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MICHELLE HUMPHREY

JANUARY 2023



# MICHELLE LARNARD



*When Michelle Larnard graduated from Amherst College in May 1998, she had aspiring dreams: She would work in an industry that allowed for lots of travel, enjoy living on her own in a big city, and have a massive great Dane.*

By August 1998, Michelle was married, starting a family, not traveling, and working in a hyper-local industry. And she wouldn't have it any other way.

Born in Quincy and raised in Hingham, Michelle has known from a young age how to live without quiet, thrive in chaos, and find fulfillment wherever she goes. With 12 siblings and eight children of her own, she finds strength in her large, faith-centered family.

"It's sometimes very chaotic, but all the time, it's very rewarding," she said. When asked what it's like to have such a big family, Michelle responds, "It's all I've ever known."



After college, Michelle earned her license in investment planning and life insurance sales — a path that allowed her to work from home and raise her growing family. While the job paid some bills, it offered minimal fulfillment.

Then, back in the days when the newspaper's real estate section was several pages long, her husband encouraged her to look into real estate.

He told her that it was clearly her passion and where her real interest lay. And he was right. Michelle earned her RE license in 2001.

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“Back then, it was a completely different environment. We received a three-inch thick book every other week with a short description and one black and white photo of each house, and that’s how we sold real estate,” she said.

Despite the industry’s evolution throughout the past 20 years, one thing has remained constant for Michelle: “It’s all about treating people how you want to be treated.”

“It’s that Golden Rule that I learned at the boutique shop in Hingham [Gallery 360] where I started my real estate career.”

And it’s a rule that’s taken Michelle very far. After that brokerage, she moved to Scituate, where she

eventually joined a large national branch in 2005. Later, in 2012, she joined another growing company, where she stayed for five years.

After those five years in which Michelle was the top agent in town, she decided that she had hit a ceiling. But she wasn’t ready to stop.

“So I got my brokerage license and opened the doors to my own business in 2017.”

Michelle was right about her potential. Michelle Larnard Real Estate has skyrocketed to success, establishing itself as one of the leading real estate groups on the South Shore. And Michelle herself has been the top-producing agent in Scituate since 2012.

That success comes, in part, from Michelle’s determination, her work ethic, and her empathy.

“I’m all about meeting people on the same side of the table, joining forces to get things done with them,” she said. “I appreciate how emotional this process can be, and I’ve gone through it myself many times. My approach is to be a solid team with my clients and try making the buying or selling process as smooth as possible.”

She sees every transaction as unique, each with its own definition of success.

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“Every transaction is so different, and in each one, you can tell where the tip of the mountain is — the thing you’ll have to get over to move forward and sail smoothly from there.”

“For some people, it’s getting the house on the market. For others, it’s getting the listing signed up or that final closing day,” she said. “Everyone’s goals are different, and passing that mountain peak can be quite challenging. But no matter what the mountain’s peak is for a client, reaching it is euphoria.”

Her persistence and her go-getter attitude have helped Michelle Larnard Real Estate reach the heights where it sits today. Once a small, five-person brokerage, the group comprises 12 agents and four support people who have been “absolutely crucial” to the brokerage’s success.

“It’s taken hard work, dedication, and lots of blessings,” Michelle said.

The blessings for Michelle come in several forms. For starters, she revels in her time with her husband, her eight children, and her extended family and friends. Michelle also cherishes her commitment to supporting the community through partnerships her brokerage maintains, including End Hunger New England and the Corey C. Griffin Foundation.

“My mission goes beyond my family and me,” Michelle said. “It’s about using my faith and talents to build a platform that can continue growing and help serve those in our community.”

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