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THE LONG GAME



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If you have sold real estate in Connecticut over the last few years, you already know how different our market has looked from much of the country. Inventory has stayed tight.

Competition has stayed high. Homes have sold quickly, often with multiple offers and above asking price.

And even now, Connecticut remains strong. In July, the median sale price statewide was up 5.2% from last year, 58.3% of homes sold above

list price, and Connecticut sat at roughly two months of housing supply. New Haven County prices were up 5.8%, while Middlesex County prices were up 2.5%.

But look outside Connecticut, and the picture starts changing. Across the country, August brought more than 1.1 million active listings. The median home spent 60 days on the market. More than 20% of listings had a price reduction, and the national median list price fell 1.3% from a year ago.

Connecticut has not followed most of those trends yet. The important word is yet.

Markets change. They always have. So what are you going to do when everything changes again? What happens when there are more homes competing for fewer buyers? What happens when a listing sits for 30, 60, or 90 days and putting it in MLS on Thursday no longer means reviewing a stack of offers on Monday?

Do you show up to the next Real Producers event carrying a binder filled with listings, looking for someone who has the right buyer? Honestly, I kind of hope so. Because this is a big part of why Real Producers exists.

In a strong seller's market, relationships matter. Knowing another agent might help your buyer hear about a property early. Having a relationship with the listing agent might help create a smoother conversation when 15 offers hit the table. But think about how important those relationships become when the market gets harder.

Knowing 100 great agents becomes a whole lot more valuable when you need to find the right buyer for a listing sitting on the market. Having strong relationships with lenders, inspectors, contractors, attorneys, stagers, photographers, and other professionals gives you more resources when your client needs solutions instead of another Zillow link.

We do these events because relationships matter.

We tell the stories inside this magazine because knowing the people behind the production numbers matters. And we spend so much time vetting the businesses involved with Real Producers because your reputation matters too.

If you need a business in almost any category, start with the Preferred Partners Index in this magazine. These businesses are here because agents in this community work with them, trust them and refer them to us. And if there is a category you need and we do not have someone listed, reach out to me. I am always happy to do some digging and help find someone worth meeting.

Nobody knows exactly when Connecticut's market will look different. The goal is not to wait until it happens before building the relationships you will need. Build them now.

One more thing. Save the date for our next New Haven & Middlesex Real Producers event on November 18 at Comomango in Madison.

I hope to see you there. Binder optional.

See you out there,



Sam Kantrow, Publisher

NEW HAVEN
& MIDDLESEX

RP 2025 BY THE NUMBERS

HERE'S WHAT THE TOP 300 NEW HAVEN & MIDDLESEX AGENTS SOLD



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TOTAL SALES VOLUME



6,790

TOTAL TRANSACTIONS
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New Haven & Middlesex Real Producers • 15



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THE PRODUCER'S INSPECTION EDGE



Why Turnaround Time Matters More Than Ever in Today's Market

Connecticut's housing market has put buyers in an unfamiliar position: competing hard for homes, then racing the clock once they're under contract. Multiple-offer situations have pushed contingency periods shorter and shorter, and in some cases buyers are waiving inspection contingencies altogether just to stay competitive. For the deals that do include an inspection period, five to seven days has become the norm, and in some cases it's even tighter.

That compressed timeline changes what agents need from their inspection partners. A great inspector who can't get on-site for a week and a half doesn't help a buyer who has five business days to make a decision. Turnaround time isn't a "nice to have" anymore. It's become a practical requirement for keeping deals on track.

What a Short Contingency Window Actually Demands

When the clock is running, a few things have to happen quickly and in the right order:

Scheduling has to be fast. If it takes two or three days just to get an inspector booked, that eats a meaningful chunk of a five-day window before anyone even sets foot on the property.

The full picture needs to come together at once. Radon, water testing, mold, WDI, sewer scope, well inspection: if these all need separate vendors on separate schedules, timelines stack up fast. Buyers and agents are often better served when one team can coordinate the general inspection alongside any environmental or specialty testing, rather than juggling multiple companies with different calendars.

Report delivery can't lag behind the inspection. A same-day or next-day report matters just as much as a fast appointment. An inspection that happens quickly but sits in a queue for report writing doesn't actually save the buyer any time.

Radon results are often the long pole. A standard radon test takes 48 hours to run. That's simply how the science works, and no reputable inspector should try to shortcut it. But 48 hours only becomes a problem if it's tacked onto the end of a slow scheduling and inspection process. Get the machine placed on day one, and the test clock runs concurrently with everything else instead of adding to it.

Equipment matters here too. Continuous radon monitors that transmit results electronically as soon as the test period ends can get a report out the same day the test finishes. Machines that have to be physically retrieved before anyone can read the data add an extra pickup and processing step, sometimes a day or more, onto an already time-sensitive window. Make sure

the company you're working with is using technology that delivers results the moment they're ready, not on whatever schedule a technician happens to be back in the area.

Repairs, if needed, can't stall the closing. When an inspection turns up something that needs to be addressed before closing (a radon mitigation system, a water treatment fix, a minor repair), the ability to schedule that work quickly, without weeks of lead time, can be the difference between a deal that closes on schedule and one that doesn't.

What This Means for Agents

None of this is about cutting corners. A thorough inspection still takes the time

it takes, and a good inspector isn't going to rush through a roof or an electrical panel just to hit a deadline. The difference is in how well a company is set up to move quickly around a thorough inspection: booking systems that don't require phone tag, technicians and equipment available on short notice, and reporting that goes out the same day rather than sitting in a backlog.

Contingency windows aren't getting any longer,

so the agents who come out ahead are the ones who've already lined up a partner able to move at the pace these deals now require, without cutting into the quality of the inspection itself. Before you refer a client to an inspection company, it's worth asking two questions: how fast can you get on-site, and how fast does the report land after that?

Those two answers tell you a lot about whether they're built for today's market.

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EQUITY BASED CAPITAL

One Loan At a Time

PHOTOS BY CHRIS DEVLIN

When Donna Genovese talks about the people who borrow from Equity Based Capital, she rarely talks about them simply as borrowers.

Their borrowers are as diverse as the projects they bring to the table. They are the first-time flipper who works with family. The experienced investor who needs to close quickly to secure the property before transitioning into longer-term financing. The contractor who needs funds to complete a construction project. The homeowner who needs a bridge loan because one closing has been delayed while another is approaching.

Or the family who is faced with probate issues.

Each borrower comes with a different story, a different property and a different set of circumstances. They know their stories and, more often than not, their properties, too.

That personal involvement is exactly what Donna and her partner, Jeffrey Vilano, wanted when they opened Equity Based Capital in January 2022. Jeff came to the company with extensive experience in private lending, having been one of the founders of an early hard money company to go public. As that business grew, however, he watched the personal side of lending give way to Wall Street, attorneys and the demands of a much larger operation. What he missed were the relationships with local investors, REALTORS®,



“

We try to **evaluate** the property, **protect** our capital and our investors' capital, **manage** our risk and **build** those long-term relationships.”

— DONNA GENOVESE

contractors and business owners that had helped build the company in the first place. When his non-compete ended, he and Donna decided to return to that foundation.

They announced the launch of Equity Based Capital with a simple LinkedIn post. From there, relationships did the rest. Outside of their partnership with Real Producers,

Donna says the company spends nothing on advertising. Its growth has come through repeat borrowers and referrals from attorneys, banks, contractors, mortgage brokers and REALTORS®. “We just build our relationships one loan at a time,” Donna says.

Equity Based Capital provides private financing for real estate opportunities that may not fit into traditional lending or simply need to move faster. Donna and Jeff evaluate the property, the plan and, most importantly, whether



the numbers make sense for everyone involved. EBC has become a trusted resource in the market, building relationships with more than 200 borrowers. Loans can begin around \$50,000, and while they generally prefer to remain below \$500,000, larger opportunities are considered



individually. When timing is critical, EBC can realistically close in as little as three to five business days.

That flexibility has made relationships with REALTORS® and mortgage brokers an important part of the business. When a broker has a client who needs alternative financing, Equity Based Capital can help get the deal done and, when the borrower is ready, send them back to that broker for their next financing step. “We’re extremely loyal to brokers and to our REALTORS®,” Donna says.

The same philosophy applies to their borrowers. Donna jokes that her clients have become “all the children I ever wanted.” They send her renovation pictures, ask for opinions and share their progress. She has weighed in on everything from paint



colors, kitchens and budgets, and ultimately real numbers to secure a strong return on their investment.

That hands-on approach also highlights how well Donna and Jeff complement one another. Jeff is the numbers person, focused on finance, structure and documentation.

Donna naturally gravitates toward the people and the projects themselves. Together, they personally review every loan. There

is no distant committee making decisions, and their capital is local as well. Donna estimates that a large portion of their capital comes from her and Jeff, with the remainder coming from local investors rather than Wall Street. “We try to evaluate the property, protect our capital and our investors' capital, manage our risk and build those long-term relationships,” Donna explains.

Over time, those relationships have created something of a community. Borrowers share information and resources, and Donna often passes along tips about properties, material resources or opportunities that could help another client. It is a dynamic she values because people are helping one another succeed rather than simply competing.

That emphasis on relationships extends well

beyond the office. Donna and Jeff have been together for 25 years and share a blended family of three daughters. Donna has one daughter and Jeff has two, but both helped raise all three and proudly refer to them

simply as “our girls.” Today, they are also grandparents to two little boys, with another grandson on the way.

Their daughters and grandchildren remain at the center of their lives. Their home is set up so family can arrive at any time, and they make a point of being present for the moments that matter, whether that means the first day of school, a weekend together or a family vacation.

“Family has always been the nucleus of our world,” Donna says. It is also a large part of why Donna and Jeff continue building Equity Based Capital. The



work they put into the company today is tied not only to their own future, but to the future of their children and grandchildren.

In many ways, the same principle guides both sides of their lives: numbers matter, but people matter more. Four years after opening Equity Based Capital, Donna and Jeff are

“

We’re **extremely loyal** to brokers and to our REALTORS®.”

— DONNA GENOVESE

still growing the company exactly the way they intended — one relationship, and one loan, at a time. ▼





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Brad HUDSON

PHOTOS BY ASCEND STUDIOS

READY FOR *What's Next*

After more than 15 years in telecommunications, Brad Hudson saw change coming and built his next career before he needed it. One year after going all in on real estate, there is no looking back.

Brad Hudson has always been pretty good at reading the writing on the wall.

It served him well during more than 15 years in telecommunications, an industry where companies changed names, ownership shifted, stores opened and closed, and yesterday's way of doing business could quickly become obsolete.

It's serving him even better in real estate.

Brad started working for a Nextel dealer when he was just 15 years old. Over the years, Nextel became Sprint, Sprint eventually became part of T-Mobile, and Brad grew right alongside the business. What began as a sales position turned into store management, then district management, senior district management, and eventually a sales director role.

The company itself grew from three stores to 30 across Connecticut, Massachusetts, and Virginia, with Brad ultimately helping run an organization of roughly 200 employees.

He had built an entire career there.

But working on the privately owned side of a massive telecommunications company came with constant pressure. There were always numbers to hit, metrics to meet, and the possibility that corporate decisions could change everything overnight.

When T-Mobile acquired Sprint, Brad had a feeling his chapter there might be coming to an end.

For someone who had essentially grown up in the industry, the realization was unsettling.

"This is all I know," he remembers thinking.

But there was another career Brad had been curious about for years.

When he purchased his first home around 2013 or 2014, he found himself fascinated by the real estate process and by what his agent did every day. The idea stuck with him. So while his telecommunications career was changing, Brad decided to get his real estate license.

The timing was far from perfect. COVID had turned the working world upside down, Brad was going through a divorce, and his children were still very young. After briefly finding himself unemployed for the first time in his life, another corporate opportunity came along.

Brad took it.

He joined OSL and eventually became a regional sales director overseeing approximately 100 locations throughout New England. Real estate could have easily become something he tried once and forgot about.

Instead, he kept his license and started building.

At first, he fit real estate around his full-time job. Because much of his corporate work had shifted remotely, Brad could handle his responsibilities and then head out for a showing or work with a client when time allowed.



“

If I could do this while working full-time, what could I do if

I actually gave it everything?

— BRAD HUDSON

Eventually, the numbers became impossible to ignore.

While still working full-time, Brad sold 11 homes in one year and generated roughly \$80,000 to \$90,000 in GCI.

“If I could do this while working full-time,” he remembers thinking, “what could I do if I actually gave it everything?”

By the beginning of 2025, Brad could once again see change coming. Sales directors were being laid off, and rather than wait to find out whether he would be next, he started preparing. He focused on his pipeline, put more energy into real estate, and made sure he was ready if his corporate career suddenly disappeared.

At the end of February 2025, it did.

This time, Brad didn’t look for another corporate job. He went all in on real estate.

From March through the end of the year, Brad sold 32 homes.

For someone who had spent most of his life working inside someone else’s organization, the success



confirmed that the career he had been building on the side was ready to become something much bigger.

Today, Brad is with Real Broker Connecticut, and much of his early momentum came through social media.

Even before he had consistent business of his own, Brad made a point to stay visible. If he was hosting an open house for another agent or heading to a showing, he shared it. Over time, friends and people in his network began reaching out.

They had been watching him build his business all along.

But Brad believes succeeding long-term in real estate requires more than visibility.

It requires adaptability.

The industry changes too quickly, he says, for anyone to become overly comfortable with the way things have always been done. Brad invests heavily in staying current through Tom Ferry Elite Coaching, weekly coaching calls, industry events, and continuing education.

Whether it’s understanding new technology and AI or adjusting strategies to help buyers compete in multiple-offer situations, Brad wants to understand the market his clients are dealing with today, not the one agents were working in years ago.

That same thinking applies to sellers. His goal isn’t simply to put a home on the market. It’s to understand how to position it, create competition, and produce the strongest possible outcome.

For Brad, adaptability comes down to being willing to keep learning and changing as the business changes around him.

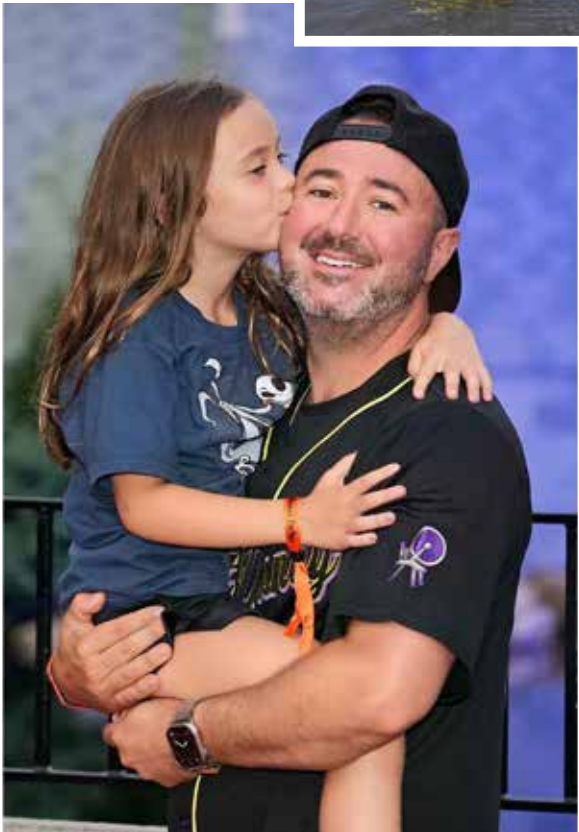
And these days, success has given him something his previous career often couldn’t: more control over his time.

Outside of real estate, Brad’s children are the center of his world. The flexibility of his schedule allows him to be there for their sports and activities, spend more time with them, and stay involved in the community. He has also made travel a bigger priority, taking advantage of the freedom that comes with building a business of his own.

Brad spent years preparing for whatever might come next.

Now, for the first time, he isn’t waiting to see what comes next.

He’s building it. 🏡



“
You have to be willing to keep
learning & changing
as the business changes around you.”
— BRAD HUDSON



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PHOTOS BY
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DELEON

HOME INSPECTIONS

A Trusted Resource

AFTER A CAREER THAT
TOOK HIM FROM
NASDAQ TO ENERGY
AUDITING, INSULATION,
AND CONSTRUCTION,
RALPH DELEON FOUND
A WAY TO BRING
DECADES OF HANDS-ON
KNOWLEDGE TOGETHER
UNDER ONE ROOF.

Before Ralph DeLeon ever became a home inspector, he had already spent years learning how things worked.

Sometimes that meant computer systems. Other times, it meant insulation, energy loss, or construction. His career took enough turns that, at the time, there was no reason to think they were leading toward the same destination.

Today, they make perfect sense.

Ralph started his career working with computers before landing a position at the NASDAQ stock market, where he spent four and a half years. He was part of the Y2K team and was there on September 11, 2001, when he was responsible for shutting down the NASDAQ stock market as the towers were collapsing.

After eventually leaving the technology industry, Ralph moved into graphic

design, creating catalogs for the Danbury Mint, designing logos, and taking on other creative work. When changes within that industry led to another career transition, Ralph entered an energy training program that would unknowingly lay much of the foundation for what he does today.

He earned approximately 15 certifications in areas ranging from OSHA and hazardous communications to construction, lead abatement, and asbestos supervision. He became BPI certified and worked as a home energy auditor, assessing insulation, energy consumption, and heat loss.

That experience led to a project management position with SolarCity, before its transition to Tesla Energy, and later to Connecticut Basement Systems, where Ralph gained additional hands-on experience with spray foam and cellulose insulation.

By the time he seriously considered home inspection, he wasn't starting from scratch.

He understood homes because he had spent years working with the systems inside them.

"I have hands-on knowledge," Ralph says. "It wasn't just that I read a book and got a job."

He joined an established home inspection company and spent four and a half years there. Over time, he began noticing something unusual. Clients were calling and asking for him specifically.

“
I’M GENUINE. I’M NOT
AN ALARMIST, AND
I DON’T SUGARCOAT
ANYTHING. MY JOB IS
TO MAKE SURE PEOPLE
UNDERSTAND WHAT
THEY’RE LOOKING AT.”
— RALPH DELEON

Curious about how they knew his name, Ralph started asking.

The answer was the reviews.

He discovered pages of five-star feedback from customers who had worked with him. It gave him the confidence to recognize that what he was doing, and particularly the way he was doing it, was resonating.

Ralph eventually stepped out on his own and launched DeLeon Home



Inspections. He is now approaching five years in business and nearly a decade in the home inspection industry.

For Ralph, though, knowing what he is looking at is only part of being a good inspector. Knowing how to explain it matters just as much.

“I’m genuine. I’m not an alarmist,” he says. “I don’t sugarcoat anything.”

Homebuyers are often nervous before an inspection even begins. Ralph sees his role as giving them the information they need without creating unnecessary fear. He explains what he is finding as he moves through the house and helps clients understand what requires attention, what is normal maintenance, and what may be a larger concern.

Every house has something, he explains. He even finds issues during new-construction inspections.

The goal isn’t to make a house sound perfect. It’s to make sure the buyer understands it.

That same approach has helped Ralph develop strong relationships

with real estate agents, and his role with them often extends well beyond a scheduled inspection.

He encourages newer agents to use him as a resource. If they are at a showing and encounter something they don’t recognize, Ralph tells them to call or FaceTime him. During inspections, he invites them to follow along while he explains electrical panels, systems, and other components of the home.

“I’m an educator also,” he says.

He also goes where his agents and their clients go. Rather than limiting himself to one small service area, Ralph travels throughout Connecticut and is willing to work from the Rhode Island border to the New York or Massachusetts lines.

Reports are delivered the same day, but Ralph’s relationship with his clients doesn’t end when the report hits their inbox.

A homeowner can call six months or even a year later with a question, and Ralph will still try to help.

“My service doesn’t end there,” he says.

That personal accessibility is especially important because DeLeon Home Inspections remains a small business. When an agent refers Ralph, they know who is going to show up.

These days, however, he has someone learning alongside him. Ralph’s 19-year-old son has been working with him for several months while pursuing plumbing and learning the inspection business.

Family has always been important to Ralph. He and his wife have been married for 26 years and have three children, ages 23, 19, and 16, along with Cody, their Shih Tzu-poodle. Outside of work, Ralph enjoys traveling with his family and cheering for the Yankees and New York Giants.

He also has a longtime passion for photography. When his children were younger, Ralph loved photographing their sports. Rather than posed team pictures, he preferred catching the moments in motion, a kick, a jump, or



a split second that might otherwise be missed.

Something is fitting about that.

Ralph has built a career around noticing things other people may overlook. But what has made DeLeon Home Inspections successful is what happens next. He takes what he sees, draws from years of experience, and makes sure the person standing beside him understands it too. ▀

“
MY SERVICE
DOESN’T END
WITH THE REPORT.
I WANT MY AGENTS
AND CLIENTS TO
KNOW THEY CAN
ALWAYS REACH
OUT TO ME.”
— RALPH DELEON



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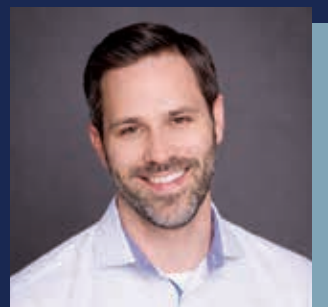


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AUDRA DIGELLO

● *The Long Game*

When Audra DiGello started in real estate, she didn't have the advantage of a built-in network.

She wasn't selling homes in the town where she grew up. She didn't have generations of family nearby, former classmates to call, or a long list of local connections waiting in her phone.

In fact, she barely knew the area.

"I was starting totally blank," she says.

What Audra did have was an interest in real estate, a willingness to work and, as it turns out, the patience to build a business the long way: one client, one relationship and one referral at a time.

Before real estate, Audra worked in New York City as a recruiter for a temporary staffing agency. She enjoyed the unpredictability of the job and knew a traditional nine-to-five routine wasn't for her. After getting married and having children, she stepped away from work to stay home with them, always thinking real estate might eventually be her next chapter.

Eventually came a little sooner than expected.

When her husband decided to leave the corporate world and pursue real estate investing, Audra figured there was no reason to wait. Her youngest son was around two when she earned her license, and fitting a new career around two young children wasn't easy.

Her first client, conveniently, was her husband.

Audra began helping him and his business partner purchase multifamily properties in New Haven. But beyond that, she was essentially starting from scratch.

Originally from New York, Audra had moved to Connecticut for her husband's career. Neither had family nearby, and she had spent her professional years working in the city. With limited childcare and few local connections, there was no ready-made sphere to tap into.

So she built one.

Slowly.

She met people through the gym, her children's activities, and

everyday life. She took on clients others might have overlooked and worked with investors buying multifamily homes and foreclosures in New Haven, sometimes properties selling for \$30,000, \$80,000, or \$100,000.

Audra never viewed a smaller transaction as a smaller relationship.

That philosophy would prove invaluable.

Some of those early investors went on to buy and sell ten or more properties with her. They referred parents, siblings, children, and friends. Clients who once purchased inexpensive investment properties now call Audra about





“

I DIDN'T HAVE A BUILT-IN NETWORK WHEN I STARTED.

*I was starting totally blank, so I built my business one **client**, one **relationship** and one **referral** at a time.”*

— Audra DiGello



homes worth several hundred thousand dollars. One client took three years before buying anything at all. She has since purchased multiple condos through Audra and eventually bought a home in Monroe.

“I’ve always just kept in touch with them,” Audra says. “I had to grind it, and that’s what I did.”

Today, much of Audra’s business comes from the trust she has built over those years. She stays connected through calls, cards, newsletters, client drop-offs, and simple check-ins. If she sees a property that makes sense for an investor she hasn’t spoken to recently, she’ll pick up the phone.

That last part is important.

Ask Audra what separates strong agents from everyone else, and her answer isn’t complicated.

“Answering the phone.”

It’s a simple philosophy that says a lot about how she works.

Audra meets buyers in person before they begin looking



at homes, walking them through financing, inspections, competition, offer strategies, and the realities of the process. Sellers receive the same preparation. She talks honestly about expectations, pricing, and which improvements are worth making and which aren’t.

She is equally candid about what she won’t do.

“I won’t buy a listing,” she says.

Audra would rather lose a listing by being truthful about the price than win one by telling someone what they want to hear. She’s direct, straightforward, and unapologetically herself, something she believes clients have come to appreciate.

But direct doesn’t mean insensitive.

Audra works with many estates, where selling a property can mean saying goodbye to a childhood home or sorting through decades of family memories. In those moments, she understands her role extends far beyond negotiating a transaction.

“You can’t just go in there like, ‘I’m just selling this home,’ and that’s it,” she says.

Knowing when to push, when to listen, and when to simply let someone tell a story is part of the job.

That understanding also plays an important role in Audra’s work as a Certified Senior Specialist. She has a special focus on helping seniors and their families navigate downsizing and the transition from a longtime home,



often working alongside families and assisted living communities throughout the area. She knows these moves are rarely just about selling a house. They can mean sorting through decades of belongings, memories, and milestones while preparing for an entirely new chapter.

To make that process less overwhelming, Audra has built a trusted network of professionals, including estate sale companies, attorneys, clean-out and removal services, movers, and cleaners. She helps families coordinate the many moving pieces, connecting them with reliable resources and providing guidance throughout the transition.

Her goal is to take as much stress off the family as possible while treating the home, the belongings inside it, and the memories attached to them with care and respect.

That same commitment to her clients has earned Audra recognition within the industry. Most recently, she was named a 2026 RealTrends Verified real estate professional, recognizing the top 1.5% of real estate professionals nationwide. She has also earned the Five Star Real Estate Agent Award for five consecutive years and Coldwell Banker’s International President’s Circle distinction, placing her among the top 4% of



Coldwell Banker affiliated sales professionals worldwide.

Outside of real estate, Audra is entering a new season herself. For years, weekends revolved around her children's sports. Her son played football from age seven through college, while

her daughter played lacrosse through high school and college. Those sidelines brought lifelong friendships and even a few clients, but they also dictated the family calendar for years.

Now, with her children 24 and 28 and both doing well,

“
FOR ME, IT'S
NEVER JUST ABOUT
SELLING A HOME.
*It's about being **honest**
with people, being there
when they need me and
building relationships
that last long after the
transaction is over.”
— Audra DiGello*

Audra and her husband are discovering what weekends without games look like.

There are dinners with friends, trips to Saratoga, quick getaways, and plenty of time near the water. Audra loves the beach and is especially happy walking the boardwalk when the weather is warm. She's also looking forward to traveling more and enjoying the freedom that comes with having grown children.

It's fitting that this chapter arrives at the same time her real estate career is stronger than ever.

For years, Audra built her business around everyone and everything else that needed her attention. Now, she has the freedom to see just how far she can take it.

“I love what I do,” she says.

And perhaps the best part is knowing exactly how she got here.

There was no shortcut, inherited network, or overnight success.

Audra built it herself, one phone call, one client, and one relationship at a time. 🏡

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FAQS



All About New Haven/ Middlesex Real Producers

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

Q: WHO RECEIVES Real Producers MAGAZINES?

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

Q: WHAT IS THE GOAL OF THIS MAGAZINE?

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

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

Q: DOES Real Producers HAVE EVENTS?

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

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

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

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

Q: WHAT DOES IT COST A REAL ESTATE AGENT/ TEAM TO BE FEATURED?

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

Q: WHO ARE THE RP-VETTED BUSINESSES?

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

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

Q: HOW CAN I RECOMMEND A BUSINESS?

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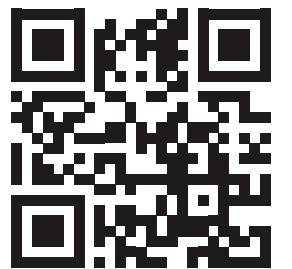


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