

SOUTH SHORE

APRIL 2025

REAL PRODUCERS[®]



RISING STAR:
ABY ANDRESON

PARTNER
SPOTLIGHTS:
LAUREN &
KYLE AUSTIN



REAL PRODUCER
MIKE CLANCY

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PROFILES



26 Aby Andreson

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Jaime Auger
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For content contributions or to nominate a real estate agent for a featured story, please contact us!



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Greetings, South Shore Real Producers!



This month, we bring you the Real Producer Mike Clancy, and his brother, Joe, owners of the family-owned brokerage Tullish & Clancy. Their father, Joseph, founded the Weymouth-based firm decades ago and there is still a true family feel to this agency. Mike and Joe lost their father last year, but his spirit is still much alive, and honored in our photo shoot.

We also feature someone very new to the industry: Aby Andreson, our Rising Star for April, Aby is part of Alante, and even though she is a fresh face on the scene, this 25-year-old has an impressive track record of pursuing her professional dreams. Enjoy getting to know more about her!

We can welcome our new sponsors this month, including The Point 02127, a new men's clothing store at Merchants Row in Hanover, serving our fashion-forward community, and Cutter Hill Capital, a South Shore hard money lending firm led by Randy Winters.



We hope you all enjoyed our Spring Social at Orta Trattoria! Thank you to Cara Williams, co-owner and Compass agent, for co-hosting such a high-spirited event, as well as our other sponsors, Ryan Morgan and Steve Kellem for covering our cocktails. Stay tuned for exciting details soon on our summertime soiree!

We wish all of you positive energy, kicking off the active spring season.

Warmly,



Melissa Schorr
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Questions? Nominations? Want to grab coffee? Please reach out anytime.

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Brothers Mike and Joe Clancy of Tullish & Clancy in Weymouth pose with a photograph of their late father, Joseph.



MIKE & JOE CLANCY OF TULLISH & CLANCY

Building A Family Legacy on The South Shore

STORY BY JOSEPH COTTLE AND PHOTOS BY LAUREN AUSTIN

In 1972, Joseph Clancy opened a real estate business on the South Shore. It flourished, so much so that it became part of his legacy, one that he passed on to his sons.

“I hadn’t planned on following in my dad’s footsteps,” Real Producer Mike Clancy explains. “Back in 1993, when I graduated from Holy Cross, the job market was scarce. I decided to move to the Jersey shore to have some fun in the sun, and I got my first sales job selling Cutco knives, of all things. But I knew even at that point I wanted to work for myself. I didn’t want a corporate nine-to-five desk job because I would feel contained and constrained. I wanted the freedom to be able to work for myself.”

Cutco and a few other ideas didn’t pan out, so he found himself back in Boston working with his dad as a stopgap. “I started doing well, and I fell in love with it,” Mike remembers. “The rest is history, as they say. I’ve been selling real estate ever since.”

Working with family doesn’t always “work.” It takes a lot of mutual respect, healthy boundaries, and clear communication for a family business to function without dysfunction.

“There was not a cross word between us,” Mike says. “You can’t say that about all employers. I was blessed to work with my dad for thirty years before he passed in 2023, and we built an incredible relationship where he was not only my boss but also my mentor,

my best friend, and my sounding board. Many of our best conversations were not about real estate at all. We were together all the time, so I miss him terribly.”

Joseph Clancy built a strong reputation on the South Shore. “The real estate business, it can be cutthroat,” Mike says. “And all the years I was around, I never heard one bad word about my dad. He was so highly respected, and he was someone everyone looked up to. He was a gentle giant—not physically, but as a person with a moral compass and as a man. We have big shoes to fill here at the office.”

The business is in good hands, now, as Mike and his brother Joe are eager to guide it into the future.

“We haven’t lost sight of the fact that this is my dad’s company, and I’m blessed to be working with my brother,” Mike says. “We have twenty agents working here, a great mix of agents with a wide range of years of experience, knowledge, and many different strengths. We all learn from each other, which we know makes us a stronger team. Our goal is to continue to grow this business because it’s a business that I think isn’t going away.

“People need help when they’re buying and selling houses. A lot has changed since COVID—not as many people are coming into the office, and the use of technology has increased, leading to less human interaction. But people still need real estate agents and brokers to help them buy and sell property. There’s too much at stake; these are life-changing personal and financial decisions, and we are there to help guide them.”

Mike took his father’s ethics and reputation to heart, and they guide how he handles every transaction. “The faith and trust that our customers and clients put in us is something that I never take for granted,” he explains. “Often on the selling side, someone may have just lost



The Clancy Family:
Joseph, Mike,
Geraldine, and Joe.

“
I was blessed to work with my dad for thirty years before he passed... I miss him terribly.”

their dad or their mom, and they need to sell a house. It’s a very emotional time, and we’re there for them. Or when people have saved up their whole life for a down payment as a first-time buyer, you just can’t take it for granted. They’re trusting me to help them find the right house.”

That trust motivates Mike to show up for his customers every single day. “That’s what I enjoy about it,” Mike says. “There’s a lot of responsibility, but there’s a lot of satisfaction in it as well.”





How this 25-year-old has let nothing stop her career

ARTICLE BY JOSEPH COTTLE + PHOTOGRAPHY BY LAUREN AUSTIN

Some people are born with an “it” factor, and Aby Andreson is one of those people.

Some of it has to do with how she immediately connects with people; there’s an ease you feel when you sit down to talk with her, even just over the phone. You feel like you’ve found a friend, and that’s important to her.

“I love the relational aspect of this job,” Aby says. “I would say 75% of the time I end up being friends with my clients. Our relationships will last longer than the transaction; we’ll end up getting lunch, getting coffee, getting drinks, or they’ll end up inviting me over for dinner. The relational aspect of this career is really what does it for me.”

Underneath her way of connecting, Aby holds a fire and drive for a dream that’s made her a stand-out realtor at just twenty-five years old, a drive and a fire that didn’t let her give up despite a few false starts.

Aby Andreson’s Real Estate Dreams

Fresh out of high school, Aby jumped head-first into real estate.

“I joined a local Keller Williams office in Plymouth,” she remembers, “followed all the systems, did everything they wanted me to do, but made absolutely no progress. Looking back on that, I was 19, so I didn’t have much of a network of people who were buying and selling, and the people who were buying and selling probably weren’t going to trust a 19-year-old to sell their house.”

But Aby wasn’t deterred from the business; rather, she grew more determined to become a realtor one way or another, no matter a client’s impression of her age. She moved up to Boston and pivoted to rentals.

“I hit the ground running,” Aby remembers. “It’s fairly easy to experience a quick start in city rentals if you work hard and follow the systems because it’s so popular in the city. Everybody’s renting and there’s thousands of students and young professionals. By year two at that company, I ended up being promoted to the rental manager with a small team under me. But then I came to a point where I felt like I had grown as much as I could, and I realized I wanted more for myself.

“I ended up joining a company that focused on representing small-scale developers on new construction projects. I did that for about another year. I liked it and learned a lot, but I wasn’t finding much success.”

The saturated new construction market was tough, and she burned through her savings trying to make it work. She decided to grind out a sales job for a home solar company, just long enough to build up a cushion so she could hop back into real estate. And there was one company in particular she had in mind.

“

The relational aspect of this career is really what does it for me.”

“I had my eye on ALANTE,” she says. “I’ve always admired Susana, watching from afar as she built ALANTE. I felt very drawn to the culture and the image. Watching a woman build a company from the ground up was really inspiring and really resonated with me.”

Aby received an invitation to join the team, and she jumped at the chance. She’s eighteen months into her time with ALANTE, and she’s effusive—“Susana has changed my life; ALANTE has changed my life. I finally have a full-time career, a lucrative career, and it’s only the start of it.”

Aby is building a life around real estate. That connection she creates with people—it’s not just at work. “I’ve had a lot of fun hosting dinner parties for friends and family, and that quality time is important to me,” she says. “I love cooking and baking. I love to experiment with new recipes, and for the past six months or so I’ve been doing a lot of stuff from scratch. I feel inspired by the homesteading lifestyle: growing my own vegetables, making bread from scratch, making butter from scratch, and things like that.”

The South Shore has only seen the start of Aby Andreson. Real estate is her life, she loves living it, and she isn’t going anywhere anytime soon.

