

CAPITAL REGION

JANUARY 2025

# REAL PRODUCERS<sup>®</sup>

## Marion DeSantis

EMPOWERING DREAMS,  
BUILDING SUCCESS



**Agent Spotlight:**  
LEANNA PACE

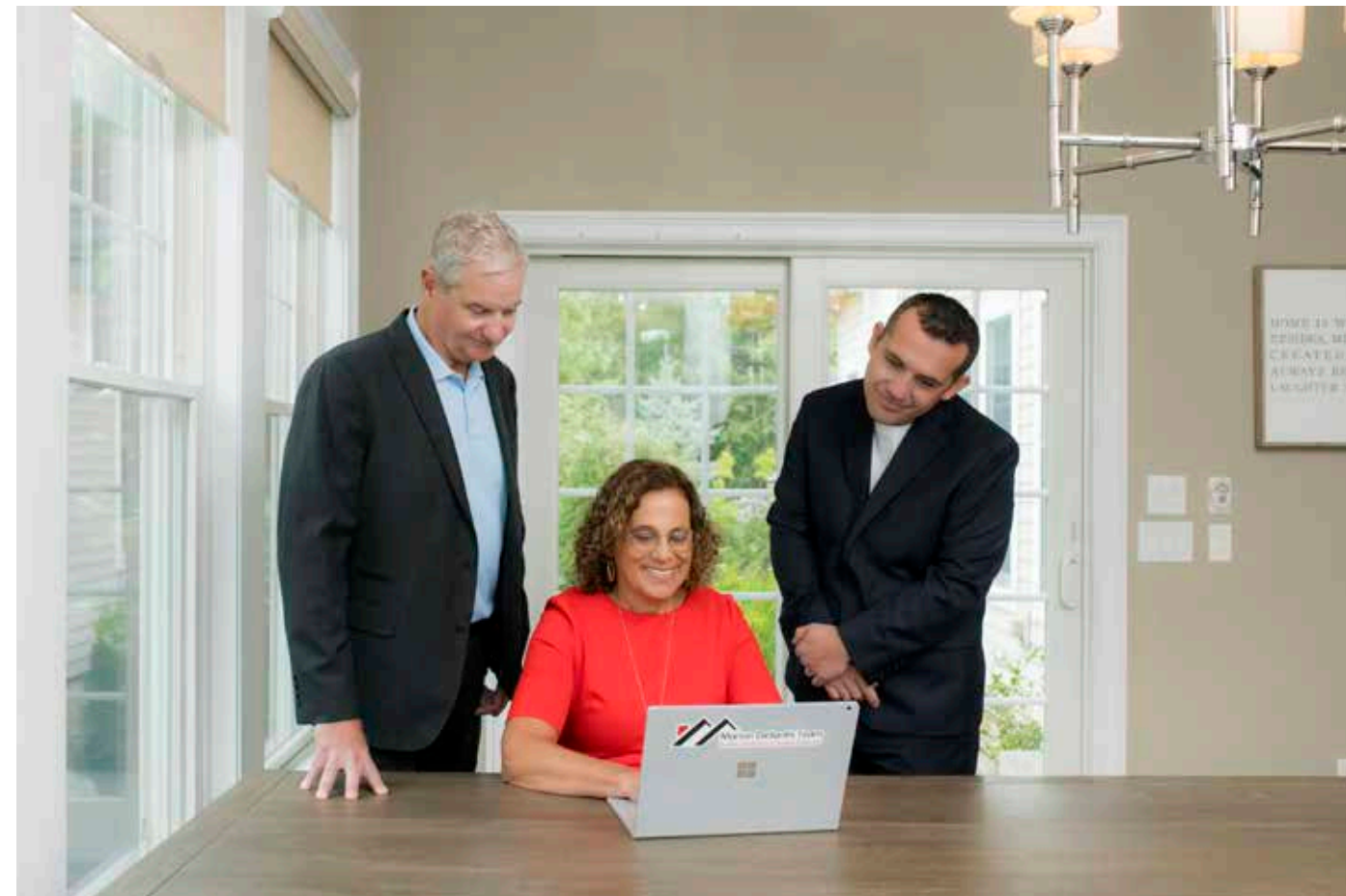
**Partner Spotlight:**  
MATT STONESIFER  
MG SEPTIC LLC



CONNECTING. ELEVATING. INSPIRING.

# Marion DeSantis

BY GEORGE PAUL THOMAS  
PHOTOS BY MICHAEL GALLITELLI



## Empowering Dreams, Building Success

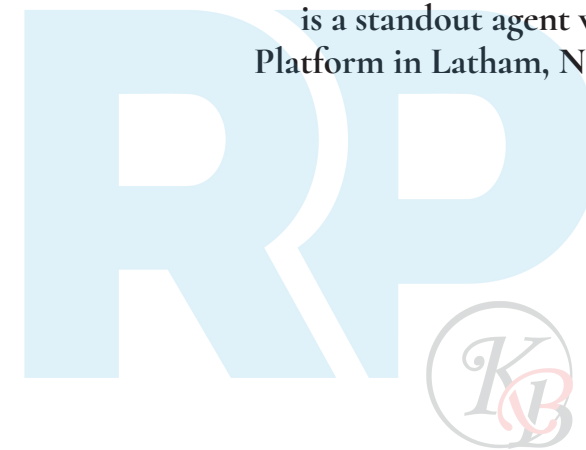
Marion DeSantis has built a thriving real estate career over the past three decades, but her story goes far beyond the numbers. Known for her honesty, ethical approach, leadership, and unwavering commitment to her clients, Marion is a standout agent with KW Platform in Latham, New York.

### From NYC Roots to a Flourishing Career

Marion's journey into real estate is deeply rooted in her diverse background, both personal and professional. Born and raised in Queens, New York City, she earned her Bachelor of Arts from SUNY Oneonta before embarking on a career far removed from property transactions. Marion initially worked for the International Peace Academy, a non-governmental organization at the United Nations, a role that exposed her to international perspectives and sharpened her interpersonal skills.

Her career pivot to real estate came somewhat unexpectedly. After relocating to the capital region with her husband, Steven, and purchasing her first home, Marion had a revelation. "I wasn't happy with my job at the time, but after going through the home-buying process, I realized, 'I can do this,'" she recalls. Growing up in New York City, where real estate agents didn't always have the best reputation, Marion hadn't considered the industry before. But the experience of buying her own home opened her eyes to a new path.

Marion's transition into real estate proved to be an immediate success. In her first year, despite being new to the area and knowing no one, she was named "Rookie of the Year," a testament to her natural ability to navigate the market.





Since launching her real estate career in 1993, Marion has built a thriving business centered around honesty, attention to detail, savvy marketing, and a genuine commitment to her clients. Her focus on fostering long-term relationships—evidenced by her annual client cocktail party—has become a cornerstone of her success, with many clients returning for repeat transactions and referring their friends and families.

For Marion, real estate has been a fulfilling career and a means of achieving long-term goals for her family. “It has given us the ability to provide for our children’s education, build a strong retirement plan, and live a life we never thought was possible,” she says. And while she’s not ready to retire yet, Marion remains focused on helping her clients navigate some of life’s most important decisions—buying a first home or downsizing during a significant life transition.

As an Associate Real Estate Broker, Marion leads a dynamic four-person team that she proudly describes as “small but mighty.” Together, they’ve built a reputation for delivering exceptional client service, driven by Marion’s leadership and the dedicated support of her team.

In 2023, Marion closed 40 transactions, totaling an impressive \$15.7 million in sales volume. Her projected volume for this year continues to reflect the strength of her business as she maintains her standing as one of the top agents in upstate New York—a distinction she has held since the early 2000s. She is also a platinum-producing agent, a testament to her consistent high-level performance.

Marion’s accolades are numerous. She has been awarded the prestigious Performance Award and the Women’s Council Award and is celebrated for being a top agent in her region. Her success

is not only measured by sales volume but also by her commitment to her clients and team.

Her team, though small, is integral to her success. Buyer’s agent Herbert Shippee, a former Marine, brings enthusiasm, creativity, and a strong work ethic. He is devoted to helping clients discover their ideal homes. His unwavering passion for delivering exceptional client experiences is a cornerstone of his approach, making him an invaluable asset. Our team coordinator, Shamira Khan-Maharaj, ensures that all operations run smoothly behind the scenes. Her hard work, dedication, and positive attitude have made a huge impact on our team and our clients. Marion’s husband, Steven, serves as the head of concierge services, helping manage clients’ needs, especially out-of-town sellers. This well-rounded team ensures that every client receives personalized attention, support, and an exceptional client experience.

#### Beyond Real Estate: Giving Back

For Marion, success in real estate goes hand-in-hand with giving back to the community. During the COVID-19 pandemic, Marion and Steve founded the Marion Homes for All fund, donating \$100 from every transaction to housing-related causes. In 2024, the fund contributed \$5,000 to the YMCA’s 845 Commons, a supportive housing project providing 155 studio apartments for men, including veterans, disabled individuals, and those with mental illness. Marion’s team provided welcome baskets filled with essential hygiene products, cleaning supplies, and comfort items to help the residents feel at home in their new apartments. “It was such a meaningful experience touring the building and meeting the dedicated staff and residents,” Marion shared.



a ton about football but want to connect with family, friends, and coworkers about the sport.

Though her children live in different cities—Burlington and New York—the family remains deeply connected, getting together as often as possible. “We love spending time together and hosting family and friends,” Marion says. “It can get a little chaotic, but we enjoy it so much.”

Fitness also plays an important role in Marion’s life. She’s recently taken up pickleball, a sport she

describes as a fun challenge. “I’ve never been great with hand-eye coordination sports, so it’s been an adventure,” she laughs. Exercise, including biking and skiing, is a regular part of her routine, alongside travel, which she enjoys both domestically and internationally. Marion and Steve just returned from a trip to France.

Reflecting on her family history, Marion shares the story of her father, a Holocaust survivor who immigrated from Hungary and eventually started his own company, Stratford Tool & Die, and a grandmother, a Jewish immigrant from Poland who arrived in the U.S. and together with her husband owned a general store in rural New Jersey. “I’m a third-generation business owner,” Marion says, emphasizing the strength and determination that has defined her lineage.

### “TIME IS SOMETHING WE’RE ALL GIVEN EQUALLY, AND IT’S IMPORTANT TO USE IT EFFECTIVELY.”

This commitment to philanthropy reflects Marion’s lifelong dream of giving back. Having worked in fundraising and communications for the U.N., Marion always wanted to help others. Today, her real estate career can make that dream a reality.

#### Family, Fitness, and the Journey to Success

Marion has built an accomplished career in real estate, but at the heart of her success is a close-knit family and a life enriched by deep friendships. Married for 33 years, Marion and her husband share two grown children. Their son Samuel, 29, is finishing his residency in pediatric medicine at Columbia New York Presbyterian and is specializing in pediatric cardiology. Their daughter, Elana, 27, is working in marketing at Sweetspot in Essex, Vermont, and is the author and publisher of “Bad Sport,” an NFL newsletter meant for people who maybe don’t know

#### Looking Forward

As Marion looks to the future, she envisions expanding her team and eventually stepping back from day-to-day operations to travel more. While retirement isn’t in her immediate plans, she’s focused on setting her team up for long-term success so they can continue to grow and she can enjoy the freedom she’s worked so hard to achieve.

When asked about the key to her success, Marion emphasizes the importance of doing the right thing daily. “It’s about being authentically who you are,” she says. This authenticity and commitment to constant learning and growth have allowed Marion to thrive in an ever-changing industry.

For those just starting in real estate, Marion’s advice is simple: manage your time wisely. “Time is something we’re all given equally, and it’s important to use it effectively,” she advises. For Marion, this means finding balance—focusing on work when it’s time to work and recognizing and honoring the importance of personal commitments. “Success isn’t just about building a career; it’s about creating space for what matters most, both at work and at home,” she says.