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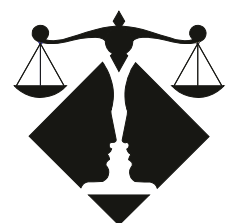
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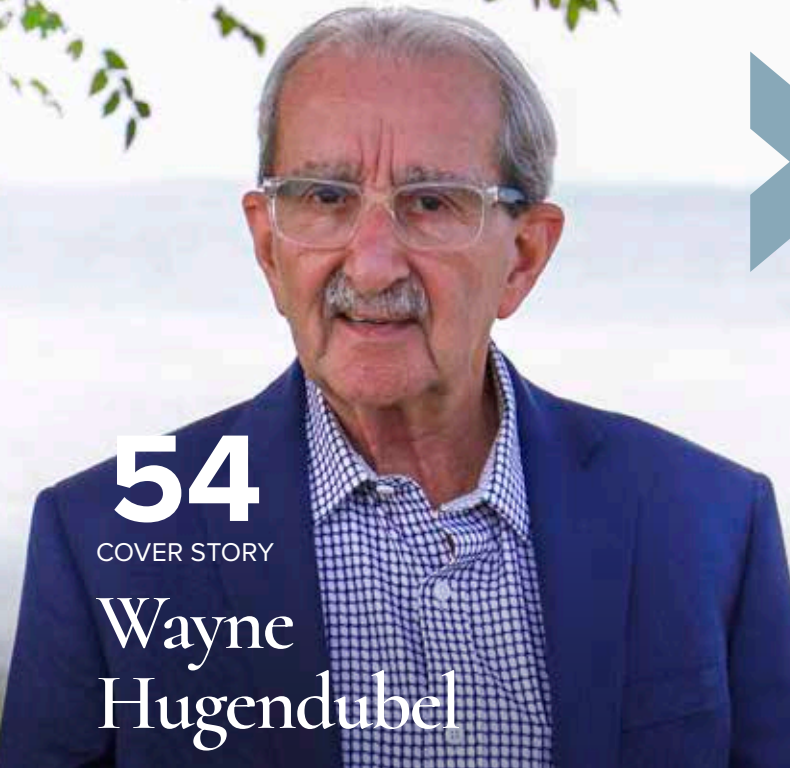
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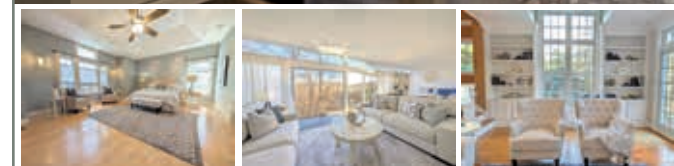


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If you are interested in nominating people for certain stories, please email us at: sam.kantrow@realproducersmag.com



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Erik comes from a background in construction as he joins the Sherwood Inspection Services team. For over 20 years, Erik has worked on multi-family units. Recently, he was involved in the construction of an elementary school. Erik now takes his knowledge and puts it to performing inspections for his clients. He is Bilingual (English & Spanish) and looks forward to helping others using his skillset. In his free time, he enjoys spending time with his daughter outside playing soccer and basketball.

INSPECTOR SPOTLIGHT:

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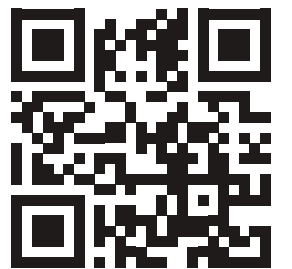


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WHO HAS THE AUTHORITY TO SIGN? A GUIDE FOR AGENTS TO AVOID DEAL-BREAKING DELAYS

In real estate, timing is everything. So when a deal falls apart days before closing because someone signed a contract without the legal authority to do so, it's not just frustrating—it's costly. We see this happen more often than you might think, especially when the person signing is not the record owner. Whether it's a family member with a Power of Attorney, a trustee managing a family trust, or someone handling the estate of a deceased loved one, the details matter. As a closing attorney, I want to help you spot these situations before they become deal-breakers.

Power of Attorney: Not All Are Created Equal

Let's start with Powers of Attorney (POAs). A POA is a legal document that gives someone (the "agent") the authority to act on behalf of another (the "principal"). In real estate, this often comes up when a seller is out of the country or incapacitated. But not all POAs are valid for real estate transactions. The POA must:

- Be properly executed and notarized.
- Explicitly include authority to conduct real estate transactions.
- It should be recorded with the town clerk if it's being used for the sale of real property.

Common Issues:

- Expired or revoked POAs
- Missing required language
- Agents signing without having the original or a certified copy in hand

Our advice? Always have the POA reviewed early in the transaction—before the listing agreement, if possible.

Trustees: Trust, but Verify

If a property is owned by a trust, the trustee—not the individual—must have authority to sign. And that authority must be spelled out in the trust documents. We recently saw a deal fall apart because no one reviewed the trust before the contract was signed. The seller—who thought they had full authority—was actually only one of multiple trustees. Even worse, the trust required court approval for the sale. By the time this was discovered, the buyer had walked, and everyone lost time and money. To avoid this, request a copy of the Certificate of Trust early on. It should confirm:

- Who the current trustee(s) are
- What powers do they have
- Whether there are any restrictions, like needing court approval

Executors and Administrators: Court-Granted Authority Only

If the record owner has passed away, the only person who can legally sign for the estate is someone appointed by the Connecticut Probate Courts. This could be:

- An Executor (if there was a valid will), or
- An Administrator (if the person died intestate)

This person must obtain Letters Testamentary or Letters of Administration, which serve as official proof of their authority.

Agent Tip: Just because someone is a surviving spouse or child doesn't mean they automatically have the right to sell. If the estate is still in probate, court approval may be required—even for a sale that's "by the book."

We've helped agents navigate situations where family members assumed they could sell grandma's house after her passing—only to find out they needed to go through probate first. Without early legal review, this can cause major delays or lost deals.

What You Should Do as an Agent

Here's how you can help keep transactions smooth:

- Ask early: "Who owns the property?" and "Will you be the one signing the contract?"

- Look for red flags: Mentions of trusts, deceased owners, or someone signing "on behalf of" another.
- Involve a closing attorney early: A quick document review can prevent weeks of delay.

A Note from Our Firm

At our firm, we're here not just to close deals—but to protect them. We're happy to review powers of attorney, trust certificates, and probate documents before your clients sign contracts. A 15-minute review upfront can save weeks of headaches later.

We know your reputation is built on smooth transactions and reliable advice. Our goal is to be your behind-the-scenes legal partner—making you look like a rock star in front of your clients. Your clients trust you to keep the deal on track.

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2024

BY THE NUMBERS

Here's What the Top 300 New Haven & Middlesex Agents Sold...



22

AVERAGE TRANSACTIONS PER AGENT



SALES VOLUME

\$3,395,113,874



TOTAL TRANSACTIONS

6,336



\$11.36 Million

AVERAGE SALES VOLUME PER AGENT

A SEASON TO MINGLE

November 19th, 2025

Sip, mingle, and show off your ugliest holiday style! Real Producers is bringing the cheer to Comomango in Madison on Wednesday, November 19th, from 4–6 PM for an evening of festive fun.

This special Ugly Sweater Social is the perfect way to kick off the holiday season with our amazing community of agents, partners, and friends. Come ready to enjoy seasonal cocktails, laughter, and plenty of holiday spirit—all while competing for the unofficial title of "best worst sweater." Mark your calendars now and join us for an unforgettable night where the sweaters may be ugly, but the memories will be anything but.

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For as long as she can remember, Alyssa Mucha has seen the world through a viewfinder. She still recalls the feeling of holding her first camera at the age of fifteen. While other teens were experimenting with sports or hobbies that came and went, Alyssa found her constant. “I’ve had a camera in my hand since I was 15,” she says with a smile. “It’s always just been part of me.” Photography began as a pastime, but it quickly grew into a way of life. A self-proclaimed hobbyist, Alyssa never thought she would make a career out of her love for images. Yet whether she was on a walk through the woods or wandering the streets of a small town, her camera was always by her side. What drew her most was architecture, the character in weathered windows, the symmetry of staircases, and the quiet beauty of buildings that have stories to tell. Her love of structure and detail made real estate photography feel like a natural extension of who she already was.

Finding a Path in Real Estate Photography

When Alyssa began photographing listings for real estate agents, she realized that she was not just taking pictures. She was helping to capture moments in people’s lives. A home is never just a set of walls; it represents memories, milestones, and sometimes difficult transitions.

“I think what I love most about working with agents is that every house has a story,” she explains. “Some people are buying because they are starting a new chapter. Others are selling because of loss or change. There is so much emotion tied into the process, and I try to be sensitive to that.”

That sensitivity is reflected in the way she works. Alyssa’s gentle approach allows her to step into a space and see it not just for what it is, but for what it could mean to potential buyers. She notices when a room could benefit from a small adjustment, shifting a chair,

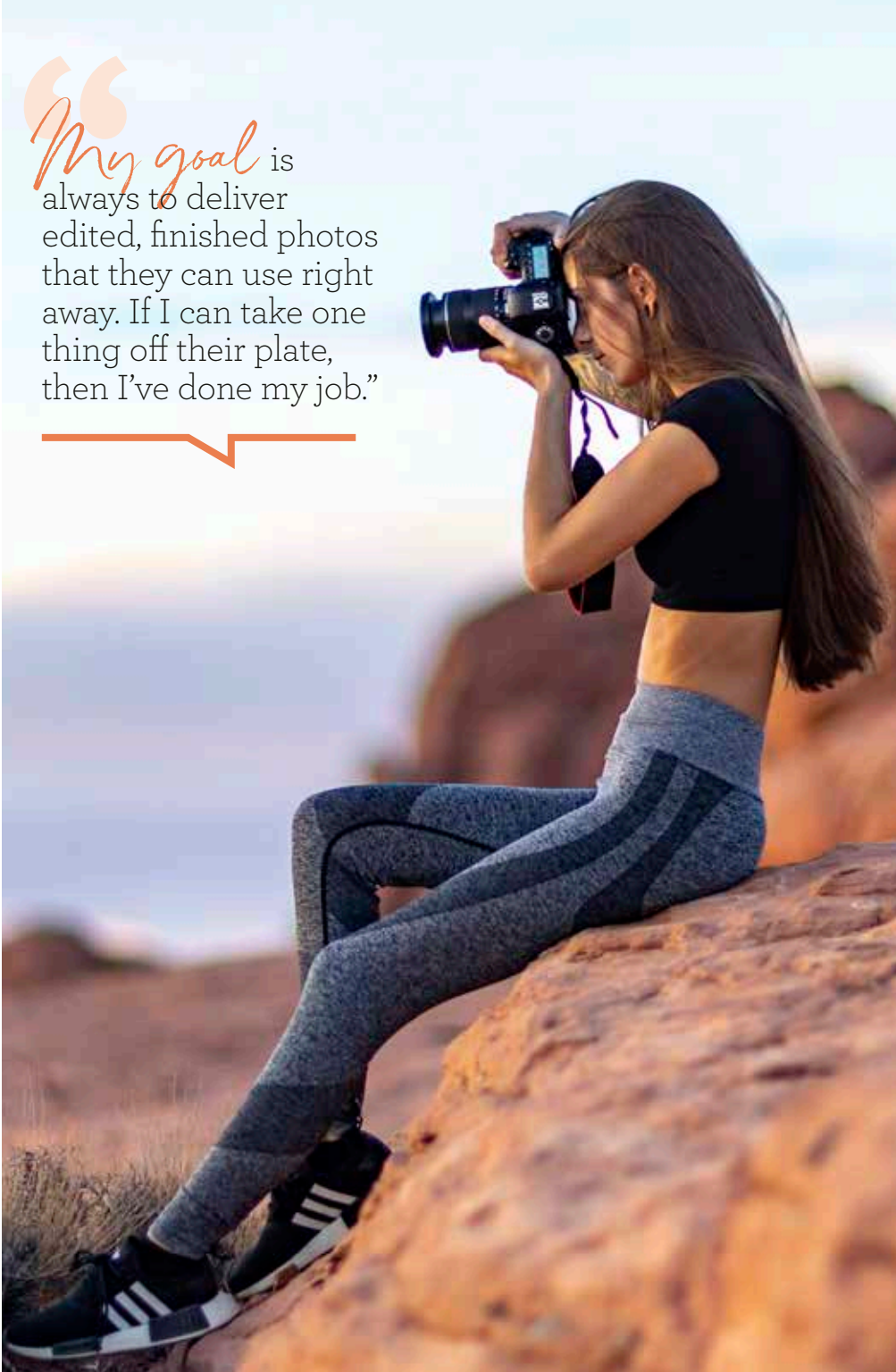
moving clutter out of frame, or opening a curtain to let the light pour in. She does it with ease, helping homeowners and agents alike feel comfortable with the process.

“I’ll walk in and just quietly suggest, let’s move this or let’s take this away. It’s not about changing the home, it’s about

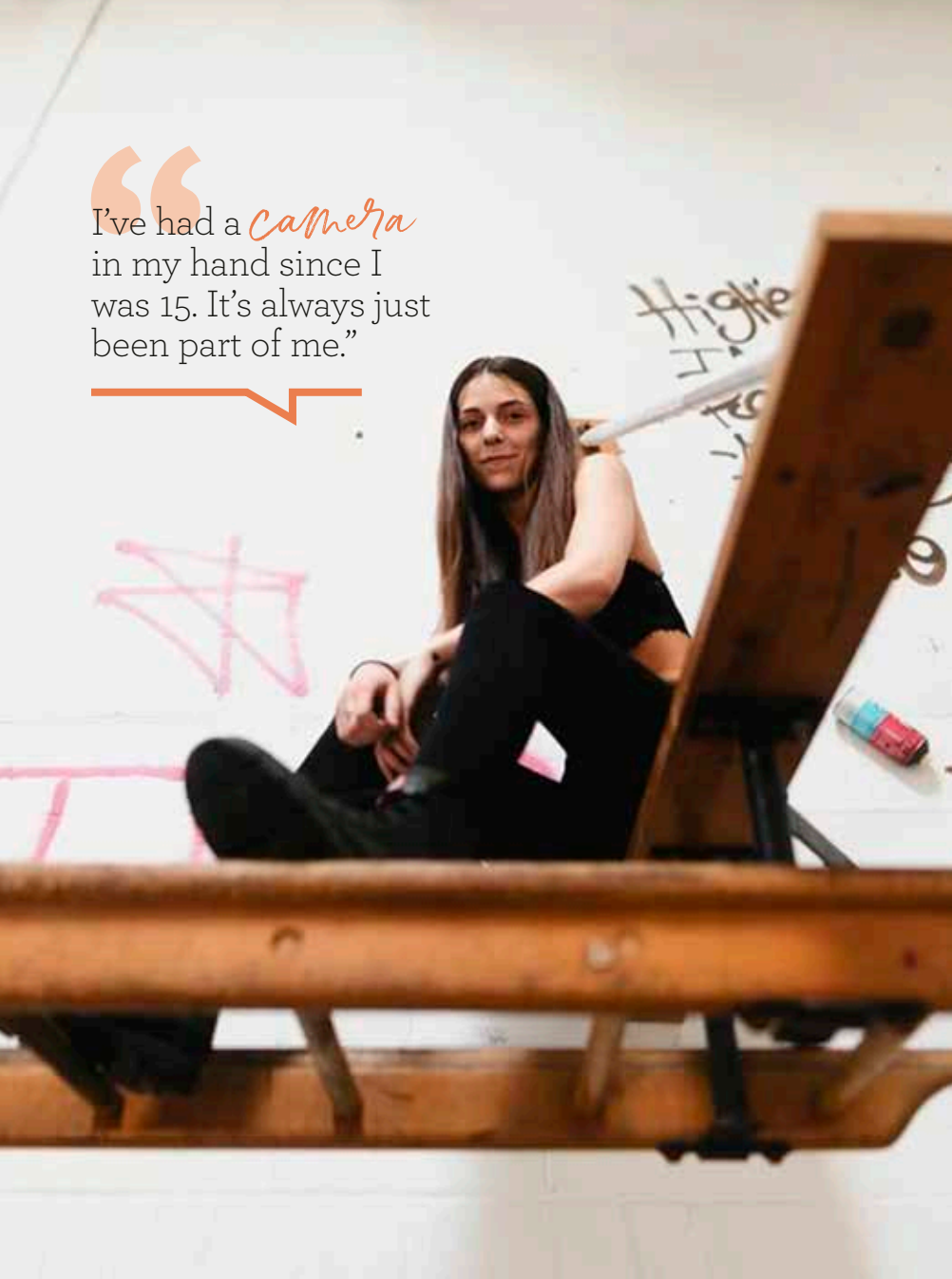
making sure it photographs as inviting, spacious, and appealing,” Alyssa says.

Quiet Reliability and Lasting Partnerships

While her artistry sets her apart, it is Alyssa’s work ethic that agents rave about. In an industry where time is money and deadlines cannot be



“I’ve had a *camera* in my hand since I was 15. It’s always just been part of me.”



lighting will be correct. Her consistency allows them to focus on their clients, confident that the visual representation of their listings is in good hands.

“I want the agents I work with to feel like they don’t have to lift a finger,” she explains. “My goal is always to deliver edited, finished photos that they can use right away. If I can take one thing off their plate, then I’ve done my job.”

Passion That Extends Beyond the Lens

Though real estate photography fills much of her professional life, Alyssa remains connected to the passions that first inspired her. On a day off, you are likely to find her outdoors, wandering wooded paths or admiring the craftsmanship of an old building. These quiet pursuits fuel her creativity and keep her grounded in the beauty that first sparked her love of photography.

Her artistry continues to grow with every listing she photographs, but at the heart of her work is the same curiosity and wonder that made her pick up a camera as a teenager.

The Story Behind the Photos

At its core, Alyssa’s work is about more than images. It is about people.



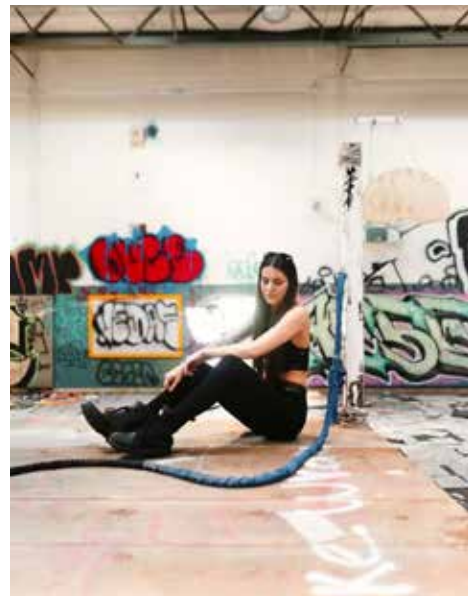
It is about the stories that live inside every home and the trust agents place in her to bring those stories to life for potential buyers.

Her journey is proof that when passion meets purpose, the results are undeniable. She has built a business not just on her talent, but on her warmth, kindness, and unwavering dependability. For agents, that combination is invaluable.

Alyssa Mucha may have started her professional journey only a short time ago, but her artistry and reliability have already made her a standout in the world of real estate photography. With a camera in her hand and a heart attuned to the stories within every space, she continues to bring homes and the lives they represent into focus.

missed, she has built a reputation for reliability. She is punctual, professional, and remarkably quick with turnaround. As one of her colleagues put it, “She’s the easiest person to work with on the planet. You never have to worry about a thing; her photos come back flawless every time.”

In just a year and a half, Alyssa has become a trusted resource for top agents who know that working with her means the job will be done right. They do not have to chase her for files or worry about whether the



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Huge thanks to the sponsors who powered this one: Steph Herzog Interiors, Sherwood Inspection Services, Pioneer Environmental, Revolution Mortgage, New England Lending, and Retirement Income Source. And props to Cristian and Sebastian from Ascend Studios for catching every angle of the night—you'll see what we mean in the photos ahead.

Missed out? You've got another shot. On November 19, we'll be at Comomango in Madison from 4 to 6 pm, kicking off the holiday season with an Ugly Sweater Party. You'll want to be there.

Flip through the photos, then scan the QR code for the video recap. It's the next best thing to being in the room.



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Matt LOVERCI

Crafting a Career in Real
Estate, From the Ground Up

BY GEORGE GROTHEER
PHOTOGRAPHY BY ASCEND STUDIOS

To build a career in the modern real estate industry, sometimes you have to go up from the studs. Matt Loverci has become a rising star in the field because he took an interest in what makes a house a home early on in life.

"I've always been interested in woodworking and houses and construction, because that's what I took in high school," Loverci says. "I went to a technical high school, so the first couple of years were cabinetry, the second couple of years were construction."

Out of high school, Loverci took on work in construction – then the pandemic hit and he decided to head into the classroom.

"I decided to get my real estate license. I was taking a couple of marketing classes over at Gateway," he says. "I kind of dove in head-first."

Loverci says the start of his career was a challenge as a 19-year-old trying to make a name for himself with established professionals all around him – especially as a global pandemic threw the industry into flux. He says he put his head down and consistently showed up every day and things started to come around for him.

"That first year, I didn't have the clientele yet to be able to find people houses – and at nineteen, a lot of my friends my age weren't ready to buy

houses," he says. "2021 was also super tough, but one of my niches was working with investors."

Loverci says he became passionate about working with investors, flipping houses, and representing clients who wanted to upgrade. That, he says, has helped him grow exponentially in the industry in the years since the pandemic.

"I took a lot of classes and learned from different agents," he says, describing himself as a sponge for anything anyone would teach him in the early days of his career. As he has found his footing in real

“
I know there
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BUT I TOLD
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GOING TO
GIVE UP.”





estate, Loverci says he prides himself on his connections with his clients.

“I will never try to push something on somebody if they aren’t ready – and I think people see that, and know that they can trust me,” he says. “It’s the biggest purchase someone can make in their life, so you want to work with somebody that is not just looking for the sale – you want somebody who will be by your side.”

Loverci is active on social media and stays connected with his base beyond birthdays and anniversaries.

“I do ‘pop-bys’ for friends and family and clients, just to let them know that I’m thinking of them.”

Recently, Loverci has branched out from residential real estate to commercial sales and investment properties. He likes having the breadth of knowledge to apply his skill set to different lots as each case builds his confidence.

“I know there is a high turnover rate in the real estate business, but I told myself I wasn’t going to be

one of those,” he says. “I’m not going to give up.”

As he builds his real estate empire, Loverci still makes time for his love of carpentry. He makes closing gifts for his clients through wood-burning and woodcarving, calling it a great stress reliever. He plays golf and pickleball and has recently started picking up the guitar... all hobbies that keep him refreshed for his



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”



day job – a day job that will soon apply to his personal life, as he looks to buy his first home.

“It was always my goal for twenty-five to be able to do that, so I’m looking now,” he says. “I’m excited!”

Whether he represents himself or finds an agent of his skill level, this rising star will find himself in a dream home – as many of his clients already have.



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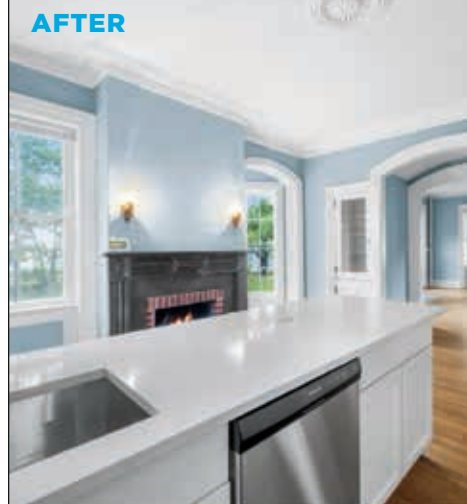
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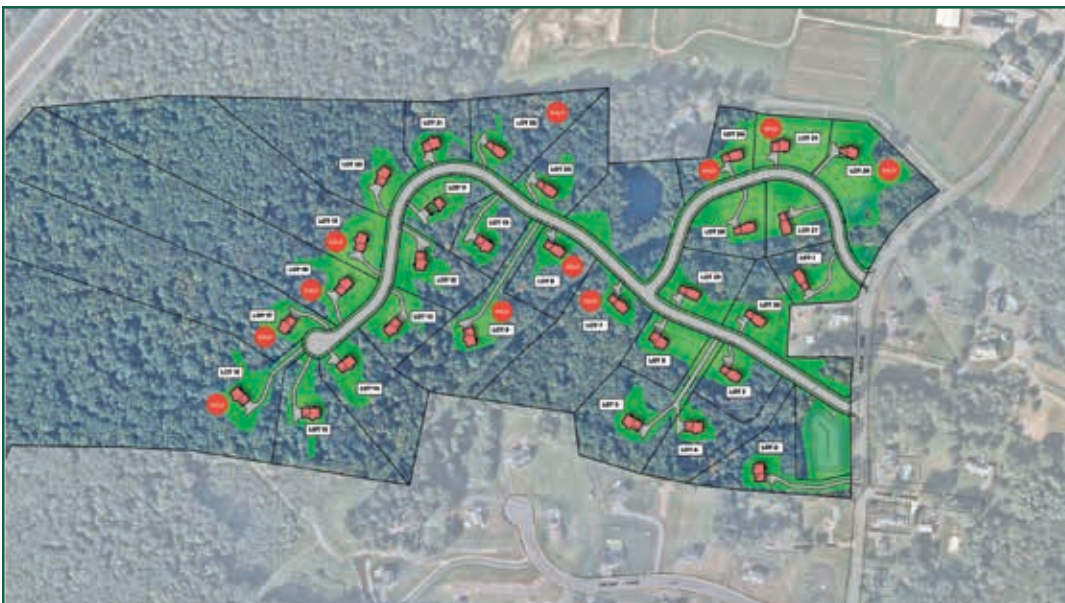
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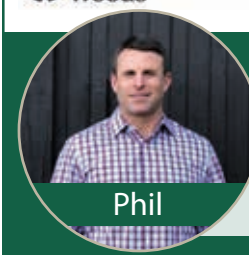
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For Edison Cahuana, owner of EC Detailing, detailing is not a side job or a quick clean-up service. It is a craft, built on years of hands-on learning, professional training, and an unwavering commitment to treating every car like it is his own.

That passion began in 2018, when Edison bought his first car, a brand-new white Honda Accord. Anyone who has ever owned a white car

knows the challenge. Every speck of dirt shows. Edison dove headfirst into research, learning techniques online, experimenting with products, and perfecting the art of paint care. Soon, he was detailing cars for his family and his father's coworkers in New York on weekends. Word spread quickly. People noticed the difference.

When the pandemic paused his construction job and other work, Edison





took a step back and asked himself what he truly wanted to do. His father reminded him of how much he loved taking care of cars, and the idea of turning a hobby into a business took root. In 2023, EC Detailing officially opened in Madison, and the business has not slowed down since.

Building Trust Through Expertise

Edison knew early on that passion alone was not enough. He invested in certifications and advanced training to ensure that every vehicle he touched received the best care possible. One of his specialties is ceramic coating application, a process that requires precision and expertise. These coatings protect vehicles for three to eight years, defending against scratches, chemicals, acid etching, and the Connecticut shoreline's tough conditions.

He has worked on countless high-end vehicles, including BMWs, Audis, and Porsches. Each comes with unique paint systems and challenges. Some

require multi-step polishing processes to achieve a flawless finish. Others demand extreme care to avoid damaging delicate surfaces.

Edison understands the difference, and his clients trust him to deliver showroom-quality results every time.

“Every car I detail gets the same level of attention, whether it is a luxury vehicle or a daily driver,” Edison says. “If I would not accept it on my own car, I am not delivering it to a client.”

Interiors get the same thoughtful approach. Edison avoids overly aggressive methods that can cause damage and instead uses tools like steam cleaning and dry extraction to restore fabrics and leather without leaving behind moisture that leads to

mildew. His process is meticulous, but it is also efficient. Proof of years spent honing his craft.

The Emotional Side of the Work

For Edison, detailing is more than polishing paint or shampooing carpets. It is about pride of ownership and respect for a client's second-most valuable investment after their home.

“Growing up, my dad would always make sure we washed the family car,



“I treat every car like it is mine,” he says. “That is the only way I know how to work.”

A Partner for Real Estate Agents and Homeowners

Real estate agents know the importance of making a strong first impression. For many, their car is their office on wheels. A spotless, well-maintained vehicle reflects professionalism and attention to detail. Two qualities that clients notice right away.

EC Detailing has become a trusted partner for agents across New Haven and Middlesex Counties who want to put their best foot forward.

New homeowners also benefit. A detailing package from EC Detailing makes a unique and memorable closing gift. Instead of a bottle of wine or a fruit basket, clients receive a service that transforms their car and adds excitement to their move. It is thoughtful, practical, and unforgettable.

A Reputation That Speaks for Itself

In a short period of time, EC Detailing has built a

reputation for excellence, backed by five-star reviews across the board. Customers highlight Edison's professionalism, punctuality, and commitment to perfection. Many mention the extra effort he puts into ensuring that every detail is right, no matter how small.

That reputation has led to repeat clients and referrals, helping EC Detailing grow quickly through word-of-mouth. Edison's long-term goal is simple. To continue raising the standard for vehicle care in the shoreline community.

Looking Ahead

For Edison, EC Detailing is not about volume. It is about building lasting relationships, delivering unmatched value, and creating an experience that clients remember. Whether it is an everyday driver, a family SUV, or a high-performance sports car, every vehicle receives the same care and attention.

“My goal is always the same,” Edison says. “Make the car look and feel like new, and make the client proud to drive it.”

With a foundation built on passion, training, and trust, EC Detailing has quickly become one of the shoreline's most respected detailing businesses. And it is only the beginning.



even when we did not have much,” Edison recalls. “He taught me that taking care of the car was not about vanity. It was about respect for what it provided for our family.”

That lesson stuck. Today, Edison brings the same sense of care and responsibility to every vehicle he works on. He has even been known to go out of his way, driving to pick up a specialty touch-up paint for a client, to ensure a finish looks perfect.



“EVERY CAR I DETAIL GETS THE SAME LEVEL OF ATTENTION, WHETHER IT IS A LUXURY VEHICLE OR A DAILY DRIVER,”



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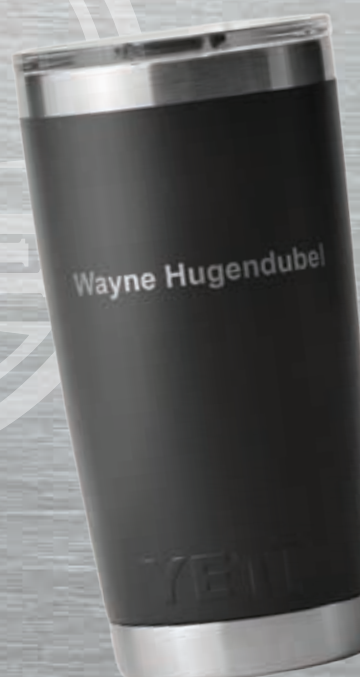
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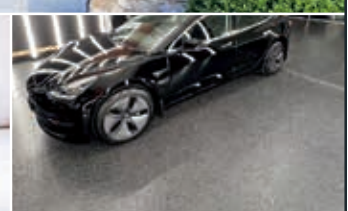


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WAYNE

A NAME YOU DON'T FORGET

HUGENDUBEL

BY GEORGE GROTHEER • ALYSSA MUCHA PHOTOGRAPHY

The path to becoming a top agent doesn't always follow a straight line. Some step into real estate as a second or third career, others during college, while some don't attend college at all. Wayne entered the National Guard after high school. He then worked at Winchester's as a major program coordinator. Following that job, he worked as a bartender and a waiter at various successful restaurants.

"Being a program coordinator for all the major programs involved coordinating everything from design to manufacturing to corporate presentations," he says. "It was quite an experience, but I think that's what really helped me in the real estate world – to juggle a lot of things simultaneously."

Hugendubel says he left Winchester's for a different gun manufacturer at a time when the manufacturing sector in this state was downsizing and many businesses were closing up shop. The company he joined happened to be in the process of going broke, leaving him unemployed after just three months. He subsequently found work as a waiter, bartender, and manager of a restaurant in Milford. He managed that restaurant for eight years and then departed for a new venture.

"I chose the world of real estate on a whim," he says.

Hugendubel began with McLean Tiernan Real Estate in West Haven, an older firm in operation since the Great Depression. He credits Philip McLean, the owner, as a major mentoring figure in his life.



McLean was extremely supportive and knowledgeable in this field.

“He was tough on me, but also very fair,” Hugendubel says. “He taught me everything I know today. It was a great ride, and I cannot overstate his impact on me.”

After McLean passed in the early 90s, Hugendubel joined another firm that was acquired by Coldwell Banker about twenty years ago.

“It’s a fabulous, family-oriented company,” Hugendubel says.

He says he appreciates that his work shares that value, now four decades

into his real estate career as a top agent in the field.

But what sets Hugendubel apart from his peers?

“I don’t ever feel that I sell homes,” he says. “I give guidance. I give professional guidance to my clients as to what’s in their best interest, therefore assisting them in making their own personal informed decisions.”

“When you are sitting at the table with someone, you are going to read them in two minutes,” he says. “Hopefully, they understand that you care about them and seek to help them achieve their objectives.”

The two-time Realtor of the Year award winner says real professionals in this business sincerely care about the welfare of their clients. This is what keeps people coming back. At this point, after many decades of dedicated service, Hugendubel says he has done more than twenty transactions for some families – buying, selling, renting, et cetera.

As he has witnessed the industry evolving, he says many methods for contacting clients have shifted. Hugendubel says a lot of the focus on staying in touch with clients and other realtors has shifted to online and social media spheres. He says many of his clients have been loyal for decades, and many of them are retired and not actively on these platforms.

Hugendubel says, “I work other avenues. I still contact them through social media like most others, but I am ‘old school’ in that I mail postcards to advertise and promote activity.”

“Believe it or not, a big part of my success can be attributed to my unusual



“

I give guidance. I give professional guidance to my clients as to what’s in their best interest, therefore assisting them in making their own personal informed decisions.”



“

I have always been a good people person and truly enjoy connections and relationships.



surname. People often ask my name, and they often recognize and remember it because of its uniqueness. Some children, upon hearing it, will giggle or poke fun at it. The funny thing is, ten years later... they're calling me!"

Hugendubel now shares his impressive last name with a wife and two grown children, as well as two grandchildren. Even though he works seven days a week, Hugendubel finds and makes time to spend with family. He enjoys golfing and boating on Lake Zoar. His family travels up to Lake Winnepesaukee every year, finding friends and peace away from the noise of everyday living. Packaging together each experience has led to a lifetime of success for Wayne Hugendubel inside and outside the real estate industry.

"I have always been a good people person and truly enjoy connections and relationships. The people you meet, the experiences you share, and the long-lasting acquaintances you foster make everything better. I feel satisfied, content, and very lucky to have lasted and succeeded in this career."



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FAQS

All About New Haven/ Middlesex Real Producers

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

Q: Who Receives Real Producers Magazines?

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

Q: What Is The Goal Of This Magazine?

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

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

Q: Does Real Producers Have Events?

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

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

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



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

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

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

Q: Who Are The Rp-Vetted Businesses?

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

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

Q: How Can I Recommend A Business?

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