

RHODE ISLAND

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REAL PRODUCERS[®]

Coupled-Up & Crushing It

The Soby-Roberts Team
Plays to Their Strengths

PHOTOGRAPHY BY JAMIE HARRINGTON



Agent to Watch
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Partner Spotlight
PHIL JEWELL
AT AQ TECH

CONNECTING. ELEVATING. INSPIRING.

Coupled-Up & Crushing It!

SOBY-ROBERTS PLAYS TO THEIR STRENGTHS

There's something especially fitting about Bridgette Soby and Gary Roberts sharing the February cover of *Rhode Island Real Producers*. In a month devoted to partnership, trust, and connection, few teams embody those ideals — or execute them at an elite level — quite like the husband-and-wife duo behind The Soby-Roberts Team.

Recognized among Rhode Island's top performers, Bridgette and Gary are well-known names

throughout the state's real estate community. With a combined 32 years of experience, more than \$70 million in sales volume over the past two years, and a career total exceeding \$250 million, their results speak clearly. Yet among peers who understand the work behind sustained success, it's the how — not just the numbers — that truly distinguishes them.

At the core of their business is a shared vision built on complementary strengths — a true divide-and-conquer

approach that mirrors both smart business strategy and a strong marriage. Each partner leads where they are strongest, allowing the operation to run with clarity, efficiency, and balance. The result is a partnership that feels intentional, equal, and remarkably well-aligned.

Bridgette is the creative force and big-picture thinker. Her connection to real estate began long before she earned her license. Growing up with a father who was a builder, she spent her childhood walking construction sites

and admiring thoughtfully designed homes, developing an early appreciation for craftsmanship and detail. More importantly, she learned how deeply the idea of “home” anchors people's lives. That foundation naturally evolved into a career rooted in storytelling, lifestyle, and presentation — a perspective that now shapes how each listing is positioned and experienced.

Gary's path followed a different, but equally powerful, trajectory. After years in the military as an



intelligence instructor and trainer, he officially joined the business following his retirement from service — though by his own admission, he had been acting like a real estate agent long before that. Where Bridgette leads with vision and narrative, Gary brings structure, discipline, and execution. He is the detail-driven problem solver, the steady presence that ensures nothing is overlooked and that every transaction moves forward with precision. Together, their strengths interlock in a way that feels less like a business arrangement and more like a well-

practiced partnership built on trust, communication, and mutual respect.

That balance is most evident in how they serve clients. While The Soby-Roberts Team works across all price points, they thrive in the luxury space, where creativity, strategy, and precision converge. Leveraging the global reach and prestige of Sotheby's International Realty, they craft marketing campaigns centered on elevated visuals, compelling video, and refined storytelling — always polished, never overproduced. For Bridgette and Gary,

luxury isn't defined by a number on a listing; it's defined by experience.

"Every client deserves the absolute best service," they emphasize, whether they're working with a \$12 million seller or a \$700,000 buyer. That philosophy is reflected in a business where approximately 60 percent of transactions come from referrals. Clients experience it through consistent communication, proactive problem-solving, and the confidence that someone is always thinking several steps ahead. When a transaction feels seamless, it's because of the unseen work happening

quietly behind the scenes — anticipating challenges, negotiating strategically, and protecting clients long before issues ever surface.

Supporting that experience is a carefully built operational ecosystem. Technology plays a central role, with a robust CRM and meticulously time-blocked shared calendars keeping everything on track. Years of experience have allowed them to refine listing preparation systems that ensure consistency without sacrificing customization. They're equally intentional about the professionals they partner with — trusted closing attorneys, top-tier



photographers, reliable lenders, and a responsive Sotheby's support team that helps bring each property's story to life. And when something needs attention, Gary is often the first to step in, tools in hand, making sure every detail aligns with the larger vision.

Even with strong systems and brand power, Bridgette and Gary are quick to credit another critical pillar of

their success: relationships within the Rhode Island real estate community itself. In a small state where agents repeatedly cross paths, they view colleagues not as competitors but as partners. Collaboration, professionalism, and mutual respect aren't just ideals — they're good business. Their reputation for integrity and discretion has helped them build lasting relationships with many of the state's top

agents, relationships that ultimately benefit clients on all sides of a transaction.

That emphasis on connection extends well beyond work. Rhode Island holds deep personal meaning for the couple, particularly Newport, where they first met and still enjoy spending time together. Whether it's a quiet winter dinner tucked into a familiar booth or a summer day along the coast, they prioritize reconnecting — with each other and family. After recently renovating the first floor of their own home, opening that space to friends and family feels especially symbolic — a reminder that real estate, at its core, is about creating places where life happens.

Looking ahead, Bridgette and Gary remain focused

on emerging opportunities, particularly in luxury and coastal markets, legacy properties, and homes with a compelling lifestyle narrative. They see buyers becoming more discerning, searching less for volume and more for something meaningful, while sellers are rewarded by thoughtful preparation and elevated positioning.

For a February cover celebrating partnership — both professional and personal — The Soby-Roberts Team is a natural fit. Their success is proof that when trust, balance, and shared purpose guide the work, the results extend far beyond numbers, building lasting reputations, relationships, and respect among peers.