

GOLD COAST

AUGUST 2026

REAL PRODUCERS[®]

John
Scharoli

BUILT ON GRATITUDE



Partner Spotlight
EVAN POTTER
of Revolution Mortgage

Agent to Watch
JEREMY GONZALEZ

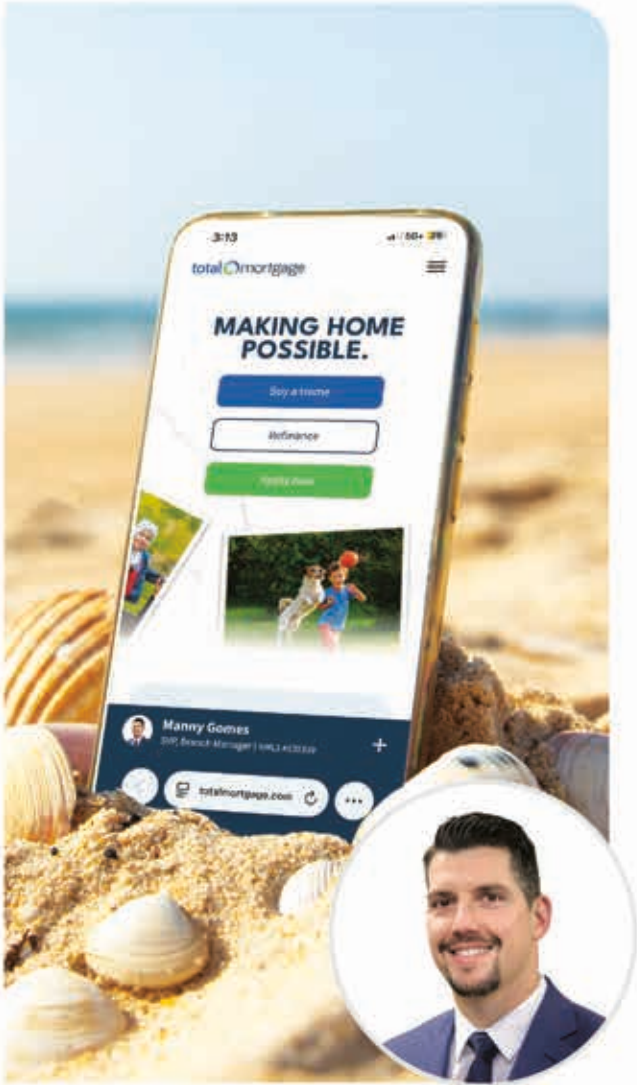
CONNECTING. ELEVATING. INSPIRING.

THE MOST AVAILABLE LOAN
OFFICER THIS SUMMER

total
mortgage

Due to a sports related injury I recently had an ACL and Meniscus reconstruction procedure. I am recovering well but safe to say this summer will not be filled with pool or beach parties for me. If you need a high quality loan officer who is working all Summer including weekends I am only a call or text away!

Discover why we've been named CT's Top Lender for 6 years in a row.



Sharpen Your Buyer Strategy

Strong pre-approvals and smart financing guidance help your clients understand their options and feel ready when the right home hits the market.

Engage Your Pipeline

Staying in touch now helps create opportunities later. With co-branded flyers and mortgage resources, we can give you another reason to reach out to past clients, active buyers, and future referrals.

Be Ready for the Fall Market

Clear communication, responsive support, and reliable lending guidance help keep deals moving so you and your clients can stay focused on the next step.

Manny Gomes

SVP, Branch Manager
203.673.2131
mgomes@totalmortgage.com
NMLS#105339



Cardona Flooring



*TERMS AND CONDITIONS APPLY. CONTACT FOR DETAILS. SOURCE: THE WARREN GROUP CT MORTGAGE LENDER RANKINGS BY PURCHASE VOLUME (2020-2025). COPYRIGHT © 2026 TOTAL MORTGAGE SERVICES, LLC. 185 PLAINS ROAD, 3RD FLOOR, MILFORD, CT 06461. ALL RIGHTS RESERVED. TOTAL MORTGAGE SERVICES IS AN EQUAL HOUSING LENDER. TOTAL MORTGAGE SERVICES, LLC - NMLS# 2764. LICENSING: AZ MORTGAGE BANKER LICENSE, LICENSE NO. 0924361, AL, AR, CA FINANCE LENDERS LICENSE, LICENSE NO. 6038205, CA RESIDENTIAL MORTGAGE LENDING LICENSE, LICENSE NO. 4131076, LICENSED BY THE DFPI UNDER THE CA RMLA, CO REGULATED BY THE DIVISION OF REAL ESTATE, CT, DE, DC, FL, GA, GU, IA, IL RESIDENTIAL MORTGAGE LICENSEE, IN, KS LICENSED MORTGAGE COMPANY, LICENSE NO. 0025126, KY, LA, ME, MD, MA MORTGAGE BROKER LICENSE, LICENSE NO. MC2764, MA MORTGAGE LENDER LICENSE, LICENSE NO. MC2764, MI, MS, LICENSED BY THE MS DEPARTMENT OF BANKING AND CONSUMER FINANCE, MT, ND, NE, NH LICENSED BY THE NH BANKING DEPARTMENT, NJ, NM, NY LICENSED MORTGAGE BANKER - NYS DEPARTMENT OF FINANCIAL SERVICES, NC, OH, OR LICENSE NO. ML-5246, PA LICENSE NO. 30567, RI LICENSE NO. 20102698LL, SC, SD, TN, TX, UT, VT, VA, WA, WI, WV, WY, NEVADA MORTGAGE COMPANY LICENSE #5855.



(203) 667-3294



cardona1@live.com



cardonaflooring.com



Lp
Liz Pensiero
staging + design

Luxury Home Staging that feels like home

#lizpensierostaging

Award-winning Home Staging & Interior Marketing consultant
for the Fairfield County real estate industry

(203) 940-0338 liz@lizpensierostaging.com





Real Estate Services You Can Count On



KLS Koether Legal Services, LLC
Real Estate | Title | Corporate Services

Rosamond A. Koether, Partner • roz@koether.legal • 203-557-0636
10 Saugatuck Avenue, Westport, Connecticut 06880, United States

koetherlegalservices.com





THE PREFERRED NAME IN CONSTRUCTION

STEPHON D. WYNTER
(203) 333-4433
stephonwynter@a-preferred.com
a-preferredroofingct.com

ROOFING | REMODELING | HOME ADDITIONS



Your story beautifully told

IVORY grayson
AGOTA O'CONNOR
BRAND & LIFESTYLE PHOTOGRAPHER



PERSONAL
BRANDING



BUSINESS
MARKETING



FAMILY
PHOTOGRAPHY



INTERIORS &
REAL ESTATE



IMAGES THAT CONNECT,
STORIES THAT LAST

IVORYGRAYSENPHOTO.COM





PROFILES



24 Jeremy Gonzalez

Contents



Revolution Mortgage



IN THIS ISSUE

- 8** Preferred Partners Index
- 14** Publisher's Note
- 15** All About Real Producers
- 16** 2025 By The Numbers
- 18** Partner Insight: Costa Gakidis
- 24** Agent to Watch: Jeremy Gonzalez
- 30** Partner Spotlight: Evan Potter of Revolution Mortgage
- 36** Top Agent: John Schiaroli

JAN HILTZ INTERIORS



AWARD WINNING INTERIOR DESIGN & CONSTRUCTION PROJECT MANAGEMENT

21 Bridge Square, Westport, CT 06880 | JANHILTZINTERIORSLLC.COM | 203.331.5578 | @JANHILTZINTERIORS



If you are interested in nominating people for certain stories, please email us at: Sam.Kantrow@realproducersmag.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!

ARCHITECT

Doyle Coffin Architecture
(203) 431-6001
doylecoffinarchitecture.com

William Leavy Architecture PLLC
(917) 838-3428
wlarchitecture.com

ATTORNEY - REAL ESTATE

Tornatore Law, LLC
(203) 928-8082
tornatorelawllc.com

FLOORING

Cardona Flooring
(203) 667-3294
cardonaflooring.com

HANDYMAN/HOME IMPROVEMENT

Tidy House
(203) 895-9509

HOME DECOR & INTERIOR DECORATING

The Post
(203) 981-4201
thepostct.com

HOME EDITING/ESTATE SALES

C2C Home Edit
(203) 604-7118
c2chomeedit.com

HOME INSPECTION

Champagne Inspection Services
(203) 767-3348
champagneinspections.com

HomeSpec, LLC

(203) 240-0023
homespec-ct.com

New England Home Inspection

(203) 223-6838
inspectionsbynehi.com

Reilly Inspections

(203) 482-1160
reillyinspections.com

The Miranda Team: Pillar To Post Home Inspectors

(203) 490-7855
mirandateam.pillartopost.com

HOME ORGANIZING & MOVE MANAGEMENT

Daniella Toth Design
(203) 296-0930
daniellatothdesign.com

HOME PREPARATION SERVICES

HOMEstretch
(203) 963-9362
home-stretch.com/locations/ct/fairfield-milford

HOME STAGING

BA Staging & Interiors
(203) 807-4040
bastaginginteriors.com

Liz Pensiero Staging & Design

(203) 940-0338
lizpensierostaging.com

INSURANCE

Goosehead Insurance
(203) 859-9393
goosehead.com

INTERIOR DESIGN/RENOVATIONS

Jan Hiltz Interiors LLC
(203) 331-5578
janhiltzinteriorsllc.com

ND Interiors

(914) 714-8774
ndinteriors.com

JUNK REMOVAL

Junkluggers of Fairfield & Westchester Counties
(315) 384-9366
junkluggers.com/fairfield-and-westchester-counties

Wish Junk Removal

(860) 661-1993

KITCHEN DESIGN/CUSTOM CABINETRY

Christopoulos Designs
(203) 576-1114
christopoulosdesigns.com

MORTGAGE

Bill Bateson- Province Mortgage
(203) 232-0820
provincemortgage.com/william-bateson

MORTGAGE LENDER

Costa Gakidis- A.S.A.P. Mortgage
(860) 605-7171
asapmortgageinc.com/staff-member/costa-gakidis

FairWorld Mortgage

(203) 623-7834
fairworldmortgage.com



INFINITE BUILDERS



Lucio Gabriel

203-455-7278
infinite-builders.com

Acquisition | New Construction | Renovation

SIDING | ROOFING | MASONRY | BATHROOMS | KITCHENS | ADDITIONS





DOYLE | COFFIN ARCHITECTURE

Exceptional Architectural
Design Since 1973

residential : historic interpretations
contextual design : interior design
commercial office : retail : municipal
religious : recreational : medical

203:431:6001
doylecoffinarchitecture.com

Ridgefield, CT : Block Island, RI
West Dover, VT : Dover, NH

Expert. Elevated. Exceptional.

Architecture and Interiors Designed to Endure.

Preferred Partners

CONTINUED ►

Guild Mortgage
(203) 521-2905
branches.guildmortgage.com/
ct/shelton/dan-laltrella-24-rgdla.html

Manny Gomes - Total Mortgage
(203) 673-2131
totalmortgage.com/bankers/manny-gomes

Revolution Mortgage
(203) 530-0109
revolutionmortgage.com/epotter

Tim Martin, Guaranteed Rate Affinity
(203) 917-2800
grarate.com/TimMartin

MOVING COMPANY
Saturday Morning Moving
(203) 565-0537
saturdaymorningmoving.com

NEW CONSTRUCTION AND REMODELING
Infinite Build
(203) 455-7278
infinite-builders.com

ORGANIZING SERVICES
Simple Organized Solutions (SOS) By Erin
(914) 924-7346
sosbyerin.com

PHOTOGRAPHER | REAL ESTATE MEDIA
Hommati CT/NY
(203) 303-7850
hommati.com/office/120

PROFESSIONAL PHOTOGRAPHY
Ivory Graysen Photography
(702) 683-3422
ivorygraysenphoto.com

REAL ESTATE CLOSING
Bernard Law Group
(203) 805-4521
bernardlawgrp.com

Koether Legal Services, LLC
(203) 856-4204
koetherlegalservices.com

ROOFING
A-Preferred Roofing & Contracting
(203) 520-0711
a-preferredroofingct.com



Paul Denzel Jr. - Owner





Full-service interior design studio, featured in Martha Stewart, HGTV, Good Housekeeping and many more. Making clients "happy to be home" since 2012.

WESTCHESTER AND FAIRFIELD COUNTY

NANCY DAVILMAN
nancy@ndinteriors.com
914-714-8774 • ndinteriors.com



**AWARD WINNING
INTERIOR
DESIGNER**

SATURDAY MORNING MOVING

SaturdayMorningMoving.com

203-707-1170

Serving Fairfield County and CT Shoreline.
USDOT 3385514

WELCOME
HOME
FULL SERVICE
HOUSEHOLD
RELOCATION

Meet The Team



Sam Kantrow
Publisher



Phylicia Bova
Director of Operations



George Grotheer
Content Writer



Perspectives Real Estate Media
Photography



Joe Crawford
Photography



Ivory Graysen
Photography



Jenny Ashpaugh-Hockett
Client Outreach Coordinator

RP DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.



AWARD WINNING
 ESTATE SALE
 COMPANY

C2C Home Edit
ORGANIZING • ESTATE SALES • AUCTIONS • STAGING
 MOVE MANAGEMENT • HOME CLEANOUTS

c2chomeedit.com
 (203) 604-7118
 c2chomeedit@gmail.com
Deering Rose

Your Partner from Listing to Move-In

Organize • Simplify
 Coordinate • Transition

- Move Management, Packing & Unpacking
- Decluttering, Organizing & Home Editing
- Estate Sales & Estate Clear-Outs
- Vacation Property Preparation
- Painting & Color Consultations
- Deep Cleaning

Daniella Toth
 203.296.0930
 dtothdesign@yahoo.com
 www.daniellatothdesign.com

Handyman

Home Improvement

Professional Organizing

Property Management

Peel & Stick Wallpaper Installation

let's build something better together!

Tidy House

Sharon and Steven Harris
 203.895.9509
 tidyhousect@gmail.com
 tidyhousect.com
 Licensed & Insured



Permission to UNPLUG!

August has a way of making even the most motivated person feel slightly less interested in being a responsible adult.

The sun is out, the beach is calling, someone is always away, and your inbox has the nerve to keep existing. It is a strange time of year. You want to stay productive, serve your clients well, and keep momentum going. At the same time, you also want one more slow morning, one more dinner outside, and one more excuse to pretend traffic on I-95 is part of the vacation experience.

This is the season when the “summer slump” sneaks in. It is harder to focus. Schedules feel scattered. Energy comes in waves. For people who spend their lives building businesses, serving clients, and staying connected, slowing down often feels uncomfortable.

But here is the truth. Rest is not the enemy of ambition. Sometimes it is the thing ambition needs most.

The best real estate professionals and business leaders I know have learned how to keep moving without losing themselves in the process. They show up with consistency, but they also know when to step away long enough to breathe. They understand how much better they lead, communicate, and create when they are not running on caffeine, calendar alerts, and a granola bar from three days ago.

That is also why I am excited for our upcoming *Gold Coast Real Producers* event on Tuesday, August 18, from 6:00 to 8:30 PM at Jacky Durrell Pavilion at Penfield Beach. It feels like the right kind of August gathering. A chance to get outside, enjoy the shoreline, connect with great people, and celebrate this community without making it feel like another item on the to-do list.

So if August feels a little slower, give yourself some grace. Use the time well. Reconnect with people. Reflect on where your business is headed. Spend time with your family. Put your phone down for a bit. Watch the sunset without turning it into a networking opportunity.

The fall market will come. The pace will pick back up. The meetings, showings, events, calls, and deadlines will all return.

For now, enjoy the part of summer still in front of you. Stay present. Stay connected. And when you unplug, try to do it without checking email from under a beach umbrella. Progress.

Your Friend,



Sam Kantrow, Publisher



Welcome to
*Gold Coast
Real Producers!*

What Is Real Producers?

BY SAM KANTROW

It is a privilege to introduce **Gold Coast Real Producers to Fairfield County** and to celebrate the exceptional contributions you bring to this market. I grew up here and spent 14 years in television and media. Showcasing your achievements, building stronger connections, and honoring your commitment to clients energizes me.

Real Producers began in 2015 in Indianapolis and now spans 130 plus markets across the U.S. The community thrives where top agents and trusted partners connect with purpose. As we launch on the Gold Coast, my promise is simple. Build community. Spotlight excellence. Elevate relationships.

New Haven and Middlesex Real Producers launched in Spring 2024. Since then we have hosted multiple packed events, featured dozens of agents, and earned bragging rights as the most successful Real Producers magazine in the country. We bring that momentum to Fairfield County.

In the months ahead, our team will interview many of you for upcoming features. We will celebrate your wins at events, share tools and introductions that drive growth, and represent your collective passion for this industry.

Quick Facts:

DISTRIBUTION

This magazine goes to the top 500 agents in Fairfield County each month. Selection is based on compiled MLS data from the last year. If you receive a hard copy, you rank within the top 5 percent.

CONTENT

This publication revolves around **you**, the Fairfield County real estate community. We share personal, distinctive stories from top producers and our Preferred Partners.

We **sell nothing to agents**. Features are **free**. Agents appear by nomination from a peer, leader, or influencer. Send



nominations for those making a meaningful impact in our market.

PREFERRED PARTNERS

Preferred Partners listed in the index are vetted members of this community. They appear in every issue, attend our private events, and engage in our online groups.

We invite businesses by member recommendation only. The goal is simple, equip you with reliable resources so your clients receive excellent service every time.

EVENTS

Alongside the monthly magazine, we host social and educational events all year. We unite top performers, strengthen local ties, and have a good time. Event details will publish here and in our email updates.

CONTRIBUTION

Want to contribute, nominate REALTORS® for features, recommend elite affiliate partners, or learn more? Reach out to me anytime. I look forward to meeting every one of you.

Thank you to our Preferred Partners for their belief and early support. Your commitment brings *Gold Coast Real Producers* to life and sets the stage for sustained growth.

I appreciate you, and I look forward to seeing you at our next event soon.



2025

BY THE NUMBERS

Here's what
the top 500
Gold Coast
agents sold



12,157,379,438 Billion

TOTAL SALES VOLUME



9,500

TOTAL TRANSACTIONS JAN-DEC 2025



\$24.1M

AVERAGE SALES VOLUME PER AGENT

Your trusted legal advisors

from contract to close

TORNATORE LAW, LLC

Sebastian Tornatore | sebastian@tornatorelawllc.com
Betsy Tornatore | betsy@tornatorelawllc.com
203-928-8082 | 64 Wall Street | Suite 301 | Norwalk, Connecticut 06854

guaranteedRate
AFFINITY

INTRODUCING GUARANTEED RATE AFFINITY PORTFOLIO

Double your volume with loans for all kinds of income.

Your clients need solutions that work for their financial reality. When conventional financing isn't the right fit, Guaranteed Rate Affinity Portfolio offers more ways to qualify.

Help more clients move forward with flexible mortgage solutions designed for:

- Self-employed borrowers¹
- Business owners and independent contractors
- Asset-utilization clients²
- Real estate investors³
- Buyers looking to purchase before they sell⁴

Portfolio Solutions Include:

- Alternative income qualification options
- Asset-based financing solutions
- Investor-focused loan programs
- Flexible underwriting for unique financial situations

Expand your buyer pool. Save more deals. Close more transactions.

1. Available for owner occupied, second home or investment properties. Property type restrictions apply. 1099, Profit & Loss, and 12 or 24-month bank statement income qualification is available. Applicant subject to credit and underwriting approval. Additional restrictions apply.
2. No liquidation is required to determine eligibility. Purchase as well as Rate and Term refinances are allowed on primary residences, second homes, and investment properties. Multiple qualifying income options are available for eligible borrowers. Applicant subject to credit and underwriting approval. Additional Restrictions apply.
3. Eligible borrowers must have a minimum DSCR of one. Property type restrictions apply. Eligible for fixed and adjustable rate mortgages. Interest only payment options are available. Gift funds may be used for down payment and closing costs after the borrower has documented the minimum required borrower contribution. Applicant subject to credit and underwriting approval. Additional restrictions apply.
4. Departing residence obligations can be excluded when there is not an executed purchase contract. The borrower must either have a concurrent listing of their home or signed letter of intent to list the departing residence for sale within ninety days of closing on their new residence. Equity in the departing residence must be documented with a 2055 exterior or full appraisal subject to a minimum equity requirement. The marketing time indicated by the departing residence appraisal determines additional reserves required to utilize this feature. Applicant is subject to product eligibility and credit underwriting approval. This feature cannot be paired with bridge loans or cash equity advance programs. Restrictions apply.

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee.
FOR BROKER-DEALER OR AGENT USE ONLY — Not for public dissemination. May not be distributed, reprinted or shown to the public in oral, written or electronic form as sales material.

Ask me about your clients' options today.



Tim Martin

Area Sales Manager, SVP of Mortgage Lending

C: (203) 917-2800 O: (203) 974-5253

grarate.com/TimMartin

Tim.Martin@grarate.com

230 Greenwood Ave, Suite 1A Bethel CT, 06801

THE
TIM MARTIN
team | guaranteedRate
AFFINITY



EQUAL HOUSING LENDER Tim Martin NMLS #16273
Guaranteed Rate Affinity, LLC is a subsidiary of Guaranteed Rate, Inc.; NMLS #1598647; For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply. Operating in the state of New York as GR Affinity, LLC in lieu of the legal name Guaranteed Rate Affinity, LLC.

JUMBO LOANS



A HIDDEN OPPORTUNITY for Today's Homebuyers



BY COSTA GAKIDIS

When most real estate agents think about mortgage financing, conventional,

FHA, and VA loans tend to dominate the conversation. Yet for many buyers in today's market, particularly those purchasing in higher-priced areas, jumbo financing can be one of the most valuable tools available.

Unfortunately, jumbo loans are often misunderstood. Many consumers believe they require enormous down payments, exceptionally high incomes, or a lengthy approval process reserved only for the ultra-wealthy. The reality is that today's jumbo mortgage programs offer significantly more flexibility than many buyers realize.

For agents, understanding the basics of jumbo financing can help uncover opportunities for clients who may be looking at homes above conventional loan limits and wondering whether homeownership is still within reach.

A jumbo loan is simply a mortgage that exceeds the conforming loan limits established by Fannie Mae and Freddie Mac. In markets where home values have risen substantially, buyers can find themselves in jumbo territory much sooner than expected. While the loan amount may be larger, qualifying is often more accessible than buyers anticipate when they work with the right mortgage professional.

One of the biggest misconceptions surrounding jumbo financing is the belief that buyers must put down at least 20 percent. While larger down payments can sometimes improve loan terms, many jumbo programs

today offer lower down payment options for qualified borrowers. This can be especially attractive for buyers who prefer to keep more of their cash available for investments, business opportunities, renovations, emergency reserves, or other financial goals rather than tying up significant liquid assets in a home purchase.

Another challenge many affluent buyers encounter is that traditional mortgage qualifications do not always reflect their true financial strength. Business owners, physicians, attorneys, executives, and entrepreneurs often have complex financial profiles. They may earn substantial incomes while utilizing legal tax strategies that reduce their reported taxable income. As a result, some borrowers are surprised to learn that qualifying for a mortgage is not always as straightforward as they expected.

This is where lender selection becomes critical. Different lenders evaluate borrower qualifications in different ways. Income from bonuses, commissions, stock compensation, business ownership, and investment activities may be treated differently from one institution to another. Because of these variations, a borrower who receives an unfavorable outcome with one lender may find a much more suitable solution elsewhere.

For buyers with significant assets, jumbo financing can offer additional advantages through alternative qualification methods. Some programs allow lenders to consider a borrower's investment portfolio, retirement accounts, and other assets as part of the qualification process. This can create opportunities for clients who have accumulated substantial wealth, but whose tax returns may not fully reflect their financial capacity.

These solutions are particularly valuable for retirees, investors, and high-net-worth individuals whose wealth may be concentrated on assets rather than traditional employment income. In many cases, asset-based qualification



can open doors that conventional financing may leave closed.

Jumbo financing can also play an important role in a buyer's overall financial strategy. Rather than focusing solely on obtaining the lowest interest rate, many affluent borrowers look at how financing fits into their broader wealth-management goals. The right mortgage structure may allow them to preserve liquidity, avoid selling investments, maintain larger cash reserves, or purchase a home sooner than expected without significantly disrupting their financial plans.

For real estate agents, understanding these possibilities can create tremendous value during client conversations. Luxury buyers and move-up buyers often expect their advisors to understand more than just the property itself. They want guidance, resources, and access to professionals who can help navigate the financial side of the transaction.

When agents understand the potential benefits of jumbo financing, they can better identify opportunities, ask more insightful questions, and connect clients with mortgage professionals who specialize in these complex scenarios. In many cases, a buyer's hesitation is not due to a lack of financial capacity but

rather a lack of awareness about the options available to them.

The most successful agents are not simply experts in homes; they are experts in solutions. By developing a working knowledge of jumbo financing, agents can better serve high-income professionals, business owners, investors, and luxury buyers who may have unique financial circumstances.

In today's market, that knowledge can make the difference between a client assuming homeownership is out of reach and realizing they have more opportunities than they ever imagined. Understanding jumbo loans isn't just about financing larger properties; it's about helping clients achieve their goals through smarter, more strategic mortgage solutions.

CONTACT US!



Costa Gakidis, Loan Originator
A.S.A.P. Mortgage
NMLS# 2614183 Licensed in CT
Tel: 914-736-9230; 158
Cell: 860-605-7171
Email: Costa@asapmortgageinc.com
Web: asapmortgageinc.com



REILLY
INSPECTIONS

LLC



What Sets Reilly Inspections Apart

A Personalized, High-Touch Inspection Experience

Our reports are built on our proprietary reporting system — not generic checkbox software. Clear. Detailed. Photo-rich. Delivered moments after completion of the inspection.

Included Services Others Charge Extra For:

- Termite inspection
- Complimentary pre-closing walk-through
- Drone technology when needed for roof & structure evaluation
- Infrared thermal imaging cameras for moisture & insulation detection

A Relationship That Doesn't End at Closing

- We stand behind our work long after the transaction.
- If questions arise months or years later, we're available. If you'd like us to revisit the property, we will, at no additional cost

That level of long-term support isn't standard — it's personal.



Experience That Matters

With over 30 years of residential and commercial real estate experience, Reilly Inspections is Connecticut's premier family-owned inspection company.

Fully licensed and Insured

1-203-785-8141 | kelly@reillyinspections.com | reillyinspections.com

WIN A \$250 GIFT CARD!

Scan the QR code to enter now!



Answering a few questions could be worth \$250!

Take our quick survey (it's just 1 minute) and you'll be entered for a chance to win a \$250 gift card.



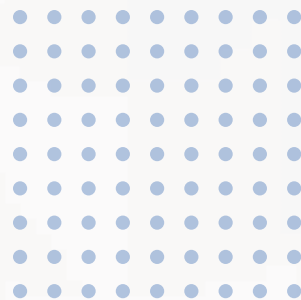
Don't wait. Every month, one lucky winner will be chosen.

Will it be you?



 **REAL PRODUCERS.**

NO PURCHASE NECESSARY. Open to legal residents of the U.S. (excluding Arizona, Florida, New York, and Rhode Island), age 18 or older. Void where prohibited. Entry period begins 9/1/25 and ends 12/31/26 at 11:59 PM ET. Limit one entry per person. One (1) winner will be randomly selected each month (on or about the first of each month) to receive a \$250 gift card. Odds of winning depend on the total number of entries received each month. Winners will be notified via email. The N2 Company, d/b/a REAL PRODUCERS (collectively, "N2"), reserves the right to cancel, suspend, or modify the promotion if technical or other issues prevent it from running as planned. By entering, participants agree to release and hold N2 harmless from any claims arising out of participation. N2 is not responsible for technical errors or issues beyond its control. These rules are governed by the laws of Texas.



**Managing the math and the emotions
of your client's next move.**

**PROBLEM-SOLVING AND
OUTCOME-DRIVEN**

- Presenting unique solutions for the first-time buyer to the seasoned investor

**SUPPORTING YOUR BUSINESS
AND LIFESTYLE GOALS**

- Qualifying clients early and updating you often so we never lose track of the deal



William Bateson

Senior Mortgage Advisor

203-232-0820

WBateson@provincemortgage.com

provincemortgage.com/william-bateson

702 Bridgeport Ave, Suite 301, Shelton, CT

Bespoke Cabinetry, Built in Connecticut.
Crafted for the Modern American Home



christopoulosdesigns.com
Nick@ChristopoulosDesigns.com
(203) 576-1114

Christopoulos Designs, Inc.

**Eco-Friendly Junk
Removal & Hauling**

**The
JUNKLUGGERS**



At The Junkluggers® we're your partners in creating a cleaner, greener future. Our mission extends beyond removing unwanted items to prioritizing responsible disposal, eco-conscious practices, and meaningful donations.

10% OFF 1/4 Truck or More
USE CODE: **REALPRODUCERS10**

Pricing may vary by location. Offer cannot be combined with other discounts or promotions. Terms and conditions apply. Offer expires 12/31/2025. © 2025 Junkluggers Franchising, SFE LLC. All rights reserved. Each location independently owned and operated.

Moving • Downsizing • Estate Cleanout • Decluttering • Remodeling

Call Derrick for more information: **203-864-9393**
Junkluggers.com/Fairfield-And-Westchester-Counties



JEREMY GONZALEZ

PHOTOS BY IVORY GRAYSEN PHOTOGRAPHY

Data. Discipline. Determination

For more than two decades, Jeremy Jay Gonzalez has built a successful career in the media industry. He worked with some of the biggest names in television, rising through the ranks to become Vice President of Content Research for the History Channel. Along the way, he managed large teams, collaborated with senior executives, and developed a reputation for being data-driven, analytical, and highly professional.

Complementing his corporate experience, Jeremy also completed executive education at Harvard Business School, further strengthening his expertise in leadership, strategy, negotiation, and client service. Today, he brings that same disciplined, research-driven approach to real estate, helping clients make informed decisions and achieve exceptional results.

Real estate was always at the back of his mind, but he never imagined that a major career change would happen the way it did.

As streaming services transformed the television landscape, companies across the industry began consolidating. Jeremy found himself faced

with a difficult choice: accept a buyout or allow members of his team to lose their jobs. For him, the decision was easy.

“I had a really bright, young team,” he recalls. “I wasn’t going to do that to them.”

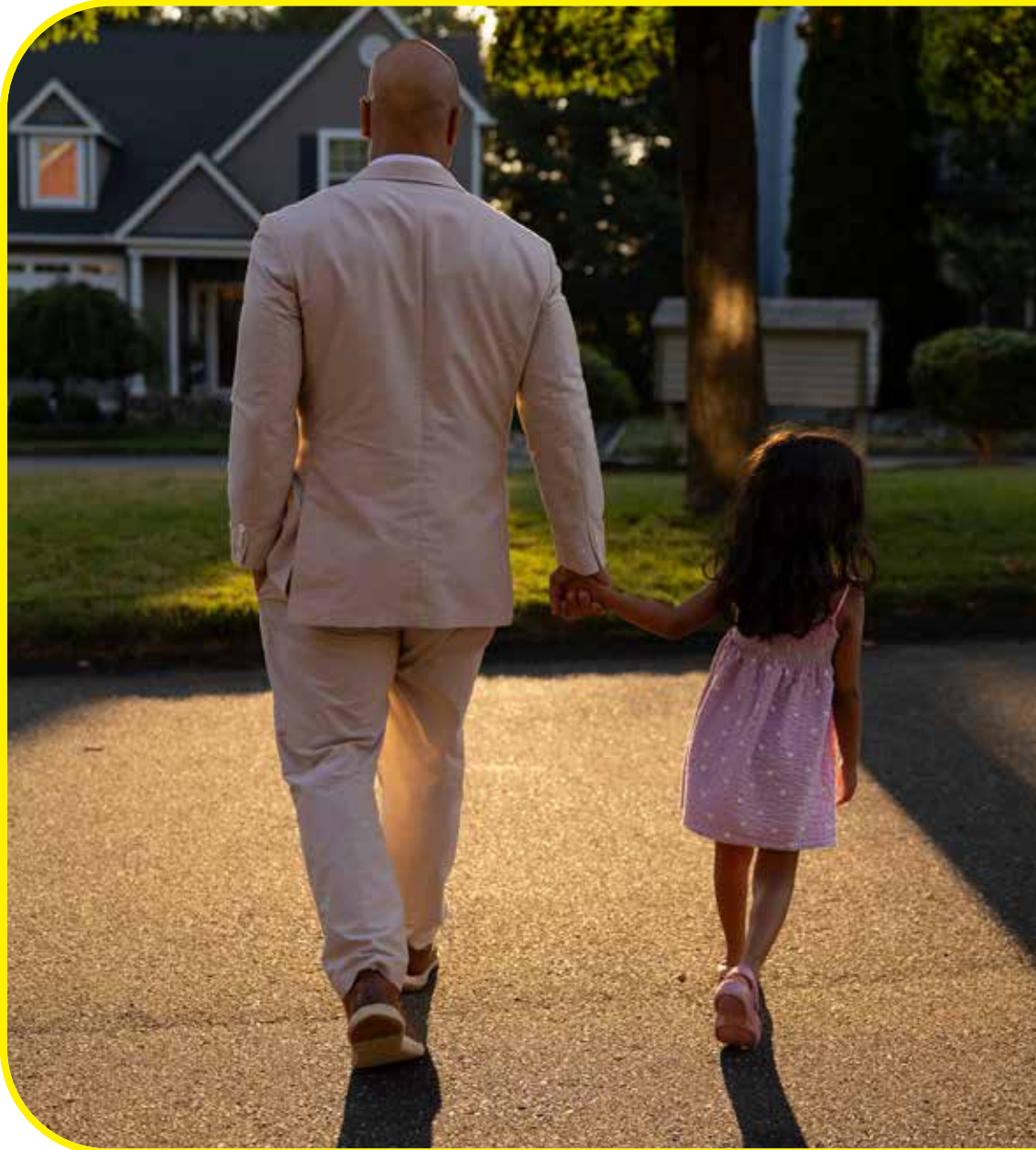
Everything ended on good terms, but the experience

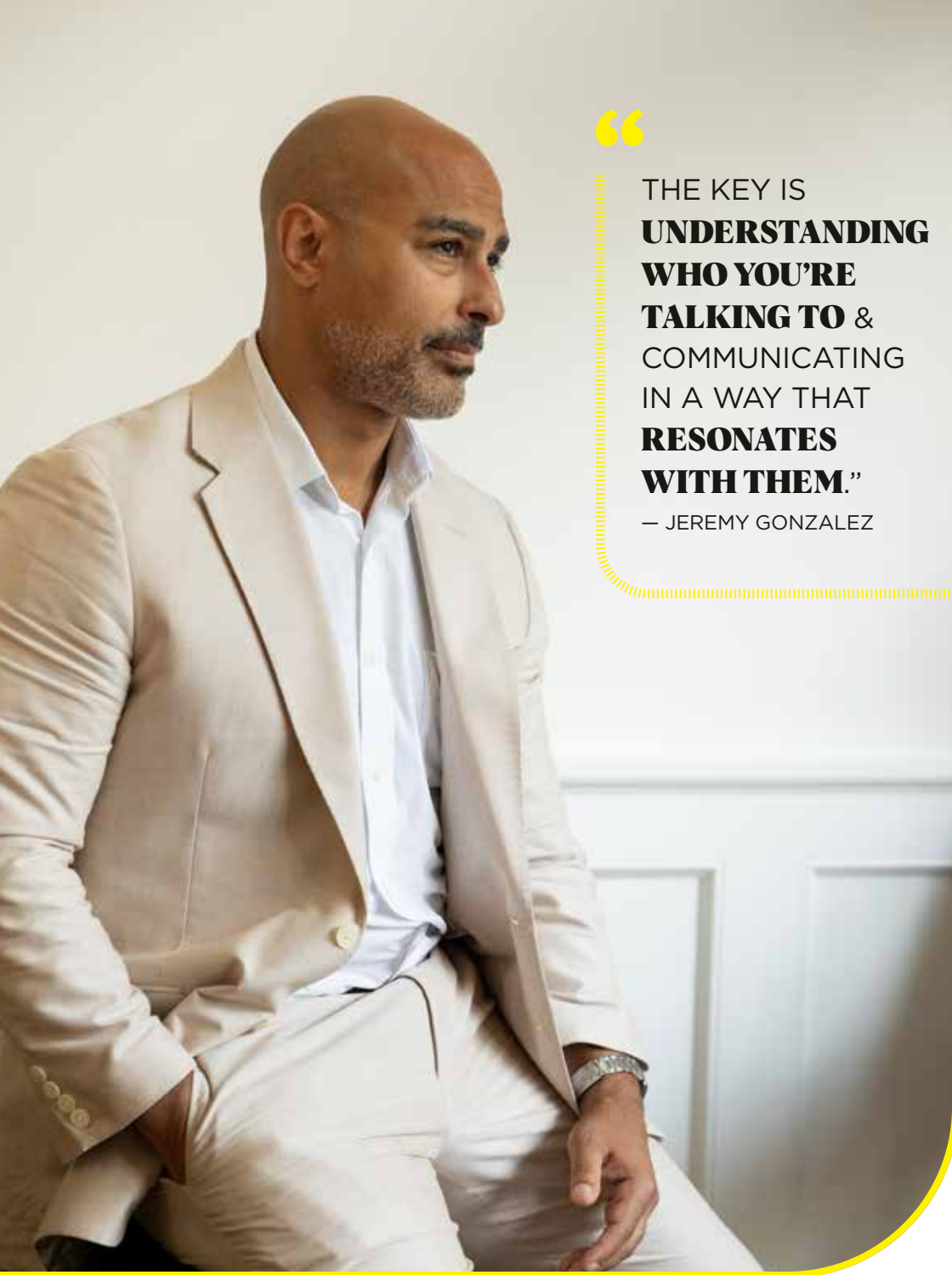
gave Jeremy something he hadn’t had in years: an opportunity to rethink what came next. Ironically, he had predicted it. Sitting on the couch with his wife nearly a year earlier, he had joked that it would probably take a layoff to finally push him into real estate.

Turns out, he was right.

“I said, ‘It’s really going to take a layoff for me to do it,’” he laughs. “And it happened.”

Although new to the industry, Jeremy wasn’t new to investing. He had already purchased several investment properties in Buffalo and Syracuse and had worked with Keller Williams agents Geo Crimi





“
THE KEY IS
**UNDERSTANDING
WHO YOU’RE
TALKING TO &
COMMUNICATING
IN A WAY THAT
RESONATES
WITH THEM.**”

— JEREMY GONZALEZ

and Adam Wagner on previous transactions. When the time came to take the leap, he knew exactly who to call.

“They gave me every resource I needed and really helped me hit the ground running,” he says. “The training and support at Keller Williams made it an easy decision.”

As a new agent, Jeremy quickly discovered that flexibility in real estate doesn’t necessarily mean less work.

“You have flexible hours,” he laughs. “But you’re working a lot of hours.”

Still, he embraced the challenge. Thanks to years spent building relationships

throughout his corporate career, Jeremy entered the business with a strong network already in place. He leaned heavily into LinkedIn and found that many former colleagues and executives who had also experienced layoffs or life changes began reaching out.

Before long, the calls started coming. People wanted to

buy. People wanted to sell. And Jeremy was ready.

Within his first year, he completed roughly fifteen transactions and built momentum that has continued into 2026.

“I was fortunate,” he says. “But I also hustled.”

What separates Jeremy from many newer agents isn’t just his work ethic. It’s the perspective he brings from two decades in corporate America. Accustomed to structure, professionalism, and clear communication, he initially found the transition to real estate challenging.

“I was used to meetings with agendas and streamlined processes,” he says. “Real estate can be a little more Wild West.”

Instead of becoming frustrated, he learned to



adapt. Throughout his years in media research, Jeremy helped develop personality assessments and consumer studies designed to understand how people think and communicate. Today, he uses those same skills with clients.

Not everyone wants pages of statistics. Some clients crave data while others simply want the highlights.

“The key is understanding who you’re talking to and communicating in a way that resonates with them,” he explains.

That ability to adjust and meet people where they are has become one of his greatest strengths. And while he’s analytical by nature, Jeremy believes the

fundamentals still matter most.

“People don’t need the smartest agent in the world,” he says. “They need someone who’s going to pick up the phone.”

He prides himself on being responsive, especially during stressful transactions. Whether an appraisal falls through or unexpected issues arise, his clients know they’ll hear from him.

“Even if I don’t have all the answers yet, they know I’ve got them covered,” he says. “Communication creates trust.”

Outside of real estate, Jeremy and his wife of fifteen years live in Norwalk with

their four-and-a-half-year-old daughter, who insists on including the “half.” Originally from Queens, Jeremy spent years living in Manhattan before eventually trading city life for Connecticut. The adjustment wasn’t easy at first.

“I was used to falling asleep to taxis and horns,” he laughs. “It was almost too quiet.”

But after six months, he knew they had made the right move. Today, he couldn’t imagine being anywhere else.

And while his journey into real estate may have started with an unexpected career shift, Jeremy believes everything prepared him for this chapter.

After all, success isn’t always about starting over.

Sometimes, it’s about bringing everything you’ve learned with you. 📌



“
**COMMUNICATION CREATES
TRUST. EVEN IF I DON’T HAVE
EVERY ANSWER YET, MY CLIENTS
KNOW I’VE GOT THEM COVERED.**”

— JEREMY GONZALEZ



HOME
stretch

📞 203.963.9362

Prep smarter, sell faster!

**Your one-stop shop — where
preparation meets profit**



- Cut through the vendor clutter — focus on outcomes instead of chasing down deliverables
- Strategic home enhancement partnership — maximizing value and impact
- Pay-at close financing options available
- Quick and consistent, no-surprises updates

www.home-stretch.com/locations/ct/fairfield-milford



Sandi Skillen



A PROFESSIONAL HOME INSPECTION SERVICE
THAT GIVES THE HOME BUYER

PEACE OF MIND



- 7,000+ Home Inspections Performed
- ASHI Trained
- Certified by the State of Connecticut
- Photographic, Narrative Reports
- Strong Construction Background
- Locally Owned and operated - Not a Franchise
- Cost Analysis for Repairs and Replacement
- Remodeling and Construction Advice
- References Upon Request; Contractor Referrals
- Available 7 Days a Week

(203) - 223 - 6838 | NEHIInspection@gmail.com | inspectionsbynehi.com



FROM CONTRACT TO CLOSING,

we've got you covered

Bernard Law
Group, LLC

WENDY BERNARD

wendy@bernardlawgrp.com

203-805-4521

325 Main Street South, Suite 5

Southbury, CT 06488

bernardlawgrp.com



Goosehead has provided me with excellent rates paired with extremely fast service. Documents were sent via email immediately and the process took less than 10 minutes over the phone. I would highly recommend Goosehead to anyone who is looking for a stress free experience, speedy service, and competitive rates.

— Jason H.

Scott Zebendon
203-859-9393
scott.zebendon@goosehead.com

Andrew Arnett Zebendon
203-859-9388
andrew.zebendon@goosehead.com



Homeowners insurance | Car insurance | Renters insurance
Landlord insurance | Condo insurance | Flood insurance

OFFICE: (203) 859-9333

1 trap falls road suite 210, Shelton CT, 06484



**In the mortgage industry,
trust is earned one
transaction at a time.**

*Over nearly twenty years, Evan
Potter has become the lender
Agents rely on by combining
deep industry expertise with an
unwavering commitment to the
people he serves.*

EVAN Potter of Revolution MORTGAGE

THE LENDER
AGENTS
RELY ON

PHOTOS BY PERSPECTIVE REAL ESTATE MEDIA

Today, as Vice President of Mortgage Production at Revolution Mortgage, Evan has built his business primarily through referrals from past clients and trusted Realtor partners, something he considers the greatest compliment he could receive. It means clients trust him with one of the biggest financial decisions of their lives, and Realtors trust him with relationships they've spent years building.

position in the mortgage industry and quickly became fascinated by how the business worked. Rather than seeing it as just another job, he wanted to understand every part of the lending process.

That curiosity caught the attention of a seasoned mortgage executive who saw his potential and offered to mentor him, promising to teach him every aspect of the business.

She did exactly that.

Mortgage lending wasn't part of Evan's original plan.

Instead of learning just one piece of mortgage lending, Evan gained experience in operations, underwriting, loan structuring,

After graduating from college in 2006, he landed an entry-level



WHEN A REALTOR RECOMMENDS ME, THEY'RE

trusting me

WITH A RELATIONSHIP THEY'VE SPENT YEARS BUILDING. *I NEVER TAKE THAT RESPONSIBILITY LIGHTLY.*

— EVAN POTTER



production, and leadership, giving him something many loan officers never have: a complete understanding of how a loan moves from application to closing. That perspective continues to set him apart today.

“The best loan officers don’t just know mortgage products,” Evan says. “They understand the entire process and how all the pieces fit together.”

Rather than fitting borrowers into a one-size-fits-all process, Evan takes the time to understand their goals and financial picture before recommending a solution. His experience allows him to anticipate challenges, identify opportunities others may overlook, and guide clients toward the financing that’s right for them.

Sometimes, that expertise changes the outcome entirely.



MY JOB ISN'T JUST TO GET A LOAN APPROVED. IT'S TO HELP PEOPLE MAKE CONFIDENT FINANCIAL DECISIONS THAT SERVE THEM LONG AFTER CLOSING.

— EVAN POTTER

This year alone, Evan has helped more than a dozen homebuyers

secure financing after another lender had told them no. While those situations represent only a small portion of his business, they reflect the depth of knowledge he brings to every client.

Clients often tell Evan they learned more in one conversation with him than they had after months of speaking with another lender.

That commitment to educating clients and finding solutions has also shaped the way Evan works with

Realtors. He understands that when an agent recommends a lender, they’re putting their own

reputation on the line. That’s why he communicates proactively, sets realistic expectations, and works to solve problems before they become obstacles.

One relationship, in particular, reflects that approach.

After moving to Trumbull, Evan joined a local adult kickball league, where one of his teammates happened to be a local Realtor. Eventually, that Realtor reached out after another lender couldn’t get one of his clients’ loans to the closing table. Evan found a solution, successfully closed the loan, and earned his trust. Today, they remain trusted business partners, close friends, and still teammates on the kickball field.

Looking back, Evan sees that story as a reminder of what has shaped his career. The strongest business relationships are built by showing up, following through, and consistently putting people first.

When he’s not helping clients and Realtor partners, Evan enjoys life in Trumbull with his wife,

Danielle, and their three dogs, Lola, Frankie, and Walter. The balance between work and home reminds him why helping people achieve their homeownership goals is so rewarding.

Nearly twenty years after taking that first job in the mortgage industry, Evan is still driven by the same curiosity that started it all: a desire to learn, solve problems, and help people make confident financial decisions. One of the most rewarding parts of his career has been maintaining the relationship with the mentor who first taught him the business. Time and again, their careers have found their way back together, a reflection of the mutual trust and respect they’ve built over two decades.

Those same principles continue to shape the way Evan serves every client and Realtor partner. They’re why clients continue to refer their friends, Realtors confidently recommend him to their buyers, and why, transaction after transaction, Evan has become the lender they rely on. ▀

SUCCESS ISN'T
RANDOM. IT'S
STRATEGICALLY
STAGED.

BA
STAGING & INTERIORS
WHERE DESIGN IS MARKETING™

mention
Real
Producers
for a
special
offer

AWARD-
WINNING
STAGING
GROUNDED IN
BUYER-BEHAVIOR
SCIENCE

beststaginginteriors.com 203.807.4040 get a quote

Turning Vision
into Reality

OVER 20 YEARS
EXPERIENCE

WLA WILLIAM LEAVY ARCHITECTURE PLLC

Residential Homes · Additions · Renovations
Corporate · Apartments
Yacht Interiors

BILL LEAVY | 917.838.3428
WL@WLARCHITECTURE.COM
wlarchitecture.com

A.S.A.P.
MORTGAGE CORP.

Someone Say Summer Home?

Finance your next dream vacation home ASAP

Costa Gakidis
Loan Officer
860-605-7171
costa@asapmortgageinc.com

WHAT'S A PROMO?

A Promo is a unique promotional piece created for agents featured in the pages of Real Producers. A previously printed Real Producers article is transformed into a four-or eight-page leave-behind, laid out like the original article.

WHY DO TOP AGENTS LOVE THEM?

A Promo is a one-of-a-kind marketing tool that highlights your personal brand and legitimizes you as an agent worth profiling



If you've been featured in Real Producers and want to make the most of your story, reach out to the publisher of this magazine for a Promo.



Envelope & Letter



Fold & Tab

PILLAR TO POST
HOME INSPECTORS
THE MIRANDA TEAM
ONE CALL WILL HANDLE IT ALL
203.831.8100

We are a RESOURCE for you!

Top Agents Love Top Technology

Saving You Time All your Pillar To Post inspection reports in one place – eliminate the frustration of looking in multiple places.

Open 7 days a week from 7am-10pm for all Questions & Scheduling Needs

What Sets Us Apart?

- ✓ Same Day Reports
- ✓ Inspections Within 48 Hours of Scheduling
- ✓ Stand Alone Services
- ✓ Always Non-Alarmist

SCAN HERE TO LEARN HOW TO USE YOUR PTP HomePage DASHBOARD



JOHN

SCHIAROLI

BUILT ON GRATITUDE

Long before John Schiaroli became a Realtor with Coldwell Banker in Westport, Connecticut, he was learning the business from the ground up. Literally. Growing up in New York, John spent his childhood around construction sites, watching his father build homes and gaining an appreciation for real estate long before he ever considered making it his career.

PHOTOS BY JOE CRAWFORD
PHOTOGRAPHY

“I grew up building houses,” he says. “Real estate was always around me.”

Still, John took a different path professionally. For more than two decades, he built a successful career in consumer packaged goods, working with brands like Vitaminwater following its acquisition by Coca-Cola, along with PepsiCo and several high-growth startups. His expertise wasn’t in sales. It was operations.

“My job was always figuring out how to scale businesses,” he says. “Everything had to have systems, tools, and processes.”

Those years taught him a lesson that would later become the foundation of his real estate business. Success comes from creating systems that free you up to focus on what matters most. For John, that meant people.

Three years ago, he officially launched his real estate career. While many new

agents lean heavily on advertising and purchased leads, John had a different vision. He wanted to create an experience that felt personal and elevated for clients making some of the biggest financial decisions of their lives.

“I felt there was an opportunity to deliver a better consumer experience,” he says. “People shouldn’t have to worry about whether their agent is overwhelmed. They deserve to feel heard and understood.”

The approach worked. In his first year alone, John closed nearly \$6 million in business.

Perhaps even more impressive was how he built it. Because of his years spent traveling around the world for work, John had very little local sphere of influence. Instead of relying on traditional relocation departments, he set out to cultivate relationships with top agents across the country. He flew to different markets, met with agents face-to-face, shared meals, and formed genuine friendships. Today, those relationships have become an extension of his brand.

“It’s like having a silent sales team all over the country,” he says.

From Austin to Miami, DC to California, John has built a trusted network of professionals who share his values and commitment to service. The referrals flow naturally because the relationships are real. He believes that’s what separates top agents from the rest.



communication remains refreshingly old-fashioned. He makes phone calls. He sends texts. He checks in. At a minimum, clients hear from him quarterly, but most relationships go far beyond that.

“What people know is that John is going to call them,” he says.

At the center of everything John does is gratitude.

“I’m so grateful for my clients, my peers, and everything I’ve learned,” he says. “I lead with gratitude first.”

That mindset has carried him through some of life’s greatest challenges. Twenty-six years ago, John was



“
I’m so grateful for my
CLIENTS,
my **PEERS,**
& everything I’ve learned.
I lead with gratitude first.”
— JOHN SCHIAROLI

“It’s about trust,” he says. “It’s not about buying leads or boosting ads. It’s about spending one-on-one time with people and building relationships.”

In fact, John has never purchased a lead or paid for advertising. His business has been built entirely through connections and referrals. And once someone becomes a client, they rarely remain just a client.

“Ninety percent of my clients become friends,” he says.

While he uses systems behind the scenes to stay organized, his approach to



diagnosed with multiple sclerosis. While the disease forced him to become more intentional about his health, it also gave him perspective. Rather than allowing it to define him, he committed himself to living with purpose and taking ownership of his well-being.

Today, he embraces an active lifestyle that would challenge people half his age. CrossFit, yoga, marathons, Ironman races, and endurance events are all part of his routine. Staying active isn’t just about fitness. It’s about gratitude for what his body is capable of doing and making the most of every day.

Family has also shaped his outlook. His daughter, now 21 and a recent graduate of the University of Iowa, is a cancer survivor. Watching her battle through adversity and witnessing the support their family received reinforced his belief in the importance of community and giving back.

“There were organizations that helped us when we needed them,” he says. “I



Photo by Julia Crawford

“
IT'S NOT
ABOUT
BUYING
LEADS OR
BOOSTING
ADS. It's
about spending
one-on-one
time with
people and
building
relationships.”

— JOHN SCHIAROLI

”

don't give back because
I want my name on
something. I do it because
I'm grateful.”

Whether he's supporting
causes close to his heart,
hiking with his dog, or
simply spending time with
family, John appreciates life's
quieter moments. You'll often
find him at Compo Beach,
even in the middle of winter,
watching the sunrise or
sunset and taking a moment
to slow down.

“It's grounding,” he says.

A self-proclaimed foodie,
he enjoys discovering new

restaurants, traveling, and
experiencing life through
the people and places
around him. Those who
know him best would tell
you that he genuinely
enjoys connecting with
others and that his
curiosity and appreciation
for people extend far
beyond real estate.

For John Schiaroli, success
isn't measured solely by
transactions. It's measured
by relationships, gratitude,
and showing up for
others with authenticity
and intention. In a world
where so much has become
automated, he believes

there's still no substitute for
genuine human connection.

And perhaps that's what
has made his business
grow so quickly.

Not flashy marketing.

Not purchased leads.

Just trust, consistency, and
a deep appreciation for the
people who have allowed him
to be part of their journey.

Because for John,
relationships will always
come before transactions. ▀



Photo by Julia Crawford

GIVE YOUR CLIENTS A PLACE TO START THE *School year strong!*

BUS STOP MORNINGS.

HOMEWORK NIGHTS.

ROOM TO GROW.

HOME is where new
routines begin. Ready to
explore your options?

LET'S CONNECT!



SCAN HERE

Revolution
MORTGAGE

Evan Potter

Branch Production Sales Manager
NMLS# 691465

C 203.530.0109

E epotter@revolutionmortgage.com

W revolutionmortgage.com/epotter



COMPANY NMLS#1686046

ADVERTISEMENT | T2 Financial, LLC. D.B.A. Revolution Mortgage is an Equal Housing Opportunity Lender NMLS #1686046 (Nationwide Multistate Licensing System - www.nmlsconsumeraccess.org) Terms, conditions, and restrictions may apply. All information contained herein is for informational purposes only and, while every effort is made to ensure accuracy, no guarantee is expressed or implied. Not a commitment to extend credit. Branch Address: 131 Broad Street, Unit 102, Milford, CT 06460 - Branch NMLS: 2477879 - Branch Phone: (203) 872-2622



INSPECTION SERVICES, LLC



203 880-5409
champagneinspections.com





Inspect • Educate • Empower

Residential and Commercial
Building Inspections

Radon Testing
Well Water Testing
Wood Destroying Insect Inspection

Deck Inspection
Pool and Spa
Mold Testing

Flexible Online Scheduling
ASHI Certified





A Chic And Stylish Home Design, Gifting And Gathering Place

Furniture & Lighting | Linens | Tabletop | Acessories | Mirrors & Art | Garden | Baby & Women's Clothing



**SPECIAL FIRST-TIME
CUSTOMER PACKAGE**

PLATINUM PACKAGE + HDR

- Interior/Exterior HDR Photography
- 3D Virtual Tour
- Aerial Video & Stills
- 2D Floor Plans
- Guided Tour
- And More!

\$249*

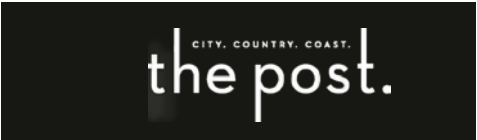
Offer for first-time customers only

TJ Muldoon
(203) 303-7850
www.Hommati.com/office/120






Each franchise is independently owned and operated.



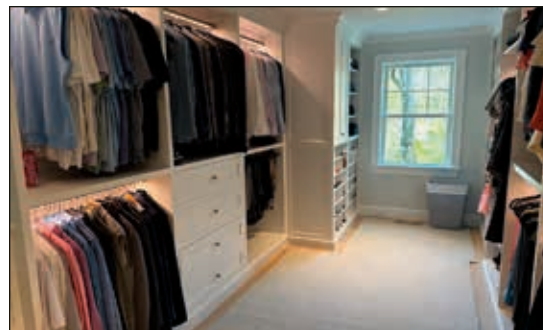
Deb Placey
203-292-5700
1799 Post Rd East | Westport, CT 06880
www.thepostct.com
@thepostct

Inspection Services Environmental Hazards

A REPORT SO THOROUGH IT HAS A
100% MONEY BACK GUARANTEE

Serving Western CT since 2001!

Call or Text 203-240-0032
ross@homespec-ct.com
homespec-ct.com



home organization · home staging · move management · consignment

**STYLED,
ORGANIZED,**
and Ready to Sell

Servicing the following areas
in **Connecticut**:
Fairfield, New Haven &
Hartford Counties

In **New York**:
Manhattan and Westchester.



hello@sosbyerin.com
203-979-8019



EXPERT GUIDANCE. BETTER LOANS. LOWER RATES.

At FairWorld Mortgage, we work for our clients— not the bank. We have hundreds of loan options and a deep bench of lenders competing for your business.

Your loan should be as unique as you are. That's why we continually build strong lending relationships that allow us to deliver custom-tailored solutions for your next purchase or refinance-- no matter if it's a primary residence, vacation home, or investment in place of what's currently there.

Whether you are a first-time homebuyer or a seasoned investor seeking creative financing solutions, we are the mortgage company you can trust to achieve your goals with confidence and ease.

BAILEY TUTHILL

Broker/Owner
NMLS 1600158
Bailey@FairWorldMortgage.com
203-623-7834 | www.fairworldmortgage.com



Guild mortgage

OWN WHAT MATTERS

GOT A
SELF-EMPLOYED CLIENT?
You Need the Non-QM Expert
Mortgage Quarterback to
HELP THEM REACH THE END ZONE



Let's turn your deal
INTO A SCORE!

DAN L'ALTRELLA

Senior Loan Officer | NMLS #133211
Corporate Drive Suite #186
Shelton, CT 06484

203.521.2905

Company NMLS #3274

