

RHODE ISLAND

APRIL 2026

REAL PRODUCERS[®]

Compounding Consistency:
The Simple, Relentless Discipline Behind

Joe Fitzpatrick's Hall of Fame Career

PHOTOGRAPHY BY JAMIE HARRINGTON



Agent to Watch:
MELANIE QUIRK

Partner Spotlight:
**JASON LOPES OF
EXACT EXTERIORS**

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Together with you, Rhode Island's elite agents, we have curated this list. These trusted partners represent the absolute best in their fields - they're not just great at what they do, they understand the pace, professionalism, and care that top agents like you expect. They proudly support your work, your publication, and the private events that bring our community together. Please support them in return—and thank them for helping us celebrate the Rhode Island Real Producers community!

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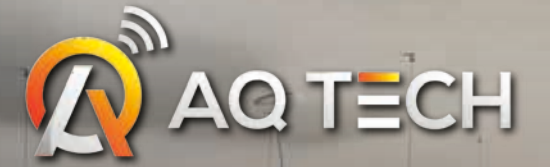
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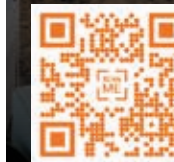
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The Inventory Paradox

LOW INVENTORY DOESN'T LIMIT GREAT AGENTS—IT REVEALS THEM.

Most agents are exclusively focused on chasing and competing for market listings. Inventory may be tight, but opportunity remains abundant for the agents who know how to create it.

If there's one topic that dominates nearly every real estate conversation right now, it's inventory—or more specifically, the lack of it.

Across Rhode Island and much of the country, housing supply remains tight. Sellers are hesitant to give up historically low interest rates, buyers are competing for fewer options, and many agents find themselves navigating a market where listings simply aren't appearing at the pace they once did. It's an understandable concern, and it's a reality of the current market cycle.

But when you spend time talking with many of the top agents in Rhode Island, a different perspective begins to emerge. This is because the best agents in this business understand something important: inventory isn't just found—it's created.

The most successful professionals rarely build their businesses by simply waiting for listings to appear. Instead, they create opportunity through relationships, reputation, and consistent engagement with the communities they serve. In a market like this, those habits become even more valuable.

Many top agents are doubling down on the fundamentals that have always driven their success. They're reconnecting with past clients and reminding homeowners of the equity gains they've experienced over the past several years. They're having

thoughtful conversations about life changes—growing families, downsizing, career moves—that may open the door to a potential sale long before it becomes public knowledge.

Others are proactively reaching out to homeowners in neighborhoods where buyer demand remains strong, sharing insights about current market conditions and the opportunities available to sellers (*see last month's Publisher's Letter for more on that*). Some are coordinating creative solutions that help hesitant sellers make their next move, whether that means identifying off-market properties, working through rent-back arrangements, or collaborating closely with lenders and other partners to structure deals that work for everyone involved.

In short, while some in the industry focus on the scarcity of listings, the most experienced professionals are focusing on the creation of opportunity.

This is one of the privileges of publishing *Rhode Island Real Producers*: having a front-row seat to the professionalism and ingenuity that define this community. The agents featured in these pages—and the many others who make up our growing community—have built their businesses on relationships that extend far beyond a single transaction. They stay connected to their clients, they invest in their local communities, and they understand that the best opportunities in real estate

often begin with a conversation long before a home ever reaches the market.

Markets will always evolve. Interest rates will rise and fall, and inventory will expand and contract over time. But the agents who consistently succeed are the ones who recognize that their greatest advantage isn't the market itself—it's the trust and relationships they've built within it.

And in a market like the one we're experiencing today, that advantage has never been more valuable.

With gratitude,



John Ludes
Publisher

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FAQ

ALL ABOUT RHODE ISLAND REAL PRODUCERS

Q: Who receives this publication?

A: This magazine is delivered to the top 300 real estate agents in Rhode Island, ranked by sales volume. All our Preferred Partners also receive both physical and digital copies. With thousands of agents in the state, being included in this elite group is a true distinction—a testament to your hard work, talent, and dedication to excellence.

Q: Do real estate agents have to pay for the magazine or events?

A: No! Both the magazine and our events are completely free for top agents. They're fully funded by our Preferred Partners, who support and help us celebrate this exceptional community.

Q: What kind of content is featured?

A: The content is centered around you—the top producers in Rhode Island real estate. Each issue highlights inspiring personal stories, professional milestones, and behind-the-scenes insights into the agents and Preferred Partners who lead this market.

We feature:

- **Top-producing “Local Legends” in every cover story**
- **Rising stars in our “Agent to Watch” feature**
- **Spotlight Profiles on our Preferred Partner businesses**

All agent features are completely merit-based. There's **no pay-to-play**—we tell authentic stories about real people making an impact. We welcome nominations

and referrals, as we're always looking to celebrate outstanding professionals we may not yet know about.

Q: Who are the Preferred Partners?

A: Preferred Partners are top professionals across a variety of real estate related industries who have been **personally recommended by the top 300 agents** in Rhode Island. They appear in every issue of the magazine, participate in our events, and help make this platform possible. These businesses are trusted allies of our agent community, and together, we're building a powerful, collaborative network that promotes business growth for everyone involved.

Q: Does Real Producers host events?

A: Absolutely. In addition to the magazine, we host **private quarterly invite-only events** for our top agents and Preferred Partners. These exclusive gatherings provide opportunities to network, collaborate, share ideas, celebrate wins, and grow together as a community.

Event details are shared in the magazine, on social media, and through direct outreach—stay tuned for our inaugural event this Fall!

Q: How can I recommend a business or feature story?

A: We'd love to hear from you! Whether you want to nominate a fellow agent, highlight an unsung hero, or recommend a business that deserves recognition as a Preferred Partner, we're all ears.

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- Cheryl A. / East Providence

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EDITED BY STUART TITUS
PHOTOGRAPHY BY JAMIE HARRINGTON

If you spend enough time around Warwick, chances are you'll hear the name Melanie Rose Quirk come up sooner or later. Whether it's through a real estate referral, a conversation at a local beach, or a morning stop at the neighborhood coffee shop, Melanie's presence is woven into the community she serves.

As the team leader of The Anchor Team and a newly recognized Agent to Watch in *Rhode Island Real Producers*, Melanie has built a career defined by energy, authenticity, and an unwavering belief that real estate is ultimately about people. Over the past two decades, that philosophy has helped her build

an impressive track record: 469 career sales and more than \$241 million in total volume across Rhode Island, Massachusetts, and Connecticut. In 2025 alone, she closed \$16 million in sales, continuing a long run of accolades that includes RE/MAX Platinum Club honors from 2018 through 2025, as well as Lifetime Achievement, Hall of Fame recognition, and years in the 100% Club.

Melanie puts up some impressive numbers to be sure, but she's driven by a simple principle she's followed from the very beginning.

"The Golden Rule," she says. "Do unto others as you would have them do unto you."

That mindset shapes every interaction she has with clients. While our industry often centers on deals, Melanie has always focused on connections — the kind that last far beyond the closing table.

"I've always treated people fairly and honestly — doing the right thing," she explains. "When you genuinely have

your clients' best interests in mind, they become customers for life.

The result? A business built largely on trust and word of mouth. To this day, her sphere of influence overwhelmingly serves as her number one source of business, with referrals consistently coming from friends, family, and past clients. "Treat people right and the rest will follow," she says with a smile. "I promise."

Of course, when your personality naturally draws people in, relationship-building doesn't feel like a strategy — it just feels like life. Around Warwick, you get the sense that Melanie is more like the unofficial mayor, someone who seems to know everyone and genuinely cares about the people who make the community special.

Her connection to Warwick runs deep, and nowhere is that more evident than at The Coffee Grinder, the local coffee shop she now owns. Long before she became a top-producing real estate professional, Melanie worked there





“

REAL ESTATE CAN BE THE WILD WEST FOR NEW AGENTS. HAVING THAT GUIDANCE WOULD HELP AVOID MISTAKES AND HELP MORE TRANSACTIONS GET TO THE CLOSING TABLE.

We should always have a mentor and always be evolving.”

after high school alongside many of her friends. Even then, she knew one day she wanted to own a place like it.

“Owning a coffee shop has been a dream since I was sixteen,” she says.

Today, that dream has become another extension of the community she loves. The shop has become a natural gathering place — a hub where conversations happen, friendships grow, and yes, plenty of real estate connections are made along the

way. It’s also a perfect reflection of Melanie herself: warm, welcoming, and full of positive energy.

And with her seemingly boundless energy, Melanie has learned an important lesson about growth: no one builds a great business alone. For much of her career, she tried to do everything herself, but mentorship helped her realize that true scalability comes from surrounding yourself with the right people.

“I’m a bit of a control freak,” she admits with a laugh. “But I’ve learned to start letting go of the tasks that aren’t ‘green’ activities.”

That shift has already paid dividends. In 2025, Melanie hired a full-time client care coordinator to manage paperwork and backend operations, freeing her to focus more of her time on clients and relationships. She also brought on a showing agent, Haley Rose Catelle, whose journey into real estate actually began at The Coffee Grinder.

When Haley interviewed for a job at the café years ago, Melanie recognized the drive and work ethic that would make her successful in the industry and planted the seed about pursuing a real estate career. Today, Haley helps support buyers across The Anchor Team’s growing business.

“Just in the first 45 days it’s been a life changer,” Melanie says. “I can’t wait to see how many more families we can help this year.”

Mentorship, in fact, is something Melanie believes the industry needs more of. She serves on the Professional Standards Committee, a volunteer role dedicated to maintaining ethical practices within the REALTOR® community, and she believes new agents would benefit greatly from a formal apprenticeship period early in their careers.

“Real estate can be the wild west for new agents,” she says. “Having that guidance would help avoid mistakes and help more transactions get to the closing table.” Even at the top of the industry, Melanie believes growth never stops. “We should always have a mentor and always be evolving.”

For Melanie, success has never been defined by production alone. While she’s incredibly proud of what she’s built, her definition of success runs deeper. “Success is being able to take care of yourself while helping others and being a positive influence,” she says. “It’s not something tangible — it’s a feeling.”

That sense of gratitude shows up in how she gives back. With every transaction, Melanie donates to Children’s Miracle Network, and each year she contributes to organizations including the Leukemia & Lymphoma Society, the MS Foundation, the Juvenile Arthritis Foundation, the American Cancer Society, the ALS Association, and numerous local community groups.

When she does carve out a little time away from work, you’ll likely find her somewhere along Rhode Island’s coastline — maybe playing in a doubles volleyball tournament in Newport, heading out for a Block Island day trip, or enjoying the beaches that make the Ocean State so special. And of course, no perfect day would be complete without stopping by The Coffee Grinder for a latte and one of the shop’s signature breakfast bagels.

Judging by the momentum she’s carrying into 2026, it’s safe to say the best chapters of Melanie’s story are still being written.



EVENT PIX PHOTOGRAPHY BY MOLLY ROBINSON & JAMIE HARRINGTON
 FROM OUR WINTER SOCIAL EVENT @ **TRACK 15**





2025

BY THE NUMBERS

HERE'S WHAT THE TOP 300 AGENTS IN RHODE ISLAND SOLD IN CALENDAR YEAR 2025...



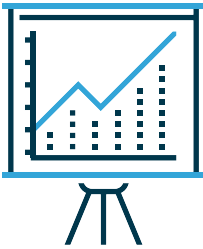
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CURB APPEAL THAT CLOSES

How Jason Lopes and Exact Exteriors help agents inspire buyer confidence and accelerate deals.

EDITED BY STUART TITUS
PHOTOGRAPHY BY MOLLY ROBINSON

In real estate, first impressions are everything. Long before buyers walk through the front door, they form an opinion the moment they pull up to the curb. The condition of the roof, the siding, the trim, the entryway—these details quietly shape buyer confidence and influence how a property is perceived.

That's where Jason Lopes and his team at Exact Exteriors have built their reputation.

As the owner of Exact Exteriors LLC, a Rhode Island-based exterior renovation and general contracting company, Jason has made it his mission to help agents and homeowners transform properties to create immediate visual impact while strengthening the home's integrity. His company specializes in roofing, siding, windows, doors, exterior carpentry, and painting—essentially everything that defines a property's curb appeal.

But behind the craftsmanship and the results is something even more important to Jason: the people who make it happen.

At Exact Exteriors, Jason leads a tight-knit team of experienced professionals who take tremendous pride in reliability, craftsmanship, and consistency. While the company has earned a strong reputation across Rhode Island for exterior transformations. Inside the organization, the culture feels less like a construction company and more like a family.

That culture is intentional. "Culture matters," Jason says. "When people respect each other, support each other, and take pride in their work, the results follow."

That mindset shows up on every project the team touches. Exact Exteriors operates with a shared commitment to doing things the right way—

delivering dependable results and standing firmly behind the work they perform. For the real estate professionals who rely on them, that consistency creates something incredibly valuable: trust.

Jason's path into construction started early. His father was also a general contractor, and growing up around job sites gave him an appreciation for both the craftsmanship and the discipline required to build things properly. Later, he attended Bryant University, where he studied Management and Computer Information Systems.

That combination—hands-on construction experience and formal business training—gave Jason a foundation that continues to shape how he runs his company today.

Like many successful entrepreneurs, Jason's biggest growth challenge came when he had to



transition from craftsman to business leader.

“The hardest part is shifting from being the person doing the work to being the person building the systems,” Jason explains. “There’s trial and error along the way, but once those systems are in place and leadership grows within the team, that’s when the business really starts to scale.”

That focus on systems, structure, and long-term growth led Jason to launch Exact Exteriors in 2019—his second contracting company—with a clear vision.

Exact Exteriors would specialize in exterior renovations that help homeowners and real estate professionals dramatically elevate curb appeal while strengthening the home itself.

Today, the company has become known as a true



“
The mission is simple. Make the agent look good and protect their reputation.”

one-stop shop for exterior transformations. From roofing and siding to trim, porches, windows, entry doors, painting, and structural carpentry, Jason’s team manages the entire scope of work through one organized system.

But Jason is quick to point out that the company’s role goes beyond construction.

“Exact Exteriors is a curb appeal and exterior value partner,” he explains. “We help agents strategically improve properties, protect transactions, and increase buyer confidence.”

For real estate professionals preparing homes for the market, that kind of partnership can make a meaningful difference.

In many cases, exterior improvements are one of the most efficient ways to dramatically improve how buyers perceive a home. Unlike many interior

renovations, exterior projects typically move faster, involve fewer trades, and avoid disrupting the living spaces inside the property. At the same time, they can significantly elevate a home’s appearance while delivering a strong return on investment.

Still, Jason often encounters a common misconception about contractors during the real estate process. “There’s a belief that contractors slow down deals,” he says. “The right contractor actually protects and accelerates them.”

By providing fast property evaluations, clearly defined scopes of work, and structured solutions, Exact Exteriors helps agents identify concerns early, eliminate surprises, and keep transactions moving forward with confidence.

What also sets the company apart is its comprehensive approach. Rather than operating as a single-

trade contractor, Exact Exteriors functions as a full general contractor with a specialized focus on exterior improvements.

The company holds certifications with several of the industry’s most respected manufacturers, including GAF, James Hardie, and Andersen Windows and Doors. Jason and his team complete ongoing manufacturer training each year to stay current on installation standards, evolving building science, and product innovations.

That expertise allows the team to educate both homeowners and agents about the materials being installed and the long-term value those improvements provide.

Every GAF roofing system installed by Exact Exteriors is registered and backed by a 50-year manufacturer’s warranty that can be transferred to a future

homeowner. The company also registers every James Hardie and Andersen project it completes, ensuring future warranty claims remain simple and seamless.

Jason summarizes the philosophy simply. “Our goal is long-term reliability—not short-term fixes.”

For agents who partner with Exact Exteriors, the benefits tend to appear quickly. Jason says the impact often shows up as cleaner inspections, fewer last-minute surprises, stronger listing presentations, and buyers who feel confident moving forward.

“The mission is simple,” he says with a smile. “Make the agent look good and protect their reputation.”

It’s a philosophy founded in Jason’s deep respect for the professionals he works alongside. In his view, the agents building the strongest brands in today’s market share one key trait.

“They build infrastructure,” Jason says. “They invest in strong vendor relationships, reliable systems, and a network of professionals who elevate the service they provide.”

Ultimately, Jason believes the strongest partnerships are built on one simple principle: consistency. “A trusted partner delivers exactly what they promise,” he says. “When an agent refers Exact Exteriors, there should be zero hesitation.”

Outside of work, Jason values time with family and friends just as much as he values building his business. He enjoys spending time on the golf course with his son, his identical twin brother, and close friends. When winter arrives, you’ll often find him snowboarding in North Conway, New Hampshire.

If he weren’t running Exact Exteriors, Jason says he would likely dedicate his time to a nonprofit focused on helping people tackle home repair punch lists—particularly elderly homeowners, veterans, widows, and single parents.

“A lot of people feel overwhelmed by small projects around their home,” he explains. “With the right tools and skills, many of those tasks can be handled quickly and make a real difference.”

For Rhode Island’s top real estate professionals—and the homeowners they represent—that’s exactly the kind of partner who helps great transactions come together.



COMPOUNDING CONSISTENCY

The Simple, Relentless Discipline Behind
JOE FITZPATRICK'S Hall of Fame Career

There's a certain presence Joseph Fitzpatrick brings into a room—confident but never loud, competitive but never careless. As Team Leader of The Fitzpatrick Team and Broker/Owner of RE/MAX Results, Joe has built a career that feels both formidable and remarkably grounded. Licensed since 1997, he cut his teeth at Prudential Prime Properties before launching a 25-year run with RE/MAX that has earned him Hall of Fame (2006), Lifetime Achievement (2015), and most recently, Circle of Legends (2023)—the highest honor in the brand. His individual production has averaged north of \$30M annually, while his team consistently eclipses \$100M.

Those numbers are elite. But the engine behind them is surprisingly simple. “The single most effective strategy is super boring,” Joe says with a grin. “It’s showing up.”

For an audience of top producers, that answer lands differently. Because you know it’s true.

Joe’s philosophy is built on a conviction that consistency will outperform intensity over time. No heroic sprints. No emotional swings. Just disciplined execution. Time blocking isn’t a suggestion inside his world—it’s a rule. Prospecting gets one focused hour a day, five days a week, distraction-free. Calendar respected. CRM updated. Pipeline constantly filled.



He believes most agents don’t fail from lack of opportunity; they fail from lack of repetition.

Nowhere is that more evident than in how his team works its sphere

of influence (SOI). The Fitzpatrick Team connects with clients at least once every 30 days—by phone, text, video, handwritten note, meal, or event invitation. It’s intentional, tracked, and expected. The

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PHOTOGRAPHY BY JAMIE HARRINGTON



result? An overwhelming share of their business flows directly from relationships they've nurtured for years.

Joe doesn't talk about "balancing" short-term transactions with long-term relationships. In his mind, that framing misses the

point. The relationship is the strategy. Trust and mutual respect are the strategy. The transactions simply follow. He's quick to remind his agents that one commission check is rarely the finish line—it's the opening chapter of a five-, six-, or seven-transaction relationship.

That long-game mindset has shaped the way he's built his team and brokerage. Growth, he says, must be intentional. Recruiting matters because direction matters. RE/MAX Results was built by top producers for top producers, and the expectation is clear: align with the culture,

produce at a high level, and put clients first—every time.

Retention, though, is where the real leadership shows. Joe is present. He listens. When challenges surface, he leans in instead of stepping back. He wants agents who aren't just passing through, but planting roots. The culture is deliberate, consistent, and protective of its standards.

That same intentionality shows up in how he redesigned his own role. Early on, Joe made a list of the 25 things he did daily as an agent. He hired experts for the things he wasn't strong at—paperwork, financial management, systems implementation. Then he created a second list of things he was good at but didn't enjoy, and delegated those as well. Over time, he narrowed his focus to what he does best: listing homes, negotiating hard, guiding clients through pivotal decisions, and closing deals.

He operates in his zone of high competency—and he expects his team to do the same.

Part of Joe's steadiness traces back to his roots. Raised in Ireland as one of five siblings, he attended an all-Irish-speaking (Gaelic) school until he was 16. Moving to America meant adapting quickly, but the foundation he grew up with—family, humility, resilience—never left. His guiding principle is equal parts charming and powerful: he acts as if his Granny is watching. If he wouldn't say it or do it in front of her, he won't do it at all.

It's a disarmingly simple filter in an industry that can sometimes reward shortcuts. For Joe, advising a client to take the path that is clearly in their best interest—even when it costs him in the short term—isn't noble; it's necessary. That's how you build reputations that last decades.

His brand has grown the same way—through authentic presence. You'll see him at youth soccer games, local fundraisers, and charity events. His team invests heavily in Instagram, backed by an in-house marketing department that protects the brand and keeps content sharp, relevant, and engaging. They also leverage RE/MAX's robust technology and marketing tools, ensuring they stay ahead without losing their local identity.

One of the most talked-about examples of Joe's marketing instincts dates back to 2014. At a Newport Rugby match at Fort Adams, he spotted a tight-knit crowd of 150 to 200 young professionals. Instead of a banner or tent sponsorship, he invested \$6,000 in 100 Newport Rugby jackets with his logo stitched boldly on the back. Critics called it a gamble. Within two years, he had closed 11 transactions with rugby members—and the jackets still circulate around town today. It wasn't flashy. It was strategic, community-driven, and patient.

Even with decades of experience, Joe hasn't become immune to setbacks. He just handles them differently. When a deal falls apart, or the market tightens,

he gives himself five minutes alone to feel the frustration—then he resets. He refuses to let a bad moment hijack the day. Because the pipeline is consistently full, built on daily discipline and SOI engagement, temporary slowdowns never define the year.

Looking ahead, he sees opportunity. As buyers gain more leverage over the next 12 to 24 months, he's not overhauling his model. He's doubling down on

fundamentals. The same habits that built his career—time blocking, relationship building, consistent prospecting—are the ones that will carry it forward.

For someone with Hall of Fame credentials and Circle of Legends status, Joe's definition of success is refreshingly human. If you wake up excited about your work, come home excited about your family, and don't carry daily financial anxiety, that's success.



FOR RHODE ISLAND'S TOP PRODUCERS, JOSEPH FITZPATRICK

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