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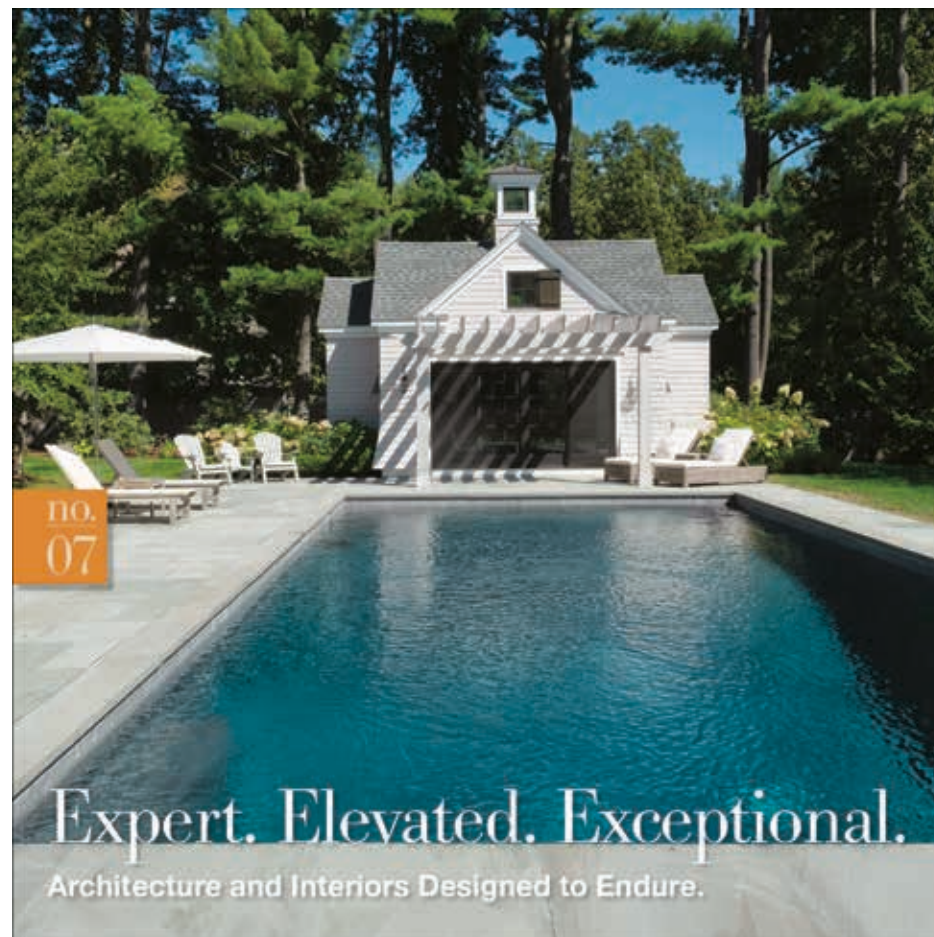


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Here's what the top 500 Gold Coast agents sold



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LOCKED, *loaded...* & BACK TO REALITY

Is anyone else ready for a routine again?

Summer is awesome. It's also complete chaos. Vacations. Kids home from school. Long weekends. Random Tuesdays where half the people you need are out of town. Trying to squeeze five days of work into three because you're leaving Thursday morning, then coming back to 147 emails and wondering why you ever left.

Worth it? Absolutely. Sustainable? Not so much.

And I think there's something important in that.

Taking a break doesn't mean you've lost momentum. Sometimes stepping away is exactly what you need to figure out where your energy should go next. But eventually, the reset ends.

September is here. Kids are heading back to school. Calendars are starting to look normal again. And the fall real estate market is staring you directly in the face. Time to lock and load.

Before you immediately fill every open spot on your calendar, though, take a minute and figure out what actually deserves to go back on it.

What worked during the first eight months of the year? What didn't? Which relationships have you neglected? What have you been saying you're going to do since January? And maybe most importantly, what are you spending time on simply because you've always spent time on it?

A reset only matters if something changes afterward.

Pick two or three things you want to attack this fall. Reconnect with the people you haven't talked to. Follow up on the opportunity you let sit. Get back in front of your database. Have coffee with someone you've been meaning to meet. And leave some space in your calendar so you don't arrive at Thanksgiving wondering where the last three months went.

You don't need to work 24 hours a day to have a huge fall. You need to know where you're going, who you want around you, and what deserves your attention.

Hopefully you got a chance to unplug a little this summer. Now let's get back after it.

See you out there,



Sam Kantrow, Publisher



WHAT IS REAL PRODUCERS?

WELCOME TO GOLD COAST REAL PRODUCERS!

BY SAM KANTROW

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

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

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

In the months ahead, our team will interview many of you for upcoming features. We will celebrate your wins

at events, share tools and introductions that drive growth, and represent your collective passion for this industry.

Quick Facts:

DISTRIBUTION

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

CONTENT

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

We **sell nothing to agents**. Features are **free**. Agents appear by nomination from a peer, leader, or influencer. Send nominations for those making a meaningful impact in our market.

PREFERRED PARTNERS

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

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

EVENTS

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

CONTRIBUTION

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

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

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



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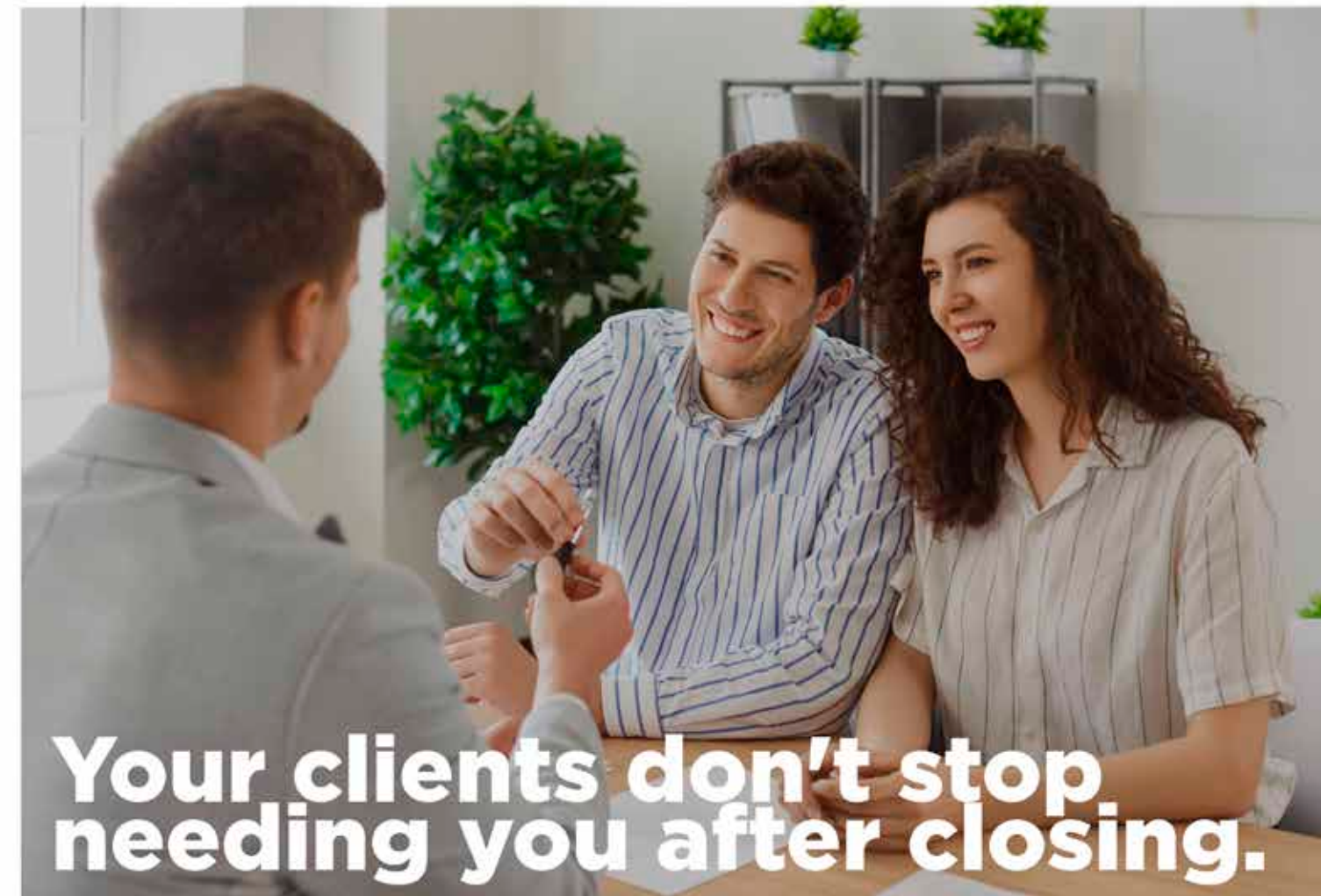
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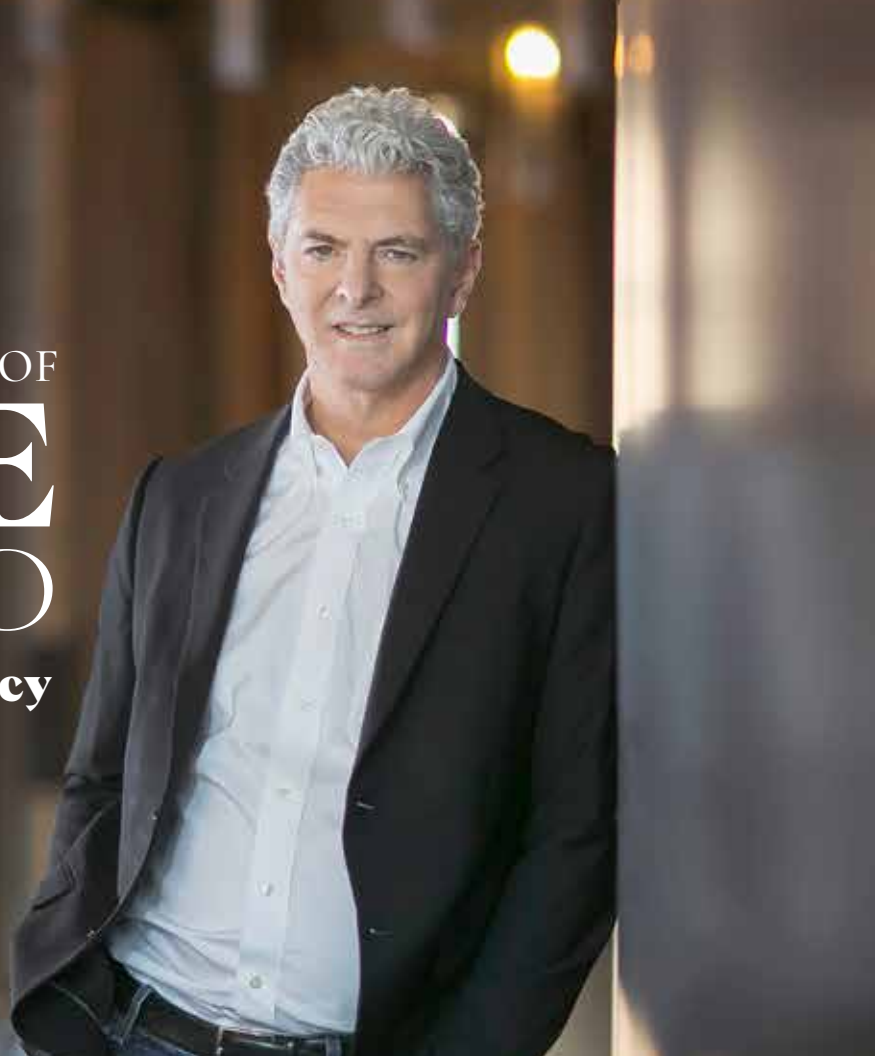


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IN LOVING MEMORY OF **BRUCE** BEINFELD

A Lasting Legacy



Some people design buildings. Bruce Beinfeld designed places. Places that made people feel something.

For more than four decades, Bruce believed architecture was about far more than walls, windows, and blueprints. To him, every building told a story. Every neighborhood carried its own history. Every project represented an opportunity to strengthen the connection between people and the places they call home.

It was a philosophy that shaped not only his work, but his life.

Bruce passed away on June 27, 2025, after a courageous battle with pancreatic cancer. He was 73 years old. While his family, friends, colleagues, and community mourn the loss of an extraordinary architect, they also celebrate a life that forever changed the landscape of Fairfield County and beyond.

Born in Westport on February 12, 1952, to Marjorie and Dr. Malcolm Beinfeld, Bruce developed an appreciation for creativity, curiosity, and independent thinking at an early age. After graduating from Staples High School, he headed west to the University of Colorado, where he earned both his undergraduate degree and a Master of Architecture with Honors.

Colorado never left him.

It was there that Bruce discovered architecture's ability to evoke emotion and create meaningful experiences. He remained fiercely proud of his years out west, carrying his Colorado driver's license in his wallet until his final days and cheering on the Colorado Buffaloes every football season.

In 1983, Bruce returned home to Connecticut and founded Beinfeld Architecture. What began as one architect's vision grew into one of the region's most respected firms,

earning more than 100 design awards, including 44 from the American Institute of Architects.

Awards, however, never defined Bruce.

The true measure of his success could be found throughout the communities he helped shape.

From Rowayton and South Norwalk to Darien's Corbin District, Bruce approached every project with the belief that architecture should honor the people, history, and character of a place. He designed hundreds of homes, offices, museums, and mixed-use developments, each thoughtfully crafted to complement its surroundings rather than compete with them.

Bruce rarely began a project by asking what a building should look like. He began by asking what story the place already told. He drew inspiration from the history, architecture, landscape, and character of the communities



he was shaping, believing that new buildings should feel as though they had always belonged there. When Bruce moved to Rowayton, his homes and vision for the village were inspired by the timeless charm of New England fishing communities like Nantucket and Cape Cod. His own home—one of the accomplishments of which he was most proud—perfectly embodied that philosophy. Built on the former Rowayton trolley line that once carried passengers to and from Roton Point Amusement Park, he imagined the home as an old trolley car, subtly weaving the property's history into its design. He even re-laid trolley tracks across the property, creating a path from a small cottage to the main house that paid tribute to the site's past. In South Norwalk, he embraced the neighborhood's industrial heritage, reimagining warehouses, factories, and mills with an authenticity that celebrated their history rather than erased it. Even the materials Bruce chose reflected that same philosophy. He was drawn to honest, utilitarian materials that belonged to their setting rather than those that merely made a statement—from cinder block fireplaces

that echoed New England's working waterfront to exposed copper piping and reclaimed wood from old New England barns, allowing the materials themselves to tell part of the story.

For Bruce, great architecture was never about making a statement. It was about making a place feel as though it had always belonged.

As a Fellow of the American Institute of Architects, one of the profession's highest distinctions, Bruce earned the admiration of peers across the country. Yet those who knew him best remember far more than his remarkable professional accomplishments.

They remember his quiet confidence.

His unmistakable creativity.

His unwavering authenticity.

Bruce never felt the need to be the loudest person in the room. Often a man of few words, he possessed the rare ability to make those words matter. He listened carefully, thought deeply, and challenged conventional thinking with humility and purpose.

Outside the office, Bruce found joy in life's simple rituals. He loved gardening, spending time in nature, listening to

Pink Floyd, enjoying rare cheeseburgers and fresh clams, and, above all, being surrounded by the family he cherished. Even while battling cancer, his passion for architecture never faded. He continued sketching, designing, and creating until the very end, doing what he loved most.

Bruce leaves behind an extraordinary family, including his wife, Carol; his children, Alex, Carolyn, and Suzanne; seven grandchildren; his sisters, Harriet and Liz; his first wife, Kathleen; and countless friends, colleagues, and clients whose lives were enriched by knowing him.

Although his passing leaves an immeasurable void, Bruce's legacy will continue to live on through every street he helped shape, every family that calls one of his homes their own, and every community made stronger because of his vision.

Long after the drawings have faded and the blueprints have been filed away, Bruce Beinfeld's greatest work remains exactly where he intended it to be.

In the places people gather.

In the communities they love.

And in the lives he quietly, thoughtfully, and beautifully helped build. 🏡



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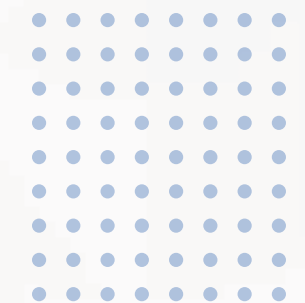
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PILLAR TO POST: *The Miranda Team*



PHOTOS BY CHRIS DEVLIN

When Marco Miranda first mentioned that he wanted to start his own business, it wasn't part of some carefully crafted five-year plan. In fact, the inspiration came during a family road trip. Sitting in the passenger seat, Melanie Miranda happened to glance down at a newspaper resting on her lap. One headline immediately caught her attention: Home inspections are the next great business.

It felt like perfect timing.

Marco had spent years working as an operating engineer for an asphalt company while the couple invested in rental properties and developed a growing appreciation for homes and real estate. They had also experienced an unforgettable home inspection during the purchase of their own house, one that set the standard for everything they would eventually build.

"The inspector was incredibly thorough," Melanie recalls. "He took the time to explain everything and made us feel educated and confident. Marco said, 'If we ever do this, that's exactly how I want people to feel.'"

That philosophy became the foundation of their company more than eleven years ago.

Although Marco initially expected home inspections to become a side business while he continued working nights, the vision was always bigger than one

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“

Our goal has never been to perform an inspection and disappear. *It's to become an extension of an agent's professional team.*”



“At the end of the day, *we don't see inspections; we see people.* Helping them feel informed, supported, and confident is what everything else is built upon.”

Their digital P2P Homepage Dashboard allows both agents and homeowners to securely access inspection reports, radon reports, and related documents right at their fingertips for years after closing. It provides homeowners with a lasting resource while also keeping their trusted real estate professional connected long after the transaction is complete.

As the company expanded, Melanie gradually transitioned out of handling day-to-day marketing and administration, allowing other team members to step into those roles while she focused on higher-level strategy and growth. Building the right organizational structure has allowed the business to continue scaling without sacrificing the personal touch that helped establish its reputation.

Recently, the company's commitment to excellence was recognized on a national level when they were named Franchise Business Owner of the Year among more than 550 Pillar To Post locations across the country, a reflection of the culture, systems, and relationships they've spent more than a decade building.



person. From day one, they weren't interested in building a company around a single superstar inspector. Instead, they envisioned creating a team capable of serving agents and their clients consistently, no matter how much demand grew.

As business increased, so did the need for additional inspectors, office staff, and systems. Today, their company includes 18 team members, eight of whom are licensed inspectors, all trained to deliver the same high level of service clients have come to expect.

That consistency has become one of the company's greatest strengths.

Every inspector follows the same proven framework while also bringing specialized expertise to the table. Whether it's commercial inspections, antique homes, mobile homes, or unique property challenges, the team works together to ensure clients receive knowledgeable guidance every step of the way. And while agents often develop favorite inspectors, the entire team is committed to maintaining the same trusted experience.

But technical expertise is only part of the story.

Early on, Marco and Melanie made a decision that

continues to shape their business today: show up.

They attended every networking event they could find. They built relationships with agents long before asking for business. More importantly, they positioned themselves as an ongoing resource, not just on inspection day, but throughout every stage of the transaction.

Agents know they can call with questions from a showing, text photos of something unusual, ask about FHA requirements, discuss elevated radon results, or simply seek advice. Their goal has never been to perform an

inspection and disappear. It's to become an extension of an agent's professional team.

That commitment extends beyond customer service and into company culture.

One of their core values is something they affectionately call “Funkadelic.”

The term originated from an online review describing Marco's personality during an inspection, and it stuck. For the Mirandas, being “Funkadelic” means bringing energy, positivity, innovation, and a genuine enjoyment of helping others. It's a reminder that professionalism and fun don't have to be mutually exclusive.

Looking ahead, the Mirandas see tremendous opportunity throughout New Haven and Fairfield Counties. In addition to traditional home inspections, they have expanded services like sewer scope inspections, chimney evaluations, an in-house septic inspector, and more, which helps buyers uncover costly issues before they become expensive surprises. They're also watching industry trends closely, including the growing popularity of pre-listing inspections that help sellers streamline transactions and give buyers added confidence.

Innovation remains a priority as well.

Ask Marco what he enjoys most about his work, and the answer has little to do with inspections themselves.

It's seeing buyers walk into one of life's biggest investments with confidence.

It's knowing agents trust his team to care for their clients as if they were family.

Because at the end of the day, the Mirandas don't see inspections; they see people.

And helping people feel informed, supported, and confident in homeownership is the foundation everything else is built upon. ▀

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Chris GIOLITTO

REWRITING THE PLAYBOOK, ONE FRAME AT A TIME

PHOTOS BY PERSPECTIVE REAL ESTATE MEDIA

Long before Chris Giolitto was filming home tours, building a thriving real estate brand, or becoming one of Fairfield County's most recognizable faces on social media, he was a graphic designer with an entrepreneurial itch he couldn't quite ignore.

○wning a business had always been in the back of his mind. In 2014, he purchased a two-family home with his brother, giving him his first taste of real estate investing. Around the same time, life took him to Philadelphia after his girlfriend, now his wife, accepted what she called her dream job. A year later, her career brought them back closer to home with a move to Manhattan, and Chris realized it was time to make a decision of his own.

"I want to move home," he remembers thinking. "And I think I want to become a Realtor."

It wasn't an impulsive leap. Chris knew he wanted to build a career that offered more opportunity, more flexibility, and the ability to support the family he hoped to have one day. Real estate checked every box.

From the very beginning, he understood something else, too. If he was going to succeed in an industry filled with experienced agents, blending in wasn't an option.

“

I want people to
*enjoy hearing
from me.* If every
interaction is asking for
business, PEOPLE
TUNE OUT.”

— CHRIS GIOLITTO





Instead of relying on traditional marketing, Chris leaned into what he knew best. With his background in design and visual storytelling, he began producing videos immediately after earning his license. At the time, video marketing wasn't nearly as common as it is today, especially in his local market.

"I looked around and thought real estate marketing felt pretty old school," he says. "I needed something that would make me different."

That decision would become one of the defining moments of his career.

Ironically, his first transaction went under contract just one week before the world shut down during COVID-19. For a brand-new agent, it could have been discouraging. Instead, Chris saw opportunity.

As everyone else was spending more time scrolling their phones, he

doubled down on creating content. He experimented constantly, trying different video styles, formats, and approaches until he found what resonated. Years later, that consistency continues to pay dividends.

Today, Chris runs not only his real estate platforms, but also Fairfield County Living, a community-focused social media page highlighting local businesses, new developments, neighborhood events, and the places that make the area unique. Rather than constantly asking people to buy or sell, he gives them a reason to keep coming back.

That philosophy extends well beyond social media.



Chris believes relationships are built by providing value long before someone needs a Realtor. His weekly newsletter shares local happenings, community news, and market updates without making every email feel like a sales pitch.

"I want people to enjoy hearing from me," he says. "If every interaction is asking for

business, people tune out."

When asked what separates top-producing agents from everyone else, Chris doesn't point to flashy marketing or complicated strategies.

His answer is simple.

Consistency.

Real estate is full of highs and lows, and it's easy to question yourself during slower seasons. Chris credits coaching, experience, and patience for teaching him that success often happens long before you see the results.

"You just have to trust that what you're doing is compounding behind

the scenes," he explains. Sometimes that proof comes unexpectedly, like when someone recognizes him at the grocery store or tells him they've been following his content for years. Those moments remind him that showing up consistently matters.

Perhaps the most inspiring part of Chris's story isn't the videos or the growing business. It's the vulnerability behind them.

Chris has lived with a stutter for much of his life. Rather than hide it, he chose to be transparent. One of the first posts visitors see on his social media introduces him as "a Realtor with a stutter."

Most people are surprised.

The confidence they see on camera doesn't always reflect the internal challenge he has worked through. Some days are easier than others, but Chris refuses to let it define what he's capable of accomplishing.

In many ways, that's exactly what makes his story so relatable. The obstacle many people would use as an excuse became another reason to keep showing up.

Away from work, Chris is intentional about protecting time with his family. He and his wife are raising two young



“

Success isn't built in one big moment. It's the RESULT OF SHOWING UP consistently, even when you can't yet see the payoff.”

— CHRIS GIOLITTO

children, and weekends are often spent at soccer, swim lessons, playgrounds, or simply enjoying time together. He also competes in amateur golf tournaments throughout Connecticut, finding just enough time to stay connected to a game that helps him recharge.

The balance isn't always perfect. Like most Realtors, deals don't stop just because he's on the golf course. He's negotiated offers between holes and



answered client calls from tournaments. Still, he believes creating space for family and personal passions ultimately makes him a better professional.

Chris Giolitto didn't build his business by following the traditional blueprint. He built it by embracing change, staying authentic, and being

willing to put himself on camera long before everyone else did.

In a profession built on trust, that's what clients remember most. Not just the videos. Not just the marketing.

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BEINFIELD TEAM

FOUR PERSPECTIVES. ONE SHARED STANDARD.

CONTINUED ►



S The strongest real estate teams aren't built by putting together people who are exactly alike. They're built by bringing together individuals whose strengths complement one another while sharing the same values.

PHOTOS BY JOE CRAWFORD PHOTOGRAPHY

That's exactly what has made the Beinfield Team at Compass one of Fairfield County's most respected names in real estate.

Led by industry veteran Liz Beinfield alongside daughters Zoe Hamann and Jenny Friedman, and niece Carolyn Nally, the four women have created something that feels less like a traditional real estate team and more like an extension of family. They each arrived through different professional paths, bring different personalities to the table, and serve clients in their own unique ways. Yet every transaction is guided by the same philosophy: relationships come first.

For Liz, real estate began nearly four decades ago with a simple realization.

While owning retail stores and raising two young daughters, she watched a friend celebrate the sale of a \$700,000 home. After doing the math on what that commission looked like compared to earning five dollars an hour at her own store, she signed up for real estate school the very next day. Within days of receiving her license, she had already sold her first home.

What started as an opportunity quickly became a lifelong career.

Over the years, Liz established herself as Rowayton's top-producing agent, earning a reputation as a skilled negotiator while never losing sight of the relationships behind every transaction. With a degree in design and having lived in more than a dozen homes throughout the community herself, Liz has an innate ability to walk into a home and see not only what it is, but what it could be. She knows every neighborhood, and often the stories behind the homes long before they ever hit the market. Her experience became the foundation the next

generation would eventually build upon.

Growing up surrounded by architects, builders, designers, and constant renovations, real estate was woven into family life long before it became a profession.

"We did houses," Carolyn says with a laugh. "That was just our family."

That passion for homes was shaped by multiple generations of the Beinfield family, including Liz's late brother and Carolyn's father, Bruce Beinfield, a highly respected architect whose work helped transform communities throughout Fairfield County, including downtown Darien's Corbin District. For Carolyn and for the rest of the family, architecture, construction, and thoughtful design were part of everyday life from an early age. Job sites became classrooms, renovations became family projects, and an appreciation for quality craftsmanship naturally became part of who they are.

It's a legacy that still influences the team today. Long before they

were helping clients buy and sell homes, they were learning how great homes are imagined, designed, and built.

Each member eventually found her own path back to real estate.

Carolyn spent a decade in New York City's fashion industry before returning to Rowayton to raise her family. She earned her real estate license just before the pandemic and quickly built a thriving business during one of the most competitive housing markets Fairfield County has ever experienced. Those intense early years sharpened her instincts as an agent and negotiator, while her background in fashion gave her a natural understanding of presentation, branding, and what makes people emotionally connect with a home.

Jenny's career also began in fashion, working for internationally recognized brands including Ralph Lauren, Carolina Herrera, Jimmy Choo, and leading public relations for luxury companies before launching her own resort wear label. After years of building businesses and telling brands' stories, the pandemic brought her back to Connecticut. She briefly explored commercial

real estate before realizing that residential real estate and joining the family team was exactly where she belonged. A lifelong passion for design and interior design naturally complements Jenny's real estate career. She has completed interior design projects for clients and overseen a handful of gut renovations. She believes every home's interior should reflect and enhance its architecture, creating spaces that feel timeless, cohesive, and uniquely personal.

Although she grew up immersed in real estate, Zoe first built a career of her own, spending nearly a decade in marketing and client relations before launching a successful home décor and floral design business. Along the way, she also completed two extensive renovations of her own homes, including a full gut renovation and a major addition with a complete redesign of the existing spaces. Today, she draws on those experiences to blend strategic marketing, thoughtful client service, hands-on renovation expertise, and a strong eye for design. She brings a unique ability to thoughtfully position homes, help buyers envision their potential, and guide clients through every step of the process with creativity, confidence, and care.

Together, those varied backgrounds have become one of the team's greatest advantages.

Fashion, architecture, branding, design, construction, and marketing all influence the way they present homes, advise clients, and solve problems. Every listing benefits from multiple perspectives, while every client gains the experience of four professionals who naturally collaborate behind the scenes.

Their differences have become one of their greatest strengths.

**“WE DID HOUSES.
THAT WAS JUST OUR FAMILY.
— CAROLYN NALLY**



Liz Beinfield: The foundation of the team, Liz brings nearly four decades of real estate experience, unmatched local knowledge, and seasoned negotiation expertise.



Zoe Hamann: Zoe blends strategic marketing, thoughtful client service, renovation experience, and a strong design eye to help clients see and maximize a home's potential.



Jenny Friedman: Jenny brings a luxury fashion and branding background, along with a passion for interiors and renovation, to create thoughtful marketing and compelling stories for every home.



Carolyn Nally: Carolyn pairs sharp market instincts and a relentless work ethic with a natural ability to connect with people and build lasting client relationships.



“THE STRONGEST REAL ESTATE TEAMS AREN'T BUILT ON PRODUCTION ALONE. THEY'RE BUILT ON FAMILY, TRUST, AND A SHARED COMMITMENT TO SERVING PEOPLE WITH INTEGRITY, KNOWLEDGE, AND HEART.”

— THE BEINFELD TEAM

Liz brings decades of market knowledge and negotiation expertise. Carolyn combines sharp market instincts and a relentless work ethic with a natural ability to connect with people, building lasting client relationships while confidently navigating even the most complex transactions. Zoe brings a unique blend of client service and design sensibility, helping clients maximize their home's potential while making the process feel seamless, personal, and well guided.. Jenny combines creativity with strategic marketing, ensuring every listing tells a story that resonates with today's buyers.

Despite their individual strengths, there is never competition within the team.

Instead, there is complete trust.

Each woman celebrates the others' success because they understand that when one person succeeds, the entire team succeeds. They lean on one another's expertise, exchange ideas freely, and approach every challenge collaboratively. Clients

never hire just one agent. They gain the collective knowledge, creativity, and experience of four professionals who genuinely enjoy working together.

That collaboration extends beyond their own office. The team has earned the respect of fellow agents throughout Fairfield County because they believe every successful transaction requires professionalism, communication, and trust on both sides of the table. They negotiate fiercely for their clients while maintaining the relationships that help transactions come together smoothly.

Perhaps that's why so much of their business comes through referrals.

Many clients eventually become friends. Friends become neighbors. Neighbors become repeat clients. Families return years later to buy their next home, sell a longtime residence, or refer their children when it's time for their first purchase. Those relationships have become the true measure of the team's success.

Additionally, with more than 40 years of experience in Rowayton, the Beinfield Team offers clients far more than local market knowledge. Their deep roots in the community have fostered trusted relationships with many



of the area's most respected architects, builders, contractors, landscapers, and tradespeople. Whether guiding clients through renovations, introducing them to the right professionals, or helping them understand the nuances of local regulations and permitting, they are able to connect buyers and sellers with the best resources every step of the way. Those longstanding relationships have become one of the greatest assets they offer their clients, long after the closing table.

Outside of real estate, giving back has always been part of the family's identity. Whether supporting local schools, community organizations, or the towns they proudly call home, they believe building stronger communities extends far beyond buying and selling houses.

For the Beinfield Team, success has never been about four individual careers. It's about creating something together that is greater than any one person could build alone.

After decades of experience and multiple generations devoted to homes, they've proven that the strongest real estate teams aren't built on production alone.

They're built on family, trust, and a shared commitment to serving people with integrity, knowledge, and heart. 🏡

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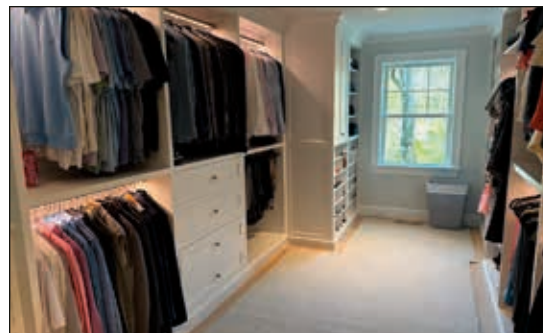
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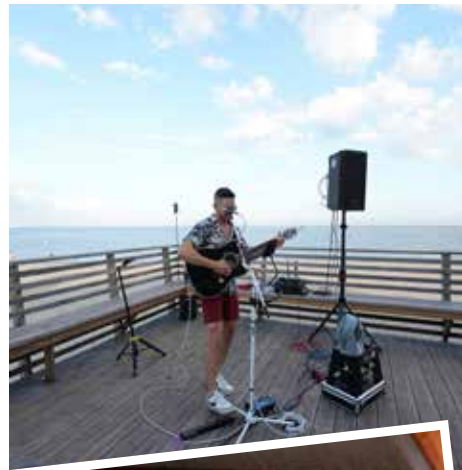


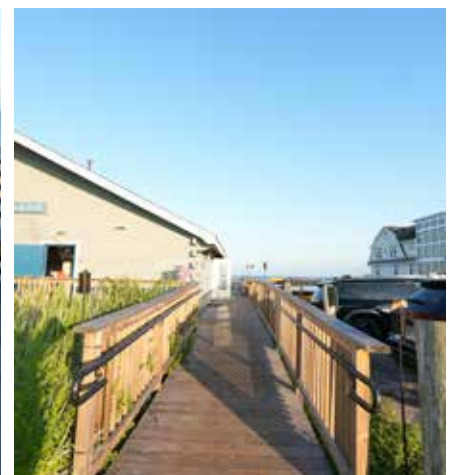
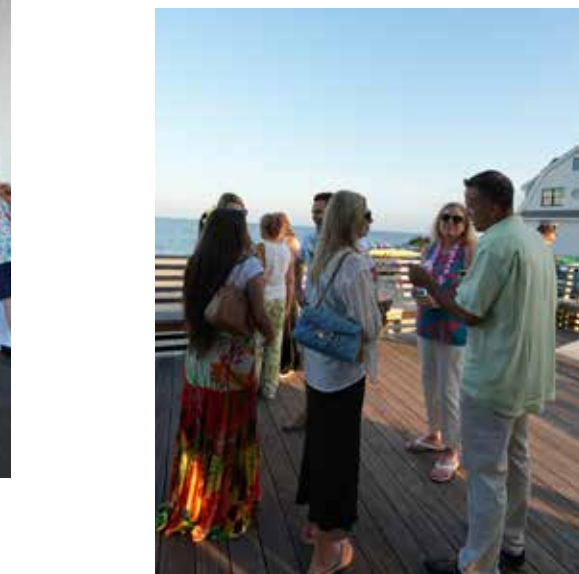
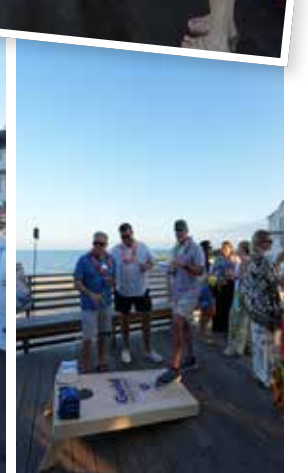
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