

NORTH CENTRAL JERSEY ASSOCIATION OF REALTORS®

NJR® CIRCLE OF EXCELLENCE  
SALES AWARD® GALA

2023

THURSDAY, MARCH 21, 2024

*The Venetian*

# North Central Jersey Association of REALTORS®

## A MESSAGE FROM OUR 2024 PRESIDENT CHRIS COCCIA



*Chris Coccia*

2024 NCJAR President

As we gather here today, I am filled with immense pride and joy as I extend my heartfelt congratulations to each and every one of our Circle of Excellence award winners. This year has been a journey filled with challenges, uncertainties, and unforeseen hurdles. Yet, through sheer determination, resilience, and unwavering commitment, you have not only persevered but thrived in the face of adversity.

In the realm of real estate, where the landscape is ever-changing and dynamic, your dedication and professionalism manifests itself more than ever before. Despite the myriad of challenges that presented themselves, you remained steadfast in your pursuit of excellence, delivering outstanding results and exceeding expectations at every turn.

Your dedication to your craft, coupled with your unparalleled work ethic, has earned you the admiration and respect of your peers. Your commitment to providing exceptional service to your clients, navigating complex transactions with finesse, and upholding the highest standards of integrity and professionalism sets you apart as true ambassadors of the real estate profession.

As we reflect on the achievements of the past year, let us not forget the countless hours of hard work, the late nights, and the sacrifices made along the way. Each success story, each closed deal, and each satisfied client is a testament to your unwavering dedication and passion for what you do.

As we look towards the future, I have no doubt that the coming year will bring its own set of challenges and opportunities. But I am confident that with the same level of determination, resilience, and spirit of camaraderie that has defined us thus far, we will continue to conquer new heights and achieve even greater success together.

So once again, congratulations on your remarkable achievements. May your success inspire others and serve as a testament to the limitless possibilities that lie ahead when we dare to dream, persevere, and strive for excellence.

Thank you for your unwavering commitment to our association and the real estate profession. Here's to another year of success, growth, and prosperity.

Chris Coccia  
2024 NCJAR President

2023 NCJAR® NJ REALTORS® Circle of Excellence Sales Award®

# North Central Jersey Association of REALTORS®

## 2024 OFFICERS & TRUSTEES



*Top Row from Left to Right:*

*Jerry Tuscano, Judith Mizzone, Debby Flower, Todd Seward, Dennis DeCarlo, Valeria Marin, David Weisbrod, Ilene Horowitz, Natalie Lentini, Bill Hanley, Jeffrey Jones, Lynne Mortimer, Melanie Selk*

*Bottom Row from Left to Right:*

*John DiNizio, Bill Flagg, Melissa Florance-Lynch, Michael Pennisi, Chris Coccia, Carolyn Bardach, Carol Tangorra, Angela Sicoli*

*Missing: Irving Cham, Tezeta Roro*

# North Central Jersey Association of REALTORS®

## 2024 SLATE OF OFFICERS & TRUSTEES

### **PRESIDENT:**

Chris Coccia, *Coccia Real Estate*

### **PRESIDENT-ELECT:**

Michael Pennisi, *Coldwell Banker*

### **TREASURER:**

Carolyn Bardach, *BHHS-Fox & Roach*

### **SECRETARY:**

Melissa Florence Lynch,  
*Realty Executives*

### **IMMEDIATE PAST PRESIDENT:**

Jerry Tuscano, *C-21 Elite Realty*

### **PAST PRESIDENTS:**

Bill Flagg, *ERA Queen City*

David Weisbrod, *White Realty*

Dennis DeCarlo, *C-21 Award*

Ilene Horowitz, *Coldwell Banker*

### **TRUSTEES:**

Carol Tangorra, *Prominent Properties*

Irving Cham, *Coldwell Banker*

Lynne Mortimer, *Coldwell Banker*

Tezeta Roro, *Keller Williams Suburban*

Valeria Marin, *Coldwell Banker Liberty*

Natalie Lentini, *Coldwell Banker*

Judy Mizzone, *Realty Executives*

Todd Seward, *ReMax First Realty*

### **NAR DIRECTORS:**

Angela Sicoli, *C-21 Award Agency*

John DiNizio, *Weichert Realtors*

Melanie Selk, *Re/Max Select*

Jeffrey Jones, *Amerisource Realty*

Debby Flower, *Valley Realty Co*

Bill Hanley, *Prominent Properties*

# North Central Jersey Association of REALTORS®

## 2024 NCJAR® STAFF



*Justin Kirkland, Karl Conrad, Ella Mae Gading-Delacruz, Bella Smith, Joan DellaPenna, Crystal Colón, Kacey Bloomfield, Nina Kaeser, Adria Bieksha, Darrell Wilson*

**Adria Bieksha** *Marketing Coordinator*

**Kacey Bloomfield** *Membership Administration*

**Mary Cano** *Chief Executive Officer*

**Crystal Colón** *Chief Innovation Officer*

**Karl Conrad** *Communications Coordinator*

**Ella Mae Gading-Delacruz** *Vice President of Communications & Media, Technology Specialist*

**Eva Jones-Brenn** *Chief Membership Administration; RPAC Coordinator*

**Nina Kaeser** *Professional Standards Administration; Broker of Record*

**Justin Kirkland** *Communications Coordinator*

**Michelle Perrone-Epstein** *Chief Operating Officer*

**Bella Smith** *Association Services & Locations Director*

**Josephine Tirado** *Membership Administrator; Branch Offices Manager*

**Darrell Wilson II** *Membership Engagement Coordinator*

2023 NCJAR® NJ REALTORS® Circle of Excellence Sales Award®

North Central Jersey Association of REALTORS®

NCJAR® VISION

## THE FACE OF REAL ESTATE

"To be the most informed, professional and engaged membership recognized as the leading local source for all real estate information."

## NCJAR® MISSION

To promote professionalism and ethical business practices and advocate for the rights of our members and protect and promote private property rights for the consumer.

## NCJAR® SCHOLARSHIPS

Established in the Names of:

Dean A. Gallo

Michael H. Campell

Edward "Ned" Ward

Alex DeCroce

# North Central Jersey Association of REALTORS®

IS PROUD TO ANNOUNCE OUR MEMBERS



## **2023 REALTOR® OF THE YEAR** **WILLIAM "BILL" FLAGG**

ERA Queen City  
Realty Scotch Plains



## **2023 ROOKIE OF THE YEAR** **George A. Castro IV**

Premier Homes  
In both NJ & NY



## **2023 AFFILIATE OF THE YEAR** **Alishia Taiping**

Guaranteed Rate Affinity  
Paramus

# North Central Jersey Association of REALTORS®

## NCJAR® CIRCLE OF EXCELLENCE

### VERIFICATION COMMITTEE

Valerie Altomare

Robert Bailey-Lemansky

Catherine DeBenedictis (*Vice  
Chairperson*)

Laura Brockway

Judy Carlsson (*Vice Chairperson*)

Sophia Constandinou

Katherine Cuno

Leslie Czapka

Olga Dfouni

Christian Dubuque-Strenz

Judith Dudgeon

Marie Episale (*Chairperson*)

Tere Episale

Jocelyne Holden (*Vice Chairperson*)

Bradley Horner

Catherine Lawton

Toni Lucas

Colleen McMahon

Jodi Monro

Marcela Moore Iulo

Tracy Nix

Patricia O'Connor

Halane Ohayon

Suzanne Parisi

Regina Petry

Brenda Putzer

Nicole Ruggiero

Mary Ryder (*Vice Chairperson*)

Carol Tener

Kathleen Thomas

John Tierney

Jennifer Vongas

Alisa Zlotnikoff

# CONGRATULATIONS TO NCJAR'S

NJ REALTORS® 2023 CIRCLE OF  
EXCELLENCE SALES AWARD®  
RECIPIENTS

# 956

**134**

PLATINUM

**163**

GOLD

**244**

SILVER

**415**

BRONZE

**View List at**

**[www.NCJAR.com](http://www.NCJAR.com)**

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## NJ REALTORS® DISTINGUISHED SALES CLUB AWARD

*Recipients*

The NJ Realtors® Circle of Excellence® Sales Award® recognizes those members who have demonstrated excellence in the field of salesmanship.



# 2023 NJ REALTORS® CIRCLE OF EXCELLENCE WINNERS



*It is with great pride & admiration that we acknowledge the tremendous accomplishments of these fine REALTORS®*



Christopher Bruscano



Lynette DeLisa



Andrea Martone



Lauren Parrella



Paola "Natalie" Chiesa



Matthew DeFede



Keren Gonen



Todd Behnken



Jeannette Burke



Melissa Florance-Lynch



George Iacobelli



Catherine Kut



Joan LaGreca



Christine N. Marotta



Margarat "Peggy" Potomic-Noble



Johanna Rivera



Steven Rosal



John "Damian" Ryan



Vincenza "Vinnie" Scanzo



Glenn R. Schechter



Regina Solarino



Christian Vega



Brian Weatherwalks



Dana Billups



Stephanie Blumert



Therisa Campbell



Francis "Frank" Cifalino



Christine Cunningham



Kristen DeLeo



Angela Erichsen



Julie Fox



Francisco "Frank" Garcia



Karen Hug



William "Bill" Lawrence Jr.



Ingrid Lopez-Ortega



Barbara Matchett



Alison E. Miller



Margarita Nova



NEW JERSEY REALTORS® Distinguished Sales Club  
Joanna Patereck



Laura Piccoli



Jessica Rojas



Klara Segal



Aura M. Villa Sanchez



Pamela "Pam" Willard

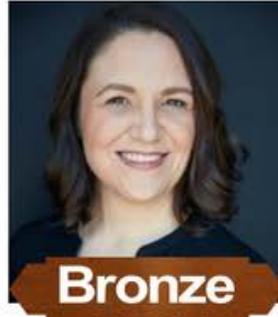


*Congratulations!*

**Coldwell Banker Realty Ringwood Office**



**Barbara Pagella**  
Sales Associate



**Darcie Hunter**  
Sales Associate



**Alvera Lewandoski**  
Sales Associate

*Congratulations!*

**Coldwell Banker Realty Kinnelon/Butler Regional Office**



**Laura R. Bellini**  
Sales Associate



**Lucille Brule'**  
Broker Associate



**Jennifer Ellis**  
Broker Associate



**Cindy Gallagher**  
Sales Associate



**Beverley Gaudio**  
Sales Associate



**Betty Ann Hedden**  
Sales Associate



**Marilyn Lapham**  
Broker Associate



**Judith Longo**  
Sales Associate



**Anthony Piccirillo**  
Sales Associate



**Kim Saade**  
Sales Associate



**Rosemary Thompson**  
Sales Associate



**Marta Zak**  
Sales Associate



# Congratulations

2023 NJ REALTORS Circle of Excellence Sales Award Recipients



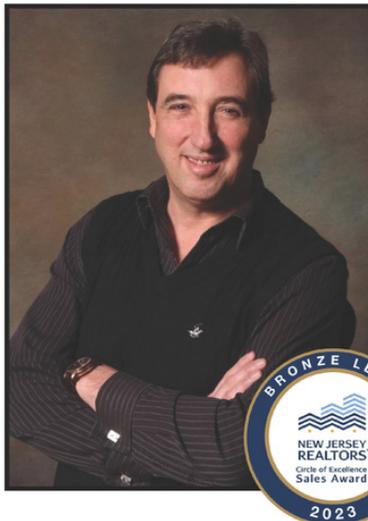
Karen Glowacki  
Broker  
Bronze Level



Alison Callow  
Broker Manager  
Bronze Level



AnnMarie DeGeorge  
Broker Manager  
Bronze Level



Kevin Colman  
Broker Manager  
Bronze Level



Dawn James  
Broker Associate  
Bronze Level



Ryan Matthews  
Sales Associate  
Bronze Level

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

GROSS & JANSEN,  
REALTORS®

## 4 Office Locations

Vernon - 542 Route 515 Vernon - 973-764-5555

Sparta - 100 Woodport Rd Sparta - 973-729-8727

Kinnelon - 2 Kiel Avenue, Kinnelon - 973-841-7440

Warwick NY - 23 Oakland Avenue, Warwick - 845-986-7005

CONGRATULATIONS TO OUR AGENTS WHO HAVE BEEN HONORED IN THE 2023 NEW JERSEY REALTORS CIRCLE OF EXCELLENCE! YOUR DEDICATION AND SUCCESS SET THE STANDARD IN OUR INDUSTRY.

PLATINUM LEVEL



GENE LOWE  
WAYNE



JOSEPH SIMONE  
WAYNE



EUGENE LOWE  
WAYNE



DOUGLASS HOLMES  
LIVINGSTON



KEITH KIRKWOOD  
MORRIS PLAINS



THERESA MAY  
OLD TAPPAN



JAMES HOGAN  
WAYNE

GOLD LEVEL



MICHAEL REDDIN  
EAST HANOVER



EVE CAPOSELA  
WAYNE



LAURIE DIFRANCESCO  
WYCKOFF



ANTHONY JORDAN  
WAYNE

SILVER LEVEL



FRANK BOHLKE  
OLD TAPPAN



KAREN CASIELLO  
WAYNE



TIMOTHY J. FIERRO  
WAYNE



SAMSON ROMANO  
WAYNE



KAREN TREACY  
LIVINGSTON



TYLER PONTIER  
MORRIS PLAINS



ANNETTE CAPO  
LIVINGSTON



RYAN PALIANO  
EAST HANOVER

BRONZE LEVEL



VANESSA MESSINA  
EAST HANOVER



CHERILYN VENTOLA  
WAYNE



JOE GOETCHIUS  
WAYNE



ELIZABETH MANNA  
JERSEY CITY



BRENDA RICHARDS  
OLD TAPPAN



MICHAEL JOO  
OLD TAPPAN



CAROLINE SAPUNARICH  
OLD TAPPAN



ROSEMARY SIDOTI  
OLD TAPPAN



JOSE PEREZ  
WAYNE



KAREN DIMONDE  
HOBOKEN



HARVEER SINGH  
JERSEY CITY



LORI BUCK  
LIVINGSTON



MICHAEL QUINN  
LIVINGSTON



PATRICIA HYER  
OLD TAPPAN



VICTOR POLCE  
OLD TAPPAN

# BERKSHIRE HATHAWAY

HOMESERVICES

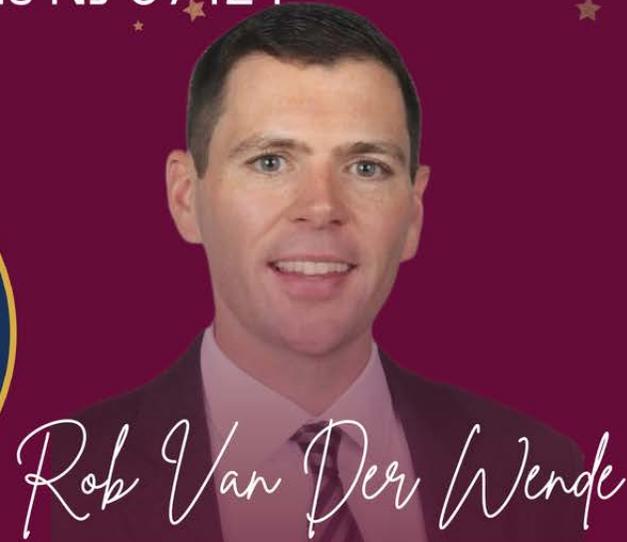
# VAN DER WENDE PROPERTIES

333 Bloomfield Ave, Suite 304, Caldwell NJ 07006

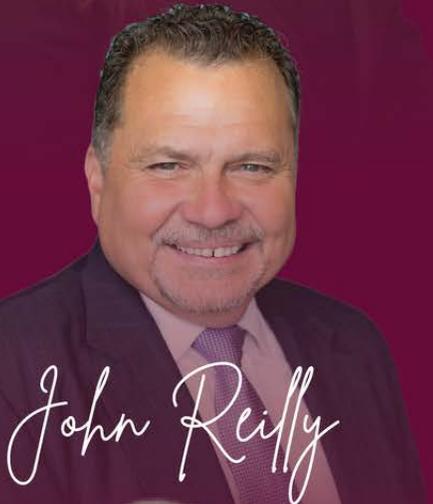
76 East Main St, Little Falls NJ 07424



*Lisa Tomazella*



*Rob Van Der Wende*



*John Reilly*



*Alexa Benavente*



*Nancy Scancarella*



*Kathleen Thomas*

Congratulations to our NJ Realtors' Circle of Excellence Sales Award Recipients

**2023 PLATINUM  
RECIPIENTS**



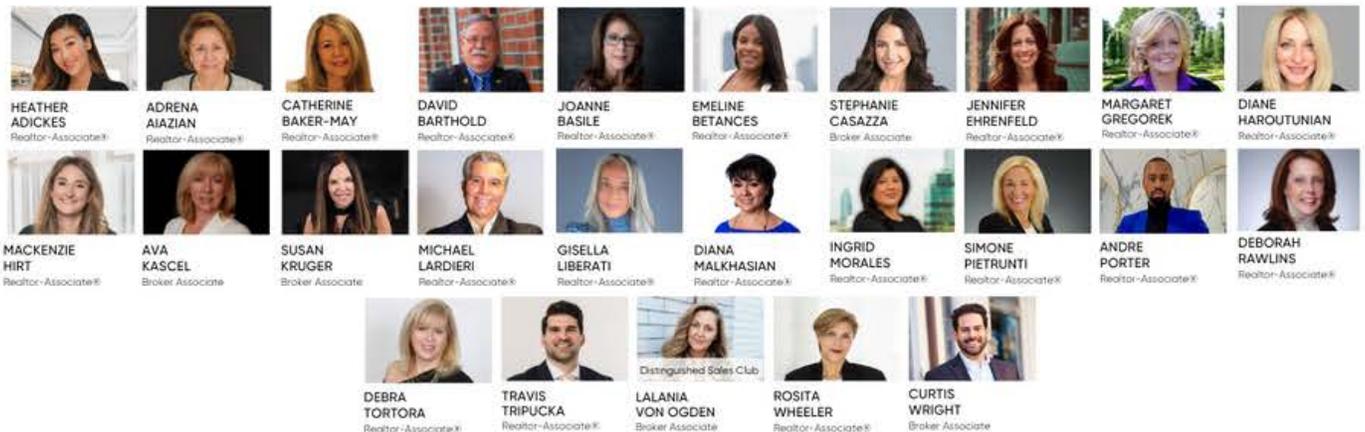
**2023 GOLD  
RECIPIENTS**



**2023 SILVER  
RECIPIENTS**



**2023 BRONZE  
RECIPIENTS**



**NJ Office  
Locations**

Allendale 201.904.7400	Closter 201.899.7100	Edgewater 201.547.1500	Fair Haven 732.800.5050	Franklin Lakes 201.904.2085	Hoboken 201.962.9551	Ho-Ho-Kus 201.447.6100	Holmdel 732.444.7575	Jersey City 201.479.3300	Madison 973.520.6464
Mahwah/Saddle River 201.962.9555	Montclair 973.509.4649	Paramus 201.975.4141	Pompton Plains 201.479.3300	Ridgewood 201.962.9552	Ringwood 973.556.4111	Spring Lake 732.456.7373	Summit 908.516.4790	Tenafly 201.731.6101	Westwood 201.476.0777





**UNITY BANK**  
*growing with you!*

**Unity Bank Congratulates  
all the recipients of the  
2023 distinguished  
*Circle of Excellence Award.***

**We commend your professionalism and  
commitment to furthering homeownership and  
support all your efforts!**

**Unity In Your Community**



**Gregg Potere**

*Mortgage Loan Officer*

973.809.0862

Gregg.Potere@unitybank.com

NMLS#121253



North Central Jersey Association of REALTORS®

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**First Time Home Buyer Program**

**FHA Loans**

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**Gregg Potere**

*Mortgage Loan Officer*

**973.809.0862**

**Gregg.Potere@unitybank.com**

**NMLS #121253**

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**Mark Casamassina**

Vice President / Partner | NMLS#215272

O: 973-435-3505 | M: 973-464-6251

F: 973-837-9617

E: marksteam@njlenders.com

W: markcas.njlenders.com

*Step & Repeat Sponsor*



**Ryan Ackerman**

M: 973-897-6310

E: ryan@ackermaninspections.com

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**973-425-0110**



**WWW.NJCAR.COM**



**INFO@NCJAR.COM**



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Morristown, NJ 07960**

**375 Broad Street  
Bloomfield, NJ 07003**

**767 Central Avenue  
Westfield, NJ 07090**

**204 Berdan Ave  
Wayne, NJ 07470**