

LONG ISLAND

MAY 2025

# REAL PRODUCERS®

Agent Spotlight  
PATRICIA  
SANTELLA

Rising Star  
CATHERINE  
ZHANG

Mary Beth  
Darcy

CLOSING DEALS,  
OPENING DOORS

CONNECTING. ELEVATING. INSPIRING.



From us at NMBNow...

40  
UNDER  
40  
Class of 2025

# Congratulations to the Class of 2025!

NMB extends heartfelt congratulations to the exceptional individuals recognized in the **Long Island Real Producers Top 40 Under 40**. This prestigious accolade celebrates the remarkable achievements and contributions of young professionals in the real estate industry. We applaud their **hard work, dedication, and innovative spirit** that continue to shape the future of real estate on Long Island. Your success serves as an inspiration to others in the community!

**We are dedicated to guiding homebuyers through every step of the journey!**

- ✓ Reputation and Reliability
- ✓ Support and Resources
- ✓ Communication and Responsiveness
- ✓ Local Knowledge



**Scott Shapiro**

**Non Producing Sales Manager**

**Phone:** 516.857.3838

**Email:** sshapiro@nmbnow.com



**Adam Shapiro**

**Loan Officer | NMLS# 1907108**

**Phone:** 516.459.7476

**Email:** ashapiro@nmbnow.com



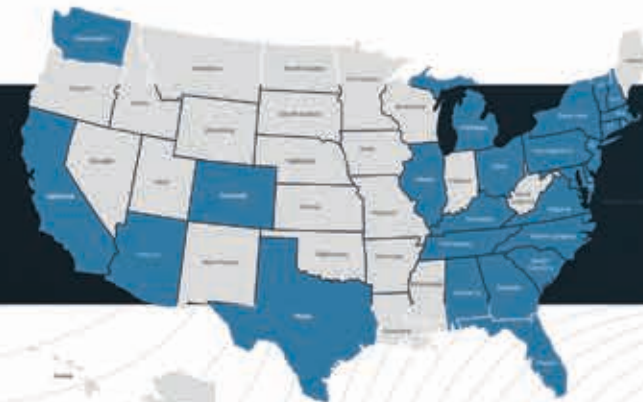
Team Up  
Here



Nationwide Mortgage Bankers, Inc. (NMB), NMLS# 819382 | ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)) 3 Huntington Quadrangle, Suite 403N, Melville, NY 11747 | Branch NMLS 1822931 | (833) 700-8884 | [www.nmbnow.com](http://www.nmbnow.com). NMB is in no way affiliated with Nationwide Mutual Insurance Company. "NMBNOW" is a registered DBA of Nationwide Mortgage Bankers, Inc. All loans are subject to credit and appraisal approval. Not all applicants may qualify. This is an advertisement. Licensed by the New York Department of Financial Services. Additional state licensing information can be found at <https://nmbnow.com/disclosures-and-licensing/>.



Relocation? Investment?  
No Problem! **We're Licensed  
to Help Your Clients!**



**27**  
State License

**30**  
Loan Officers

**Zillow**  
★★★★★  
**Lender**

## Elevate Your Real Estate Business!

Partner with us to offer your clients tailored home financing solutions for nearly any budget. With fast turn times and seamless communication, we'll help you get your clients to the closing table quickly and stress-free!



**Give Your Clients  
Confidence**

The **STRONGEST MORTGAGE** Approval you can receive. Fully underwritten conditional approval so sellers **KNOW** your offer is serious!

## New York & Florida Offices

**Westbury Office**  
1600 Stewart Ave  
Suite 701, Westbury, NY 11590

**Naples Office**  
4851 Tamiami Trail North  
Office 218, Naples, FL 34103

**Melbourne Office**  
6905 N Wickham Road  
Suite 402, Melbourne, FL 32940

**Orlando Office**  
7380 W Sand Lake Road  
Suite 500, Orlando, FL 32819

Fluent Mortgage is a d/b/a of Meadowbrook Financial Mortgage Bankers Corp. Certain restrictions apply. For qualified borrowers. All borrowers subject to credit and underwriting approval. Legal ©2025 Meadowbrook Financial Mortgage Bankers Corp. NMLS #177308 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)), 1600 Stewart Ave, Suite 701, Westbury, NY 11590. 800.959.8892.

Contact Us Today!  
**877.7.FLUENT**  
**myfmloan.com**





# Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**ATTORNEY**

**Barrister Land, LLC/  
Bank & Bank, P. C.**  
(516) 877-5050  
BarristerLand.com

**Diamond Law Group**  
(516) 770-7720  
DiamondLawGroup.com

**CHARITY**

**Blessings in a Backpack**  
(516) 356-2934  
BlessingsinaBackpack.org/  
Blessings-Long-Island/

**CLOSING GIFTS**

**Strategic Gifting**  
(313) 971-8312  
StrategicGifting.com

**CPA/ACCOUNTING**

**Palmetto, Mollo, Molinaro  
& Passarello, LLP**  
(631) 761-8989  
info@pmmpllp.com

**HOME INSPECTION**

**Inspecticore, Inc.**  
(631) 366-2776  
Inspecticore.com

**Safe Harbor Inspections**  
(631) 275-8080  
SafeHarborInspections.com

**INSURANCE**

**HUB International  
Noah Bank**  
(516) 396-8342  
HUBInternational.com

**The Zabbia Insurance Agency  
Rob Zabbia**  
(516) 799-3800  
ZabbiaAgency.com

**MOLD REMEDIATION**

**Healthy Home Services**  
(516) 206-1600  
HealthyHomeServicesNY.com

**MORTGAGE**

**Citizens Bank  
David Goldklang**  
(917) 757-4957  
DaveGoldklang.com

**Cliffco Mortgage Bankers  
Adam Turkewitz**  
(917) 574-6040  
CliffcoMortgage.com/ATurkewitz

**Meadowbrook Financial  
Mortgage Bankers Corp  
Rajin Ramdeholl**  
(516) 537-8942  
MFMBankers.com/loanofficers/  
Rajin-Ramdeholl/

**Nationwide Mortgage Bankers  
Adam Shapiro**  
(516) 459-7476  
NMBnow.com/Adam-Shapiro/

**MOVING & STORAGE**

**Hall Lane Moving and Storage**  
(800) 425-5526  
Hall-Lane.com

**Maffucci Moving & Storage**  
(631) 842-6400  
MaffucciMoving.com

**Peter Fecht Moving**  
(516) 581-7629  
peterf@laneoffice.com

**OIL TANK ABANDONED  
AND REMOVAL**

**C2G Environmental Consultants**  
(631) 414-7757  
C2G.us

**PEST CONTROL**

**Extermicore**  
(516) 584-5007  
Extermicore.com

**PHOTOGRAPHY**

**Dynamic Media Solutions**  
(631) 923-1464  
DynamicMediaSolutions.com

**PHOTOGRAPHY/VIDEO  
PRODUCTION**

**Andrew Malary  
Productions, LLC**  
(516) 865-3086  
AndrewMalary.com

**TITLE SERVICES**

**Barrister Land, LLC/  
Bank & Bank, P. C.**  
(516) 877-5050  
BarristerLand.com

**Consumer Direct Title**  
(631) 923-2957  
MyTitleBill.com

**WEALTH MANAGEMENT**

**Silver Spring Capital**  
(973) 434-9130  
SilverSpringCap.com



Apply for you or someone you know to be featured in an upcoming article.

**WHO WE FEATURE:**

- RISING STARS:**  
High-performing agents who've been in real estate for less than 5 years.
- PARTNERS:**  
Highly recommended and strongly endorsed real estate and home service providers.
- TOP AGENTS:**  
Agents who perform in the top 500 in the market and have an interesting or inspirational story to tell.



SCAN ME

LONG ISLAND  
REAL PRODUCERS

Scan the QR Code or send an email to [info@longislandrealproducers.com](mailto:info@longislandrealproducers.com) to nominate.

# Providing the Most Thorough Home Inspections for Over 20 Years!



"I have used Safe Harbor twice. As always, a professional detailed inspection. Went in all the nooks and crannies of the house. They gave a complete, detailed report, and all within a timely manner. They are top-notch! You can't go wrong with them."  
- Jason M.



SAFE  
HARBOR  
INSPECTIONS INC.™

WE ALSO OFFER  
MOLD, ASBESTOS,  
RADON & WATER TESTING!

Call or Text 24/7  
(631) 275-8080  
(516) 764-4076

[office@safeharborinspections.com](mailto:office@safeharborinspections.com)

[SafeHarborInspections.com](http://SafeHarborInspections.com)



**Collin Ruppert**

Serving Long Island & the NYC area



# Contents



Mary Beth Darcy **22** COVER STORY

## PROFILES

14



Patricia Santella

18



Catherine Zhang



TO VIEW OUR MAGAZINE ONLINE, VISIT  
LONGISLANDREALPRODUCERS.COM OR  
SCAN THIS QR CODE.

## IN THIS ISSUE

- 4 Preferred Partners
- 8 Meet The Team
- 10 Publisher's Note
- 14 Agent Spotlight: Patricia Santella
- 18 Rising Star: Catherine Zhang
- 22 Cover Story: Mary Beth Darcy

Cover photo courtesy of Pam Setchell.

If you want to nominate someone to be featured in the magazine, please email Wendy@RealProducersKBTeam.com.



# READY TO SCHEDULE A CLOSING?

**Give us a call! | 516.877.5050**

*We close titles and perform settlements in all 50 states.*

Accommodation recordings/filings  
Attorney searches  
Business searches  
Co-op searches  
Fee insurance with TOEPP  
Foreclosure services  
Last owner/Lien searches  
Map certifications  
Single and separate searches  
Variance searches  
Zoning lot certifications

**www.barristerland.com**

**400 Post Ave., Suite 306, Westbury, NY 11590**



# Meet The Team



**Kristin Brindley**  
*Publisher*



**Blaise Ingrisano**  
*Associate Publisher*



**Wendy Ross**  
*Operations Manager*



**Lexy Broussard**  
*Client Relations*



**Frank Urso**  
*Photographer*



MEET THE REST OF  
THE KB TEAM!

## Follow Us Online!



LONG ISLAND REAL PRODUCERS  
@REALPRODUCERSLONGISLAND



LONG ISLAND REAL PRODUCERS  
@REALPRODUCERSLONGISLAND

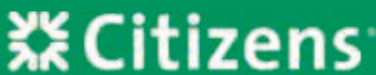


DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



- High-Quality Photography •
- Videography • Floorplan Rendering •
- 3D Matterport • Drone Solutions •

**Call today to schedule!**  
(631) 923-1464 • [DynamicMediaSolutions.com](https://www.DynamicMediaSolutions.com)



Ready to meet the  
home financing  
needs of all  
your clients.



At Citizens, we recognize that helping your clients find their ideal home can be a challenge. Backed by our financial strength, we're prepared to make their search for the right financing easier with a variety of loans to meet their individuals needs including:

- Fixed and adjustable-rate mortgages
- Jumbo loans
- Affordable home loan programs for first-time homebuyers
- Condo and co-op financing
- Second home & Investment property loans
- Construction-to-Permanent financing, including renovation loans
- Physician home loans
- Wealth relationship discount pricing

With more than 25 years of experience helping individuals and families achieve homeownership, David is ready to provide the professionalism and expertise to lead your clients from application to closing.



**David Goldklang**  
**NMLS ID# 86601**  
Senior Loan Officer  
Cell: 917-757-4957  
[David.goldklang@citizensbank.com](mailto:David.goldklang@citizensbank.com)  
[lo.citizensbank.com/dgoldklang](https://lo.citizensbank.com/dgoldklang)



SCAN ME

Mortgages are offered and originated by Citizens Bank, N.A. (NMLS ID# 433960) All loans are subject to approval. Equal Housing Lender.  
2253506\_HL24\_MortgagePrintAd



# Hello May, the Season of Growth!

As spring reaches its peak, May reminds us of the power of growth and gratitude. It’s a time to celebrate how far we’ve come this year, embrace fresh opportunities, and intentionally invest in the connections that help us flourish both personally and professionally.

This season is about more than just blooming flowers — it’s about blooming relationships, ideas, and experiences. And what better way to celebrate that spirit than by gathering together?

We’re already looking ahead to one of our most anticipated events of the year — **the Summer Bash on June 5th!** Whether you’re a longtime community



member or new to the Real Producers family, this event is the perfect opportunity to soak in the sunshine, celebrate with peers, and enjoy a relaxed, fun-filled atmosphere designed to spark authentic connection. Mark your calendars — we can’t wait to share this summer moment with you!

Let’s carry this reminder with us: “What we plant in the spring, we harvest in the fall.”

Here’s to a May filled with growth, inspiration, and momentum. Let’s

keep building something meaningful — together.

**Kristin Brindley**  
Owner/Publisher  
*Long Island Real Producers*  
(313) 971-8312  
[www.longislandrealproducers.com](http://www.longislandrealproducers.com)



LONG ISLAND  
REAL PRODUCERS.  
powered by TEAM

invites you to

SUMMER  
BASH

June 5, 2025 | 5-8 PM  
Location TBD

MAFFUCCI MOVING & STORAGE  
BEKINS

GET A FREE  
ESTIMATE TODAY.  
CALL (866) 228-6400

WANT TO FINANCE YOUR MOVE?  
Ask us how to qualify for  
financing as low as 0%!

MAFFUCCI MOVING & STORAGE  
BEKINS  
MAFFUCCIMOVING.COM  
NY DOT T-709 - ICC #MC44399 - US DOT 106412

ACCREDITED BUSINESS

IAM

NAPO

MAHMM

INSURED

With 125+ years experience, no household, commercial or specialized move is beyond our capabilities.

Why Choose  
Extermicore?

Spring brings termite  
swarms out of their nest.

Don't Let Termites  
Kill Your Deal.

- Termite Treatment Options
- Repair Solutions
- Warranties

Call us today.

extermicore

A Pest Management Company  
516.584.5007 • Extermicore.com



## TOP THREE REASONS AFFLUENT BUYERS SHOULD SPEAK WITH HUB

- 1 We're not captive to any one insurer! We look for insurers that best fit your client, not the other way around.
- 2 We're subject matter experts. We understand risk and have the experience to navigate tough situations.
- 3 No 800 #'s. Your clients get me, and a local team for service, claims and billing support at no added cost.

We can help, call Noah today!



**HUB International Northeast**  
Noah Bank, Vice President  
Mobile: 516.840.9898 | Office: 516.396.8342  
Noah.Bank@hubinternational.com



Connect  
with Noah  
today!



Homeowners • Auto • Business • Property • Employee Benefits & Life

hubinternational.com

  
**HEALTHY HOME  
SERVICES**

**Don't Let Mold  
Kill Your Deal**

Healthy Home Services is proud to be a resource for you and your clients.

**MOLD REMEDIATION  
ODOR  
AIR QUALITY  
DISINFECTION**

**Sam Allman**  
Owner



**Questions?  
Give us a call.**

We have simplified the process for mold remediation, making it faster and more affordable. All while using safe products!

**(516) 206-1600**  
**service@hhsnys.com**  
**HealthyHomeServicesNY.com**

## Do You Have Listings With Underground Oil Tanks? Don't Let An Oil Spill Ruin Your Deal!

*The Average Life Span of an  
Oil Tank is 20 Years!*

### Our Experienced Team Can Assist With:

- In Place Underground Oil Tank Abandonments
- Underground Oil Tank Removal & Remediation When Necessary
- Aboveground Oil Tank Removal
- Supply and Install Next Generation Aboveground Storage Tanks
- Oil Tank/Septic Tank locating with GPR (Ground Penetrating Radar)
- 24-Hour Emergency Spill Response
- Phase I & II Environmental Site Assessments
- Soil, Groundwater and Potable Water Sampling



**CALL FOR  
OIL TANK  
REPLACEMENT  
PACKAGE  
PRICING!**

**Real Producer  
Special  
FREE Premium  
Scheduling**

\*Call for details & to schedule.  
Offer available for  
a limited time.



**FREE Estimates!**

**888-863-2028 • info@c2g.us**

 Like us on  
Facebook

FOLLOW US ON  
Instagram  
@c2g\_environmental 

LONG ISLAND | HUDSON VALLEY | WESTCHESTER | CONNECTICUT | NEW JERSEY



# PATRICIA SANTELLA

CONFIDENT,  
DRIVEN,  
EMPOWERED

BY GEORGE PAUL THOMAS  
PHOTOS BY CHRIS AT DYNAMIC MEDIA SOLUTIONS

A personable, confident, and highly professional real estate agent, Patricia Santella brings a unique blend of financial expertise and community-driven passion to her work. As a seasoned real estate agent with Douglas Elliman, Patricia has built a thriving career by combining sharp analytical skills with a natural ability to connect with people. Whether guiding clients through transactions or supporting local initiatives, she approaches every endeavor with dedication and integrity.



“NEVER  
QUIT—  
WINNERS  
ARE NOT  
PEOPLE  
WHO  
NEVER  
FAIL, BUT  
PEOPLE  
WHO  
NEVER  
QUIT.”

## A Strong Foundation

Originally from Howell, New Jersey, Patricia earned her Bachelor of Science in Business before becoming a Certified Public Accountant (CPA). Before stepping into real estate, she spent years in high-pressure roles at international financial firms, handling corporate finance, managing teams, and presenting audit findings to CEOs. These experiences refined her ability to stay patient under pressure, think strategically, and negotiate effectively.

“Working in finance taught me how to analyze and present numbers quickly and accurately, which has been invaluable in real estate,” Patricia shares. “But just as importantly, it honed my ability to explain complex financial concepts in a way that people can easily understand.”

Her background gives her a distinct advantage in the real estate world. Armed with market knowledge and a keen eye for value, Patricia provides her clients with insights that extend beyond just buying and selling homes.

## A Career Built on Connection

Patricia officially launched her real estate career in 2010, but the seeds were planted long before. As an active member of her Long Island community, she was deeply involved in the PTA (as President), Girl Scouts, the Syosset Civic Association, Syosset Commerce, the local animal shelter, and the Long Island Road Running Club.

“I loved helping others and being part of something bigger,” she explains. “A friend recognized my ability to connect with people and suggested real estate. It made perfect sense. I could continue to serve my community while building a business that worked for my family.”



More than a decade later, that same spirit of service remains at the heart of her work. Patricia finds fulfillment in guiding her clients through major life transitions, ensuring they feel supported and informed every step of the way.

## The Power of Expertise

What sets Patricia apart from other real estate professionals? Her financial background gives her a data-driven approach, helping clients make well-informed decisions.

“I analyze properties with an investor’s mindset,” she explains. “Understanding

financial trends, valuations, and ROI allows me to provide a more strategic perspective.”

Her results speak for themselves. In 2024, Patricia closed 17 transactions totaling \$24 million, and she is on track to surpass \$30 million in 2025. Recognized as a Real Trends Top 1.5% Agent, she has also earned Douglas Elliman’s Gold Award and ranked as the #15 agent in volume on Long Island for Elliman.

She holds several designations that further solidify her expertise, including Accredited Buyers Representative, Certified Residential Specialist, e-PRO, Luxury Marketing Specialist - GUILD, and Pricing Specialist. Though she operates as a solo agent, Patricia’s family plays a key role in her business. Her two children, Lauren (24) and Peter (22), are licensed agents who assist at open houses, showings, walk-throughs, and client follow-ups.

## A Life in Motion

While Patricia is a powerhouse in real estate, she is just as active outside of work. She and







her husband, Pete, along with their children and their beloved rescue dog, Fawn (who they initially fostered 11 years ago and adopted), enjoy spending time outdoors.

“We love walking, running, taking gym classes, and playing golf together,” she says.

An avid runner, golfer, Pilates enthusiast, and weightlifter, Patricia stays committed to an active lifestyle. Her passion for fitness extends into community service, as she volunteers as a runner and coach for Girls On The Run.

If she weren't in real estate? Running an animal shelter



Patricia and Pete's beloved rescue dog, Fawn, enjoying a chill day outdoor.

“  
I WANT TO CONTINUE  
GROWING, BUT MORE  
IMPORTANTLY, I WANT  
TO KEEP MAKING A  
DIFFERENCE.”

Her guiding philosophy? “Never Quit—Winners are not people who never fail, but people who never quit.”

Patricia's clients know that when they work with her, they're getting a committed, hands-on partner every step of the way.

“I don't just list homes—I strategize to sell them quickly and for the best possible price. I have a strategic marketing plan that is specific to the property. This includes a detailed digital market plan utilizing the newest technology. For buyers, I go beyond the MLS, leveraging my network to find properties before they hit the market. My goal is to make every transaction as smooth and stress-free as possible.”

Her approach is built on honesty, integrity, transparency, professionalism, and patience—values that have earned her a loyal client base and a steady stream of referrals.

For those looking to reach the top of the real estate industry, Patricia has simple but powerful advice.

“Keep going. Keep working and don't give up. The key is in the follow-up and communication. Work hard for your clients, and the success will follow.”

As she continues to elevate her business and serve the Long Island community, one thing is clear. Patricia Santella isn't just selling homes—she's building relationships, shaping futures, and making an impact that lasts well beyond the closing table.



**PATRICIA OLIVA** | **Contact Me:**  
**(516) 840-9147**

## TOP REASONS TO REFER CONSUMER DIRECT TITLE AGENCY

### Making Your Transactions Smoother from Start to Finish

- ✓ **Choice of Underwriting** – We work with multiple underwriters, giving you flexibility and the best options for your clients.
- ✓ **Title Fees Promised at Accepted Offer** – Transparent pricing from the start, so there are no surprises at closing.
- ✓ **Title Ordered at Accepted Offer** – We get ahead of potential issues early to keep the process moving smoothly.
- ✓ **Consumer Communication from Start to Finish** – Keeping buyers, sellers, and agents informed every step of the way.

### Why Choose Us?

- ◆ **Title Costs at the Click of a Button** – Instant access to title fees with a detailed explanation of each cost at MyTitleBill.com.
- ◆ **Convenience** – Title updates and information, always at your fingertips.
- ◆ **Trusted Service** – Backed by real estate professionals who care about seamless closings.

**Let's make an appointment!**





# CATHERINE ZHANG

## FUELED BY **GRIT, HEART,** AND A **DESIRE** TO MAKE A DIFFERENCE

BY GEORGE PAUL THOMAS  
PHOTOS BY CHRIS AT DYNAMIC MEDIA SOLUTIONS

Born in Qingdao, China, Catherine Zhang's journey to becoming a top-producing Realtor with Keller Williams Greater Nassau wasn't typical—but then again, she's never been one to take the easy path. A confident and responsible leader since childhood, Catherine grew up watching her parents extend compassion to others. That same sense of responsibility, determination, and empathy now drives every step of her career in real estate.

Her story as a new immigrant, reuniting with her father after ten years and adapting to life in New York, gave her resilience and purpose. "I learned to be a strong woman," she shares. "My mother raised me on her own for a decade, and I've never forgotten the

sacrifices she made. It pushed me to succeed—not just for myself, but for those around me."

### From Law to Listings

Before she ever held a real estate license, Catherine spent ten years working as a paralegal in a Manhattan law firm. Her background in law sharpened her attention to detail and helped her develop a deep understanding of contracts and negotiations. But it wasn't until COVID changed everything that Catherine decided to go all in.

She had worked part-time as a real estate assistant, and when that position was no longer needed, she took it as a sign. "I got my license in August 2020



and haven't looked back," she says. Her timing may have seemed risky to some, but Catherine saw opportunity and seized it.

Catherine approaches real estate as a long-term relationship, not a one-time transaction. "Almost all of my clients become my friends," she says. "Whether it's reminding them of tax deadlines or connecting them with local services, I'm always here to help—even years after closing."

She speaks both English and Mandarin and prides herself on acting quickly. "I don't wait. I respond. I work. I show up." That proactive mindset has helped her achieve over \$30 million in sales volume in 2024 alone. And while she doesn't fixate on awards, the recognition has followed: Diamond Awards from KW, top solo agent in her Market Center, and top agent in sales volume across Brooklyn and Long Island among KW's Core Six Market Centers.

### More Than a Career—A Calling

For Catherine, real estate has never just been about houses—it's about creating better lives. "Three years after I





became a Realtor, I was able to move my family into a better community and a slightly larger home,” she says. “Helping hundreds of families do the same—it’s the most rewarding part of what I do.”

Whether she’s working with local clients or those abroad, Catherine sees her work as a chance to make dreams come true. Her long-term goal is to help both domestic and international buyers find homes throughout New York—and possibly beyond.

**Family First**

Catherine’s husband, Brian, is her rock. “He’s very supportive and allows me to pursue any dream,” she says. Together, they’re raising two active boys, ages 12 and 11, and make the most of family time—whether it’s watching hockey games, traveling, or biking through all five boroughs of New York.

The couple’s shared values—hard work, integrity, and resilience—shape the home they’ve created. “Family means everything to me,” Catherine says. “At the end of the day, they’re the reason I do what I do.”

When she isn’t selling homes or managing family life, she’s often found at the gym, trying different local food, or singing—a hobby she’s mastered with passion. In fact, she once won a KW



**“BE YOURSELF. TREAT OTHERS HOW YOU WANT TO BE TREATED. AND USE SOCIAL MEDIA TO SHOW PEOPLE WHO YOU REALLY ARE.”**

singing competition for her powerful rendition of “My Heart Will Go On.” Her creative talents are matched only by her commitment to service. She’s a Community Church Trustee and serves as the Chinese Vice President of Roslyn, where she focuses on outreach and connection.

**Looking Ahead**

Catherine’s goals for the next 5–10 years are both personal and

professional. She hopes to support her children through their university years and dreams of forming a choir to perform regularly. On the business side, she envisions running her own organization and becoming an online and offline influencer in real estate.

Her advice to aspiring top producers? “Be yourself. Treat others how you want to be treated. And use social media to show people who you really are.”

# YOUR LOCAL & TRUSTED MOVING RESOURCE

We provide personalized options for big or small moving projects and offer over 28 years of experience in the industry, as well as quick, friendly service.

**PETER FECHT**

**MOVING? I'M YOUR GUY. >> (516) 581-7629**

## SEAL THE DEAL WITH CONFIDENCE – PARTNER WITH THE ZABBIA INSURANCE AGENCY

**TAILORED SERVICE:** PERSONAL ATTENTION FOR EVERY REFERRAL.

**EXPERT SUPPORT:** WE HELP YOU NAVIGATE YOUR INSURANCE NEEDS QUICKLY AND EFFICIENTLY.

**SMOOTH CLOSINGS:** DEPENDABLE SERVICE TO KEEP YOUR DEALS ON TRACK.

**A LITTLE EXTRA:** A COMPLIMENTARY, RESPECTFUL, CLOSING GIFT FOR EVERY REFERRAL AS OUR WAY OF SAYING THANKS.

**REALTORS, YOUR SUCCESS IS OUR PRIORITY!**

At The Zabbia Insurance Agency, we specialize in working hand-in-hand with real estate professionals to ensure smooth and hassle-free closings for your clients!

**YOUR CLIENTS DESERVE THE BEST, AND SO DO YOU.**

Partner with an insurance agency that understands your business and goes the extra mile to help you succeed.

**Contact us today at 516-799-3800 or email Robertzabbia@allstate.com to learn how we can help you close with confidence! Let's make every closing a win – together!**

**The Zabbia Insurance Agency**

**Call today for a COMPLIMENTARY financial review & plan!**

## Building wealth takes hard work & passion. So should managing it.

As successful as you are, we know there’s still more you want to do. At Silver Spring Capital, we’ve been helping our clients care for their hard-earned assets for more than 30 years. Find out why so many people trust us to help manage their wealth with the care it deserves.

**ROBERT LOPINTO**  
President & Managing Partner  
973-434-9130

**ROBERT J. LOPINTO**  
Director & Senior Financial Advisor  
SILVERSPRINGCAP.COM

**Silver Spring Capital** is a full-service wealth management practice specializing in retirement planning & portfolio management. We offer a variety of services designed to help our clients achieve their financial goals.

Investment products & services are offered through Wells Fargo Advisors Financial Network, LLC (WFAFN), Member SIPC. Silver Spring Capital is a separate entity of WFAFN.



# MARY BETH

*Darcy*

Closing Deals, Opening Doors

BY GEORGE PAUL THOMAS  
PHOTOS BY PAM SETCHELL

Mary Beth Darcy is a confident, outgoing, and assertive real estate professional who brings honesty and dedication to every transaction. As a REALTOR® with Daniel Gale Sotheby's International Realty, she has built a thriving business based on relationships, community ties, and a strong work ethic. Whether working with first-time buyers, growing families, or downsizers, Mary Beth's hands-on approach ensures that each client receives the same level of attention and care. Her ability to connect with people, combined with deep market knowledge, has made her a trusted name in Rockville Centre and beyond.

“

*I love* seeing my clients fixing up their homes, going for a walk, or shopping locally.

It's a full-circle moment when I help the next generation buy or sell their home.”







“This company is like a family, and the relationships I’ve built here are invaluable.”

#### A Natural Transition

Born and raised in Rockville Centre (RVC), Mary Beth grew up watching her mother build a successful career in real estate. “I remember sitting outside homes during showings and listening to countless client conversations,” she recalls. “Real estate was different back then—no MLS, no computers—it was all about private listings and relationships.”

Mary Beth attended St. Agnes Elementary School in RVC before moving on to Sacred Heart Academy, Niagara University for her undergraduate degree, and Adelphi University for a Master’s in Education. After college, she became an elementary school teacher, working with grades K-2. “I loved teaching children, organizing events, and bringing parents into the process. I’ve always been a people person,” she says.

When she had her first child, Mary Beth decided to stay home, a choice that led her to years of deep community involvement. She volunteered in multiple activities around RVC and in her children’s schools, building relationships that would later become

the foundation of her real estate business. “Those years at home built my sphere of influence, which I use every single day. It’s incredible to now sell homes to kids I once taught!” she shares.

Once her youngest child started kindergarten, Mary Beth immediately pursued her real estate license. “I had my first listing before I even passed the test—and the rest is history,” she says with a smile.

#### A Career Rooted in Relationships

Mary Beth’s real estate career is defined by her ability to connect with people and build lasting relationships. She works with clients across generations, often helping families she has known for years. “I love seeing my clients fixing up their homes, going for a walk, or shopping locally. It’s a full-circle moment when I help the next generation buy or sell their home,” she says.

Her passion for real estate started early, inspired by her mother’s career. “I’ll never forget the first open house I helped my mom with at 16. That house has since come full circle—I’ve sold it again!” she recalls. Over the years, many

of her mother’s clients have come to Mary Beth for resale, further proving that real estate is about trust and long-term relationships.

While technology has changed the industry, she believes the heart of real estate remains the same. “It all comes down to relationships,” she says. “The people, the time I spend with them, and the journey we take together—those are the things that make this career so fulfilling.”

Each day in real estate brings something new, which is part of what Mary Beth loves most. “I wake up, check the MLS, and never know where the day will take me. A new listing, a call from a past client, or a last-minute showing—every day is different, and I thrive on that energy,” she says.

Mary Beth’s dedication to her clients has led to impressive results. In 2024 alone, she closed \$32 million in volume across 31 transactions, with a strong focus on listings (21 sellers and 10 buyers). She has consistently been ranked #1 in Listings, Units, and Volume in the RVC office for the past nine years and is among the Top 20 agents at Daniel Gale Sotheby’s International Realty company-wide.

Beyond sales, she is an active member of the real estate community, participating in company events like the Daniel Gale Gold Circle Trip, where top producers gather to network and celebrate their achievements. “This company is like a family, and the relationships I’ve built here are invaluable,” she says.

She also gives back through the Daniel Gale Foundation, supporting local charities through events like the Polar Bear Plunge, golf outings, and bowling fundraisers. “Raising money for local causes is important to me—it’s about giving back to the community that has given me so much,” she says.

#### Life Beyond Real Estate

Outside of work, Mary Beth’s world revolves around her three children. Living in Point Lookout, the family



spends as much time as possible at the beach. “There’s nothing better than a Sunday full of open houses, ending with a sunset at Ted’s with my kids,” she says.

Her children have inherited her strong work ethic, spending summers as Town of Hempstead Ocean Lifeguards. Her oldest, Jack (24), works in private wealth management for Merrill Lynch in Washington, D.C., after graduating from Catholic University. Caroline (22) is set to graduate from Fairfield University with a nursing degree and is eager to return home by the beach. Her youngest, Elizabeth (19), is a freshman at the University of Richmond, balancing academics with her lacrosse career. “Spring will be crazy with travel for her games, but I’m a pro at managing schedules!” Mary Beth laughs.

When not working, she enjoys early-morning walks and workouts before diving into her busy real estate schedule. She also loves entertaining at home, biking into town for dinner, and hosting friends and family for BBQs. “Real estate has allowed me to spend quality time with my kids while running a full-time business—I wouldn’t trade it for anything,” she says.

#### A Lifelong Passion for Real Estate

Mary Beth can’t imagine doing anything else. “Real estate is in my blood. The



thrill of a new listing or finding the perfect home for a client never gets old,” she says.

Her approach is based on honesty and integrity, ensuring her clients make well-informed decisions. “I don’t just tell sellers what they want to hear—I show them the data, discuss what buyers are looking for, and work with them as a team. Trust is everything,” she explains.

That trust has paid off, with many clients placing their full confidence in her expertise. “Whatever you say, Mary Beth!” is a phrase she hears often—a testament to the guidance and reassurance she provides throughout the buying and selling process.

For Mary Beth, maintaining a strong mindset is just as important as market knowledge. She lives by the quote, “You can’t always have good days, but you can always face a bad day with a good attitude.” In an industry that can be unpredictable, she believes positivity, adaptability, and continuous learning are the keys to long-term success.

That same mindset shapes the advice she gives to aspiring top producers. “Work your sphere! If you can’t sell to your family and friends, who can you sell to?” she says. “Let people know you’re a Realtor—be their



go-to real estate advisor. People love talking about the market, and if you’re confident and knowledgeable, the business will come to you.”



FAMILY OWNED FOR 70+ YEARS & AWARD-WINNING  
**MOVING AND STORAGE COMPANY**



LOCAL & LONG DISTANCE MOVING  
PACKING • STORAGE • JUNK REMOVAL



QUESTIONS? GIVE US A CALL!  
**631-543-6801 | HALL-LANE.COM**  
Request a **FREE** estimate! → 

Shaping Financial Futures with  
**PURPOSE & PRECISION**



We are an accounting, tax and business advisory firm with offices in New York City, Long Island, and Florida.

- Accounting & Auditing
- Bookkeeping (Compliance Services)
- Financial Planning
- Management Consulting
- Tax Services



**Philip Palmetto**  
Managing Partner

**CALL TODAY!** | (631) 761-8989 | [info@pmmpllp.com](mailto:info@pmmpllp.com) | [pmmpllp.com](http://pmmpllp.com)



**ANDREW MALARY**

Professional Real Estate Photography & Videography | Floorplans | Matterport 3D Tours | Headshots

[www.AndrewMalary.com/RealEstate](http://www.AndrewMalary.com/RealEstate)



got  
mold?

- Need to know?  
We can help.
- Mold Assessments
  - Certified Lab Result Analysis
  - Report & Photos

Serving Nassau,  
Suffolk, Brooklyn, and  
Manhattan DAILY.



**Trusted in the industry since 2009**  
**Call Today! | 516.524.0673**



**inspecticore**



Print Me More!

Were you, your broker, or the team featured in an issue of Real Producers? Want a copy of your article or full magazines that you were featured in?

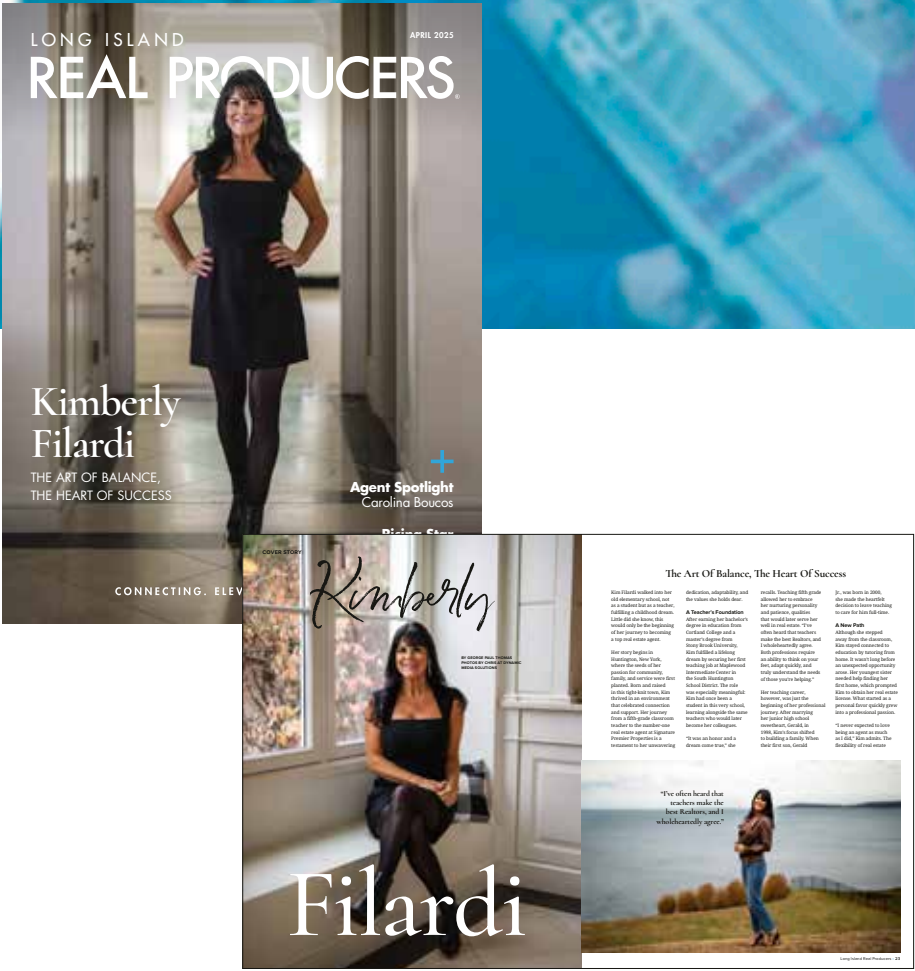
**Reprints!**  
What the heck is a reprint? A reprint is a four- or eight-page bound, printed piece on magazine-grade paper with your full article — and **you on the cover**.

- Why do I need those?**  
These reprints are a professional marketing tool that can help brand you, your team, and/or your business.
- Use on listing appointments
  - Send out to friends and family
  - Send to clients with your holiday Greetings
  - Brokers, use as recruiting tools for capturing new talent
  - Use when farming your favorite neighborhood

**What if I changed companies or need something corrected on my article?**  
No worries! We can make any changes needed. We send you a proof, you approve, and then they are sent to you via FedEx.

**Who can buy these?**  
The REALTOR® that was featured, the broker, our partner, or family. Anyone who wants to promote you.

**How do I order?**  
Email us at [info@longislandrealproducers.com](mailto:info@longislandrealproducers.com)



Create a Kids Protection Plan with Diamond Law Group!

A Kids Protection Plan is the only way to assure yourself that your kids will be raised by the people you want, in the way you want, by the people your kids know, like, and trust, if something happens to you.

I have the training and systems in place to plan for your children — whether they are minors or children with special needs who will need care for their lifetime.



Schedule your planning session with me today.

**Richard Klein, Esq.**  
Managing Partner

(516) 770-7720  
[rich@diamondlawgroup.com](mailto:rich@diamondlawgroup.com)

Save My Contact Info!  
[DiamondLawGroup.com](http://DiamondLawGroup.com)



5173 Merrick Rd. | Massapequa Park, NY 11762  
25 W. Main St. | Smithtown, NY 11787



## POWER UP YOUR MORTGAGE EXPERIENCE

**CLIFFCO**  
MORTGAGE BANKERS

**Questions?**  
Call me anytime at **917-574-6040**.  
Your mortgage solutions are just one call away!



### Here is a snapshot of the diverse programs we offer:

- Jumbo Loans
- Conforming Loans
- Loans for Self-Employed Borrowers
- Investor-Friendly Options (DSCR)
- FHA/VA
- Foreign National Program
- Reverse Mortgage Options
- Multi-Family Lending

*Contact me today*

### **ADAM TURKEWITZ**

Senior VP of Sales | NMLS #32900

**C: 917-574-6040**

**E: adam.turkewitz@cliffcomortgage.com**

*Scan Me*



- 20 years of residential mortgage experience
- Over \$3 Billion funded in residential mortgages



Cliffco, Inc. is not affiliated with or acting on behalf of the FHA or any government entity. Equal Housing Lender. Cliffco, Inc. Corporate NMLS#65328 (www.nmlsconsumeraccess.org) 70 Charles Lindbergh Blvd, Suite 200, Uniondale, NY 11553 (516) 438-7300. This is not a commitment to lend or extend credit. Restrictions may apply. All loans are subject to credit and underwriting approval. Not all loan products are available in all states. Rates may not be available at time of application. Information and/or data are subject to change without notice. Licensed Mortgage Banker by the NYS Department of Financial Services LMBC109800; AL Mortgage Broker/Lender License #23591; AZ Mortgage Banker License 1045706; CA DFPI Financing Law License 90060-181852; CO Dept. of Regulatory Agencies Division of Banking; CT Department of Banking MCO-65328; DC Department of Insurance, Securities, & Banking MLB65328; FL Office of Financial Regulation MLD1245; GA Department of Banking & Finance 65328; IL Department of Financial & Professional Regulation MB 6761824; KS State Bank Commissioner of Kansas MC 0026625; KY Department of Financial Institutions MCS80985; LA Office of Financial Institutions 65328; MD Office of Financial Regulation; NJ Department of Banking & Insurance; Licensed Mortgage Banker by the NYS Department of Financial Services LMBC109800; NC Commissioner of Banks L-211081; OR Oregon Department of Consumer and Business Services 65328; PA Department of Banking & Securities 43275; SC State Board of Financial Institutions MLS-65328; TX Department of Savings & Mortgage Lending; VA Bureau of Financial Institutions MO-7742; WA State Department of Financial Institutions CL-65328.