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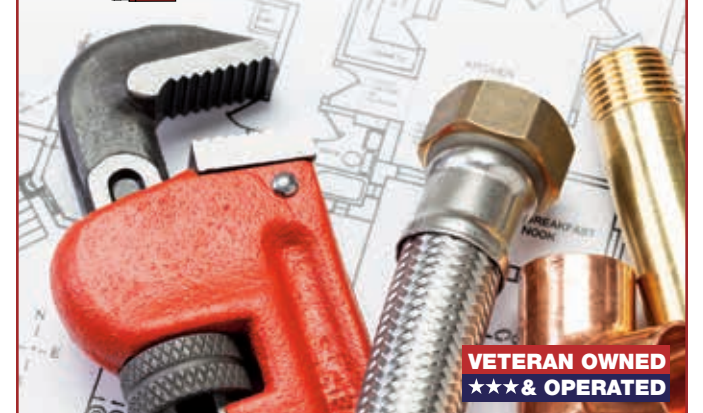


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48 Karen Bellamy

Mike Edwards is an Environmental and Septic Inspector with SIS, specializing in comprehensive evaluations of residential wastewater and environmental systems. He conducts full septic system inspections, sewer line assessments, radon air testing, well flow and equipment evaluations, water sampling, and private swimming pool inspections. With a strong focus on septic systems and nearly two years of hands-on field experience, Mike brings a detail-oriented and client-focused approach to every property he evaluates.

He holds multiple certifications through InterNACHI, including subsurface sewage, pool inspection, and radon, reinforcing his commitment to industry standards and ongoing professional development.

Mike enjoys the freedom of working outdoors and the unpredictability that comes with uncovering septic systems—each one offering its own unique challenge. He is dedicated to going above and beyond for clients, knowing that septic components are often out of sight and easily overlooked in everyday life. His work ethic is grounded in honesty, transparency, and doing things the right way without shortcuts.

Outside of work, Mike spends his time at the gym, attending sporting events, playing video games, lockpicking as a hobby, and fixing things. Above all, he values time with his twin daughters and watching them grow.

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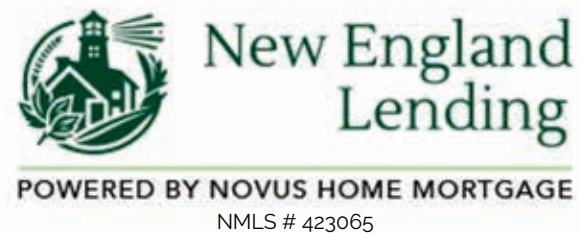
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What Makes You The Best?!

Spring is here, and the market has picked up. You feel it in the conversations, the urgency, and the activity across the board. At the same time, one thing has not changed. Inventory remains tight. More agents are competing for fewer opportunities, and that puts pressure on every conversation you have.

So the question becomes simple. What separates YOU?

There are thousands of agents in this market. Many have access to the same tools, the same platforms, and the same information. The difference comes down to how you position yourself. Your marketing. Your consistency. Your relationships. These are the levers that create opportunity when inventory is limited.

If you are not top of mind, you are not in the conversation. If your brand is not clear, you are replaceable. If your network is not strong, your pipeline becomes unpredictable.

This is the season to double down. Stay in front of your people. Be intentional with your outreach. Make sure your name comes up when someone is thinking about making a move. The agents who stay visible and connected right now are the ones who win when listings are scarce.

That is exactly why we continue to bring this community together. Real relationships create real business. **Our May event at NEBCO in Branford on May 20th is built for that purpose.** It is a room full of top agents and partners who value connection and collaboration. Show up ready to meet people, strengthen existing relationships, and build new ones.

This market rewards those who stay consistent and stay connected. Make sure you are one of them.



See you soon!
Sam Kantrow, Publisher

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CORRECTION NOTICE

Partner Insight – Spring Ahead of the Competition

In last month's issue of New Haven & Middlesex Real Producers, we featured a Partner Insight article by The Miranda Team of Pillar To Post, titled "Spring Ahead of the Competition." The article discussed how pre-listing inspections can reduce canceled contracts and smooth the selling process.

Unfortunately, we included an incorrect phone number at the end. The correct phone number to reach The Miranda Team is 203-526-8183. We apologize for any confusion.

As a valued partner, The Miranda Team consistently brings practical insights. Their focus on inspections provides real value to sellers and buyers alike. We appreciate their continued contributions to the community.

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RP

2025

BY THE NUMBERS

Here's what the top 300 New Haven & Middlesex agents sold

\$3,728,174,252

TOTAL SALES VOLUME



6,790

TOTAL TRANSACTIONS JAN-DEC 2025



\$11.6 M

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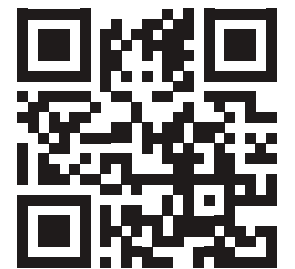
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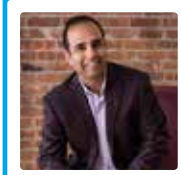
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ASK THE

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“As-Is” Doesn’t Mean
What You Think It Does



BY KISHORE KAPOOR- OWNER/
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Let me tell you about my client — let’s call him Lucky Luke.

Luke was buying a classic New England home with charm, character, and just enough quirks to make it feel like home. One catch: the seller wanted to sell as-is.

Luke was handy. He got it. During inspections, he learned the furnace was older and likely nearing the end of its life. The inspector warned him: “You may need to replace this soon — possibly this winter.” Luke didn’t flinch. He’d already factored it into his numbers.

Mortgage approved. Closing scheduled. Then, a week before closing — early November, temperatures dropping — the seller tried to turn on the heat. The furnace didn’t start. Dead.

Luke’s agent called: “The seller wants another \$15,000. The furnace died, and he doesn’t want to cover it.” Luke called me, understandably panicked: “I’m buying the house as-is. Don’t I have to pay it?”

And this is where the misunderstanding comes in.

“As-is” does not mean the seller can hand you a broken house. It means you’re accepting the condition of the property as it existed on the date of the contract — not whatever condition it happens to be in on closing day. A major system failing days before closing is a material change. The seller doesn’t get a free pass.

Long story short — Luke got a brand-new furnace. In true Lucky Luke fashion, he voluntarily contributed \$5,000 toward it out of goodwill for the older seller. But make no mistake — that was a choice, not a requirement.

Here’s the Reality for Agents

“As-is” protects sellers from being required to make repairs based on inspection findings. It does not protect them if:

- A major system fails before closing
- The property’s condition materially changes
- It can’t be delivered in substantially the same condition as when the contract was signed

These issues almost always surface at the worst possible time — days before closing, emotions high, timelines tight. That’s when bad decisions get made. The agents who understand this don’t just save deals. They protect their clients and look like absolute professionals in the process.

Final Thought

Lucky Luke almost paid \$15,000 he didn’t have to. Not because he made a bad decision — but because he misunderstood what “as-is” really meant. The difference between losing that money and saving it? One phone call.

So the next time something goes sideways right before closing — don’t guess. That’s the moment where having the right attorney on your side makes all the difference.

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PHOTOS BY CHRIS DEVLIN

For Tom Paranzino, serving others has never been optional. It is who he is.

For nearly three decades, Tom has worked as a firefighter and paramedic, building a career rooted in discipline, quick decision-making, and protecting people when it matters most. Today, he continues to serve in the fire department while also leading a growing company, Modern Home Inspections, proving that his commitment to helping others extends far beyond the firehouse.

What started as a side idea has grown into something much bigger.

When Tom first discovered home inspections in 2019, the goal was simple. Find something flexible to do alongside his schedule at the firehouse and spend more time with his family. But it did not take long for that plan to evolve.

Within a year, it became clear he was building something special.

Tom's background made the transition feel natural. He grew up on construction sites, where his father worked as a plumber in new construction. That early exposure, combined with his extensive knowledge of building structure from his work in the fire service, gave him a unique advantage from the very beginning.

"In the fire service, we spend a lot of time understanding how buildings are constructed and how they perform under pressure," Tom explains. "This just felt like an extension of that." At the same time, his experience in the corporate world and as a business owner gave him a strong understanding of systems, operations, and customer experience. He had previously managed Verizon Wireless stores and owned an automotive shop, but this was different. This time, he was building something entirely his own.





“I did not know what the industry standard was,” he says. “So I just built it the way I thought it should be.”

That perspective became one of his biggest advantages.

From day one, Tom approached inspections with a higher level of professionalism. He showed up in uniform, invested in strong reporting technology, and prioritized clear communication between agents and clients. Early on, an agent even assumed his company was a franchise, a moment that reinforced that he was doing something differently.

And it was working.

As demand grew, Tom expanded his team and continued to refine the experience. What started as a one-man operation has grown into a team of 12, all while he continues his role in the fire department.

That balance is not easy, but it is intentional.

“There are a lot of similarities between the fire service and running a business,” Tom says. “It comes down to systems, teamwork, and communication.”

Those principles are at the core of Modern Home Inspections.

Today, the company operates as a true one-stop shop. Services that were once coordinated externally are now fully in-house, including well, septic, and environmental testing.

“If our clients need something, we handle it,” Tom says.

From the moment an inspection is booked, Tom’s team takes over. With a full operations staff and client care coordinators, every detail is handled seamlessly.

“We tell people, your job is done once you book,” he says. “We take it from here.”

For agents, that level of service is invaluable.

Tom approaches every relationship as a long-term partnership. His team makes communication easy, whether agents prefer to call, text, email, or book online. Inspections are scheduled quickly, and most importantly, someone always answers the phone.

“If it rings, we pick it up,” he says.

The company also helps agents stay connected with their clients long after closing through co-branded homeowner tools that provide ongoing maintenance reminders and updates.

Behind the scenes, Tom is deeply involved in training and team development. While technical skills are important, he believes something else matters more.

“I can teach someone how to inspect a home,” he says. “I cannot teach them how to communicate with people.”

That philosophy shapes everything from hiring to ongoing education. His team participates in regular training and works closely with industry professionals to continually improve. Outside of work, Tom is a husband, a father of three daughters, and a proud volleyball dad. Whether he is at home,



“We built this business

AROUND SERVICE, COMMUNICATION, AND DOING THINGS THE RIGHT WAY EVERY TIME.”

– TOM PARANZINO





Tom Paranzino with his wife, Suzanne.

at the firehouse, or leading his team, his focus remains the same.

Show up. Do things the right way. Take care of people.

That mindset is what has allowed him to successfully balance two demanding careers while building a business that stands out in the industry.

And for the agents and clients who work with him, one thing is clear.

With Modern Home Inspections, one call really does get it all. ▶



Tom Paranzino in action with the Hamden Fire Department, serving his community with dedication and decades of experience as a firefighter and paramedic.

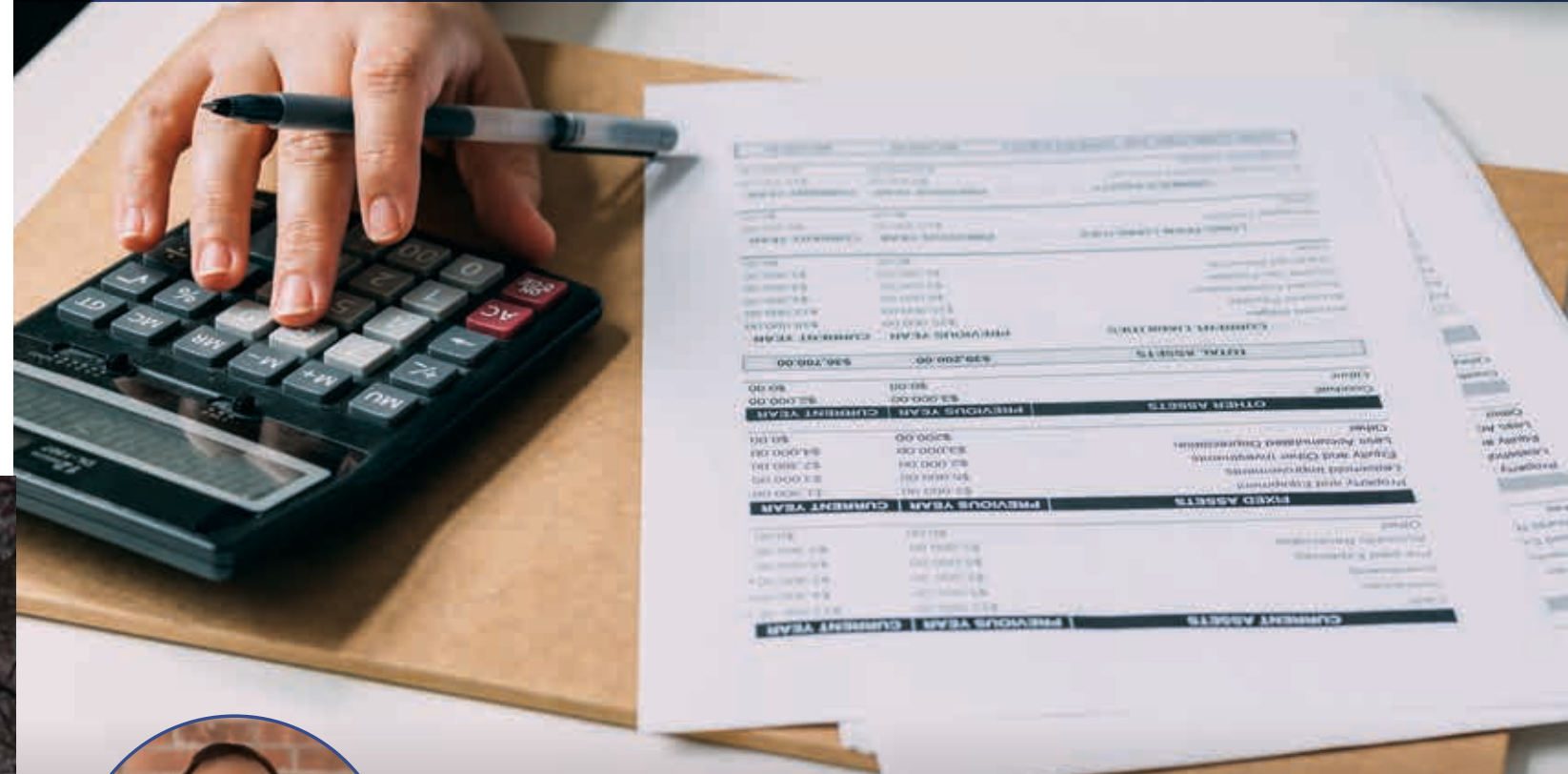
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Erin Borruso

The *Art* of Doing Things Well

ALYSSA MUCHA PHOTOGRAPHY



“**I just want to be a nice Realtor**— professional, respectful, and someone people genuinely enjoy working with.”
— ERIN BORRUSO

companies and at the consulting level for a larger CPA firm. But her connection to that industry runs even deeper than her professional experience.

Erin grew up in a family-owned construction company rooted in heavy highway construction. At one point, she even stepped in to help run the business, gaining firsthand experience in both operations and the financial side of the industry. That foundation not only shaped her career path but also deeply influenced who she is today.

That background gave her more than just technical skills. It gave her grit, resilience, and a deep respect for the people who work in the trades. To this day, much of her network is made up of those in the construction world, and she genuinely enjoys connecting with other business owners and industry professionals.

For Erin Borruso, real estate was never a random career pivot. In many ways, it was always the destination. The only surprise was when the journey began.

“I always knew I was going to be a Realtor,” Erin says. “I just didn’t think it was going to happen in my 30s.”

Before entering real estate, Erin built her career in a very different world. She worked for construction companies and accounting firms, specializing in construction accounting, both for private

It also ties directly into the way she approaches her real estate business. Erin believes strongly in attracting the right clients for her, and many of those relationships are built on shared values, work ethic, and a mutual understanding of what it means to show up and do the job well.

While the work itself may not have felt glamorous, it was meaningful. And over time, she realized something was missing.

“It didn’t fill my cup,” she says. “It didn’t give back to my community, and it didn’t give me the warm and fuzzies.”



That realization stayed with her. And when she became a mother, it gave her the push she needed to finally make the leap.

Having children, Erin explains, created a new level of motivation. It sharpened her sense of responsibility and made her want to pursue work that felt both meaningful and aligned with who she was. So she got licensed and went after the brokerage she had always admired most.

For Erin, William Pitt Sotheby's International Realty was never just one option among many. It was the goal.

Having lived in the community her entire life, she had long watched the Essex office stand out for its beautiful listings, strong presence, and consistently high level of professionalism. She knew that if she

was going to build a real estate career, that was where she wanted to do it. So she joined.

And then, almost immediately, life got busy.

Erin got licensed in December 2021. Around the same time, she found out she was pregnant with her second child. Rather than making a dramatic overnight exit from accounting, she approached the transition thoughtfully. She stayed in her accounting role for a bit longer while beginning to build her real estate business on the side, with the goal of fully stepping into the industry after her daughter was born.

That plan came together faster than expected. Erin's very first client came to her when she was about 32 weeks pregnant.

"That was really the start of it," she says.

In one of the more unforgettable images from her early career, Erin recalls that she was waiting for the appraisal for her very first transaction while she was in the hospital giving birth to her daughter. From there, she never really stopped.

She worked throughout the postpartum period and kept building.

Unlike many agents, Erin's business has grown without purchased leads or heavily scripted systems. She does not rely on Zillow, and she is not especially interested in forcing connections that do not feel natural. Instead, her business has grown organically, rooted in genuine relationships and an intuitive trust that the right clients will find their way to her.

"I'm a firm believer that I attract the right clients for me," she says. "I'm

“
I'm a firm believer
that I attract the right
clients for me—I'm working
with who I'm supposed to
be working with.”
— ERIN BORRUSO





stays in touch long after a transaction closes.

Outside of real estate, Erin's life is full. She and her husband are raising two young children, and she is quick to note that she is a full-time agent, fully committed and fully available to her clients. Her husband owns a septic company, and because the two businesses are surprisingly symbiotic, they often find themselves managing the rhythm of entrepreneurship side by side.

When she is not working, Erin's creative side comes alive. She loves thrifting, decorating, homemaking, and finding beauty in overlooked things. She describes thrifting as a treasure hunt for adults, and her love of home and design naturally spills into the way she sees properties and connects with clients.

That creative eye, paired with her background in construction accounting, also gives her a strong sense of detail. Erin describes herself as precise and calculated in the best way. She takes pride in doing things thoroughly and correctly. She does not cut corners. She will not put a listing or even a rental on the market without professional photos simply because it is cheaper or easier. She will go to the town hall, pull records, meet with zoning officers, connect with engineers, and help clients get the answers they need.

Some may say that goes beyond the job description. Erin would disagree.

In her world, that is the job.

And that commitment to doing things the right way, with care, precision, and heart, is exactly what continues to set Erin Borruso apart. ❖

working with who I'm supposed to be working with."

That mindset has become one of the clearest defining traits of Erin's business. She is thoughtful, calm, and deeply relational. She is not trying to be the loudest agent in the room or the sharpest elbow in the deal. Instead, she has built her reputation on trust, respect, and consistency.

Talking about what separates top agents from the rest, Erin points to hustle, grit, and the ability to navigate complexity. That grit is something that comes naturally to her, shaped long before real estate by her upbringing and experience in the construction world.

But when she reflects on her own approach, her answer is simpler.

"I just want to be a nice Realtor," she says.

That does not mean passive. It means professional. It means treating clients the way she would want to be treated and extending that same respect to other agents in the transaction as well. Even as a listing agent, Erin believes buyers deserve to be treated with kindness and fairness. She knows there are many personalities in this business, and many styles that can succeed, but her philosophy is grounded in a familiar saying: you catch more flies with honey than with vinegar.

For Erin, that has proven true.

Her client relationships are also built in a way that mirrors her broader business philosophy, organically. She does not force touchpoints or overcomplicate follow-up. If she thinks of a client, she reaches out. If she wants to check in, she sends a text. Her connection to people is genuine, and that authenticity shapes the way she

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KAREN BELLAMY

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For Karen Bellamy, insurance has never been about simply quoting a policy and moving on. It has always been about people, relationships, and making sure clients truly understand the protection they are putting in place for themselves, their families, and their businesses.

PHOTOS BY
CHRIS DEVLIN

Today, Karen leads KJB Associates in Woodbridge, Connecticut, serving clients throughout New Haven County with a wide range of services that include home, auto, commercial, health, life, and financial products. Her work is multifaceted, but the heart behind it is simple: help people make informed decisions and feel confident in the coverage they choose.

That approach has been the foundation of a career spanning more than 25 years in the insurance industry.

Karen's path into the business began long before she launched her own agency. Early on, she worked for Blue Cross Blue Shield, where she spent more than a decade building experience and earning her

insurance license while selling health insurance for small businesses. It was there that she developed a strong understanding of the industry and the needs of business owners, employees, and families trying to make important financial and healthcare decisions. After being laid off, Karen transitioned to a small insurance agency, where she worked as a producer. But like many commission-based roles, the income could be unpredictable, and with a young daughter at home, stability mattered.

So Karen made a practical move and accepted a position at Fleet Bank as a business specialist. But even then, she was not willing to give up on the vision she had for herself. She planned to do both.

When the owner of the agency she had been working with questioned whether she thought she was "Superwoman," Karen's answer, in spirit, was clear: maybe she was. Instead of stepping back, she stepped out on her own.

That moment became the beginning of KJB Associates, which Karen initially built while continuing to work at the bank. With the support of a manager who understood entrepreneurship and trusted Karen's drive, she was able to grow her





“ I WORK
FOR MY
CLIENT,

NOT THE INSURANCE COMPANY.”



Karen Bellamy surrounded by her family, the foundation of her values and the inspiration behind her commitment to serving others.



Karen Bellamy with her husband, Gary Tinney, whose shared love of family, travel, and community is at the center of their life together.

business steadily while balancing both worlds. And when that manager eventually moved on, Karen took it as her sign to do the same.

She left the bank, took a leap of faith, and committed to her agency full-time. For years, Karen focused primarily on health and life insurance, helping individuals and businesses navigate an often-confusing space with clarity and care. Then, in 2017, she expanded further, adding her property and casualty license and opening a Farmers Insurance agency. That move allowed her to broaden her offerings significantly, evolving KJB Associates into a more complete, multi-line agency.

Today, Karen provides personalized coverage for homeowners, auto clients, and businesses of all sizes, while also continuing to serve clients with life, health, and financial services. She even assists with wealth management needs such as retirement rollover planning, creating what she describes as a true one-stop shop for her clients.

And yet, despite the breadth of her services, Karen is quick to point out that what makes her business stand out is not just what she offers. It is how she offers it.

“I try to educate my clients,” Karen says. “I don’t just sell them a product.”

That distinction matters deeply to her.

In a fast-moving industry, especially one that often intersects with real estate transactions, Karen knows there can be pressure to simply get a policy in place so a closing can happen. But she refuses to treat clients like numbers or transactions to push through the system. Instead, she takes the time to explain what they are purchasing, why it matters, and how it fits their actual needs.

“I work for my client, not the insurance company,” she says.

That mindset is part of what makes Karen such a valuable resource for real estate professionals as well. Agents need partners they can trust, especially when helping buyers secure coverage on a tight timeline. Karen understands the urgency, but she also understands the responsibility. She brings both efficiency and thoughtfulness to the process, making sure clients are protected without losing sight of the bigger picture.

Retention, she says, is just as important as the initial sale. That means building trust from the beginning and creating relationships that last.

Karen has not built her business alone. Over the years, she has assembled a team that helps support the agency's continued growth and client service. One especially important member of that team is Michelle Krivit, who has been with Karen for more than 12 years.

Michelle plays a major role in the day-to-day strength of the agency, helping keep things moving smoothly and stepping in seamlessly whenever needed. Karen is quick to credit her loyalty, longevity, and ability to handle things with confidence when Karen is out of the office or pulled in multiple directions.

That kind of support matters, especially in a business built on consistency and trust.

Outside of work, Karen's life is grounded in family, travel, and community. She is married to her husband, Gary Tinney, a retired firefighter from New Haven who now spends much of his time doing social work. Together, they enjoy traveling and splitting time between Connecticut and North Carolina, where they own a home.

They also share a longstanding connection to Martha's Vineyard, where they spend two weeks every summer. It is a tradition that stretches back more than 20 years and adds another meaningful layer to their story: long before they were married, both Karen and Gary had already been vacationing there at the same time without knowing each other.

Karen is also the oldest of five siblings and a proud grandmother of two. Like so many successful professionals, she wears many hats, but through it all, she has remained grounded in the values that have carried her through every chapter of her career: hard work, resilience, service, and relationships.

After more than two decades in business, Karen Bellamy has proven that success does not come from simply selling a product. It comes from showing up consistently, educating people honestly, and building the kind of trust that turns clients into lifelong relationships.

That is the kind of protection that lasts far beyond the policy. ♣



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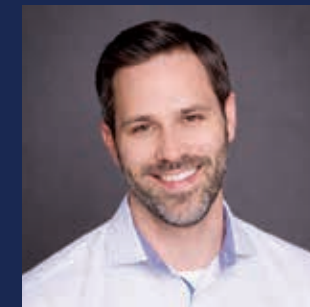


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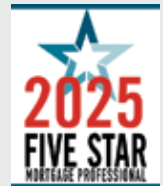
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TERI Lewis

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ABOVE AND BEYOND

For Teri Lewis, real estate was never going to be a casual pursuit.

From the beginning, she knew that if she entered the business, she would do it the only way she knows how: all in.

“I’m all in, or I’m not,” Teri says. “I just don’t know how to not be all in on something.”

That mindset has defined nearly every chapter of her life. Long before she officially earned her real estate license, Teri was already studying the market like a professional. She laughs, describing herself as the person carrying around a five-subject notebook, jotting down prices, comparing listings, and mentally solving the puzzle of what a property should be worth. Numbers have always come naturally to her, and real estate had long been at the back of her mind as something she was meant to do.

Still, timing matters.

For years, Teri’s focus was on her family. With children deeply involved in sports and school, she knew she could not give real estate the level of commitment it deserved until she was truly ready. Once that window opened, she moved fast.

She earned her license at the end of 2019, just before the start of 2020. And by the time she officially joined the business, she was more than ready.

People in her sphere had known for a long time that she planned to get into real estate, so when she finally did, she already had momentum. In fact, Teri had buyers and listings lined up before she even had her MLS number.

“I was ready to roll,” she says. “I didn’t even have my MLS number yet.”

At the time, she was printing listing information from Zillow and Realtor.com because she had not even been trained on the MLS system. But that did not slow her down.

Teri had clients, energy, and determination, and she was eager to get moving.

Then, almost immediately, COVID hit.

For many agents, that would have been enough to stall a brand-new career. For Teri, it became part of the story of how she launched. She adapted, showed up, put on the mask, and kept going. Even with the uncertainty of that season, she built serious traction right out of the gate.

In her first year, Teri was named Rookie of the Year for the Sotheby’s company, an early sign that her instincts, work ethic, and preparedness were translating into real results. From there, the momentum only accelerated.

The following year, she continued climbing, eventually moving through the company’s performance tiers from Gold to Platinum. Last

“

ABOVE AND BEYOND ISN'T JUST SOMETHING I SAY. IT'S HOW I APPROACH EVERY CLIENT AND EVERY TRANSACTION.” *Teri Lewis*





year, she reached Diamond status and ranked among the top 15 agents in the company.

For someone who entered the business only six years ago, it is an impressive rise. But Teri is the first to say that none of it happened by accident.

She works hard. Really hard.

And when asked what separates top agents from the rest of the field, her answer is not about ego, branding, or flashy tactics. It comes down to service.

There is one phrase, she explains, that seems to show up again and again in her client testimonials: above and beyond.

That, more than any ranking or award, is what matters most to her.

"I get so excited about my testimonials," she says. "Above and beyond is what I do."



IF I'M GOING TO DO SOMETHING, I'M ALL IN. THAT'S HOW I'VE ALWAYS APPROACHED REAL ESTATE AND MY CLIENTS DESERVE NOTHING LESS."

Teri Lewis



Teri Lewis with her husband, whose support and shared roots in the shoreline community have been a constant foundation behind her success.



Teri Lewis with her husband and children, her greatest source of pride and motivation.



Teri's business is built on responsiveness, accessibility, and a genuine commitment to making the process as smooth as possible for her clients. She understands that real estate is exciting, but also deeply stressful. Buying or selling a home is often one of the biggest decisions a person will ever make, and she believes her role is to help shoulder that stress, not add to it.

That means being available. It means acting quickly. It means staging a property, investing in marketing, and doing what it takes to position her clients well. It also means never allowing someone to feel like they are just one file among many.

One client put it best, telling Teri that throughout the transaction, she felt like she was her only client.

For Teri, that is the goal.

While her roots are deeply local, her network extends far beyond the shoreline. Through industry events and professional connections built over the years, Teri has cultivated a strong national referral network of trusted agents. She regularly collaborates with colleagues in markets across California, Texas, Florida, and throughout the Northeast, ensuring that when her clients move beyond Connecticut, they are connected with professionals who share her commitment to service. Likewise, those agents confidently send their relocating clients her way, knowing she will treat them with the same care and attention.

A big part of her ability to deliver that level of service comes from the strong support behind the scenes. As her business grew, it became clear that in order to continue serving clients at a high level, she needed help managing the paperwork and logistical details that can easily slow an agent down. That support came in the form of Kerrie Kolesnik, a licensed professional who joined Teri's business and quickly became a key part of its success.

Teri credits Kerrie with helping her take everything to the next level.

When Kerrie came on board, Teri says, her business doubled. With Kerrie handling the back-end coordination and stepping in when needed, Teri gained the ability to stay focused on what she does best: being



Teri Lewis with her assistant, Kerrie Kolesnik, whose partnership and behind the scenes support have helped elevate Teri's business and client experience.

present, being quick, and being there when clients need her most.

Together, they have built a business that is efficient, highly responsive, and deeply client-centered.

Just as importantly, Teri is intentional about who she works with. While she is known for going above and beyond, she also knows that the best client relationships are built on mutual respect and trust. If something does not

feel like the right fit, she is willing to step back rather than force it.

"It has to be a really good marriage," she says.

That clarity has helped her build not just a successful business, but a sustainable one.

Her connection to the shoreline community also runs deep. Teri lives in Old Lyme and describes herself as five generations on the shoreline, a local legacy that gives her both perspective and roots in the area she serves. Her knowledge of waterfront properties, in particular, comes from a lifetime of personal and family experience.

Her family has long been involved in the marine construction industry, building marinas and docks throughout the region. Teri herself started working at a marina at just 15 years old. Later, she and her husband became owners of a marina property in downtown Essex before eventually selling it to Brewer's Dauntless Shipyard in 2008. Today, her husband remains in the marine industry as the general manager of Essex Boat Works.

That background has given Teri a unique understanding of shoreline living and waterfront real estate, something that naturally strengthens her value to clients in this market.

Outside of work, family remains her center. Her two children, now 26 and 23, both live in Boston, just a few streets away from each other. As a mother, Teri loves knowing they are close, building lives of their own while still sharing everyday moments.

That same sense of connection, care, and loyalty runs through every part of her business.

For Teri Lewis, success is not just about production. It is about being the person clients can count on. It is about answering the call, doing the work, and making people feel protected and cared for in a process that can often feel overwhelming.

Awards are nice. Recognition is meaningful. But the real measure of her business is simpler than that.

Show up. Work hard. Go above and beyond. Every time. 🍷



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FAQS



All About New Haven/ Middlesex Real Producers

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

Q: Who Receives Real Producers Magazines?

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

Q: What Is The Goal Of This Magazine?

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

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

Q: Does Real Producers Have Events?

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

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

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



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

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

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

Q: Who Are The Rp-Vetted Businesses?

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

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

Q: How Can I Recommend A Business?

A: If you want to recommend a business that works with top real estate agents, please email or message us -

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