The Summers
REAL ESTATE TEAM

TURNING DREAMS INTO ADDRESSES:
BALANCING REAL ESTATE EXCELLENCE WITH
ROOTED FAMILY VALUES

cover story

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In the bustling world of real estate, where competition is fierce and the stakes are always high, Jennifer Summers and her dynamic team at The Summers Real Estate Team have carved out a niche that's all their own. Since its inception on April 1, 2020, amidst a global pandemic no less, this team has redefined what it means to merge personal passion with professional prowess, turning dreams into addresses one family at a time.

Jennifer Summers is not your average realtor. With over two decades of experience under her belt, she brings an extraordinary blend of skills to the table. "Think of me as part matchmaker (to homes - not people!), part cheerleader, part coach, part therapist, part motivator, part designer, " she says with a laugh. Jennifer has navigated her team through the highs and lows of real estate with an unwavering commitment to balance, excellence, and community service.

Jennifer's decision to start The Summers Real Estate Team was fueled by a desire to prioritize client-focused service over administrative tasks. Early on she made the unconventional decision to hire a full-time assistant. "Even if it meant sacrificing a portion of my earnings to cover the cost, I was fully committed," she recalls. Her strategic choice cultivated a "small yet mighty" team, dedicated to delivering exceptional real estate experiences with a personal touch.

The formation of The Summers Real Estate Team was not without its challenges. Establishing a solid presence quickly in a competitive market required strategic networking, perseverance, and a steadfast



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commitment to their values. Uniting in their shared dedication to delivering unparalleled service, they were able to overcome obstacles and build a solid reputation within the community in a short period of time. “Recognizing the strength in our collective abilities, we seized the opportunity to form a cohesive unit focused on surpassing expectations in every transaction,” Jennifer shares.

Alongside Jennifer, the team is comprised of agents Erin Hogston, a Qualified Olympic Trail Runner, and Joe Zarzycki, a Marine Corps Pilot veteran, as well as assistants, Megan Vasos-Carpenter and Eleanor Macute. Together, they have amassed a remarkable career volume of $116 million in just four years.

What sets The Summers Real Estate Team apart is their unwavering commitment to provide exceptional service and create lasting relationships with their clients. They believe in going above and beyond to ensure every client receives personalized attention and achieves their real estate goals. Their motto, “Turning Dreams Into Addresses”, encapsulates their philosophy of making homeownership dreams a reality through dedication, integrity, and innovation. Their use of technology and data-driven strategies to streamline the home buying and selling process enhances the client experience, setting them apart in a competitive market.

Jennifer Summers brings a wealth of knowledge and a personal touch to every real estate transaction, ensuring her clients experience a seamless, intimate, and stress-free journey. This deep commitment to her clients’ needs, has been recognized through numerous business accolades. Notably, she has been honored as the Salesperson of the Year by the MAX! Wilmington Cape Fear Home Builders Association and has received the title of Fonville Morisey Barefoot Agent of the Year, among other prestigious awards. Jennifer’s role as a judge for the MAME Awards in the Raleigh NC Region, along with her active involvement in the WCFHBA Sales & Marketing Council and the MAX! Awards Committee, underscore her respected position in the real estate community. Her achievements with the Platinum Award – Keller Williams and as Beazer Homes Salesperson of the Year and Sales Team of the Year further highlight her excellence in the field. This level of recognition and professionalism sets the stage for the unique talents and achievements of her colleagues.

The team’s collective success was illustrated by their nomination for Best Real Estate Company by Wilmington Magazine. Jennifer adds, “With there being thousands of Realtors in the Cape Fear Region, Erin and I are so humbled to be included in the *Cape Fear Real Producers* Top 300 Realtors again this year.”

With over 20 years of sales and marketing experience (7 years specializing in New Home Construction, resales, and AirB&B investing), Erin Hogston brings a wealth of knowledge and a deep passion for real estate to the team. “I have that athlete mentality of helping my clients achieve all their real estate goals, I’m competitive, and I want nothing more than to get them to the finish line, and that is the support they can anticipate from me,” Erin states, emphasizing her commitment to her clients’ success.

As a Military Relocation Professional, Joe Zarzycki’s profound understanding of military families’ distinctive requirements significantly enhances the team’s capability. His transition from flying V-22 Ospreys in the Marine Corps to serving clients in real estate continues to inspire. “My clients deserve to work with someone who cares about helping them achieve their real estate goals and doing it the right way!” Joe emphasizes, showcasing his dedication to excellence. Over a year ago, Joe launched a Walk and Run Club at Outer Dunes Brewing on Market Street in Wilmington. Every Tuesday at 6:30 pm, the group gathers for a casual run or walk, followed by delicious food from the food truck and refreshing beverages. What began as a simple hobby has grown into a thriving community of nearly 50 members. All are welcome to join—simply show up and have a great time. Plus, participants receive a run club t-shirt to commemorate their involvement!

Despite the vast amount of recognition they have received, for The Summers Real Estate Team, success is not just about achieving sales targets or accolades. “It’s about making a positive impact on the lives of our clients, colleagues, and community. Giving back is an integral part of who we are, and we’re committed to making a positive difference wherever we can,” Jennifer shares.

Reflecting this ethos, The Summers Real Estate Team actively extends its impact beyond the real estate market through a robust charitable involvement. They are passionate supporters of several local charities and organizations that mirror their values, such as Toys for Tots, CitiIMPACT Ministries, and Nourish NC. They actively backed Nourish NC by walking neighborhoods to collect essentials for the less fortunate and distributing baseball bags filled with goodies to those in need. The entire team also supports and sponsors various schools and athletic teams, demonstrating their commitment to their community. Moreover, Jennifer’s own charitable endeavors, including her support for Christian Recovery Housing and her three-year commitment to hosting a child from The American Belarussian Relief Organization, vividly underscore her personal dedication to these core values.

The Summers Real Estate Team also places high value on nurturing a healthy balance between their professional endeavors and personal life. This philosophy is encapsulated by Jenn’s approach: “My aim is to provide clients with the utmost attention they deserve while also cherishing time with my family.” This sentiment is a common thread that connects all team members, emphasizing the importance of cultivating meaningful moments outside of work.

When Jenn is not helping people buy or sell their homes, she leads an active lifestyle to balance her love for indulgent food and drinks. She also finds joy in traveling the East Coast, supporting her son London’s baseball endeavors. Erin dedicates her time away from work to supporting her sons, Levi and Wyatt, on the baseball field and motocross track. Joe is a devoted father to his two daughters, Reid and Rey, and an active volunteer in their classrooms.



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Through these personal pursuits, each team member of The Summers Real Estate Team brings a unique perspective and depth to their professional roles. Their commitment to family, hobbies, and community involvement not only enriches their own lives but also informs their empathetic and holistic approach to serving their clients, ensuring a well-rounded experience that goes beyond the transactional nature of real estate.

Looking to the future, the team sets its sights on broadening their impact and solidifying their position as the leading real estate team in the area. “Our aim is to not only expand our reach but to also nurture long-lasting relationships with our clients and continue to adapt and innovate to meet their evolving needs,” Jennifer articulates. Their advice to fellow realtors reflects their journey: prioritize continuous learning and adaptation. The real estate landscape is ever-evolving, and staying ahead requires an openness to change and a dedication to putting clients’ needs at the forefront.

At the heart of their professional journey, The Summers Real Estate Team finds the greatest fulfillment in the smiles and gratitude of their clients. “Seeing the joy on our clients’ faces when they find their perfect home or successfully close a deal is the most rewarding aspect of our business,” they share. It’s these moments that not only gratify but also fuel their continued passion and drive to excel in their field.

The driving force behind The Summers Real Estate Team is a profound dedication to service, with an assurance that resonates through their promise: “Whether you’re buying, selling, or investing in real estate, you can trust our team to guide you every step of the way with integrity, expertise, and a genuine passion for helping you achieve your goals.” In essence, their professional ethos is centered around earning trust, building lasting relationships, and leaving a legacy of excellence in everything they do, ensuring that each client’s journey is not just successful but also deeply fulfilling.