

people

# TOP OF THEIR GAME



PHOTOGRAPHY MAX WEDGE

Five real estate agents from Windsor and Essex County have racked up the astonishing accomplishment of being named one of 2019's **Top 100 Agents in Canada**, according to Real Estate Professional Canada (REP) magazine. With 130,000 agents nationwide this is a smashing endorsement of this area's homegrown talent. Not only do these superstars have the right stuff to sell your home, they are turning their accomplishment into a force for good by making a joint donation to a local charitable organization. And you can help just by sharing the good news. Visit the Facebook page *Top 100 Agents in Canada* ([facebook.com/reptop100](https://facebook.com/reptop100)) and each time the post is shared, the group will donate one dollar\* to a local charity. In the meantime, let's get to know these top performers.

\*to a maximum of \$2,500

## MARK EUGENI

SALES REPRESENTATIVE

The Legal Edge Team, Manor Realty Windsor Ltd.

Mark Eugeni, a licensed attorney turned real estate agent in 2002, has celebrated being the number-one sales agent for 13 years in a row at Manor Realty, a locally owned and proudly independent brokerage consisting of approximately 50 agents. Mark and The Legal Edge Team – Tina Pickle and Donna Eugeni – have sold over 1,500 homes in all areas of Essex County.



### WORK

**Work:** Working with Tina and Donna makes my job fun! Our synergy creates the service we want to provide our customers.

**Market Trends:** Mid-price-range properties continue to appreciate and sell fast and there's a growing demand for condos and townhouses.

**Hot Properties:** South Windsor, LaSalle and Tecumseh – and anything \$500,000 and under. **Most important Questions To Ask**

**Your Realtor:** How will you keep me informed and what are three things that separate you from other realtors?

### LIFE

**Favourite Movie:** Oldie: *Shawshank Redemption*. New: *A Star Is Born*. Inspiring: *Free Solo*. **Summer Plans:** Work and Play! Travel to Europe with family. **Red Or White:** Red (though been enjoying San Pellegrino lately). **Words To Live By:** "There is no path to happiness: happiness is the path." *Buddha*

### LIFE

**Dream Trip:** Four months in Europe in 2030 with my wife and children – specifically Italy, Greece and the Maldives. **Bedside Reading:** Wealth and estate planning. **Success Secrets:** I think I'm a strong marketer with a good mind for branding. I'm obsessed with business and personal development – so that challenges me to evolve and improve my business daily.

### WORK

**Best Practices:** My best practice is a real estate fundamental: truly educate and advise clients. So much goes into that general concept. **Market Predictions:** I believe the Windsor/Essex housing market in 2020 will remain very active while beginning to stabilize.

**Why Real Estate:** My mom was in real estate and I had always wanted to work in the industry. I love how it allows me to embrace and hone my entrepreneurial spirit.

## BRADY THRASHER

SALES REPRESENTATIVE, TEAM LEADER OF PREFERRED PARTNERS LIFESTYLE GROUP

RE/MAX Preferred Realty Ltd.

Brady Thrasher is celebrating his eighth year in the industry. Over the past several years his sales achievements have brought him a slew of notable international awards including: Top 30 under 30 at RE/MAX, Top 35 under 35 for all companies, REP Top 75 Teams in Canada and Real Estate Professionals Top 100 Agents in Canada. Recognizing the growing trend of people buying and investing south of the border, Brady recently purchased two RE/MAX brokerages in South Florida. "Our team on both sides of the border focuses on constantly improving our client experience. We are looking to add even more resources, benefits and sophisticated systems to ensure our clients reach pinnacle levels through buying and selling real estate."

Continued on page 52





**LIFE**  
**Ocean Or**  
**Mountains:** Ocean. **I've**  
**Always Wanted To:** See a live episode of *Saturday Night Live* at NBC Studios in New York City.  
**Steak Or Seafood:** Steak. But steak and seafood together is even better.

**MITCHELL DESLIPPE**  
 SALES REPRESENTATIVE

RE/MAX Preferred Realty Ltd.

Since becoming a licensed realtor in 2013, Mitchell Deslippe has continued to expand his business. Embracing new technology has been a key component of his success. “Now, more than ever, technology plays a larger role in our industry,” he says, “and having the ability to adapt quickly to new processes and innovation is crucial. My clients can reach me any time, day or night, and I am always available for them.” Mitchell recently achieved the RE/MAX Diamond Award. In addition, he placed in the top 30 under 30 in Canada, taking the number two position. In 2018, he was inducted into the RE/MAX Hall of Fame.

**WORK**  
**Why Real Estate:** I have always been naturally drawn to fast-paced working environments and with my passion for sales and love for business, real estate is a natural fit. It didn't take me long to realize I had found my niche. **3 Selling Tips:** Declutter – less is more. 2. Depersonalize – take photos off the fridge. 3. Make your property look as presentable as possible – clean the yard, cut the grass. **Most Memorable Milestone:** When it was announced that Duffy's Tavern (one of the area's highly valued local landmarks) was going to be sold, I was honoured to be selected as one of the listing realtors. The sale of this property helped solidify my reputation as a trustworthy and qualified realtor in our community.

**LIFE**  
**Sun Or Ski:** Sun.  
**Favourite Movie:** *Wolf of Wall Street* or *Moneyball*. **Most Memorable Vacation:** Adriatic Coast in Croatia. **Best Budget Update For A Quick Sale:** Painting. A fresh paint job can transform the look of a home, brighten and freshen up rooms and is a project most people can do themselves without spending too much money.

**WORK**  
**Best Time To Sell:**  
 March and April when buyer presence seems to be very strong and inventory is still very low. Get your home out there before everyone else does.  
**Best Staging Tip:** Keep your home simple and bright. Be minimal with your décor. One or two items per surface area works best.  
**Best Way To Add Curb Appeal:** A well-groomed lawn, fresh mulch, a few plants and a newly painted front door will make your home stand out.

**JOE CONLON**  
 SALES REPRESENTATIVE

Royal LePage Binder Real Estate

Joe Conlon broke into the industry in 2012 at the age of 22. With a clients-first approach to business, he swiftly built a strong client base. In 2017 he pluralized his *Your Realtor For Life* slogan when he formed his award-winning Joe Conlon Real Estate Team. This team of like-minded, hard-working and technologically-savvy individuals makes it their mission to provide clients with a seamless and successful real estate transaction from beginning to end.



*Continued on page 54*

# PAUL GERMANESE

SALES REPRESENTATIVE

Royal LePage Binder Real Estate  
AW4U – The Real Estate Group

Paul Germanese has gone from individual agent to creating the real estate powerhouse known as AW4U – The Real Estate Group. A dedicated commitment to focusing on one client at a time and his “always working for you” is the mandate of his hand-picked team. “There is no better time to be a full-service real estate team offering concierge-like service,” he says. With well over 100 homes sold last year, the group has their eyes set on continued growth by servicing every client to the highest personal standards in the industry.



**WORK**

**Biggest Sale**

**Manoeuvre:** Created a full-length MTV Cribs-style video with a full-blown production crew.

**Best Client Compliment:** “You are in my will to sell my home if I die.”

**Job Love:** Every day is simply amazing to be able to serve others. I grew up here and I am grateful to be able to do this here!

**LIFE**

**Favourite Film:**

*Goodfellas.*

**Quote:** “Your ego is not your amigo.”

**Summer Plans:** Family, family, work, family and golf, trips.

**It’s A Great Day When:** I hit the Paul Germanese trifecta: Work all day, home for dinner with my family, hang out with Trish. **OH**



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at **3545 Walker Rd.**



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