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NOVEMBER 2026

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Agent Spotlight
REBECCA ZINN
Where Real Estate Meets
Real Life

Rising Star
ROY LEBEL
From the Classroom to
the Closing Table

Kevin Iglesias

From a Mattress on the
Floor to the Top 100



Partner Spotlight
ANTHONY DIDIO
Top Rail Fence

In The Room with
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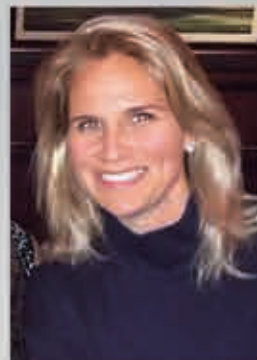
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PUBLISHER'S NOTE

The Real Gold Is in the Relationships

November has a way of reminding us to slow down just enough to appreciate what matters most.

In an industry that moves quickly, where success is often measured in transactions, production, and milestones, it's easy to become focused on what's next. The next listing. The next closing. The next goal.

But this season invites us to reflect on something equally important: the people who make those accomplishments possible.

At Long Island Real Producers, we've always believed that success is about more than numbers. It's about the relationships we build, the trust we earn, and the community we create along the way.

That sentiment was at the heart of our recent **Gratitude & Gold** celebration on November 5th. Bringing together so many accomplished agents and trusted Preferred Partners was another reminder of what makes this community so special. We look forward to sharing highlights and photos from the evening in our December issue.

We're grateful for the top-producing agents who continue to inspire us with their dedication, professionalism, and willingness to share their experiences. We're equally grateful for our Preferred Partners, whose commitment, expertise, and support help make this platform and the connections it fosters possible.

And we're especially thankful for the relationships that have grown beyond the pages of this publication. The introductions that turn into collaborations. The conversations that lead to opportunities. The familiar faces that make every gathering feel a little more like a community.

As we approach Thanksgiving and the close of another remarkable year, we're reminded that **the real gold isn't simply in what we achieve, but in the people we have the privilege of achieving it with.**

From our family to yours, thank you for being part of Long Island Real Producers and for helping us continue to build something meaningful together.

Wishing you and your families a wonderful Thanksgiving filled with gratitude, connection, and all that matters most.

With gratitude,



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Anthony DiDio

BUILDING FENCES AND TRUST, ONE POST AT A TIME

BY NICK INGRISANI • PHOTOS BY LESLIE SIMMONS / DYNAMIC MEDIA SOLUTIONS

Success in real estate is built on relationships—including the trusted professionals who support agents and their clients.

Preferred Partner Spotlight introduces the business professionals joining the Long Island Real Producers community as Preferred Partners—recommended by agents who know and trust them.

Get to know their stories, expertise and the value they bring to Long Island’s top-producing real estate professionals.

Our community helps lead us to them. Now, we’d like you to meet them.

The service-disabled veteran and business owner behind Top Rail Fence brings a personal understanding of home and a hands-on commitment to the people who depend on him.

For Anthony DiDio, a good day at home often ends in the backyard. Something is cooking on the smoker. His wife and their two children are nearby, perhaps in their pool. Friends and family stop over, and there’s room to stay awhile because of his warm, welcoming nature and personality.

“I genuinely love people being around us, putting smiles on people’s faces, and showing people a good time!”

That love of home and hospitality gives a personal dimension to his work as the owner of Top Rail Fence. He understands why a homeowner wants a safe yard where the children can play,



the dog can roam, and family and friends can gather comfortably.

“They always say good fences make good neighbors!”

For buyers, a fence can be one of the first things that makes a new house feel ready for the life they want to build there. Anthony wants to help them get there and give the real estate agents who recommended him every reason to feel confident in that introduction.



Anthony grew up in Malverne, an only child who lived there until he was 18. In 2002, in the aftermath of September 11, he enlisted in the U.S. Navy. He spent four and a half years serving aboard three destroyers before several injuries overseas brought his military career to an earlier end than he anticipated.

He returned to Long Island on his birthday without a job, a college degree, or a clear path for what came next.

He picked up odd jobs, then pursued his education, earning a bachelor's degree in Management from NYIT and later an MBA from Dowling College. He also connected to his former life in aerospace and defense, supporting the kinds of systems he had used in the Navy.

Over the next 13 years, he started as a test engineering assistant and worked his way up to the Vice President of Quality at a large aerospace company on Long Island. His career gave him extensive experience leading teams, managing change, and taking responsibility for the quality of the work delivered in a highly complex electronics manufacturing environment.

When a merger brought another period of uncertainty, he began considering a different future. After years in demanding leadership roles, he was ready to put his experience into something of his own.

Top Rail Fence offered that opportunity: an emerging franchise structure, a new trade to learn, and the chance to work directly with homeowners in his community. His project management certification and experience in quality assurance provided a strong foundation for launching his new business.

Since launching the business two years ago, Anthony has worn nearly every hat. He's learned to plan around the demands of a seasonal business and be patient as he built a local reputation. Relationships take time. So does earning the kind of trust that leads someone to pass along your name.

His approach begins with the basics: answer the phone with a friendly tone, communicate clearly, and take responsibility for the job from start to finish.

Anthony works with experienced fencing crews of 20-25 years and knows the people he sends to a customer's property.

"When I give a job out, I'm not giving it to a stranger. I know every crew member working every job, and if there's ever a problem, I know who to go to in order to fix it."

For homeowners, that involvement means having someone they can turn to with a question or concern. For Anthony, it is a practical expression of the standard he sets for the business.

"I treat them how I would want to be treated."

That principle matters well before installation begins. Buyers sometimes contact him while they are still considering a home, trying to understand what a fence will cost and how it fits into their budget. Anthony provides estimates early and works to preserve that pricing when they are ready to move forward, even if months have passed.

He knows there are already enough moving parts in a home purchase. Clear expectations about one more expense can help a family plan with greater confidence.

Real estate agents hear what buyers need to feel comfortable in a new home. Sometimes it is privacy. Sometimes it is replacing an aging fence. Sometimes a family with young children or pets needs the yard enclosed as close to move-in day as possible.

Anthony works with homeowners to coordinate those projects around closing, making every effort to schedule installation on or shortly after that milestone when circumstances allow.

He also hears from agents facing more immediate problems: a fencing issue affecting a closing, a fence that needs to be removed from a property line, or a client who needs someone dependable to return a call and help determine the next step. His responsiveness in those situations has helped him earn referrals.



He knows the challenges of starting again. He has navigated an unexpected end to military service, worked his way through a remarkable career, and taken on the uncertainty of business ownership. Each transition has required him to learn, adapt, and keep moving forward.

Today, that effort supports a life centered on his wife and their two children. At home, there are backyard chickens to tend, meals to share, and the occasional winery visit with his wife. When his service-related injuries allow, he enjoys getting out for a round of golf, and he tries to score under 100 as his goal.

But the backyard remains a favorite place to be, as he built an oasis for his family, friends, and loved ones to enjoy in the summer. It is where the work of building a home becomes the pleasure of living in one: children nearby, friends around the table, and something good on the smoker.

Anthony understands the value of those moments. Helping another family enjoy moments of their own is a meaningful reason to do every job well. His slogan is simple. I'm your Local Fence Guy! And he will serve your clients like he's served this country... one post at a time! 🍷



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Three Years Later: Relationships Still Drive the Numbers
When Long Island Real Producers first featured Stephen Baymack on the cover in November 2023, readers met a former NYPD captain who had traded a 20-year career in law enforcement for a second chapter in real estate—and discovered that many of the principles that had guided his first career translated naturally into his next.

Working alongside his wife, Laura, as The Baymack Team, Stephen had built a remarkable business centered almost entirely in Garden City. At the time, 97 percent of their business came from one town, driven largely by referrals and a philosophy Stephen summed up simply: *“I attribute almost all of our success to how importantly we view relationships with clients. We take a great deal of pride in treating people well.”*

Three years later, the numbers have grown considerably, but the philosophy behind them hasn’t changed.



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What is new with...
Stephen
Baymack

NOVEMBER 2023
COVER STORY

The Baymack Team has now sold \$545 million over 11 years, **including \$93 million in closed and pending sales in 2025 alone**, up from approximately \$405 million in career sales when we first shared Stephen’s story. Stephen has also advanced to Associate Broker at Compass, while Laura continues to bring her strengths in staging, marketing, and client experience to the partnership.

Their complementary approach remains much as Stephen described it in 2023: *“We are a complementary team. Every single thing is shared.”*

Garden City also remains at the heart of their business. Rather than expanding simply for the sake of expansion, Stephen and Laura have continued to deepen the local expertise and relationships that helped establish their reputation in the first place.

And while the business has grown, so has life around it. Their three children, Jaclyn, Stephen, and Amanda, have continued building lives of their own as Stephen and Laura move through another chapter together.

Looking back, perhaps the most telling part of Stephen’s story isn’t how much has changed since 2023—it’s how much hasn’t.

The production is higher. The résumé is longer. But the foundation remains the same: know your market, treat people well, and never underestimate the value of a relationship.

Three years later, Stephen and Laura are still building their business the same way they always have—one relationship, one referral, and one Garden City home at a time.





What is new with...

Joseph Femia

NOVEMBER 2023
RISING STAR

Three Years Later: Still Putting Relationships First. Just Ask Joe (and Ash!)
When **Long Island Real Producers** first introduced **Joseph Femia** in November 2023, readers met an ambitious young professional building his career from two sides of the transaction—as both a REALTOR® and licensed mortgage loan officer. Even then, Joe was clear about the principle guiding both: **“Never ever prioritize money over a relationship.”**

At the time, he ranked second in sales volume at EXIT Realty Achieve while also using his mortgage knowledge to help fellow agents and their clients better navigate the financing process.

Three years later, Joe’s career has taken off in exciting new directions.

In May 2025, he made the move to Signature Premier Properties, a change he credits with accelerating his professional growth. He continues to bring the same relationship-first approach to his business, building on a

reputation for availability, patience, honesty, and a willingness to go the extra mile. Whether guiding clients through a months-long home search or simply being there when someone needs advice, Joe remains committed to putting people first.

But some of the most meaningful changes have happened outside of his individual career.

One of the personal goals Joe shared with us in 2023 was building a family of his own. Since then, he and Ashley Thompson have **gotten married—and become partners in real estate, too.** Now a full-time licensed agent, Ashley has established her own identity in the business with the fitting tagline **“Just Ask Ash,”** complementing Joe’s familiar **“Just Ask Joe.”**

Together, they’re not only helping clients achieve their real estate goals but also building their own investment portfolio, continuing to acquire rental properties, most recently in Saratoga, New York.

Through all the changes, Joe’s guiding philosophy remains the same: relationships come first. What began as one ambitious professional building a career has grown into a husband-and-wife partnership with shared goals, complementary strengths, and a future they’re building together.

Three years later, Joe’s ambition hasn’t changed. His career has grown, his family has grown, and now he and Ashley are building their next chapter—together.



What is new with...

Michael Hall

Hall Lane Moving & Storage
OCTOBER 2023 PARTNER SPOTLIGHT

Three Years Later: Keeping the Legacy Moving Forward
When **Long Island Real Producers** first introduced **Michael Hall** in November 2023, readers met the third generation of a family business with roots stretching back more than seven decades—to Michael’s grandfather towing a motorless truck through Jamaica, Queens, determined to build something of his own.

At the time, Michael was balancing two demanding careers, serving as an FDNY lieutenant while helping lead customer satisfaction and marketing for **Hall Lane Moving & Storage.** But when he spoke about the future of the family business, his goal was remarkably simple: **“The company’s been around for 73 years... and I’m going to keep it going.”**

Three years later, he’s doing exactly that.

Hall Lane is now celebrating an extraordinary **76 years in business,** and Michael has stepped into an expanded leadership role as **Vice President of Sales and Marketing,** helping guide strategic planning and market growth for the company his grandfather started all those years ago. Along the way, Hall Lane has continued to earn recognition as one of Long Island’s best moving companies, adding to a reputation generations of the Hall family have worked to build.

But growth hasn’t changed the values behind the business. Michael and Hall Lane continue giving back to the

communities they serve, including their work with **Move For Hunger** and support of local schools through **Blessings in a Backpack.**

For Michael, carrying on a family business has never simply meant preserving what came before. It’s about respecting its history while taking responsibility for what comes next.

Three years later—and 76 years into the Hall Lane story—Michael is still fulfilling the promise he made when we first met him: **honor the legacy, move it forward, and keep it going.**



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NOV 4 The Gratitude Space
Kindness & Love
Raise a glass to gratitude, share stories, and spread kindness at our year-end event.

APR 16 Spring into the Top 500
Celebrate the 2027 Top 500 with a red carpet welcome, spring luncheon, and raffle prizes.

SEPT 15 Content & Cider Cocktails
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THE VALUE OF BEING PREPARED

BY NICK INGRISANI • PHOTOS BY LESLIE SIMMONS / DYNAMIC MEDIA SOLUTIONS

Success in real estate rarely happens alone. Behind many of Long Island's top-producing agents is a network of trusted professionals who bring experience, insight and value to every relationship.

In the Room With... takes the conversation deeper, featuring Preferred Partners who have been part of our LIRP community for three years or more.

These are partners our community knows and trusts. Now, we want to hear their perspective—what they're seeing, what they've learned and what they know from working alongside Long Island's top real estate professionals.

Because the right people don't just provide a service.

They bring value to the room.

In most real estate transactions, insurance shows up near the finish line of the deal. Meanwhile, Robert Zabbia has spent years trying to change that timing. A longtime insurance professional and certified continuing education instructor, he teaches Long Island agents to bring insurance into the conversation the day a house is listed or before the contract is signed for a purchase. His reasoning comes from decades of watching deals succeed or collapse: the best transactions are the ones where nobody gets surprised.

How did you first start working with real estate agents?
I started working with real estate agents when I first started working for my dad. My dad was an Allstate agent. I got involved with a networking group called LeTip, and there was a real estate agent there. That's what opened my eyes to how agents guide clients through the buying process.

Today, I get a lot of referrals from real estate agents. Over time, I slowly started broadening my reach, got involved with

the Long Island Board of Realtors, and got certified to start teaching classes for them. I teach them that before listing a house, they should do all their research. Making sure there are no title issues, no issues with structural issues with the house, etc. Nobody wants to spend time and money on a house that's not sellable.

What are some things you've learned working alongside top-producing real estate agents?
They all have their go-to people and make sure that everyone works well together. They've introduced me to the other sides of the transaction — lawyer, lender, etc. — to make sure the transaction goes smoothly. We have a lot of communication. We go back and forth, keeping each other updated on the process on both sides. Everything goes smoother when we know where we stand on every case.

Good real estate agents stay ahead of potential surprises. They do their homework early, identify concerns before they become obstacles, and help everyone navigate the process





with confidence. It creates a better experience for buyers, sellers, and everyone involved. When the groundwork is done upfront, the entire transaction runs more smoothly.

What separates an agent who treats you as a partner from one who treats you as a vendor?

A vendor relationship is an agent just sending me a deal and asking for a quote. Partners come to me and ask me to explain what's happening so they understand the process. After a while, they know what questions to ask, and they do that with all their partners. Miscommunications get worked out early.

Where do transactions fall apart, and how do you help prevent it?

On the insurance side, it's when the client waits until the last minute. Then you

find out the 80-year-old sellers haven't had a mortgage in 20 years, the area was rezoned into a flood zone, and there's thousands of dollars more cost involved. A zip code alone can drive a quote very high. For years this didn't happen often enough to worry people, but Long Island keeps getting tougher, and carriers are pulling out of New York left and right.

Some agents steer clients toward the cheapest company, and when it folds, the replacement costs far more. The professional agents aren't trying to force a deal. The most successful ones will talk people out of houses they shouldn't be in.

How do you think about your role in the Long Island real estate market?

I just want to be the person that if they need something, they can come to me. And if I can't help them, I send them to the right person.

"Good real estate agents stay ahead of potential surprises. They do their homework early, identify concerns before they become obstacles, and help everyone navigate the process with confidence."

What's one thing you'd want a top-producing agent who's never worked with you before to know about you or your business?

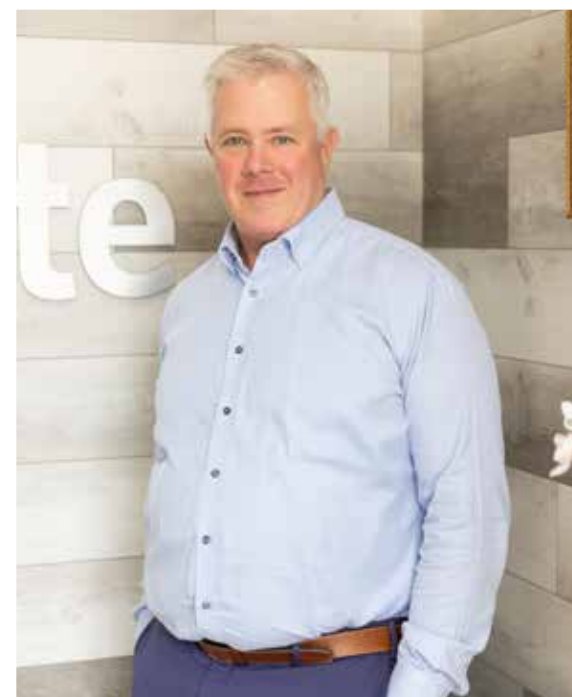
I'm very involved in the community and love giving back. We just wrapped up a campaign for Blood Cancer United, where I led a team that raised over \$500,000 in just 10 weeks. I also work with several local charities supporting single moms, cancer survivors, and children battling cancer. Giving back is a big part of who I am, and I love encouraging others to do the same. I also invite the agents I work with to participate in these efforts whenever they're interested.

We run the business like a family. Most of my staff have been with me for many years. We teach our customers what they need to know; we don't tell them what they want to hear. I'd rather lose business than get someone in a bad situation. ▀

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Rebecca Zinn

BY NICK INGRISANI
PHOTOS BY CHRIS BASFORD / DYNAMIC MEDIA SOLUTIONS

Where Real Estate Meets Real Life

For Rebecca Zinn, selling real estate is about much more than selling a house. It's knowing how to position a property, understand value, and recognize when a client needs advice and when they simply need someone to listen. Those instincts were developed long before she became a real estate agent, through years in luxury fashion and sales.

After studying marketing at Penn State, Rebecca spent more than a decade in luxury fashion, eventually rising to a senior sales position at Andrew Marc, where she managed some of the company's largest department store accounts and cultivated key retail relationships. Working with major retailers taught her how to understand the other side of a deal, position a product, and build lasting business relationships.

Her career shift happened after Rebecca and her husband left



New York City for Long Island with their two young children and purchased their first home in Woodbury, in the Syosset School District. Going through the process herself gave Rebecca a new appreciation for the important role a real estate agent plays in helping families navigate one of their biggest financial and emotional decisions.

"Buying my own home made me realize how much buyers rely on their agent to understand the market, recognize value, and guide them through such an important decision. It also made me realize how much the business suited my strengths. I've always been extremely driven, and when I decided to go into real estate, I knew I wasn't going to do it halfway."

Rebecca got her real estate license in 2016 and joined Daniel Gale. Coming from a different industry, she knew she had a lot to learn but also brought years of experience in sales and relationship-building.

Her first listing put those skills to work. Rebecca took a hands-on approach to staging and preparing the home for market, drawing on the eye for presentation she'd developed during her years in fashion. The home sold in one day, over asking price. By the end of her first year, she'd been named Rookie of the Year.

After about six years at Daniel Gale, Rebecca moved to Compass, where she has been for almost five years. As her business grew, it became increasingly rooted in the community. Through her children's schools and sports, along with her own involvement in tennis, relationships naturally grew into clients and referrals.

"A lot of my business is referral-driven. I genuinely want what's



best for my clients. It's not just a quick transaction and then see you later. People can tell from working with me that I'm honest and ethical, but also a strong negotiator who is driven to get them what they want."

For Rebecca, negotiating isn't simply about pushing harder. It's about reading the situation, understanding what matters to the other side, and knowing when to push, when to listen, and when to step back.

That same thoughtfulness carries into how she prepares a home for market. Before a listing launches, she studies the competition and considers how buyers will perceive the property. Her eye for presentation comes from fashion, but her approach is strategic.

"I go above and beyond to make sure each home is up to my standards. The marketing and the way I position someone's home on the market are what leads to a successful sale."

With buyers, Rebecca takes a similarly straightforward approach, helping clients recognize value, identify potential concerns, and know when to move forward or walk away.

"I try to guide people in making the right decisions without selling

them on anything. Ultimately, I want them to make their own decision and feel good about where they end up.”

In 2025, Rebecca was named to the RealTrends Verified list, placing her among the top 1.5 percent of agents nationwide, and to the Long Island Real Producers Top 500. She also hosts The American Dream – Selling Long Island, an Emmy-nominated, Telly Award-winning show highlighting neighborhoods and communities across Long Island. Her first episode covers Woodbury, where her real estate story began.

For Rebecca, the most meaningful moments have little to do with rankings or sales numbers. Over the past year, children from two families she

worked with wrote her thank-you notes and gave her gifts. One family’s young daughters had been praying for the house they wanted. When their mother told them they were moving, she captured their reaction on video and sent it to Rebecca.

“It brought tears to my eyes. Those are the moments that remind me why I love what I do. I get to watch families go through a major transition. It’s not just about finding them a house. It’s watching the kids get excited about their new home, their new town, and their new schools. Seeing how excited they are about this new chapter is incredibly fulfilling.”

Outside of work, tennis has remained a constant. Rebecca still plays on USTA and country



club teams and sees a connection between tennis and navigating a difficult deal.

“Whether you’re playing tennis or working through a deal, you need the right mindset and mental toughness. Staying calm under pressure is huge. The life skills I’ve learned through sports have absolutely contributed to my success in real estate.”

More than a decade after buying her first home in Woodbury, Rebecca still thinks about what that experience taught her. A home is never just a house. It is where families create memories and begin new chapters.

That’s what real estate means to Rebecca Zinn. Ultimately, it’s about people and their lives. That’s where real estate meets real life. 🏡



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ROY LEBEL

BY NICK INGRISANI
PHOTOS BY LESLIE SIMMONS /
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FROM THE CLASSROOM TO THE CLOSING TABLE

Roy Lebel grew up in Babylon Village and graduated from West Babylon High School before heading to Keene State College. A cousin who lived with severe disabilities shaped his sense of what he wanted to do with his life, and special education pulled him in almost immediately. He earned undergraduate degrees in education, special education, and sociology, and at 30 he went back to school for two master's degrees, in physical education and elementary education through Stony Brook and Adelphi. He now holds a master's degree plus 90 credits.

Roy taught special education for the first 11 years of his career and then transitioned into physical education for the last 9 years. Meanwhile, real estate had been on his mind for a long time. A friend of his was doing well in real estate, and he felt inspired by what he was doing. That coincided with his growing family, so he decided to take the jump.

"My son was my why. My wife was pregnant, and he was on the way, and I just made the decision that I wanted to make my family more comfortable and take a chance on something I always wanted to do. I wanted to make our lives better. I took the jump, got fully invested in real estate, and it took off from there."

Like many new agents, he first joined the brokerage where his friends were working. He left soon after for a smaller company where the mentorship was hands-on and personal, and that turned out to be what he needed. Learning directly from experienced agents gave him footing that showed up almost right away.

Within his first three weeks, Roy landed his first listing, an estate sale following a death in the family, and the house came with far more than four walls. He represented both sides of the home sale. He also helped find buyers for a car, a boat, a helicopter, and a collection

of Navy diving gear, then coordinated a full week of estate sale events to clear out everything else inside. For a brand-new agent, it was a fast introduction to how much of this job happens away from the listing photos.

"Getting into real estate felt natural for me. My background in education helped with being personable. I have good rapport with people. In education, I was always building rapport with students, staff members, and handling situations at parent/teacher conferences."

He also had something most rookies lack: two decades of relationships. Parents,

colleagues, and friends had known Roy long before he had a license, so when word spread about his new career, the trust was already in place. Those connections became the base of his business.

Roy expected setbacks, and he got them. He believes failure comes with the territory in real estate, and he treats each one as a lesson he needed to learn. A lost deal usually just makes him work harder.

Much of what makes Roy effective with clients traces back to the classroom. Teaching taught him to build rapport with students,



staff, and parents, and to stay steady through difficult conversations at parent-teacher conferences. Organizing roughly 300 students, along with their attendance records and the paperwork behind them, gave him a strong sense of accountability that carried straight into managing transactions.

His style with clients is relaxed and personal. Roy uses humor freely, and he wants people to remember how they felt working with him. He doesn't press or push. He listens closely to what clients are looking for, responds quickly, follows up, and handles the inevitable bumps of a deal behind the scenes so his clients feel as little stress as possible. He enjoys negotiating and working through problems, and he takes the responsibility of guiding someone through one of the biggest decisions of their life seriously.

"Buying and selling a home is one of the biggest decisions you can make in life, and I enjoy being a part of that. I treat my clients in a way that their experience throughout the process is always positive."

The results have followed. Now a solo agent with SERHANT, Roy holds one of the highest sales ever recorded in the Town of Islip, and in under five years he has organically earned more than 80 five-star reviews. He was also selected by Ryan Serhant and the company's regional directors as one of five rising star agents across New York State.

Outside of work and school, Roy's time mostly belongs to his family. "I love to be a dad



and be around my kids," he says. He and his wife have a six-year-old son and a two-year-old daughter. Roy coaches his son's baseball and flag football teams, and he loves watching him swim. He exercises regularly, partly because he loves to eat, and he rarely passes up a good game on TV.

Looking ahead, Roy plans to keep strengthening the business he's built thus far and continue providing the high standard of service that got him where he is today. He's a top-producing agent serving clients all across Long Island and has nearly 100 sales representing buyers and sellers, around 70 of which have been individual sales.

"I built a strong foundation based on trust and real estate knowledge and just want to continue the level of what I'm doing. I always have something going on; that's just the way that I am. I'm always out there making sure clients are taken care of." 🏡



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KEVIN

BY NICK INGRISANI
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From a Mattress on the Floor to the Top 100

Iglesias



Long before Kevin became one of Long Island's top-producing real estate professionals, there was a mattress on the floor, a cellphone, a pen and pad, and a young father who had decided that failure was no longer an option. There was no big database. No wealthy network. No family real estate business waiting for him. No blueprint. Just hunger.

Kevin grew up in a family of five that moved to Suffolk County in 2004. His entrepreneurial spirit showed itself early. At just 11 years old, a few kids at school gave him a hard time for wearing Nikes that weren't real, that's when Kevin decided he needed to make his own money to buy his own sneakers.

"I started selling mixed CDs out of my locker. This was when Napster and LimeWire were big. Once I realized I could create money and didn't have to wait for someone to give me money, it all clicked."

That mentality would follow him for the rest of his life.

After graduating from high school, he spent a few months in college but quickly realized it wasn't for him and dropped out. Instead, he pivoted into his natural strengths: sales, talking with people, and building relationships and connections. He'd worked many odd jobs before his girlfriend, now his wife, made a suggestion that would change

the direction of his life. She encouraged him to give real estate a shot, confident that his personality and strengths would make him a natural fit for the industry.

"I watched a lot of HGTV. It looked easy, but I quickly learned it's not as easy as it looks. That didn't matter to me though; I had to figure it out. I just have a burning desire to succeed."

Kevin earned his real estate license in 2016. And nothing happened overnight. He sold just four homes his first year. For someone with Kevin's ambition, that could have felt like failure. Instead, it became fuel. At the time, Kevin carried insecurities that went far beyond real estate. Covered in tattoos and entering an industry where image and first impressions can carry tremendous weight, he worried about how people would perceive him before they ever got to know him. He didn't have the network he saw other agents starting with. He didn't come from money. He wasn't walking into the business with hundreds of potential clients, but he did have a son depending on him. Eventually, Kevin realized that his biggest obstacle wasn't the market, his appearance, his lack of connections, or even rejection. It was fear.

"I just got out of my own head, and told myself I have to make this work. I built my business at my mom's house with a mattress on the floor, pen and pad, a

cellphone, and most importantly faith and hunger. I called every expired listing and every for sale by owner and just pitched myself over the phone. That's how I tripled my business. I understood that I had insecurities about myself, and had to get knowledgeable about every angle of the business, and know it better than anybody else."

The following year he closed 12 deals, and the momentum continued from there. He continued as a solo agent until 2021, when he decided to build his own team, TEAM LI•NY. A top-producing team with over 500 homes sold and counting and over \$300,000,000 in sales volume closed. Other agents quickly took notice of Kevin's success and asked for guidance and coaching.

"I figured I'd just start a team. It happened very organically. I saw agents that needed help, saw the potential in teaching them everything I know, and it just grew from there. What started with just 4 agents eventually grew to 15+ agents. I was no longer focused on just building my own career. I was focused on helping others rise to become successful as well. Helping them change their lives as real estate changed mine."

Ask him what separates him from his peers, and market knowledge isn't the first answer. It's work ethic — not measured against other agents, but against himself, every day.

"I've been an underdog my entire life. Being an underdog, you have to have the right mindset. It doesn't matter what anyone else believes. Whoever doubts you or doesn't believe in you, cool ... use it as fuel. If you have the discipline, hunger, and drive, you can accomplish anything you set your mind to. Even when things are going well, I still have that same mentality. I'm an underdog, the same underdog that was sitting on the mattress making calls. I'm the same underdog now, just a little bit more successful."

Outside of work, Kevin enjoys early morning 5 am work outs. He wakes up, says a prayer, and starts his day, crediting God for all of his success. For him, God, fitness and spending





time with his 3 boys, Jayden, Mikey, and Matthew, and his wife, Jennifer, give him all the fulfillment he needs beyond his business. He's the founder and host of the popular podcast Real Estate & Chill. Kevin's also recognized as an industry speaker who has taken the stage at major conferences and events throughout Long Island, New York, Connecticut, New Jersey, and beyond, sharing his story, experience, and insights with audiences across the industry. He speaks alongside the biggest names in the business. His philosophy is simple: Faith, Family and Hustle.

Kevin hasn't forgotten the mattress. He hasn't forgotten the four closings. And he hasn't forgotten every person who ever doubted whether he would become anything. That's precisely why reaching the Top 100 means so much. Not because of the number itself, but because of what it represents. Triumph.

"This is a full-circle moment for me right now. To look back and see how far I've come from that hungry 26-year-old sitting on a mattress on the floor, making calls, getting rejected and trying to figure his life out. Now I'm sitting here being interviewed for Long Island's Real Producers as one of the top agents on Long Island, all while leading a top team as well. This right here means the world to me. I'm on the front cover, baby. I don't take anything for granted; I come from very humble beginnings. I'm a very



“

I watched a lot of HGTV. It looked easy, but I quickly learned it's not as easy as it looks. That didn't matter to me though; I had to figure it out. I just have a burning desire to succeed.”

appreciative person. If I can do it, anyone can do it. I'm nowhere near finished. But I'm very far from where I started, and for that I'm extremely grateful.”

The awards, rankings, and sales volume tell one version of Kevin's story. The mattress tells the other. And somewhere between those two places is the lesson he hopes his children, his team, and anyone who feels underestimated will take from his journey: Your starting point doesn't determine your destination.

“I've been doubted. I've been judged. I've been told no more times than I could ever count. But I kept going. That's really my story. I'm relentless.”

For Kevin Iglesias, reaching the Top 100 isn't the conclusion. It's proof of what can happen when an underdog refuses to stop, no matter the odds. The best is still to come. ▀






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