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COVER STORY

If you are interested in nominating people for certain stories, please email us at: sam.kantrow@realproducersmag.com

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With a career spanning the public, private, and nonprofit sectors across Northern California and Western Massachusetts, John Sheehan brings a wealth of leadership experience and a deep commitment to service excellence. Throughout his professional journey, John has built a reputation as an accomplished general manager with a rare ability to blend operational expertise, strategic vision, and people-centered leadership.

Before joining Sherwood Inspection Services, John founded and successfully grew a multi-million-dollar plumbing company, giving him firsthand insight into the home service industry and the expectations of today's homeowners and real estate professionals. His background in building and managing service-driven teams aligns seamlessly with Sherwood Inspection Services' 40+ year legacy of exceptional client care and industry-leading standards.

Beyond his professional accomplishments, John is also dedicated to community building. In his spare time, he launched and developed a youth lacrosse program for boys and girls, creating opportunities for young athletes to learn, grow, and experience the values of teamwork and discipline.

Today, John brings his entrepreneurial spirit, industry knowledge, and passion for service to Sherwood Inspection Services, helping to uphold—and elevate—the company's longstanding reputation for quality, education, and integrity.

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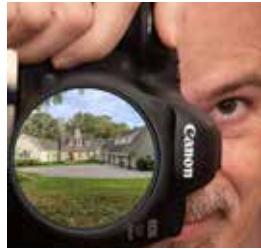
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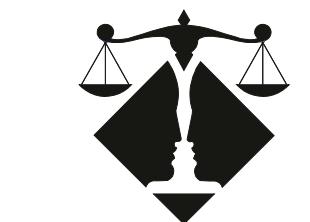


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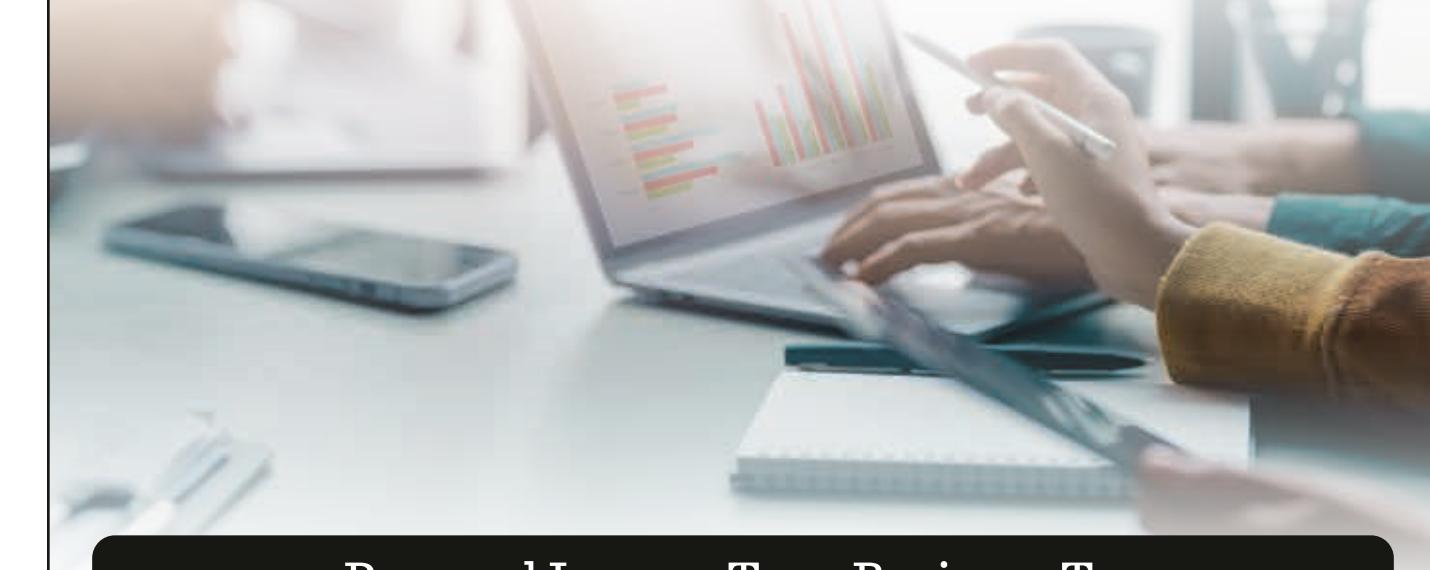
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As we roll into 2026, the reset button hits again. New year. New shot. New excuses to level up. You get to look back at what worked, toss what didn't, and decide what version of you shows up next.

To the top agents in this community, you set the standard. You show up when deals get messy and when clients panic. You deliver results when everyone else stalls. You do the work, day after day, and you keep this market moving. You are the reason families land in the right homes. You shape neighborhoods. You drive the energy in this business. Your effort matters.

To the partners who support Real Producers, you keep this whole ecosystem running. Your services keep deals alive. Your referrals fuel growth. Your support gives this community an edge. You help us highlight the stories that deserve the spotlight.

So here is your challenge for 2026.

Ask yourself where you want to go and what you want to build. Push your business. Strengthen your relationships. Show up for your community. Take the step you avoided last year. You have a clean slate. Use it.

Our mission stays locked in. We celebrate the people who raise the bar. We connect the ones who drive results. We help shine a light on the professionals who push this industry forward across New Haven, Middlesex, and the Gold Coast.

Here is to 2026. Here is to fresh momentum.

Here is to bigger goals, sharper focus, and a community that refuses to slow down.

Thank you for being part of this network. Thank you for letting us be part of your story. Let's make this year one you look back on and say, you crushed it.



Your friend,
Sam Kantrow, Publisher
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HAPPY
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A circular portrait of a young man, Dominic Demilo, wearing a dark suit and tie. He is looking directly at the camera with a slight smile. The portrait is set against a white background with decorative snowflake icons.

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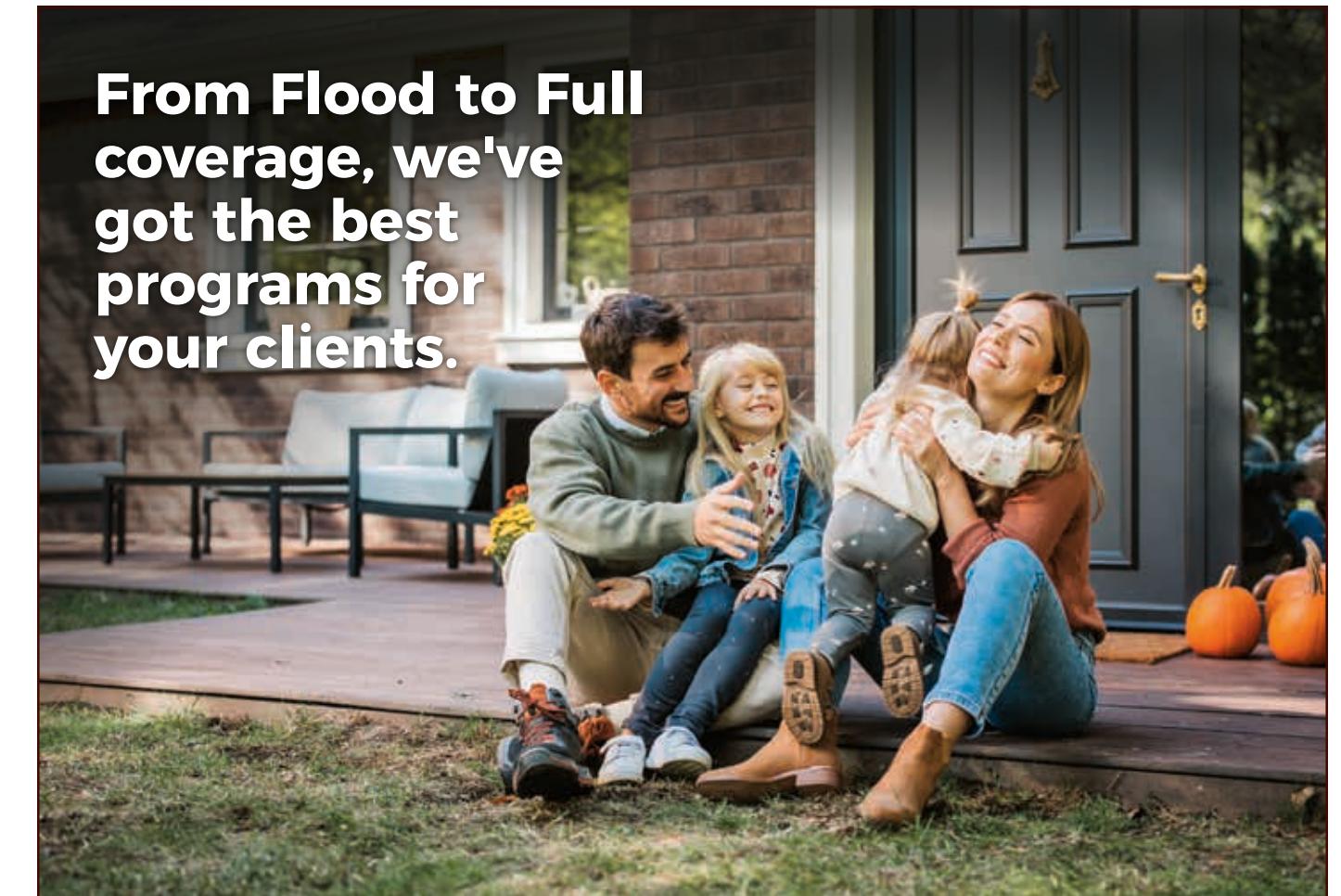
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ASK THE EXPERT!

The Hidden Danger of Open Building Permits

BY KISHORE KAPOOR- OWNER/ATTORNEY AT CONNECTICUT REAL ESTATE CLOSING ATTORNEYS

When a home goes under contract, everyone hopes for a smooth closing. But one problem can stop everything fast: **open building permits**.

An open permit is a permit that was pulled for work on the home, but the town never marked it as “finished.” It can be something small—like a deck or a water heater—or something big, like a finished basement. Even if the work was done years ago, the town can still say the permit is “open.”

So why is this a problem?

Because an open permit means the town never approved the work. That means the town can force the owner to fix it, open up walls, or pay for new inspections. Banks do not like this risk. Buyers don’t like this risk. And sellers almost always panic when they hear it.

Most deals get delayed because the town needs time to send an inspector, check the work, and close the permit. Some towns move fast. Others take weeks. I’ve seen closings get pushed back, deals fall apart, and everyone stressed—all because of one old permit no one knew about.

What can real estate agents do?

- **Ask early.** At listing appointments, ask the seller if they did any work on the home.
- **Call the building department.** Many towns will share if any permits are still open.
- **Warn sellers about delays.** Even small projects may still show as open.
- **Loop in a closing attorney early.** We can check records and give a plan before problems grow.

Open permits don’t have to ruin a closing. A little early action can save your deal—and your client—from a big surprise.

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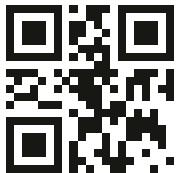
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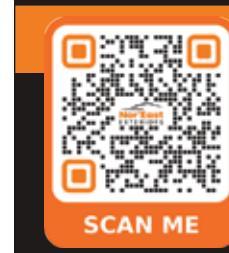
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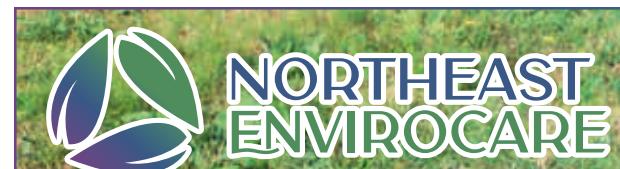
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Melanie Scull

FROM BUILDING ARTISTS
TO BUILDING FUTURES

ALYSSA MUCHA PHOTOGRAPHY

For more than two decades, Melanie Scull's career revolved around one core skill: building people up. Long before she ever stepped into real estate, she was shaping brands, launching careers, and managing budgets and teams inside the music industry. Today, that same instinct for strategy, storytelling, and trust defines her work as an advisor with William Pitt Sotheby's International Realty.

Based out of the Madison office, Melanie's path into real estate was anything but conventional. Her professional roots trace back to Capitol Records, where she began her career in New York as an assistant before quickly ascending through the ranks. What followed was a whirlwind cross-country twenty-year journey through some of the most influential corners of the music business, including senior leadership roles at Capitol, Sony, Elektra, and Warner Music.

"I always describe my role as an executive as more of a liaison," Melanie explains. "Between the artist, management, and all of our partners - radio and otherwise. It was a high-stakes sales and marketing role that was dependent on relationships where results equal trust. Real Estate is the same."

As Vice President and later Senior Vice President of Promotion, Melanie ran national campaigns for major recording artists. Her work combined strategy, building artist visibility, media relations, and brand development, often coordinating massive, multi-market launches that required precision, pressure management, and trust. It was a career defined by movement, travel, deadlines, and events, and by relationships that had to hold under intensity.

For years, it was exhilarating. But eventually, the pace and the grind began



“REAL ESTATE IS A PEOPLE BUSINESS FIRST. MY JOB IS TO LISTEN, GUIDE, AND SHOW UP WHEN IT *matters most.*”

— MELANIE SCULL



to wear thin. As a single mother raising her daughter, Taylor, Melanie reached a point where the demands of the industry and travel no longer aligned with the life she wanted to build.

When a major restructuring at Warner Music eliminated her team, Melanie found herself at a crossroads for the first time. Instead of rushing into the next music executive role, she gave herself permission to pause.

That pause changed everything.

“I gave myself the summer,” she says. “I didn’t want to chase the next expected move. I wanted to figure out what actually felt right. I knew I wanted to pivot.”

What emerged felt almost inevitable. Long known among family and friends for her design instincts, Melanie began helping friends reimagine their homes, decorating spaces, sourcing furniture, coordinating painters, and preparing homes to feel complete. She started staging homes in preparation to list, a talent she sees as a crucial part of the marketing process to garner top dollar for a home. She started working alongside a company in Greenwich and ultimately partnered with a friend and local designer in Branford to offer staging services.

“I kept thinking, Just do it” she recalls. “I knew I loved real estate. I knew it was my calling, but I had to find time and courage to study and take the CT real estate exam.”

So Melanie approached it the same way she approached everything else, methodically and with commitment. She studied relentlessly, sneaking in quizzes between work, school pickups, and daily life. When she passed on the first try, she hadn’t even told anyone she was taking the exam.

Choosing William Pitt Sotheby’s International Realty was instinctual. The brand, the marketing support, and the team of agents aligned with the career she wanted to build, one grounded in quality, not noise.

From day one, Melanie treated her second career with humility. “I knew I had life experience, but I also knew I had much to learn to become an expert,” she says. “I was a sponge.” She volunteered for everything: office hours, open houses, trainings, and shadowing seasoned agents. She listened. She asked questions. She absorbed decades of institutional knowledge from generous colleagues who had lived through every market cycle imaginable.



“Not every transaction is happy,” she notes. “People are moving for all kinds of reasons. My job is to be present, honest, supportive, and strong.”

Her relationship philosophy is refreshingly simple. No scripts. No forced touchpoints. Just a genuine connection. A text. A call. Staying human in an increasingly automated world.

That approach paid off quickly.

Now in her second full year of real estate, Melanie has closed \$12 million in volume, including a standout \$3 million sale in Killingworth, one of the highest recorded sales in the town’s history. The listing came through a personal relationship, not as a cold lead, reinforcing what Melanie has always known: trust matters more than titles.

“Being a second-career is actually such a gift,” she says. “I know how to show up. I know how to manage pressure. And I know how to lead with confidence.”

Clients quickly sense that steadiness. Melanie views her role less as an agent and more as an advisor, someone who walks beside clients during one of the most significant, and sometimes emotional, decisions of their lives.



Outside of work, Melanie’s life is anchored by her family. A Connecticut native, she remains deeply connected to her roots. Her daughter, Taylor, is now a teenager, a season that offers more flexibility and freedom than earlier years of parenthood.

Melanie fills her downtime by staying active and social, whether playing

Melanie Scull, a relationship-driven real estate advisor known for her calm confidence and client-first approach.



Melanie Scull with her daughter, Taylor — her greatest pride.

pickleball at local clubs, practicing yoga, enjoying time outdoors, or catching up with friends over a good meal. She shares a close bond with her parents and can always be found on the sidelines cheering at her daughter's soccer games.

Looking ahead, Melanie feels motivated and energized.

"I feel so grateful that I can support my family doing something I truly love," she says. "I regularly have moments where I think, 'Wow, how lucky am I?'"

For Melanie Scull, real estate isn't a pivot. It's a continuation. A lifetime of relationships, experience, and instinct, now focused on helping others move into their next chapter with confidence.



Pickleball time — one of Melanie Scull's favorite ways to recharge.

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For nearly fifty years, CT Insurance Exchange has been a trusted name in the insurance world. Today, under the leadership of Lisa and Walter Tregoning, the company has evolved into one of the most forward-thinking, relationship-driven agencies in the state. What began as a small family business in 1976 has transformed into a powerhouse partner for real estate agents, lenders, and clients across Connecticut.

The story begins with Walter's father, Ronald Tregoning, who founded the original CT Insurance Exchange in Newington. The agency expanded slowly, one relationship at a time, quoting policies by hand in a pre-digital era. Walter grew up in the industry,

working there through high school and college. In 2001, he purchased one of the satellite agencies and eventually transitioned it into CT Insurance Exchange of Southington. With just one customer service representative beside him, Walter expanded the agency's carriers, expertise, and efficiency while preserving his father's core belief that every client should feel like family.

Everything changed in 2013 when Lisa stepped away from her career in Connecticut's public school system to join the agency. Her background was not in insurance. She spent years working in elementary education, school leadership, and eventually focusing on statewide school climate reform.

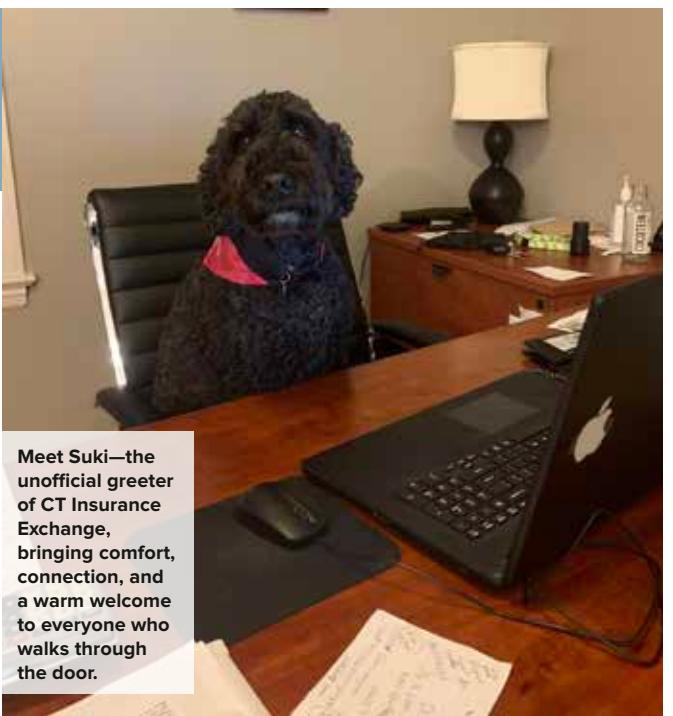
She created school climate programs that helped districts rebuild culture, communication, and structure from the inside out. When she entered the agency, even in a simple scanning role at first, she immediately saw how much potential there was to apply the same principles to a business.

Culture had always been her passion. Whether in a school or in an office, Lisa believes that strong expectations, intentional systems, and a positive environment shape outcomes. She rebuilt the agency from within, creating a workplace defined by clarity, compassion, and accountability. Hiring shifted from experience-based to skill-set-based. They focused on people with





Founded in Newington in 1976, CT Insurance Exchange became more than a business for Walter Tregoning — it became the industry he grew up shaping, and the one he continues to lead with instinct and expertise today.



Meet Suki—the unofficial greeter of CT Insurance Exchange, bringing comfort, connection, and a warm welcome to everyone who walks through the door.



Leading the commercial department and building lender relationships from the ground up, Lisa and Walter's son carries a work ethic defined by service, urgency, and firsthand understanding, making him a key architect of CT Insurance Exchange's next era.



From school culture reform to insurance innovation, Lisa Tregoning brought systems, expectations, and heart into CT Insurance Exchange, proving that the strongest leaders are the ones willing to rebuild a culture from within.



heart, structure, and a genuine desire to help others. Over time, that decision changed everything.

The team has since grown to twenty-two employees who collectively speak eight languages, along with two virtual assistants supporting operations. In 2025, the Southington office officially acquired Walter's father's original Newington location, bringing the company full circle and continuing the legacy across two thriving branches.

Today, the company operates simply as Connecticut Insurance Exchange, united under one name and one mission.

Their growth, however, has not been driven by size alone. It has been fueled by service. A turning point came when flood insurance reform created confusion and panic among homeowners and lenders. Instead of accepting the limitations of the national flood program, CT Insurance Exchange invested in FlowFlood. The quoting platform gave

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They understand the urgency of the real estate world and operate with the same level of speed and precision that agents expect from their best partners.

them access to a dozen private flood carriers, allowing them to deliver rapid, competitive quotes at a time when many buyers were struggling.

This made them a lifeline to lenders who needed fast, accurate numbers to keep deals alive. Their reputation spread quickly. When a lender calls with a tight deadline, a challenging debt-to-income issue, or a premium that threatens a closing, Lisa's team steps in with solutions. They know the companies, the underwriters, and the strategies needed to bring premiums down without compromising quality coverage. Just recently, a lender came to them with a buyer whose premium needed to drop one thousand dollars to be able to close. They delivered the quote within the



hour, with the same quality coverage, for one thousand dollars lower, saving the deal.

Each producer is assigned to specific lenders to build strong, ongoing relationships. They understand the urgency of the real estate world and operate with the same level of speed and precision that agents expect from their best partners. Their support extends across personal and commercial insurance, making them a one-stop resource for agents who want reliable experts in their corner.

Beyond the business, the Tregoning family is deeply rooted in community and connection. Lisa and Walter

recently became grandparents, a milestone that has brought new joy to their lives. Their agency is also known for its four-legged team members. Their beloved dog Suki became a quiet therapy companion for clients and children who visited the office, and now their two granddogs spend several days a week greeting clients and staff. Many customers stop in not just to pay a bill, but to see the dogs.

Lisa also plays an active role in shaping the insurance industry statewide. She participates in multiple advisory councils for major carriers, helping refine products through real data from the field. She pilots new programs, collaborates closely with company

partners, and continues to focus on innovation and service. She also founded a women's leadership group for women-led agencies in Connecticut, fostering collaboration, problem-solving, and shared growth across the industry.

The agency's next generation is equally dedicated. Their son, who recently became a father, runs the commercial department and is responsible for building their early lender relationships. Having bought, sold, flipped, and Airbnb'd homes himself, he understands the real estate process firsthand and knows what it feels like to be a buyer on the other end of a stressful transaction. His work ethic is tireless, often starting at seven in the morning and working weekends to ensure lenders and clients have what they need.

Connecticut Insurance Exchange is not just an insurance agency. It is a family-run operation built on expertise, heart, and a true understanding of what real estate professionals need. Their speed, accuracy, and commitment to culture have made them an invaluable resource for agents across the state. For those who work with them, it is clear that this is a team driven not by policies, but by people.



Nicole J. Barillaro
Attorney - Partner

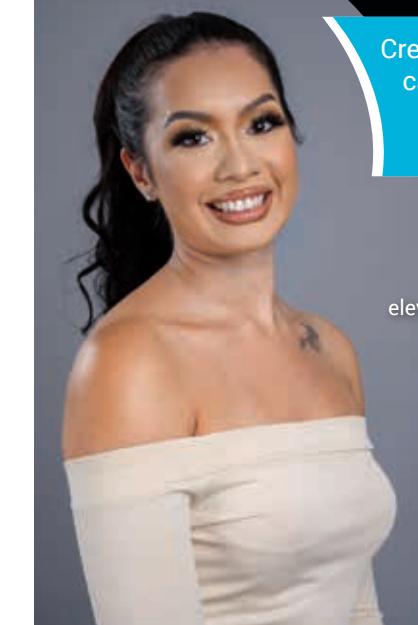
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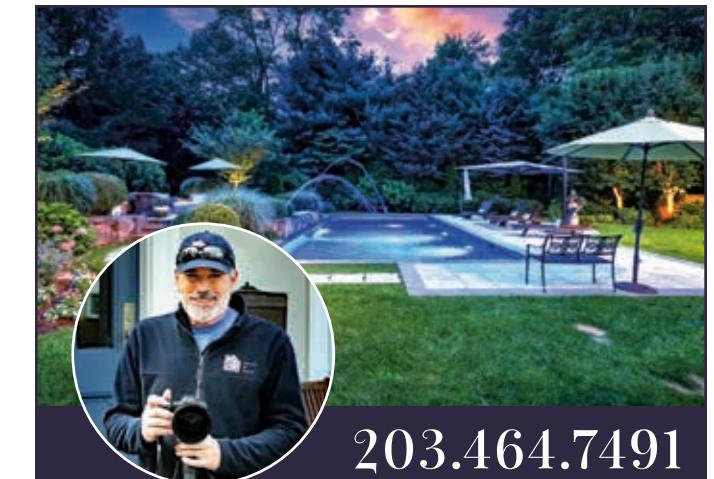


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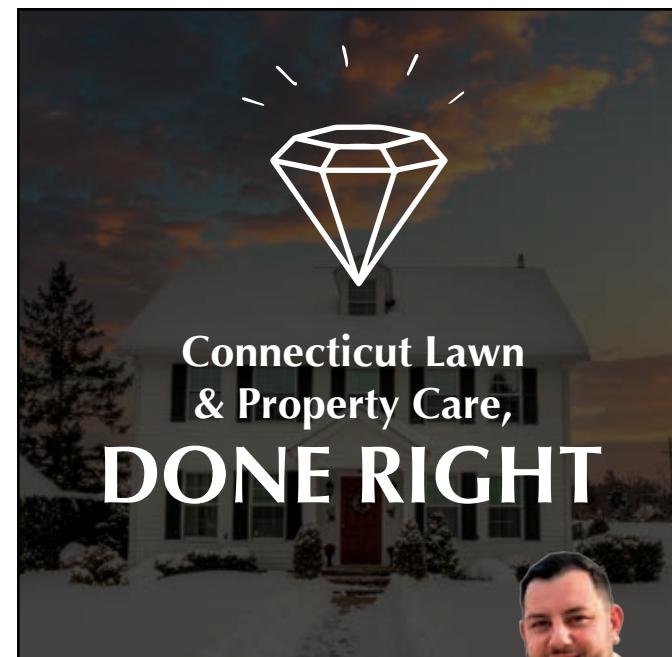
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PAT MOREGGI

From First Spark
to Lasting Impact

BY GEORGE GROTHEER
PHOTOS BY ASCEND STUDIOS



THE SPARK WAS ALWAYS THERE.

Patricia Moreggi's start in real estate came from a simple fireside conversation. She had found some work after graduating college, but was still searching for her life's passion. That was until a chat with her parents and husband, Dominic, set her on her way.

They were like, 'Why don't you get your real estate license? You'll be good at it.' Then she remembered something: growing up, she always got a charge out of visiting friends' and family's homes because it was fascinating to see how other people lived. She loved to see what made them happy in their homes. Real estate could provide the opportunity to connect people and families to what makes them happy.

Something clicked for Moreggi during that conversation, but she still needed a foot in the door. That's when a mutual friend of her husband's, Susan Candido, who worked at the Beasley Company, provided her with an opportunity to interview.

At just 24 years old, she started as the youngest agent in her office but found ways to fit in with her colleagues in and around her agency.

"Because I was the youngest realtor in the area, I needed

“

MY BIG THING IS REACHING OUT WITH EVERYBODY WHO I HAVE WORKED WITH AND CLOSED A HOUSE WITH ONCE A MONTH.”





"I try to treat everybody like family — that's always been the foundation of my business." Patricia Moreggi

to cut my hair to look more mature," she laughs. "I permed it. And I bought a four-door Buick. I felt like a little old lady in there — but it worked!"

Within her first six months, Moreggi landed her first condo complex — with forty-five units for people to relocate and downsize in North Haven. In a short amount of time, she had become a top agent in her office.

"I worked it until they were all sold," Moreggi says. "It was a great way to start my

real estate career and build my client list."

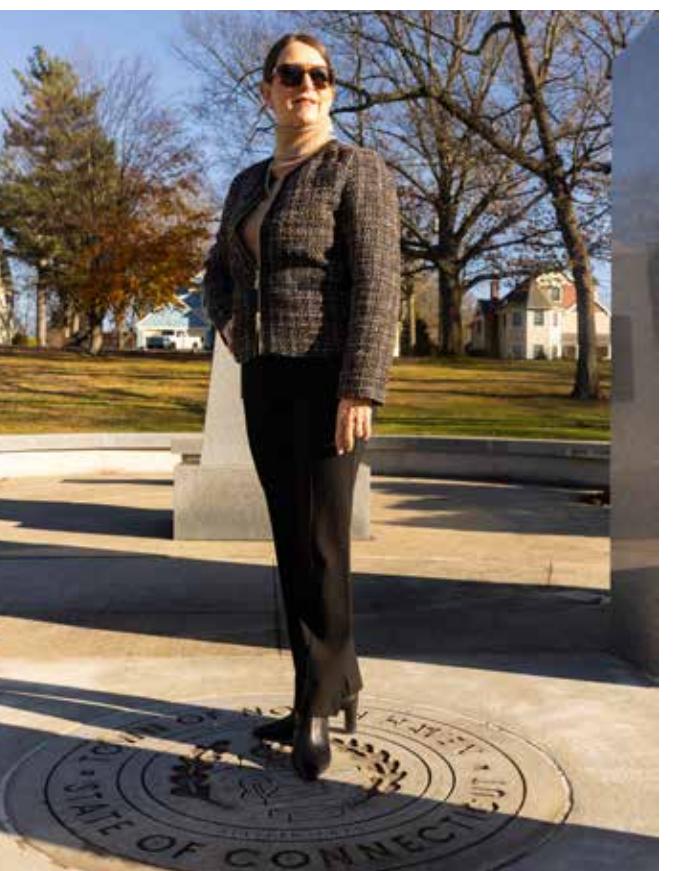
Despite the success, unexpected circumstances made her take a step back professionally.

"My mother-in-law became ill, and my parents moved out of state, so without help at home, I decided to make my children my priority," she says.

Moreggi took nine years off from real estate to focus on raising her two daughters. She worked part-time during her children's school hours



Patricia Moreggi, with her family, the heart behind her work, and her greatest priority.



As her children advanced in school, Moreggi had an opportunity to seize her calling for a second time. She found a balance with caring for her kids and family responsibilities while also building herself up as a top agent once again. Fast forward twenty years, and Moreggi is consistently ranked as a top agent in her region, which covers the greater New Haven area.

Part of her success, Moreggi says, is staying connected. She is building up her presence on social media — keeping tabs on clients, fellow agents, and trends in the industry so that she can stay a step ahead of the game. Moreggi reminds her clients that once a contract has been closed, any disappointment of thinking the relationship is over is



"Real estate isn't about selling — it's about listening, being honest, and staying connected long after the closing." Patricia Moreggi



Patricia Moreggi, connecting clients to the homes—and relationships—that make them feel happiest.



“

WHEN CLIENTS AND I GET TO MEET EACH OTHER AND THEY NEED SOMEBODY – AN ATTORNEY, A CONTRACTOR – I HAVE A GUY.”

misguided. As she puts it – it's always a growing connection.

“My big thing is reaching out with everybody who I have worked with and closed a house with once a month,” Moreggi says. “I reconnect with them, send them an item of value, and even hold client appreciation events in the spring and fall.”

Those client events have become a semiannual staple for the connections Moreggi has made in her career. In the spring, she gets flowers for her client base, and in the fall, it's pies.

Everyone is included.

“As long as the person has purchased from me or has referred me to someone, they get on the list,” Moreggi smiles.

Maintaining a connection without being cliché is key, Moreggi says, to reaching the top.

“I wouldn't consider myself a salesperson,” Moreggi says. I'm not that person. I'm not pushy.”

Moreggi has built a network for herself – both in her client base and in the professional sphere. She works with other business owners, including insurance agents, mortgage companies, and attorneys, to develop the right combination of professionals to help her clients.

“When clients and I get to meet each other and

they need somebody – an attorney, a contractor – I have a guy,” Moreggi says.

She prides herself on her honesty – telling it like it is and doing due diligence with the truth in every interaction. That has enabled Moreggi to create the ideal work/life situation for herself, giving herself a balance that maximizes her productivity at the office and family time outside of it.

Moreggi spends time with her two daughters, who have each grown and married, and her two grandchildren. She has learned how to knit with her friends and takes yoga classes to be involved with those in her community in a nonprofessional capacity.

“I try to treat everybody like family. That's my biggest thing,” Moreggi says. “Especially at work – whether they're the two hundred thousand-dollar buyer or the million-dollar buyer, I treat everybody the same – with great respect.”

That same spark that made her enter real estate–helping people in a pivotal time in their lives find their peace, their happiness, and their next adventure–hasn't faded. Every day is a chance to make a lifetime connection.

If you're looking to buy or sell your home with someone who will listen, communicate, and be honest during the entire process, head to PatMoreggiTeam.com.

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FAQS

All About New Haven/ Middlesex Real Producers

The first Real Producers magazine started in Indianapolis in 2015. Real Producers is now in over 130 markets across the nation and is continuing to grow nationwide.

Q: Who Receives Real Producers Magazines?

A: The top 300 real estate agents across New Haven and Middlesex Counties and our preferred partners.

Q: What Is The Goal Of This Magazine?

A: We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most accomplished individuals in the Connecticut real estate sector.

By curating an exclusive community comprised of the top 300 real estate agents and RP-vetted businesses in each market, we foster a shared space for sharing stories, celebrating successes, discussing market trends, and highlighting upcoming events. Our monthly publication is dedicated to connecting, informing, and inspiring, encompassing anything that contributes to the enrichment of our community.

Q: Does Real Producers Have Events?

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

Q: What Is The Process For Being Featured In This Magazine?

A: The process for getting featured in our magazine is straightforward. To be eligible, you need to be on the top 300



list, and we value nominations highly. Whether you're a real estate agent, business, broker, owner, or someone who admires the work of others, you can nominate individuals, including yourself. Even office leaders have the opportunity to nominate outstanding real estate agents. We take every nomination seriously and consider anyone from the top 300 list who is brought to our attention. While we cannot guarantee a feature, we strongly encourage you to connect with one of our team members, show support for Real Producers, and participate in our private events. These steps can enhance your chances of being featured in our publication.

Q: What Does It Cost A Real Estate Agent/Team To Be Featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share **REAL** stories of **Real Producers**.

Q: Who Are The Rp-Vetted Businesses?

A: The RP-vetted businesses featured in our publication represent the some of

best in the business in their respective categories within the Connecticut Shoreline. You can easily locate them in our index. We do not randomly select businesses, nor do we collaborate with every business that approaches us. We prioritize businesses that have received your stamp of approval through recommendations and each business showcased has been personally recommended by many of the top agents featured in our publication. Before featuring any business, our team conducts additional vetting to ensure they align with our community's values and bring substantial value. Our aim is to build a robust network that not only includes the best real estate agents but also features top-tier businesses, fostering collective growth and strength within our community.

Q: How Can I Recommend A Business?

A: If you want to recommend a business that works with top real estate agents, please email or message us - Email: sam.kantrow@realproducersmag.com



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