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If you are interested in nominating people for certain stories, please email us at: sam.kantrow@realproducersmag.com

SEPTIC AND ENVIRONMENTAL INSPECTOR

Michael Edwards

Mike Edwards is an Environmental and Septic Inspector with SIS, specializing in comprehensive evaluations of residential wastewater and environmental systems. He conducts full septic system inspections, sewer line assessments, radon air testing, well flow and equipment evaluations, water sampling, and private swimming pool inspections. With a strong focus on septic systems and nearly two years of hands-on field experience, Mike brings a detail-oriented and client-focused approach to every property he evaluates.

He holds multiple certifications through InterNACHI, including subsurface sewage, pool inspection, and radon, reinforcing his commitment to industry standards and ongoing professional development.

Mike enjoys the freedom of working outdoors and the unique challenges that come with evaluating septic systems, as no two properties are exactly alike. He is dedicated to going above and beyond for clients, understanding that many septic components are out of sight and often overlooked in everyday life. His work ethic is grounded in honesty, transparency, and doing things the right way without shortcuts.

Outside of work, Mike enjoys spending time at the gym, attending sporting events, playing video games, and working on hands-on projects and repairs. Above all, he values time with his twin daughters and enjoys watching them grow.



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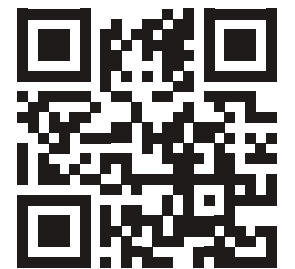


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The Room Where Business Changes

There's something different about being in a room full of people who are pushing forward. You feel it at every Real Producers event.

The conversations are different. The energy is different. The relationships are different. And over time, the results become different too.

Because the agents who continue to grow in this market are rarely doing it alone.

They're learning from each other. Sharing ideas. Building relationships. Finding ways to adapt while others pull back.

In a market that has challenged nearly everyone over the last few years, one thing has become clear:

The people who stay connected stay ahead.

That matters here along the Connecticut shoreline more than ever.

This is a market built on relationships. Built on reputation. Built on trust.

The agents who consistently win in towns like Madison, Guilford, Branford, Milford, Old Saybrook, New Haven, and beyond are not always the loudest people in the room.

They're the ones who show up consistently.

They stay involved.

They invest in relationships before they need something.

And those relationships create opportunities that no online ad, social media post, or email campaign ever will.

Because real business still happens face-to-face.

It happens in conversations before an event starts.

It happens over a drink after everyone else leaves.

It happens when people begin to know who you are beyond your production numbers. That's where trust is built.

And trust changes everything...Referrals grow...Partnerships strengthen...Ideas get shared...Doors open.

For our Preferred Partners, the value works the same way.

The businesses that grow the strongest presence in this community are not the ones trying to sell to every agent in the room.

They're the ones building real relationships with the people who drive this market every day.

They become familiar faces. Trusted resources. People agents want to introduce to clients because they know them personally.

That only happens through consistency.

It only happens by being in the room.

And maybe the most important part of all of this is what it does for the culture of our industry.

When top agents and strong businesses genuinely support one another, competition becomes healthier. Conversations become more open. The overall experience for clients improves.

The industry becomes stronger together.

That's what we're building through Real Producers along the Connecticut shoreline.

Not simply a magazine.

Not simply networking events.

A community of people who want to grow, collaborate, and help each other win.

So if there's one thing I'd encourage you to do, it's this: Show up. Stay connected. Have the conversation.

Because you never know which relationship, which introduction, or which moment changes the trajectory of your business. Be in the room.

Enjoy the summer!



Sam Kantrow
Owner/Publisher

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RP

2025

BY THE NUMBERS

Here's what the top 300 New Haven & Middlesex agents sold

\$3,728,174,252

TOTAL SALES VOLUME



6,790

TOTAL TRANSACTIONS JAN-DEC 2025



\$11.6 M

AVERAGE SALES VOLUME PER AGENT





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Why More Agents Are Recommending Sewer Scopes

Over the past year, we've seen a noticeable shift in our market.

More agents, especially experienced ones, are recommending sewer scope inspections as part of their standard due diligence. What used to be considered an add-on is quickly becoming a smart, strategic step in protecting both the client and the deal.

And in some cases, it's catching things no one saw coming.

A Situation That Stuck With Me

We recently came across a situation that really highlights this.

An agent had buyers under contract on a home that was believed by everyone

involved to be connected to the city sewer. The listing said it. The seller confirmed it. Even the town records supported it. Everything pointed to the city sewer.

The deal closed, the buyers moved in, and about six months later....a sewage breakout in the yard. Surprise, you have a septic system! Unfortunately, the system had completely failed, and the cost to fix it ended up being around \$50,000.

Had a sewer scope been performed during the inspection period, the presence of a septic system would have been identified right away.

What This Really Comes Down To

This isn't just about checking the condition of a pipe.

It's about verifying what we think we know. In most transactions, the information we're given, including listings, disclosures, and town data, is accurate. But now and then, it's not.

And when it's not, it can create a pretty significant problem after closing.

A sewer scope gives you a way to confirm what's actually happening underground, not just what's being reported.

At a basic level, it answers a simple question: Where is everything going?

What We're Finding in the Field

Aside from situations like this, sewer scopes regularly uncover issues that wouldn't show up during a standard inspection.

Some of the more common ones we see:

- Root intrusion in older lines
- Cracked or separated piping
- Sections of pipe that have sunk and collect waste
- Blockages from long-term buildup
- Even defects in newer construction sewer lines due to installation issues and contractor debris in the lines

That last one surprises people the most. New construction doesn't mean perfect, especially underground, where no one is looking after installation.

Why This Matters for Agents

The agents who are consistently incorporating sewer scopes aren't doing it out of fear. They're doing it because it's part of a thorough, professional process.

When it's positioned the right way, it doesn't create concern; it actually builds confidence.

Clients feel like everything is being looked at, not just the obvious stuff.

And it helps avoid those tough conversations after closing when something unexpected shows up.

A Small Step That Can Prevent a Big Problem

A sewer scope is a relatively quick process that gives a full visual of the line from the home toward the street or system connection.

A lot of times, everything checks out, and that's a win.

But when something is off, catching it early gives everyone options:

- Clarifying what's actually there
- Bringing in the right specialist
- Or making a fully informed decision before closing

All are much better scenarios than dealing with it after the fact.

Final Thought

In a fast-moving market, it's easy for certain things to get overlooked. The

best agents aren't just focused on getting to the closing table; they're thinking about what happens after.

Sometimes the biggest issues aren't visible during a showing or even during a standard inspection.

They're the things everyone assumes are correct.

Until they're not.

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The Permit Problems That Quietly Kill Connecticut Real Estate Deals

BY KISHORE KAPOOR- OWNER/ATTORNEY AT CONNECTICUT REAL ESTATE CLOSING ATTORNEYS



One of the biggest misconceptions in Connecticut real estate is that if work on a house “looks good,” then there is no issue.

Unfortunately, that is not how closings work.

marketability or compliance issues. In some situations, towns require retroactive permits, inspections, engineer reports, or additional work before the issue can be resolved. We have even seen buyers walk away entirely because they became uncomfortable with the unknown.

One of the biggest mistakes agents make is waiting too long to investigate these issues. Many permit problems are not discovered until after contracts are signed and closing dates are approaching. At that point, movers are scheduled, emotions are high, and even a relatively small issue can create major stress.

The best Connecticut agents are proactive. They identify red flags early and ask questions before problems become emergencies. A newly finished basement, a large deck on an older home, converted garage space, recent renovations, or visible DIY work should all trigger additional conversations with the seller. Smart agents ask whether permits were pulled, whether they were closed out, and whether documentation exists.

These conversations may feel uncomfortable upfront, but they are far easier than explaining to a buyer a week before closing why the transaction is suddenly delayed.

One of the smartest things sellers and agents can do is order a pre-listing municipal and title review before the property ever hits the market. This allows potential issues to be identified early, while there is still time to gather paperwork, work with the town, and develop solutions without the pressure of an approaching closing date.

In today’s market, agents who create smoother transactions stand out. Permit issues are incredibly common in Connecticut, especially with older homes and years of renovations changing hands between owners. The agents who understand these problems — and address them early — are often the ones who protect the deal, reduce stress for their clients, and build stronger reputations in the process.

Some of the most stressful problems we see during Connecticut real estate transactions involve building permits — or more specifically, missing permits, open permits, and work that was never properly approved by the town. These issues often stay hidden until the buyer’s attorney orders the municipal search or title work begins. By then, everyone is already under pressure to close.

In Connecticut, permits are commonly required for work such as decks, finished basements, additions, electrical upgrades, plumbing, HVAC systems, roofs, pools, water heaters, and solar panels. The problem is that many homeowners either never pulled permits, hired contractors who skipped the process, or pulled permits that were never officially closed out.

One of the most common responses we hear from sellers is: “But the contractor did the work professionally.”

The issue is that towns care about whether the work was approved and inspected — not simply whether it appears well done today.

We regularly see situations involving finished basements completed without permits, decks built years ago without approvals, HVAC systems with permits that were never closed, or additions that never appeared on town records. Sometimes, the seller had no idea there was even a problem because the work was completed by a prior owner years earlier.

Permit issues create uncertainty for everyone involved in the transaction. Buyers start wondering whether they will inherit a future problem. Lenders may become concerned about

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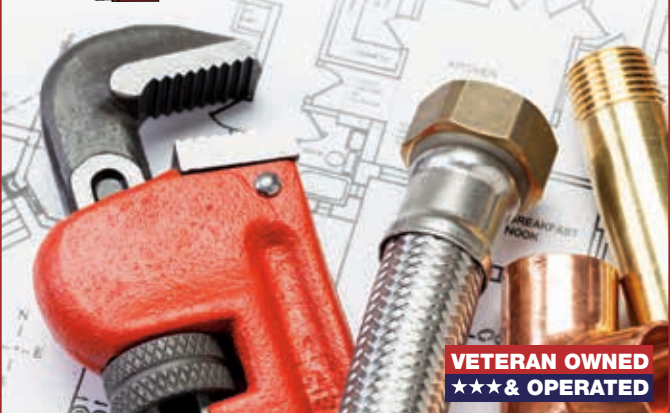
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PHOTOS BY CHRIS DEVLIN

For Rachel Powers and Chris Phillippi, insurance is not just about policies and premiums. It is about protection, advocacy, and making sure no client ever feels the way Rachel once did.

Today, Rachel is the co-owner of Vigilant Insurance Associates, a growing agency based in Rocky Hill, Connecticut. Alongside her business partner, Christopher “Chris” Phillippi, she brings over 16 years of industry experience to clients across the state. But her path into insurance was not traditional, and it is exactly that journey that defines how she serves her clients today.

Rachel originally went to school for teaching, with a completely different career path in mind. That changed after a serious car accident at age 28. Like many people, she had adjusted her insurance coverage in an effort to save money, without fully understanding

what she was giving up. When the accident happened, the gaps in her coverage became painfully clear.

“It was one of the worst claims experiences I’ve ever had,” Rachel recalls. “And I made a promise to myself in that moment that I would never be uneducated about my coverage again.”

That experience became the foundation of her career.

Determined to understand the industry fully, Rachel immersed herself in insurance, learning not just the policies but the fine details that impact real people in real situations. More





Rachel Powers, co-owner of Vigilant Insurance Associates, brings over 16 years of industry experience and a client-first approach built on education, advocacy, and trust.

importantly, she built her business around ensuring her clients never face that same uncertainty.

For Rachel and Chris, education is everything. They believe clients should understand what they are buying, not just what they are paying. Whether it is a first-time homebuyer or a seasoned homeowner, Rachel takes the time to walk through coverage options, explain risks, and answer questions openly.

“Buying a home is one of the biggest investments someone will ever make,” she says. “Having the right coverage is just as important as getting the right price.”

“
Insurance should never feel confusing or reactive.

Clients deserve to understand exactly what they’re protected for and why it matters.”



Chris Philippi, co-owner of Vigilant Insurance Associates, is committed to helping clients navigate insurance with transparency, proactive guidance, and personalized service.



That mindset has shaped the way Rachel approaches every relationship. She does not see clients as transactions. She sees them as people she is responsible for protecting.

“If I would not recommend a carrier to my own family, I am not recommending it to a client,” she says. “That is the standard.”

Over the course of her career, Rachel has worked across a wide range of markets, from middle-market clients to high-net-worth individuals with multi-million-dollar properties. This breadth of experience allows her to confidently navigate everything from modest homes to luxury estates, ensuring each client receives coverage tailored to their specific needs.

One of the ways she sets herself apart is through proactive communication with carriers. Rather than quoting policies and addressing issues later, Rachel works closely with underwriting teams up front. She gathers detailed information, reviews inspections carefully, and identifies potential concerns before they become problems.

“I would rather have a conversation early than have to backtrack later,” she explains. “It is about setting expectations and protecting the client from surprises.”

This level of diligence is especially valuable for real estate agents and their clients. From roof age to property condition, small details can significantly impact insurability. Rachel stays ahead of these variables by meeting regularly with carriers, often quarterly, to stay current on changing guidelines and market trends.

Her commitment to ongoing education ensures that she can provide accurate, up-to-date guidance in an ever-evolving industry. It also allows her to advocate more effectively when unique situations arise, presenting strong cases to carriers when exceptions may be warranted. In 2023, after years of working for both large and small agencies, Rachel and Chris spoke and decided to take the leap into starting their own insurance



“
If I wouldn't recommend a carrier to my own family, I'm not recommending it to a client. That's the standard.”



agency. Encouraged by her experience and deep industry relationships, she and Chris launched Vigilant Insurance Associates with a clear mission: to create an agency built on transparency, trust, and client-first service.

Today, the agency offers a full range of services, including personal, commercial, and auto insurance, with additional resources available for life and health coverage. Their approach remains consistent across every line of business. Provide honest guidance, deliver strong coverage, and stand by clients when it matters most.

Outside of work, Rachel values time with family and travel. She and Chris

enjoy exploring new places when their schedules allow, balancing a demanding work life with meaningful personal moments. Recently, Rachel celebrated a major milestone as her daughter got married, a reminder of the importance of protecting what matters most both personally and professionally.

At the core of everything she does is a simple philosophy. Insurance should never be confusing, reactive, or impersonal. It should be clear, proactive, and built around trust.

And for Rachel Powers, that is exactly what she delivers every day. ▀

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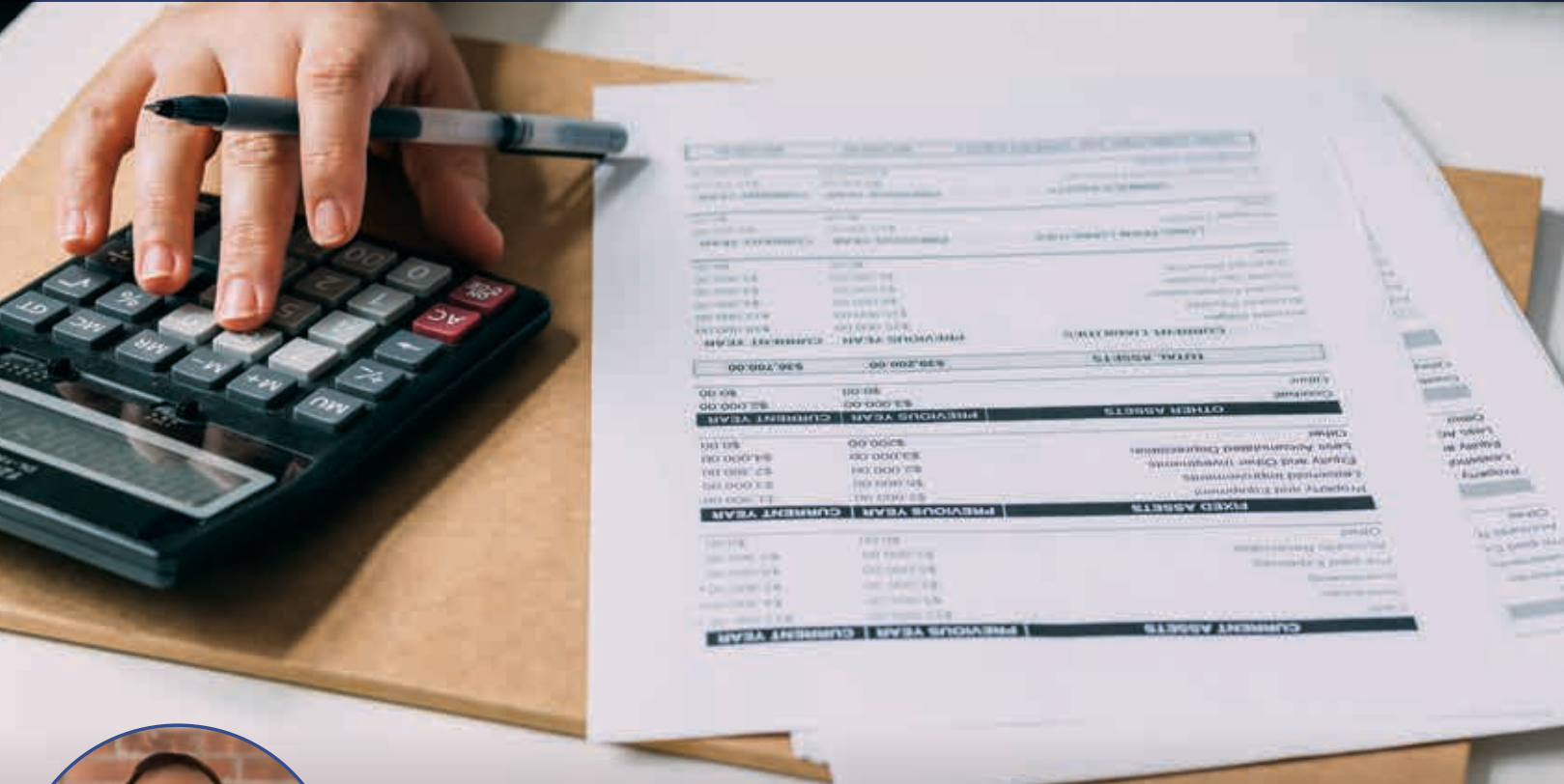
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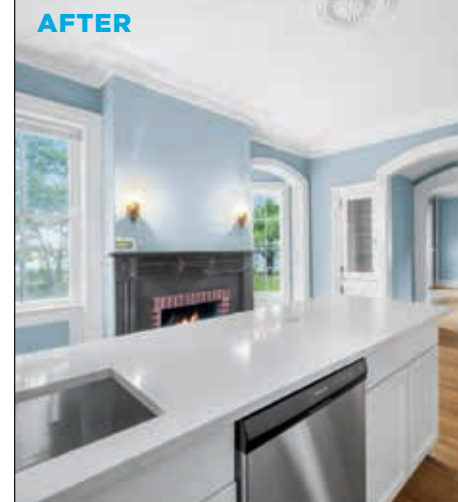
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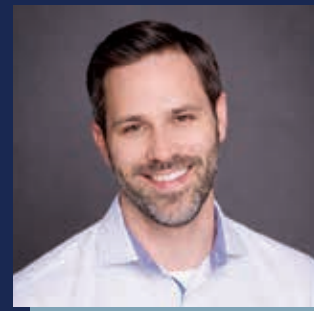
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THELMA Hernandez

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TURNING EXPERIENCE INTO IMPACT

For Thelma Hernandez, real estate did not begin as a career plan. It started as a personal experience that did not go the way she hoped. After moving to Connecticut from the Bronx with her growing family, she and her husband purchased their first home. What should have been an exciting milestone felt, at times, confusing and overwhelming.

“We didn’t get a lot of guidance,” she recalls. “We just did things because we were told. We didn’t really understand the process.”

That moment became the spark.

Instead of accepting the experience for what it was, Thelma saw an opportunity. She realized she could do it differently. She could become the kind of agent she wished she had.

By June of 2019, just months after closing on her own home, she was officially licensed.

Starting out was anything but easy. At the time, she was still commuting back and forth from Connecticut to New York while balancing family life and building her business on nights and weekends. Despite the demanding schedule, she closed three to four transactions in her very first year, an early sign that she had both the drive and the ability to succeed.

Then, like many, life shifted.

After COVID hit, Thelma faced health challenges and made the decision to step away from real estate temporarily. During that time, she explored the mortgage



side of the industry, gaining valuable insight into another piece of the homebuying process. But even that chapter came with its own setbacks, including a layoff, all while navigating life as a mother of three young children.

For some, those moments might have marked the end of a real estate career. For Thelma, it became a reset.

Over the past two years, she has focused deeply on personal

growth, rebuilding her confidence, refining her mindset, and stepping back into the business with a renewed sense of purpose.

“I started working on myself,” she says. “My image, my self-confidence, just everything. I decided it was time to go back and really go for it.”

That transformation is not just internal. It is something you can feel in how she approaches her work today.



Now working with FairWorld Mortgage and actively growing her real estate business again, Thelma has found her rhythm by doing something many agents struggle to do early on. She stopped trying to follow everyone else.

“In the beginning, I was just trying to follow a path, doing what everyone else was doing,” she explains. “Then I was told, just do you. Make it your own.”

That advice changed everything.

Instead of focusing on competition or comparison, she leaned into her natural strengths, particularly the way she connects with people. For Thelma Hernandez, clients are never just transactions. They become part of her extended circle.

“A client becomes like family,” she says. “Like a friend or a cousin. That comes from my culture. In the Dominican Republic, everyone is family.”

This mindset is what truly sets her apart.

While many agents focus on volume, systems, or visibility, Thelma focuses on impact. She understands that buying a

home is not just a financial decision. It is one of the most meaningful moments in a person’s life.

“You’re not just handling a transaction,” she says. “You’re impacting someone’s life.”

That perspective is exactly what defines an agent to watch.

Outside of real estate, Thelma’s discipline and consistency are just as impressive. In what she describes as a turning point in her personal journey, she committed to self-development in a very real way. That commitment shows up daily, starting at 5 a.m.

She works out every morning, something she once disliked but now considers essential. It has become her foundation, setting the tone for her day and giving her the energy to balance business, family, and everything in between.

She also prioritizes growth through reading and continuous learning, always looking for ways to improve both personally and professionally.

That same mindset even inspired a shift in how she presents herself

“

I stopped trying to do what everyone else was doing and *started building* a business that felt true to me.”





to the world. Her Instagram, also known as “Thelma on a Mission,” reflects more than just a name. It represents a philosophy. A commitment to showing up, doing the work, and becoming better every day.

At home, she is just as grounded. As a mother of three, with children ages 3, 8, and 11, her life is full and busy. Recently, her family purchased their second home, where they enjoy spending time outdoors and simply being together.

It is this balance, ambition, resilience, and authenticity that make Thelma Hernandez someone to keep an eye on.

Her journey has not been linear. It has included challenges, pauses, and pivots. But through it all, she has remained committed to growth and to serving others at a higher level.

In a crowded industry, where many agents are trying to figure out how to stand out, Thelma is doing it by staying true to who she is.

And that is exactly why she is an agent to watch. 📌

“ You’re not just handling a transaction. You’re impacting someone’s life.”

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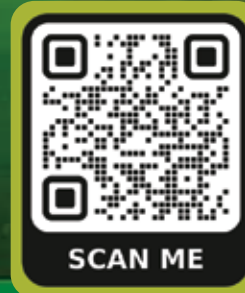
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SPOTLESS SOLUTION

The Team Agents Trust
When Timing Matters Most



PHOTOS BY PERSPECTIVE REAL ESTATE MEDIA

For Maria Briceno and Cesar Leyva, starting a business was never part of some long-term plan. It came together in a moment where life shifted, priorities changed, and they realized there might be a better way to build something for themselves and their family.

Like a lot of businesses, theirs started during COVID. At the time, Maria was working in healthcare while also managing life at home with young kids, navigating remote school. The schedule was demanding, unpredictable, and left very little room for flexibility.

“I realized I wanted more control over my time and more time with my kids,” she says. When her hours shifted, she found herself looking for something that could give her that balance. What started as a simple opportunity, cleaning a summer home for a family who lived out of state, quickly turned into something she genuinely enjoyed. More importantly, it gave her control over her schedule in a way her previous career never could.



At the same time, Cesar had already spent over 20 years in the painting industry. He had the experience, the skill, and the reputation. What he didn't have yet was something of his own.

“I told him, you've been doing this for so long, and you're so good at it. Why not do it for ourselves?” Maria says.

That was the beginning of Spotless Solution.

The first year wasn't perfect. It was just the two of them

figuring things out as they went. Maria laughs when she talks about helping with painting jobs early on.

“I didn't know anything about painting. I would just show up, and he would tell me what to do.”

But what they lacked in experience as business owners, they made up for in work ethic and trust. Cesar's background gave them a strong foundation, and Maria quickly learned how to run the day-to-day side of the business, from scheduling to

client communication to building out the cleaning side.

Over time, they found their rhythm.

Today, their roles are clear, but still deeply connected. Maria handles the client side and oversees the cleaning services, while Cesar leads the painting projects with a level of efficiency that consistently stands out.

“He’s very detail-oriented, but also really fast,” Maria says. “People are always surprised at how quickly he gets things done.”

That speed, paired with quality, has become one of the things that sets them apart. It is not unusual for Cesar to complete large-scale projects in a fraction of the expected time, without cutting corners or sacrificing the end result.

And in real estate, that matters.

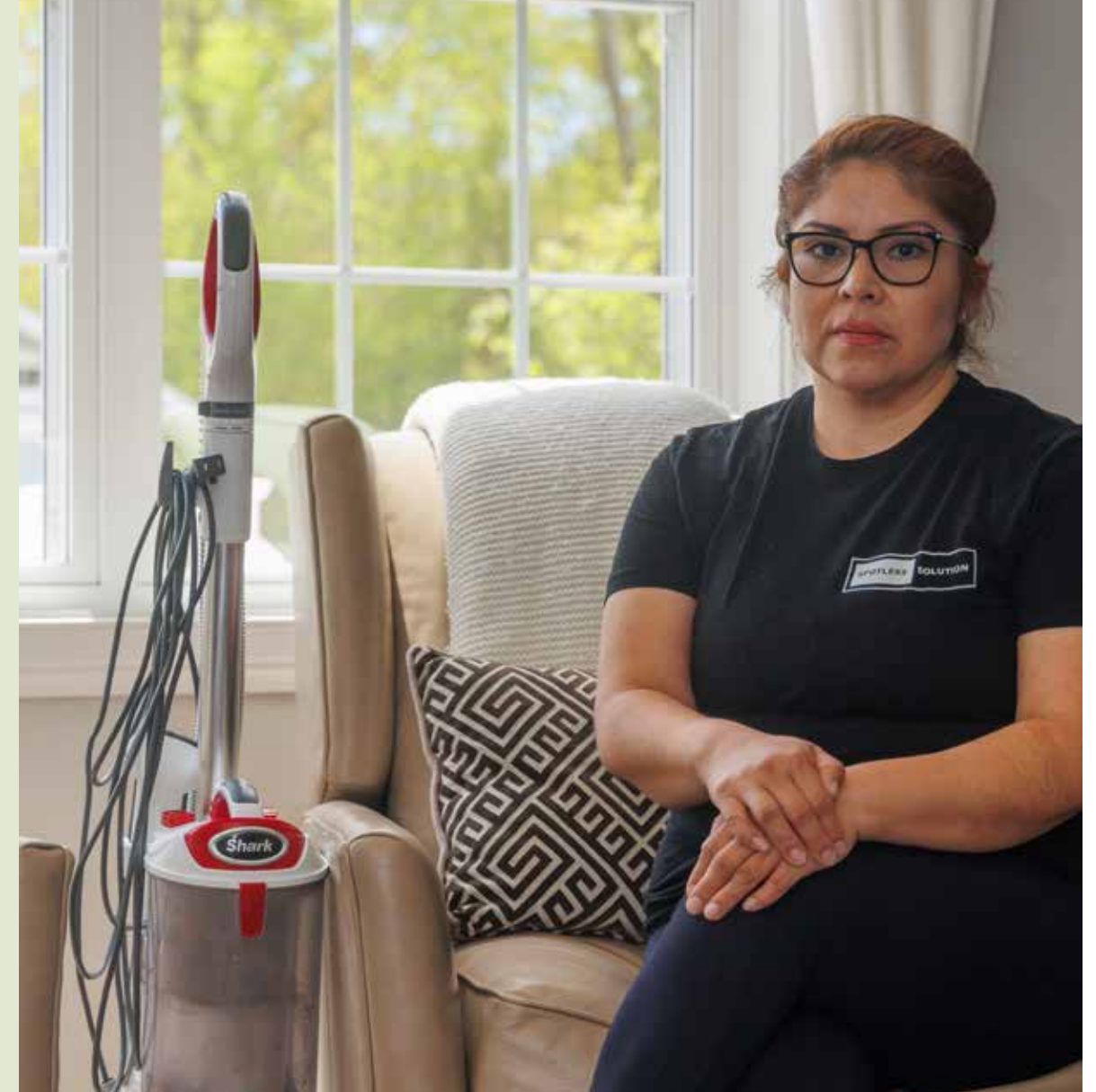
They’ve become a go-to resource for agents who need things done quickly and done right. Whether it’s getting a home repainted before it hits the market or handling a last-minute cleaning before a showing or closing, Maria

and Cesar understand how time-sensitive the business can be.

“We try to be as accommodating as possible,” Maria says. “If something needs to get done right away, we make it happen.”

That might mean working late into the night, rearranging schedules, or stepping in on short notice. It’s not something they overthink. It’s just how they operate.

On the cleaning side, Maria brings that same mindset. From residential homes to commercial spaces and short-term rentals,



“
I’ve been **PAINTING**
for **OVER 20**
YEARS, and no
matter how fast
we work, **THE**
QUALITY ALWAYS
HAS TO BE
THERE.”

— Cesar Leyva

she’s built a reputation for being responsive and reliable, especially when timing is tight.

“If someone calls and needs something last-minute, I always try to figure it out,” she says. “I know they’re running a business too.”

That understanding goes a long way, especially with agents who are juggling multiple timelines at once.

A few years in, what started as just the two of them has grown into a small team. Maria now has helpers supporting the cleaning side, and Cesar continues to expand his crew as demand increases, especially heading into the busier seasons.

Even with that growth, they’ve stayed very hands-on. Every project still matters. Every client still gets their attention.

Outside of the business, everything comes back to family. They have three kids, including their oldest, who is away at the Savannah College of Art and Design in Atlanta, and two younger ones at home.

With everything they have going on, they’ve found a way to stay connected through something they all enjoy.

“CrossFit is our thing,” Maria says.

It’s more than just a workout. It’s something they share, something they look forward

“

We **BUILT** this **BUSINESS** around being **RELIABLE**, **RESPONSIVE**, and treating every home like it **MATTERS**, because it does.”

— Maria Briceno



to, and something that keeps them grounded.

At its core, Spotless Solutions is more than a service-based business.

It is a reflection of two people who took years of experience, a strong work ethic, and a deep sense of responsibility to their clients and built something of their own.

With Cesar’s expertise in painting and Maria’s ability to manage,

connect, and deliver on the cleaning side, they’ve created a business that runs with both precision and purpose.

For the agents and homeowners who rely on them, it means having a team they can trust to step in, move quickly, and get the job done right the first time.

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Team LEGEND OF COLDWELL BANKER:



Phil Giampietro & Kathleen Maloney

A Team Built Around People

PHOTOS BY PERSPECTIVE REAL ESTATE MEDIA

In real estate, success often comes down to how well you understand people. Not just the transaction, not just the market, but the moments in between. The stress, the excitement, the uncertainty. For Phil Giampietro and Kathleen Maloney, that understanding is the foundation of everything they've built.

Together, they lead Team Legend of Coldwell Banker, a growing and highly collaborative group within Coldwell Banker Realty. But their story is not one of instant partnership. It is one of two very different paths that ultimately aligned around a shared philosophy: do the work, communicate clearly, and always put people first.

Kathleen's path into real estate began after a long and successful career in IT. For nearly two decades, she worked at a high level in global environments, managing teams across time zones and navigating the demands of an always-on industry. While the work was rewarding, it came at a cost.

As her children approached high school, Kathleen made a decision. She wanted to be more present, more connected to her community, and more grounded in something local. Real estate offered that opportunity.

What she found was not the part-time, flexible career many imagine, but something far more demanding and far more meaningful. **CONTINUED ►**



“It gave me the opportunity to have an impact locally,” she explains.

She built her early business through the relationships she already had, particularly within the local swim and soccer communities where her children were deeply involved. But it was her background in IT, with its emphasis on structure, problem-solving, and project management, that set her apart.

From the beginning, Kathleen approached real estate differently. She sought out knowledge, refined her process, and committed to becoming someone clients could rely on not just for a transaction, but for guidance through complex and often emotional decisions.

Phil’s journey into real estate could not have been more different.

After serving 25 years as a police officer, he was introduced to the industry while helping his son purchase a home. What started as curiosity quickly became something more.



“If I’m going to do something, I’m going to do it,” Phil says.

Within six weeks, he had his real estate license. By 2010, he was fully immersed in the business, and shortly after, he joined Coldwell Banker, where he began building a strong and steady career.

His background in law enforcement shaped the way he approached real estate. Discipline, teamwork, and a calm presence under pressure became defining traits in how he served his clients.

When Phil and Kathleen first connected, it was not with the intention of building a team. It was simply a conversation.

During a virtual meeting, Phil heard Kathleen speak and was immediately drawn to her approach. He reached out for help with presentations, and what followed was a collaboration that



“I would never hold back information. If someone is willing to learn, I want to help them succeed.”

— Kathleen Maloney

quickly revealed something important. They worked the same way.

They shared the same attention to detail. The same commitment to their clients. The same belief that real estate is not about selling houses, but about guiding people.

From there, the idea of a team began to take shape.

For Kathleen, the motivation was clear. There was a gap in the industry between getting licensed and truly knowing how to do the job well. She had seen it firsthand and was determined to create something better.

“I would never hold back information,” she says.

For Phil, the team model reflected something he had lived for decades. In law enforcement, no one works alone. The same principle applies here.

CONTINUED ►



“You have a team behind you,” he explains.

Today, Team Legend of Coldwell Banker has grown to nearly 20 members, each bringing their own strengths, experiences, and perspectives. But what makes the team stand out is not its size. It is how it operates.

In a market that has become increasingly complex, having multiple perspectives and shared knowledge allows them to serve their clients at a higher level. Whether it is navigating multiple towns, managing fast-moving timelines, or supporting clients through difficult life transitions, the team approach ensures no one is doing it alone.

It also creates a better experience for clients.

With multiple agents working together, they can be more responsive, more available, and more adaptable. It allows them to meet clients where they are, both logistically and emotionally. At its core, their business is built on communication and effort.

“There’s no substitute for working hard and staying in touch,” Phil says.

That means handwritten notes, phone calls, quick texts, and consistent follow-up. It is not flashy, but it is effective. And over time, it builds something far more valuable than a single transaction. It builds trust.

Outside of real estate, both Phil and Kathleen are deeply rooted in family and connection. Kathleen’s life revolves around her two sons and a shared love of sports and travel, often taking her around the world. Phil’s world is centered on family as well, with a strong appreciation for the relationships that have shaped both his personal life and his career.

Together, they have created something that reflects both of them. A business grounded in experience, strengthened by teamwork, and driven by a genuine desire to help others. Because at the end of the day, real estate is not about the homes. It is about the people inside them. ❧



“There’s no substitute for working hard, staying connected, and having a team behind you.”

— Phil Giampietro



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FAQS



All About New Haven/ Middlesex Real Producers

The first Real Producers magazine started in Indianapolis in 2015. Real Producers is now in over 130 markets across the nation and is continuing to grow nationwide.

Q: Who Receives Real Producers Magazines?

A: The top 300 real estate agents across New Haven and Middlesex Counties and our preferred partners.

Q: What Is The Goal Of This Magazine?

A: We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most accomplished individuals in the Connecticut real estate sector.

By curating an exclusive community comprised of the top 300 real estate agents and RP-vetted businesses in each market, we foster a shared space for sharing stories, celebrating successes, discussing market trends, and highlighting upcoming events. Our monthly publication is dedicated to connecting, informing, and inspiring, encompassing anything that contributes to the enrichment of our community.

Q: Does Real Producers Have Events?

A: Yes! We have specific networking events throughout the year.

Q: What Is The Process For Being Featured In This Magazine?

A: The process for getting featured in our magazine is straightforward. To be eligible, you need to be on the top 300



list, and we value nominations highly. Whether you're a real estate agent, business, broker, owner, or someone who admires the work of others, you can nominate individuals, including yourself. Even office leaders have the opportunity to nominate outstanding real estate agents. We take every nomination seriously and consider anyone from the top 300 list who is brought to our attention. While we cannot guarantee a feature, we strongly encourage you to connect with one of our team members, show support for Real Producers, and participate in our private events. These steps can enhance your chances of being featured in our publication.

Q: What Does It Cost A Real Estate Agent/Team To Be Featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share **REAL** stories of **Real Producers**.

Q: Who Are The Rp-Vetted Businesses?

A: The RP-vetted businesses featured in our publication represent the some of

best in the business in their respective categories within the Connecticut Shoreline. You can easily locate them in our index. We do not randomly select businesses, nor do we collaborate with every business that approaches us. We prioritize businesses that have received your stamp of approval through recommendations and each business showcased has been personally recommended by many of the top agents featured in our publication. Before featuring any business, our team conducts additional vetting to ensure they align with our community's values and bring substantial value. Our aim is to build a robust network that not only includes the best real estate agents but also features top-tier businesses, fostering collective growth and strength within our community.

Q: How Can I Recommend A Business?

A: If you want to recommend a business that works with top real estate agents, please email or message us -

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