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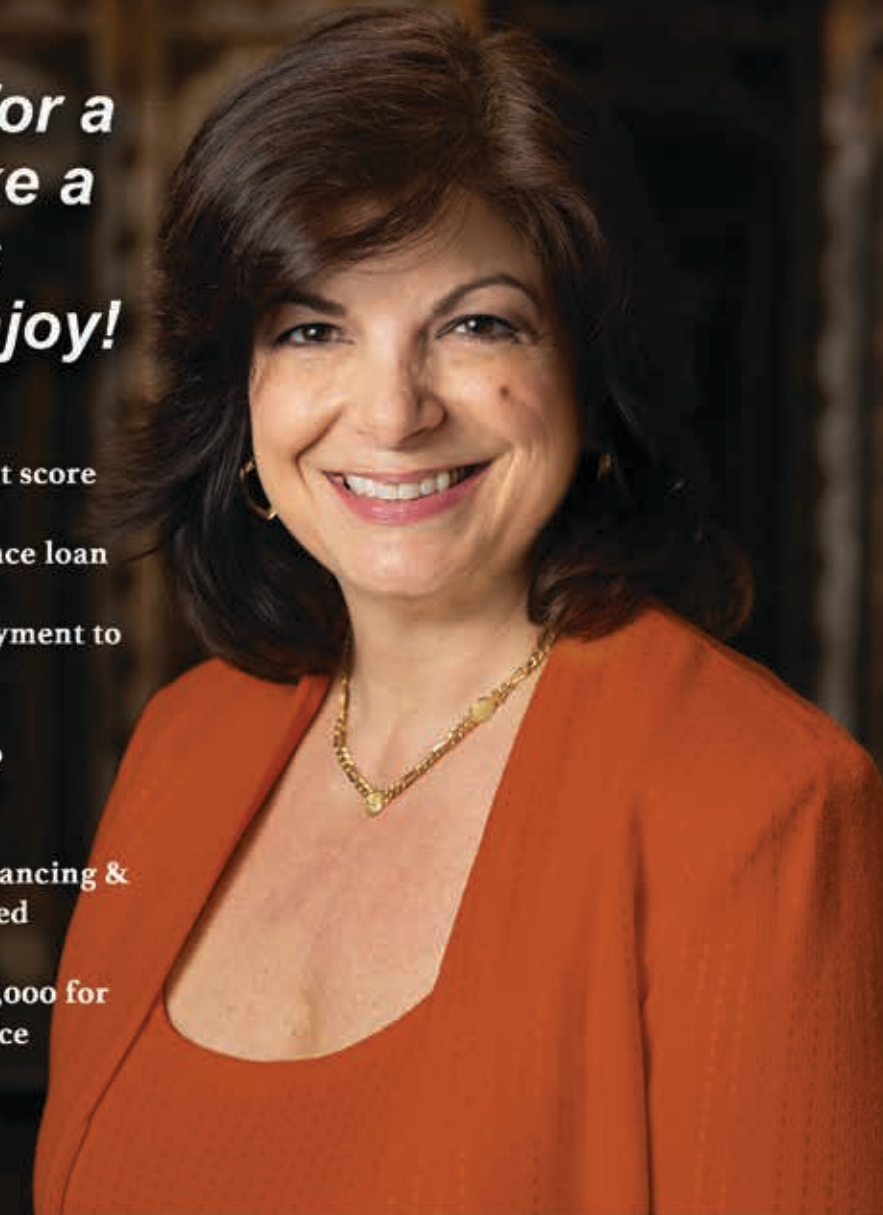
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TABLE OF CONTENTS



06
Index of Preferred Partners



14
We Ask, You Tell: Do You Travel for Thanksgiving?



18
The Rental Market — Why REALTORS® Shouldn't Overlook It



22
3 Organic Lead-Source Funnels to Gain More Clients



27
Stay Inspired
Words of Wisdom from This Month's Features



28
Partner Spotlight: Josh Greene, Eastern Title & Settlement



34
Agent Spotlight: Jennifer Chow



40
Rising Star: Monique Van Blaricom



46
Cover Story: Cara Pearlman



54
Special Events: Photos from Our Second Annual NFL Game Day 2022



62
Financial Fitness: End-of-Year Giving



67
Top 250 Standings



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If you are interested in nominating REALTORS® to be featured in the magazine, please email Wendy@kristinbrindley.com.

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» publisher's note

HAPPY THANKSGIVING!

Dear DC Metro Real Producers,

Happy November! November is a month of gratitude... It's a time to reflect on the current year and the year to come and to say thank you to all the important people in our lives. Veterans Day is also this month. Thank you to all of our veterans!

We are grateful to have been able to gather together with our NOVA Real Producers sister community at the end of September at FedEx field for our NFL Game Day 2022. Check out the fun photos from our joint Game Day festivities on pages 54 to 61!

We are so grateful for our amazing DC Metro Real Producers community! Our mission is to connect, inform, and inspire this community. It is a badge of honor to be a Real Producer. Receiving this publication means YOU are in the top .05 percent of your industry. Congratulations!

One of the things that I'm always amazed to see is how much this tribe takes ownership for their impact on the Northern Virginia area and gives back to the community. Thank you all for all you do!

Thank you to our features who have shared their stories to inform and inspire this amazing, best-of community. Our favorite part of publishing is interviewing such talented, wonderful human beings!

Thank you to our preferred partners, without whom none of this would be possible. We are thankful for their support and for the Real Producers who referred them to us. As you know, all of our preferred partners have been referred and vetted by other Real Producers, giving us the most well-curated list of top industry partners in the area. If you would like a personal introduction to

any of our partners, please feel free to contact me. I'd love to help!

Last, but certainly not least, thank you to my team. The team here cares about our Real Producers community, our standards, and the voice we give to you, the Real Producers! Thank you, Ellen, Ian, Wendy, Jaime, Ciso, Ellie, Mark, Carl, Gina, Lexy, Jess, Zach, and Ryan. Thank you!!!!

If you haven't joined our private Facebook group, don't miss out! We publish your responses to "We Ask" questions in the private group. Also, be sure to check out our cover story and partner spotlight interviews on our YouTube channel!

With gratitude,



Kristin Brindley
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▶▶ we ask...you tell!

Do you travel for Thanksgiving?



CARA PEARLMAN
Compass

We don't travel. We are super lucky that all of our family is local. It is a struggle to figure out who to celebrate with each year, but that's a great problem to have, in my opinion!



BARAK SKY
Long & Foster Real Estate

Usually, yes, up to Concord, New Hampshire.



MAYA HYMAN
Compass

I love to host. No travel!



EDDIE SUAREZ
Compass

Nope. Just the thought of traveling with kids and the airport security lines during the busiest time of the year... I prefer to cook, invite over, and start the holiday season AT HOME!



BRETT RUBIN
Compass

My family has always hosted, but recently, my brother and parents bought in Florida, so we are traveling there this year!



KARA SHEEHAN
Washington Fine Properties

I always host — about 25 to 30 people.



LINDSAY LUCAS
Compass

This year, I am traveling, but I usually host ... and I love hosting!



MARIA KOLICK
RE/MAX Realty Centre

My mom was always in charge of our big Italian family dinner (30-plus people), and a few years ago, my sister and I took over. After my mom passed in 2019, we have been regrouping to figure out the new Thanksgiving plan so I will still be hosting, but likely for just my immediate family this year!



KYLE NICHOLS
Keller Williams Capital Properties

I used to travel every year before COVID, but have been home in D.C. the last couple years. I do plan to start traveling again — always out of the country! I am from Chicago; going to the cold twice for Thanksgiving and Christmas is never fun, so I try to go out of the country somewhere warm.



JENNIFER VO
Keller Williams Realty

I typically host, but for the past few years, we haven't been able to be with family so it's become not such a fun holiday for us. This year, we are touring down a running river in Europe!



TINA DEL CASALE
Sandy Spring Bank

Yes, to my mom's house — wherever that happens to be!



JENNIFER CHOW
Long & Foster Real Estate

My family never travels for Thanksgiving because my husband's entire family lives in the area and we always spend it with them. We usually play a game of flag football with neighborhood kids in our backyard and then head over to my sister-in-law's house for dinner. After dinner, the ladies and kids usually head over to do some Black Friday shopping.



SCOTT GOLDBERG
Streamline Property Management

Yes, from the stove to the fridge to the TV!



JOSEPH JOVINELLI
FLOORMAX

Not if I can help it!



CHANIN WISLER
First Washington Mortgage

We travel to my husband's family in Cumberland, Maryland. His family for Thanksgiving, my family for Christmas. We've held that schedule for 24 years.



ADAM BELASCO
Keller Williams Capital Properties

Normally no, but last year, I did for the first time ever. I went to Tahoe with my friend's family. This year, I will probably do the opposite and stay local.



ELLEN COLEMAN
RE/MAX Realty Centre

I usually host, but will occasionally travel. I love to host a Friendsgiving!



SASSY JACOBS
Washington Fine Properties

No, I go to my mom's house, who is local.



CASEY ABOULAFIA
Compass

No, I have two brothers in the area, and we always change the house each year of who is hosting. We also always host that Friday after a turkey soup day for a bunch of people. I will make a Mexican tortilla turkey soup, my husband makes a turkey barley soup, and we have a ton of people stop over throughout the evening.

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►► topics in real estate

The Rental MARKET

Why REALTORS®
Shouldn't Overlook It

By Ellen Buchanan

With housing inventory still hovering below average, even with the current changes in the market and the situation not likely to let up dramatically in the immediate term, the rental market is an important niche that Realtors would be wise to consider incorporating in their business, if they haven't already.

As a direct consequence of the low housing inventory over the past few years, the rental market has skyrocketed — with demand at an all-time high and rents climbing exponentially. There is pressure on the market for available housing of all sorts, and in this environment, even people looking to buy may have to rent for a time before they're able to find a suitable property to purchase and survive the multiple-offer situations they may continue to find themselves in.

In today's strong renters' market, spending a portion of their time on rentals will bring Realtors additional steady, quick income, along with residual benefits to their core business. Since renters tend to move around fairly often and/or are prospective homebuyers waiting for the right opportunity, if a Realtor has taken good care of them, they are likely to become repeat clients, whether they need another rental in the future or end up buying. They can also be an excellent source of referrals to others who are looking to either rent or buy.

With the rental market's lower commissions (most often a listing agent receives 100 percent of a full month's rent or 10 percent of the lease term), it's truly a numbers game. However, the numbers are there — and closing multiple rental deals a week is easily

possible. According to The Real Deal, some areas have seen rent increases of up to 24 percent in just a few weeks in 2022.

To say that the rental market can be an extremely lucrative niche, especially in this environment, would not be an understatement. The hot rental market is something few Realtors — either new to the business or long-established — should overlook. Much like diversification of one's investment portfolio, diversification of income streams has substantial benefits. The income from handling rentals can keep their business growing even during home sales slowdowns, keep them competitive with an organically growing leads base, and be a source of easy additional income.



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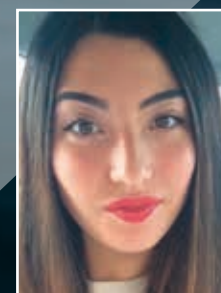
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Tracy Lucido

Realtor & Vice President at Bob Lucido of Keller Williams Lucido Agency



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3

ADDITIONAL, ORGANIC LEAD-SOURCE FUNNELS to Gain More Clients

Growth in real estate is all about adding new clients into the funnel. Every REALTOR® has their own ways of generating clients, but the most successful have multiple lead-source funnels to generate business. In my experience, some of the greatest value I can provide my Realtor clients is educating them on additional ways they can grow their business — and with strategies other agents aren't willing to use. I would like to share three of these organic lead-source funnels in hopes that it will allow you to create more clients in 2023.

Social Media Direct Messages

The common message in this article is that video is your friend. Using short-form or long-form videos will help you gain clients by growing your business exposure. Take the time several days a week to post story videos to your Instagram and Facebook profiles to gain immediate exposure, then review the views to see who is checking out your content.

If the same people are watching your content, reach out to them through a social media direct message and see if they have any additional questions regarding the topic. This is a great way to create engagement, especially with people who follow you on social, yet you don't have a direct relationship. Reach out to them as they may have a real estate need!

Organic Video Content (YouTube)

YouTube is the ultimate secret weapon when it comes to organic leads, and creating a 24/7 selling proposition for your real estate business. There is a ramp-up period when growing your YouTube channel, but it's also a medium most Realtors don't use but is the second most visited website in the world. Write down a top 10 to 15 list of video topics that your database would find valuable and start

shooting. The camera is your friend so don't hesitate to get started.

I've been using YouTube to post educational content for several years, and I speak to two to five people a week who email or call me from "discovering" me in organic search. If you could get 1,000 to 5,000-plus more views from an interested audience to your real estate business monthly, what would that mean for your business?

Client Appreciation Events

The end goal of all your marketing efforts is to get face-to-face with people who may want to buy or sell in the future or will refer you to someone else who wants to buy or sell. Doing two to three client appreciation events yearly will help you stay in front of

your database and expand those relationships. Client appreciation events don't need to be expensive. These events can be whatever you want them to be, but not doing them can ultimately cost you business down the road. You can set up these events at any time, but I have seen great success with clients when they are held in the fall, at Christmastime, and in early spring. What a great way to create future referral business by getting back in front of your database.

As the market continues to shift, creating additional lead-source funnels is more important than ever. If 50 percent or more of your business comes from one lead-source funnel, look at how you can diversify to keep your business operating at a high level.



Wade Vander Molen is the director of sales/marketing for Stewart Title in the Northern Virginia/Washington, D.C., area and has been in the title industry since 2005. Wade helps real estate professionals with all facets of their marketing and teaches a new, sustainable business model to help them grow their businesses. You can visit Wade at www.DCTitleGuy.com.

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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



CARA PEARLMAN

Compass

"Though I wished my dad didn't always work, I now realize what that taught me. If you work hard, you can play hard. I get to do a lot of amazing things I couldn't do if I didn't work as hard as I do."

Cara's favorite quote from her dad:

"Think of a racehorse. Sometimes you just need to put blinders on and keep moving forward."



MONIQUE VAN BLARICOM

RLAH Real Estate

"I'm from a family of teachers, so I have always believed that lifelong learning is so critical in order to hone your craft."

Favorite Quote: "She believed she could, so she did." —R.S. Grey

A Word from Our Preferred Partner:



JENNIFER CHOW

Long & Foster Real Estate

"[Cancer] changed me. I didn't take things so seriously before — enjoying life, taking time for myself and my family... I've now learned to take care of my body and enjoy myself... I just take the time to be."

Favorite Quote: "A woman is like a

tea bag — you can't tell how strong she is until you put her in hot water." —Eleanor Roosevelt



JOSH GREENE

Eastern Title & Settlement

"Communicate with your title company if you're having an issue so we can resolve it. We'll always have problems. It's all about how the title company handles it."

"No' might mean 'no' today, but it doesn't mean 'no' later. So keep

talking to people, keep asking for business."





JOSH GREENE

EASTERN TITLE & SETTLEMENT



BOOTS ON THE GROUND

“What separates us from our competition is that we’re boots on the ground. We go door-to-door. We don’t expect business; we go get business. We go out and do things that other title companies don’t do.”

Josh Greene’s willingness to go above and beyond has defined his company culture. Since founding Eastern Title and Settlement in 2009, he has steadily expanded the business, building it into one of Northern Virginia’s most well-respected brands. Josh is now expanding the brand beyond the Virginia/D.C. metro area, bringing his passion for service to neighboring states and communities.

Beginnings

Josh has built his professional life with hard work and a boots-on-the-ground mentality. At 13, he started selling meat door-to-door, and he leveraged that job into leading the wholesale

division of one of the nation’s largest meatpacking companies.

“I went to college and worked with my brother at one of the nation’s largest meat companies,” Josh reflects. “I worked for him through my teenage years and college. He offered me an opportunity to run his wholesale meat business, and I made it one of the largest in the country.”

In his twenties, he then helped build a cell phone company alongside his brother before getting into the mortgage business.

“A buddy of mine got me into the mortgage business. I learned the mortgage business from the ground up,” Josh explains.

Before founding Eastern Title and Settlement, Josh spent several years running his own mortgage company, but when the mortgage crisis hit in

2006, he shifted gears, joining his mother in the title sector.

“During the mortgage crisis, the regulations changed, and I had to look for something else to do. So I went to work with my mom at her title company, then just three years later, I started my own company,” Josh explains.

When Josh founded Eastern Title and Settlement in 2009, he brought his entrepreneurial skills, drive to succeed, and mortgage lending experience with him. That’s allowed him to quickly become known as one of the DMV’s top title resources.

Eastern Title and Settlement

At Eastern Title and Settlement, Josh and his team are focused on offering an unmatched level of personal service. They are intensely people-focused, hoping to build clients for life.

“We’re customer-oriented. We close anywhere, anytime. We help you grow your business. We don’t just want an agent or a buyer to be a client; we want them to be a friend and a client and want to work on that relationship. We’re always available. We’re old school. We provide an experience with not only the most innovative technology but also human interaction.”

Josh also believes that good communication is essential to a successful transaction. He understands that problems and obstacles do arise, and when they do, he’s not going to go missing in action.

“Communication... Communicate with your title company if you’re having an issue so we can resolve it. We’ll always have problems. It’s all about how the title company handles it.”

Josh has found a love for marketing, growing the business, and building relationships. His hands-on approach



Members of the Eastern Title & Settlement team.



Min Hu and Tanvir Aziz, of Eastern Title, at NOVA Real Producers' Spring Social in April 2021. (Photo by Ryan Corvello)

...

extends to every corner of the company, and his marketing efforts are often quite creative. He's engaged with social media and creating video content for his YouTube channel, and he even hosts a TV show on WUSA 9. This program helps real estate agents and other industry professionals get an insider's perspective on the industry and gain valuable market insights. Agents are often interviewed, giving them a unique marketing platform of their own.



A Growth-Minded Outlook

As Josh looks ahead, he envisions continued growth for Eastern Title and Settlement. In 2022, the company opened an office in Ocean City, Maryland. The corporate office is in Rockville, Maryland, and they also have offices in Washington, D.C., and Falls Church, Virginia. Eastern Title and Settlement is in the process of opening new offices in Florida and Delaware as well.

"Our goal is to continue to expand and grow and really control the market that we're in," says Josh.

For more information, please visit www.easterntitle.com.



Josh Greene and his wife, Amber, with their 1-year-old son, Finn. When Josh isn't working or hanging out with his family, he can be found fishing — from Ocean City, Maryland, to Florida to Guatemala.

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JENNIFER CHOW



The Jennifer Chow Group at
Long & Foster Real Estate

GIVING THANKS

Jennifer Chow's real estate journey began in 2014 with a large-scale renovation of her family's home. She had spent the prior 15 years as a stay-at-home mom, and dreams of a refreshed home environment kickstarted her entry into real estate sales.

"My husband said, 'If you want to do the renovation, you need to get a job to fund it,'" Jen reflects with a laugh. "So I began to brainstorm my options. In my mind, I thought, 'What can I do and still take care of the kids?' The answer I came up with was,

'REALTOR®,' and that's how it all started."

More Than She Bargained For

When Jen began her real estate sales career, she didn't envision it lasting more than a few years. Her goal was simple: to pay for the renovation.

That project has long since been completed, but Jen remains in the real estate business. Once she started in real estate, she realized her passion for the industry far exceeded her expectations.

"I quickly discovered that I loved the





interaction with clients. I'm definitely a people person," Jen says. "I realized I couldn't stop this. I really enjoy making people happy through real estate."

Jen's business began to take flight in her second year. Her first listing was a \$2 million home. Her second was for \$1.8 million. Things started to snowball, and she soon developed a niche working in the luxury sector.

"It just took off from there," she reflects.

Settling In

As her sales started picking up, Jen committed herself to sell real estate full-time. By 2018, she founded her team, The Jennifer Chow Group with Long & Foster Real Estate. Over the past four years, the team has continued growing; today, they are a team of six licensed REALTORS®.

Jen takes a unique approach to the business. She doesn't have any assistants on staff, preferring to handle all client communications and details herself. Jen's agents follow the same strategy.

"I like the client interaction. I like to be involved from beginning to end. I don't like having the client go off to an assistant. I like my agents to be involved every step of the way — to know the processes, systems, and to have those interactions," she says.

Jen's strategy has been a success in the luxury market. In 2021, she closed \$42 million personally, with an average sale of over \$1.6 million. Yet, Jen remains open to evolution too; she will be adding her first assistant in 2023.

"I made it eight years without an assistant, but it's time," Jen smiles. "The vision is to grow the team, to get to \$100 million in sales, so this is the next step toward that."

Living in Gratitude

In 2021, Jen was diagnosed with breast cancer. Her experience battling and recovering from cancer has reshaped how she interacts with her business.

"It changed me," Jen says. "I didn't take things so seriously before — enjoying life, taking time for myself and my family. I often run on very little sleep, always go-go-go, and I didn't get to do anything for myself."

But now, that's changing.



BEYOND REAL ESTATE

Jen loves spending time with husband, David, and three children, Nicholas (24), Alex (18), and Matthew (15). Jen also enjoys giving back in her community. She's involved with several organizations, including Habitat for Humanity, Comfort Cases, the S.O.D.A. Foundation, and GCAAR. She is president of her homeowners association and a Gold Team Board Member at Long & Foster.

"I've now learned to take care of my body and enjoy myself. I try to get in some exercise a few times a week. I walk my dog every day. I just take the time to be. I never did stuff like that before."

Jen finished her treatment in May 2022, and so far, she has a clean bill of health. She's grateful to be healthy again and grateful for the new perspective she's gained.

"But I'm most thankful for my family," Jen says. "When you get diagnosed with cancer, it shakes everything. My husband was such a trooper when I went through that whole thing — cancer treatment, raising kids, working, everything. I don't take that for granted. I don't take any of it for granted."

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MONIQUE VAN BLARICOM



CONFIDENCE IS KEY

“She believed she could, so she did.”
—R.S. Grey

Monique Van Blaricom has undoubtedly left a lasting impression on her clients and peers after only two and a half years in the real estate business. Though she excelled in the nonprofit industry, which gave her the tools and motivation to serve her community, the homebuying experience for a first-time purchaser is her niche. Whether knowledgeable or not, those who have sought her services are left with a better understanding of what it means to ‘buy a home.’

How Do You Buy a House?

Monique, a University of Kansas graduate, was proudly involved in the nonprofit sector at the start of her career. She worked for The Root Cause Coalition, an organization that informed and sought to reverse and end the causes of health inequities through cross-sector collaborations. Her determination and passion for their cause were incontestable, and after several moments of recognition and promotions, she became the associate executive director. While the advancement of her career and this critical cause were essential to her, Monique began to think of her future career plans.

As she contemplated her next steps, she remembered when she and Justin, her husband and high school sweetheart, purchased their first home in D.C. a few years prior. Though their experience was pleasant, Monique noticed a considerable gap in knowledge that first-time buyers, like herself, experience during the homebuying process.

“I felt like I was expected to know a lot more than I did,” Monique explains. “There is no class on how to buy a house in school.”

She realized that if she felt this way when purchasing her first home, others did too. So thanks to her Type A personality, she researched and listened to many podcasts to better understand what resources and knowledge new purchasers, like herself, needed to have for a smooth and beneficial transaction. At that moment, Monique decided to pursue a career in D.C. real estate to help bridge the gap between uninformed clients and a daunting process.

In early 2020, her goal was to attain her license in the fall, but the pandemic disrupted and accelerated her plans. Six weeks after she turned in her letter of resignation, she became a full-time agent on the first of August of that same year.

Puppies and Property

At the start of her new career as a full-time REALTOR®, Monique joined a real estate course that taught the importance of marketing oneself. However, the topic left her questioning her capabilities.

“As a new agent, I was so nervous,” she recalls. “I can’t put myself out there yet, I thought. I haven’t done anything real estate-related before.”



“

I'M FROM A FAMILY OF TEACHERS, SO I HAVE ALWAYS BELIEVED THAT LIFELONG LEARNING IS SO CRITICAL IN ORDER TO HONE YOUR CRAFT.

As she reflected on this new challenge to promote herself, she continued her volunteer work with City Dogs Rescue. Like any typical day volunteering at a pet shelter, she assisted a couple looking to adopt a puppy. However, while working with this couple, her class's objective began to invade her thoughts. In a follow-up email to check on the couple's new addition to their family, she mentioned being a Realtor and offered her services. Five minutes later, the dog-loving pair, with Monique's assistance, were preparing to embark on their journey to homeownership.

After a positive and successful experience, this giving couple not only secured their dream house, but they even invited Monique to their wedding. Needless to say, Monique's first transaction was just one of many successful moments in her career.

Encourage Progress and Celebrate Success

In 2020, Monique joined RLAH Real

Estate and still cherishes her team's continued education and support. So she can represent her clients to the best of her ability, Monique is committed to being well-informed on every aspect of the real estate transaction.

"I'm from a family of teachers, so I have always believed that lifelong learning is so critical in order to hone your craft," she emphasizes.

With a great support system and a hunger for knowledge, this competent and goal-oriented Realtor has closed more than \$28 million of real estate since her career began.

Monique is thrilled to share her expertise as a first-time buyer with other inexperienced purchasers. Not only does her work in efficiently aiding her clients to homeownership show a promising future, but she also volunteers her time to teach them the importance of understanding what the process entails. In addition, she



Monique and Justin Van Blaricom with Madison, their Chihuahua/boxer mix.

hopes to instill in new buyers the knowledge of how to attain, maintain, and appreciate one of the most significant investments they could make. Monique wishes to be a homeowner's guiding resource in real estate for life.

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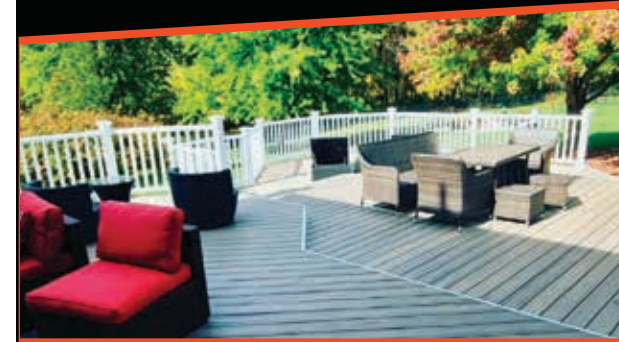
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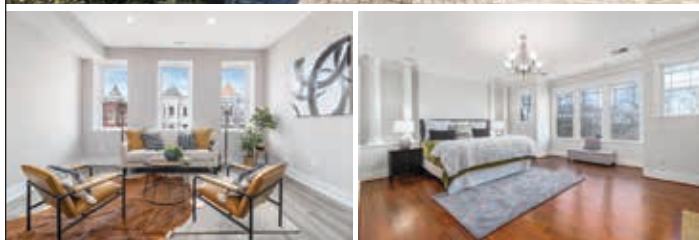
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CARA PEARLMAN

returning to her roots

▶▶ cover story

By **Zachary Cohen**
Photos by **Ryan Corvello**

CARA PEARLMAN HAS ALWAYS BEEN DETERMINED TO FORGE HER OWN PROFESSIONAL PATH. HER FATHER, A REAL ESTATE AGENT, BROKER, AND INVESTOR, AND HER MOTHER, A SMALL BUSINESS OWNER, HELPED CARA DEVELOP THE SKILLS AND MOTIVATION TO SUCCEED.

“My mother’s work ethic was incredible. For 20-plus years, she has run a jewelry business she started on her own,” Cara explains. “My dad has been in real estate for over 50 years. He owned a brokerage on Capitol Hill before I was born, then he decided to move to investment.”

Cara has strong memories of her parents’ careers. Alongside the strong work ethic they modeled, Cara recalls their grueling schedules and never-ending workloads. She remembers her father coming home late, briefcase and cell phone pack in his arms.





After 10 months, Cara was in search of a new career path. She assessed her options and narrowed them down to two: go to graduate school or enter the real estate business. At the suggestion of her father, she met with a local REALTOR®.

“While I was not feeling fulfilled at that job, I’d talk to my dad every day. Every day, he’d say the same thing: ‘I think you have what I have that has made me so successful. I know you want to do your own thing, but I think you can do real estate well.’”

“Even though I was telling myself I’d never get into real estate because I wanted my own path, I finally gave in and realized real estate is in my DNA,” Cara says with a smile.

BUILDING A FOUNDATION

Cara started her real estate career tepidly, beginning as an assistant. She focused on familiarizing herself with the inner workings of the business and assessing her connection to the industry.



Cara Pearlman is team leader of The Cara Pearlman Group at Compass.



GIVING BACK CARA IS COMMITTED TO GIVING BACK. SHE’S PARTICIPATED AND SPONSORED A TEAM IN THE ANNUAL HABITAT FOR HUMANITY’S WOMEN BUILD EVENT FOR THE LAST FEW YEARS, AND HER TEAMMATES HAVE JOINED TOO.

“I was nervous about being commission-based at 23 years old, so I started as support staff. Within the first few years, I had been part of several hundred transactions, thanks to my successful team leader.”

As time went on, Cara started taking on more responsibilities. She transitioned into a sales role, where she found her calling.

Cara was on a team for the first nine years of her career. She moved to a boutique brokerage for two years before transitioning to Compass.

“At the boutique brokerage, I realized I could do it on my own, that I was

capable without a big brand or a big team. It was great, but real estate can be an isolating business. There’s something to be said for being part of a bigger thing, of having colleagues to rely on. So in 2015, as they opened their first office in the region, I joined Compass.”

THE CARA PEARLMAN GROUP

Cara joined Compass as a solo agent but soon started her own team. Today, The Cara Pearlman Group has five agents (including Cara) and three support staff. The team closed 73 transactions for over \$92 million in 2021.

As an agent and a team leader, Cara takes a consultative approach.

“So I had convinced myself that I was doing something different than real estate. I just didn’t know what,” she explains. “I wanted to forge my own path. I wanted to have my own career.”

COMING HOME

After graduating from the University of Miami in 2002, Cara landed her first job as an executive assistant and facility security officer with a contractor for the State Department.

“And I was bored out of my mind,” she says frankly.



Cara Pearlman with her husband Jeffrey and their children, Chloe and Charlie

“My north star is providing exceptional service and giving clients advice that I would give my own family. That derived from simply reflecting on what I expect from service providers in my life, like my financial planner,” Cara explains.

ALL ABOUT FAMILY

Cara has come to love the flexibility that a career in real estate offers her. She and her husband, Jeffrey, have two children, Chloe (11) and Charlie (9). Cara is grateful to have the opportunity to pick her kids up from school, attend events during the day, and arrange her schedule around her kids’ needs.

As Cara reflects on her parents — especially her father, who worked in real estate — she realizes that her opinion has changed over the years. No longer is she disheartened when she remembers his real estate career. Instead, she feels a sense of gratitude for how hard he worked to provide her with a life of opportunities.

“Though I wished my dad didn’t always work, I now realize what that taught me. If you work hard, you can play hard. I get to do a lot of amazing things I

“I’M SO THANKFUL FOR MY FAMILY AND THE FACT THAT I DO SOMETHING THAT I REALLY LOVE.”



couldn’t do if I didn’t work as hard as I do,” Cara says. “I’m so thankful for my family and the fact that I do something that I really love.”

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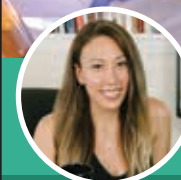
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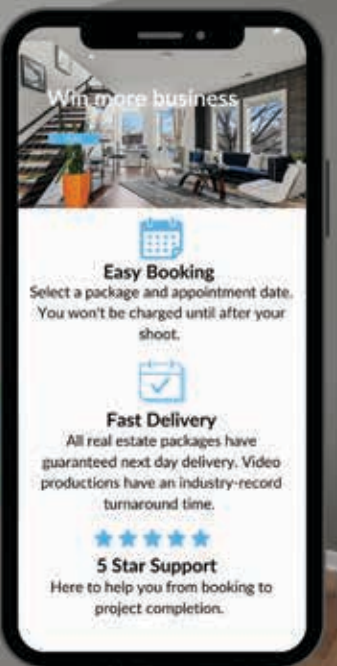
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special events

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SEPTEMBER 25, 2022



What an exciting Real Producers' event we had on September 25th at FedEx Field! This was our Second Annual NFL joint event with DC Metro and NOVA Real Producers', and we had the pleasure of watching our beloved Washington Commanders take on the Philadelphia Eagles! Check out our social media pages to find Game Day photos and tag yourself and your friends!

A HUGE thank-you to our generous partners who sponsored to make this epic event possible: Vellum Mortgage, Curbio, Stewart Title, Guaranteed Rate, Cobalt Settlements, Inspired Home Design, The Kempes Group, ProTec Inspection Services, and Gold Event Group; as well as Ryan Corvello, HD Bros, and Best Side Story Media, who did wonderful photography and videography. We appreciate you and your time!

Thank you again for being a part of our "Connecting, Elevating, and Inspiring" Real Producers community, and we look forward to seeing all of you at our next event!



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Again, thank you to our partners who sponsored Game Day 2022: Vellum Mortgage, Curbio, Stewart Title, Guaranteed Rate, Cobalt Settlements, Inspired Home Design, The Kempes Group, ProTec Inspection Services, and Gold Event Group.

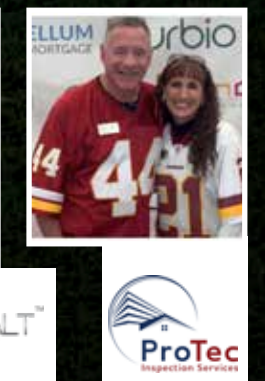
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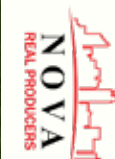


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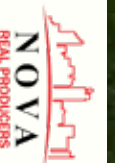
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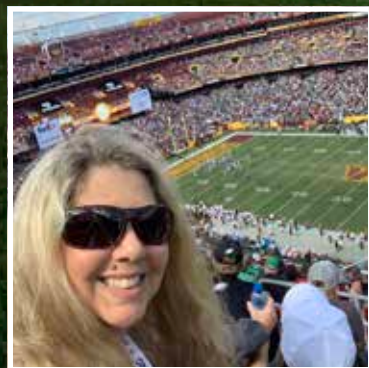
Check out these amazing shots our raving fans captured!



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Year-End GIVING

As the year comes to a close, it is the perfect time to think about year-end giving. Particularly in the aftermath of a years-long pandemic, we can help those in need – necessary every year but now crucial for many nonprofits struggling to balance increased demand and decreased support – and, meanwhile, save on taxes. Year-end giving is a win-win!



Don't let this holiday season pass you by without giving to those less fortunate.

Support Nonprofit Organizations

Charities and nonprofit organizations often rely solely on donations to fund their missions. Interestingly, according to Charity Navigator, half of all nonprofits in the U.S. receive the bulk of their funding during the last quarter of the year. Make the final months of the year count through giving; resolve to help feed the hungry, find cuddly animals new homes or support people without housing ... whatever cause is near and dear to your heart.

When you do, be sure to keep a record of your donation. Taxpayers must have a bank record or some sort of written

receipt from the charity, which has the organization's name, date and amount of the contribution. Other acceptable records include bank statements, credit card statements or canceled checks.

Additionally, the 2020 CARES Act allows you to take a \$300 deduction for cash donations to qualifying organizations, which must have a charitable, educational, religious, literary or scientific purpose and be classified by the Internal Revenue Service as tax-exempt, even if you don't itemize.

Donate Clothing and Household Items

Take time to clear the clutter and give

to others this holiday season. Do you have gently worn clothes or functional household appliances, furniture, furnishings or electronics that you no longer use and could benefit someone else? Why not donate them? If your charitable donation is worth \$250 or more, be sure to include a receipt (or written acknowledgment) from the charity, with a description of the items.

Don't let this holiday season pass you by without giving to those less fortunate. After all, **'tis the season to be generous!** Doing so will help others and help yourself when April 15 rolls around.

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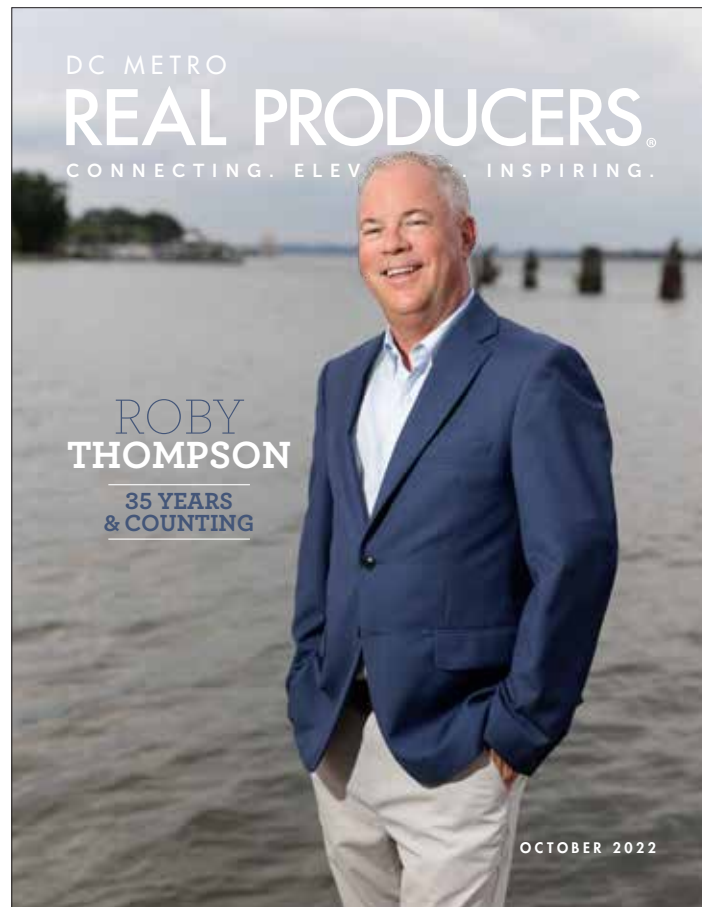
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Teams and Individuals Closed Data from Jan. 1 to Sept. 30, 2022

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
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Gratitude
[gra-ti-tude] noun.
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Ryan Kurrle
Branch Sales Manager/
Loan Officer
NMLS ID 1631310
410-504-7152



Olu Ajayi
Loan Officer
NMLS ID 189732
301-343-5551



Cass Cox
Loan Officer
NMLS ID 1898415
240-320-3630



DeLani Estrill
Loan Officer
NMLS ID 1735558
301-523-1196



Blake Price
Loan Officer
NMLS ID 1423057
301-440-0789



Kyle Davidson
Loan Officer
NMLS ID 2102662
607-644-8440



Zac Rucci
Loan Officer
NMLS ID 1550645
301-535-3930



Alex Uruburo
Loan Officer
NMLS ID 2131931
301-938-8749



Sean Beksinski
Loan Officer
NMLS ID 2286947
443-623-4238



Nico Loschiavo
Loan Officer
NMLS ID 2309779
443-883-1183

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Branch NMLS ID 186980 • Branch NMLS ID 2031819



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