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Publisher's Note

Hello January, A Fresh Start!

A new year brings a fresh sense of purpose — a clean slate filled with opportunity, ambition, and vision. January invites us to reflect on the lessons of the past year and set our sights on what's possible in the year ahead. It's a reminder that growth doesn't happen overnight, but through small, intentional steps taken with consistency and heart.

As we step into **2026**, we're grateful for the incredible Real Producers community that continues to inspire and elevate one another. The relationships you build, the stories you share, and the way you show up for this network are what make it so meaningful.

We're also excited to look ahead to our next event, **Bloom Where You're Planted**, happening **March 12th**. This will be a special opportunity to come together, reconnect, and step into

the year with intention and encouragement. More details will be coming soon, but for now, be sure to save the date.

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

Here's to clarity, courage, and connection in the year ahead — and to making 2026 a year of steady growth and meaningful moments.



Kristin Brindley
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Karina INFANTE

Compassion in Action BY GEORGE PAUL THOMAS
PHOTOS BY CHRIS KELLYMAN

When you meet Karina Infante, it's easy to see why people trust her. She has a gift for making others feel comfortable, a calm confidence that instantly puts anyone at ease. "Real estate is personal," she says. "It's about understanding where people are coming from and helping them see what's possible."

Born and raised in West New York, NJ, Karina learned the meaning of hard work from an early age. Watching her mother build a business while caring for their family taught her that integrity and effort always go hand in hand. "My mom is my role model," she says. "She taught me to stay humble, show up, and do the right thing even when no one's watching." Those lessons shaped how Karina connects with others through honesty, consistency, and heart.

The Road to Real Estate

After earning her Bachelor of Arts degree from William Paterson University in 1995, Karina began her career as the operations manager for her family's business. Later, her nurturing nature led her to teach kindergarten, where she discovered her talent for communication and patience.

By 2012, she felt called to something new. "I saw a need in my community," she explains. "There were so many hardworking families, especially Hispanic families, who wanted to own homes but didn't have someone to guide them. I wanted to change that."

She started her real estate journey in 2009 at Terrie O'Connor Realtors in Ridgewood, NJ, and later continued with Coldwell Banker in Haddonfield, NJ. Learning the business from the ground up, Karina discovered that her true passion was helping others achieve stability and pride through homeownership. "It's not about the transaction," she says. "It's about the people and the relationships you build along the way."

Growth Through the Years

Over the next decade, Karina built a career defined by growth, leadership, and resilience. She held key roles where

she worked as an administrative assistant, a Realtor, and a transaction coordinator. She eventually became a full-time real estate salesperson in 2014 at Coldwell Banker, consistently ranking among the Top 50 Agents in Volume and Units, and earning recognition in the International Diamond Society.

In 2024, Karina rejoined Keller Williams Realty Cherry Hill, where she continues to grow as both a Realtor and the leader of her own team, Infante Homes. She now serves on the Associate Leadership Council (ALC), a group of top-performing agents who advise on market center development and agent success. "I love the collaboration at our market center," she says. "We're constantly sharing ideas and lifting each other higher."

Her results reflect her dedication. Karina has repeatedly earned the Nexus Association of Realtors Superior Performer Award, the NJ Realtors Circle of Excellence Sales Award, and recognition as one of the Top 250 Hispanic Agents by NAHREP, as well as a Real Producers Top 500 Agent of South Jersey.



Calm, Capable, and Compassionate

Karina is known for her steady, reassuring approach to what can often be a stressful process. “I like to be the calm in the room,” she says. “Buying or selling a home can be emotional. My job is to simplify it, educate my clients, and make sure they always feel supported.”

Her ability to lead with empathy has helped her build a thriving referral-based business, closing over \$10 million in sales in 2025 and projecting substantial growth in 2026. But behind those impressive results lies a perspective grounded in purpose. “I don’t measure success by numbers,” she says. “I measure it by the impact I leave behind.”

That mindset has turned first-time clients into lifelong friends and fueled her reputation as a trusted name in South Jersey real estate.

Family and Fulfillment

At the heart of everything Karina does is her family. She is a proud mother to two daughters, Karysa and Gabriella. “Everything I do is for them,” she says. “They’re watching how I handle life and business, so I want to lead by example.”

As an only child, Karina has always valued close relationships. Her circle of friends feels like family. “Not having siblings made my friendships incredibly meaningful, and those bonds are a big part of my life.” Loyalty, connection, and showing up for people matter deeply to Karina in family, in friendships, and in business.

Outside of work, Karina enjoys caring for her two dogs, cooking, antiquing, and decorating her home. She loves weekend adventures, dining out, live entertainment, and celebrating milestones with the people she loves. Creative at heart, she also enjoys beading, floral arranging, and assembling handmade gifts.

Her compassion extends to her community as well. She donates to the American Foundation for Suicide Prevention and supports the Animal Welfare Association, where she has fostered cats and plans to foster again. “Giving back fills my cup,” she says. “It reminds me why I do what I do.”

A Vision for the Future

Looking ahead, Karina is focused on creating a legacy that blends business success with service. She

“

It’s not about the transaction. It’s about the people and the relationships you build along the way.”



dreams of starting a nonprofit that supports single mothers and underserved families through financial literacy and empowerment programs. “I want to build something that will continue helping people long after I’m gone,” she says.

Her favorite book, *The Tipping Point* by Malcolm Gladwell, reminds her that small steps can lead to great change. “Every relationship, every act of kindness, every bit of effort compounds,” she says. “That’s how transformation happens.”

Karina’s philosophy is simple: lead with heart, stay consistent, and treat people like family. “I got into this business to make a difference,” she says. “Homes are just the beginning. What really matters are the lives we touch.”



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DOUG Vladick

Faith, Family, and the Power of Purpose

BY GEORGE PAUL THOMAS • PHOTOS BY CHRIS KELLYMAN

From the ice rink to the real estate arena, Doug Vladick has never shied away from hard work, discipline, and teamwork. Energetic, positive, and relentlessly driven, he brings the same intensity that once fueled his hockey days to every client he serves today. For Doug, real estate is more than a profession — it's a purpose that allows him to pour his energy into helping others while building a meaningful life for his family.

The Right Fit at the Right Time

Born in North Jersey and raised in South Jersey since the age of four, Doug has always considered this community home. After earning his bachelor's degree from LaSalle University and a master's from Fairleigh Dickinson University, his career began in law enforcement — a path that taught him structure, accountability, and calm under pressure. "I worked as a police officer for a few years, but something inside me told me it wasn't my forever," he recalls.

That inner voice led him to pivot into the insurance world at Liberty Mutual, where he honed communication and negotiation skills that would later serve him well in real estate. Yet, the pull toward something more personal kept growing. "It all came together perfectly — a right time, right place situation," Doug says of his 2021 leap into real estate with RE/MAX Preferred under mentor Chris Valianti. "I had this gut feeling that I needed to bet on myself, and I've never looked back."

A Career Built on Care and Consistency

Since joining the RE/MAX family, Doug has proven that success doesn't come





“When I look back at how I got here — from law enforcement to insurance to real estate — it all makes sense now. God had a plan, and I just needed to trust it.”

doesn't, and how to build a business through consistency and care.”

Grounded in Family and Faith

Behind Doug's success is an unwavering foundation of faith, family, and gratitude. He's the first to admit that none of it would be possible without his wife, Katie, who has been his constant source of encouragement and balance. “She is the driving force behind my success,” he says. “She keeps me grounded and reminds me what truly matters when life gets busy.”

Together, they're raising their sons, Greyson and Callan. “Becoming a dad completely changed my perspective,” Doug shares. “Every decision I make — every late night or long day — is for them. My goal is to build something that not only supports them but shows my boys what hard work and integrity can accomplish.”



from shortcuts but from genuine care and tireless effort. In just four years, he's closed 73 transactions, including 20 in 2024 alone, and is already on pace to finish 2025 with up to 30 sales. His growth earned him recognition in the Executive Club for 2022 and 2023 and a place in the 100% Club in 2024.

But Doug doesn't measure success in numbers. What drives him most is knowing the role he plays in the biggest decisions of his clients' lives. “This one is easy — getting to be a very small part of the biggest decision people make. It's an honor every single time,” he says.

Always On for His Clients

Doug's approach to real estate is rooted in integrity and availability. “What sets me apart is how much I care,” he explains. “I joke that I don't have a social life, but that's because this is what I love to do. I'm available 24/7, 365, and it doesn't feel like work.” His reputation for responsiveness, positivity, and authenticity has made him a trusted name across South Jersey.

That work ethic also extends to his role as a mentor within RE/MAX Preferred, where he leads monthly meetings with new agents. “It's rewarding to help them get their careers off the ground,” Doug says. “We talk about what works, what

Family time is sacred, and Doug makes it count. Whether it's trips to the beach, days at Storybook Land, or simply running around at local parks, the Vladicks cherish those everyday moments. Their home is filled with laughter, energy, and the occasional bark from their two dogs — Henley, a five-year-old yellow lab, and Nash, a one-year-old golden retriever.

Faith also plays a quiet yet steady role in Doug's life. “I truly believe everything happens for a reason,” he reflects. “When I look back at how I got here — from law enforcement to insurance to real estate — it all makes sense now. God had a plan, and I just needed to trust it.”

He carries that same sense of purpose into his community as an assistant hockey coach at St. Augustine Prep, where he helps young athletes learn the value of effort, teamwork, and perseverance. Coaching, he says, is one of the ways he gives back. “It's about showing them that success comes from doing the right thing even when no one is watching.”

Driven by Purpose

As Doug looks to the future, his vision remains centered on service, gratitude, and balance. “I'm so happy with where I am,” he reflects. “I just want to keep doing what I'm doing and making an impact on my clients' lives every day.”

He believes success in real estate doesn't require complex systems or expensive coaching — just a willingness to put in the effort. “You don't need a fancy routine or shortcuts,” he advises. “Answer every call, respond to every message, and treat every person with respect. If you do that consistently, success will find you.”

For Doug, real estate isn't about chasing accolades or numbers. It's about who you become through the process — someone dependable, resilient, and real. “This career has given me everything I didn't know I was looking for,” he says. “I get to help people find their dream homes while living my own dream with my family. That's more than enough.”

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NICOLE NEFFLER

A BOLD NEW VISION

BY GEORGE PAUL THOMAS • PHOTOS BY CHRIS KELLYMAN

Some agents sell homes. Nicole Neff builds community.

Approachable, creative, fun, and fiercely driven, Nicole has carved out a unique space in the South Jersey market by blending her love for people with her talent for storytelling and connection. Known for her authenticity, she has become a trusted guide for buyers and sellers alike—especially those who first meet her on Instagram, where her genuine presence has attracted more than 45,000 local followers. In fact, more than 90% of her clients come directly from Instagram, and in 2024 alone, she closed over \$20 million in sales from relationships built on the platform. Few agents in the region are leveraging social media with the same level of strategy, consistency, and success, making Nicole a true trailblazer in how real estate is done today.

A Push Toward Real Estate

Nicole's journey wasn't a straight line into real estate. Originally from the Lehigh Valley, she moved to Philadelphia at 18 to attend Temple University, where she studied journalism and dreamed of becoming a TV news reporter. She spent time in radio and loved creating video stories, but staying in the city she adored mattered more than chasing broadcast opportunities elsewhere. Fortunately, her storytelling skills proved to be useful every day as she used social media to connect with people.



“We are **CAREER WOMEN** and **MOTHERS**, and I'm so proud of that.”



To support herself, Nicole turned to hospitality, working in a casino as a bartender and cocktail waitress while juggling side jobs in media. “In my twenties, the money was great, but I knew I couldn't do that forever,” she shares. Those years gave her invaluable experience in service and resilience—skills that still shape her work today.

Nicole never imagined herself in real estate until a casual conversation planted the idea. A friend suggested she look into getting her license, and the thought stuck. In 2016, she decided to take the leap, and what began as an experiment quickly grew into her life's work.



“I realized real estate was the perfect fit,” she says. “It let me be creative, build a business, and help people with one of the biggest decisions of their lives.”

Fast-forward to today, and Nicole leads The Neff Group at Real Broker. This year, she’s on track for \$30 million in sales volume with more than 80 transactions. She has earned recognition as an Elite Agent at Real, a distinction that allows her to mentor other agents, particularly on social media strategy.

She also runs a team of four women agents—all mothers to young

children. “We are career women and mothers, and I’m so proud of that,” Nicole says. “We really do it all, and we do it all so well. They say it takes a village to raise a family, and I believe it takes a village to buy a home. I’m proud not only to have them as my village supporting me in my career, but also to offer this ‘village’ to my clients when it comes to their real estate needs. We couldn’t be as successful as we are without each other.” Expecting her second child in just two months while running a thriving business, Nicole credits her team for making it all possible.

But the foundation of her success isn’t awards—it’s authenticity. “Most of my clients first meet me online. I don’t just post listings—I share my life, my love for South Jersey, and what it means to be a mom building a career. People connect with that.”

Life Beyond the Listings

At the heart of everything Nicole does is family. She and her fiancé, originally from London, are raising their two-year-old daughter and preparing for the arrival of their second child. “Motherhood is the reason I do everything,” she says. “This career gives me the rare gift of being present for my kids while also thriving professionally.”

Nicole is also deeply rooted in her community. She loves exploring South Jersey with her family—checking out coffee shops, walking through historic towns, and attending local events. “I want to live in the community I’m selling,” she explains. “Being involved makes me a better resource and a better neighbor.”

Travel is another passion. With her fiancé’s family overseas, trips to London and other European destinations are part of their family rhythm. “It’s a blessing to show my kids different cultures and places,” she says.

When she isn’t working or traveling, Nicole enjoys yoga, dinners with



friends, and time outdoors. “I’m a social butterfly,” she admits. “I love connecting with people—whether it’s at a community event, a great dinner, or just spending time with the ones I love.”

Looking Ahead

Nicole’s mantra is simple: “Don’t wait for opportunity—create it.” That philosophy drives her every day, from showing up consistently on social media to leading her growing team of moms.

In the next five to ten years, she hopes to continue expanding The Neff Group and growing her platform as a resource for her community. “I want to keep creating something bigger than myself—something my kids can look up to and something that shows others what’s possible.”

Her advice to aspiring top producers? “Stop trying to look like everyone else. Find your voice and share it with consistency. Be authentic. People want real, not perfect. If you can show up with honesty and heart, the business will follow.”



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Grow Your Business With Us In 2026!

2025 Product Reflection

- Non QM Loans up to 5 Million
- Credit Scores down to 500
- Low Credit Score Loans
- Commercial Loans
- Hard Money Loans
- DCSR Loans
- Land Loans

2026 Next Level

- Parker "Promise Loans"-100% Financing
- Conventional Loans- 100% Financing
- FHA Loans-100% Financing
- Non First Time Home Buyers-100% Financing
- Commercial Rehab Loans-100% Financing
- No Income, No Asset - 10% Down

*Trusted by clients. Recommended by partners.
We'd love to partner with you and help grow your business!*

Family Built, Future Focused!

Joseph Parker
Branch Manager

Visit Us: 1652 Cooper St
Deptford, NJ 08096

Contact Us: 856-776-6879
Joseph.Parker@ccm.com
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Terri Santiago-Parker
Divisional Vice President

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Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details: CrossCountry Mortgage, LLC. NMLS3029 (www.nmlsconsumeraccess.org). Licensed by the New Jersey Department of Banking and Insurance. Personal NMLS135602 | Branch NMLS1554859

CITYWIDE *Spotlight*

CHRIS WILHELM, SR.

HOMETOWN

Margate, NJ

EXPERIENCE IN THE MORTGAGE INDUSTRY

35 years

BEST ADVICE I'VE RECEIVED

No one CARES how much you know, until they know how much you CARE.

MOST SATISFYING PART OF WORKING WITH CLIENTS

Helping them to prepare for homeownership, not just what the mortgage payment is.

HOW I'M DIFFERENT FROM OTHER LOAN OFFICERS

Listening, providing details on questions and being available. This business is not a 9-5 job.

LAST BOOK I READ

The Culture Code: The Secrets of Highly Successful Groups by Daniel Coyle

Chris Wilhelm | NMLS 111160

Producing Branch Manager

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CITYWIDE
HOME MORTGAGE



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