

BOSTON METRO

JUNE 2026

# REAL PRODUCERS<sup>®</sup>

## Sarah Glovsky

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Agent To Watch  
**CAROLINE  
NOONAN GOULD**

Partner Spotlight  
**DAN GODEFROI**  
Standard Title & Escrow

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COVER STORY

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# What is *Real Producers?*

## WELCOME TO BOSTON METRO REAL PRODUCERS!



It's an incredible honor to introduce Real Producers to the real estate community of Boston, Massachusetts. What began as a simple idea in 2015 has grown into a national movement, now active in more than 165 markets and transforming how real estate professionals connect across the country.

This publication is a celebration of you, the top-producing real estate agents who set the standard for excellence in the Boston Metro area. Our goal is to spotlight your success, recognize your influence, and create opportunities for connection, collaboration, and growth within this thriving region.

As we start this together, I'm committed to building a platform that brings our community closer by sharing your stories, highlighting the people and partnerships behind your success, and connecting you with the relationships and resources to help your business thrive. In the months and years ahead, I look forward to getting to know each of you, sharing your journeys, and cheering you on through every chapter of your success.

### A Few Quick Facts About Real Producers

**Distribution:** Each month, *Boston Metro Real Producers* is delivered to the top 500 agents across the region, compiled from MLS data from 2025.

If you're holding a copy of this magazine, it's because you've earned your place among this elite group. Congratulations!

**Content:** This magazine is all about you. Each issue features inspiring personal stories about standout agents and the Preferred Partners who help this extraordinary community of professionals succeed. There is absolutely no cost for agents to be featured. This is not a pay-to-play platform. Agents are selected through nominations from peers, brokers, or leaders within the market.

We're always looking for stories that celebrate excellence, leadership, and impact. So if you know someone making a difference in our local real estate world, we'd love to hear about them.

**Preferred Partners:** Our Preferred Partners are trusted, local businesses personally recommended by top agents in the area. These partners are featured in every issue, attend our private events, and actively participate in this exclusive network.

We don't cold-call businesses or accept unsolicited applications. Every partner featured here is someone your peers already know and trust.

**Events:** Beyond the magazine, Real Producers comes to life through our private events, designed exclusively for our top agents and Preferred Partners. These gatherings are relaxed, no-pressure opportunities to build authentic relationships, exchange ideas, and celebrate shared success.

Event updates will be shared through the magazine, by email, and on social media, so stay tuned!

### Be Part of the Story

If you'd like to nominate a fellow agent, recommend a Preferred Partner, or simply connect, I'd love to hear from you. This platform is built for and by the community it serves, and your voice helps shape what Boston Real Producers becomes.

A heartfelt thank you to our inaugural group of Preferred Partners, whose early support helped make this first issue possible. And to my incredible team, thank you for your heart, hustle, and belief in this vision.

To all of our top agents, welcome to *Boston Metro Real Producers*! I hope you enjoy this first issue, and I look forward to celebrating together at our first event.

Together, we're building something special here in the Boston Metro area.

Warm regards,



**Rick Nau**  
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# 2025

## BY THE NUMBERS

HERE'S WHAT  
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TOP AGENTS SOLD....

### 6230



TRANSACTIONS  
(66% OF THE TOTAL  
9400 FROM  
8000+ AGENTS)



### 12.46

TRANSACTIONS  
PER AGENT/TEAM  
AVERAGE



### 10.6 BILLION

IN SALES  
(79% OF ALL SALES OF 13.4 BILLION  
FROM 8000+ AGENTS)



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AVERAGE PER  
AGENT/TEAM

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# Caroline

## NOONAN GOULD

### DOING IT ALL, and Making It Look Effortless

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DRONE HOME MEDIA

Some agents build their business slowly over time. Others step into it and immediately find their rhythm.

For Caroline Noonan Gould, it has been the latter.

In just a short time in the industry, Caroline has already built a level of production that places her among the top-performing agents in the Boston market. With nearly \$17 million in sales last year, she has not only found early success, but she has done it in a way that feels both natural and intentional.

“I kind of just work, work hard, and hope for the best,” she says.

That mindset, while simple on the surface, is backed by a strong foundation. Caroline’s path to real estate did not start in sales. After graduating from Connecticut College with a degree in economics, she began her career at Putnam Investments, working in a rotational program that exposed her to multiple areas of the business. It was a great starting point, but she quickly realized it was not where she wanted to stay long-term.

"I always had real estate in the back of my mind," she says.

That interest stemmed from an experience that would ultimately shape her career. As a teenager, her family spent a year searching for a home in Boston, touring properties across multiple neighborhoods before landing in Back Bay. It was during that process that something clicked.

"I just thought, how cool is this job?" she recalls.

Still, the leap into real estate did not happen right away. Instead, Caroline made a strategic move that would give her a front-row seat to the top agents in the industry. She joined Compass on the agent experience side, working closely with agents in onboarding, training, and retention. Over the course of several years, she helped hundreds of agents transition their business, gaining an inside look at what worked, what did not, and how different agents built their success.

"I got to see so many different businesses," she says. "What worked for one person didn't always work for another."

That experience became her edge.

When she finally made the decision to become an agent herself, she was not starting from scratch. She was stepping in with a deep understanding of the industry, paired with her own approach to building relationships and showing up consistently.

It paid off quickly.

While many new agents spend years finding their footing, Caroline gained traction early, building a business that continues to grow through a mix of hard work, trust, and reliability.



**“I don't try to be anything I'm not. I JUST SHOW UP, WORK HARD, AND MAKE SURE MY CLIENTS FEEL SUPPORTED EVERY STEP OF THE WAY.”**

Her clients are drawn not only to her knowledge but to the way she shows up. She strives to deliver a high-touch, luxury client experience at every price point, ensuring each client feels prioritized and supported no matter what.

Approachable. Honest. Real.

"I don't try to be anything I'm not," she says.

That authenticity has become a defining part of her brand, especially as she balances both her career and life as a new mom. It is a role she embraces fully, often sharing glimpses of that reality with her clients and on social media.

"I'm a new mom, wife, friend, and agent. That's just who I am," she says.

And yet, behind that light and relatable presence is a level of resilience that tells a deeper story.

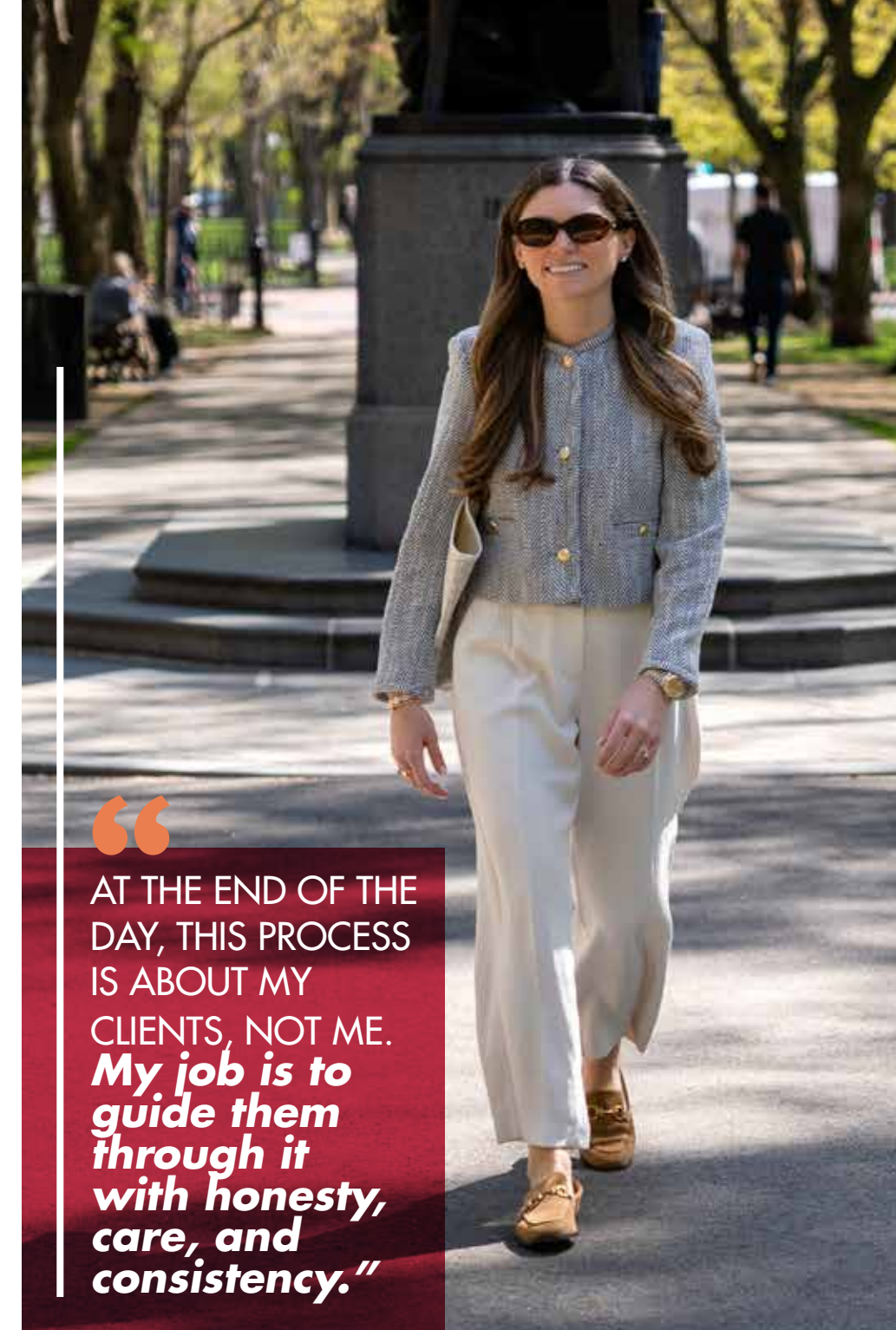
Over the past three years, Caroline has navigated personal challenges that would have slowed most people down. She lost her mother after a long battle with Alzheimer's, a loss that reshaped her in ways she is still processing. Shortly after, she was diagnosed with thyroid cancer, a journey she chose to share publicly, offering a window into a more vulnerable side of her life.

It's not something she leads with in her business, though.

"At the end of the day, this process is about my clients, not me," she says. "I always want the focus to be on them and making sure they feel supported every step of the way."

But it is a part of her story. And it is part of the reason she is so proud of what she has been able to accomplish.

Even through those challenges, Caroline continued to build, grow, and show up for her clients whenever they needed her. Not by ignoring what she was going through, but by finding a way to move forward alongside it.



**“AT THE END OF THE DAY, THIS PROCESS IS ABOUT MY CLIENTS, NOT ME. My job is to guide them through it with honesty, care, and consistency.”**

That perspective has shaped how she approaches both life and business.

There is a level of empathy in her work that cannot be taught. An understanding that people are often navigating their own challenges behind the scenes, even during life's most exciting moments.

It is that awareness that allows her to meet clients where they are, not just professionally, but personally.

Looking ahead, Caroline is focused on continuing to grow her business while staying grounded in what has worked so far. She will continue to lead with consistency, authenticity, and a commitment to doing the work for her clients.

For someone so early in her career, the trajectory is already clear.

She is not just an agent to watch. She is already one to know. ▀

# The *Value* is in the *Details*

PHOTOS BY DRONE HOME MEDIA

# DAN GODEFROI OF STANDARD TITLE & ESCROW



In real estate, there are a lot of moving parts. Contracts, timelines, negotiations, expectations. Behind every successful transaction is a team working to keep everything aligned, often without recognition.

For Dan Godefroi, that is exactly where he thrives.

As a partner and closing attorney with Standard Title & Escrow, Dan has built his career on understanding not just the legal side of real estate, but the people behind it. His path into the industry started early, shortly after graduating from Georgetown, when he began working at a real estate law firm.

“I was doing a lot of paralegal work and really learning how the sausage is made,” he says. That early exposure gave him a behind-the-scenes look at the transactional process, something that would later become a major advantage. With a clear direction in mind, Dan went on to law school with the intention of focusing on real estate, returning to the industry immediately after passing the bar.

From there, he continued building his experience at a local firm, developing relationships and gaining a deeper understanding of the Boston market. Then, in 2020, an opportunity came along that would shape the next phase of his career.

“I had the opportunity to help lay the foundation of Standard Title,” he says. Joining as one of the early attorneys, Dan stepped into a role that required more than just legal knowledge. It required adaptability, collaboration, leadership, and a commitment to building something from the ground up. Since then, Standard Title & Escrow has continued to grow, earning a reputation for its service-first approach in an industry where many firms are doing similar work.

For Dan, that distinction comes down to one thing.



“  
In real estate,  
the process  
matters, but how  
you make people  
feel throughout  
that process  
matters  
EVEN MORE.”

“What we provide for our clients and referral partners is a service, and we strive to provide them the best service possible,” he explains.

That mindset drives everything his team does. While the process itself may be consistent, the experience is not

something they take lightly. Dan and his team are constantly looking for ways to refine, improve, and evolve how they operate to better serve both clients and referral partners.

“It’s always fluid,” he says. “If there’s an area we can improve, we’re going to do it.”



At the center of everything Dan does are his relationships with real estate agents and other referral partners. In his world, those relationships are not just important; they are the business. “For everyone that works in real estate, relationships are everything,” he says.

But for Dan, that goes far beyond simply being responsive. It is about understanding what agents are up against every day and stepping in as a true partner in the process. Tight timelines, emotional clients, unexpected issues, and deals that can fall apart at any moment. His role is not just to

handle the legal side. It is to help keep everything moving forward. “What can I do to make their lives easier?” he says.

That question drives how he approaches every transaction. Whether it is answering a late-night call, walking a

client through a complicated situation, or finding solutions when challenges arise, Dan focuses on being someone agents can rely on when it matters most.

In many ways, he sees himself as an extension of their business. When a transaction runs smoothly, it reflects

on everyone involved. And when something goes wrong, how it is handled matters just as much.

“If someone has a question at 8 o’clock at night or early on a weekend, they know they can reach out,” he says.

That level of accessibility is not something he views as extra. It is expected.

Because in a business built on relationships, consistency and reliability are what set people apart.

Outside of work, Dan’s life is just as full. This year marks an exciting milestone, as he prepares to marry his fiancée, Michaela, in a private ceremony in Edgartown, followed by a celebration with family and friends.

“It’s been an exciting couple of years,” he says.

He is also a proud dog owner of two Greater Swiss Mountain Dogs, Dierks and Garth, named after country music icons. While he admits they may not be the most disciplined duo, they are a big part of his day-to-day life.

“They’re the sweetest boys in the world,” he says with a smile.

When he is not working, Dan stays active through golf and men’s league hockey, a continuation of his athletic background that includes playing college baseball at Georgetown. While those days may be behind him, the competitive mindset and discipline remain.

Today, Dan continues to focus on what has brought him success so far. Consistency, relationships, and a commitment to doing things the right way.

In a business where the details matter and the process can feel overwhelming, he has positioned himself as someone agents and clients can rely on.

Not just to get the job done, but to do it well. ▾

“  
If an agent or client needs something at 8 o’clock at night, I want them to know THEY CAN CALL ME AND I’LL PICK UP.”



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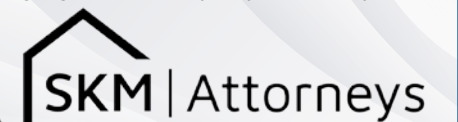
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# SARAH

*Glovsky*

Where *Experience*  
Meets *Authority*

**In a market as layered and competitive as Boston, success in real estate is not built overnight. It is earned over time through consistency, adaptability, and an understanding of how to navigate both the predictable and the unpredictable.**

For Sarah Glovsky, that kind of success has been shaped over decades.

“I don’t think anyone wakes up and says, I want to be a realtor,” she says.

And yet, for those who stay in it, who build through the cycles, the challenges, and the shifting markets, it becomes something more than a career. It becomes a craft.

Sarah’s path reflects exactly that.

She entered the industry at a time when the tools, systems, and pace of business looked very different from what they do today. Long before high-resolution photography, instant listings, and digital everything, real estate required a different kind of hustle. One rooted in persistence, relationships, and a deep understanding of the process.



That foundation has carried her through every market cycle since.

“Every cycle has its opportunity,” she says. “You just have to find it.”

It is a perspective that only comes from experience. From seeing the market at its highest highs and working through its most challenging moments. And while many agents build their careers during strong markets, it is the difficult seasons that shape how they operate long-term.

“There’s not a truly successful agent that hasn’t had to work through that,” she explains.

That belief is central to how Sarah views both her own career and the industry as a whole. While newer agents may have entered the business during easier, faster-moving markets, she understands the value of having worked through the complexities.

“You have to learn how to navigate every part of the transaction,” she says. “That’s what makes you better over time.”

That level of understanding shows up in how she works with clients, but also in how she views her role within the broader real estate community.

Because for Sarah, this business has never been just about individual success. It is about relationships.



“Every cycle has its opportunity. You just have to know how to navigate it.”



Over the years, she has built a network of trusted partners, many of whom have been with her since the early days of her career. From stagers to photographers to other vendors, those relationships have grown alongside her business.

“Most of my people have been with me from the beginning,” she says.

There is a loyalty that comes with that. One built on trust, consistency, and shared growth. It is not about constantly searching for something new. It is about knowing who delivers, who shows up, and who takes care of clients the right way.

That same foundation extends to her business partnership with Nathalie Grenet, whose role has been instrumental in their shared success. Built on a deep level of trust and honesty, their partnership reflects the same values that define Sarah’s approach to the business.

In many ways, those relationships mirror the connections she builds with other agents.

As the Boston market continues to evolve, one thing remains constant. Deals are easier, smoother, and more successful when there is mutual respect and understanding on both sides of the transaction.

“It’s always easier when you know who you’re working with,” she says.

That idea is part of what makes the real estate community in Boston so unique. While many relationships may begin as

transactional, the ones that last are built on something deeper.

Trust. Familiarity. Reputation.

It is also why platforms that bring agents together, that allow them to learn about each other beyond the transaction, hold so much value in a market like this.

For Sarah, that sense of community is not new. It is something she has been building her entire career.

And it is something she continues to contribute to every day.

Outside of the business, her life reflects the same sense of longevity and connection. Many of the relationships she values most, both personally and professionally, have stood the test of time. They have grown, evolved, and strengthened through years of shared experience. It is that consistency that defines her.

Not just as an agent, but as a leader in her market.

Looking ahead, Sarah remains focused on what has always worked. Staying grounded, continuing to adapt, and showing up for her clients and her community at a high level.

Because in a business that is constantly changing, the agents who last are the ones who understand that success is not about chasing the moment.

It is about building something that lasts far beyond itself. ▀

The relationships you build in this business are what sustain you through every stage of your career.”

— Sarah Glovsky



# FAQ

## ALL ABOUT BOSTON METRO REAL PRODUCERS



**Q: Who receives this magazine?**

A: The top 500 agents across Boston Metro ranked by sales transactions and volume. All our Preferred Partners also receive both physical and digital copies. With thousands of agents in the state, being included in this elite group is a true distinction and a testament to your hard work, talent, and dedication to excellence.

**Q: Do real estate agents have to pay for magazines or events?**

A: NO! The magazine and events are FREE to agents and funded by the Preferred Partners who advertise.

**Q: What kind of content will be featured?**

A: This is all about you. We'll do personal and unique stories on members in the community, providing you with a platform to inspire others. As we grow, we'll add fresh content focused entirely on you. It costs absolutely nothing for a realtor to be featured. We

are not a pay-to-play model; we write real stories about Real Producers, and we're always accepting nominations. We will consider anyone brought to our attention, but we don't know everyone's story, so we need your help to learn about them!

**Q: Who are our partners?**

A: Anyone listed as a "Preferred Partner" in the front of the magazine is funding and fueling this community and is an essential part of it. They are the top professionals in their industry. They will have an ad in every issue of the magazine and attend our events. One or many of you have recommended every single Preferred Partner you see in this publication. Our goal is to create a powerhouse network, not only for the best realtors in the area, but also for the best affiliates as well, so we can grow stronger together.

**Q: Does Real Producers have events?**

A: Yes! Along with the magazine, we will host events exclusive to this community, where you, the best of the best, get together at local venues to socialize, mastermind, deepen connections, and better our businesses. We will communicate about events through the magazine and on social media. Stay tuned for info about our launch party!

**Q: How can I recommend a business or feature story?**

A: If you are interested in contributing, nominating realtors to be featured, know of top-notch Preferred Partners who you believe should be a part of our community, or would simply like to network, feel free to email me. I look forward to hearing from you!

Email: Rick.Nau@n2co.com

Warmly,  
Rick Nau  
Publisher



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