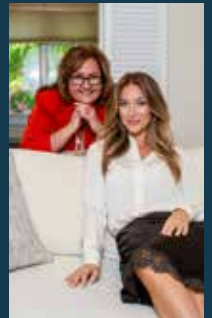


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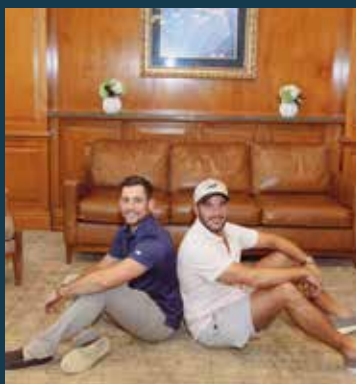


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PUBLISHER'S NOTE

Better Together

There is a common perception that success is an individual pursuit.

But spend enough time around the professionals featured in these pages, and you begin to realize something different. Behind every thriving business is a network of people who make excellence possible. Sometimes that's a spouse. Sometimes it's a business partner, a parent, a sibling, or a lifelong friend. Sometimes it's someone who naturally sees the world from an entirely different perspective.

This month, we're proud to introduce a special feature unlike anything we've published before: **Power Duos**.

Throughout this issue, you'll meet 16 remarkable partnerships from across the Long Island real estate community. While every story is unique, they all share one common thread: success is rarely built alone.

Some duos complement one another through opposite personalities. Others share the same vision while bringing entirely different strengths to the table. Together, they remind us that the strongest partnerships aren't about doing the same things—they're about trusting one another to do what each does best.

As you read these stories, you may be struck by how often the conversation isn't about transactions or production. It is about trust. Communication. Respect. Adaptability. Grace. The willingness to grow together through changing markets, changing businesses, and changing seasons of life.

Those qualities don't just build successful partnerships—they build lasting communities.

That has always been at the heart of *Long Island Real Producers*.

Our magazine exists to celebrate achievement, but even more importantly, to celebrate the relationships behind that achievement. Every event we host, every introduction we make, every feature we publish is rooted in the belief that when great people come together, everyone benefits. Ideas are shared. Friendships are formed. Businesses grow. Our entire industry becomes stronger.

We hope these stories encourage you to reflect on the people who have helped shape your own journey. The mentors who believed in you, the colleagues who challenged you, the partners who stood beside you, and the family members who quietly supported every early morning, late night, and leap of faith.

Because while success may be measured in transactions, the legacy we leave is measured in the people we build it with.

Thank you for being part of this extraordinary community. We hope you enjoy this special edition of **Power Duos** as much as we enjoyed bringing it to life.



Blaise Ingrisano & Christine Ingrisano
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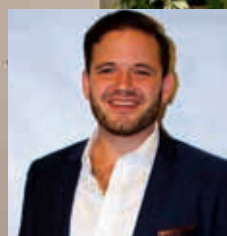
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CHARLIE REINHARD:

Helping Realtors and Their Clients Increase the Value of Their Listings

BY NICK INGRISANI
PHOTOS BY LESLIE SIMMONS / DYNAMIC MEDIA SOLUTIONS



Success in real estate is built on relationships—including the trusted professionals who support agents and their clients.

Partner Spotlight introduces the business professionals joining the Long Island Real Producers community as Preferred Partners—recommended by agents who know and trust them.

Get to know their stories, expertise and the value they bring to Long Island’s top-producing real estate professionals.

Our community helps lead us to them. Now, we’d like you to meet them.

Charlie grew up in New Jersey. After earning an economics degree from Carnegie Mellon and an MBA in

finance from NYU, he spent more than three decades on Wall Street in investment strategy, starting in 1987 and working through the crash that same year, the dot-com bubble, and September 11th. His job was to help clients understand what they owned, what it was worth, how to combine investment choices into a portfolio, and how to protect it.



Somewhere along the way, Charlie noticed a gap. A home is usually a family’s largest single asset, yet most homeowners never approach it with the same care or analysis they’d apply to a stock portfolio. He had spent his career helping people find and protect value in the abstract. He wanted to do the same thing somewhere he could see the results firsthand.

That instinct led him to HOMEstretch, a franchise built around getting homes market-ready in a matter of days rather than months. Charlie bought the Long Island franchise this year, becoming the original owner for both Nassau and Suffolk counties. It was a leap from finance, but not as far as it might look. The work still comes down to identifying what improves value, prioritizing the highest-impact moves, and executing a plan under real constraints.

“The idea was that I wanted something that leveraged my skills of finding and improving value, while also having a way to do that tangibly. For example, I’ve always helped people with their investments. With HOMEstretch, we can transform a home by focusing on cosmetic improvements, painting, flooring, light fixtures, landscaping, and removing excess clutter. We’re helping people greatly improve their home’s marketability in a very short time.”

Charlie built the business to run exclusively through real estate agents rather than marketing directly to homeowners. Agents send him to consultations, sometimes even to their own homes, and in return they get back the hours they would have spent coordinating painters, flooring crews, and landscapers separately. He spends much of his week presenting at office meetings, and every new relationship with an agent feels less like a sale and

more like laying another piece of a foundation he expects to be building on for years. As he says, partnerships with real estate agents are paramount.

“Our business is built for real estate agents. Each client is different, every house is different, each situation is very different, but we can reduce the stress enormously for clients. With one call, realtors can coordinate many activities rather than having to call on multiple service providers, schedule one when another wraps up, and so forth. They get to do the parts of being a realtor that they enjoy more. It’s a win-win for the realtor and the client.”

A few key elements further emphasize the benefits of HOMEstretch’s business model for real estate agents. Their trusted vendors, including Sherwin-Williams, let Charlie’s team quickly provide a whole suite of services that can make a home significantly more

“I’m building a team to service realtors and homeowners across Long Island and help them realize the value in their homes. I love bringing out the potential of what a home could be and working with like-minded realtors. One of the things I love about this is that I’ve seen so many interesting homes by getting into towns and enclaves I wasn’t exposed to in the past. It’s astonishing how beautiful Long Island is.”



valuable in a matter of days. They also offer pay-at-close financing for qualified sellers working with a realtor.

“We have big data on colors that move markets, and a color book that matches rugs, flooring, and paint. We also have a proprietary app that can take an architectural rendering of a home in minutes so we have all the dimensions we need to get materials for the job. Realtors and clients are often surprised at the speed at which we work. When they ask us for a consultation, we’re there the next day or the same day.”

Outside of work, Charlie stays busy with his wife, Barbara, and their son, Chip. He bikes, runs, and plays golf and tennis, and between Chip’s travel baseball games and tennis camp, the family’s summer calendar fills up fast. They’re Yankees fans, catch the Knicks at MSG, and have been known to combine a Premier

League match in London with a few days in Paris. Charlie has also sponsored capstone projects for graduate students at Columbia’s School of International and Public

Affairs and spent years volunteering with children’s organizations.

Although he’s still in the early stages of expanding HOMEstretch’s presence on



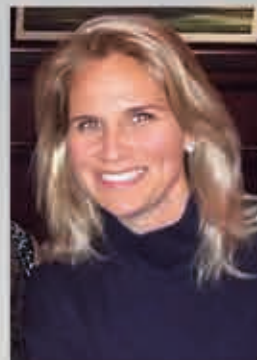
Long Island, he’s intent on continued growth that benefits real estate agents and their clients for many years to come.

“I’m building a team to service realtors and homeowners across Long Island and help them realize the value in their homes. I love bringing out the potential of what a home could be and working with like-minded realtors. One of the things I love about this is that I’ve seen so many interesting homes by getting into towns and enclaves I wasn’t exposed to in the past. It’s astonishing how beautiful Long Island is.” 🍷

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- Elaine



3 years

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Three Years Later: Still Turning Challenges Into Opportunity

When *Long Island Real Producers* first introduced readers to **Kimberly Bancroft** in October 2023, her story was one of reinvention, resilience, and an unwavering belief in the value of relationships.

Kim had entered real estate in 2007, just as the market began to unravel. Following a successful modeling career and navigating a major transition in her personal life, she found herself building an entirely new career during one of the industry's most challenging periods. Drawing inspiration from Malcolm Gladwell's "10,000 hours" philosophy, she committed herself to learning the business, putting in the work, and finding opportunity where others might have seen only obstacles.

It worked.

Over the years, Kim built a successful business grounded not simply in transactions, but in people. As she told us then, "People aren't transactional; they are meaningful. I treat people as though they are family."

Three years later, that philosophy remains at the heart of everything she does.



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What is new with...

Kimberly Bancroft

OCTOBER 2023
COVER STORY

Now approaching two decades in real estate, Kim continues to build her presence at Daniel Gale Sotheby's International Realty, where she has further established herself in

the luxury market, with particular expertise in Long Island's waterfront properties. Her business has evolved, but the highly personal,

concierge-style approach that helped distinguish her from the beginning has remained remarkably consistent.

For Kim, handing over the keys has never meant the relationship is over. She continues to be a resource for her clients well beyond the closing table—helping families settle into their new communities, connecting them with trusted resources, and remaining someone they know they can call.

That commitment to people extends into the community as well. Kim continues her involvement with local organizations, including the Grenville Baker Boys & Girls Club and the Belmont Child Care Association, reflecting the same relationship-first philosophy that has shaped her professional life.

And while much has changed since we first shared her story, some things haven't. Kim is still building, still evolving, and still finding opportunity in every new chapter.

Nearly two decades after beginning a real estate career in one of the toughest markets imaginable—and three years after appearing on the cover of *Long Island Real Producers*—Kimberly Bancroft continues to prove that longevity isn't simply about staying in the business.

It's about continuing to grow without losing sight of what got you there in the first place.





What is new with...

Matthew

OCTOBER 2023
RISING STAR

Carter

Three Years Later: Still Prioritizing Relationships Over Transactions
When *Long Island Real Producers* first introduced readers to **Matthew Carter** in October 2023, he represented what he called “a new generation of Realtors”—ambitious, relationship-driven, and willing to walk away from the expected path to build something of his own.

Armed with a master’s degree and a traditional corporate career ahead of him, Matt instead chose real estate, joining Laffey Real Estate and betting on himself. The decision paid off quickly. He generated approximately \$3.5 million in sales volume during his first year with the brokerage, but even then, Matt wasn’t measuring success by production alone.

His philosophy was straightforward: “Prioritize relationships over transactions and you will win in the long run.”

Three years later, that belief continues to guide him—even as his career has entered a new chapter.

Today, Matt is with **OverSouth**, bringing with him the relationship-first approach that helped establish his reputation from the beginning. And the growth since those early days is measurable: after generating approximately \$3.5 million in his first year in real estate, Matt has already surpassed **\$10.5 million in closed and pending sales year-to-date in 2026.**

It’s an impressive progression, but perhaps more importantly, it has come without changing the philosophy on which he built his business. The qualities Matt spoke about when we first featured him—responsiveness, patience, accessibility, and a genuine investment in the people he serves—remain central to the way he approaches his clients. He once described his role as being a “facilitator of dreams,” and that mindset continues to fit.

But perhaps one of the most meaningful updates since 2023 happened outside of real estate.

When we first spoke with Matt, one of his biggest immediate goals had nothing to do with sales volume or career milestones. He wanted to marry his girlfriend, Kaitlyn, and begin building their life together.

Three years later, Matt and Kaitlyn are engaged and getting married in February—turning one of the goals we first wrote about into part of his story today.

Professionally, he’s still thinking beyond the next transaction. Matt continues working toward what he calls “the second part of the real estate equation”: building an investment portfolio designed to create passive income and long-term wealth. It’s a natural next chapter for someone whose ambitions have always extended beyond simply selling homes.

And the curiosity that helped propel him into real estate hasn’t disappeared either. Whether it’s golf, learning something new, traveling, or exploring interests like coding or reading, Matt remains driven by what he once described as an “obsession with learning”—and by a desire to continually become better than he was yesterday.

Three years ago, Matt was a Rising Star determined to prove that choosing an unconventional path could lead somewhere meaningful.

Today, both his personal life and professional path have evolved, but the foundation hasn’t.

The brokerage may have changed and the goals may have gotten bigger, but Matt’s belief in putting relationships first remains exactly where it started.

What is new with...

Robert

Zabbia

Zabbia Insurance Agency

OCTOBER 2023 PARTNER SPOTLIGHT

Three Years Later: Still Safeguarding Dreams
When *Long Island Real Producers* first introduced readers to **Robert Zabbia** in October 2023, we weren’t simply sharing the story of an insurance professional. We were sharing the story of a family legacy more than a century in the making.

That story traces back to 1897, when Robert’s Great-Grandfather emigrated to the U.S. from Sicily, and opened a real estate and insurance agency in 1915 and laid the foundation for what would become The Zabbia Insurance Agency. Through four generations, the names and faces leading the business have changed, but its purpose has remained remarkably consistent: protect people, serve them well, and build relationships strong enough to last.

As Robert told us then, “**We serve as advisors, empowering our clients with the knowledge to make informed choices.**”

Three years later, that philosophy may be more relevant than ever.

In an industry increasingly driven by online quotes, algorithms, and one-click convenience, Robert and his team continue to make the case for

something decidedly more personal. The Zabbia Insurance Agency has expanded its services to meet more of its clients’ needs—including home, auto, life, pet, and business insurance, along with notary and DMV services—without losing the personal attention that has defined the agency for generations.

For Robert, growth has never meant becoming less accessible. It has meant finding more ways to serve.

That approach is reflected in relationships that span not simply years, but generations. Some clients have been with the agency for more than three decades, dating back to when Robert’s father led the business. Today, those longstanding relationships coexist with new families and business owners who are discovering the agency for the first time.

And the commitment to community that Robert spoke about in 2023 remains equally important. The agency continues to support local organizations and charitable initiatives, carrying its philosophy of protection and service well beyond insurance policies and premiums.

More than 100 years after the first chapter of the Zabbia family business was written—and three years after Robert first shared that story with *Long Island Real Producers*—the industry around him continues to change.

But some things are worth holding onto.

Because in a world where insurance can increasingly feel like a commodity, Robert Zabbia continues to prove that real protection still begins with something much harder to automate: a relationship built on trust.



NO DEAL IS TOO DIFFICULT TO CLOSE

BY NICK INGRISANI
PHOTOS BY LESLIE SIMMONS /
DYNAMIC MEDIA SOLUTIONS



Success in real estate rarely happens alone. Behind many of Long Island's top-producing agents is a network of trusted professionals who bring experience, insight and value to every relationship.

In the Room With... takes the conversation deeper, featuring Preferred Partners who have been part of our LIRP community for three years or more.

These are partners our community knows and trusts. Now, we want to hear their perspective—what they're seeing, what they've learned and what they know from working alongside Long Island's top real estate professionals.

Because the right people don't just provide a service.

They bring value to the room.

David Goldklang is a senior loan officer at Citizens Bank. After more than two decades in the mortgage business — handling everything from first-time purchases to complex construction-to-permanent financing — he's built his reputation by being straightforward, communicative, and unafraid of the toughest deals.

How did you first start working with real estate agents?

Early on, most of my business came through leads and referrals. Whenever I got one, I'd reach out to both the listing & buyer's agent, introduce myself, and make sure I did a good job. I kept them updated at every milestone — appraisals, whether we came in over or under — with a quick call





or text. Over time, agents started coming to me with questions on deals that weren't even mine. After 8 years as a broker and 15 years at Wells Fargo, I had the answers, and people began to see me as a trusted, reliable resource.

I try to bring value to real estate agents, be part of their team, and make them feel confident that a loan's going to close. Realtors want to be kept in the loop, know it will close on time, and have no surprises in the end.

What are some things you've learned working alongside top-producing real estate agents?

Top-producing agents are Rainmakers — their time is money, and they want a lender who lays every card on the table. If there's a problem, they want to know immediately, not after the fact. Reputation is everything to them, so they need someone who protects it: a lender who can offer creative financing solutions and guarantee there's a "yes" at the end. When agents are competing against cash offers, they need a commitment letter that assures a buyer will close on time.

Most deals today aren't cookie-cutter — something always comes up — so I make sure I'm always the main point of contact. I don't want to be just another mortgage guy sending rate sheets; I want to help agents close and look good doing it.

What separates an agent who treats you like a vendor vs. one who treats you like a partner?

A good realtor understands the deal they're in — whether there's a title issue, appraisal risk, or a buyer whose income is tight. You can tell the good ones from the bad by how they treat you. Usually, people come to me with a difficult deal, and that's how I earn their trust. Then if we do three or four deals together in a year, that's a real partnership. When someone sends me a lead, I get right back to them — and I send referrals back their way, too.

How do you help realtors prevent transactions from falling apart?

Difficult deals might involve open permits, complicated income structures, or a low credit score. At the bank, we have preferred relationships for clients who move assets over — if someone brings



\$200K from an IRA, for example, we can often get exceptions made to get a deal done.

I recently had a \$2 million home come in at \$175,000 under appraisal. I worked with both the listing and buyer's agents to pull additional comps, and together we put together a package and submitted it to the appraisal board. We were able to get a new appraisal, and it came back at the full \$2 million.

What would you like top-producing agents who've never worked with you to know about you or your business?

I'm not just your typical lender looking for another referral. I bring value. I've been doing this for 25 years; I've seen every type of scenario, and I'm good with

“I genuinely like and care about people. I've been in their position and understand how stressful the process can be for some.”



larger, complicated deals. A lot of scenarios these days don't fit in a box, but there are ways to get a square peg in a round hole.

I'll always tell you exactly what's going on. I like to get as much info as I can, understand the problem, submit the exception early, and tackle any issues up front. I take pride in the underwriters feeling good when they see my name on a loan because they know it's a clean file.

I'm finding that today's first-time buyer doesn't have a lot of established credit. It's a lot of just being an authorized user on their parent's card and they use a debit card for everything. I'm trying to educate people to establish some credit and share that info with realtors too.

Another hot topic is a baby boomer is not liquid for cash. Let's say someone owns a \$1M house and wants to move, but he

doesn't have 5-10% to put down on the next house for contract signing. Before listing it for sale, I could do a quick line of credit on the current home he lives in, so right before he lists it for sale, he can have access to \$100K for a down payment. It doesn't benefit me much, but it's a service I provide of value to realtors.

If there's something I can help realtors with, I will. I can help them find solutions they may not be aware of.

Do you have any plans for the future of your business?

I genuinely like and care about people. I've been in their position and understand how stressful the process can be for some. I want people to win and feel good that they got the best deal possible. That's my job. If someone finds a house, I'm coming in to help them get that dream home. 🏡

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THE POWER OF PARTNERSHIP

BY NICK INGRISANI

Success may be measured in individual accomplishments, but it is rarely achieved alone.

Behind many of the most successful careers are relationships built on trust, complementary strengths, accountability, and shared purpose. They are the people who challenge one another, balance one another, celebrate the wins, navigate the difficult seasons, and understand that sometimes the greatest strength comes from knowing you don't have to do everything yourself.

In this special **Power Duo**s feature, *Long Island Real Producers* celebrates 16 partnerships that demonstrate just how powerful that connection can be.

Some are spouses. Some are family. Some are business partners or colleagues who discovered that their individual strengths became even greater when combined. Their relationships may look different, but they share something important: an understanding that a strong partnership isn't about being the same. It's about recognizing what each person brings to the table and building something stronger because of it.

In an industry known for ambition, independence, and individual achievement, these duos remind us of another side of success—the people beside us who help make it possible.

Because the best partnerships don't simply divide the work **They multiply what's possible.**

POWER DUOS



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Glen and Kristin Altfather Fox met across the street from the old Yankee Stadium. Kristin had just returned from a media tour as a Radio City Rockette, showing friends photos from stadium events, when Glen guessed her career. She'd spent 20 years as a Radio City Rockette, working as a dancer, dance captain, choreographer, and spokesperson. At the time, Kristin was living in the city immersed in her dance career, while Glen was based in Long Beach as an SVP of Creative. Despite busy schedules that constantly kept them on the road, they started dating and building a life together.

In just three years, the Foxes earned a \$400 million buyout and were voted in back-to-back years as one of the area's top agents on RateMyAgent. They

serve clients across the Island, from the Hamptons to the North Shore, and host community and customer appreciation events throughout the year. For Glen and Kristin, connecting people is what grows the business, and it feels good too.

What made the two of you decide to go into real estate together?

Glen: We both had robust careers that were also extremely time-consuming and mentally and physically demanding. We made the collective decision that the travel was taking away from what the future could hold. Real estate made sense because we're both personable, client-facing people, and in this business, having a genuine soul and being transparent is part of the secret sauce.

How do your strengths complement each other?

Glen: The biggest thing between us is that we handle hard situations similarly. As much as we're husband and wife, our strength is that we're different. We're both creative and have a work ethic, but I'm more whimsical, out and about. Kristin has the ability to really see people for who they are and drive them home with compassion and her know-how in the industry.

There's never a roadblock or hiccup. Kristin and I are humbled to say we're very busy. We also do a lot of building and new developments with developers, which requires an entirely different personality and approach. Kristin and I are always doing everything and putting our clients first.

Kristin: We bring a natural yin-and-yang balance to our work. One of us often takes the lead on high-level vision and creative direction while the other provides structure, execution, and detail. However, these roles are fluid and interchangeable based on the client's needs. Having that versatility means we can step into whichever seat serves the project best.

How do you typically operate day to day?

Kristin: The way we got thrown into this business wasn't the norm. We meander through all the roles together. We both relate to our clients differently, so that often gives us an advantage in making sure their needs from a real estate agent are really taken care of. On the backend, Glen is very strong with advertising and marketing. I handle a lot of the creative vision for our ads and lead our community events, and then we review everything as a team to collaborate and make tweaks. Overall, we're both here to help our clients achieve their real estate goals and make the process as smooth as possible for our clients while having some fun growing our community.

Glen: We do all tiers of advertising: print, online, and lead acquisition. Then on the backend, we have a qualified CRM and spreadsheets that track each client and their process through the journey. Plus, we maintain a tremendous amount of touchpoints after people sell their house. Being recommended by a past client is the ultimate compliment. We put people first. And when you do that, your business grows.

How do you navigate disagreements?

Kristin: We're two very different people, but we typically agree on things. If we don't, then we'll hear each other out, work through it, and go from there. It's really all about teamwork for us.

Glen: You have to A/B test. Kristin can have an idea that I'll support, and it'll go out. Then vice versa, and we see which performs better. It's always good to have that revolving door, because if anyone says they have the answer to real estate, it's not true. It's really important to be supportive of each other.



What do clients notice about working with you as a team?

Glen: Kristin and I have a unique ability to forecast what advertising works and how properties sell. Now more than ever, because of AI and Google, everyone's a real estate agent. So the biggest part of our business is human touch. That human touch, and the ability to connect with people at any price point, in any market, at any time, makes all the difference. We want the best for everybody. I focus tremendously on the data and results.

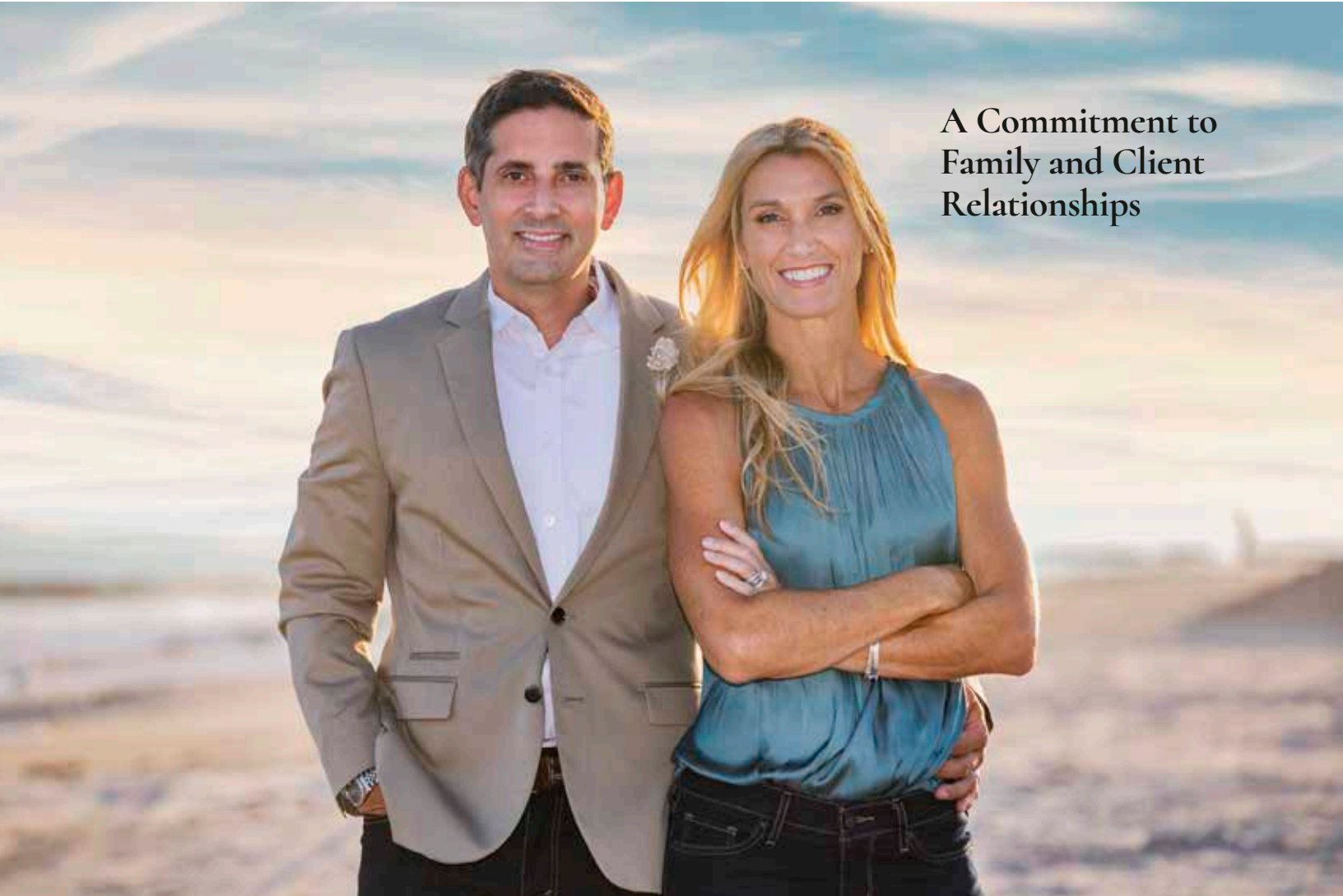
Kristin: That we genuinely care, collaborate with, and listen to our clients. We really want people to have a good experience and be happy.

What advice would you give other agents, and where are you headed next?

Kristin: Block out the noise, put your head down, work hard, and treat people the way you want to be treated. Hopefully this will keep propelling us in the right direction.

Glen: In this business, you need to know yourself and need to know your partner. It's about how you grow the partnership together, not just growing the business. You have to surround yourself with people you're comfortable with as a person, and the business will grow.

Glen & Kristin Altfather Fox



A Commitment to Family and Client Relationships

LIGHTNING ROUND

Who's more likely to take the late-night client call?
Kristin

Who's more likely to negotiate harder?
Glen

Who's more likely to keep things organized?
Both are organized

Who's more likely to bring the energy to a deal?
Both are high-energy

Describe your partner in one word:
Glen: Genuine
Kristin: Tenacious

Go-to coffee order on a busy day?
Glen: Black
Kristin: I've never had coffee in my life, but I do like hot chocolate

Favorite way to celebrate a closing?
A nice glass of wine and a good steak dinner

Rachel & Kristen Antle



Building a Life and a Business Together

Despite living on opposite sides of the country and entrenched in completely different careers, Rachel and Kristen were simply meant to be together. What began as a chance meeting in Denver, brought together by family tragedy and a much-needed night out, has grown into a marriage, a family, and a real estate partnership that's sold dozens of homes while both women kept their full-time careers.

Today, their team is known for treating clients like family. Rachel and Kristen prove that the strongest business partnerships aren't built on strategy alone, but on the same trust, communication, and willingness to adapt that make a marriage work.

How did you meet?

Rachel: We met in Denver. I had family going through an emergency, so I was in Denver for almost a year. Kristen was in town to have a good time because that's their closest city.

Kristen: We first connected through the time-tested Tinder, for dating. The moment I saw her, I knew this is it, I'm going to marry this woman. I didn't know how we were going to do it. I had a successful law enforcement career and Rachel had been a teacher for 20 years. We just took it day by day with thoughtful communication and never left each other without plans to meet again.

How did your partnership in real estate come together?

Rachel: I had been doing real estate for about 5 years when we met. I was showing a lot of new builds, and at 4:30 pm when it's dark out, being a woman going into a place to meet clients with no electricity or floor, I had Kristen coming with me for extra support since she was in law enforcement.

Kristen: She would schedule everything in the late afternoon, and I was like, "What can I do to help you get home sooner and spend time with me?" She told me to get my real estate license. I said, "Done." I wanted somebody to share my pasta with.

Rachel: Kristen had already bought and sold 3 homes of her own in Wyoming. Just having that personal experience combined with law enforcement, plus her eye being so good with anything creative, is just the perfect balance for us.

As soon as she got her license, we hit the ground running selling properties while both maintaining 2 full-time jobs.

How do you operate day to day?

Kristen: I typically handle all the paperwork. Rachel and her family have this gift of creating genuine connection with people out of thin air. Her roots are here too, so she has a lot of connections. Since our schedules are so flexible, I work when she doesn't work and vice versa. Somebody is always available to get on a call, show a house, or take care of anything that comes up during the day. There's always one of us who can handle it. It's worked out fantastically. We always tell clients you get two for the price of one.

Rachel: We also have a 3-year-old at home, and I'm eight months pregnant

currently. So those roles are trending toward switching, where she's doing a lot of in-person stuff and I'm taking more of a window seat, doing more paperwork and phone calls as pregnancy comes to an end.

What sets you apart from other real estate teams?

Kristen: Anybody who does this job is special. We're unique in the fact that we have other careers too. We're not depending on it for our mortgage payment — it's simply fun for us. We have so much fun with each other and our clients. We love to do this. We're very adaptable and meet the client where they need to be. The transaction is one thing, but we're really driven by the people, the family, and what they need. I have a degree in social work, so that side is important to me.

Rachel: It comes down to authenticity and genuinely caring for people.

What advice would you give to agents considering a partnership?

Rachel: Ours fell into place so organically. I would say to choose somebody like you're choosing your spouse, because you're going to spend a lot of time with them. Choose like you're on Tinder. Be selective, honest, open, and willing to work for each other. Find somebody who will balance you out on whatever side of the coin you're on.

A lot has changed since we first spoke. What does life look like now?

Rachel: Since our original interview, we welcomed our second baby boy, so our family of four is officially complete. Life is definitely busy balancing two little ones, our full-time careers, and real estate—but we wouldn't have it any other way.

Kristen: We've really learned how to work together and adapt to whatever season we're in. We've closed 17 properties in 2026, and we're incredibly proud of that, especially while growing our family and continuing our other careers. We still approach everything the same way—support each other, take care of our clients, and take it one day at a time.



LIGHTNING ROUND

Who is more likely to take the late-night client call?

Rachel

Who is more likely to negotiate harder?

Rachel

Who is more likely to keep things organized?

Rachel: Kristen. She's our paperwork guru.

Who brings the energy to a deal?

We both bring energy in different ways

Go-to coffee order on a busy day?

Rachel: Plain coffee light and sweet. Starbucks' Pike Place blend.

Kristen: White chocolate mocha

What's your favorite way to celebrate a closing?

Either a quick beach getaway or dinner and cocktails. Just some downtime together. Turn our phones off for a couple of hours.



Roy & Jeanine Barrera

Building a Business by Building Each Other Up

Roy and Jeanine Barrera's story began at Stony Brook University, where Roy was the social chair of his fraternity, and Jeanine was a cheerleader. While their relationship started there, their business partnership came years later. Roy has been in the appraisal industry since 1999, and after spending 15 years as an occupational therapist, Jeanine joined him in the business in 2014. What began as an unexpected career change turned into a partnership that has allowed them to build Platinum Appraisals and Platinum Tax Grievances together. Today, they work side by side serving homeowners, attorneys, lenders, municipalities, and real estate professionals throughout New York, Connecticut, New Jersey, and Florida, supported by a growing team.

What makes your partnership effective?

Jeanine: We're very different in the best possible way. Roy is naturally a

big-picture thinker. He's always looking ahead, thinking about relationships, new ideas, and where we can grow next. I'm more process-oriented. I enjoy creating systems, organizing the business, and figuring out how to make those ideas actually happen. One of the biggest lessons we've learned is that if we're going to work together every day, we have to invest in our relationship just as intentionally as we invest in our business.

The more we've grown as people, the stronger we've become as partners, both at home and at work.

What distinguishes your business from others in the industry?

Jeanine: For us, it's always been about relationships. Appraisals and tax grievances are important, but at the end of the day, people remember how you made them feel. Many of our clients come back to us year after year,

and so many of our new clients are referred by someone we've worked with before. That's something we're incredibly grateful for because it tells us we're doing more than just completing a service; we're building trust.

We try to make every interaction feel personal. Whether someone has a quick question or needs help understanding a complicated situation, we want them to feel comfortable calling us. Sometimes people are surprised that we'll spend time educating them even if it doesn't immediately lead to business. But that's always been our philosophy. If someone hangs up the phone feeling more informed than when they called, that's a win.

Roy: I've always believed that relationships are built long before anyone needs your services. Our job isn't just to complete an appraisal or help someone through the tax grievance process. It's to be a resource. Buying a home, refinancing, settling an estate, appealing property taxes—those are significant moments in people's lives, and they can feel overwhelming. If I can answer a question, explain the process, or simply help someone feel more comfortable, I'm happy to do it.

What advice would you give to anyone considering a partnership?

Roy: The biggest piece of advice I'd give is to know your strengths and be honest about your weaknesses. I think sometimes people assume a good partnership means both people can do everything. In reality, I think it's the opposite.

There are things she does every single day that I know I'd never be as good at, and there are things I naturally gravitate toward that aren't necessarily her favorite. Instead of trying to compete with each other, we've learned to



appreciate what each of us brings to the table. That takes trust.

Jeanine: Communication is everything. People often ask us what it's like working together as husband and wife, and honestly, we've learned that communication is a skill you have to keep working on.

Any plans for your partnership in the future?

Roy: Absolutely. We're excited about what's ahead, but our vision has changed over the years. When we were younger, success looked like growing the business. Today, success looks a little different. Of course, we want to continue growing Platinum Appraisals and Platinum Tax Grievances, but we



want to grow the right way. That means building an incredible team, creating opportunities for the people who work with us, continuing to educate homeowners, and never losing the personal relationships that got us here in the first place.

Jeanine: One of the things I'm most proud of isn't necessarily how much we've grown, it's the culture we're building. We want people to enjoy coming to work. We want our clients to feel taken care of. We want our referral partners to know that when they introduce someone to us, that person will be treated with honesty, professionalism, and kindness.

When people think of Roy and Jeanine Barrera years from now, what do you hope they remember?

Roy: That we always tried to do the right thing. Business comes and goes, markets change, but your reputation stays with you. If people remember us as honest, hardworking, and someone they could trust, that's more meaningful to me than anything else.

Jeanine: I hope they remember how we made them feel. Whether it was a client, someone on our team, or someone we met for the first time, I hope they felt heard, respected, and cared for. If we've built a business that's known for kindness, integrity, and treating people well, then I'd say we've been successful.

LIGHTNING ROUND

Who is more likely to take the late-night client call?

Roy: Definitely me.

Jeanine: Seriously! I'll tell him it's dinner time, and he'll say, "Just one quick call." Thankfully, people know they can count on him.

Who is more likely to negotiate harder?

Jeanine: Roy has always been the negotiator.

Roy: I enjoy negotiating, but it's never about winning. It's about listening, understanding what's important to the other person, and finding the best outcome for everyone. That's how I've always approached both business and relationships.

Who is more likely to keep things organized?

Roy: This one also isn't even close. If there's a checklist or a process to get done, Jeanine created it. She's the reason everything runs as smoothly as it does.

Jeanine: Someone has to keep Roy organized!

Who brings the energy to a deal?

Jeanine: Roy naturally brings the energy. He loves meeting people, building relationships, and making clients feel comfortable from the very first conversation.

Describe your partner in one word:

Jeanine: Authentic

Roy: Selfless

Go-to coffee order on a busy day?

Jeanine: Pistachio iced latte

Roy: Extra hot latte with almond milk and one pump of pistachio

What's your favorite way to celebrate a closing?

Jeanine: The older I've gotten, the more I've realized experiences mean so much more than things. Whether it's traveling somewhere new or just enjoying time together, that's what fills our cup.

Roy: I agree. The business allows us to create memories with the people we love, and that's really the greatest reward. Although...I won't lie, every once in a while I do enjoy celebrating with a new watch.

PHOTOS BY LESLIE
SIMMONS / DYNAMIC
MEDIA SOLUTIONS

Deven & Domenic BELL BROCCO

A Yin-Yang Partnership That Offers Extensive Expertise

Deven and Domenic have built a real estate partnership that pairs Deven’s real estate experience with Domenic’s general contracting expertise. Their approach leans on complementary strengths rather than overlapping ones, with each partner owning a distinct piece of the business. They’ve since grown into an 11-person team spanning traditional sales, investment clients, and development.

How did your partnership come together?

Deven: We first met about a project on one of my personal houses. I posted something on social media, and Domenic responded to my post about renovation. It just so happened that I was going through an in-between point with my last broker. He asked if I wanted to start something, and it came together in November 2023.

Domenic: I come from a 45-year general contracting family, and I do that full-time and also sell homes full-time. I said, “Let me come by and see what you have going on, see if I could add value.” We grew our connection through that, and I figured let’s take what I have, what you have, and form something. I’ve been in the fix-and-flip business for a while. Deven connected me with my first flip, figured this is a lot easier than expected, and we’d be foolish to not bring together our knowledge to grow and scale together.

How do your strengths complement each other?

Deven: Whenever he needs something or I need something, we’re able to bounce ideas off each other. I pick up where he falls short and vice versa.



PHOTOS BY LESLIE
SIMMONS / DYNAMIC
MEDIA SOLUTIONS

Domenic: Together, we have a Yin-Yang mentality. Anytime we have questions about things, we bounce off each other, but we’re pretty fluent for the most part.

Deven: We don’t do every transaction together. We both have our own clientele, but we always wind up circling back together and seeing where we can add value to one another’s circumstances.

Domenic: We each play roles where it’s needed. Each team member has their own specialties. We focus on bringing out the best in each of them. We’re fortunate we don’t have much grey area together.

What sets your team apart from others in the industry?

Deven: A big factor is his background in construction. If I ever need something, I’ll just bring him in because he’s an actual contractor. Bringing him in with

his extensive knowledge from past experience has helped a lot.

Domenic: We’re very fortunate to have scaled our businesses together. We offer different knowledge & experience to our team members & clientele. Being able to show the vision with construction experience has helped tremendously.

Deven: I genuinely believe we go the extra mile for people. I’ve painted people’s rooms to help out. I’m not getting paid for it, but I’ll do it. We’ll do anything we need to do to get the job done.

What advice would you give other agents?

Domenic: Be open-minded & work hard. Do what most aren’t willing to do. Start and end with the fundamentals of this business. This business isn’t a job; it becomes a lifestyle. You find yourself eating, sleeping, and breathing it. Over-communicate and always be willing to learn. Collaboration over competition. It all goes full circle.

What’s next for your team?

Domenic: We want to take the agent who does 3-5 deals a year & make them hit double digits. The first few years were about scaling & getting us on the map. Becoming an “eye-opener.” Now it’s about pushing the pack to be better.



Deven: We take every day as it comes. We’re starting to figure out what works and what makes sense at this point. We’re both very excited to see where we are this time, next year.

LIGHTNING ROUND

Who’s more likely to take the late-night client call?
Deven

Who’s more likely to negotiate harder?
Domenic

Who’s more likely to keep things organized?
Deven: He’s organized in some areas where I’m not; it’s basically 2 ADHD minds.

Who’s more likely to bring the energy to a deal?
Domenic

Describe your partner in one word:
Domenic: Versatile. He’s very good with different types of people.
Deven: Always optimistic

Go-to coffee order on a busy day?
Domenic: Iced cold brew black or double espresso
Deven: No coffee

Favorite way to celebrate a closing?
Deven: It’s nice to treat yourself, but nothing specific. Might be dinner or a nice lunch.
Domenic: Taking my clients out after the closing. Giving them their closing gifts.

Julie CALABRESE & Dan COSCIA

A Partnership Built on Relationships & Balance



The strongest real estate partnerships are usually about more than splitting the workload.

For Julie Calabrese and Dan Coscia, what began as a single deal has grown into HomeSmart Premier Living Realty's top producing team on Long Island, and eventually into an engagement. Their approach comes down to a simple belief: two people who balance each other give clients a stronger experience than either could alone.

How did your partnership come together?

Dan: We met at our first brokerage. Julie was teaching a class on Buyer Agency. I recognized early that Julie's strengths were my weaknesses and vice versa. We really complemented each other.

Julie: We both started in real estate in 2017, and we were at Keller Williams at the time, on different teams. I was on a team, he was a solo agent, so we'd see each other in passing. Fast forward to 2022, I had a listing that Dan reached out about for one of his buyers, and we did a deal together. We started working together and didn't really merge until about six months later, in January 2023.

We naturally balance each other. Where I'm weak, he's strong, and that gives our clients a stronger experience. We both come from mortgage backgrounds — I was a processor and also did title work, and he was a loan officer. His strengths are the financing side and letting clients know what to expect. He's very strong at explaining the mortgage process, and he's a strong negotiator. I focus on relationships and client care. I'm kind of the therapist through the process, the softer side of the equation, but I can still negotiate strong on my own end.

We're partners in business, but we're also partners in life. We got engaged in October 2025, so working together was just a natural fit.

What does a normal day look like for the two of you?

Julie: Every morning we wake up and go to the gym, then we're in front of the

computer by 8:00 am. For two or three hours, we're prospecting, digging into the market, and looking at new listings for our clients. Early afternoon is phone calls to prospective clients, and in the evening, we're taking people out for appointments. Weekends are similar, but we're out in the field more.

I'll take the reins when it comes to searching for properties and scheduling appointments, and Dan takes care of the backend — calling attorneys, following up on contracts. We're always both available to our clients, with joint texts and either of us ready to speak with them.

What do clients notice about working with you as a duo?

Dan: It's really about relationships. People are trusting us with the biggest asset they have, and we take that everywhere we go. We're on the job seven days a week, and it shows. To set ourselves apart from the average agent, before a buyer makes an offer on any property, we're verifying taxes, checking for open permits, and providing comps.

Julie: And they understand everything we're doing, because we sit down and do a full buyer presentation with them. When people read our reviews, it's not about the transaction, it's about how they trusted us, and that means the world to us. I want to walk away from a transaction as friends. We don't make anything up — if we don't know something, we'll go find the answer. Our phones never shut off, and we tell our clients they can call 24/7, because we don't keep typical office hours. It's part of our DNA. We live and breathe real estate.

What advice would you give agents considering a partnership?

Julie: We really don't disagree on strategy. We have the same work ethic, values, and vision. I'm a little harder, and Dan will go with the flow more, but when he explains what he sees behind something, I usually agree, because I trust him. He does a lot of our marketing on social media and print, so I truly trust him in that avenue. That's the whole



thing: you have to trust the person you partner up with. Dan is my right hand, and I trust any decision he's going to make. It also has to be 50/50. You can't



expect one person to do more than the other. He pulls his weight and so do I.

What's next for the two of you?

Julie: In 2023, we were in the top 250 nationwide out of about 30,000 agents, and in 2024 and 2025, we moved up to the top 50 at our company and earned a place in the Chairman's Club. For us, it's about maintaining that and trying to do better, always pushing forward and doing more every year. Eventually, we may expand and add a few people to the team, but we're a strong duo, so we'd be selective and only bring on people who carry the same work ethic and values we do.

LIGHTNING ROUND

Who's more likely to take the late-night client call?

Julie. Dan's in bed early these days.

Who's more likely to negotiate harder?

Dan

Who's more likely to keep things organized?

Julie, no contest.

Who's more likely to bring the energy to a deal?

Balanced between them, 50/50.

Describe your partner in one word:

Dan: Organized

Julie: Loyal.

Go-to coffee order on a busy day?

Julie: An iced shaken espresso with sugar-free vanilla syrup, almond milk, and vanilla protein cold foam.

Dan: A double espresso.

Favorite way to celebrate a closing?

We celebrate with our clients and just keep moving forward.

Stephanie CALINOFF & Joe MENDOLA

Bringing Exceptional Chemistry, Professionalism, and Fun to Every Transaction

Stephanie and Joe first crossed paths on opposite sides of a real estate transaction years before they ever imagined working together. Today, they've built one of the more unexpected working relationships in Long Island real estate: a 41-year industry veteran and a 29-year-old agent from two different generations who somehow work together as if they've been doing it forever.

How did your real estate partnership come together?

Joe: We met when I first got into the business. I was helping my brother and sister-in-law buy their home, and Stephanie was the listing agent. She was hilarious throughout the transaction, but also incredibly professional. That stuck with me.

A couple of years later, Pete Morris, one of the owners of Signature, started recruiting me. I had seen on social media that Stephanie had moved to Signature, so I called her to ask what she thought. I wasn't quite ready to make the move, but Stephanie apparently had other plans. She put me in a group chat with Pete and basically said, "Send Joe the paperwork. He's coming over."

Stephanie: Joe asked me if I would mentor him, and I took a leap of faith and said yes. But he took a leap of faith too, because neither of us really knew what this would become.

I invited him to do open houses with me, and I immediately liked the way he worked. We connected with people so naturally and played off each other really well. The more we worked

together, the more we saw how much clients enjoyed working with both of us. It just grew organically from there.

What makes your partnership effective?

Joe: I think one of our biggest strengths is the age difference between us. We represent two completely different generations, and that helps us connect with clients across a really wide spectrum.

Steph also brings decades of experience and an incredible network of people. She has a creative background, so marketing and

social media come naturally to her. I'm much more analytical and structured.

Stephanie: We understand the consumer from two very different generational perspectives, and that's a

huge advantage. Joe is definitely more conservative and structured, while I'm more spontaneous and unconventional.

On paper, you might wonder how the two of us even work together, but we mesh in a way I've honestly never experienced in this industry.

What sets your team apart from other agents or teams?

Stephanie: Joe and I actually have separate businesses, which is important because we're not a traditional real estate team or partnership. But the business we do together has become something really special and, honestly, such a joy.

One thing we both believe strongly in is taking the time to educate people. If we meet potential buyers at an open house and feel we're a good fit, we'll offer to do a buyer consultation. We'll spend 30 minutes to an hour on Zoom walking them through all the nooks and crannies of the process.

Real estate is about relationships. A lot of people are so focused on getting the transaction that they forget to take the time to really cultivate the relationship first. We do the opposite.

Joe: We're also really good at connecting with people, especially strangers we meet at open houses. We make people laugh, make them comfortable, and try to make what can be a very stressful process actually enjoyable.

But we're also straightforward. We're not afraid to tell clients what they need to hear, even when it isn't necessarily what they want to hear. We'd rather be honest from the beginning than sugarcoat something just to get the business and have problems two weeks later.

What advice would you give to other agents considering a partnership?

Stephanie: People say to me all the time, "I wish I had a Joe," and I always say, "Good luck with that."

You have to find someone you genuinely trust and respect, but they also need to bring something different to the table. If you're exactly alike, what's the point?

What Joe and I have wasn't forced or planned. It evolved naturally, and I think that's a big reason it works.

Joe: Steph and I really believe this was just meant to happen. Partnerships can become difficult when one person feels like the other isn't meeting their expectations, and that can lead to resentment. We've never had that dynamic in the business we've done together.

If you're considering working closely with someone, you really need to understand who they are, how they work, and what they expect.

LIGHTNING ROUND

Who is more likely to take the late-night client call?

Both of us

Who is more likely to negotiate harder?

Both of us

Who is more likely to keep things organized?

One hundred percent Joe

Who brings the energy to a deal?

Stephanie

Describe your partner in one word:

Joe: I always joke that working with Stephanie is like working with a very enthusiastic kid. She gets genuinely excited about everything.

Stephanie: Joe is driven. He's focused, organized and always thinking ahead.

Go-to coffee order on a busy day?

Stephanie: I actually became a tea drinker.

Joe: Quad espresso with sugar-free vanilla

What's your favorite way to celebrate a closing?

Stephanie: I like to buy myself something.

Joe: I don't do anything. Just keep moving forward.



Christopher CHEESEMANN & Jonathan FINNERTY

Building
a Business
that's Ethical,
Honest, and
Passionate

Christopher and Jonathan were on the verge of deleting their profiles on a little-known dating app when they found each other instead, and met for a first date at a Starbucks in the middle of a blizzard. That first encounter stretched so long the staff had to ask them to leave. Almost 16 years later, they've gotten married and built a life together, now running a household with five rescue dogs, and leading one of the most recognizable real estate teams in their community.

In 2015, Christopher left a VP position at an event design and manufacturing company to pursue real estate, and he wanted Jonathan to be a part of it with him. What followed wasn't just a career change, but a partnership built on complementary strengths: Christopher's analytical, detail-driven focus blended with Jonathan's natural warmth and gift for putting people at ease.

Together, they built The CJ Team, turning their balance and commitment to community into a business built on trust, referrals, and genuine relationships.

What makes your partnership so effective?

Christopher: It's just organic, and there's a symbiosis between us. I'm a full-time broker — I don't do anything else. Jonathan also works for the federal government 8:00 am - 4:30 pm, Monday through Friday. Then he's going on appointments at night and on weekends. He's just as much of a team leader as I am, even though he also works for the government.

Jonathan thrives with the humanity of being with clients. Doesn't matter the situation... inject Jonathan into it and he'll make everyone feel at ease. Even if he's not in a lot of the day-to-day, he's the epitome of positivity and a lot of our clients come from his huge sphere of influence.

What sets you apart from other real estate agents or teams?

Christopher: We keep the humanity in it. We truly care for our clients and treat them like family. If they tell us their budget is \$1M, and we find one that's



800K, we're not going to keep that from them. Our tagline is: Ethically, Honestly, and Passionately. Those words perfectly describe how we run our business. Do the right thing and the business will come, and keep the fun in it! We have a great time showing houses to buyers, especially first-time homebuyers. Also, we take great pride in the marketing we do for our sellers. We're extremely particular about our marketing videos and listing photos. There's a beauty in the storytelling that sets our marketing apart, while giving our brand a certain look and edge in the market. It's everything to us that we put our clients' listings best foot forward.

Jonathan: So much of our business comes from referrals because we focus on relationships over transactions. After we do deals with people, we're having dinners with them, going to their barbecues and family parties. Friends poke fun at us because we're always going out with friends who happen to be past or current clients. We also have client appreciation events, because we want people to know that we appreciate them. We'd rather spend money throwing a fabulous party, where everyone's having fun, than throw money at a boring newspaper ad or something that just becomes white noise. Our parties definitely attract good energy.

Christopher: It's all about energy with us. We're serious, but also have a lot of fun!

How do you plan to grow while maintaining your team's culture?

Jonathan: We're very selective about who joins the team because we want people who align with us. That's why we're so happy with our team members, Rachel, Kristen, Thomas and Katherine, who have all been with us for years!

Christopher: We're rooted in community, inclusivity, and love — as cheesy as it sounds. Our team is our chosen family. I don't want someone on the team who can just sell houses. We want people who have the same respect for humanity, are ethical and honest, and put the needs of our clients above everything else.

Tell me about the importance of community and giving back.

Christopher: We do a lot of philanthropy work with our local dog rescue, Carol's in Bayport, from whom we've gotten 2 of our 5 rescue dogs. We're also one of the main sponsors of the local theater here, the CM Performing Arts Center, advertising and attending all of their productions. Also, our entire team just attended a women's cancer event. My mom recently beat breast cancer for a second time, and we unfortunately lost my dad to cancer in 2023. We also do a good amount of work within the LGBTQ+ community, being members of the LGBT Network's Chamber of Commerce. Our brokerage also just had a huge Pride party during Patchogue Pride. People know The CJ



Team is synonymous with philanthropy and community.

Jonathan: We'd rather invest in organizations that make our community stronger, rather than spend mindlessly on advertising that doesn't have an impact. Real estate is local, so we believe in supporting the local organizations and businesses that make our local communities special.

LIGHTNING ROUND

Who's more likely to take the late-night client call?

Christopher: I have no boundaries.

Jonathan: I'm always telling him to turn his phone off at night.

Who's more likely to negotiate harder?

Christopher. He's been referred to as a shark by more than one person.

Who's more likely to keep things organized?

Christopher: Me, without a doubt!

Jonathan: He definitely has OCD.

Who's more likely to bring the energy to a deal?

Christopher: Jonathan, because he's the most positive person I know.

Describe your partner in one word or phrase:

Christopher: Human sunshine

Jonathan: Perfectionist

Go-to coffee order on a busy day?

Christopher: Trenta cold brew black with two extra shots. Have about three of those a day.

Jonathan: Caramel macchiato all day, extra shot!

Favorite way to celebrate a closing?

We typically go to our home in Pennsylvania to unwind and go on pack walks with the dogs. That's really how we reward ourselves after we have closings, especially when they're more challenging deals. We go there to de-stress and reset, so we can come back to Long Island and do it all over again. We love what we do!

From
Long-time
Friends to
Powerhouse
Real Estate
Partners

Kevin COLLINS
& Michelle BERGIN

PHOTOS BY LESLIE SIMMONS / DYNAMIC MEDIA SOLUTIONS

Kevin and Michelle had been friends for many years before they ever sold a deal together. Kevin got his start in real estate in 2012, building a team of his own. Seven years ago, Michelle started working with Kevin, and the two have been working side by side ever since. Today, they cover territory from Queens to Montauk and have built a business driven heavily by referrals and repeat clients. Their partnership has become known for the systems, trust, and division of labor that let them treat every client as their own.

How did your real estate partnership come together?

Michelle: I started by working on Kevin's team, assisting him with various administrative tasks. I immediately began taking on additional responsibilities. By the third year, I was putting 20 to 25 buyers under contract each year, which, unknown to me at the time, is quite an achievement in today's challenging market.

Kevin: I had a partner for five years, and when she was ready to retire, I was looking for someone to bring in.

Michelle: Our decision to become partners was a gradual process that developed over time as we recognized our complementary skills and shared vision.

Kevin: Honestly, I was hesitant to hire Michelle at first because of our long-standing friendship. However, my broker urged me to reconsider, noting that if I didn't bring her on, he wanted her to work directly for him. That made me realize he saw potential in her that I had been overlooking. I decided to take her on and dropped her right into the fast lane—she took to it like a fish to water. Two months later, I started

sending her buyers, and we haven't looked back since.

What makes the partnership work?

Kevin: Our partnership works because of our different styles. I'm the 'runner'—I take a fast-paced, assertive approach that drives momentum and keeps us aggressive during negotiations.

Michelle: And I'm the 'organizer' who keeps us dialed-in, ensuring a seamless, high-touch experience. We leverage our unique strengths to ensure that every aspect of the transaction—from high-level strategy to fine detail—is handled with expert care.

Have you ever disagreed on a deal or strategy?

Michelle: Absolutely. We know how to navigate disagreements with mutual respect, and because we trust each other implicitly, we can be candid in ways others might find uncomfortable. If I sense that Kevin is off one day, I step up, and he does the same for me.

Kevin: Disagreements can get heated, but we've learned to pause and revisit the issue with a clear head. Everything

comes back to the client. When we clash, we refocus on the core objective: how do we get this deal done while keeping our client's best interests at the heart of every decision?

What sets you apart from other real estate agents or partnerships?

Kevin: We are deeply committed to the human side of real estate. For us, the business isn't transactional; it's personal. We don't make decisions based on commission; we make them based on what is genuinely right for our clients.

Michelle: What truly differentiates our partnership is that every client benefits from two top-producing professionals working in tandem. Kevin and I have each been recognized among the "Top 2% Company-Wide" of agents at Signature Premier Properties, and together, we are the company's #1 Partnership. We are both seasoned agents who understand every facet of the real estate process. This ensures our clients receive a higher level of coverage, expertise, and constant availability. In short, our clients get the combined power and insight of two experts for the price of one.

Kevin: We create a seamless experience—we are powerful, strong, and personable. Most importantly, we treat every client like family, not just another commodity.

What advice would you give to anyone considering a partnership?

Michelle: Think about it thoroughly, and get everything written down so there are no surprises. You need to trust that person with everything, because you're giving them access to your whole business. You have to trust because you're opening up your whole business for someone to see. There are a lot of little pieces you have to handle, but the benefit of it is that you have more free time. We both have grandchildren, and we respect that for each other.

Kevin: I talk to Michelle probably 40 times a day, and there's no taking things personally. You have to have mutual respect and find someone whose "why" matches yours. You have to have empathy for each other, too. There have been times when I was stretched thin and she picked up the slack, and she knows I'll do the same for her.

LIGHTNING ROUND

Who is more likely to take the late-night client call?

Michelle 100%

Who is more likely to negotiate harder?

Kevin

Who is more likely to keep things organized?

Michelle

Who brings the energy to a deal?

Both of us

Describe your partner in one word or phrase:

Michelle: The hunter. Everywhere we go, he's got his binoculars and is ready to find more business.

Kevin: Loyal protector. She always looks out for every one of our clients.

Go-to coffee order on a busy day?

Michelle: We don't drink coffee. I've never had a sip of coffee my whole life.

Kevin: I'm naturally high-energy, so I don't need it.

What's your favorite way to celebrate a closing?

Michelle: For us, every closing is its own celebration. We don't need a big event; the real reward is the quiet satisfaction of knowing we've helped our clients successfully reach the finish line. That sense of accomplishment is the best way to mark a job well done.

Kathleen and Danielle Evangelista are a mother-daughter team who treat every client like family. Danielle grew up watching her mom in the business and felt drawn toward it from a young age. Today, they run a six-person team together, blending Kathleen's decades of experience and client relationships with Danielle's younger perspective, social media savvy, and calm, honest approach.

Their complementary skill sets, willingness to always tell the truth, and commitment to their clients' success have led them to build a dynamic team that's built on trust.

How did your real estate partnership come together?
Kathleen: I started in real estate when Danielle was 2 years old. She liked to listen to negotiations, and she knew from a young age she wanted to do real estate. When she turned 18, she got her license, but I told her I wasn't supporting her yet, so she worked part-time and got a college degree. Once she graduated from college, we became full-time partners.

Danielle: I always had an interest in houses and architecture. As a kid, my mom was always around, and as a teenager, I realized that she was working but still able to be around for everything. I liked the idea of flexibility and not being behind a desk. She could be at a soccer game, but still on the

A Mother-Daughter
Team Focused on
Exceptional Service

Kathleen & Danielle Evangelista



phone putting deals together. So seeing my mom's success and what I felt I could bring to the business, it felt like a natural fit. I got my license in 2016.

What makes your partnership effective?
Kathleen: I'm more emotional. Danielle is much calmer and doesn't let the ups and downs of the business affect her as much. She helps keep me calm. When you've been an agent for many years, you can get stuck in your ways. No one who works for you will tell you you're wrong. So when you have your daughter working for you, she'll tell me directly if something wasn't the right thing to say. Sometimes I'll think she's right, and I'll try it another way. There have been quite a few deals that came together because she negotiates from a different place than I do.



PHOTOS BY DYNAMIC
MEDIA SOLUTIONS

Danielle: My mom has been in business for almost 30 years, so she's very experienced, with a lot of connections and relationships with people. I bring a younger mindset, social media skills, and an understanding of how people communicate in the younger generations. Social media was really getting popular and becoming a big part of the industry when I got started. We balance each other out really well.

What sets your team apart from other agents?
Kathleen: When we do a deal, every time a home is shown one of us is there. Whatever's happening, one of us is there. Our clients feel like we're essentially the same person and that really builds trust. We approach everything from a customer service perspective. Our goal is always to give the best service we possibly can in this industry. The service aspect is the common thread with everything we do.

Danielle: They're really getting the best team they could have because you have a combination of experience that brings together a younger mindset with an older mindset. In today's industry, you need both. We want our clients to feel our mother-daughter family dynamic. Our business comes across as more trustworthy because of it.

What advice would you give to anyone considering a partnership?
Kathleen: When you're forming a partnership, you can't be concerned with whether everyone is doing an equal share of work. Sometimes I do all the work and get paid half the money; sometimes she does all the work. You have to have trust that in the long haul it's going to work out and that you're there to support each other at every step of the way.

Danielle: You need to find your weaknesses and find someone who has those as strengths. You have to be aligned on the overall brand too. But really, trust is the most important thing.

LIGHTNING ROUND

Who is more likely to take the late-night client call?
Danielle

Who is more likely to negotiate harder?
Danielle is a calmer negotiator. Kathleen is a "die on the cross" negotiator who will fight to the end for what she thinks is right and fair.

Who is more likely to keep things organized?
Danielle

Who brings the energy to a deal?
Kathleen

Describe your partner in one word:
Kathleen: Influential
Danielle: Hardworking

Go-to coffee order on a busy day?
Kathleen: Decaf cappuccino with one sugar
Danielle: Latte with almond milk

What's your favorite way to celebrate a closing?
Martinis at a bar with a good meal.



Blaise & Christine Ingrisano

PHOTOS BY CHRIS BASFORD /
DYNAMIC MEDIA SOLUTIONS

Total Opposites, Perfect Partners

Some partnerships are built around complementary skill sets. Others are built around shared ambition. Blaise and Christine Ingrisano have both—but perhaps their greatest advantage is that they’re willing to be completely different.

Since launching Inspecticore in 2009, the husband-and-wife team has grown one home inspection company into a family of businesses that today includes home inspections, pest management, holiday lighting, continuing education, and *Long Island Real Producers*. Along the way, they’ve remained deeply committed to serving Long Island’s real estate community. Together they’ve learned that lasting partnerships aren’t built by thinking alike. They’re built by trusting what each person brings to the table and having a shared value box.

How did you first meet?

Blaise: We met three years in a row at three different bars. The first time I got her number and never called. The second time she reminded me I already owed her dinner—and then walked away. The third time I wasn’t letting history repeat itself. I told her, ‘Say your number as fast as you can. I’ll memorize it.’ I called the next day, and the rest is history. I knew it had to be fate.

What makes your working partnership effective?

Blaise: We’re total opposites. I give Christine a lot of credit. When we got married and talked about our lives together, it was unfolding as planned. Then in 2008, it all came off the rails and changed. This second part of our lives she didn’t sign up for when we got married, but she rolled up her sleeves, stepped in, and left her comfort zone.

Christine: The biggest mistake people make is assuming different means incompatible. We’ve learned the opposite. Once we stopped seeing our differences as negatives and started seeing them as assets, everything changed. Together, we accomplish twice as much because my weaknesses are Blaise’s strengths, and vice versa. We both get to operate from our strengths.

How do your strengths complement each other?

Christine: Blaise is the visionary. I’m more like the integrator. I can take what he’s imagining and figure out how we execute that vision day to day, and make its practicality and follow-through work. I also love thinking about the experience we’re creating for other people—whether it’s a client, an agent, or our team. When the systems, relationships,

and details all come together, that’s where I do my best work.

Blaise: I naturally think about business strategy—things like margins, marketing ratios, and growth. Christine is a fantastic architect putting processes in place and organizing the tasks that have to happen for everything to come together. I’m very comfortable being out in front, doing presentations, and engaging people. Christine doesn’t prefer to do that, but she’s able to make sure the room is full of people. Then she’s got the follow-ups handled, and when clients call, she’s able to guide them through our client experience.

How do you separate work from home?

Christine: (laughing) “Honestly, we really don’t.” We really enjoy building and creating together. We do try not to talk business in front of the kids. Some days we win that, others we don’t. But at the very least, we try not to talk about challenges, only what’s working or what we want to create.

Blaise: We don’t, if I am being honest. Mentally, I try to shut it off, especially when the kids are home. I really try to be present in the moment.

How do you navigate challenges or disagreements?

Blaise: One of the biggest things I’ve learned is that not every idea needs to become today’s project. Years ago I’d have an idea Monday morning and want it implemented Monday afternoon. Now I bring ideas to the leadership team quarterly. We decide together what deserves attention. It’s made us a better organization—and it’s made me a better partner.

We stay in our lanes, I create the vision and help Christine and the team handle the who, what, where, and how. When we hit challenges, my role is to remove roadblocks so everyone can keep moving forward. Fortunately, our disagreements are few and far between.

Christine: Over time we’ve learned how to discuss things that we disagree over. It’s just a matter of talking about it, and eventually the better solution shows itself.

What advice would you give to people who are considering a partnership?

Christine: The sooner you can move from seeing differences as negatives to seeing them as ‘superpowers’, everything starts to take off.



Blaise: Just because one person is now responsible for payroll doesn’t just make them a payroll expert. You need to have grace with your partner and grace with yourself too. Give each other room to grow. People develop into their roles over time. Don’t expect perfection just because someone owns a title.



LIGHTNING ROUND

Who’s more likely to take the late-night client call?

Christine

Who’s more likely to negotiate harder?

Both negotiate hard, but for different things. Christine negotiates hard for time. Blaise negotiates hard on price.

Who’s more likely to keep things organized?

Christine

Who’s more likely to bring the energy to a deal?

Blaise

Describe your partner in one word or phrase:

Christine: Grit. Building a home inspection company from nothing—

with no industry experience, no existing relationships, and no roadmap—takes an incredible amount of perseverance. Blaise simply never quit. Watching that over the years has been remarkable. **Blaise:** For me, she’s the perfect partner. She didn’t marry an entrepreneur with five companies—she married a Commodity Floor Trader. When it was time to flex and pivot, she was all in. We jumped off and built our wings on the way down.

Go-to coffee order on a busy day?

Blaise: Coffee with half and half, half sugar, and a Biscotti. **Christine:** A good iced coffee; and I like my Nespresso machine!

Favorite way to celebrate wins?

We like to go out to dinner and have a couple drinks at a nice Italian place.

Dana PALMER & William JAMES

Raising the Bar in the Long Island Real Estate Market

Some partnerships happen by design; others are built one listing at a time until it's obvious that there's a deeper synergy to capitalize on. William and Dana's partnership works because of the particular yin-yang balance they offer clients. William brings the energy and big-picture push. Dana brings the follow-through, organization, and calm. Together, with a combined 13 years of experience in the industry, they've built a team where clients get the best of both worlds.

How did your partnership come together?

William: We used to be on the Lenard team together. I'd been in business for 5 years, she was a new agent on the team, and I was training agents on the listing side. I started working with Dana, and after we did a few listings together, it was working really well. It felt like our energies played off each other and we filled in each other's gaps. After she went through the training program, we just continued together after that.

In March 2025, we formed a partnership under "Buying and Selling Long Island" with Signature Premier Properties.

What makes your partnership work?

Dana: William is really good at getting in front of people and building relationships. I have that skill too, but I do a lot of the backend stuff.

William: Dana is very organized. She's big into the schedule and good with paperwork. I'm a lot more sporadic. I'll get ideas in my head and try to execute all at once and lose track. She's good at pulling them in and keeping me focused.



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DYNAMIC MEDIA
SOLUTIONS

What does your day-to-day look like?

William: A lot of the time I'll get involved at the beginning and bring the people in, then I pass them off to Dana. She's big on communication, so going back and forth with clients, especially first-time buyers with a lot of questions, she has a lot of patience, doing due diligence to find deals with them. I might go to listings with them, but then Dana will manage the transaction and paperwork.

When we're working with clients, she's big on design too and knows what's possible because her dad was an architect.

Dana: Some clients we'll have a bigger group chat with everyone, and we talk to them together. As William said before, our personalities balance each other out.

What sets you apart from other teams in the industry?

Dana: What makes us stand apart is that we become genuine friends with our clients. We ask about their lives, how work is going, and meet their families.

William: We have a lot of clients that we've become close friends with.

There's always somebody there for clients. If one of us is busy, the other is always available to answer questions. Plus they get combined experience from both of us.

Dana: William did a lot of business on the South Shore; I did most of my business on the North Shore, so combined there's no curveball that we don't have an answer to.

What advice would you give to anyone considering a partnership?

William: Make sure the other person is compatible. Be very transparent. Everybody needs to always be on the same page, know each other's strengths and weaknesses. Also, celebrate the wins. It's easy to just keep moving onto the next one, but you need to take time to look back and celebrate.

Dana: You have to balance each other out and communicate everything.

Any plans for the future?

William: Eventually, would like to have our own team. Dana is getting licensed in Florida, so we'd like a team on Long Island and a team in Florida. Ultimately, we want to improve the overall real



estate experience for people in the community. Everybody should be dealt with genuine care and honesty, and we want to raise the bar, spread that message, and teach other agents to do the right thing.



LIGHTNING ROUND

Who is more likely to take the late-night client call?

William for sure

Who is more likely to negotiate harder?

Depends on the situation

Who is more likely to keep things organized?

Dana, no doubt.

Who brings the energy to a deal?

Dana

Describe your partner in one word:

Dana: Compassionate

William: Bright

Go-to coffee order on a busy day?

Dana: Iced brown sugar shaken espresso from Starbucks. A lot of the time I have an espresso machine at home and make to-go cups.

William: Same thing

What's your favorite way to celebrate a closing?

Sushi and sake

Elaine & Daniel Patterson

A Mother-Son Team Built on Respect & Trust



There's a particular kind of trust that comes with hiring a mother and son real estate team.

Elaine and Daniel Patterson have built their business around that dynamic pairing, Elaine's decades of experience with Daniel's own success and fresh perspective. Together, they've blended family values through every aspect of their business, allowing them to grow into one of the most respected teams on Long Island.

Today, much of their business comes through referrals, and those are often intergenerational. Clients refer them to their own parents or children, highlighting a level of trust that they don't take lightly.

How did your partnership come together?

Daniel: Early on, I always wanted to do my own thing, see what I was capable of, and build a personal reputation. After a few years of accolades and success, we'd always done business together, we hit a point where we decided to make it the Patterson Team. Now we're a well-oiled machine.

Elaine: We're a mother-son team, blending family values and offering a special understanding when working with families. They respect a team that's a family. We find that people are very respectful toward teams that are families. Trust is a strong word that's essential in this business, but it's hard to just trust anybody these days.

What makes your partnership work?

Elaine: Having a family partnership means we understand one another in and outside of work. We have a natural ease about completing each other's thoughts. With my years of experience, market knowledge, and negotiation skills paired with Daniel's fresh ideas and his innovative approach to social

media marketing. Together, we build a strong foundation.

Daniel: When I tell people I'm working with my mother, they are supportive and interested in all we bring to the table. They know I'm carrying all those years of experience she has, along with a newer outlook. She brings my strengths from the younger generation into the mix, and I get to draw on all of her experience. Sellers really appreciate getting both types of insight.

What's your strategy for navigating challenges or disagreements?

Elaine: We definitely have different views on things, but I think that's what makes us stronger. We listen to each other, we strategize together, we bring our ideas together, and we find common ground. Ultimately, we always come to the best possible outcome for our clients. Any stress doesn't come from our relationship working together.

Daniel: Most importantly, we have common ground of respect. Even though she's been doing it much longer than I have, she always respects my opinion. We don't get too hung up on a dispute. I'm her son, so we've had disputes my entire life. We just know each other so well.

What sets you apart from other real estate teams?

Daniel: Our optimism and the way we handle things. We're not burnt out by this business, and we give every client



the same energy. Every client gets the white-glove, enjoyable experience they deserve. We treat people like family.

Elaine: Our integrity is there. We're honest and realistic when it comes to finding options for our clients. We don't set expectations that we feel we can't achieve. Also, we come to the table with enthusiasm that people who are in this for a long time don't have. We have an unwavering energy level which speaks volumes about our character and personalities.

What advice would you give to other agents considering a partnership?

Elaine: Enter it with an open mind. You have to have the same passion. It will go bad when one person's passion is stronger than the other, and someone feels like they're carrying all the weight.

Daniel: You have to want to invest the same amount of time for all your clients



and feel you can rely on someone in your absence. Either of us can make time for a vacation, and the other can hold down the fort. It's really about trust and alignment with each other.

LIGHTNING ROUND

Who is more likely to take the late-night client call?

Elaine

Who is more likely to negotiate harder?

Both are equal. We don't give up for our clients.

Who is more likely to keep things organized?

Daniel

Who brings the energy to a deal?

Both of us bring the energy.

Describe your partner in one word:

Daniel: Passionate and relentless

Elaine: Ambitious. He's always looking to raise the bar.

Go-to coffee order on a busy day?

Daniel: I like a mocha latte with an extra shot of espresso

Elaine: I don't drink coffee. I have my own octane.

What's your favorite way to celebrate a closing?

Elaine: We don't celebrate much. Just jump right into the next one.

Daniel: We do a modest high five. It's more motivation than it is celebration.

Introduced through mutual friend and now business partner Sam Horowitz, Jared and David spent over a year building separate businesses in neighboring Long Island markets before realizing their similarities, work ethic, and complementary approaches made them stronger together than apart. Three years later, they all joined forces to form SRG Residential.

Today, as part of Corcoran SRG Residential, they’ve built a partnership

rooted in trust, hustle, and an unspoken agreement to never force anything that isn’t meant to be.

What makes your partnership effective?

Jared: We have a lot of the same strengths. We both know a lot of people and we’re only two years apart in age. The fact that we each focus primarily on our own area, but we also do business in each other’s, makes everything more in sync. For example, a person in Plainview might now be buying a second house in

Melville or Dix Hills. I’m #1 in Plainview, and David is #1 in Melville and Dix Hills. We always tell people they’re getting two top agents for the price of one.

David: We complement each other well. We’re slightly different, but have similar personalities. It’s great to be able to approach the business from two slightly different ways of looking at things. I take a more cautious approach, and Jared is more of a risk taker, so we balance each other out for the best outcome.

Jared SARNEY & David COHEN

Two Leaders Behind One of Long Island’s Most Trusted Brokerages



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ANDREW MALARY
PRODUCTIONS



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MEDIA SOLUTIONS

How do you divide responsibilities?

Jared: We both do everything for the most part. It’s more who’s taking the lead for that specific time. Whether it’s a person I know that David doesn’t, or a person David knows that I don’t, or someone looking for something geographically different than I have... If I’m not available, David is right there.

Have you ever disagreed on a deal or strategy?

Jared: We’ve never gotten to a big fight. We’ve had differences of opinion, but it’s very rare in life or partnership to not have fights, and we just don’t have that. But we speak well with each other that if I’m adamant about something, David will give his opinion and trust. Vice versa.

LIGHTNING ROUND

Who is more likely to take the late-night client call?
Both of us

Who is more likely to negotiate harder?
Both of us

Who is more likely to keep things organized?
David

Who brings the energy to a deal?
Both of us

What do clients notice about working with you two?

David: We’re problem solvers and we’re dealmakers. From the client’s perspective, neither of us takes no for an answer. We push through, we solve problems, and we make deals happen for the benefit of our clients.

Jared: People trust us because even if they’re interested in something, we’ll say no if it’s not the right fit. We want people to buy the right home for them, not just any home. Another thing is the access. We have access to a lot of things that might not be on the market. Being top agents from

specific areas, with the connections we have, our clients are always first to know what’s available. A lot of properties don’t even hit the market because we put together a deal that makes sense.

David: The fact we’re involved in building homes as well adds a lot of value to buyers. Being able to talk about renovations helps get deals done. Sometimes we assist people with renovations after a sale too.

Jared: We’re also very responsive and very on top of everything. We’re both very active within our communities that we live in, grew up in, or do

Describe your partner in one word or phrase:

Jared: The GOAT
David: One of a kind

Go-to coffee order on a busy day?
Jared: Dunkin’ Donuts iced coffee with almond milk, French vanilla, and one Splenda. Largest size there is.
David: Black coffee with a splash of almond milk

What’s your favorite way to celebrate a closing?

David: Honestly I don’t celebrate any of them.
Jared: It’s just another day in the office.

business in. In terms of sponsoring, donating, fundraising, and supporting local charities, chambers of commerce, and schools.

What advice would you give to anyone considering a partnership?

Jared: Make sure it’s the right one and don’t force anything.

David: The biggest thing is being able to compromise and see the other side of an opinion or strategy that might be different from yours. Have an open mind and always look to collaborate rather than dictate. We’re working on helping agents under us formulate similar partnerships to the one we have.

What’s next for your business in the future?

David: A direct result of us partnering is the business becoming Corcoran SRG. We’re now the exclusive franchise to Corcoran on Long Island and their bridge between their stronghold in Manhattan and the Hamptons. In the next 5 years, we want to be the #1 brokerage on Long Island. We have multiple locations on the horizon, and a lot of top agents coming up.



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Nicholas Sekela & Joseph Minasi

The Duo Behind Bellport Village's Premier Real Estate Brokerage

For Nicholas Sekela and Joseph Minasi, real estate has never been just about buying and selling homes. Together, they've built Oasis Realty Group into far more than a successful boutique brokerage...they've created a brand centered on exceptional marketing, unforgettable experiences, genuine relationships, and an unwavering commitment to excellence. Today, Oasis is redefining the modern real estate experience on Long Island for both clients and agents alike.

How did you meet and start working together?

Nicholas: We met through mutual friends back in 2007. I was hosting a college radio show while Joseph was studying at the School of Visual Arts in Manhattan. We connected through a shared passion for creativity and entrepreneurship. Over the years, we built several businesses together before realizing that real estate was where all of our experiences naturally came together. Today, I lead Oasis Realty Group while Joseph brings our creative vision to life. Building this business together has been one of the most rewarding parts of our journey.

Joseph: Before joining the real estate industry, I spent nearly 15 years producing luxury wedding films, with Nick helping bring those productions to life. When the pandemic brought that industry to a stop, he returned to real estate full time. As Oasis began taking shape, we realized we could combine his strengths in leadership and relationships with my background in filmmaking, branding, and storytelling. Looking back, it feels like everything we'd done had been preparing us for this.

What makes your partnership work?

Nicholas: Our strengths are completely different, which is exactly why they work so well together. I'm focused on clients, negotiations, business development, and growing the brokerage, while Joseph leads every aspect of our creative direction, marketing, and brand identity. We trust each other completely, and that mutual respect allows both sides of the business to thrive.



Joseph: Neither of us could build Oasis the way it exists today without the other. Nick has an incredible ability to connect with people and guide clients through one of the biggest decisions of their lives. My role is to elevate that experience through filmmaking, photography, branding, and marketing. We've had buyers become emotionally invested in a property simply by watching one of our listing films before ever stepping inside. That's the power of storytelling.

What separates Oasis from other brokerages on Long Island?

Nicholas: We never wanted Oasis to feel like a traditional brokerage. From day one, our vision was to create a modern real estate company built around exceptional service, innovative marketing, and unforgettable experiences. Everything we do—from our branding and events to the way we present every listing—is intentional.”

Oasis Studios, led by Joseph, has become a defining part of that vision. We have a full-time in-house creative department producing professional photography, cinematic films, branding, and marketing for every listing. That consistency has become one of the things we're most recognized for.

Joseph: My background has always been rooted in visual storytelling, so I

approach every listing the way I would approach a film. Every home has a personality, every family has a story, and our goal is to communicate that emotion before someone even walks through the front door.”

We also invest heavily in our agents. They have access to our in-house creative team without production fees because we believe exceptional marketing shouldn't be reserved for a select few. Beyond that, we've built a culture people genuinely enjoy being part of through events like The Oasis Beach Club and Oasis Pride, community involvement, and a collaborative environment where everyone supports one another.

Do you have any plans for the future?

Nicholas: Our goal has never been to become the biggest brokerage. It's to become the best while staying true to who we are. Long Island is home, and as we continue to grow, we'll do it thoughtfully by partnering with agents who share our values and continuing to elevate the experience we provide to every client.

What advice would you give other agents?

Nicholas: Trust your instincts. It's easy to get distracted by what everyone



else is doing, but authenticity always wins. Build genuine relationships, stay true to your values, and remember that people come before transactions. When you lead with trust, everything else tends to follow.

LIGHTNING ROUND

Who's more likely to take the late-night client call?

Nicholas: Definitely me. It practically comes with the job, and honestly, I'm always happy to answer.

Who's more likely to negotiate harder?

Nicholas: Without question... me.

Who's more likely to keep things organized?

Joseph: We're organized in different ways. Nick keeps the business running seamlessly, while I manage the creative side. But we enjoy taking care of Oasis together.

Who's more likely to bring the energy to a deal?

Nicholas: I'll bring the energy in person.

Joseph: And I'll bring it through marketing. My goal is to make someone fall in love with a property before they even schedule a showing.

Describe your partner in one word:

Nicholas: Visionary

Joseph: Leader

Go-to coffee order on a busy day?

Nicholas: Just black hot coffee

Joseph: I've somehow made it this far without ever drinking coffee.

Favorite way to celebrate a closing?

A night in the city at Nobu. We've always admired the experience they create, and it's become our favorite way to celebrate another successful chapter.



Andréa SORRENTINO & Michael CHRISTODOLOU

A Remarkable 40-Year Partnership

Andréa Sorrentino and Michael Christodolou met in 1986, long before real estate was part of the plan. Michael was a sales manager for a distributorship and franchise sales company, and Andréa was one of a few high school students working part-time in the office, handling paperwork and administrative tasks.

Five years later, Andréa was preparing to attend Iona University to pursue a teaching degree and needed part-time work. Michael had just launched his own company and offered her a position.

Only three weeks into the job, Andréa called Michael while he was traveling for business and told him she was ready for more responsibility. He told her to take it—and she did. Again and again, she rose through the ranks, moving from part-time employee to office manager to equity partner. By Michael's third company, she was no longer just part of the business—she was helping lead it.

When the 2007–2008 recession forced them to diversify, Andréa explored real estate and quickly found her calling. Helping clients navigate one of the biggest financial and emotional decisions of their lives became more than a career—it became a passion. As her business grew into a highly respected luxury brand, bringing Michael in as her partner became the natural next step in a partnership already proven over decades.

Today, they lead The Andréa Sorrentino Team at Douglas Elliman Real Estate, specializing in strategic representation across Long Island's North Shore and beyond.

What makes the partnership work after nearly forty years?

Andréa: Michael and I have always shared the same core values—discipline, loyalty, integrity, and an extremely strong work ethic. People who know us often say there's an unmistakable level of trust and balance between us. We don't always agree, but we always make decisions based on what is best for the business and best for our clients. That

trust is the foundation of everything we've built.

Michael: Our principles are aligned, and that creates balance. In many ways, we're yin and yang. I love being out with buyers, showing properties, and building relationships. Andréa thrives in strategy, operations, and negotiation. She can spend 14 hours solving problems without losing focus. We bring very different strengths, and together that makes us stronger.

How do your strengths divide up day to day?

Andréa: I focus heavily on prospecting, client relationships, and generating new listing opportunities. Listings and seller representation are a major part of my role. Once buyers move through the initial consultation and strategy stage, Michael often takes over showings and appointments. I handle most of the listing side, Michael leads much of the buyer side, and we come together for every major negotiation.

How do you stay aligned when things get challenging?

Michael: Challenges are part of the business, especially in today's market. We don't panic—we prepare. Whether it's a bidding war, a difficult negotiation,

or an emotional situation, our job is to keep clients grounded and position strategically.

Andréa: Communication is everything. We keep our clients informed and prepared every step of the way. Real estate is rarely problem-free, but we pride ourselves on navigating obstacles calmly, strategically, and relentlessly to get deals closed.

What sets you apart from other agents or teams?

Andréa: Our background as business owners gives us a tremendous advantage in negotiation and problem-solving. We know how to solve issues that stop many deals cold—whether it's permits, certificate of occupancy concerns, title issues, valuation disputes, or difficult negotiations.

Between the two of us, we've personally bought, sold, built, and invested in multiple types of properties. We've lived through many of the same situations our clients face today, and that experience gives us the confidence to guide them through complex decisions.

Michael: Real estate is emotional. You might be helping one family sell a home they've lived in for 30 years while helping another family begin an exciting new chapter there. You have to understand both sides and



genuinely care about what each client is experiencing.

What advice would you give agents considering a partnership?

Andréa: Know exactly who your partner is. Choose someone whose strengths complement yours—someone who brings abilities you don't naturally have. Most importantly, there must be unwavering trust and loyalty. Without that, you don't have a true partnership.

What's next for the team?

Andréa: Growth has always been part of our vision, but not growth for the sake of growth. We are selective about who we bring into our business. We want disciplined, like-minded professionals with integrity, hunger, and a strong work ethic. Skills can be taught. Character cannot.



LIGHTNING ROUND

Who's more likely to take the late-night client call?

Andréa

Who's more likely to negotiate harder?

Andréa

Who jumps in the car fastest for a showing?

Michael

Who's more likely to bring the energy to a deal?

Andréa: I bring the intensity and strategic drive. Michael brings the calm and steady presence. That balance is powerful.

Describe your partner in one word:

Andréa: No fear

Michael: Relentless



We've built relationships with agents where we're not the "hit and run" photographers who go in, cause chaos, snap a few photos, and disappear. We're concerned about how everything looks and getting the place staged properly so the photos look great. If the house is not perfectly staged, we have recommendations for that too, including virtual staging.

What sets your partnership apart from other real estate photographers?

Frank: It would be incredibly challenging for a solo photographer to manage everything that we do. Running the operational side of the business is a vital part of our success. I know a lot of incredibly talented photographers who struggle with the administrative side of the business. We work together. If I'm on a jobsite and a client reaches out with an inquiry about booking an appointment or other customer service-related question, I'll pass the info to Nicole and she'll step right in and connect with them to accommodate their needs.

Nicole: We offer more than the standard photography; we provide a strategic partnership. We meet with brokerages to understand their marketing objective, and then Frank and I create packages that align with their vision.

My professional experience before co-founding DMS taught me how to communicate in a way that resonates; how to break down complex information, listen deeply, and make clients feel understood. Communication is everything. When clients feel heard, they trust you, and that trust becomes the foundation of our boutique, client-first approach.

What advice would you give to anyone considering a partnership?

Nicole: Respect is number one. You have to respect each other's strengths and be open-minded to each other's ideas. If your core values and objectives are aligned, that's half the battle. It's never going to be perfect, but having the right foundation makes everything else manageable.

Frank: Set clear, shared goals from the start. You and your partner might have completely different approaches on how to achieve them, but as long as you are aligned on the ultimate destination, you will succeed.

Any plans for the future?

Frank: Our focus right now is on strategic growth. We are expanding our roster of photographers/videographers and editors to accommodate the increasing daily demand for our services throughout Long Island and Queens.

Nicole: We've always had a boutique-style approach, and maintaining that quality is incredibly important to us. As demand grows across Nassau and Suffolk, we're bringing in new photographers, but we're doing it thoughtfully to maintain the level of care and detail our clients expect.

Our long-term goal is to expand into the East End and the Hamptons while keeping that same boutique feel.

We also have two sons, Frankie and Sebastian, ages 8 and 5, so balancing family and business is part of our daily rhythm. We work hard to show them that you have to work for things; that dedication, compassion, and integrity matter. They're growing up watching us build something meaningful, and that's one of the greatest rewards of this journey.

Nicole & Frank Urso

The Husband and Wife Team Behind Dynamic Media Solutions

What began with Frank behind the camera and Nicole handling the books has grown into one of Long Island's go-to real estate media teams; a business shaped as much by skill as by the values they were raised with. Frank's lifelong connection to real estate and Nicole's foundation in education, compassion, and business ethics became the blueprint for Dynamic Media Solutions.

The couple built a full-service real estate media company known for its boutique, client-first approach. Their commitment to integrity, innovation, and genuine care for every client continues to define DMS as they stay "dynamic" in an ever-changing industry.

How did you meet and how did your business come together?

Nicole: I was a tax accountant at the time, working in public accounting and providing tax compliance and advice for firms like

Deloitte and Intuit. A mutual friend mentioned that Frank needed a new accountant, so I called him. What started as a simple professional conversation quickly became something much more meaningful.

Frank: I'd been shooting real estate photography since 2003 for various companies. Once we got married, we decided we should start our own company. I had put in years of hard work and late nights editing for other companies. It was time to spread my wings, and with the help of Nicole by my side, I knew we couldn't fail.

Nicole: It was a big plunge for us to start our own company. At the time, we were juggling so much: finding the right platform to deliver photos, building a workflow that made things seamless for real estate agents, managing our home, and planning a family. It was overwhelming, but it was also empowering.

I grew up with parents who taught me that education, compassion, and hard work are the foundation for success.

How do you divide responsibilities day-to-day?

Nicole: Frank is the CEO and the creative force behind the photography, videography, and drone work. My role is the CFO and operations specialist. I handle booking, accounting, administration, and the day-to-day operations that keep the business running smoothly.

Customer service is huge for me. When people feel understood, they feel at peace, and that's the experience I want every client to have.

What kind of services do you offer?

Frank: We do everything from photography and floor plans to drone shots, headshots, and Zillow 3D tours. Anything agents are seeing for real estate marketing, we cover it.



LIGHTNING ROUND

Who is more likely to take the late-night client call?

Nicole

Who is more likely to negotiate harder?

Frank

Who is more likely to keep things organized?

Nicole

Who brings the energy to a deal?

Both — Frank stays business-focused; Nicole is more personable and learns about clients' lives.

Describe your partner in one word or phrase:

Nicole: Compassionate and noble

Frank: Authentic and Relatable

Go-to coffee order on a busy day?

Frank: Caramel macchiato iced

Nicole: Caramel macchiato hot

What's your favorite way to celebrate a win?

We always go out to dinner as a family. Taking that time to step back, enjoy each other's company, and reflect on a job well done has become our favorite tradition.

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