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COVER STORY

PROFILES



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I feel so lucky to watch as our community continues to grow at each of our events. More agents, more incredible businesses, and more relationships.

What stands out to me most is the energy in the room. There is something powerful about seeing so many high-level people come together with no pressure, no sales pitch, and no agenda other than connection.

In a business where schedules are packed and everyone is moving fast, it is easy to stay in your own lane. You work with the same people, talk to the same circles, and keep pushing forward. That is understandable. It is also why these rooms matter.

Our goal with Real Producers has always been to create moments where the top agents in our community have a reason to pause, look around, and see who else is building something meaningful.

Sometimes the best conversations happen with someone you already know. Other times, they happen with someone you have seen for years but never had the chance to meet. Those introductions matter. They create trust. They open doors. They make this industry feel a little more connected.

As this community grows, I am reminded that the strength of Real Producers is not the magazine, the events, or any single feature. It is the people who show up, support each other, and continue to make this network stronger.

Thank you for being part of it.

See you in August,



Sam Kantrow
Owner/Publisher



What Is Real Producers?

BY SAM KANTROW

Welcome to
Gold Coast
Real Producers!

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.


As we head into November, I wish you a strong finish to the year and a season filled with progress and community.

I appreciate you, and I look forward to seeing you at our launch party 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



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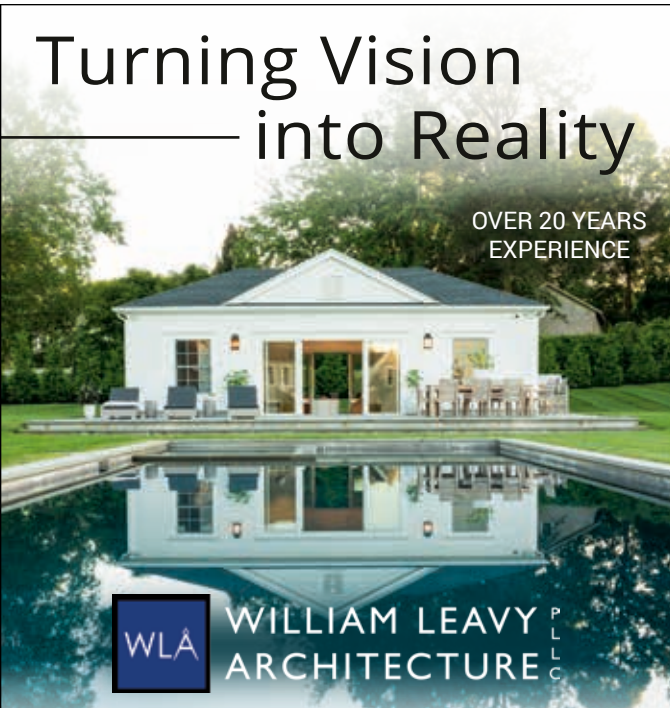




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CURATED TO SELL

Ted Sibilias does not approach real estate like a traditional agent. He approaches it like a strategist.

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PERSPECTIVES
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Before entering the industry more than a decade ago, Ted built a successful career in digital media and advertising, including leadership roles at Microsoft, where he managed teams across New York, Boston, and Seattle while overseeing major accounts in financial services, technology, telecom, and consumer products.

That corporate background shaped the way he views business, branding, and client relationships today.

“I saw there was a gap in the market,” Ted explained. “I thought there was an opportunity for someone who was data-driven, understood digital media, and knew how to communicate with all different types of people.”

At the time, digital marketing in real estate was nowhere near what it is today. But Ted recognized early how powerful branding, positioning, and storytelling could become within the industry. More importantly, he understood that luxury real estate clients expected a higher level of service and strategy than what many agents were delivering.

That realization ultimately pushed him to make a major career leap.

In 2013, Ted left corporate America and entered real estate full-time. The timing, however, could not have been more stressful. At the exact same time he was starting his business, he and his family had just begun building a new construction home.

“No income and a construction project going on,” he laughed. “The first year was tough.”

Like many agents, Ted’s first year came with plenty of uncertainty, small deals, and a crash course in hustle. But the learning curve sharpened him quickly. By his second year in the business, he had already earned Chairman’s Elite status within the Coldwell Banker network, ranking among the top-producing agents nationwide.

Today, Ted is the founder of Private Client at KW, operating within the luxury division of Keller Williams Realty, with a dedicated office based in New Canaan. Over the years, he has developed a reputation for taking a far more curated and strategic approach to listings than many traditional agents.

“What differentiates me is my three-point marketing blueprint: data, design, and storytelling,” he said.

For Ted, a listing is not simply uploaded onto the MLS and pushed onto social media. It is positioned intentionally, marketed carefully, and launched strategically.

“I treat my listings like product launches,” he explained. “I curate them in a specific way where it becomes an event versus just another listing.”

That philosophy also shapes the type of business he chooses to take on.

“I don’t work with everybody,” Ted said. “I want to work with people who value what I bring to the table.”

In a market where visibility and advertising dollars often dominate perception, Ted takes a slightly different view of what truly creates long-term success in real estate.

“The billboard effect is real,” he said. “People see agents everywhere and automatically assume they’re the best.”

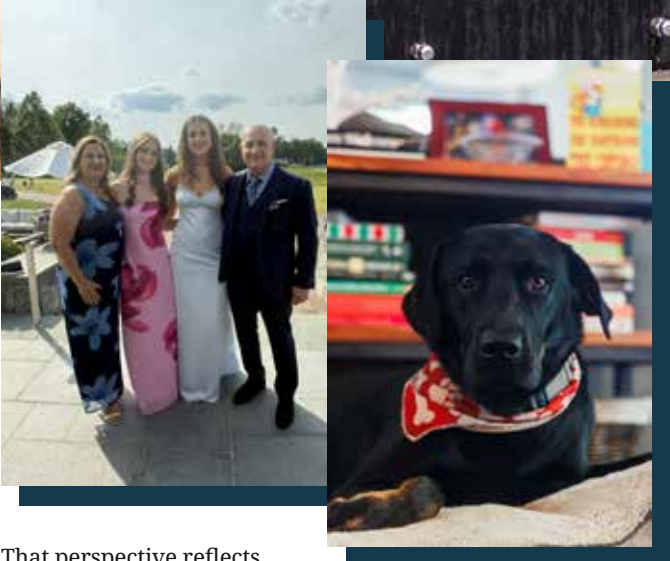




“Luxury isn't a price point. **IT'S HOW A PROPERTY IS EXPERIENCED.**”
— TED SIBILIA

“

“I treat my listings like product launches. I curate them in a specific way where it **BECOMES AN EVENT VERSUS JUST ANOTHER LISTING.**”
— TED SIBILIA



That perspective reflects the level-headed, analytical approach Ted brings into every deal.

It also explains why nearly all of his business is built organically.

“I’ve never paid for a lead,” he shared. “One hundred percent of my business is repeat, referral, and sphere of influence.”

Rather than relying heavily on broad digital lead generation, Ted focuses on high-touch relationship building. Coffee meetings, lunches, personal check-ins, handwritten communication, and thoughtful follow-through remain central to his business philosophy.

“People still need that human touch,” he said.

But Ted believes real value comes from expertise, relationship-building, negotiation skills, and the ability to guide clients through increasingly complex transactions.

Over the course of roughly 150 transactions, he has worked alongside countless lenders, attorneys, and agents, giving him the ability to anticipate challenges before they arise.

“Sometimes it’s not all about the money,” he explained. “I’ve had sellers choose lower offers because they knew the transaction would actually get done smoothly.”

Outside of residential sales, Ted is deeply invested in real estate personally as well. He owns rental properties, recently expanded into short-term rentals, and is now exploring student housing investments as well as funding various renovation projects and flips. For him, actively investing in real estate creates a stronger level of credibility with clients. “I practice what I preach,” he said.

Outside of work, Ted and his wife of 23 years stay busy raising their two children, including a daughter currently attending The Newhouse School at Syracuse University studying journalism, and a rising senior at New Canaan High School.

Family life also includes plenty of cooking, homemade bread, and pizza nights, travel, and gatherings with close friends and fellow agents around the outdoor pizza oven at his home.

And when he is not working, networking, or scouting investment opportunities, Ted prioritizes fitness and discipline just as seriously as business.

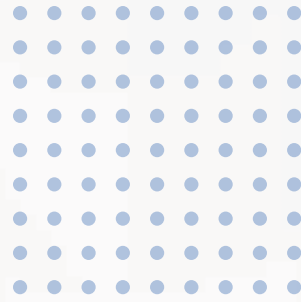
“Physical health equals mental health equals clarity,” he said.

That mindset seems to carry through every area of his life and business: intentional, strategic, and always evolving.

Because for Ted Sibilia, luxury real estate is not defined by a number.

“Luxury isn't a price point,” he said. “It’s how a property is experienced.”





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JAN HILTZ INTERIORS



BEYOND THE BLUEPRINT

For Jan Hiltz and Christine Hiltz, interior design has never been just about fabrics, furniture, or selecting the perfect shade of paint. At the heart of their business, Jan Hiltz Interiors, is something much deeper: creating homes that truly reflect the lives of the people living in them while guiding clients through what can often feel like an overwhelming process.

Together, the mother-in-law and daughter-in-law duo behind Jan Hiltz Interiors have built a reputation rooted in trust, creativity, and an unmatched level of service. Their work spans far beyond decorating. From large-scale renovations and new construction projects to landscape design coordination and full project management, the pair has become a go-to resource for high-end homeowners throughout Fairfield County and beyond.

Jan's journey into the industry began unconventionally. At 30 years old, while working for a continuing care facility in Connecticut, she was tasked with overseeing upgrades to the common areas and residences. Working alongside a Philadelphia-based design firm sparked something in her.

"I really found I loved interior design, every aspect of it," Jan says. "From the construction to all the planning that went in, to all the fun decorating, wallpaper, carpeting, all those special things that really make each space."

The company supported her decision to return to school at Fairfield University to formally study interior design, all while balancing marriage, raising children, and managing major healthcare design projects across New England. It was a demanding season of life, but one that laid the groundwork for what would eventually become Jan Hiltz Interiors.

Years later, with the encouragement of her husband, Jan launched her own firm in 2008 during the height of the recession.

"My husband was so supportive of me and believed in me," Jan says. "He said, 'You can do it all.'"

That belief paid off. Built almost entirely through word-of-mouth referrals, the business steadily grew as clients continued recommending Jan to friends, family, and colleagues.

Eventually, the business would become even more of a family affair.

Christine Hiltz always knew she wanted to pursue interior design. After studying at the University of New Haven and gaining experience in commercial furniture and architectural firms, she found herself craving more creativity and connection in her work.

“I knew I wanted to do interior design from a young age,” Christine says. “I looked more into it and decided that’s the path I wanted to take.”

Ironically, her relationship with Jan began long before they officially became business partners. While dating Jan’s son, Christine would help Jan complete CAD drawings on weekends in exchange for sushi and furniture.

What started as small side projects eventually evolved into something much bigger.

After years of collaborating informally, Jan asked Christine to join the company full-time. The transition felt natural, and today the two operate as a seamless team, balancing one another’s strengths both personally and professionally.

“We really bring a nice balance to the business,” Christine says. “We seem to fill in the gaps where needed for one another.”

That dynamic has helped shape Jan Hiltz Interiors into the full-service operation it is today.

One thing Jan and Christine want real estate professionals to clearly understand is that their company is not a staging firm. Instead, they serve as trusted design and project management partners for homeowners, buyers, and increasingly, real estate agents looking to better support their clients.

As more buyers relocate from New York to Connecticut, Jan Hiltz Interiors has become an invaluable resource during the home purchasing process. Agents often bring the team into homes before closing so buyers can better understand a property’s potential, renovation possibilities, and overall investment.

“We’re kind of helping the realtors ease the client’s mind and open their eyes as to what they can do with that new house,” Jan explains. “Things that seem daunting, we have eyes that can see, ‘Oh, with a little bit of this and a little bit of that.’”

Because the firm has spent years building relationships with trusted contractors, landscapers, architects, and vendors, clients gain immediate access to a carefully vetted network of professionals. The result is a smoother, less stressful experience for both the homeowner and the agent involved.

“The realtors benefit from us being on their team initially because they’re not having to give the client all their own referrals,” Christine says. “We come with all of our people. We figure it all out for you.”

Their projects often extend well beyond interiors. From backyard transformations and luxury outdoor living spaces to complete renovations and custom furnishings, Jan and Christine oversee every phase with precision and care.

“We are beyond paint colors and furniture,” Jan says with a laugh. “We are full-on, full-spectrum project management, interior construction, and design.”

Despite the demands of running a high-level design business, family remains at the center of everything they do.

The office itself reflects that philosophy. Christine’s young son practically grew up there, complete with a crib and play area in the office, and the newest family addition arriving later this year will likely follow the same tradition.

Outside of work, the Hiltz family spends much of their free time together skiing, boating, traveling, running races, and tackling challenges like Spartan competitions and Tough Mudders.

“We do everything together,” Jan says. “We vacation together, we race together, we barbecue together. We work in a very stressful job, so on the weekends, we have fun so that we’re the best for our clients come Monday morning.”

That same balance is part of what makes Jan Hiltz Interiors so unique. While their projects may involve luxury homes and large-scale investments, their approach remains deeply personal. Clients are not simply hiring designers. They are gaining trusted partners who genuinely care about the outcome of every home, every project, and every family they work with.



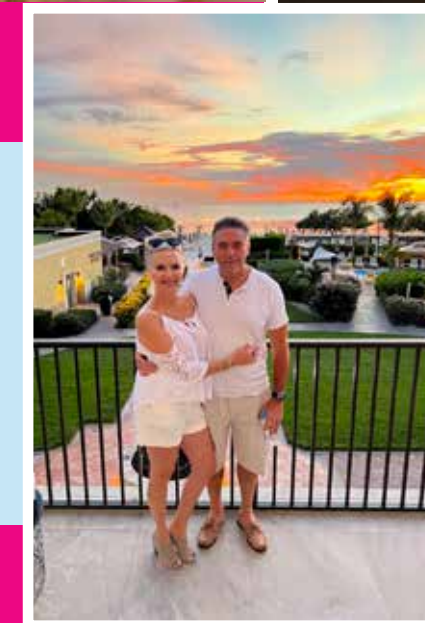
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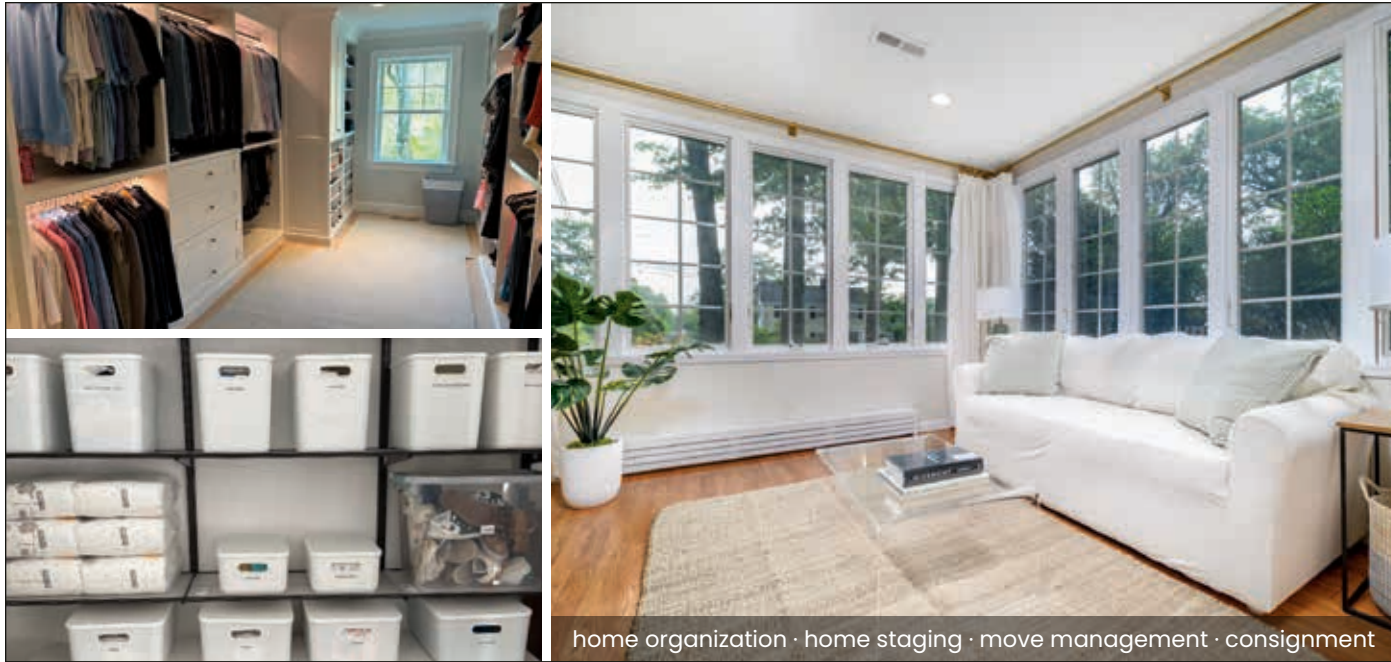
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KATHARINE Bunoski

**SMART.
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In Fairfield County real estate, there is no shortage of competition. In towns like Greenwich, Darien, New Canaan, and Westport, nearly everyone seems to know a realtor. The market moves fast, inventory remains tight, and buyers are often navigating intense bidding wars and emotional decisions with enormous financial stakes attached.

PHOTOS BY JOE CRAWFORD PHOTOGRAPHY

And yet, in less than five years in the business, Katharine Bunoski has quickly risen into the ranks of top-producing agents in one of the most competitive real estate markets in the country. Her first full year in real estate brought in \$14

million in sales volume. The following year, she doubled it to \$28 million. Last year, she closed more than \$34 million and this year, she is on track to surpass that.

But if you ask Katharine what fueled that growth, she



will not immediately point to numbers. She points to people, a strong support system within The Jennifer Leahy Team, and her communication style.

“I think my success has come from a combination of my personal situation, as a mom raising my kids in the area, which is very relatable to a lot of people moving here. Being deeply knowledgeable about Fairfield County and the micro markets in each town that I cover is so important. And I think my clients appreciate my responsiveness, perspective, and ability to understand their financial goals and



“I always loved houses and working with people. Growing up, my best friend’s mom was a realtor, and I was always intrigued by her career.”

The turning point came through an unexpected connection. Nearly a decade ago, Katharine’s mother attended an event and met top-producing agent Jennifer Leahy. Afterward, she immediately called her daughter and insisted she meet her.

“I remember this conversation so vividly. She said, ‘I met this woman, she’s amazing. She’s starting a team, she reminds me so much of you, and you need to work for her.’”

Her mother turned out to be right. Katharine and Jennifer connected instantly, staying in touch for years before the timing finally aligned. In 2020, shortly before the world shut down during COVID, Katharine got her real estate license and officially joined the Jennifer Leahy Team first at Douglas Elliman. Now the team is at Compass.

Starting a real estate career during one of the most chaotic housing markets in modern history was not exactly easy timing.

“All I’ve known is no inventory, buyer competition, and prices climbing and climbing.”

In Fairfield County, especially, where demand from New York buyers continues pouring into the suburbs, navigating the market has become both an art and a science. Homes are routinely underpriced strategically to create bidding wars, and buyers often find themselves competing far above the asking price just to secure a home.

For newer agents, that kind of environment can feel intimidating. But Katharine quickly discovered that her greatest advantage was not necessarily experience alone. It was relatability. As a young mom who grew up locally and later returned from New York City herself, she naturally connected with the exact demographic flooding into Fairfield County: families searching for more space, strong schools, and a better quality of life outside the city.

“I feel like I offer perspective not just on real estate, but on life here in general, and that is so valuable to people

navigating a move and figuring out what the right place is for them.”

That connection has become a major part of her business. Clients are not simply hiring Katharine to unlock doors and negotiate contracts. They are leaning on her for guidance about neighborhoods, schools, commutes, childcare, local culture, and lifestyle decisions that ultimately shape daily life for their families.

That authenticity also shows up heavily on social media, where Katharine began posting casual, conversational videos from day one.

“I started right off the bat doing videos where I’m just holding my phone and talking. Everyone feels like they already know me when they meet me, so there’s kind of a built-in layer of trust and familiarity.”

Her background in advertising gave her a unique understanding of branding and consumer behavior, helping her market herself in a way that feels approachable rather than overly polished.

“I’m very real. I think that makes it easier for people to reach out to me.”

A significant portion of her business now comes directly from social media and referrals, fueled by consistent communication and long-term relationship building. Even years after transactions close, Katharine stays deeply connected with past clients through Compass tools, personalized

“

EVERYONE FEELS LIKE THEY ALREADY KNOW ME WHEN WE MEET. I THINK **BEING REAL AND RELATABLE** CREATES AN **INSTANT LAYER OF TRUST.**”

— KATHARINE BUNOSKI



lifestyle needs when it comes to a home. I always try to guide them and arm them with as much information as I can, so they can feel really good about whatever decision they are making. The support I have from Jennifer and my teammates is unbelievable. We are like family.”

A lifelong Fairfield County native, Katharine grew up in Darien before spending nearly a decade living and working in New York City. There, she built a successful career in advertising sales, working on marketing campaigns, brand strategy, and influencer partnerships long before social media became the powerhouse it is today.

At the time, real estate was always quietly sitting in the back of her mind.



dashboards, neighborhood updates, and regular communication.

But beyond technology, she simply enjoys people.

“Buying and selling a house is such an emotional process, and you become bonded with your clients after going through that with them.”

That emotional intelligence has become one of the defining characteristics of her business. Because behind every transaction is usually a much bigger life story: growing families, relocations, divorce, loss, career changes, and new beginnings.



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“You have to be very empathetic. But also remember you’re a fiduciary. It’s a unique role.” Outside of real estate, Katharine’s life revolves around family. She and her husband have been together for 16 years and are raising two young children in Darien. Her daughter even attends the same elementary school she once did.

Like many Fairfield County moms, her free time includes tennis, mahjong nights, and balancing the nonstop chaos of family schedules alongside a demanding career. And while the balancing act is not always easy, Katharine has learned to embrace it fully.

“I feel lucky every day. I feel lucky to have my family, my clients, and my business. I just genuinely love and embrace this phase of my life where it feels so full and even at times overwhelming. I am always

“**I FEEL LUCKY EVERY DAY.**

I GENUINELY LOVE THIS PHASE OF MY LIFE, AND THAT PERSPECTIVE HELPS GUIDE EVERYTHING I DO.”

— KATHARINE BUNOSKI

”

grateful, and that perspective helps guide me.”

For Katharine Bunoski, that passion is obvious. And in a market built entirely on relationships, authenticity may be the most valuable asset of all. ▀



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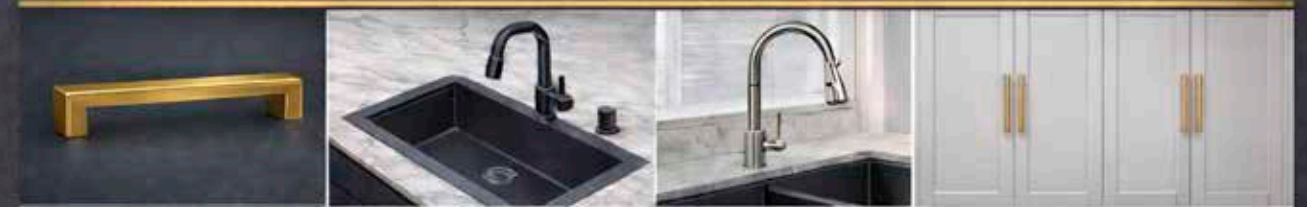
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