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SOUTH JERSEY REAL PRODUCERS

Hello July,

A Month of Freedom & Focus!

July is a time to celebrate both independence and intention — the freedom to dream boldly and the focus to turn those dreams into reality. Midway through summer, it is a wonderful season to reflect on what drives us, what grounds us, and who we are becoming through this journey.

In our Real Producers community, that same sense of balance continues to thrive. We see agents leading with purpose, building meaningful relationships, and making a lasting impact on the clients and communities they serve. The warmth of summer mirrors the energy of this network: vibrant, collaborative, and full of possibility.

As we enjoy this season, let us hold onto this truth: *“When we lead with passion, we inspire others to do the same.”*

Whether you are taking time to recharge, pursuing new goals, or helping others achieve theirs, we hope this month brings you renewed focus, fresh opportunities, and moments worth celebrating.

Here’s to freedom, focus, and a summer filled with purpose.



Kristin Brindley
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BY AMELIA ROSEWOOD
PHOTOS BY JORDAN FIORDALISO

Murray
State Farm Insurance



grow, but at the center of it all is still the same bubbly, outgoing, happy-go-lucky woman who simply wants to make a difference.

And in many ways, that journey started unexpectedly.

From Nursing School To A New Calling

Missy originally thought her future would look very different. Raised in Miami, Florida, and proud of her Cuban American roots, she was attending nursing school while searching for a part-time job to help support herself through college.

“Besides Jesus and coffee?” she jokes. “I was failing out of nursing school in college, looking for a job while studying.”

That job happened to be at State Farm as a receptionist. What initially felt temporary slowly turned into something much bigger. Over time,



There are people who work in insurance because it is a career opportunity, and then there are people like Missy Murray who genuinely believe they are called to help others feel safe, supported, and cared for during life's most uncertain moments. Long before she ever owned her own agency, Missy discovered that the most meaningful part of her work had nothing to do with policies or paperwork. It was about people.

Today, Missy leads her own State Farm agency in Philadelphia with a close-knit team of women who prioritize relationships, education, and customer care above everything else. Her business continues to



Missy transitioned into customer service, then sales, and eventually into agency ownership.

Along the way, she realized two important things. First, she could still help people in meaningful ways without becoming a nurse. Second, she definitely could not handle blood.

“I realized that at State Farm, I could still help people and make a difference in a different way,” she shares.

That realization became the foundation of her career.

A Moment That Changed Everything

One experience especially shaped the way Missy approaches her work today. Early in her career, she sold a life insurance policy to a young father who appeared completely healthy. Then, unexpectedly,

tragedy struck when the man passed away in a freak accident.

For Missy, sitting with that grieving family forever changed her perspective on what protection really means.

“His young widow and kids received the life insurance funds,” she recalls. “His family didn’t need to sell their house or change schools, and she got to continue to be a present stay-at-home mother.”

It was a heartbreaking moment, but also a powerful reminder that what she does truly matters. Since then, Missy has approached every client interaction with deeper empathy and intentionality.

The reward for her is not simply helping someone purchase coverage. It is being able to come through for people when they need support the most.

“Seeing the relief rather than a burden during a loss,” she says, “that’s the most rewarding aspect of what I do.”

Building A Team That Feels Like Family

Fourteen years after first joining State Farm and now five years into owning her own agency, Missy has built a business culture centered around teamwork and relationships.

Her Philadelphia-based office is made up of nine women, including her mother, Maria Gonzalez, who helps with everything from administration to customer service. The team also includes Ada Herrera and Renae Locke as account managers, Meghan Keys as the team lead, Gabby Manzueta De La Cruz as marketing associate, and customer service representatives Pilar Duenas, Grethel Gonzalez, and Lorena Texidor.

For Missy, there is no hierarchy when it comes to valuing the people around her.

“All have an equally important role, one way or another, helping each other reach the same goal,” she says.

That same team mentality extends to the way her agency works with customers and referral partners. Rather than focusing on pushing products, Missy believes in understanding people’s needs first and building long-term trust.

“We take the time to build a relationship one way or another, so that we can help our customers and partners on a needs basis and not just product push,” she explains.

Her approach has also helped her form meaningful relationships with Realtors and other business professionals throughout the area.

“We’re all looking to do the same thing, make money while making a difference,” Missy says. “If we get to collaborate, we get to do both.”



Staying Grounded Through Growth

Owning a business has brought its own set of challenges. Transitioning from employee to business owner required Missy to learn how to balance leadership, responsibility, and personal life all at once.

“Being a business owner, you never stop working, even when you’re not working,” she explains. “So learning to turn off my brain when I need to has been my biggest challenge.”

At the same time, she has had to navigate changing economic conditions and the growing influence of AI and technology within the industry. Through it all, she has remained focused on adapting while maintaining a positive mindset.

“It’s been a humbling roller coaster of growth,” she reflects.

Even with that growth, Missy still believes success comes down to something simple.

“Just be yourself, work hard, and do the right thing alongside some prayer, and success will come.”

Faith, Family, And The Moments That Matter Most

While Missy is deeply passionate about her business, her greatest joy is found at home with her family. She shares her life with her boyfriend, Steve, their baby boy, Lucas, and Steve’s children, Scarlett and Blake, whom she lovingly considers her bonus children.

Whether they are playing board games, spending time at the beach, fishing, boating, or relaxing at their shore trailer, family time is what helps her recharge. Their dog Milo, a short-haired terrier mix, is part of the fun as well.

Her faith also remains central to everything she does.

“The Bible is just a constant reminder to be kind,” she says.

That mindset shapes both the way she leads her business and the way she approaches life. More than awards or accomplishments, Missy’s biggest goal is to create a life where she can provide for her children while still being fully present for every important moment along the way.

“Honestly, grow my business enough to be able to make a good enough living to give my kids the best life possible and not miss any moments with them.”

State FarmTM **Missy Murray**



“I realized that at State Farm, I could still help people and make a difference in a different way.”

Becoming The Go-To Resource

As her agency continues to grow, Missy hopes people see her and her team as more than just another insurance office. She wants clients and referral partners to feel genuinely cared for from the very first interaction.

“I want to be their go-to,” she says confidently. “I know my team, and I are the best at what we do. Asking for one shot only, and the rest will speak for itself.”

Whether you are protecting a first home, growing your investments, or simply looking for an insurance partner who truly cares, Missy Murray and her team are ready to help guide the process with honesty, education, and heart. To connect with Missy, call or text 215-613-0262 or visit missy.inphilly.com. ■



Sarah LEWANDOWSKI



FROM MERMAID TAILS TO MILLION-DOLLAR MILESTONES

BY LARRA ROQUE
PHOTOS BY JORDAN FIORDALISO

Before she ever sold a home, Sarah Lewandowski was swimming in the Caribbean Sea wearing a mermaid tail.

It sounds like a fairytale, but it is true. During her years living in Saint Thomas, she worked as a part-time mermaid for a kayak tour company, entertaining wide-eyed children as they prepared to head out on the water. “Are you real?” they would ask. Sarah would smile and play along.

That story alone says something important about her. Sarah has always leaned into exactly who she is: big hair, bold personality, warm energy, and a gift for creating memorable experiences for the people around her.

“I truly believe your authenticity is your superpower,” she says. “People respond and trust when what you see is what you get in life and in real estate.”

Today, as a Principal Agent with Compass New Jersey LLC in Haddon Township, Sarah has built a business rooted in communication, dedication, loyalty, and genuine connection. But her path to real estate was anything but traditional.

A “Jersedelphian” with Island Grit

Born in Philadelphia and raised in South Jersey, Sarah calls herself a “Jersedelphian,” someone who has moved between Philly and New Jersey through different seasons of life. In her twenties, she moved back to Philadelphia, married her husband, Todd, and eventually took a leap that would change everything.



With one suitcase each, their dog and cat “Bert and Ernie”, and an Airbnb for a week, no jobs, no car or apartment, they relocated to Saint Thomas, US Virgin Islands, in 2015. It was a true sink-or-swim moment.

Two years later, Category 5 hurricanes Irma and Maria tore through the islands, wiping out much of what they had built alongside their community of friends and blossoming careers. Most people would have left. Sarah and Todd stayed. They rebuilt.

The experience shaped her in ways she still carries with her today. Life on the island required resilience, resourcefulness, and the ability to keep moving forward even when the future felt uncertain.

“I realized if you can rely on anyone, it’s yourself,” she says. “Always bet on yourself.”

During her six years in the Virgin Islands, Sarah worked in vacation sales, sold watches at Breitling, and even sold popcorn to cruise ship tourists to make ends meet. Each role strengthened her ability to connect with people during meaningful moments, from dream vacations to milestone purchases.

That same connection now defines her approach to real estate.

Building Trust One Family at a Time

Sarah has been in commission-based sales since she was eighteen, beginning at the Estée Lauder counter at Strawbridge’s. She loved being part of weddings, proms, and special occasions. Later, in vacation sales, she helped families plan unforgettable trips.

“Real estate is the same thing,” she explains. “You’re helping people transition into the place where they’ll make their most important memories.”

When she moved back to South Jersey in 2021, trusted voices in her life encouraged her to try real estate. She did not enter the industry with a lifelong dream of selling homes. She entered with confidence in her ability to convert leads, build relationships, and show up fully for people.

Her first contract came on Christmas Eve of 2021. The next came on New Year’s Eve. What followed was more than she could have anticipated.

In her first year, Sarah sold 39 homes totaling \$12 million in volume and was named a RISMedia Rookie of the Year finalist for New Jersey. To date, she has closed \$50 million in sales and helped around 140 families.

In 2025, Sarah celebrated her strongest year yet, closing \$15 million in sales

“
I truly believe your vulnerability is your strength. What you see is what you get.”





and reaching several major career milestones, including million-dollar transactions and recognition both locally and nationally. Honors ranged from community recognition in Washington Township's Neighbors publication to Best of Philly distinctions and ranking among the top 1.5% of agents nationwide. For Sarah, those accolades carried special meaning because they were once the achievements she watched her peers receive and never imagined she would one day share alongside them.

Yet she will tell you her greatest strength is simple: follow-up.

"I stay in touch," she says. "Birthdays, check-ins, social media. I don't disappear after closing because I truly enjoy and respect the trust my clients give me during the most important purchases of their lives."

Her philosophy is clear. Her timeline is her client's timeline. Whether someone buys tomorrow or next year, Sarah wants to be the first call when they are ready.

Legacy Over Listings

Sarah's long-term vision extends far beyond production numbers. She wants to live a life that makes a lasting impact on the future of her community, helping multiple generations of her clients' families achieve their homeownership goals and create cherished memories in those spaces.

Legacy matters deeply to Sarah. Today, she lives in the home she grew up in, the same home her parents purchased in 1989 and

sold to Sarah and Todd in 2022. Watching her three-year-old daughter, Hazel, play in the same neighborhood where she once played feels beautifully full circle.

"I never had a specific dream house," she says. "Home is about family." That perspective shapes how Sarah serves her clients. To her, a home is never just a property. It is the place where families gather, children grow, traditions begin, and new chapters unfold. Now, as a mother herself, she understands that even more deeply.

In this season of life, success also means flexibility. Sarah lives by Oprah's words: "You can have it all, but you can't have it all at once." For her, having it all means being present with Hazel while continuing to build her business in the margins of the day. It means pursuing big goals while still protecting the small moments that matter most.

She hopes to reach \$100 million in career sales in the next chapter and serve 500 families over time. But more than milestones, Sarah wants longevity. She wants clients' children to become her clients. She wants to build generational relationships rooted in trust.

Real Above All

Sarah describes herself as fun, warm, welcoming, and above all, real. That realness extends to every part of her life, from social media to client conversations.

"I'm flawed like everyone else," she says. "But I will always do the absolute best I possibly can for my clients."

Her advice to aspiring agents mirrors her approach to life. Be yourself. Do the parts of the business you enjoy. Lean into your strengths. The people you are meant to serve will find you.

From entertaining children in a mermaid tail on the shores of Saint Thomas to helping families find a place to call home in South Jersey, Sarah Lewandowski has built a career defined by resilience, heart, and unwavering dedication. The milestones are impressive, but for Sarah, the true measure of success is the impact she leaves behind, one family and one relationship at a time. ❏



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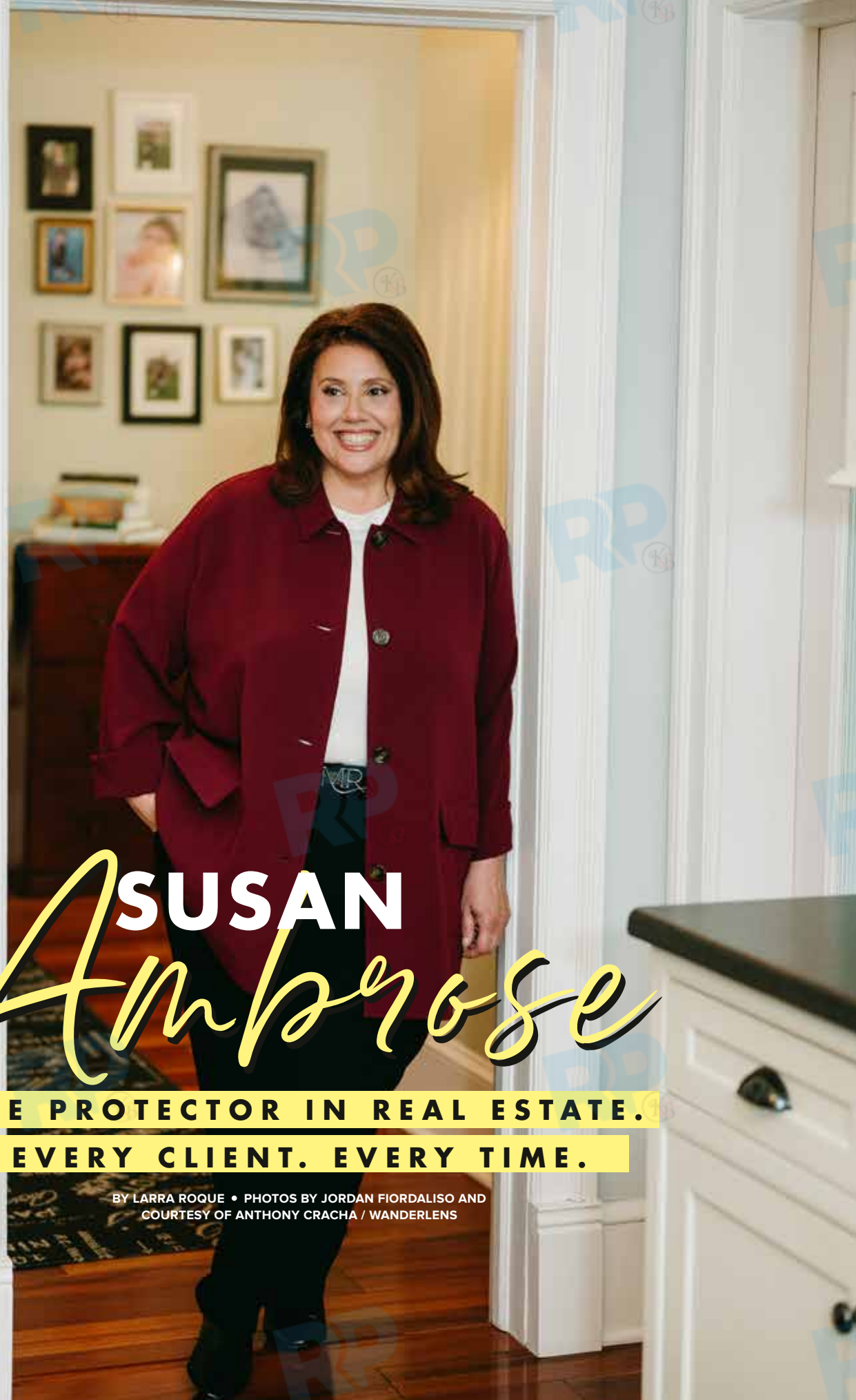
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SCAN ME

SOUTH JERSEY
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SUSAN Ambrose

THE PROTECTOR IN REAL ESTATE.
EVERY CLIENT. EVERY TIME.

BY LARRA ROQUE • PHOTOS BY JORDAN FIORDALISO AND
COURTESY OF ANTHONY CRACHA / WANDERLENS

Susan Ambrose is widely recognized as one of South Jersey's most accomplished and trusted real estate professionals, a true concierge in every sense of the word. With more than 37 years of experience and over \$20 million in closed sales in 2025 alone, she ranked #45 among Weichert agents in her region and placed in the Top 100 out of more than 6,000 agents across South Jersey. Yet for Susan, success has never been defined by numbers.

"All in. Every time. For every client."

That philosophy has guided her entire career. Clients feel it almost immediately. There is a steadiness about Susan that brings clarity and calm to what is often a deeply emotional process. Whether buying or selling, she approaches every transaction with intention, precision, and care, ensuring no detail is overlooked and no decision is rushed.

A Concierge Approach to Real Estate

Susan's approach is often described as concierge-level service, but to her, it is simply the standard. She treats every home as if it were her own, guiding sellers through every stage of the process, from preparation and pricing to strategic marketing designed to attract serious, qualified buyers. Her deep market knowledge and refined instincts consistently position her clients for maximum value.

For buyers, Susan is equally formidable. Known for helping clients win in highly competitive markets where others fall short, she combines sharp negotiation skills with creative deal structuring and a calm, confident presence. Her strong reputation among fellow agents adds credibility to every offer she presents, often giving her clients a meaningful edge.

She is also highly selective in the clients she takes on, believing that every individual deserves her full attention and commitment.

“

If I wouldn't let my kids, my parents, or myself purchase this home, you can't.”

“Two hundred percent,” she often says.

A Career Built on Protecting People

At the core of Susan's work is a simple but unwavering standard: she advises every client as if they were her own family.

“I don't see clients as deals to close,” she explains. “I see them as people to protect.”

That belief shows up in every conversation, every showing, and every negotiation. Susan is known for being direct when it matters most. If something doesn't feel right, she says so plainly and without hesitation.

Her guiding rule is one she shares often:

“If I wouldn't let my kids, my parents, or myself purchase this home, you can't.”

That level of honesty has earned her deep trust from her clients. She is not interested in simply getting to the closing table; she is committed to making sure her clients make smart, informed



Experience That Makes a Difference

Susan's path into real estate began in Jersey City, where she grew up understanding the value of hard work and strong relationships. What started as a part-time job assisting agents during high school quickly turned into a lifelong career. She earned her real estate license in 1989 and has since built experience across multiple facets of the industry.

Her background includes working for the world's largest commercial real estate company, based in Manhattan, working alongside a real estate attorney, and exposure to investment transactions involving REITs and acquisitions. This breadth of experience gives her a deeper understanding of the business, allowing her to navigate even complex transactions with confidence and clarity.

The Power of Team and Reputation

While Susan operates as a solo agent with Weichert Premier, she is backed by a trusted network of professionals, including photographers, stagers, marketers, lenders, inspectors, attorneys, and title experts. Together, they ensure every detail is handled with precision from start to finish.

Her reputation among fellow agents is one of professionalism, preparedness, and integrity. In competitive markets, that reputation often becomes a deciding factor, helping her clients' offers stand out while still protecting their best interests.

Much of Susan's business comes through referrals, a testament to the trust she builds and the results she consistently delivers.

Life Beyond Real Estate

Susan's personal life has shaped the perspective she brings to her work. She and her husband, Craig, have built a life centered around family in Moorestown, raising their three children together.

Family remains at the core of everything she does. Whether it is time spent around the dinner table, traveling together, or simply enjoying everyday moments, those experiences reinforce the values she carries into her business: loyalty, honesty, and unwavering support.

All In—Always

For Susan Ambrose, real estate is not just about buying or selling homes. It is about guiding people through some of life's most important decisions with clarity, honesty, and protection at every turn. "Real Estate is emotional anyway you slice it," is Sue's motto, and she takes her clients' emotions into consideration when creating a path to the finish line.



Susan guides her client, Kate, through a home tour.



decisions they can stand behind long after the transaction is complete.

Susan looks beyond surface-level appeal, helping clients evaluate properties through a more critical lens, considering long-term value, potential risks, resale strength, and overall fit. She anticipates issues before they arise and addresses them early, protecting her clients from costly mistakes and unnecessary stress.

Nearly ninety percent of her clients become lasting friends, a natural reflection of the care, transparency, and advocacy she brings to every relationship.



Susan with her professional stager, Fernanda Gleuck of South Jersey Homes & Staging.

She listens closely. She communicates clearly. And when it matters most, she tells clients exactly what they need to hear, even if it is not what they expected.

With decades of experience, elite performance, and a reputation built on trust, Susan has earned her place

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SOUTH JERSEY
Real Producers'

Sip N Socialize

JUNE 3, 2026

PHOTOS BY JORDAN FIORDALISO

Where Connection Meets Celebration

The Sip N Socialize event was a vibrant and memorable evening centered around connection, collaboration, and continued growth within the Real Producers community.

Held on Wednesday, June 3, 2026, at Blaise Menzoni's lakefront home of Nation One Mortgage, the setting created the perfect backdrop for a relaxed yet elevated experience. With waterfront views, live music, refreshing drinks, and meaningful conversations flowing throughout the evening, guests were able to truly connect in a unique and inspiring environment.

Top-producing agents and trusted partners gathered not just to network, but to celebrate relationships, share insights, and support one another's continued success. The Sip N Socialize experience served as a powerful reminder that in real estate, growth is often fueled by the strength of the community around you.

From reconnecting with familiar faces to forming new partnerships, the evening reflected the heart of Real Producers

— a culture built on encouragement, collaboration, and shared wins. More than just a social gathering, Sip N Socialize created space to pause, reflect, and recognize the impact each individual is making within their market and beyond. The energy throughout the night was a true testament to what happens when like-minded professionals come together with intention and purpose.

We extend our sincere gratitude to our generous sponsors, **Nation One Mortgage** and **Surety Title**, for helping bring this experience to life and for their continued investment in the strength of this community.

A special thank you as well to **Jordan Fiordalisio Studio** and **Reel Dependable Media** for capturing the moments that allow this experience to live on well beyond the evening.

Sip N Socialize was more than an event — it was a celebration of what's possible when connection comes first.

For more information on all South Jersey Real Producers events, please contact us at info@southjerseymrealproducers.com.





JORDAN FIORDALISO

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FUN FACT ABOUT ME

Moved to Louisiana in seventh grade and attended high school and college before returning to NJ.

Kerry Shaw | NMLS 148467

Area Manager

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