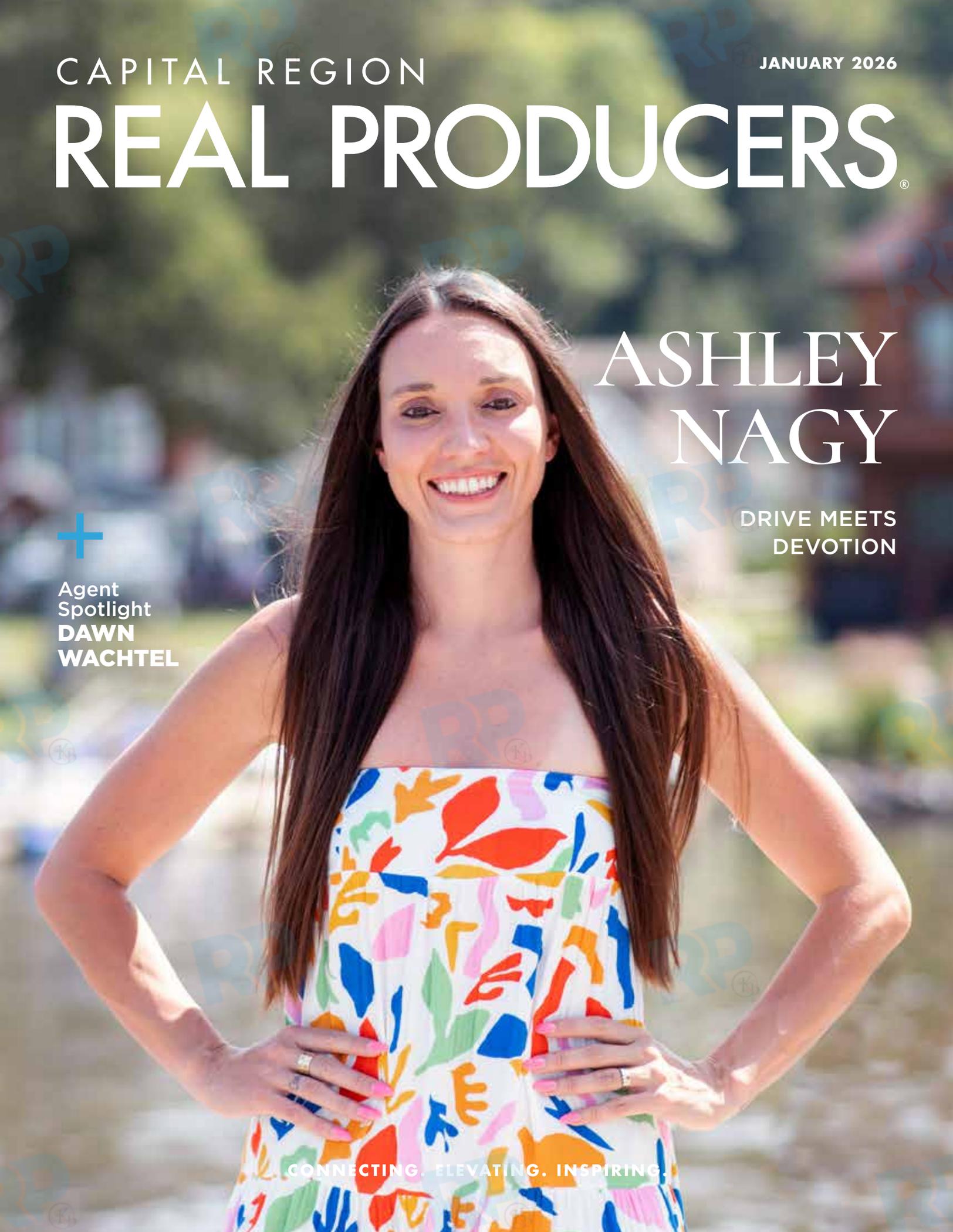


CAPITAL REGION

JANUARY 2026

REAL PRODUCERS[®]



ASHLEY
NAGY

DRIVE MEETS
DEVOTION



Agent
Spotlight

**DAWN
WACHTEL**

CONNECTING. ELEVATING. INSPIRING.

NEW YEAR. NEW HOMES. SMOOTH CLOSINGS.

Whether your clients are buying, selling, or refinancing, our expert team ensures every detail is handled with care, accuracy, and a smile.

Because the best way to welcome the New Year...is with keys in hand.



20+ Years of Experience • Contract-Based Representation • Locally and Woman Owned

SALERNO LAW, P.C.
WWW.SALERNOLAWNY.COM

KIMBERLY A. SALERNO, ESQ.

- 📍 16 Round Lake Road, Ballston Lake, NY
- 📞 (518) 229-1089 (c)
- ✉️ Kim@SalernoLawNY.com
- 🌐 SalernoLawNY.com

The Best Deserve The Best!

FIRST-CLASS SERVICE EVERY TIME.



Your dream home awaits.

Turn to your mortgage experts for seamless financing. We offer a comprehensive selection of mortgage solutions and exclusive products you won't find elsewhere.



Christie Hoyt

Mortgage Originator | NMLS# 66573
518-451-0633 (cell)
choyt@homeownersadvantage.com



Rob Snyder

Mortgage Originator | NMLS# 58317
518-852-3844 (cell)
rsnyder@HomeownersAdvantage.com



**HOMEOWNERS
Advantage**
Subsidiary of Broadview



Mortgage products in New York State only and offered by our Mortgage Team, Homeowners Advantage (HOA), which is a subsidiary of Broadview FCU. HOA is a Licensed Mortgage Bankers – NYS Dept. of Financial Services. NMLS Identifier: 309847. HOA address: 4 Winners Circle, Suite 201, Albany NY, 12205. HOA Branch ID: 2491994. Broadview FCU NMLS Identifier: 458314. HOA and the listed realtor are separate entities and neither shall be responsible in relation to information or advice provided by the other entity.



Gallery Accounts

Investment Account or Retirement Builder

Growth.

An aggressive investment approach to maximize long-term growth.

Balanced.

A blended investment approach to provide growth and income.

Fixed Income.

A lower-risk investment approach to provide stability and income.

High returns with a low investment.

A Trustco Gallery Account can make your money grow without a large initial investment. You also have the option to add to your initial investment whenever you would like. All Gallery Accounts utilize no-load funds with no commissions for purchases or sales and offer below average expense ratios.

Call us at **1-800-846-1657** for a complimentary financial review.

 Trusted by our clients for more than 100 years.

Investment Products - Not FDIC Insured. Not a deposit. Not insured by any Federal Government Agency. Not guaranteed by the bank. May go down in value.



Trustco Bank Mortgages¹

Compare & Save!

- > Financing up to 97% Loan-to-Value
- > No Borrower Paid Private Mortgage Insurance*
- > Jumbo Mortgages up to \$1,500,000
- > Low Closing Costs
- > Friendly, Local Service
- > Wide Range of Products Available

Since 1902, Trustco Bank has been helping build communities one mortgage at a time. We value our relationships with the Real Estate community and know how hard you work to get the deal done. We want you to know that you can trust us to work just as hard for you and your client. We will even save them some money too.



New Construction Loans- Rate Locked for 330 Days from Application!



    **800-670-3110**
www.trustcobank.com

Subject to credit approval. 1 - Applicable to our portfolio mortgage product. If you fail to qualify for that product, you may be offered a mortgage that does have an appraisal fee, borrower-paid PMI, and a tax escrow account. *Private Mortgage Insurance. Lender Paid Private Mortgage Insurance on loans over 89.5% Loan-to-Value. Please Note: We reserve the right to alter or withdraw these products or certain features thereof without prior notification. NMLS #474376



Contents

20 Ashley Nagy

COVER STORY



PROFILES



TO VIEW OUR MAGAZINE ONLINE, VISIT
CAPITALREGIONREALPRODUCERS.COM
OR SCAN THIS QR CODE.

COVER PHOTO COURTESY OF
MICHAEL GALLITELLI



14 Dawn Wachtel

IN THIS ISSUE

- 6 Preferred Partners
- 10 Meet The Team
- 12 Publisher's Note
- 14 Agent Spotlight: Dawn Wachtel
- 20 Cover Story: Ashley Nagy



If you want to nominate someone to be featured in the magazine, please email Wendy@RealProducersKBTeam.com.

Nominate yourself or someone you admire to be featured in an upcoming article.

WHO WE FEATURE:

- **RISING STARS:**
High-performing agents who've been in real estate for less than 5 years.
- **PARTNERS:**
Highly recommended and strongly endorsed real estate and home service providers.
- **TOP AGENTS:**
Agents in the top 300 who represent the best of what real estate has to offer.



SCAN ME

CAPITAL REGION
REAL PRODUCERS

Scan the QR Code or send an email to info@capitalregionrealproducers.com to nominate.



Know Someone
Doing Big Things
in Real Estate?

CASH GUARANTEE

SICK OF LOSING OUT TO CASH OFFERS? REMOVE YOUR MORTGAGE CONTINGENCY

A+ buyers who have 20% of the purchase price and 700+ credit score verified can write their contract free of a Mortgage Contingency. Premium Mortgage Corporation will provide the balance of funds at closing.



- Not contingent on a Mortgage Approval.
- Buyer must make a 20% Earnest Money Deposit.
- Loan Limit: \$832,750.
- Debt-to-Income ratio not to exceed 45%.
- Primary Single Family Residence and Second Home (excluding Condo's and PUD developments).

A 20% earnest money deposit is required for this program and the buyer agrees that in the event they default in this agreement and Premium Mortgage Corporation acquires the property then in such event the listing agent shall retain the balance of the deposit and Premium Mortgage Corporation shall be paid from the balance of the deposit for its losses in purchasing and reselling the property. In the event the house does not appraise the buyer agrees to make up the difference and/or pay PMI.
Only available in the states of New York and Florida. Borrower must meet eligibility requirements. Cannot be used in conjunction with any other promotions or coupons.
Subject to signed agreement between Premium Mortgage Corporation and consumer.

Contact a Premium Mortgage Corporation Loan Officer for more details!

Updated: 11/26/2025

JEFF DORRANCE <small>Loan Officer NMLS# 1427984 Licensed in FL, NY</small>	KRISTYN KAMBER <small>Loan Officer NMLS# 561638 Licensed in FL, NJ, NY, VT</small>	JONATHAN WAGONER <small>Loan Officer NMLS# 62181 Licensed in CT, FL, NY, VT</small>	ANGELA CONKLIN <small>Loan Officer NMLS# 2581251 Licensed in NY, PA</small>
JDorrance@PremiumMortgage.com (518) 414-6221	KKamber@PremiumMortgage.com (201) 638-9804	JWagoner@PremiumMortgage.com (518) 312-0364	AConklin@PremiumMortgage.com (607) 339-8438

Premium
MORTGAGE CORPORATION

(518) 924-8001
www.PremiumMortgage.com
935 New Loudon Rd., Suite 2A, Lutham, NY 12110
(518) 924-8001 | NMLS# 3695490

Corporate HQ: 2541 Monroe Avenue, Rochester, NY 14618 | NMLS# 3254
Toll-Free: (844) 793-0177 | Licensed Mortgage Banker NYSDFS | ADVERTISEMENT



Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ATTORNEY

Herzog Law Firm, P.C.
Daniel S. Glaser, Esq.
(518) 465-7581
DGlaser@herzoglaw.com

Salerno Law, P.C.
(518) 229-1089
SalernoLawNY.com

CARPET CLEANING

Service Tek of America
(518) 584-6000
ServiceTekofAmerica.com

CLEANING SERVICE

Sparkling Diva Cleaning Services
(518) 857-4061
SparklingDiva100@gmail.com

CLOSING GIFTS

Strategic Gifting
(313) 971-8312
StrategicGifting.com

ELECTRICIAN/ ELECTRICAL CONTRACTOR

Willson Electric
(518) 935-3159
WillsonElectricllc.com

HOME INSPECTION

ACE Home Inspections
(518) 727-7091
AceHomeNY.com

JUNK REMOVAL

Clean Green Hauling & Removal, LLC
(518) 378-5160
CleanGreenRemoval.com

MOLD REMEDIATION

Van Dyk Solutions, LLC
(518) 677-0700
VanDykSolutions.com

MORTGAGE

Broadview
Eric Cruz
(518) 458-2195
BroadviewFCU.com

Community Bank

(716) 539-5285
Cbn.com

Fairway Independent Mortgage Corporation

Drew Aiello
(518) 573-2435
FairwayIndependentMC.com/lo/
Drew-Aiello-64814

Homestead Funding Corp

Dean Sunkes
(518) 857-6465
CliftonParkSouth.
HomeSteadFunding.com

Premium Mortgage Corporation

Jeff Dorrance
(518) 414-6221
PremiumMortgage.com/
locations/Albany-NY/
Jeff-Dorrance

PrimeLending

Kristen Zorda
(518) 366-7999
Lo.PrimeLending.com/
Kristen.Zorda

Trustco Bank

Pratik Shah
(518) 650-5774
TrustcoBank.com

MOVING & STORAGE

Arnoff Moving & Storage
(518) 463-5525
Arnoff.com

Don's Moving & Storage, Inc

(518) 462-0697
DonsMovers.com

Moving Made Ez

John Payne
(518) 792-1837
MovesMadeEz.net

OIL TANK ABANDONED AND REMOVAL

Edgeco Environmental
(518) 235-5687
EdgecoEnvironmental.com

ORGANIZING & MOVE MANAGEMENT

Call Sheilah!
(518) 937-7908
CallSheilah.com

PHOTOGRAPHY

Metroland Photo
Michael Gallitelli
(518) 459-8050
MetrolandPhoto.com

PROPERTY MANAGEMENT

Carda, LLC
(518) 441-7331
Cardallc.com

RADON/ASBESTOS/ MOLD/LEAD

Edgeco Environmental
(518) 235-5687
EdgecoEnvironmental.com

REAL ESTATE MEDIA

Hand & Frame Creative, LLC
Elizabeth Hayes
(518) 986-3230
HandandFrame.com

REAL ESTATE TECHNOLOGY

Review Sites by Mike
(518) 545-9818
ReviewSitesByMike.com

ROOFING

Lambert Contracting, Inc.
(518) 898-0962
LambertContracting.com

SEPTIC SERVICES

MG Septic
(518) 727-8699
www.facebook.com/
MGSepticLLC/

WEALTH MANAGEMENT

Iron Tree Financial
Lauren Geraldson
(518) 261-2327
IronTreeFinancial.com/team/
Lauren-Geraldson



Afford More Home This Year

A new year means new loan limits! The FHFA has announced the baseline conforming loan limit will increase to **\$832,750** in January 2026, the new high-cost ceiling loan limit for one-unit properties will be \$1,249,125.

What does this mean for your clients? Reach out to discuss how these numbers can make homeownership even more possible in 2026.



PrimeLending Lends in All 50 States

Kristen Zorda

Loan Originator | NMLS: 58751

518-366-7999

kristen.zorda@primelending.com

Doing Business in the Capital Region



Home Loans Made Simple.

6702 Buckley Road, Suite 130, Bldg B
North Syracuse, NY 13212



PrimeLending is not affiliated with FHFA. All loans subject to credit approval. Rates and fees subject to change. ©2026 PrimeLending, a PlainsCapital Company (PrimeLending). (NMLS: 13649) Equal Housing Lender. PrimeLending North Syracuse, 6702 Buckley Road, Suite 130, Bldg B | North Syracuse, NY 13212 is a wholly owned subsidiary of a state-chartered bank and is regulated by the New York Department of Financial Services No. LMBC 108099. v022422

Meet The Team



Kristin Brindley
Publisher



Eunice H. Thomas
Associate Publisher



Wendy Ross
Operations Manager



Lexy Broussard
Client Relations



Michael Gallitelli
Photographer

Follow Us Online!



Capital Region Real Producers
@CapitalRegionREALProducers



Capital Region Real Producers
@realproducerscapitalregion

MEET MORE OF OUR TEAM HERE!



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



LAMBERT CONTRACTING
RESIDENTIAL & COMMERCIAL ROOFING



VIA GOOGLE REVIEWS

100% POSITIVE REVIEWS, 0% LEAKING ROOFS

Call us today for a FREE consultation!
518.898.0962

LAMBERTCONTRACTING.COM





HASSLE-FREE MOVING SERVICES BY THE CAPITAL REGION'S MOVING EXPERTS



MOVING
MADE EZ

Residential & Commercial Moves • Interstate Moving
Packing Services & Supplies • Moving Labor
Large & Heavy Items

CALL TODAY AND LET'S GET YOUR CLIENT HOME!
518-792-1837 | MovesMadeEZ.net






Take the Review Challenge &
launch your business
out of this world
in the new year!



Need More Reviews Online?
REVIEW SITES BY MIKE will help!

MIKE TOWERS
(518) 545-9818 (call or text)
ReviewSitesByMike.com
**SET UP YOUR FREE
CONSULTATION TODAY!**



- * Junk Removal & Estate Cleanouts
- * Donation & Recycling First
- * Family-Owned & Reliable



Clean Green
HAULING & REMOVAL LLC

*"Not all junk
is trash!"*



**Winter? It's SNOW problem
for Jackson the Junk Dog!**

Don't let your clients waste their time struggling in the snow. Our team can handle it all! Cleanouts, junk removal, closing-day pickups, indoor/outdoor demolition, and more.

Clean Green Hauling & Removal
Ballston Spa, NY | 518-378-5160 | call Keith Lamphere
CleanGreenRemoval.com



PUBLISHER'S NOTE

Hello January, A Fresh Start!

There's something powerful about the beginning of a new year — a sense of clarity, momentum, and possibility that encourages us to look ahead with renewed purpose. January invites us to slow down just long enough to reflect on what we've learned, appreciate how far we've come, and envision the opportunities waiting in the months ahead.

As we step into 2026, we are grateful for the strength and spirit of this Real Producers community. The stories you share, the connections you build, and the impact you make within the Capital Region elevate our industry and remind us why this work matters. Your dedication continues to shape a network where collaboration thrives, and relationships grow stronger every year.

This season brings a clean slate — a chance to set fresh goals, pursue meaningful growth, and support one another as we move forward with intention.

As we enter this next chapter, let's remember:
"Every new beginning comes from some other beginning's end."

Here's to a year filled with purpose, connection, and new opportunities. May 2026 be one of our most inspiring chapters yet.



Kristin Brindley
 Owner/Publisher
 Capital Region Real Producers
 313-971-8312
 Kristin@kristinbrindley.com
 CapitalRegionRealProducers.com

RP CAPITAL REGION REAL PRODUCERS
 powered by TEAM

Spring Fling

Wine Tasting

Get ready to sip, savor, and celebrate at Spring Fling: Wine Tasting!

Join us in the Capital Region for a delightful spring evening of exquisite wines, fresh blooms, and wonderful company. Toast to the season, enjoy every sip, and make memories that sparkle!

SAVE THE DATE!
MARCH 26, 2026

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

MG SEPTIC LLC

What we Offer

- SEPTIC REPAIR
- EXCAVATION
- SEWER REPAIR
- DRIVEWAYS
- GRADING
- YARD CLEARING
- DRAINAGE
- LEACH FIELDS
- SUMP PUMPS

CONTACT US
 518-727-8699
 MGsepticLLC@gmail.com

hand and frame

- PROPERTY PHOTOS
- AERIAL FOOTAGE
- CINEMATIC VIDEOS
- FLOOR PLANS
- INSTAGRAM REELS
- VIRTUAL STAGING
- EVENT COVERAGE
- HEADSHOTS
- BRANDING PHOTOS

www.handandframe.com
 @handandframe

Dawn WACHTEL



Poised, Purposeful, & Steady As Her Outlook

BY LARRA ROQUE • PHOTOS BY MICHAEL GALLITELLI

When Dawn Wachtel built her first home at just twenty-one, she had no idea that moment would shape the rest of her life. The pride she felt then, the joy of creating something lasting, became the same feeling she now helps her clients experience every day. As a solo agent with Renovo Real Estate in Ballston Spa, New York, Dawn has built her business on authenticity, compassion, and a simple promise to every client she serves: to care as much about their home as she would her own.

From Poestenkill to Purpose

Born and raised in Poestenkill, New York, Dawn has always found comfort in community. “I still live just a few miles from where I grew up,” she says proudly. “This area is part of who I am.” As the youngest of four, she learned early the value of humility, respect, and hard work. “We didn’t have much, but my parents taught me to appreciate what we did have and to treat everyone with kindness.”

At just twenty-one, Dawn built her first home on a piece of her parents’ land,

a milestone that sparked her lifelong passion for homeownership.

Before real estate, Dawn spent more than thirty years at Siena College, where she served as Facilities Manager. The job taught her leadership, patience, and problem-solving under pressure.

Taking a Leap of Faith

After decades in a structured environment, Dawn began to feel a pull toward something new. “My kids were grown, and I realized I wanted to do something more personal,” she says. “I



wanted to help people in a way that really mattered.”

So she took a leap of faith. Using her vacation time, she enrolled in real estate school, earned her license in

February 2020, and stepped into her new career just as the pandemic began. The timing could have stopped her, but instead, it strengthened her resolve.

While recovering from a fractured back and continuing to work full-time at Siena, Dawn built her business from the ground up. By the end of that first year, she was named Rookie of the Year with Keller Williams. “That experience showed me what faith can do,” she says. “When you lead with purpose, you find strength you didn’t know you had.”

Driven by Results, Defined by Care

Today, Dawn’s business reflects who she is at her core: caring, hardworking, and dependable. She is known for her follow-through and her willingness to go above and beyond.





Dawn and Mallo
by Amanda Lynn
Photography LLC

“
WHEN YOU LEAD
WITH PURPOSE, YOU
FIND STRENGTH
YOU DIDN'T KNOW
YOU HAD.”

“I’m not afraid to get my hands dirty,” she says with a smile. “If a client needs help cleaning out a home, organizing a sale, or managing repairs, I’m there. I see my clients as family.”

Her decades of facilities experience give her an eye for detail and a deep understanding of how homes function. But what truly sets her apart is the way she treats people. “I’m driven by results,” Dawn says, “but defined by care. That balance is what makes this work so meaningful.”

In 2024, Dawn closed 15 transactions totaling \$5.5 million in volume, a year that meant far more than numbers. During that time, she became the full-time caregiver for her parents, who passed away just thirteen days apart, followed soon after by one of her brothers. “It was an incredibly emotional time,” she shares softly. “But it reminded me what



really matters, family, love, and being present.”

The Heart of Family

Dawn’s life outside of real estate is filled with family, laughter, and a little bit of adventure. She is a proud mom to Ashley, William, DJ, and Christian, and “Mema” to three wonderful grandchildren, Peyton, Wyatt, and William. “They’re my world,” she says with a smile. “Everything I do is for them.”

Family traditions are central to her life, especially the

annual Daytona 500, a love for NASCAR passed down by her late parents. “It’s something we still do together,” she says. “It keeps their spirit alive.”

When she is not with family or clients, you will find Dawn at Focusmaster Fitness, starting her mornings with kickboxing and body-weight workouts. “That’s my time to reset,” she explains. “It clears my mind and keeps me grounded.” She also runs a small craft business, Quality Tyme Crafts, where she creates handmade wood

pieces, a passion that began as a stress reliever and became a creative outlet.

And when the weather is right, she is out on her motorcycle or in her 2000 Mustang convertible, often with her loyal rescue dog, Mallo, riding along. “He’s my sidekick,” she laughs. “He’s been through a lot, just like me, and he reminds me every day what resilience looks like.”

Looking Ahead

Dawn is grateful to have found a home at Renovo Real Estate, where she is surrounded by a team that feels like family. “Renovo is special,” she says. “It’s a place where I can be myself, grow, and serve clients the way I believe they deserve.”

At a point in life when many people slow down, Dawn feels just the opposite. She is full of energy, faith, and optimism for what is ahead. “I want to keep helping families, stay active, and live life fully,” she says. “One day, I’d love to travel cross-country in an RV with someone who loves adventure and open roads as much as I do.”

For now, Dawn is exactly where she is meant to be, helping others find their way home.

Community Bank

ALBANY REAL ESTATE PROFESSIONALS:

Flexible mortgage options that work for your clients

BETTER OPTIONS. BETTER CHOICES.

With more options and choices, we’ll help you open more inventory, negotiate stronger offers, and offer solutions for repairs that could be dealbreakers. Together, we make homebuying easier for your clients—and help you build lasting relationships and more referrals.

WE’LL HELP YOU & YOUR CLIENTS:

- Boost buying power
- Expand available inventory
- Qualify for more
- Make a stronger offer
- Negotiate more effectively
- Afford renovations or repairs after purchase
- Get competitive rates & terms



All loans and lines are subject to credit approval. Ask us how we can make your home purchase more affordable. Certain conditions and restrictions apply. Ask us for details.

YOUR LOCAL MORTGAGE EXPERTS:



Toni Zidich
Mortgage Loan Consultant
NMLS ID: 1205879
toni.zidich@cbna.com
518-380-3620
4781 NY-30
Amsterdam, NY 12010



Stephanie Izzo
Mortgage Loan Consultant
NMLS ID: 911976
stephanie.izzo@cbna.com
838-250-7798
782 Troy Schenectady Rd
Latham, NY 12110

APPLY FOR A MORTGAGE ONLINE:



Scan the QR code to get started or visit cbna.com/mortgage to prequalify, apply online, schedule an appointment, and more.



MOLD REMEDIATION

TO KEEP HEALTHY & HAPPY HOMES AND FAMILIES!



WE OFFER REALTORS & HOMEOWNERS:

- ✓ Quick estimates & turnaround for real estate transactions
- ✓ Pre-listing mold inspections
- ✓ 10 year transferrable warranty
- ✓ Improved indoor air quality
- ✓ Protect the structural integrity of a home



Call today to schedule your service!

(518) 677-0700 · VanDykSolutions.com · Serving Cambridge, NY & Manchester, VT
Family-Owned & Owner Operated by Jon Van Dyk

Call Sheilah!
MOVE IN/MOVE OUT SPECIALISTS
518.937.7908 | CallSheilah.com

WE DOWNSIZE, DECLUTTER, PACK, UNPACK, HAUL THE JUNK & ARRANGE TO CLEAN THE HOME



"Call Sheilah! was highly recommended to me. She was a pleasure to work with and executed the job perfectly. Sheilah took care of every detail. I will not hesitate to recommend her to others." - Christine G.



Two Hours of Call Sheilah's Services are the perfect closing gift. We will move your clients along smoothly and quickly.

CALL TODAY!
2 hour minimum

Powering the Capital District & Rensselaer County



- ✓ New Construction/Remodel Wiring
- ✓ Lighting Installation & Repair
- ✓ Service/Panel Upgrades
- ✓ Generator Installation
- ✓ EV Chargers
- ✓ Surge Protection

10% OFF YOUR FIRST JOB
Call for a FREE quote today!



WILLSON ELECTRIC

Contact us for electrifyingly reliable service!
(518) 935-3159
WillsonElectricLLC.com



We take the **mystery** out of mortgages

Scan the QR code to help your clients eliminate the search for a great mortgage experience.

Scan Here:



Drew Aiello
Branch Manager
NMLS#64814
518-573-2435



Phil Carr
Loan Officer
NMLS#1696455
518.852.5418



Nancy Herrmann
Loan Officer
NMLS#1135039
518-727-9742

Copyright©2025 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. Fairway is not affiliated with any government agencies. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Opportunity. Licensed Mortgage Banker- N.Y.S. Department of Financial Services.



Ashley

NAGY



Drive Meets Devotion

BY LARRA ROQUE
PHOTOS COURTESY OF HANNAH LUX PHOTOGRAPHY

In the world of real estate, ambition often collides with balance. For top producer Ashley Nagy, the two are deeply intertwined. Her success is built on a foundation of family, discipline, and a relentless commitment to giving clients her absolute best. Down-to-earth yet laser-focused, Ashley is known throughout the Lake George area for her dedication, transparency, and ability to make every client feel like they are her only one.

“Real estate isn’t just what I do,” she says. “It’s who I am. I want every single person I work with to feel cared for, informed, and valued from start to finish.”

The Leap into Real Estate

Ashley’s professional journey began far from the shores of Lake George. Originally from Voorheesville, New York, she earned a Bachelor of Science degree from Loyola University in Maryland and launched her career at Regeneron Pharmaceuticals. But when her husband, Kory, began traveling extensively as a National Hockey League referee, Ashley found herself seeking a career that offered flexibility while keeping her rooted closer to home.

“I thought real estate would give me flexibility,” she says with a smile. “It didn’t quite turn out that way, but I fell in love with it.”

In 2017, Ashley made the leap into real estate, joining The Shannon McCarthy Team, then based in Saratoga Springs. She credits Shannon McCarthy as a pivotal mentor and leader who laid the foundation for her success. “Shannon taught me everything that got me to where I am today,” Ashley says. “She was an incredible mentor and leader, and I’m forever grateful for that guidance.”

Even when clients know how busy I am, they still say they felt like they were my only one. That's the best compliment I can receive.



PHOTOS COURTESY OF SLOAN STUDIO NY

In 2023, Ashley made a strategic move to Davies-Davies, a decision driven by both personal roots and professional growth. Living in Lake George and emerging as a leading agent in that market, the transition felt natural. Joining a powerhouse brokerage deeply rooted in the Lake George community allowed Ashley to align her business with the area she knows best and serves most passionately.

Rising to the Top

Ashley's rise in the industry was swift, though never without hard work. In 2024, she closed 57 transactions totaling more than \$27 million in volume. By the end of 2025, she will have helped approximately 70 families buy and sell homes, closing more than \$45 million in volume, a performance that places her as one of the top-performing agents by volume in the Southern Adirondack MLS.

While the numbers are impressive, Ashley's reputation carries even greater weight. She is consistently ranked among the top agents in both the Southern Adirondack MLS and the Capital Region, often landing in the top one or two positions.

"I'm obsessed," she says candidly. "I study the market constantly, consume real estate training and content, and never stop learning. I've built my systems around client service and marketing, and presentation matters."

That commitment extends to how her listings are showcased. Ashley now works exclusively with one of the top photographers and videographers in the region, ensuring every property is

presented in its best possible light. The elevated visual strategy reflects her belief that thoughtful presentation is a critical part of delivering exceptional results.

Clients routinely leave glowing reviews, praising her communication, professionalism, and the care she brings to every transaction. "Even when clients know how busy I am, they still say they felt like they were my only one," she says. "That's the best compliment I can receive."

A Heart for Family and Home

Family sits at the center of everything Ashley does. Married for more than a decade, she and her husband, Kory, are raising two sons, Hudson, seven, and Hunter, four.

Her motivation to succeed in real estate began with a simple goal: creating a life where her family could be together. "My 'why' was to retire my husband so he could be home with us," she says. "I was able to do that a couple of years ago, and it's one of the things I'm most proud of."

The Nagys homeschool their boys and spend much of their time immersed in the outdoors. "We mountain bike, and my husband and oldest son both race," Ashley shares. "We travel a lot for races from spring through fall, and in the winter, we're snowmobiling. We also spend plenty of time out on the lake. It's part of our lifestyle."

That lifestyle mirrors the balance Ashley strives for in her work. She has intentionally built a support system that allows her to remain fully present with her family while delivering

exceptional service to clients. "I have a transaction coordinator and a showing assistant now," she explains. "She helps make sure nothing slips through the cracks so I can focus on what I love most: helping people and spending time with my family."

The Nagys also own three short-term rental properties, blending their passion for real estate with hospitality. "It's truly a family effort," Ashley says. "We all pitch in."

Despite her busy schedule, Ashley stays closely connected to her roots. Her parents and siblings live nearby in the Lake George area, and she is raising her children alongside their cousins. "It's special," she says. "We're incredibly lucky to have such a close family network. My family members are my best friends."

At home, the family is rarely without their constant companion, Cruz, the family's Bouvier. "She's a big part of the family," Ashley laughs. "Always right in the mix."

Looking Ahead

Straightforward and to the point, Ashley balances her direct approach with warmth and unwavering integrity. Her philosophy is simple: communicate clearly, work relentlessly, and always



put people first. "Communication is everything," she says. "That's the key to great service and lasting relationships."

Though she has reached a level of success many aspire to, Ashley has no plans to slow down. Her goals for the years ahead remain grounded in service

and consistency. "I just want to keep serving clients the best I can," she says. "There's always room to grow, improve, and elevate the experience."

For Ashley Nagy, real estate is not simply a profession. It is a passion built on family, focus, and gratitude. Through

tireless dedication and genuine care, she continues to redefine what it means to be both a high producer and a hands-on mom. Her story is a reminder that success is not about doing everything at once, but about doing everything with heart.

MORE TRUSTED TRADES

Recommended Trade Services for the Capital Region Real Estate Market



CARPET CLEANING
SERVICE TEK OF AMERICA
 (518) 584-6000
 ServiceTekofAmerica.com



CLOSING GIFTS
STRATEGIC GIFTING
 (313) 971-8312
 StrategicGifting.com



WEALTH MANAGEMENT
IRON TREE FINANCIAL
LAUREN GERALDSEN
 (518) 261-2327
 IronTreeFinancial.com/
 team/Lauren-Geraldson

Do you know a business that deserves a spot on this page?

Contact the Kristin Brindley team at
Info@CapitalRegionRealProducers.com

ARNOFF

MOVING+STORAGE+RIGGING

Local • Long-Distance • Worldwide
MOVING | PACKING | STORAGE

Moving in 2026? Your clients will appreciate having expert support from day one.

We provide early planning guidance, complimentary quotes, and a century of experience to help them prepare with confidence before the packing even begins.

Meet the Team



Gregg Day
 VP of Sales, HHG
gday@arnoff.com



Joseph Deeb
 Relocation Specialist
jdeeb@arnoff.com

ARNOFF.COM (518) 757-0657



Start the New Year With Smoother Closings

Your clients deserve seamless. You deserve stress-free.



WORK WITH ME!

For over 20 years, I have been representing buyers and sellers throughout the Capital Region. I guide clients from contract signing all the way to the closing table. No games, no tricks ... just dependable representation you can count on!

Daniel S. Glaser, Esq.
 (518) 465-7581 - Ext. 124 | dglaser@herzoglaw.com | www.herzoglaw.com



PROPERTY MANAGEMENT IS A TAX WRITE-OFF!
 SAVE MONEY AND ELIMINATE HEADACHES; CALL US TODAY.



(518) 441-7331
cardallc.com
cardallcmanagement@gmail.com

VETERAN-OWNED, LOCAL BUSINESS

Why Choose Us?

- Educated on the latest laws & techniques.
- Owner portal to view property stats.
- Ability for tenants to auto-draft their payments.
- We know how to pick and screen good tenants.
- Serving the greater Saratoga area.



Start the year right!

From attic to basement, we check structural, plumbing, electrical, HVAC & more.



Make sure your home is safe and sound.

TALK TO US

518-727-7091
office@acehomeny.com



FLIPPING THROUGH THESE PAGES SAVES LIVES.



With the help of our sponsors, this magazine supports organizations
**FIGHTING HUMAN
TRAFFICKING WORLDWIDE.**

REAL PRODUCERS PROUDLY SUPPORTS THESE IMPACT MAKERS



n2gives.com

KEEPING HOMES SAFE IN THE CAPITAL REGION

Mold Remediation • Radon Mitigation
Oil Tank Removals • Lead Abatement



"I'm an Associate Broker, so (lucky me) I've seen a lot of mold situations over the past fourteen years. Paul and his crew are hands down the best. Best price, most knowledgeable, and they stand behind their work." - *Suzanne P.*



Give us a call to schedule! **(518) 235-5687**
Learn more! EdgecoEnvironmental.com

Providing Superior **packing, storage, local and long-distance
moving services** to the Capital Region.



— SINCE 1952 —

Call for a **FREE** quote today!

(518) 462-0697

donsmovers.com • glenn@donsmovers.com



HOMESTEAD
FUNDING CORP.
More Financing That Means You

CONTACT US FOR ALL OF YOUR HOME FINANCING NEEDS!

If you know of anyone who could use our time for professional home financing services, please have them give us a call!



Laura Guillerault

Licensed Loan Originator
NMLS# 59471

☎ 518-669-9664

☎ 518-227-0957

✉ lguillerault@homesteadfunding.com

🌐 lauraguillerault.com

📍 517 Broadway, Suite #202
Saratoga Springs, NY 12866



Courtney Delaney

Licensed Loan Originator
NMLS# 812681

☎ 518-791-9886

☎ 518-407-5996

✉ cdelaney@homesteadfunding.com

🌐 www.CourtDelaney.com

📍 5 Warren Street
Suite 104, Glens Falls, NY 12801