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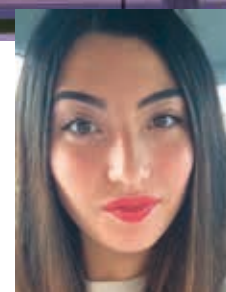
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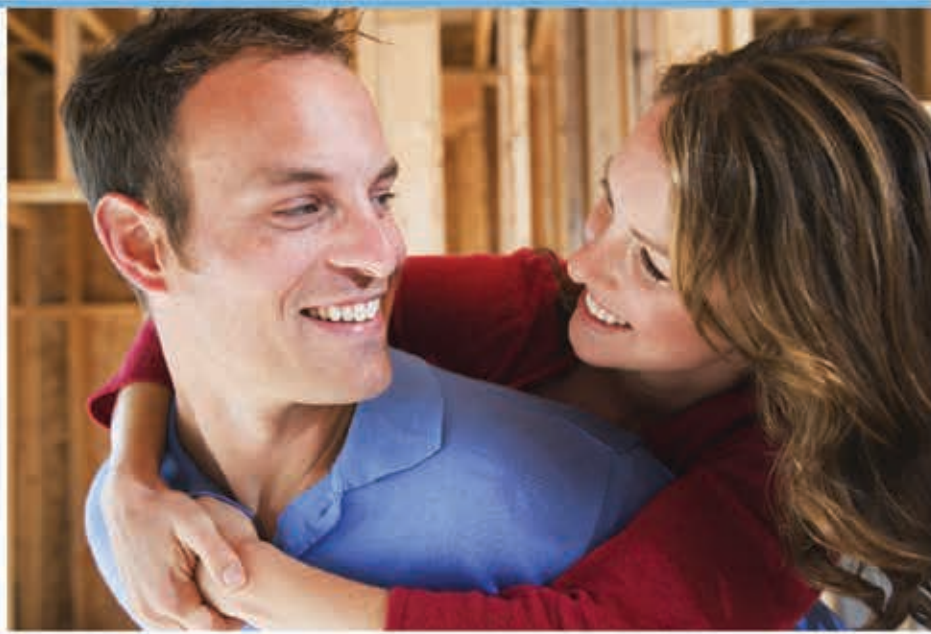
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 not getting what you want
 is someone else getting it."**

Roger Sterling (Mad Men)

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GEARING UP FOR FALL!

► publisher's note

Dear DC Metro Real Producers,

It was a joy to see everyone in their finery at our Casino Royale event in July. We truly enjoyed the event and hope you all did too! Check out photos from the event on pages 20-23 in this issue.

Right now, we are super excited for our BIG Game Day 2022 between Washington and the Philadelphia Eagles on Sept. 25th at FedEx Field! This is the second year we've hosted this joint event between *DC Metro* and *NOVA Real Producers*, and we couldn't be more psyched! If you haven't registered yet, there may be a few spots left; check your email or get in touch with us asap for info. You don't want to miss this epic annual event!

As always, I want to extend a sincere thank-you to all of our partners who have supported *DC Metro Real Producers* for the past five-plus years. It is thanks to you that we are able to put on such amazing events for this special community.

As we gear up for fall, we hope everyone has had a chance for a little R&R this summer because ... fall is Go Time. Let's go, Real Producers!

See you soon!



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FOOD FOR THOUGHT
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This is a do-not-miss opportunity! Seats are limited, and with both DC Metro Real Producers and NOVA Real Producers invited, they will go fast! Please watch your email for your exclusive invitation, and if you haven't received it, please reach out to Kristin Brindley at Kristin@kristinbrindley.com for information.

We can't wait! And hope to see you there!



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What are your favorite fall traditions?



CARA PEARLMAN
Compass

Our family has always loved selecting the front-porch pumpkins together, carving them the day or so before Halloween, and roasting the pumpkin seeds. In more recent years, the kids have also helped me pass out pies for Thanksgiving from our front door as well. ... Not sure they love doing it as much as I do!



ANA DUBIN
RE/MAX Realty Services

Our annual fall tradition is always a visit to Butler's Orchard! Their hayrides, slides, pumpkin picking and petting zoo are unrivaled in Montgomery County. I have been going yearly since I was a child, and it's so great to see my son doing the same. Our team hosts its most well-attended client appreciation event there, with hundreds in attendance every year!



ROBY THOMPSON
Long & Foster Real Estate

We have a cabin in Canada. Last year, we took our sons and dad up.



PENNY LATIMER
Long & Foster Real Estate

Taking my grandkids every year trick-or-treating. Thanksgiving family get-togethers. Taking nice walks and enjoying the foliage.



JIM BASS
Real Estate Teams

Favorite fall traditions: Go to the mountains of North Carolina and "watch the leaves change." We have been making our annual trip to North Carolina for 30 years. It is absolutely breathtaking with the colors of the leaves, and we hike the Grandfather Mountain trails for three days. Grandfather Mountain is our favorite mountain.



NADIA AMINOV
Long & Foster Real Estate

Apple picking and winery tours in the Shenandoah.



RYAN CORVELLO
Ryan Corvello Photography

We always have to carve pumpkins, watch College Gameday and go to a haunted hayride, maze and cornfield.

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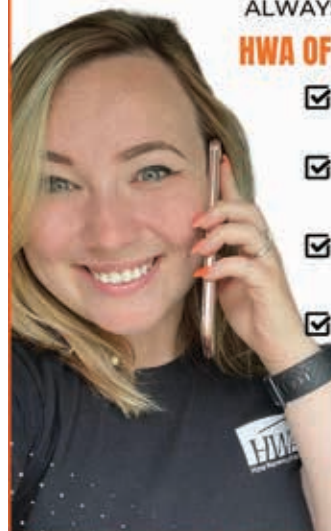


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DC METRO REAL PRODUCERS' JULY

CASINO ROYALE EVENT

JULY 12, 2022

DC Metro Real Producers — you look good in luxury!

Our Casino Royale event at 9305 Belle Terre Way in Potomac, MD, on July 12 was a HIT (shout-out to **Michelle Yu**)! Thank you to our community who joined in on the fun and participated in our Texas Hold 'Em Tournament for **Love Justice International!**

A sincere thank-you to our very generous sponsors: **Vellum Mortgage, Town & Country Movers, Fresh Home Cleaning** and **Catoctin Creek Distilling Company**. To our service partners: **Ryan Corvello Photography, HD Bros** and **Rescue Event Planning** — we're so grateful for

your skill and your dedication to our community! Thank you to **Chef La Pierre** for curating delicious hors d'oeuvres for the evening. To the talent behind **U.S. Casino Rentals** and the amazing DJ team from **Gold Event Group** — thank you! Last but not least, thank you to our skilled bartenders: **Chris Shakra of Hill Price, Robin Miller of Harvey's Market** and **Amanda Yang of Copycat Co.** — you blew everyone away. It takes a village to strengthen our community. To everyone involved, we truly appreciate you!

For more information on all DC Metro Real Producers events, please email us at info@dcmetrorealproducers.com.





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HOW TO GET A HOME TO MARKET FASTER?

LOOK DOWN.

While it might be a seller's market, area REALTORS® know that properly prepping a home before it goes on the market can ensure a smoother selling process. Now, there's a lot that goes into that process, and one of the more important elements is the flooring and making sure they look as attractive as possible.

According to Joseph Jovinelli, general manager at Floormax, one of the area's most reputable flooring retailers, "Consumers and buyers in this market have very high standards and sophisticated tastes when it comes to flooring. We know, from many of our Realtor friends, that sales have either been held up or lost over the condition of the floors."

So, what's a Realtor to do? Jovinelli and his sales team at Floormax first determine what flooring option will resolve the situation. "The good news is that there are a variety of great options to choose from, based on cost and speed of installation. So we always ask, how fast do you need it and how much do you have to spend? Based on those answers, we then offer options."

Carpeting — Traditional carpeting can be installed more quickly and is more budget-friendly than other flooring options. It can be laid down and finished in a couple of hours without killing your budget. And there still are many people who like carpeting. It feels good under their feet and delivers a cozy warm feeling. Nowadays, there are a ton of options, from colors to textures and patterns, so there is sure to be a carpet that will work quite nicely.

Luxury Vinyl Products (LVP) — LVP has gained in popularity, especially among active families. It comes in all sorts of varieties and textures: You can emulate ceramic, marble, and wood at a lower price point, and it has terrific resiliency. "When a young family comes in looking to re-floor their kitchen or family room, we'll point them to LVP," says Jovinelli. "It's incredibly durable, can handle spills and the type of activity only a 6-year-old can provide, and still look as good as the day it was installed." LVP typically falls between carpeting and wood in pricing and can be quickly installed.

Wood — Wood flooring is a viable option in more expensive homes. It costs more than carpeting and LVP but can add value to a home. Jovinelli estimates that installing wood flooring in a home priced at over \$750,000 can add \$5,000 to \$10,000 to its value. "For most homes, installing wood flooring is not just a home improvement but an upgrade," says Jovinelli. "At the higher end of the market, buyers are more discerning, and walking through the front door and seeing wood floors signals that they are about to tour a special home."

Jovinelli also cautions that Realtors need to be very careful with whom they work when it comes to replacing flooring.

"A lot of people are making a lot of promises on supply and installation. The fact of the matter is, we're still struggling with supply-chain issues. A lot of retailers, including the big box stores, show products on their websites but can't get their hands on the inventory in a timely manner. And in some cases, even if they have the product on hand, they don't have the crews to install it."

"There are two parts to a flooring project," Jovinelli continues, "the product and the installation. We have a dedicated team of installers who we quality check and re-train on a regular basis. Even the simplest installation will have something come up, and you want a real pro on the site to be able to resolve it perfectly."

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words by wade
By Wade Vander Molen

BACK TO BASICS

to Strengthen Your Database Right Now!

I meet with real estate agents every week to learn more about their businesses and how I can add value. Many of these agents know I do a lot with YouTube videos, website SEO and more, so that really intrigues them. I stop them in their tracks and ask them the simple question: *What are you currently doing to stay in contact with your past clients and sphere of influence?* In many instances, the answer suggests they are not doing as much as they could be. Right now, in a shifting market, being in front of your database and reconnecting with them is more important than ever. Here are some great ways to make that happen.

Back to Basics

In 2020 and 2021, REALTORS® were super busy with clients taking advantage of low-interest rates to purchase, but also, due to COVID-19, had less chance to do client events. Now that time has passed and things are getting back to “normal,” getting back to the basics is important. If you look back, what activities got your

real estate business to where it is right now? I bet many of those activities involved making calls, knocking on doors, shooting some videos for social media, sitting at open houses and doing tons of follow-ups. With the change in the market, these basic activities will be some of the more crucial lead-generation tactics that will lead to success.

5-5-4

I realize that the paragraph above sounds great, but what does that follow-up look like? I like the Tom Ferry 5-5-4 rule. This means having 5 daily conversations with people that you

know. These can be family, friends, past clients or your farm. The next 5 should be conversations with people you don't know. These people can be expired or canceled listings, or other people with whom you interact during the day. Adding new people to your database on a regular basis is important. The last category, which is 4, stands for the number of follow-up calls or conversations to have each day. Using this basic formula will be helpful in not only strengthening your current database relationships but adding new people into the mix as well.

Time to Invest

When the market shifts, that is the time to invest back into your business, especially with your database. Taking the time to set up a client appreciation event for fall or

winter can be helpful to reconnect with people in your database you haven't seen in a couple of years. This will also give you buyer and listing opportunities for Spring 2023. Do neighborhood and community events, home-selling seminars, etc. Invite your database and SOI to these events.

The stronger you can make these relationships in shifting times, the better for your real estate business long-term. The Realtors that take advantage of these opportunities will have greater market share down the road versus agents who talk about doing something but don't follow through. Committing to getting back to basics and strengthening those database relationships will yield positive results for the rest of the year and beyond.



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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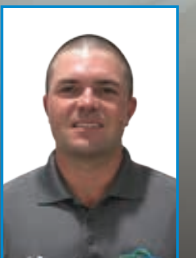
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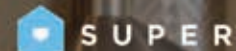


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By Kim Stepanuk, Esq.



MEDIATION

in D.C. and Maryland

Mediation is a form of alternative dispute resolution (“ADR”). Mediation is often described as a round-table discussion where two parties, the buyer and the seller, are present with a mediator who is trained to assist the parties in resolving the dispute without having to go to court. A mediator is always neutral, meaning that the mediator does not represent the buyer or the seller. A buyer or seller can bring his/her real estate agent, real estate broker, or an attorney to represent him/her in the mediation process. Mediation is not an evidentiary proceeding, so, although it is recommended that one bring relevant documentation to the mediation session, the documents are not formally submitted to the mediator to impact the decision of the mediator. In fact, the mediator will not make a decision as to who is right or wrong, but the mediator will ask questions which cause both parties to consider the dispute in a different way, especially in light of the costs associated with litigation.

Paragraph 35 of the Maryland REALTORS® contract requires that if a contractual dispute arises between

a buyer and seller, the parties must attend mediation before filing an action with any district or circuit court of Maryland unless the right to pursue an action, protect an interest, or pursue a remedy would be precluded by the delay of having to attend mediation. This is what we call a mandatory mediation provision because the parties must participate in mediation. If the delay of attending mediation would prejudice a party, the aggrieved party may initiate his/her lawsuit and ask the court to “stay” the proceeding, or place it on hold, until mediation can occur. The GCAAR contract does not have a mandatory-mediation provision; however, mediation is always an available option if both parties agree to submit to the process.

If a dispute arises in a transaction, the aggrieved party will initiate the process by completing and submitting the “Requesting Mediation” forms (which can be found at www.mediate.com/mdrealtors/pg40.cfm). As part of the forms, the aggrieved and requesting party will provide a short summary of his/her position

and attach copies of the contract and addenda. The other party will receive notice directly from the Maryland REALTORS® mediation program that mediation has been requested, and they will be invited to provide a written response. The Maryland REALTORS® Mediation Program will provide available dates to each party and select an agreed-upon date that works for all parties. Right now, all sessions through the Maryland REALTORS® Mediation Program are occurring online via Zoom.

At the scheduled session, each party (the buyer and the seller) will have an opportunity to give an “opening statement” explaining his/her position and how he/she believes the dispute should be resolved. After

each side provides an opening statement, the mediator usually places the parties and their representatives (brokers, agents, attorneys, etc.) into separate breakout rooms to see if any progress can be made towards reaching a resolution. If an agreement is reached, the mediator will complete a form to be signed by all parties memorializing the resolution. You may wish to have the agreement reviewed by an attorney before it is signed by your client as signing the agreement could limit your client’s rights to bring further legal action in court. If an agreement is not reached, the mediator will provide a signed form indicating that no agreement was reached but that the parties did complete the mediation requirement of their contract. This allows the parties to initiate an action with the local district or circuit court to pursue a further resolution.



Kim Stepanuk is a licensed real estate attorney with MBH Settlement Group Bethesda. Prior to joining MBH, she worked as a litigator at law firms in Montgomery County and Howard County, Maryland. If she is not at the closing table, you will likely find her hiking, baking, or chasing her 2-year-old daughter around, picking up the toys and socks left in her wake.

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CARLOS ESPINOZA
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“One thing we’ve learned from the pandemic is that things can change overnight, and we have to be ready for that... The pandemic has shown us not to take the little things for granted, like family get-togethers. That’s what matters.”

Favorite quote: *“The people who are crazy enough to think they can change the world are the ones who do.”* — Steve Jobs



CHARLIE CARP
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“One of my favorite sayings is K.I.S.S., which stands for ‘Keep It Simple, Stupid.’ I tend to be extremely analytical, and I have to remind myself to take a step back, and just keep it simple.”

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“I choose to surround myself with like-minded, hardworking individuals, so we all lift each other up and help each other grow.”

Favorite quote: *“Carpe diem!”*



RYAN PAQUIN
FIRST HOME MORTGAGE

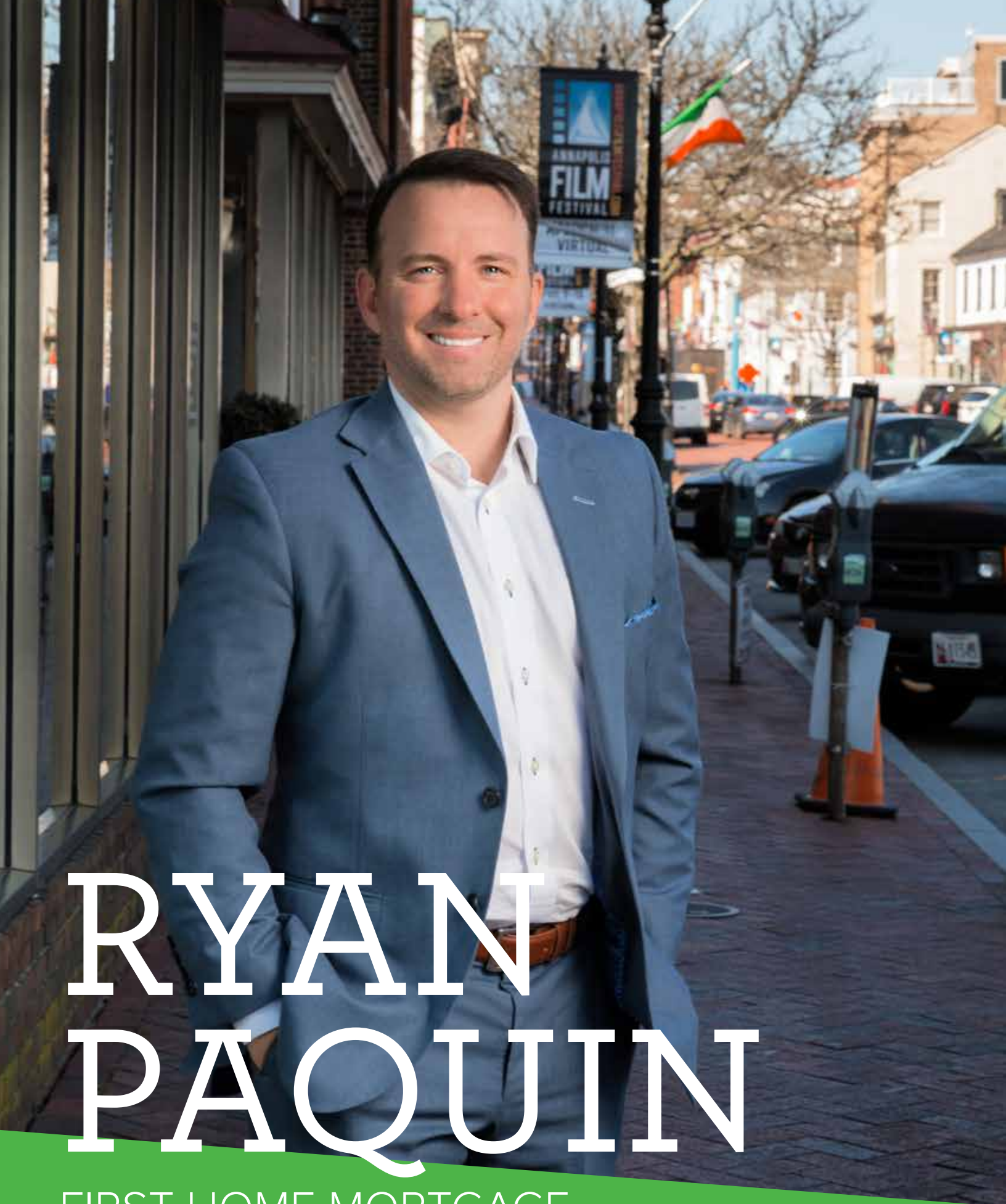
“First Home Mortgage is not just an interest rate. You can probably still call around and get a low-interest rate somewhere else, but when you work with the best mortgage company in Maryland and you have a pre-approval letter from us ... every agent out there knows it’s going to close on time.”



TYRONE TONEY
TAYLOR MADE TEAM
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“I have calendars everywhere — on my phone, on my desk, and on my computer. It changes all the time, but it’s the only way I’m able to maintain both my work schedules and my family’s schedule.”





RYAN PAQUIN

FIRST HOME MORTGAGE

partner spotlight

By Jess Wellar
Photos by Ryan Corvello

From Trading on Wall Street to Mortgages on Main Street

Ryan Paquin never thought he'd become a branch manager at First Home Mortgage, the largest privately held mortgage bank and number one purchase lender in Maryland. But like for so many who had been in the World Trade Center on that fateful day, the events of September 11, 2001, would change the course of his life.

Ryan went to work in Manhattan as a stock trader on Wall Street after graduating from college. He says he enjoyed working in finance and the excitement of the markets, but once he survived 9/11, he knew he needed to shift priorities.

"I was in the World Trade Center when the first plane hit, and I quickly realized what was most important in life. We lost seven guys that day... It was so emotional when I managed

to get ahold of my wife and tell her I made it out. Being with your family is important, and something like that was life-altering. I realized that I could work anywhere."

In the aftermath, Ryan's wife, Kristin, wanted to move home to Maryland, and Ryan readily agreed. So Ryan called up the loan officer who did their first mortgage, interviewed and started in the industry in May of 2002, eventually joining First Home Mortgage in the Crofton branch in 2006. Sixteen years later, Ryan notes he loves what he does and has no regrets over his decision to leave New York City.

"My financial background allows me to consult with clients in a way that others do not. I'm interested in helping them build wealth, and I understand the markets, so I can explain why rates



The Paquin Team at First Home Mortgage (from left to right): Katie Zukauskas, Russ Miller, Ryan Vitelliss, Noah Abbott, Ryan Paquin, Heather Oaks, James Powers, Lyra Sjoberg, and Michael Martini.



Ryan Paquin started in the mortgage business over 19 years ago and became a branch manager in his first six months.

are going higher or lower each day, which allows my clients to make informed decisions.”

Ryan points out he is also extremely systems-oriented and thrives on clear, consistent communication with both his clients and his teammates.

“Communication is the single most important thing for my team. If a client has to call or email us to ask for an update, then we failed them,” he declares. Ryan started building his own team in 2011 and said it was the best decision he ever made.

“I truly believe that no one operates their business the way we do ... and I say ‘we’ because it really takes a team to do it right. I have nine people on

my team, and we are available seven days a week. Every single team member is terrific too; Heather Oaks has been with me 13 years now as my executive assistant and lead manager, and Ryan Vitiellis is my partner and stunt double,” Ryan explains with a chuckle. “We all work together to speed to the lead, handle the pre-approval and the processing, and get mortgages to close.”

Ryan notes he even goes an extra step further in his impressive quest for excellent communication standards by putting together informative weekly videos and texts for clients and agents alike.

“Our competitors aren’t doing this, as far as I know,” Ryan points out with a touch of pride. “Every Tuesday, our clients get a text and video update from me, and every Friday, agent partners get a video market update from me.”

When Ryan isn’t busy helping his team and clients, he enjoys being a family man, spending time with his wife of 23 years and three wonderful kids, Kylie (19), Kenna (17) and Brett (13).

“We love going to the beach, watching sports, playing golf, and just spending time in the yard... Cornhole is pretty big in our house,” Ryan laughs. “We also have a French bulldog, Thor, and a Rhodesian ridgeback, Rider, who is a real pain in the butt.”

Looking ahead, Ryan sees some bumps in the road for his industry, but he isn’t worried about First Home Mortgage’s future.

“The pandemic’s volume spike caused a massive shift in our business. Now that it’s over, we’re seeing changes not seen in over 20 years. Interest rates are rising at the fastest pace in history, along with inflation, and, of course, it’s all going to impact supply and demand. The cost to originate, underwrite, close, and deliver a mortgage is the greatest it’s ever been too. So I think there are industry-wide staffing cuts to come, we’ll see some mortgage companies go out of business, and some consolidation will take place, but we’re purchase-driven and not refi-heavy, so we’ll be okay.”

“First Home Mortgage is not just an interest rate,” Ryan concludes. “You can probably still call around and get a low interest rate somewhere else... But when you work with the best mortgage company in Maryland and you have a pre-approval letter from us, every agent out there knows it’s going to close on time.”

To get your client pre-qualified with Ryan Paquin’s team at First Home Mortgage, visit www.rpaquin.firsthome.com/prequalify.



“

We all work together to speed to the lead, handle the pre-approval and the processing, and get mortgages to close.



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RICH PHILLIPS



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If you had asked Rich Phillips what he wanted to be as a boy growing up, he would've told you, without hesitation, that he was going to be an architect — and for many years, he thought that would be his professional career path. Luckily for Rich's numerous, happy, house-hunting clients, that childhood dream didn't quite pan out.

The thriving downtown Frederick area is filled with history, as Rich points out, and inspired a passion in him for historical buildings and architecture.

"As a kid, I would sketch local historical buildings in our area, which gave me a love for how and why things were constructed," Rich recalls. "At an older age, though, I saw how real estate sales enabled me to use my personal strengths and skills to be successful in a fast-paced, customer-service-oriented industry."

Rich graduated from Shepherd University in West Virginia with a bachelor's in business administration and went to work for a golf management company, where he says he started connecting with local real estate agents to promote his portfolio of golf clubs.

"Through visiting different communities and natural networking, I was introduced to two of my early mentors, which led to working in the new home sales industry with some of the nation's top homebuilders for over 10 years," Rich explains. "I learned a tremendous amount about the homebuilding process, which has

given me a huge edge to educate my clients about construction and what to look for while shopping for a home."

Rich notes he really enjoyed the customer experience, from clients walking into his model homes to building the house on paper, to delivering the finished home, but he felt limited to the community he was representing through a building company.

"I wanted to help clients at a higher level and knew I had more to contribute to my clients, which led to a natural progression to get my residential real estate license in 2001," he says.

Using his business and construction savvy, Rich quickly made his mark in real estate. For a little over two decades, Rich has been a top real estate producer in the greater Frederick and Montgomery County areas of Maryland and now has a thriving team at Northrop Realty.

"Since I grew up here in the D.C. metro area, I have an in-depth knowledge of the market and a huge local network that has proven to be an invaluable resource to my clients," Rich points out. "And I choose to surround myself with like-minded, hardworking





Rich Phillips is team lead of The Rich Phillips Group at Northrop Realty.

individuals, so we all lift each other up and help each other grow.”

In the last year alone, the Rich Phillips Group closed 69 transactions totaling almost \$32.5 million in sales, and Rich says they have no plans of slowing down anytime soon.

“It has been an amazing journey, and I look forward to a bright future. We’re keeping our feelers out to expand the team organically with the right people,” Rich says. “I’d like to continue to see the business grow, but never at the expense of losing our ability to build relationships and serve the community.”

Rich’s passion extends not only to helping his clients and newer teammates thrive but to helping aid the community he grew up in as well. In addition to volunteering at local schools, Rich has served on the board of directors for two local

nonprofits, Habitat for Humanity and Big Brothers & Big Sisters of Frederick County.

“I’m community-minded and family-oriented, and that’s how I run my business too. I love working with people and seeing the joy as they start the next chapter in their lives, knowing that they’ll always remember what I did for them,” Rich remarks. “My job allows me to give back in so many ways. For me, it’s not only an enjoyable industry, but it’s one where I can make a positive impact too.”

When Rich isn’t busy helping clients, cohorts or volunteering, he says he loves spending time with his family hiking, biking or traveling — especially to the beautiful beaches of the Caribbean. He and his wife, Cara, have two children: a son, Colin, and a daughter, Reagan, as well as a self-described “zoo” at home that includes

a sweet goldendoodle puppy named Max, a bearded dragon that goes by Tink, Buttercup the parakeet, and some turtles roving around as well.

As Rich looks to the future, he notes the key to his success has been a business philosophy that will never change, regardless of market fluctuations.

“My business relies on taking a personable, holistic approach to real estate. I treat everyone with the same degree of respect and dignity,” Rich concludes. “Buying a home is a big investment, and it can be emotional and stressful. I always come with a problem-solving attitude and anticipate needs to stay ahead of things. I focus on a white-glove experience and enjoy being a true advocate through the entire process. And at the end of the day, I always do what is right for our clients first. We see our clients as family.”

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A SELF-MADE MAN

TYRONE TONEY

Tyrone Toney, a REALTOR® on the Taylor Made Team at Village Premier Collection DMV, never saw himself being a real estate agent, despite his wife, Sherree, telling him for several years beforehand that he should consider the possibility. Being a dual-career agent and working for the U.S. government, Tyrone never considered another career path until the government shutdown in 2018.

After missing three consecutive pay periods, Tyrone knew he needed to bring in another source of income for his family. As if by chance, Tyrone opened up Facebook and saw a post from Leisel Taylor, from The Taylor Made Team, about an upcoming open house.

“I thought, well, maybe this is a sign. Let me at least just reach out and see what’s going on,” he recalls. After reaching out, Tyrone was invited to attend the team’s upcoming brokerage meeting.

“At the meeting, I had such a good feeling,” he says. “I loved the way everyone was celebrating their victories from the year before.” By the end of the meeting, Tyrone decided he would enroll himself in real estate school. He started in January of 2019, finished in April of 2019, and was licensed by May of 2019.

“I hit the ground running,” says Tyrone. “I wasn’t nervous; I have a hardworking, competitive nature. I’m all about learning as I go and being self-motivated.” He credits his self-teaching and hardworking nature to how he grew up.

Tyrone was born in Washington, D.C., and was raised in Landover, Maryland. For the majority of his youth, Tyrone was raised in a single-parent household.

“I was the oldest of three kids,” says Tyrone. “I saw my mom, at one point, work multiple jobs to take care of her family.”

Tyrone got his first job at 15 and has been working ever since. “I took pride in helping take care of myself,” Tyrone explains. “I wanted to lessen the burden on my mom so she wouldn’t have to work so hard.”

When it came time for college, Tyrone attended Morgan State University in Baltimore, Maryland, and worked to pay his way through school so his mom wouldn’t have to worry.

Sadly, when Tyrone was 21, his mother passed away from cancer.

“I was left with taking on the responsibility of being big brother to my younger siblings,” he says. “Hard work has never been foreign to me; I’ve always been super responsible.”

Tyrone applies those same qualities to his real estate business. He ended last year at \$7.2 million with 24 closed transactions.



Tyrone’s wife, Sherree, encouraged him to enter real estate.



The Toney family (from left to right: Sherree, Kori, Kiersten, and Tyrone).

...

Tyrone also won several brokerage awards with his brokerage: Presidents Club, Elite Club, Winners Circle, Multi-Million Dollar Producer – Gold, Agent of the Year – Teams.

Tyrone hopes to one day start a second brokerage in the Maryland area with the Village Premier Collection and become a broker himself.

“I’m a mentor at my brokerage,” Tyrone notes. “The whole experience of being a mentor has been pretty rewarding. I’m big on coming from a place of contribution and being able to help others.”

Outside of work, Tyrone loves to spend time with his family. “We’re big on being outdoors,” he says. “My daughters, Kiersten (12) and Kori (6), love the beach and going to amusement parks. We’re also really big on spending time together as a family.”

Tyrone admits he’s still working on finding the right balance between his

work life and his personal life. He has what he calls “a perfect daily schedule” and tries his best to stick to it.

“I have calendars everywhere — on my phone, on my desk, and on my computer,” he says. “It changes all the time, but it’s the only way I’m able to maintain both my work schedules and my family’s schedule.”

When it comes to taking time for himself, Tyrone loves photography and working out. He considers working out his stress reliever and has been working out routinely for well over 20 years. “When my mom passed away, I saw working out as an opportunity to do anything I could to better my health and stay in shape,” says Tyrone.

One thing is for sure, Tyrone can’t wait to see where the rest of his real estate journey will take him.

“I absolutely love being in real estate and what I do. I like to build



relationships, and the excitement that I get from helping families out of tough situations or getting first-time homebuyers into their homes is the most rewarding feeling.”



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CHARLIE CARP

» a cool life story

By **Kierstynn King**
Photos by **Ryan Corvello**

From Haunted Scenemaker to Real Estate Rainmaker: The Story of a Second-Generation REALTOR®

Charlie Carp was born into real estate. Charlie's dad started his real estate career well over 40 years ago outside the Twin Cities in Minnesota. After enduring too many winters, Charlie's dad decided to move the family back to where he grew up — in the suburbs of Washington, D.C.

"As a young kid, I would hang out with my dad at open houses or in the office," says Charlie. "As I got older, I would help deliver flyers in neighborhoods and even be his photographer for various marketing pieces."

Charlie, however, wanted to forge his own path. He was recruited to play college football at Mount Ida College in Massachusetts, where he got his degree in sports management and walked onto

the lacrosse team. Charlie excelled at the face-off roll and helped hang the first and second conference championship banners for his school.

"I then went in a different direction because I wanted to start my own business," he says. "I wanted to learn from other business owners, so I switched to retail management."

After Charlie reached the glass ceiling of his retail management career, he moved back to the Washington,



Before Charlie launched his real estate career, he worked with Calleva Outdoors on their annual Halloween fundraiser, Markoff's Haunted Forest, in Dickerson, Maryland.

D.C., area and decided to go into business-to-business sales right as the economy started to go downhill in 2008.

Before starting his licensing classes at his dad's insistence, though, Charlie was helping his friends at Calleva Outdoors in their office and then with their annual fundraiser, called Markoff's Haunted Forest, a top-rated outdoor Halloween event held for only 13 nights in October. These humble beginnings started with a chainsaw, a mask and getting out of his comfort zone. From there, he was tasked with repairing scenes, designing and building them for thousands of patrons to go through every October.

Charlie was taught a lot about construction during that time, which gave him a keen eye when showing houses. He obtained his license in May of 2009 and started off his real estate career part time.

"Once I did my first transaction, I said, 'This needs to be full time... This is not a job; it's a career,'" Charlie recalls.

"Since then, I've been really focused on being the best person I can be for my customers and clients."

Since getting into real estate, Charlie has led two real estate teams. He took over as team lead of Carp & Son at Keller Williams Capital Properties before his father retired, and now leads Legatum Property Group, which is still a part of Keller Williams Capital Properties.

"Being a team lead, it makes me really focus on making sure I'm always relevant for my clients and any agents who decide to partner with me," says Charlie. "Because of that, I'm always learning."

Charlie says, with a chuckle, that he can often take the learning

aspect to the extreme... He has a business coach, a life coach, and soon he'll also have a financial coach. He regularly attends different training events and conferences all over the country.





Charlie Carp with wife, Laura, and son, Henry.

•••

“I recently went to a leadership conference in Palm Beach, Florida, run by Glover U, called ‘LeadUp,’” he says. “It was my first leadership conference, and it helped me realize where I need to improve as a leader to help my team grow.”

Charlie explains that attending the training events and conferences helps keep him on his feet and pushes him to continue working hard for everything that he has.

“One of my favorite sayings is K.I.S.S., which stands for ‘Keep It Simple, Stupid.’ I tend to be extremely analytical, and I have to remind

myself to take a step back and just keep it simple,” he says.

When Charlie isn’t working, he loves to spend time with his wife, Laura, and his son, Hendrik, who they nickname Henry.

“We enjoy going to Florida to visit my wife’s family during the winter-time. We love eating lots of fresh seafood and checking out the different beaches,” Charlie says. “We’re also big on doing experiences over gifts for our other family members, which is something my in-laws taught me. We do things like bowling, Topgolf or going to restaurants.”

When it comes to his clients and his business, Charlie says that, despite his humor and jokes, he knows when it’s time to get serious. He always strives to be the best and does everything he can to make sure his clients are educated and empowered so they can make the best decisions for themselves. Many of his past clients have described him as a home inspector after showings, something he can thank for his early days helping at Markoff’s Haunted Forest.

“I love when I can tell my sellers that we’re clear to close or that we’re settling on time, or early, or telling my buyers that their offer was accepted. When they tell me that I made the process easy for them, it means a lot and is very fulfilling for me.”

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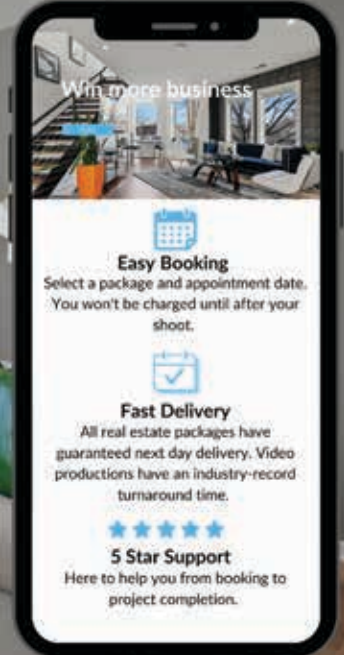
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CARLOS ESPINOZA

READY TO ADAPT



After graduating from Towson University with a degree in business administration, Carlos Espinoza had high hopes of building the life of his dreams. His initial hope was to move to Miami to work in the import/export business, but when his older sisters approached him about a career in real estate, he paused.

“At the time, the real estate market was hot,” Carlos recalls. “My sister Norma was a REALTOR® at the time, and my sister Kenia was a loan officer. They approached me at a family get-together and said, ‘Hey, Carlos, we’re doing very well. Why don’t you join us in real estate?’”

Carlos was young and ambitious. After careful deliberation, he decided to give real estate sales a shot.

With the guidance and mentorship of his sisters, Carlos was successful from the get-go. He leveraged his sphere of influence and determination to find success.





FUN FACT

Carlos loves futuristic and sci-fi entertainment; his favorite movie is *The Matrix*.

...

“The mentorship of my sisters was huge. This business is really hard, especially in the beginning. It was their guidance and help through the first couple of years that propelled me to do well,” Carlos reflects.

Changing with the Times

Carlos enjoyed the fruits of a strong economy for the first two years of his career. In 2007, however, the real estate market began to unravel. Fortunately, Carlos was flexible and adaptable. He was one of the first agents to start focusing on short sales, and he continued to build a niche in that sector through 2010, when the market entered recovery.

“I was trying to stay ahead of the curve. It was a fast-changing market. I saw there was a need, and a lot of homes going down in value ... and folks didn’t really have options. They didn’t know what to do because, a lot of times, they were underwater. And that gave me a niche. Through 2010, I became the short-sale expert for clients looking for an option to sell their house.”

As the market recovered, Carlos transitioned back into traditional residential sales. His business has grown every year since.

Into the Present

Today, the Espinoza Homes Group with Compass has five other agents (including Carlos), a transaction coordinator and a marketing director. Carlos is one of the most experienced and reputable agents in the greater D.C. area.

While Carlos has enjoyed the strong real estate market of the past decade, he senses an impending shift. Having been through the Great Recession, he knows he has the ability and flexibility to weather any storm.

“We know the landscape here in the D.C. area. We’re able to meet needs and tailor our approach. Given that we’re up against a potential market shift, my adaptability, knowing how to shift with the times, just like we did in 2007 to 2008, is huge. One thing we’ve learned from the pandemic is that things can change

...

“One thing we’ve learned from the pandemic is that things can change overnight, and we have to be ready for that. We are ready to adapt if necessary.”



Carlos Espinoza was one of the first REALTORS® to focus on and build a niche as an expert in short sales during the Great Recession of 2007 to 2009.





“We came to this country to get away from war and for the opportunity. I grew up in a household with my three older sisters and mother, who was a single mom. All we had was each other. I remember, as a kid, admiring my mother’s strength. Regardless of what was happening around us, we had our family. She worked hard to give us a good life and a good opportunity.”

Carlos has taken full advantage of that opportunity. Now, he and his wife, Jessica, hope to pass the same goodwill to their daughter, Isabel (9), and son, Adrian (7).

“I have a beautiful family,” Carlos beams. “They are everything to me. I really try my best to just be a good example for them... I want them to know we have each other. Ultimately, that’s all that matters — having strength in family.”

Carlos Espinoza with his wife, Jessica, daughter, Isabel, and son, Adrian.

• • •

overnight, and we have to be ready for that. We are ready to adapt if necessary.”

Even as the market transitions, Carlos plans to grow his business; he believes that if you’re not growing, you’re dying.

“And most importantly,” Carlos adds, “every day, we are continuing to improve our service to our clients. Without them, we’re nothing. We have to give them everything we can.”

Tapping into Gratitude

Carlos was born in El Salvador; he and his family relocated to the U.S. to escape the civil war when he was 2. So although Carlos was raised in the U.S., his roots continue to be a huge part of his story — especially now that he has two children of his own.



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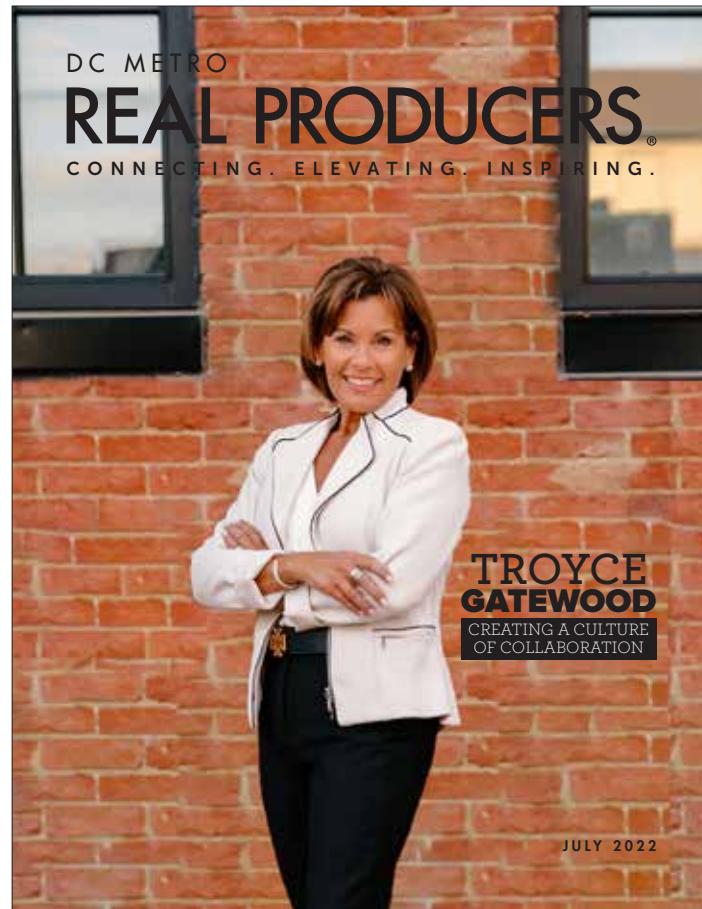
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
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Disclaimer: Information based on MLS closed data as of Aug. 5, 2022, for residential sales from Jan. 1, 2022, to July 31, 2022, in Virginia, Maryland and Washington, D.C., by agents licensed in our D.C. metro service area of Washington, D.C., and Frederick, Montgomery and Prince Georges counties in Maryland. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

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Teams and Individuals Closed Data from Jan. 1 to July 31, 2022

RANK	NAME	OFFICE	SELL- ING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL
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