

CAPITAL REGION

MARCH 2026

REAL PRODUCERS[®]



Marshall Morgan

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Rising Star
ARIELLE ROBERTS


Partner Spotlight
DREW AIELLO
ANNIEMAC HOME MORTGAGE

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OUR TEAM HERE!



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Capital Region

2026 Events Calendar

JANUARY 29TH
RING IN THE NEW YEAR
LOFT 433

FEBRUARY 12TH
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PROFESSOR JAVAS

MARCH 3RD
BREAKFAST OF CHAMPIONS
RIVERS CASINO & CONFERENCE CENTER

APRIL 16TH
FROM FEAR TO FREEDOM: HOW TO HIT YOUR GOALS &
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TBD

MAY 6TH
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WELCOME TO THE CLASS OF 2026!

March is a milestone moment for our Real Producers community as we proudly welcome our **Class of 2026**. Being named among the top professionals in your market is no small achievement—it reflects consistency, dedication, and a commitment to excellence that sets you apart. This recognition places you among an elite group of agents who are shaping the future of real estate in our community.

As part of the Real Producers network, you are joining more than a list—you're becoming part of a community built on connection, collaboration, and shared success. We're honored to celebrate your accomplishments and excited to support you throughout the year ahead!

We're also thrilled to welcome a new preferred partner to the Real Producers family: **InHouse Media**. We're grateful to have them alongside us and look forward to the value and collaboration they'll bring to our growing community.

And one of the best parts of being part of Real Producers is the opportunity to connect in person, and we have an exciting lineup of events planned for **2026**:

- **Mar 12th** – Spring Fling (Wine Tasting)
- **July** – A Day at the Races
- **Oct 23rd** – Halloween Party
- **Dec 9th** – Ugly Sweater

Each event is designed to bring our top agents together to connect, celebrate, and build meaningful relationships with peers who understand the journey.

As we step into spring and begin this new chapter, take a moment to reflect on what brought you here—and where you want to go next. Success in this industry is built through strategy, resilience, and the willingness to grow alongside others who challenge and inspire you.

We're so glad you're here. Welcome to the **Class of 2026**—we can't wait to celebrate with you all year long.

Here's to an extraordinary year ahead!



Kristin Brindley
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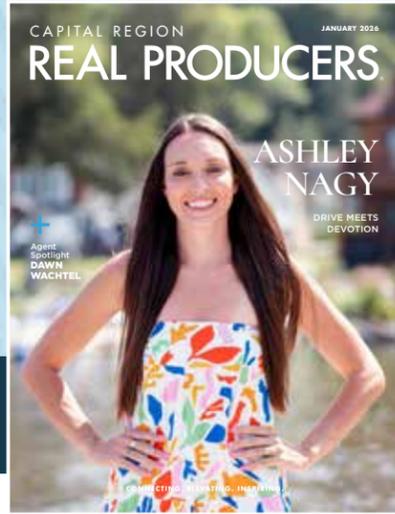
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FAQ



Since launching *Capital Region Real Producers* nine years ago, we've often heard the same questions. To save time, we're sharing the answers here. Remember, this publication is your voice, and our door is always open to discuss anything about our community!

Q: Who receives this magazine?

A: The top 300 agents in the Capital Region area. We pull the MLS numbers each year (by volume) for agents licensed in our service area, which are licensed in the Greater Capital Region. We cut off the list at number 300, and the next year's distribution is born. We did this again in January, based on the new top 300 agents in sales volume for 2025.

Q: What is the goal of this magazine?

A: Real Producers is about building a stronger, more connected real estate community. We believe that when we surround ourselves with successful, like-minded individuals, we can grow to new heights. This magazine is a platform designed to bring together the top 500 real estate agents and our trusted preferred partners, fostering an exclusive and collaborative network. Each month, we share inspiring stories, celebrate successes, and promote events that connect, inform, and inspire. Our mission is to build relationships and empower growth within the real estate industry.

Q: Does Real Producers have events?

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

Q: What is the process for being featured in this magazine?

A: Being featured is simple and starts with a nomination. Realtors, affiliates, brokers, office leaders, and even self-nominations are welcome! If you know someone with an inspiring story, exceptional leadership, top-tier customer service, or a remarkable commitment to giving back, we'd love to hear about them.

To nominate, send an email to Wendy@RealProducersKBTeam.com and share why you believe they should be featured. Your insights help us uncover stories we may not know about. Once a nomination is submitted, we'll reach out for an interview to ensure the feature is a great fit. If selected, our team will take it from there, coordinating an article write-up and scheduling a professional photo shoot.

Q: What does it cost a Realtor/team to be featured?
A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: What does it cost a Realtor/team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: Who are the Preferred Partners?

A: Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every magazine issue, attend our events, and be part of our online community. We don't just find these businesses on the street, nor do we work with every business that approaches us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special place in this puzzle, as their support helps fund our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events.

Q: How can I refer a Preferred Partner?

A: If you know and want to recommend a local business that works with top Realtors, let us know!



2026

BY THE NUMBERS

HERE'S WHAT CAPITAL REGION'S TOP 300 AGENTS SOLD...

9,808



TOTAL TRANSACTIONS



\$4.37B

TOTAL SALES VOLUME



LISTING SIDE TRANSACTIONS

5,484



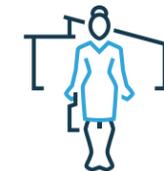
BUYING SIDE TRANSACTIONS

4,324



AVERAGE SALES VOLUME PER AGENT

\$14.56M



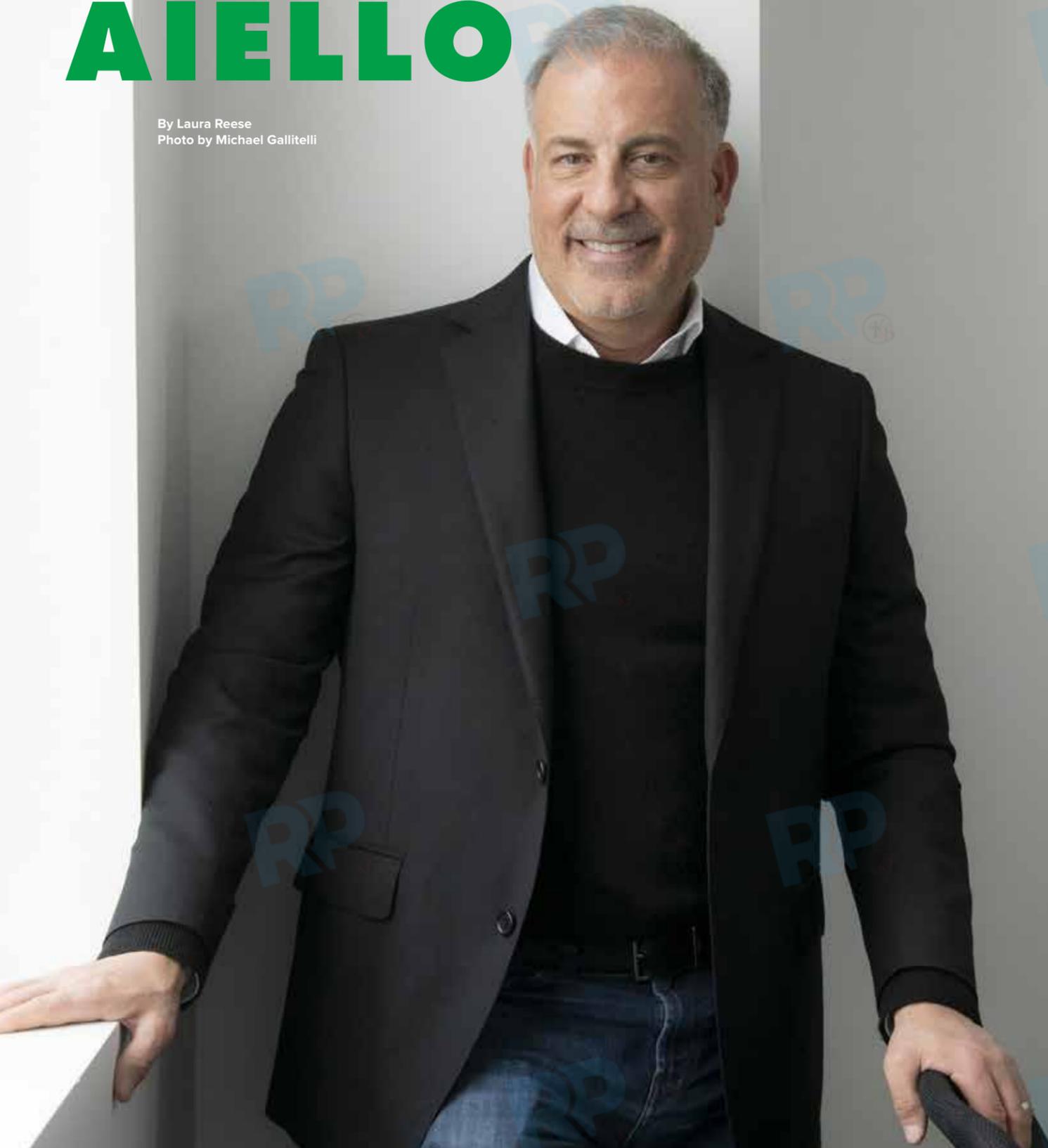
AVERAGE TRANSACTIONS PER AGENT

32.7

Information based on 2025 residential sales in the Capital Region area, by the top 300-producing agents licensed in the Greater Capital Region, New York.

DREW AIELLO

By Laura Reese
Photo by Michael Gallitelli



ANNIEMAC HOME MORTGAGE

Outgoing, approachable, and deeply committed to doing things the right way, Drew Aiello has built a decades-long mortgage career around one simple belief: people come first.



Turning Possibility Into Homeownership

For him, lending is not about selling products or chasing numbers. It is about educating clients, setting clear expectations, and creating confidence at every step of the process. That philosophy has earned him lasting relationships with families and Realtors across the Capital Region.

A Clifton Park native, Drew's professional journey began far from home. After graduating from Boston University, he spent five years in Boston working as a stockbroker at Smith Barney. The experience gave him a strong foundation in finance and discipline, but when he returned to the Capital Region, he realized he wanted a different kind of impact. "I thought it would be better to give money than have to ask for money," Drew says. That mindset led him to explore the mortgage industry, a move that quietly set the course for the next 30 years of his life.

What started as a test quickly became a calling. Drew found purpose in helping families who believed homeownership might be out of reach. Time and again, he watched uncertainty turn into excitement as clients crossed the finish line. "Providing homeownership to families is the most rewarding part of what I do," he shares. "Many feel like they may not be able to become homeowners, and then we make it happen."

A New Chapter, Built on Experience
In January 2026, Drew joined AnnieMac Home Mortgage as Branch Manager, bringing with him decades of experience and a clear vision for growth. While he is new to the company, his leadership style is well established. His role centers on originating loans, strengthening referral partnerships, and building systems that allow his team to operate efficiently and collaboratively.

AnnieMac Home Mortgage operates in 45 states and is headquartered in Mount Laurel, New Jersey. Drew's branch is based in Clifton Park, serving the Capital Region with a small but highly experienced team. The branch includes Melody Loftus as a loan partner, Safdar Hussain, who brings multilingual expertise, Nancy Herman, a longtime industry veteran, and Phil Carr, who works in tandem with Drew while also generating his own business.

Phil brings 13 years of mortgage industry experience to the team, having joined the branch just one month ago. He focuses on providing exceptional service and trusted guidance to real estate agents and their clients. Before entering the mortgage industry, he worked in minor league baseball, an experience that strengthened his team-first mindset. Phil values the ever-changing nature of the business and



believes authenticity is key to building strong, lasting Realtor relationships.

Every member of the team has more than ten years in the mortgage industry, a level of experience Drew considers a major advantage.

“Our goal is to build best practices that make us more productive and more available,” Drew explains. That availability is intentional. He makes himself accessible seven days a week because communication, in his view, is the foundation of successful transactions and strong Realtor relationships.

Education Over Pressure

What truly sets Drew apart is his approach to clients and partners alike. He does not sell. He educates. Drew takes the time to walk borrowers through their options, explaining programs in plain language so they can make informed decisions. “I don’t push products,” he says. “I guide people, but ultimately they choose what is best for them.”

That same clarity extends to Realtors. Drew believes agents should never be left wondering where a deal stands. Phone calls matter. Transparency matters. Being present matters. Those habits, built over decades, have helped him maintain trust even as the industry has shifted toward more digital and remote processes.

Innovative Tools That Create an Edge

AnnieMac’s lending programs offer Realtors a powerful competitive



advantage, especially in tight markets. Drew highlights solutions that allow AnnieMac to pay cash for a home so buyers can remove sale contingencies and compete more effectively, including against cash offers. The company also offers programs that guarantee closing dates and provide rate relief and appraisal assurance for sellers.

“We truly have some earth-shattering programs that nobody else has in the Capital Region,” Drew says. These tools are not just innovative. They are practical, helping deals stay alive and transactions move forward with confidence.

Beyond Business

Outside of work, Drew’s life revolves around family, fitness, and community. He has been married to his wife, Lisa, for 28 years. They met in Boston and have lived in the Capital Region since 1995. Together, they have two children, ages 26 and 21, and enjoy spending time skiing, traveling, attending sporting events, and catching live comedy shows.

Drew is also deeply committed to staying active. He runs several times a week, works out regularly, and balances golf and skiing depending on the season. He laughs easily when admitting that his love of food sometimes competes with his fitness goals.

Giving back has always been part of Drew’s life. For more than 25 years, he has served on the board of the Saratoga Showcase of Homes, an annual event that supports organizations like Habitat for Humanity and Rebuilding Saratoga Together. Over the years, the event has raised more than one million dollars for local causes, making a meaningful impact across Saratoga County.

Looking Ahead

Drew’s professional goal is clear. He plans to turn the business into a 300-million-dollar branch, built by talented loan originators all moving in the same direction. He believes success is shaped by environment, a lesson he emphasizes with both his

team and his family. Surround yourself with motivated, successful people, and growth follows.

At his core, Drew wants to be known as genuine, hardworking, and sincere. He treats clients and partners like family, not numbers. “It is really about making sure people feel comfortable and confident in the decisions they are making,” he says. That belief continues to guide every conversation, every loan, and every relationship he builds.

To connect with Drew Aiello and explore AnnieMac’s innovative lending solutions, call or text (518) 573-2435 or email daiello@annie-mac.com to learn more and gain access to their mortgage app, providing real-time updates and full transparency throughout every transaction.



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BY AMELIA ROSEWOOD
PHOTOS COURTESY OF ALVIS MOSELY,
A MOSELY MEDIA

Arielle Roberts

Faith, Service, & The Roberts Standard

Some careers are chosen. Others are answered. For Arielle Roberts, real estate arrived as a calling that blended everything she values most: faith, family, and service. Outgoing, trustworthy, and creative, she brings a teacher's patience, a leader's initiative, and a marketer's imagination to clients across New York's Capital Region. Her promise is simple and powerful. "Educate. Empower. Elevate. That's The Roberts Standard."

An Educator's Heart

Born and raised in Albany, Arielle proudly calls the Capital Region home. After graduating from Shaker High School, she earned a B.A. in English and Africana Studies and later a master's and Certificate of Advanced Study in Educational Administration and Policy Studies from the University at Albany.

Her career in higher education shaped the way she serves today. As a Learning Skills Specialist at Rensselaer Polytechnic Institute, Arielle teaches students with learning disabilities how to manage their time, organize, and believe in their potential. "Watching students who once doubted themselves walk across that graduation stage is so rewarding," she shares. "It reminds me that compassion and belief can truly change someone's path."

Before real estate, Arielle's journey included roles as a hairstylist and server. "Those jobs taught me how to read people," she says. "Listening, understanding, and delivering great service are the foundation of everything I do."

A Leap Fueled by Faith and Purpose

Arielle's first spark for real estate came years ago after attending a Fortune Builders event. Though she wasn't drawn to fix-and-flips, it opened her eyes to the possibilities of the industry. When the pandemic hit, her steady career in higher education faced uncertainty. "My pay was cut back to my 2016 salary," she recalls. "That was my wake-up call. I thought that this can't be it. I need to do something more."



She enrolled in RealEstateU and, after a brief setback, recommitted to finishing. "I didn't give up," Arielle says. "And when my daughter, Azariah, was born, she became my why. I wanted to build something lasting, something she could be proud of."

Building Her Business: The Roberts Standard

Arielle launched her real estate career in 2022 with CM Fox Real Estate and, in 2025, joined Empire Real Estate Firm in Latham. Her philosophy has remained consistent from day one. "I lead with heart and purpose," she says. "I don't





feel confident. My goal is for them to say, 'We did that together.'"

She's also known for her generosity at closings. "People laugh because they think I go overboard with gifts," she says with a smile. "But I just love celebrating that moment. It's not about the gift. It's about showing appreciation for the journey we shared."

Faith, Family, and Balance

Arielle's home life is her anchor. Her partner, Alvis Mosely, is the creative force behind A Mosely Media and her biggest supporter. "Alvis has been with me since the beginning," she says. "He's my marketing manager, videographer, and best friend. We're growing together in every way."

Her daughter, Azariah, is her heart. "She's my daily motivation," Arielle says warmly. "Every move I make, I think about the kind of example I want to set for her. I want her to see that faith, hard work, and integrity can build a beautiful life."

Family time is everything to Arielle. She's deeply connected to her parents, Darryl and Yvette Roberts, whom she calls her foundation, and to her brothers, Omar and Darryl Jr. She loves gathering for holidays, home-cooked meals, and impromptu game nights.

Her family traditions also extend to service. Each year, they participate in the annual Breast Cancer Walk to honor her late grandmother, who lost her battle with cancer.



just help people buy or sell homes. I guide them through life transitions."

In just her second year, she closed more than \$2.5 million in volume. Now, she's on track to finish around \$7.4 million this year. Along the way, she's been recognized with the Times Union Best of 2024 Capital Region Real Estate Agent, the Trailblazer Award from the CNYS Black Expo/Bluebird Foundation, the 2025 AI Impact and Innovation Award presented by Quiana Shonté of the Agent Tools for Success Group, and as one of the Women Who Rock for her outstanding impact in the community.

Her approach is rooted in education. "The Roberts Standard means teaching clients every step of the way," Arielle explains. "I break things down so people understand the process and



Outside of work, Arielle finds joy in strength training, paint nights, and worship. "Working out makes me feel strong and confident," she says. "But my true peace comes from being in God's presence. My favorite verse is Philippians 4:13 — 'I can do all things through Christ who strengthens me.' That verse grounds me when life gets busy."

Even with her full schedule, Arielle stays active in her community. She helped organize the Bridge the Gap Albany Fest, participated in the Victoria Fitness Expo, and has spoken at empowerment events like the Bondage Circle.

Looking Ahead

Looking forward, Arielle's eyes are set on becoming a broker and eventually creating a team that embodies her values. She also dreams of developing new, affordable housing for first-time buyers. "I want to help families who never thought they could own a home," she shares. "Even modest developments can change lives. That's what I'm working toward."

Her advice for aspiring agents is grounded in experience and grace. "Lead with purpose, not pressure," she says. "Be consistent, even when it's quiet. Build relationships, not transactions. And always protect your peace. Pray over your business and remember that what's meant for you will never miss you."

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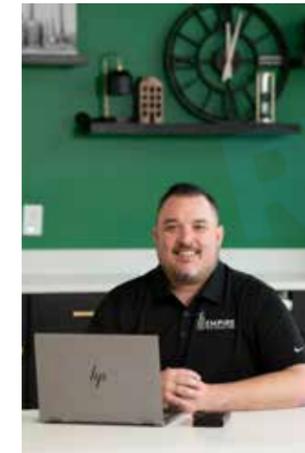
Teaching, Service, & The City He Calls Home

BY LARRA ROQUE • PHOTOS BY MICHAEL GALLITELLI

Some careers come full circle. For Marshall Morgan, real estate became the place where everything he loved about teaching, hospitality, and service finally converged. Loyal, consistent, and relentlessly hardworking, Marshall has built a career rooted in people, purpose, and a great pride in the city of Albany.

Where It All Started

Originally from the Buffalo area, Marshall's early life was shaped by close-knit communities and a strong sense of belonging. That foundation followed him to SUNY Albany, where he earned his undergraduate degree in education, history, and communications. Teaching was never a question for him. "Even as



a little kid, when a teacher asked what I wanted to be when I grew up, I always said a teacher," he recalls.

After college, Marshall taught high school in Queens, an experience that challenged him and shaped how he shows up today. "Teaching and the restaurant industry are both very service-forward," he explains. "You really become aware that you're there to serve. In real estate, it's the same thing. It's answering my phone, being available, and making sure I'm capable and able to help my clients at any moment."

While teaching, Marshall worked nights and weekends in restaurants, gradually moving into management. When the school he was teaching at closed, he transitioned fully into restaurant and food and beverage management at a local hotel. What could have felt like a setback instead reinforced what he already knew. Service was not just a skill. It was part of who he was.

Finding a Home in Real Estate

Marshall officially entered real estate in 2017, but





process, and they realize it's something they can actually do. That's really gratifying."

On the other end of the spectrum, he finds meaning in guiding clients through difficult transitions. "Sometimes people don't realize their house has become too much for them," he shares. "It's fulfilling to sit down and show them the different paths they can take."

Leadership Without Throwing People to the Wolves

Marshall's leadership philosophy was shaped by humility early in his career. When he first started, he

had just purchased a home and completely drained his bank account. "It was a very humbling experience," he says. "It set a tone for me."

He saw too many new agents being pushed into the business without support. "When people first get into real estate, they're often thrown to the wolves," Marshall says. "I didn't want that for others. I didn't want them to feel broke, starting a new business, and not knowing where to turn."

Mentored by Melissa Killion, Marshall learned the value of guidance and integrity. "She wasn't financially responsible for me," he explains, "but the way she mentored me mattered. It made me want to create a path that didn't break the bank for others."

That philosophy carried into his leadership journey, including his time as a co-team leader alongside Dawn Jacobson. Marshall is quick to credit much of that success to Dawn's partnership, collaboration, and leadership. "So much of what we built came from her ability to be an incredible partner," he shares.

As a team leader, Marshall never charged agents for lead generation and remained hands-on in developing people, not just production. That mindset continues today in his role as a partner owner at Empire Real Estate, which launched in July. While the team structure has since dissolved, his focus remains firmly on people over numbers. He maintains a steady annual volume

of around \$10 million, a pace he values for its sustainability and balance.

Life, Community, and Chosen Family

Outside of real estate, Marshall's life is anchored in community. One of his most meaningful traditions is Friendsgiving, a gathering that has lasted nearly ten years. "We all lived four or five hours away from our families," he explains. "So instead of traveling, we created our own."

Giving back is deeply personal for Marshall. For many years, he has been cooking at the Ronald McDonald House, an organization that supported his family when he was a child. "My family actually spent time there when I was younger," he shares. "So giving back has always meant a lot to me."

He also supports Equinox Shelters and looks for ways to stay involved locally. At home, he shares life with his dog Brutus, a twelve-pound terrier mix adopted in May of 2024.

In his downtime, Marshall enjoys fantasy football, bowling, and cooking. If he were not in real estate, owning a restaurant would still be on the table. A lesser-known fact is that he played the baritone saxophone for 8 years, something that still feels like a personal chapter of discipline and creativity.

Albany, Always

Marshall's love for Albany is unmistakable. "I have this undying love for the city," he says. Having lived in rural areas and major cities,

Albany became the perfect balance. "It's not annoying to go to the grocery store, but it's also not far. It's just the right amount of city without being a big city."

That pride carries into his work. "I feel like I'm a walking billboard for

how great Albany is," Marshall says. "I love that I get to sell here."

Looking Ahead

Currently completing his broker's course, Marshall looks forward to continuing his role within Empire Real Estate, particularly through



“I feel like I’m a walking billboard for how great Albany is. I love that I get to sell here.”

one-on-one goal meetings with agents. "That's where I fit the most," he explains. "It feels like being right back in my teacher role, brainstorming and giving people different things they can do to succeed."

His advice to aspiring top producers is rooted in honesty and pride. "Love where you live," he says. "If you love it, it's super simple to sell in a place you can talk about and get excited about."

For Marshall Morgan, real estate is not just a career. It is teaching, service, and community coming full circle.

the spark came earlier. "When I purchased my home, learning all the different avenues of how real estate works was exciting to me," he says. "It made me realize I could still be of service to people, like I was in teaching and restaurants, while also doing something I really liked."

He had always gravitated toward architecture, but real estate offered something deeper. It allowed him to teach in new ways. "Real estate has let me keep teaching," Marshall explains. "Whether it's helping first-time buyers or mentoring agents, I've always found ways to keep doing that."

What fulfills him most is helping people see what is possible. "You sit down with people who say, 'I would love to someday own a home,'" he says. "Then you walk them through the



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