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JULY 2026

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## Tara Fox

An Eye for Design,  
A Heart for People

Agent Spotlight  
**SHARI DELOUYA &  
MARCI IMBER**

Agent Spotlight  
**MICHELE SANCHEZ**



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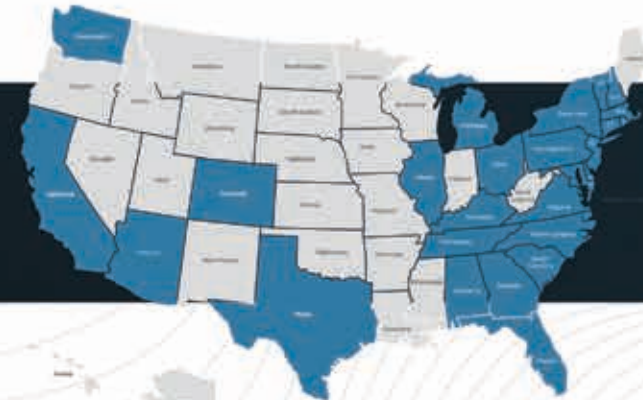


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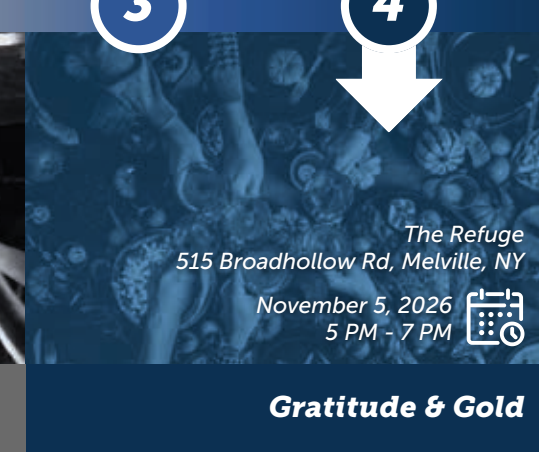
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## PUBLISHER'S NOTE

# The Lifestyle We **Sell** and **Live**

As spring gives way to summer, Long Island settles into one of its most special seasons.

The beaches fill with families. Boats return to the bays. Village streets come alive with outdoor dining, concerts, farmers markets, and community events. The days stretch a little longer, the sunsets linger a little later, and for a few short months, there is nowhere quite like Long Island.

This summer also carries a unique significance as our nation celebrates the 250th anniversary of American independence.

Here on Long Island, where history lives in our towns, harbors, landmarks, and communities, it's a reminder of the generations who helped shape the place we call home.

While the celebrations will be filled with fireworks, parades, and gatherings, they also offer an opportunity to reflect on the freedoms, opportunities, and sense of community that continue to make this country—and this island—a remarkable place to live, work, and raise a family.

For many of us in real estate, however, this season can pass in a blur.

The phones ring constantly. Showings fill the calendar. Closings stack up. Clients are eager to move before summer is in full swing. It's the season we've prepared for all year—and the pace reflects it.

But as we embrace the opportunities this market brings, I hope we also remember to enjoy the place we are fortunate enough to call home.



One of the greatest gifts of living and working on Long Island is that the lifestyle we help our clients find is the very lifestyle we get to experience ourselves. Whether it's a sunset on the Great South Bay, an evening at a local vineyard, a walk through one of our beautiful downtowns, a day on the water, or simply time spent with family and friends, these moments matter.

Success is important. Growth is important. Serving our clients at the highest level is important.

But so is taking the time to enjoy the season we're working so hard to build our lives around.

As we move into the heart of summer, our hope for each of you is that you continue to achieve incredible things professionally while also creating space to recharge, reconnect, and enjoy everything that makes Long Island such a remarkable place to live.

Wishing you a season filled with both momentum and memorable moments.

**Blaise Ingrisano**  
& **Christine Ingrisano**  
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# Shari & Marci Delouya Imber

BY NICK INGRISANI • PHOTOS BY CHRIS BASFORD AND DANIEL WHITE / DYNAMIC MEDIA SOLUTIONS



## A Powerful Partnership with Unwavering Commitment ..... to Their Clients

At a time when the real estate landscape continues to evolve—including the recent formation of Better Homes and Gardens Real Estate Realty Connect, one of the region’s largest brokerage networks—relationships remain the foundation of success. Few partnerships embody that truth better than Shari Delouya and Marci Imber.

From suite mates at SUNY Albany to the top of one of Long Island’s most referral-driven real estate teams, Shari Delouya and Marci Imber’s relationship spans over 40 years and is the foundation of their real estate success.

Shari and Marci met as seniors in high school, and both went to college at SUNY Albany. After college, their paths diverged — only to converge again, with remarkable results. Shari grew up in Bellmore, attended John F. Kennedy High School, studied finance and information systems at SUNY Albany, and later earned her MBA in finance from Fordham University. She spent years in corporate banking in New York City before stepping away after the birth of her fourth child. Her re-entry into the working world came through her sister, Fern Karhu, co-founder and co-owner of Realty Connect USA, who drew Shari into the design and selection side of senior housing.

*“I just really loved real estate and decided to get my license. This was in 2002.” — Shari*

Marci grew up in Baldwin Harbor and has now lived in Merrick for over three decades. She embarked on a different, but complementary path. She earned a marketing degree from SUNY Albany, then went on to spend most of her career in sales, leaning into a natural passion for people and closing deals. When Shari called and asked her to join forces in 2011, the answer came easily. They had known each other too long — and too well — for either one to doubt what the other was capable of.

*“We complement each other, work very hard, and never give up any showings. Everything we do is at a very high level.” — Marci*

What makes their partnership work is the depth of their relationship and the blend of strengths that make their approach one-of-a-kind. Shari brings the analytical engine: the business background, the financial fluency, the ability to price a home accurately, and explain the reasoning behind their approach. Marci brings the sales instinct

and the relentless energy of someone who has spent her entire career reading rooms, connecting with people, and building relationships. Together, they cover every dimension of what a buyer or seller needs — and their clients feel it.

*“We truly complement each other. I have the business background, and Marci has the sales and marketing background. The combination of the two really allows us to cover all aspects of what buyers or sellers are looking for. We have a great depth of industry knowledge, enjoy helping people, and approach this business with the highest integrity.” — Shari*

Their business model is deceptively simple: do exceptional work, and let the results speak. They don’t rely on splashy advertising campaigns. Instead, nearly all of their business comes through referrals — from past clients, from their network of friends, and anyone who’s engaged with their expertise. They’ve listed and sold for entire families across generations, earning the kind of trust that doesn’t come from a mailer or a social media post. It comes from showing up, every time, without exception.

*“We’re so thankful to all the people who continue to refer us business. They know how*





*hard we work and that we'll always do what's best for them." — Shari*

Shari or Marci attends every showing and answers every call. Open Houses are always a team effort. If a client needs a contractor the same afternoon, they find a way to get one there. When a seller doesn't want open houses, they find another way to successfully market their home. When a buyer is overwhelmed, they hold their hand through the process. Busy agents will

sometimes forego showing a house, but Shari and Marci operate with a different philosophy: get everyone in, even when it's inconvenient. The results speak for themselves — most of their listings go under contract within two weeks.

Their philosophy toward pricing and negotiations is equally deliberate. Most importantly, they always give honest feedback and don't force a sales pitch on anyone. They analyze every property from multiple

angles before making a recommendation, present their thinking clearly, and, most importantly, listen to their clients. Sellers run the show, not the agents. Buyers' needs come first. This ethos, they say, isn't a strategy — it's just who they are.

The team has grown to five, including three agents they've known for years. Their office is in Woodbury, and they hold licenses in both New York and Florida, allowing them to serve clients making the common

migration between the two states. Looking ahead, they're focused on expanding their presence in AI and digital marketing — an area they see as an untapped opportunity, given how much of their bandwidth is consumed by a steady stream of referrals.

Outside of work, Shari recharges through travel, Broadway shows, and family time, while staying close to the Melville community she's called home for 34 years. Marci can usually be found on the pickleball court, out to dinner with friends, or chasing her grandchildren around.

Through all their hard work and dedication, both Shari and Marci describe real estate less as a career than as a calling. They truly love what they do. Helping someone buy their first home, or helping a longtime homeowner move into the next chapter of their life, carries a weight that transcends the transaction. They've made lifelong friends through this work. They've shaped families' futures. At the end of each day, they go to sleep knowing they gave people exactly what they deserved: honesty, tireless effort, and someone genuinely invested in their outcome.

*"We're great listeners, and we truly enjoy people. We both go to sleep at night knowing that we're doing the right thing for our clients.*

*It's so satisfying to help people achieve their dreams. The bottom line is we both really love what we do, and work hard to exceed expectations." — Shari*



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“ - Elaine



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# Michele Sanchez

**A Business Built on Grit & Integrity**

BY NICK INGRISANI  
PHOTOS BY DANIEL WHITE / DYNAMIC MEDIA SOLUTIONS

**M**ichele Sanchez grew up in Rocky Point, left for a few years, and came back to build a home and raise her family there. While studying business management at Suffolk Community College, Michele caught the attention of Friendly's leadership and was offered more money than her degree would have earned her. She decided to leave school and became the youngest general manager in the company, running the Rocky Point location before moving to Miller Place. When a better opportunity came along, she transitioned to be the General Manager of the Port Jefferson Frigate, and later she helped the owner manage multiple other businesses. She was good at managing people, anticipating problems, and keeping things running. But eventually, her heart wasn't in it anymore.

*"My passion was no longer in the food industry... I just knew I didn't want to do that forever. I started having kids while working at Friendly's, and I didn't know my life would take me to real estate."*

What ultimately pushed her toward real estate was a bad personal experience. When Michele and her husband were trying to buy their first home, their agent changed the paperwork after they had signed it.

*"It made me think that there have to be people in this industry who care about doing the right thing."*

She got her license in 2004. At the time, she had three kids under four-and-a-half years old. Being a full-time agent and a full-time mother meant the early years were



relentless, with no days off. But her background in management proved to be a key asset. She already knew vendors, contractors, and fellow managers. People who knew how she worked trusted her without hesitation, and her first clients came quickly. When she left the restaurant business, colleagues sought her out before she even had to ask.

*"Once I got into real estate, it was easy to get my first few clients because they knew how I worked and they trusted me right away. That helped me get my foot in the door and my first few sales."*

In 2010, she began working with a large builder who initially worked with multiple agents. Eventually, Michele became his sole agent to represent his numerous projects, earning a reputation for being someone whose word could always be trusted — a

testament to the consistency and reliability she brought to every transaction.

Then came 2014. Michele became severely ill and was hospitalized for three weeks. She was diagnosed with Lyme disease, which was compounded by multiple tick-borne illnesses. She couldn't walk or drive. When she was discharged, she had a walker. Then a cane. Her doctors had told her she might end up in a wheelchair, but eventually, through physical therapy and determination, she walked again.

To this day, she is still managing ongoing health challenges related to the illness, while continuing to build her career and support her clients and family.

*"I had an assistant bring my laptop to the hospital. She'd pick up paperwork for me, and I'd do it in the hospital bed. It's just the way I am. I*

realize how important this transaction is for people and their families, and I didn't want my being sick to impact anybody. I'm an overachiever. I just don't stop. Because of the way the disease impacted my health and life, it just gave me a curveball. It is what it is."

In the middle of that recovery, Michele also studied for her broker's license, took the exam, and passed. Her work ethic was unwavering amidst the turmoil of the illness. After years as their top agent, she decided to leave Century 21 in 2023 and joined Signature Premier Properties.

"One of the reasons I came to Signature Premier Properties is that they're very charity-driven. That was something that inspired me. I like a company that gives back to communities and the public, and gives back to their agents. I feel a company is as good as their people are."

Last year, she closed over \$31 million in transactions — a number that understates her actual volume, since she also handles significant off-market work for her builder. Her husband, a retired park police sergeant, recently got his real estate license and has begun working alongside her. She's also pursuing her Florida license, expanding her reach beyond Long Island.

And beginning this spring, Michele will be the new host of American Dream TV — a role that will spotlight Long Island's lifestyle, communities, and real estate market.

"I'm excited to see where this all takes me and want to take the opportunity to showcase Long Island at its best."



What has never changed, through the illness, the career pivots, and the accolades, is how Michele approaches a client. She's learned to read the other side of a negotiation and craft offers with creativity and precision — habits she traces back to her years in the restaurant business, where reading people and staying ahead of problems was part of the job description.

"I'm a straight shooter. I'll tell you the good, bad, and ugly. I don't push anybody into a transaction. If I see something wrong with a house, I'm going to point it out. I won't ignore it so they buy the house. I work for my clients, and at the end of the day, I want them to feel like they made the right decision for them and their business

and their future. If I do the right thing, they'll refer me even if they don't end up buying a home with me."

Outside of work, her greatest joy is her grandson. The flexibility and precision — habits she traces back to her years in the restaurant business, where reading people and staying ahead of problems was part of the job description.



her through the hardest chapters of her life.

"I thank God. God has gotten me everywhere that I am, considering that I almost died from Lyme disease. They told me I'd be in a wheelchair. So, the fact that I walk around and people don't even know anything is wrong with me, I thank God for that. I'm very faith-driven." ❖

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# Mark Stempel & Jennie Katz of Blue Island Homes:

## A Commitment to White-Glove Service

BY NICK INGRISANI  
PHOTOS BY DANIEL WHITE/  
DYNAMIC MEDIA SOLUTIONS

### The Boutique Collective

In real estate, influence isn't defined by size—it's defined by the experience you create, the relationships you build, and the reputation you earn.

Welcome to **The Boutique Collective**, a new *Long Island Real Producers* feature dedicated to spotlighting the boutique brokerages helping shape the Long Island real estate market.

In an industry often defined by size, scale, and brand recognition, these companies have chosen a different path. They have built businesses rooted in personalized service, strong cultures, local expertise, and a highly intentional client experience. Their success proves that influence isn't measured solely by office count or team size—it's measured by reputation, innovation, client loyalty, and community impact.

While they may operate with smaller teams, their impact on the market is anything but small. These firms consistently demonstrate that there is tremendous value in building a business that reflects who you are, what you stand for, and how you serve.



Throughout this series, we'll introduce the leaders and teams behind some of Long Island's most respected boutique brands, exploring their stories, philosophies, challenges, and the unique advantages that set them apart in today's marketplace.

Because in a world where bigger often gets the spotlight, we believe there is something worth celebrating about those who have chosen to build differently—and built it exceptionally well.

Welcome to **The Boutique Collective**.

Mark Stempel came to Long Island real estate after 35 years working in his family's Manhattan firm, a company that touched every corner of the industry — multi-family acquisitions, retail, restaurants, and large-scale property sales. But when his brother-in-law, the company's CEO, began thinking about retirement, Mark started thinking about what would come next.

He and his partner, Jennie Katz, a successful agent herself, discussed opening a brokerage on Long Island. While Mark had spent more than 20 years living on Long Island's North Shore, Jennie had already built a strong presence serving both the South Shore and North Shore markets, making the expansion a natural fit for the company. They came together around a shared conviction that with all the consolidations, acquisitions, and mergers

happening, the industry was moving in the wrong direction. In 2019, they opened Blue Island Homes together.

### Why did you start Blue Island Homes?

We felt that the industry was moving away from what our clients are looking for: white-glove service, discretion, availability, hand holding 100% of the time... Blue Island Homes allows us to stay close and connected to our clients and agents. We're nimble, and we're able to make decisions quickly since we're not corporate.

At the same time, we offer our clientele services that are above and beyond what other companies are offering. So we just feel that carving out a boutique niche for ourselves is where our clientele wants us to go, while the industry is going the other way.

### What does the culture inside Blue Island Homes actually look like day to day?

We didn't want to just say we're a family and not mean it. As soon as our agents come into our offices, they become part of our family. They all go out at night together and become best friends. We have at least 10 to 12 people in the office every day, and they want to come in. From the beautiful decor, to the snacks, to the camaraderie.

Plus, ownership is involved in the daily business of every transaction, so we're able to help with issues in the field that need to move quickly. If agents come in, they know Jennie and I will be there.

### What separates Blue Island Homes from other brokerages on Long Island?

We've been able to forge relationships with developers all over Long Island because they want to work directly with



ownership. In larger corporate offices, there's no owner to talk to.

We also launched Blue Island Estates within our company for homes \$1.5 million or higher, which automatically come with certain services that would normally be charged for, like getting on the front cover of a luxury publication, cocktail parties, or a car show with 60 supercars parked in driveways. We want our clients to know that we understand the luxury market. There's no beginning or end to what we'll do for our clients. If they need a painter or a landscaper, we'll be there for them.

**You've been approached by companies looking to acquire Blue Island Homes. Why have you said no?**

We have a vision, and we want to continue to grow, but not grow so large that we can't give that boutique service. We're not trying to grow larger than

four or five offices. We want to maintain that boutique identity.

**You recently opened a second office on the North Shore. What went into that decision?**

It was the natural next step for us. I've lived on the North Shore for more than 20 years and know the community well there. Jennie has also been selling homes on the North Shore for years and currently represents listings throughout the area, so this wasn't a new market for us. It was an expansion of a market we were already actively serving.

We took a very prominent corner location, right near the intersection of Glen Cove Rd and Northern Boulevard, and the build-out of the office is beautiful. We specialize in creating offices that both agents want to be in every day, and clients want to be with us too. Part of our boutique feel is not

having fluorescent lights and drop ceilings. Our new office is all natural wood, fibers, and a natural color palette. It's warm but clean looking, very inviting. We're growing and have already recruited a number of experienced North Shore agents to join the office, allowing us to establish a strong local presence from day one.

With offices now serving both Long Island's North Shore and South Shore, the company continues to expand strategically while maintaining the boutique, hands-on approach that has become its hallmark.

**What qualities are you looking for as you bring on new agents?**

We would like our agents to live in the towns that we serve. The ability to understand your community and connect with your clientele can't be understated. Clients frequently ask



where you live, and if you live outside the area, they don't trust that you'll deliver the best service. Beyond that, we want people who are curious, focused, and looking to be successful. People who bring positivity to the office. And people

who can communicate well — this isn't the business for the shy.

Blue Island Homes was named the best boutique real estate agency on Long Island by Long Island Press in both

2025 and 2026. Off the clock, Mark and Jennie have woven philanthropy into the fabric of the brokerage. Both were honored by Sunrise Camp on Long Island, which serves children with cancer, and Mark has been connected to the organization for over 20 years. Every year, agents volunteer at the camp's carnival, working the rides alongside the kids. Toy drives, food drives, the whole office participates.

Looking ahead, they're focused on continuing to elevate the Blue Island Homes brand and preserve the culture that sets them apart. ▼





# TARA FOX

**AN EYE FOR DESIGN, A HEART FOR PEOPLE**

BY NICK INGRISANI  
PHOTOS BY CHRIS BASFORD / DYNAMIC MEDIA SOLUTIONS



“

**I AM CONSTANTLY THINKING BEYOND THE EXPECTED**—anticipating needs, refining presentation, and elevating every aspect of the experience. I treat every home as if it were my own.”

**A**s a luxury real estate broker with Daniel Gale Sotheby's International Realty and member of the Lois Kirschenbaum Team, Tara Fox has built a reputation as one of Long Island's most respected real estate professionals. Known for her strategic marketing, design expertise, and unwavering commitment to client service, she has successfully represented buyers and sellers throughout the North Shore's most sought-after communities, including Roslyn, Roslyn Harbor, East Hills, Brookville, Old Westbury, Manhasset, Old Brookville and Cold Spring Harbor.

Tara's success is rooted in a philosophy that combines market expertise with genuine human connection. She approaches every transaction with empathy, precision, and a deep understanding that buying or selling a home is often one of life's most significant decisions. Her ability to anticipate clients' needs, navigate complex negotiations, and deliver a highly personalized experience has earned her the trust of countless families and a reputation for excellence throughout the industry.

Raised in Great Neck as one of four siblings in a close-knit family, Tara learned early on the importance of loyalty, hard work, and putting family first. Those values remain at the core of who she is today

and continue to influence both her personal and professional life.

From an early age, Tara was drawn to design, fashion, and aesthetics, fascinated by the way color, texture, and architecture could transform a space and create an emotional connection.

That passion eventually led her to study fashion design, marketing, and product development, providing a creative foundation that would later become a defining advantage in her real estate career.

“My children are my why. Family has always been the cornerstone of my life, and everything I have built professionally has been driven by a desire to create opportunities for the people I love.”

That commitment is reflected in her greatest source of pride: her two children. Her daughter, Juliette, 26, is an attorney, and her son, Maxwell, 24, is an analyst at a financial firm. Watching them grow into accomplished, independent adults remains one of her most meaningful achievements.

When Tara entered real estate, she immediately immersed herself in every aspect of the business. As part of the highly regarded Lois Kirschenbaum Team,



she developed a comprehensive understanding of luxury real estate, from pricing strategy and negotiation to marketing, staging, and client representation. Her dedication and work ethic quickly earned recognition throughout the company, from Rookie of the Year, and she has consistently grown her business year after year while earning membership in the Gold Circle of Excellence.

Tara became a broker just two years after obtaining her license, driven by a desire to deepen her expertise and better serve her clients at the highest level. Now in her second decade in the industry, she is known not only for her professionalism and results but also for her collaborative approach and strong relationships throughout the brokerage community.

“Broker relationships are incredibly important to me. Real estate is a relationship business, and collaboration often creates opportunities that ultimately benefit our clients.”

Her approach is defined by a balance of compassion and strategy. Tara understands the emotional significance behind every move, whether assisting a young family relocating from New York City, helping longtime homeowners transition to a new chapter, or advising clients on the sale of a significant estate.



“**BROKER RELATIONSHIPS ARE INCREDIBLY IMPORTANT TO ME.** Real estate is a relationship business, and collaboration often creates opportunities that ultimately benefit our clients.”



believes that personal well-being is essential to bringing energy and focus to every aspect of life and Business.

Relationships are the foundation of her business, and from that foundation comes the concierge-level service for which she is known.

“I approach every transaction with care, intention, and attention to detail. I am constantly thinking beyond the expected—anticipating needs, refining presentation, and elevating every aspect of the experience. I treat every home as if it were my own.”

Over the years, Tara’s background in design has become a defining differentiator. She possesses a trained eye for presentation and understands how thoughtful styling, staging, and strategic marketing can maximize a property’s value. Her expertise in this area has led to frequent appearances on News 12 Long Island, where she has shared insights on home presentation, staging, and real estate trends.

That same visual sensibility translated naturally to social media, where Tara established a strong personal brand long before digital marketing became standard practice in the industry.

Through authentic storytelling, market expertise, and a deep connection to the North Shore lifestyle, she has built an engaged audience and created meaningful visibility for the properties and communities she represents.

Outside of real estate, Tara is committed to maintaining a healthy and balanced lifestyle. Whether through fitness, tennis, travel, or spending time with family and friends, she

Community involvement is also important to Tara. She proudly supports organizations that make a meaningful impact on children and families, including Sunrise Day Camp–Long Island and the Children’s Medical Fund of New York. Giving back to the community she serves remains an important part of her personal and professional mission.

Today, Tara continues to build her business on the principles that have guided her throughout her career: integrity, dedication, innovation, and genuine care for others. Combining market expertise, design vision, and exceptional client service, she has become a trusted advisor to buyers and sellers across Long Island’s North Shore, helping clients navigate important transitions and achieve their real estate goals with confidence. ▾





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