

RHODE ISLAND

FEBRUARY 2026

REAL PRODUCERS[®]



Coupled-Up & Crushing It

The Soby-Roberts Team
Plays to Their Strengths

PHOTOGRAPHY BY JAMIE HARRINGTON



Agent to Watch
RILEY WHITE

Partner Spotlight
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Meet The Team



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WHY **RELATIONSHIPS** DESERVE RENEWED INTENTION RIGHT NOW

February is more than a moment to acknowledge relationships—it's a call to strengthen them. Reinvest in the partnerships that support your business. Deepen the connections that sharpen your edge. Be intentional about the people you trust with your clients, your reputation, and your time. As a new year gains momentum, this is the moment to decide how—and with whom—you plan to grow.

At the highest levels of real estate, success doesn't come from isolated wins or short-term thinking. It's built through alignment. Through surrounding yourself with people who elevate your standards, reinforce your credibility, and help you execute with confidence. Relationships aren't a soft skill at this level—they are a strategic advantage. And the strongest agents treat them as such.

Every professional partner you bring into a transaction speaks volumes. Lenders, closing and title attorneys, inspectors, builders, and service providers don't just support your business—they extend your brand. Their professionalism reflects your judgment. Their responsiveness reinforces your leadership. When the right partners are in place, problems are minimized, trust is amplified, and clients feel the difference. That experience becomes your signature in the market.

Elite agents don't wait until a challenge arises to figure out who they can rely on. They build those relationships in advance. They invest time, care, and consistency into partnerships that make their businesses stronger long before they're tested. That preparation shows up in smoother transactions, calmer negotiations, and a level of confidence that clients immediately recognize.

The same principle applies when working with other top agents. While less experienced professionals often view peers as competition in a zero-sum game, the

most successful agents understand the power of mutual respect and familiarity. Knowing the agent on the other side of a deal changes the dynamic entirely. Trust moves faster. Communication improves. Risk decreases. In a market where reputation travels quickly, being known and respected is invaluable—and often determines who is chosen and who is dismissed as an unknown risk.

And beneath every strong professional network is a personal one. Family and friends provide the foundation that makes sustained excellence possible. These relationships don't thrive by accident; they thrive by design. Blocking time for the people who matter most isn't a luxury—it's a discipline. One that fuels energy, clarity, and resilience throughout the year.

February invites reflection, but it also demands action. Strengthen the relationships that matter. Be deliberate about who you align with. Invest in the people who elevate your business—and your life.

Because as the year unfolds, the agents who move forward with intention, connection, and trust won't just keep pace. They'll set it.



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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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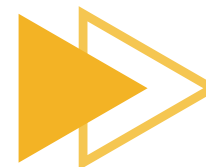
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Playing the **LONG GAME:**

EDITED BY
STUART TITUS
PHOTOGRAPHY BY
JAMIE HARRINGTON

Riley White's Blueprint for Growth

The Real Estate business is often quick to reward speed, scale, and spectacle, but Riley White continues to build something far more durable: trust. As February's Agent to Watch, White represents a new generation of agents who understand the timeless truth that long-term success isn't manufactured overnight—it's earned, one relationship at a time.

Licensed since 2017, White entered real estate at an age when many are still figuring out their direction. At just 19, he knew this industry was where he belonged. What he may not have known then was how quickly his name would become familiar across Rhode Island and beyond. With more than \$80 million in career volume and \$25 million closed in the past year alone, White has ranked as the #2 individual sales agent in his Keller Williams office for three consecutive years and earned yearly Northern Rhode Island Board Diamond Awards—impressive milestones that speak to both consistency and growing momentum.

Yet numbers alone don't tell the whole story. Ask White what separates him, and he won't talk about lead funnels or flashy tactics. He'll talk about meeting people and being authentic. "I treat every introduction as the beginning of a long-term relationship," he says. "You never know how one relationship might impact the course of your life." That mindset has guided his business from the very beginning, shaping how he approaches clients, fellow agents, and partners alike. Every transaction is handled

as the first chapter in what he hopes will be a lasting connection rather than a one-off deal.

That philosophy extends to how White views his peers in the industry. In an environment that can sometimes feel cutthroat, he takes a refreshingly collaborative stance. "We're here to work together, not against each other," he says. White believes that strong relationships with other brokers and agents are one of the most undervalued assets at the top levels of real estate—a belief that has earned him respect across the market.

Referrals, not surprisingly, are his number one source of business. White is intentional about nurturing past clients, staying in touch long after the closing table, and showing up with honesty and consistency. Systems help manage volume, but he remains personally involved at every critical moment. "I don't rush clients," he explains. "Even when things are moving fast, they need to feel confident they're making the right decisions."

That confidence is built on transparency and data. When it comes to pricing strategy, White is unapologetically realistic. He relies on hard market data to guide sellers, helping them understand current conditions rather than chasing wishful numbers. It's a grounded approach that reflects both market savvy and respect for his clients' trust.

White's perspective is also shaped by experience beyond traditional sales. Many





would be surprised to learn that he’s also a builder and investor, currently developing two luxury homes in New Hampshire’s White Mountains. That hands-on involvement in construction and development deepens his understanding of value, quality, and long-term investment—knowledge that directly benefits his clients.

His interest in real estate was influenced early on by a former boss who was a broker, investor, and major property owner. Watching someone successfully operate on multiple levels of the business left a lasting impression. White

later pursued a degree in Innovation & Entrepreneurship, completing his bachelor’s at the University of Rhode Island, a background that continues to inform his strategic thinking today.

Operationally, White runs a disciplined, highly personal business. He handles nearly everything himself, delegating only when logistics make it unavoidable. Time blocking is a cornerstone of his productivity, allowing him to stay focused, responsive, and present. “It’s important to me that clients feel I’m there for every moment,” he says—and they do.

His marketing mirrors that same authenticity. White doesn’t try to be someone online that he isn’t in real life. Whether through humorous, non-informational videos or collaborations with different marketing teams, he stays genuine and approachable. It’s a strategy that resonates, especially in an era where audiences can spot inauthenticity instantly.

Despite his success, White remains grounded in his definition of achievement. “Success is earning trust,” he says. “It’s having clients feel genuinely taken care of—and personally,



it’s building a life where my work supports my family and community, not the other way around.” His involvement with organizations like the David Louis Cunha Foundation and Wish Come True reflects that broader sense of responsibility. Looking ahead, White sees opportunity in a stabilizing market, particularly for first-time buyers who may soon find fair value and renewed confidence. His advice to agents coming up—or even to his younger self—is simple but powerful: shake

as many hands as possible. Show up. Be honest. Communicate. Relationships, after all, are what last.

As Rhode Island’s top agents look toward 2026, Riley White stands out not just for what he’s accomplished, but for how he’s done it. With discipline, integrity, and an unwavering commitment to people, he’s building something designed to endure—and that’s precisely why he’s an Agent to Watch.



AN **Ace** UP YOUR **Sleeve**

Phil Jewell is The Calm Behind the Console

EDITED BY STUART TITUS • PHOTOGRAPHY BY MOLLY ROBINSON

Most people find the topic of “smart home technology” overwhelming, but Phil Jewell brings something rare to the conversation: calm, clarity, and genuine care. He doesn’t lead with buzzwords or specs. He leads with questions, listens closely, and then solves problems — thoughtfully and methodically. It’s one of the many reasons Rhode Island’s top real estate agents continue to trust Phil and his company, AQ Tech, with their most important relationships.

Phil is the owner of Aquidneck Island Technologies — better known as AQ Tech — a Rhode Island-based smart home technology firm specializing in system design, installation, and long-term support. The company handles everything from whole-home networking and Wi-Fi systems to audio and video integration, surveillance cameras, lighting and shading controls, and low-voltage landscape lighting. But if you ask Phil what AQ Tech really does, he’ll give you a simpler answer.

“We’re problem solvers,” he says. “Technology is just the tool.”

That mindset has guided Phil for more than two decades in the industry and nearly seven years since launching AQ Tech. It’s also what makes him such a strong partner for elite agents navigating high-value transactions, discerning clients, and increasingly tech-heavy homes.

One of the biggest misconceptions Phil encounters is that smart home systems are inherently complicated or reserved for only the most tech-savvy homeowners. In reality, he believes the opposite should be true.

“Our job is to simplify,” he explains. “Technology should give people control — not stress.” That sense of control is exactly what homeowners want, especially buyers walking into a property filled with existing equipment they didn’t choose or don’t fully



“Our job is to **SIMPLIFY.** Technology should give people control — not stress.”



understand. Phil genuinely enjoys the moment when a system that once felt intimidating suddenly makes sense — when a homeowner realizes they can operate everything with ease.

“That’s the reward,” he says. “Taking something complex and making it approachable.” For real estate agents, that ability to reduce friction is invaluable. AQ Tech doesn’t just install systems and disappear. They stay involved. They answer the phone. They troubleshoot issues quickly and calmly. And they continue supporting clients long after the sale — even after warranties expire.

“I’ve lost track of how many clients call us frustrated because their original integrator stopped responding,” Phil says. “That’s not how we operate. Support is part of the job.”

Behind the scenes, AQ Tech’s strength is reinforced by its leadership structure. Phil shares day-to-day responsibilities



with two full-time partners: Ross Jarvis, who leads Product Research, and Scott Trenholme, who oversees Sales and Management. Together, the team stays ahead of an ever-changing landscape through continuing education, manufacturer training, and constant hands-on experience.

That expertise becomes especially valuable when buyers purchase homes with existing systems that need to be diagnosed, streamlined, or repaired — or when sellers need to resolve issues or make strategic upgrades to protect resale value.

For agents, partnering with AQ Tech often delivers immediate returns. “You don’t have to wait six months to see the benefit,” Phil says. “You instantly have someone to call. An ace up your sleeve. Someone who can step in, assess the situation, and take pressure off both you and your client.”

Phil’s ability to do that so effectively traces back to his early career. His first job was working alongside his father, building homes in New Hampshire. From wiring houses to understanding electrical code and wall construction, Phil learned how homes come together from the inside out — knowledge that still informs his work today,

especially when navigating existing structures with precision and care.

He later studied computer science at New England Tech, focusing on circuitry and component-level repair. When the industry shifted toward replacing entire boards rather than fixing them, Phil adapted — recognizing early that long-term success meant choosing a field that would evolve with technology rather than be replaced by it.

That adaptability was tested when he launched AQ Tech without a traditional retail storefront. The business began in his basement, supported by a pickup truck, part-time work, and a relentless focus on availability and quality. Even during the pandemic, AQ Tech remained visible and active. Considered essential, the company stayed busy while larger competitors pulled back — a period Phil credits with strengthening both the business and its reputation.

Underlying everything Phil does is a steady approach to leadership shaped through *The Seven Habits of Highly Effective People* by Stephen Covey. One lesson, in particular, has stayed with him: we control our reactions. He believes strongly in emotional responsibility — the idea that how we react is a choice. That philosophy



has served him well in high-pressure situations, from system failures to complex troubleshooting, where patience often unlocks the solution.

Outside of work, Phil’s life reflects the same grounded, intentional rhythm. He and his wife, Carla, have been married for 20 years and are raising two children, Ruby (14) and Lyle (9), along with a menagerie of dogs, cats, chickens, ducks, and goats. His mornings begin with feeding and caring for the animals — a routine he says builds discipline and sets the tone for the day. He also enjoys camping and backpacking, often hiking in with everything he needs, embracing simplicity and preparation.

It’s a fitting parallel. Whether in nature or in technology, Phil values systems that work, solutions that last, and relationships built on long-term reliability.

For Rhode Island’s top real estate agents, AQ Tech isn’t just a smart home provider — it’s a reliable partner. One that protects your clients, enhances your listings, and reinforces your reputation. And at the center of it all is Phil Jewell: thoughtful, steady, and deeply committed to making complex things feel simple — one project at a time.

Coupled-Up & Crushing It!

SOBY-ROBERTS PLAYS TO THEIR STRENGTHS

There's something especially fitting about Bridgette Soby and Gary Roberts sharing the February cover of *Rhode Island Real Producers*. In a month devoted to partnership, trust, and connection, few teams embody those ideals — or execute them at an elite level — quite like the husband-and-wife duo behind The Soby-Roberts Team.

Recognized among Rhode Island's top performers, Bridgette and Gary are well-known names

throughout the state's real estate community. With a combined 32 years of experience, more than \$70 million in sales volume over the past two years, and a career total exceeding \$250 million, their results speak clearly. Yet among peers who understand the work behind sustained success, it's the how — not just the numbers — that truly distinguishes them.

At the core of their business is a shared vision built on complementary strengths — a true divide-and-conquer

approach that mirrors both smart business strategy and a strong marriage. Each partner leads where they are strongest, allowing the operation to run with clarity, efficiency, and balance. The result is a partnership that feels intentional, equal, and remarkably well-aligned.

Bridgette is the creative force and big-picture thinker. Her connection to real estate began long before she earned her license. Growing up with a father who was a builder, she spent her childhood walking construction sites

and admiring thoughtfully designed homes, developing an early appreciation for craftsmanship and detail. More importantly, she learned how deeply the idea of “home” anchors people's lives. That foundation naturally evolved into a career rooted in storytelling, lifestyle, and presentation — a perspective that now shapes how each listing is positioned and experienced.

Gary's path followed a different, but equally powerful, trajectory. After years in the military as an





intelligence instructor and trainer, he officially joined the business following his retirement from service — though by his own admission, he had been acting like a real estate agent long before that. Where Bridgette leads with vision and narrative, Gary brings structure, discipline, and execution. He is the detail-driven problem solver, the steady presence that ensures nothing is overlooked and that every transaction moves forward with precision. Together, their strengths interlock in a way that feels less like a business arrangement and more like a well-

practiced partnership built on trust, communication, and mutual respect. That balance is most evident in how they serve clients. While The Soby-Roberts Team works across all price points, they thrive in the luxury space, where creativity, strategy, and precision converge. Leveraging the global reach and prestige of Sotheby's International Realty, they craft marketing campaigns centered on elevated visuals, compelling video, and refined storytelling — always polished, never overproduced. For Bridgette and Gary,

luxury isn't defined by a number on a listing; it's defined by experience. "Every client deserves the absolute best service," they emphasize, whether they're working with a \$12 million seller or a \$700,000 buyer. That philosophy is reflected in a business where approximately 60 percent of transactions come from referrals. Clients experience it through consistent communication, proactive problem-solving, and the confidence that someone is always thinking several steps ahead. When a transaction feels seamless, it's because of the unseen work happening

quietly behind the scenes — anticipating challenges, negotiating strategically, and protecting clients long before issues ever surface. Supporting that experience is a carefully built operational ecosystem. Technology plays a central role, with a robust CRM and meticulously time-blocked shared calendars keeping everything on track. Years of experience have allowed them to refine listing preparation systems that ensure consistency without sacrificing customization. They're equally intentional about the professionals they partner with — trusted closing attorneys, top-tier



photographers, reliable lenders, and a responsive Sotheby's support team that helps bring each property's story to life. And when something needs attention, Gary is often the first to step in, tools in hand, making sure every detail aligns with the larger vision. Even with strong systems and brand power, Bridgette and Gary are quick to credit another critical pillar of

their success: relationships within the Rhode Island real estate community itself. In a small state where agents repeatedly cross paths, they view colleagues not as competitors but as partners. Collaboration, professionalism, and mutual respect aren't just ideals — they're good business. Their reputation for integrity and discretion has helped them build lasting relationships with many of the state's top

agents, relationships that ultimately benefit clients on all sides of a transaction. That emphasis on connection extends well beyond work. Rhode Island holds deep personal meaning for the couple, particularly Newport, where they first met and still enjoy spending time together. Whether it's a quiet winter dinner tucked into a familiar booth or a summer day along the coast, they prioritize reconnecting — with each other and family. After recently renovating the first floor of their own home, opening that space to friends and family feels especially symbolic — a reminder that real estate, at its core, is about creating places where life happens. Looking ahead, Bridgette and Gary remain focused

on emerging opportunities, particularly in luxury and coastal markets, legacy properties, and homes with a compelling lifestyle narrative. They see buyers becoming more discerning, searching less for volume and more for something meaningful, while sellers are rewarded by thoughtful preparation and elevated positioning. For a February cover celebrating partnership — both professional and personal — The Soby-Roberts Team is a natural fit. Their success is proof that when trust, balance, and shared purpose guide the work, the results extend far beyond numbers, building lasting reputations, relationships, and respect among peers.

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