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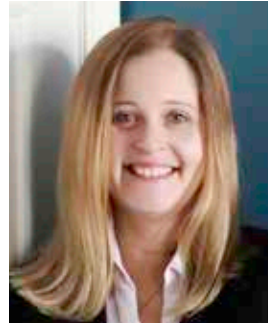
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# HAPPY FOURTH!

Dear DC Metro Real Producers,

Welcome to the July issue of our magazine, where we are recognizing the spirit of independence, excellence, and the vibrant world of real estate! As we celebrate America's birthday this month, a day synonymous with freedom and unity, I wanted to bring you a collection of features that also embody the essence of this special holiday, as well as introduce you to DC Metro Real Producers' 40 Under 40 Class of 2023!

All 40 of the amazing individuals in this special issue truly shine and deserve to be recognized — not only for their impressive sales numbers, but also for exemplifying an unwavering commitment to client excellence and community involvement.

During this time of national pride and BBQ celebrations, anticipation fills the air with a sense of camaraderie and patriotism. From the fireworks lighting up the night sky to the parades filling the streets, I hope you were able to reflect on and appreciate this festive occasion that unites us all, regardless of our differences.

Speaking of camaraderie, I am thrilled to also showcase the fun atmosphere of our May Lawnapalooza event in this issue! Be sure to check out the photos on page 16 that capture the energy

and excitement of our lively Real Producers event. I want to extend heartfelt thanks to everyone who attended, making it a resounding success and a testament to the power of our Real Producers community to show up and have fun! We can't wait to see you all again at this year's big NFL Game Day, coming up on September 10th at FedEx Field!

Happy reading and happy Independence Day, Real Producers!

Warm regards,



**Kristin Brindley**

Owner/Publisher  
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www.dcmetrorealproducers.com



**KRISTIN BRINDLEY**  
ENTREPRENEUR, CONNECTOR, PUBLISHER

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<sup>2</sup> Source: [www.zillow.com/lender-profile/MelissaRich/](http://www.zillow.com/lender-profile/MelissaRich/)

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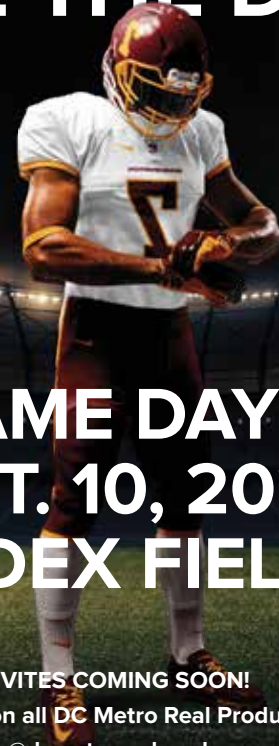
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PRESENTS

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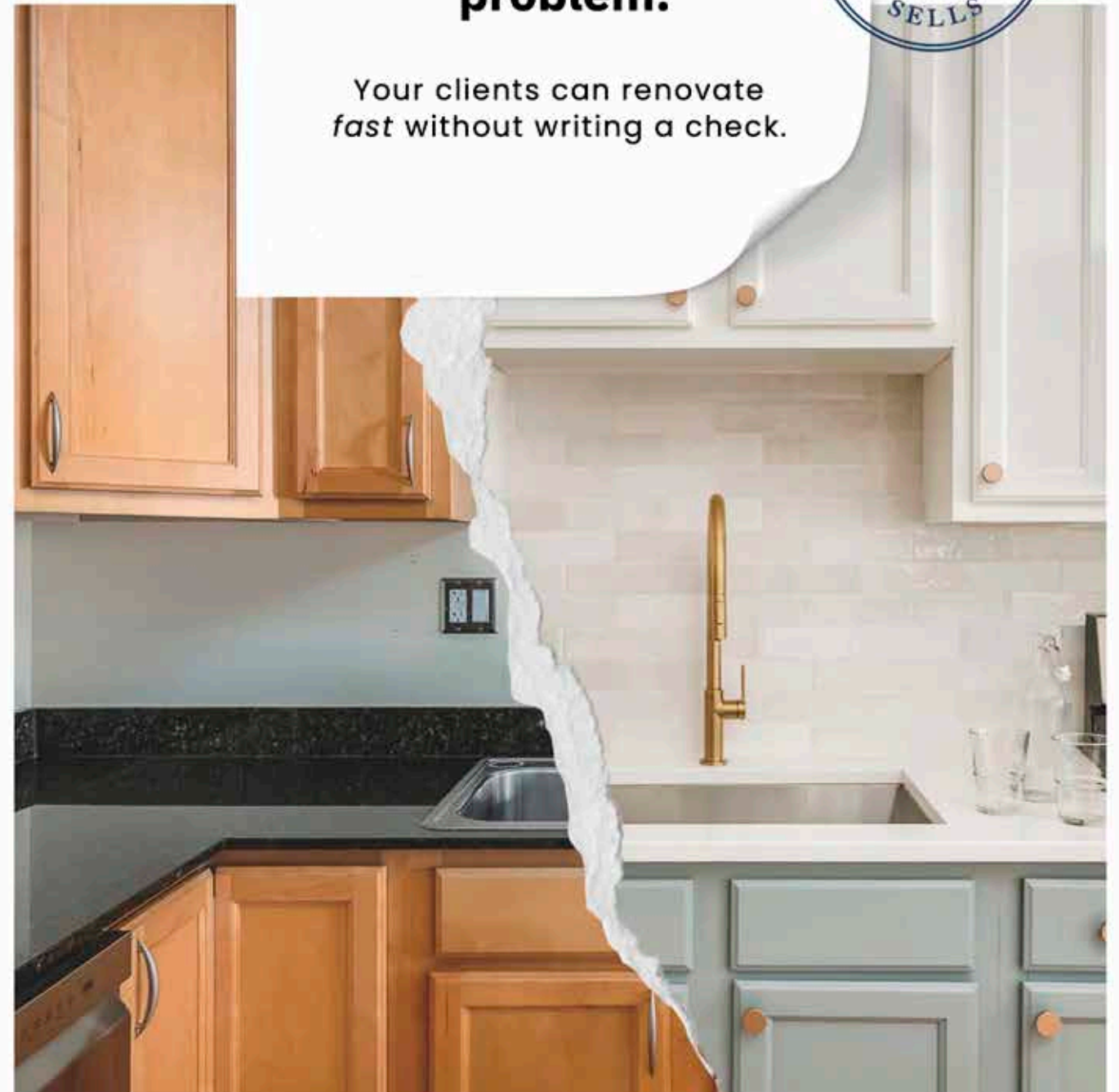
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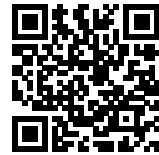
May 2, 2023

DC Metro Real Producers, you definitely know how to work hard and play even harder — rain or shine! Thank you for joining us at our May 2nd Lawnapalooza event at 11813 Centurion Way in Potomac, Maryland; and an especially loud shout-out to **Jennifer T. Chow** of the RLAH@properties! Her gorgeous listing provided the perfect setting for us to host a wonderful afternoon of backyard entertainment and meaningful connections within our DC Metro Real Producers community.

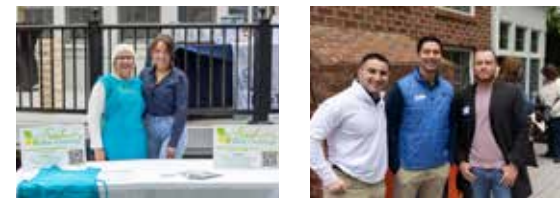
Extra special kudos to our valued sponsors, **Samson Properties** and **Bargain Movers**, for making this wildly fun event possible, as well as our table sponsors: **Truist**, **Fresh Home Cleaning**, **ProTec Inspection Services** and **Beautiful Home Services**. Last but not least, we appreciate **Ryan Corvello** and **HD BROS** for capturing the festivities, while **Curds & Cuts** kept us well fed!

We are forever grateful for everyone's continued support and attendance. You've made these DC Metro Real Producer events such a resounding success! We look forward to more memorable gatherings in the future as we continue to strengthen our community of top industry professionals.

P.S. Don't miss out on the lawn games' afterglow! Check out the awesome photos on our Facebook page or simply scan the QR code to revisit the memories we created together!



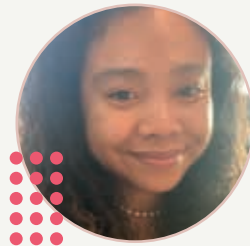
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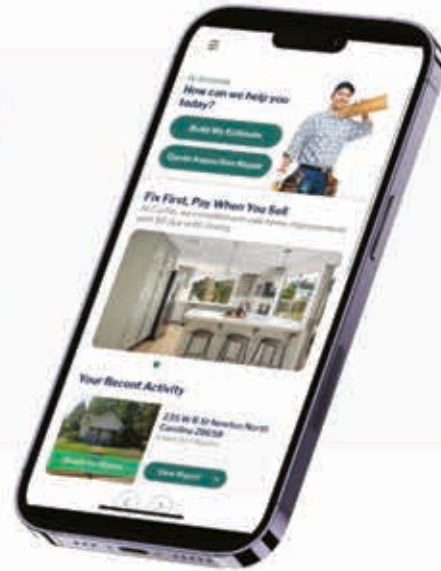


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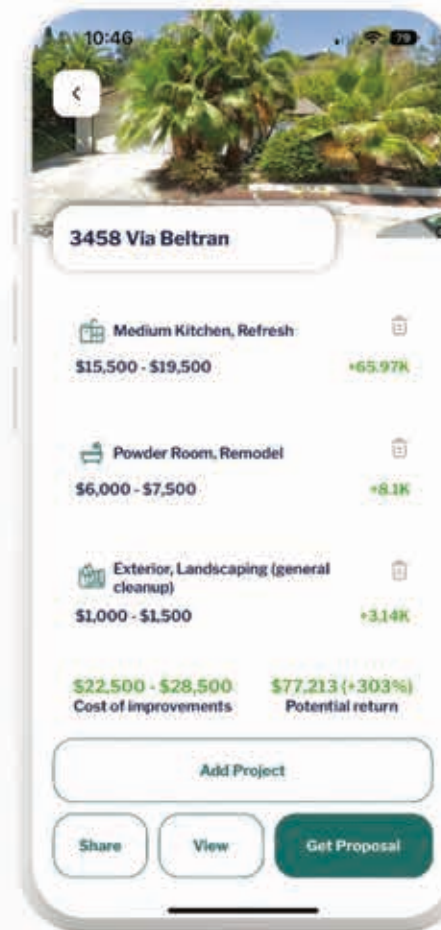
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# Where did you go on your favorite road trip ... and who were you with?



**ARINA VOZNESENSKAYA**  
Long & Foster Real Estate

My friend, Lilly, and I drove to Florida when I was 17, my senior year of high school. We were young, dumb and broke, and I taught her how to drive a stick shift car. I only taught her a couple days before we left, and while on the highway we realized I didn't teach her fifth gear. We had to keep pulling over on the highway. It was a very eventful trip!



**LUIS SOLANO**  
Compass

Mykonos, Greece — I was with my best friend who is also a Compass agent!



**MELISSA EBONG**  
Keller Williams Capital Properties

After I got engaged, we drove to Montreal, Canada, stopped along the way in some beautiful spots, ended at the Montreal Jazz Festival when we reached our destination, and now we go annually with our kids!



**MARIE-CLAIRE NTAM**  
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My favorite road trip was to Virginia Beach with my son!



**SCOTT GOLDBERG**  
Streamline Property Management

In college, someone walked into our living room one night and said "It's Mardi Gras, who wants to go to New Orleans?" So five guys piled into a Honda Accord and 19 hours later we arrived in the Big Easy.



**JAIME WILLIS**  
Compass

Drove from D.C. to San Francisco with my best friend and his dog. We visited Rocket City, Clinton's Presidential Library, the Grand Canyon, Vegas, Hoover Dam, collected magnets from every state we visited, and had a blast!



**SABINA KOYANI**  
RLAH @properties

Best road trip: Berlin-Nuremberg-Vienna-Szczecin with my sisters. We laughed, got lost, argued, and had a lot of sisters' love!



**STACY DELISLE**  
Impact Maryland Real Estate

My favorite road trip was in the spring of 2001 to cheer on the Terps men's basketball team during NCAA Championship weekend. I went with my college roommates, and we cheered them on to victory! It was an incredible weekend!



**JEN VO**  
Keller Williams Capital Properties

Impromptu road trip up and down the West Coast with my mom for her 70th birthday! Napa and Monterey Bay were gorgeous!



**MOLLY BRANSON**  
RLAH @properties

My sister and I did a road trip along the Garden Route in South Africa back in 2013. Apart from an incident involving the police and some locals who wouldn't leave us alone (that's a story for another time), it was an incredible experience that I would definitely do again!



**JULIAN VARO**  
Real Broker LLC

I drove in a weird, roundabout way the time I went with my wife to Puerto Rico. We drove from Georgia to Fort Lauderdale and we saved like 300 bucks by flying from Fort Lauderdale instead of Atlanta.



**SHERRY SKINNER**  
Interstate Moving & Storage, Inc.

In 2021, my husband, Richard, and I drove the most beautiful road trip: Phoenix, Arizona, to Sonora, Arizona, to the Grand Canyon through the Painted Desert, to Zion National Park, Utah, to Bryce Canyon National Park, Utah, and back to Las Vegas, Nevada. However, the craziest, most fun road trip ever was in 1989 with my girl-friend, Mimi: Two 20-something girls in a jeep traveling around Bali, Indonesia, for a week with no reservations (pre-cell/internet days) and just a "Lonely Planet" guidebook in hand.



**RICHARD EARLY**  
CrossCountry Mortgage

Traveled to the United Arab Emirates (Dubai) and stayed at the Atlantis Palm Resort with my wife Olga and her grandson and his new wife. We were there from September 25th until we arrived back home on the 5th of October last year. BEST VACATION EVER.



**CARA PEARLMAN**  
Compass

My all-time favorite road trip was with my husband and two kids over spring break in 2021. We drove to Florida where we stayed for a week. On the way down, we had an overnight stop in Charleston and then on the way home stopped in Savannah for the evening. But the time in the car was the most memorable; we listened to books on Audible, played Mad Libs and chatted about what we saw. It was probably our favorite family trip to date.



**STACY ALLWEIN**  
Real Broker LLC

My favorite road trip was in 2020 when things were opening up after COVID shutdown. We had just bought a new beach house and couldn't wait to get to Bethany Beach, Delaware, to see it. We had the car packed and it was a very fun trip with our two granddaughters, Adriana and Amira, anticipating how much fun we were going to have — and we sure did!



**GITIKA KAUL**  
Compass

It was from London to Wales with two college friends. Driving on the "wrong" side of the road was *not* easy. One friend rear-ended a car within the first five minutes. The other friend was chain-smoking due to stress and I could not handle it, so I ended up driving the bulk of the trip! I conquered and got us home safely while enjoying the countryside and Stonehenge views!

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By Tom Capretta, Esq.

## PREPARING TO SELL *Estate-Owned Property*

Different types of sellers present agents with different types of challenges, and estate sellers and their representatives can be especially challenging. These sellers are likely facing many stressors outside the sale of real estate. The grief and loss associated with the passing of a loved one can make the estate logistics and paperwork seem trivial. A skilled and knowledgeable real estate agent can help estate sellers navigate these waters with ease.

The first step in preparing an estate seller is to ensure that an estate probate case has been ‘opened’ in the appropriate jurisdiction. Maryland and D.C. treat estate sellers similarly. In order for an estate to sell a property in D.C. or Maryland, there must be a corresponding estate matter in the appropriate probate courts. The process of opening a probate case allows the courts to help answer important questions about the estate, including who has the authority to sign documents, such as real estate contracts and deeds, on behalf of the estate.

The person with the authority to administer the estate is referred to as the “Personal Representative” in both Maryland and D.C. When the probate courts open an estate case, they appoint a personal representative with the powers to administer the estate, including the power to sell the property owned by the estate. The documents that evidence this appointment are called the “Letters of Administration.” In most cases, the courts will grant these powers without conditions or limits. In some cases, however, the courts will require that permission be sought and specifically granted to sell real estate. The conditions, if they exist, will be found in the court’s administrative probate order. As an agent dealing with an estate seller, it will be helpful to know if you are dealing with a personal representative of the estate who has been granted letters of administration by the appropriate probate court, if the letters were recently granted by the court, and if there are any conditions on the sale of real estate. If an estate is having difficulty with these issues, we recommend

seeking the assistance of attorneys skilled in probate administration in Maryland and D.C. A good title company will likely have a list of vetted probate attorneys for a referral for your clients.

As you work with a personal representative of the estate to go under contract for the sale of the estate property, there are some other potential title issues that can present themselves. The most common potential issues are claims by individuals, other than the Personal Representative, that they are entitled to the property. In Maryland and D.C., this is most often an issue when there is a Last Will and Testament for the deceased. For instance, if there is a provision in the Will stating that the property should be distributed to some

individual other than the appointed Personal Representative, then in most cases, that individual will need to give their consent to the sale of the property. Regardless, if there is a Will, the title company will need to examine it. One way to help your sellers prepare is to inquire gently about distributions of property in the Will —if there are any — during the process of preparing for the sale.

There can be many other twists and turns in an estate sale: federal and state estate taxes, Maryland inheritance taxes, claims of creditors, and other contingencies can throw wrenches in the best laid estate plans. An informed agent working with an experienced title company can make the process much smoother for the sellers.



Tom Capretta is a settlement attorney with District Title, an MBH Settlement Group company, specializing in commercial transactions, including those with difficult estate issues. A D.C. area native, Tom returned to the region after law school and five years of service in the Army. When not at the closing table, you will find Tom on the running and cycling trails throughout the area.



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Photo by Ryan Corvello



# 123JUNK

## Revolutionizing Local Junk Removal

### ▶ partner spotlight

By Jason Collins

Tired of clutter taking over your home or office but dread the hassle of junk removal? Say goodbye to those worries, thanks to 123JUNK — the game-changing company revolutionizing junk removal in the DMV.

With a culture of excellence as one of their core values, combined with environmental stewardship and deep community ties, they're transforming an industry that can be a challenging hurdle into a seamless process that simplifies life.

#### FAMILY-OWNED BUSINESS

Collin Wheeler founded 123JUNK as a family-owned business in 2008, with a mission to make the junk removal process as stress-free as possible. Kevin Wheeler, Collin's younger brother, eventually joined the business, too, in a full-time capacity.

Kevin says one of the joys of working in a small business is the opportunity to wear many hats, allowing him to learn a lot about junk removal in a short amount of time. But his greatest enjoyment



Collin Wheeler (left) and Kevin Wheeler (right). (Photo by Ryan Corvello)

comes from interacting with people. Before being appointed as sales manager, Kevin worked in business development and built up a strong network of clients, including real estate agencies.

By working alongside his brother, Kevin also finds that his job brings a little extra motivation.

"Together, our family's drive is reflected in the company's commitment to providing top-notch customer service and creating a positive environment for employees," Kevin says.

#### 3 CORE VALUES

123JUNK recently celebrated its 15th anniversary. Kevin believes their success is a testament to the value of hard work, dedication, and a commitment to providing exceptional service. But it's their core values that have been the guiding force behind 123JUNK's operations, shaping its brand image and customer satisfaction.

"Maintaining a culture of excellence is one of our company's guiding principles," Kevin explains. "Personable service is a crucial aspect of any

job, but it holds a special significance in the junk removal industry. For many people, their possessions hold immense sentimental value, and it can be difficult to part with them."

"As junk removal professionals, providing personable service means understanding and empathizing with the emotions involved in parting with one's belongings," he continues. "It also means handling each item with care and respect, recognizing that each object has a unique history and significance to the owner."



Photo by Ryan Corvello



Photo by Ryan Corvello

At 123JUNK, Kevin points out they also recognize the importance of environmental stewardship and consider it another core value.

“We are committed to responsible disposal practices, including recycling and donating items that are in good condition,” Kevin comments. “At 123JUNK, we always operate with the best intentions and strive to provide the best service in the industry. We want our service to be the Lexus or the Mercedes Benz of junk removal.”

Lastly, Kevin points out that their business is extremely invested in the local communities they serve; so much so that they consider deep community ties as their third core value.

“We believe that giving back is an essential part of our work. Whether we’re helping out at local events, supporting charities, or finding ways to help our clients in need, we are dedicated to making a positive impact in the communities where we live and work.”



**“WE WANT OUR SERVICE TO BE THE LEXUS OR THE MERCEDES BENZ OF JUNK REMOVAL.”**

Photos by Ryan Corvello



**FAMILY FIRST**

Collin Wheeler (left, holding his son Riley) founded 123JUNK in 2008, and his brother, Kevin Wheeler (right, holding his son Charlie) joined him as manager of sales.

“This commitment to the community is not just a business strategy; it is a reflection of our values and our belief that we have a responsibility to give back to the people and places that have supported us throughout our lives. Helping others brings us fulfillment in our work and reinforces our belief that we are doing something truly valuable and meaningful,” Kevin adds.

**RELENTLESS PURSUIT OF IMPROVEMENT**

As Kevin looks towards the future, he says his team at 123JUNK is continuously striving to be better and to provide the best service in the industry, and he sees much growth ahead.

They are so committed to constant improvement that they regularly conduct case studies to identify areas where they can enhance services. This approach has resulted in almost 700 positive reviews on



Google, with the vast majority being five-star ratings.

“We live by the principle of ‘1 percent better,’ which reminds us to strive for continuous improvement in everything we do,” Kevin concludes with a touch of pride. “Our long-term goal is to continue growing and expanding into new locations, with the aim of creating more opportunities for our team members to develop and evolve within the organization. And with our

core values, we’re revolutionizing the junk removal industry, one client at a time.”

For more information, call 703-400-7645 or visit [www.123junk.com](http://www.123junk.com).





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# 40 UNDER 40

By Jess Wellar

We are delighted to bring forth a special edition of *DC Metro Real Producers*, showcasing the extraordinary individuals who have been honored as the 40 Under 40 in the real estate industry. These remarkable professionals are the trailblazers, trendsetters, and influencers to keep an eye on in the years ahead.

The honorees were selected not only for their outstanding real estate sales achievements but also for their professionalism, ambition, innovation, community engagement, and exceptional character. They serve as inspiring leaders, generously sharing their time, wisdom, and support with the next generation of REALTORS®.

Many of these exceptional agents have garnered accolades and recognition for their accomplishments in the field, actively contributing to nonprofit organizations and important causes. You may have already come across some of these remarkable individuals in our previous issues, and we are thrilled to showcase them once again in this special edition.

It is our privilege to present the DC Metro Real Producers 40 Under 40 Class of 2023, a group of not only outstanding agents but also extraordinary individuals who leave a lasting impact on both their clients and the community at large.

## ▶▶ 40 under 40: recognizing young achievers

### TAWFIK ANOUNKOU



**HomeSmart**  
**Age: 24 | Years in RE: 5 | 2022 Sales: \$8,339,000**

Tawfik Anounkou has found his true calling in helping others through his work. As a real estate agent with HomeSmart,

Tawfik is driven by his passion for making a positive impact on people's lives.

Tawfik's journey to becoming a REALTOR® began after working in various sales positions while pursuing a degree in cybersecurity. However, he felt a deep desire to make a meaningful difference in people's lives and found that real estate was the perfect avenue for him to do so.

Over the years, Tawfik has overcome significant challenges, such as transforming from an introvert to a more extroverted individual. Coming from a background where English is his second language,

he initially struggled with communication. However, he recognized the importance of effective communication in his profession and worked diligently to improve his skills. By overcoming these hurdles, Tawfik gained confidence in expressing himself and connecting with others.

What sets Tawfik apart from other agents is his strong work ethic, youthful energy, and genuine passion for building lasting client relationships. He goes above and beyond by educating his clients, ensuring they are well informed and empowered to make informed decisions throughout their real estate journey.

For Tawfik, success means engaging in what he loves on a daily basis, enjoying the freedom to control his schedule and time, and experiencing happiness

every day. He believes that true success goes beyond financial achievements and encompasses a sense of fulfillment and joy in one's chosen path.

Tawfik's dreams revolve around achieving financial freedom, retiring his parents, and establishing a lasting legacy for his family. He sees these goals as a driving force behind his dedication and hard work. Looking ahead, Tawfik's goals include exploring opportunities to invest in his business, acquiring rental properties, and maintaining a consistent gym routine.

Outside of his real estate career, Tawfik supports ESYDA Soccer, a local community soccer team. Giving back to the organization that played a significant role in his own soccer journey is a fulfilling way for Tawfik to contribute to his community.

## MICHAEL ALLWEIN

**Real Broker LLC**  
**Age: 27 | Years in RE: 8 | 2022 Sales: \$15,124,804**

With eight years of experience under his belt, Michael Allwein has proven himself to be an exceptional agent. On the Allwein Team at Real Broker LLC, Michael has built a reputation for his expertise and dedication to his clients.

Growing up around real estate, Michael was influenced by his mother, who was an agent, and his father, who flipped houses. It was no surprise that he eventually found his calling in this field. Before becoming a real estate agent, Michael dabbled in various ventures, including owning his own antique business and running

an eBay business. These experiences taught him the importance of entrepreneurship and honed his business acumen. As a real estate agent, Michael finds great satisfaction in the art of negotiation. He thrives on the challenge and enjoys playing hardball to secure the best outcomes for his clients. Balancing his laid-back and personable nature with a fierce business mindset, Michael sets himself apart from other agents in the industry.

For Michael, success means finding a happy work-life balance. It's not just about financial

achievements but also about enjoying a fulfilling personal life alongside professional accomplishments. To maintain this equilibrium, he has learned the importance of setting goals and time blocking, which has been a game changer in his business. Looking ahead, Michael has set his sights on surpassing last year's sales numbers and expanding his rental portfolio. Michael envisions, one day, settling down on a ranch in Texas with his supportive family: wife, Jacklyn, and their three daughters: Adriana, Amira & Malia.

Outside of real estate, Michael is a dedicated supporter of organizations like Platoon 22 and the Mental Health Association. He volunteers at various events throughout the year, assisting auctioneers during live auctions to raise funds for these worthy causes.



## ERICKA S. BLACK

**Coldwell Banker Realty**  
**Age: 38 | Years in RE: 11 | 2022 Sales: \$16,078,000**

An appointed member of the D.C. Real Estate Commission by Mayor Muriel Bowser, Ericka S. Black's passion for helping others achieve their dreams of homeownership and building wealth through real estate investments has been the driving force behind her 11-year career in the industry.

Ericka's journey started with her desire to inspire and help others invest in real estate to build generational wealth. Before entering the industry, she worked in the public policy field. In 2012, Ericka received her real estate license and started selling part-time while

working at the North Carolina governor's D.C. office. But when the governor lost the next election cycle, she decided to go all-in on real estate..

Ericka says growing her business and gaining people's trust as a new agent was one of the most significant challenges she has faced in her career. But she learned that real estate requires continuous investment and nurturing to succeed. Ericka's dedication to her clients is what sets her apart from other agents. She always puts clients' interests first and cares about their

financial well-being. Ericka loves when her clients tell her that she made them feel like they were her only client, no matter the selling price point.

Last year, Ericka was the #1 agent for units sold in Washington, D.C. for Coldwell Banker Realty. However, Ericka's passion for real estate is not just about making sales, but also about giving back to her community. She supports various organizations and charities and is committed to making a difference. Looking to the future, Ericka hopes to continue to grow her business and expand her philanthropic efforts. She wants to make a positive impact on the lives of as many people as possible and inspire others to achieve their dreams.



▶▶ 40 under 40: recognizing young achievers

# DELANEY BURGESS

RE/MAX United Real Estate

Age: 29 | Years in RE: 7 | 2022 Sales: \$30,000,000

Delaney Burgess is a force to be reckoned with in the real estate industry. Her dedication and hard work has paid off, as Delaney has become one of the top-performing agents at RE/MAX United Real Estate.

Delaney notes one of her most significant challenges was overcoming a lack of self-confidence. She knew that the industry could be unforgiving, and there were always more seasoned people doubting her abilities. However, Delaney learned to focus on her goals and block out negativity. She developed a mindset that helped her overcome self-doubt and

stay motivated. Her resilience has certainly paid off, and Delaney has now become a role model for young real estate agents looking to succeed in the industry.

Delaney's favorite part of being a real estate agent is the connections she's made with her clients. She loves helping them find their dream homes and forming lifelong relationships in the process. Her success has also allowed her to give back to the community; she supports Christmas in April as a volunteer and also volunteers at her church, serving and supporting various activities. Delaney says she is

firmly committed to making a positive impact in the lives of others and to never allow success to make her grow complacent.

Delaney still has big plans, and she's determined to achieve them. Her goal is to make it on NAR 30 under 30, travel to Europe, start a team of young agents to take over their area, get married, and own 10 rental properties within the next decade. Delaney knows that her dreams are ambitious, but she also knows that she has the drive and determination to make them a reality.



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# CASSIDY BURNS

eXp Realty

Age: 31 | Years in RE: 7 | 2022 Sales: \$11,216,000



Cassidy Burns has always been an ambitious person. Growing up in a small town, he had always dreamed of making something big out of himself. After years of working as a personal trainer, Cassidy realized that he needed a change in his career to allow more flexibility and financial freedom.

For the past seven years, Cassidy has realized that dream while working under the BPG Residential team. He says he loves the transactional side of things and the benefits his services bring to his clients and business.

However, being a father of a young boy, Cassidy says he's also had to face a major challenge of balancing work and fatherhood. He realized early on that being a father was the most important job on Earth, and his career came second. Cassidy continues to work hard to overcome this challenge and while learning how to balance both aspects of his life.

Despite being busy with work and family, Cassidy still has plenty of ambitious dreams and aspirations. His biggest personal dream is to attend every one of his son's little league games. Professionally, Cassidy aims to

sell 100 homes in 2023, build BPG Holdings to \$25 million in assets under management, and essentially double his real estate portfolio.

For Cassidy, success means becoming the man he was meant to be. He believes in leveraging great people, and without his team at BPG Residential, he says he couldn't provide the exceptional service his clients deserve. Cassidy is also a supporter of Big Brothers Big Sisters and is actively involved in their Christmas drives. He has been a "Big" since 2017 and still stays in touch with his "Little," Jamal, to this day.



## ALAN CHARGIN

**Keller Williams Capital Properties**

**Age: 34 | Years in RE: 3.5 | 2022 Sales: \$41,000,000**

After a short stint working for a restaurant group, Alan Chargin transitioned into real estate in 2018, inspired by his experiences as a buyer. He started his real estate career doing marketing and got licensed four years ago, becoming Keller Williams' national Rookie of the Year in 2020 when he closed \$34 million, while also becoming the highest-selling rookie of all time.

Alan credits his phenomenal success to approachability, genuineness, and balance. He says he prefers to be authentic, wearing a

T-shirt instead of a suit, and instead of prioritizing social media, he chooses to network directly with clients. He establishes relationships with clients at open houses, and his genuine nature allows them to connect with him. He focuses on their goals to earn their trust.

One of the biggest hurdles Alan says he's faced in his career is learning that boundaries are essential. While he's not perfect at achieving balance, it's always been his goal to be a standout businessman and a great father and husband. He admits that he still struggles with balance sometimes, but he continues to work at it every day.

Alan credits his wife for making his career success possible, allowing him to build a top real estate business while caring for their two young children. Looking ahead, Alan aims to transition from being a solo agent to developing a team, as he recently hired an administrative assistant as well as a buyer's agent. While Alan notes he still believes in the solo agent model, he understands that growing a team is the right move to achieve all his goals, both in business and at home. He's excited about what this new team will be able to accomplish in the coming year.



## TEDDY ROJANADIT CLARY

**Compass**

**Age: 34 | Years in RE: 5 | 2022 Sales: \$18,000,000**

Teddy Rojanadit Clary wakes up early in the morning and takes a deep breath, ready for another day as a real estate agent with Compass. As he gets out of bed, he takes a quick look at his phone to check for any urgent messages or emails from his clients.

Teddy always knew he wanted to be a real estate agent, having grown up around the industry. Before he started his career, he worked at Ryan Homes and then moved on to a top mortgage company. However, it wasn't until Teddy attended a Real Producers event that he truly realized his passion for the field; he was also featured as a *DC Metro*

*Real Producers'* Rising Star in December of 2021.

Teddy's favorite part of being a real estate agent is being able to be a resource for his clients. Whether it's referring them to his favorite restaurants or recommending a trusted contractor, he loves to be able to help them beyond just the buying and selling process.

With his lending background, Teddy understands the mortgage process, which makes him different from other agents. He knows what NOT to do during the buying

process, and this knowledge has helped his clients tremendously.

For Teddy, success means not having any idea what day of the week it is. He has found that not having a routine has been the biggest game changer in his business. It allows him to be flexible and adapt to the ever-changing nature of the industry.

As he looks towards the future, Teddy's goals are both personal and professional. He wants to continue enjoying his life and experiencing different cultures, while also growing his business and expanding his reach in the DMV area.

## SOPHIA CHEDRAUY

**eXp Realty**

**Age: 24 | Years in RE: 4 | 2022 Sales: \$26,097,686**

Sophia Chedrauy, a dynamic member of the Sold By Lily Team at RE/MAX Realty Group, continues to make waves in the real estate industry with her commitment to helping others, her empathetic approach, and her relentless pursuit of excellence.

Having grown up in a family where real estate was the heartbeat, Sophia's passion for the industry was ignited at a young age. Witnessing her mother's remarkable success as a rock-star agent, Sophia knew she had found her calling — a chance to continue the legacy and forge her own path.

But Sophia's journey wasn't without its challenges. As a young REALTOR® entering a competitive market, she faced skepticism and doubt. Undeterred, she saw this as an opportunity to grow and learn. By building connections, actively listening to clients' needs, and delivering personalized solutions, she proved her value and gained trust.

What sets Sophia apart is her empathetic nature. She recognizes that buying or selling a home is a deeply personal experience, and she takes the time to understand her clients' unique circumstances. For Sophia, success means finding peace and contentment in everything she does. It's about

waking up each day with purpose, doing work she loves, and making a positive impact on others' lives. She prioritizes meaningful relationships, personal well-being, and finding balance in a fast-paced world.

Looking ahead, Sophia envisions teaching seminars for new agents and even dreams of having a reality show for her team. But her immediate focus is on continuous growth, leadership development, and community involvement. She aspires to elevate the standards of excellence within the industry and inspire others to reach their full potential.



## SUMMER DAVIS

**Keller Williams Capital Properties**

**Age: 32 | Years in RE: 6 | 2022 Sales: \$5,000,000**

Summer Davis, a dedicated member of the Coalition Properties Group at Keller Williams Capital Properties, is a rising star in the real estate industry. With six years of experience, she has established herself as a knowledgeable agent, committed to empowering her community through real estate.

Before entering real estate, Summer worked in luxury retail sales but sought a change from the 9-to-5 grind for more freedom. Real estate became her new path, offering exciting opportunities.

One of Summer's significant challenges was learning to deliver tough truths instead of just telling people what they wanted to hear. As a self-described people pleaser, she found a balance between exceptional service and maintaining her own boundaries.

What sets Summer apart from other agents is her calmness, acting as her superpower. It balances out the impulsive behavior of some of her type-A clients. Her composure in high-pressure situations brings a sense of stability and reassurance to her clients, ensuring successful transactions.

Success, for Summer, means having the freedom to do what she wants. It means staying true to her word, and setting and achieving goals, no matter their size. Joining her team in 2019 was a game changer, opening up new opportunities and expanding her network.

Looking ahead, Summer has personal and professional goals. On a personal level, she plans a solo trip for total body detox, prioritizing self-care. Professionally, she aims to challenge herself by sharing her experiences and insights through vlogs on YouTube.



▶▶ 40 under 40: recognizing young achievers

# OLUWATUMININU DEMUREN

Real Brokerage LLC

Age: 34 | Years in RE: 11 | 2022 Sales: \$23,247,470



Oluwatumininu Demuren, also known as Tumi, always knew he wanted to follow in his father's footsteps and become a real estate agent. Growing up, he would accompany his father to showings and watch him prepare listing presentations, and once he graduated from Moravian College, he decided to pursue his real estate license.

Tumi faced one of his biggest challenges when he started as a young real estate agent at just 23 years old. He says many

clients and colleagues didn't take him seriously due to his age, but he overcame this obstacle by educating himself on all aspects of real estate and leveraging his father's contacts and resources.

Now, as a successful agent with over 11 years of experience, Tumi is a valued member of the Jason Martin Group. Tumi's favorite part of the job is meeting new people, and he believes that success is not only his personal success but also the success of his team. He dreams of taking over his father's real estate

development business and making it even more successful than it already is.

The biggest game changer for Tumi's business has been his team, which has helped him achieve his goals and provide even better service to his clients. Looking to the future, Tumi plans to pick up more buyers, educate his clients about the changing market, and establish a stronger social media presence. With his knowledge, experience, and drive, he's sure to continue making a positive impact on the industry for years to come.

▶▶ 40 under 40: recognizing young achievers

# ANDREW GOODMAN

RE/MAX Realty Services

Age: 40 | Years in RE: 18 | 2022 Sales: \$27,000,000



Andrew Goodman's journey in real estate began at the young age of 22. His motivation was clear: to become a reliable source for homebuyers and sellers, especially those within his own age group. Andrew aimed to be their trusted advisor, someone who understood their lifestyle and catered to their unique needs. Before becoming a REALTOR®, Andrew worked for a family-owned development company. This experience provided him with invaluable insights into the intricacies of home construction.

Andrew's path to success was not without challenges. Overcoming his age was one of the most significant hurdles he faced, as he had to prove to potential clients that he was not just a young face but a committed

professional who would go the extra mile to ensure their satisfaction.

Andrew's favorite aspect of being a real estate agent is the flexibility it offers. While he is dedicated to providing exceptional service to his clients, he also cherishes the freedom to be there for his family. Andrew attributes a significant game changer in his business to his wife. Her love, support, and partnership have been instrumental in his personal growth and success as an agent. With her by his side, Andrew has become a more organized and fulfilled individual, which directly translates into being the best real estate agent he can be.

Andrew's goals over the next year encompass both personal and

professional aspects of his life. He aims to establish streamlined processes that will enhance his ability to serve his clients while also ensuring that he never misses a game or event in which his children are involved. Striking a balance between his family life and his career is of paramount importance to Andrew.

Beyond his real estate endeavors, Andrew and his wife have established a nonprofit organization called Goodman Cares. This organization's mission is to raise funds and awareness for Lyme disease research, a cause close to their hearts. Having personally experienced the challenges of Lyme disease, Andrew is dedicated to contributing to research and providing support to others affected by this illness.

# ABEL GEBREMICHAEL

Keller Williams Capital Properties

Age: 35 | Years in RE: 6 | 2022 Sales: \$16,900,000



Abel Gebremichael exemplifies the spirit of dedication and perseverance in the real estate industry. With six years of experience under his belt, Abel has made a name for himself as a valuable member of the Coalition Properties Group at Keller Williams Capital Properties.

Before embarking on his real estate journey, Abel worked as a bartender, honing his people skills and developing a strong work ethic. However, his true calling lay in the realm of real estate, where he could combine his love for the industry with his natural ability to connect with others. One of the biggest

challenges Abel faced was overcoming his fear of public speaking. Recognizing the importance of effective communication in his field, he decided to face his fear head-on. Abel discovered that taking action and stepping out of his comfort zone was the key to personal growth. As a real estate agent, Abel finds great fulfillment in the investing aspect of the business. His specialization in a specific asset class, namely multifamily properties in the D.C. area, sets him apart from other agents.

For Abel, success is defined by accomplishing what he sets out to do and overcoming the trap of procrastination. By following a focused schedule that

prioritizes the activities that yield the most results, he has experienced a game-changing shift in his business. This approach has allowed him to maximize his productivity and achieve remarkable outcomes. Looking ahead, Abel has clear goals for the coming year. On a personal level, he aims to build a portfolio of assets that generate passive income, providing financial stability and freedom. Additionally, he plans to continue his passion for travel by embarking on overseas adventures twice a year.

# JENNIFER GREGORSKI

Washington Fine Properties

Age: 32 | Years in RE: 10 | 2022 Sales: \$24,610,500



Jennifer Gregorski strives to help her clients find the perfect homes. With a decade of experience, Jennifer has built a successful business and has become one of the most respected agents in the area, with a sales volume of over \$24 million in the past year.

Her friendly and outgoing personality, as well as her ability to connect with people and make the home-buying or selling process stress free, has made Jennifer a sought-after agent in the industry.

Expanding her market was a challenge for Jennifer, but her brand is now known as "Bay to Beltway," which allows her to

connect and serve clients from the Chesapeake Bay area to Washington, D.C. metro area and bring her unique perspective to a wider audience.

Jennifer's lifelong dream is to own a waterfront home, and she and her husband are currently living one house from the water. However, she is determined to own her own piece of waterfront paradise one day.

Maintaining a good work-life balance is essential for Jennifer, and she believes that success is not just about meeting her business goals but also about taking time for herself and enjoying life outside of work.

Looking ahead, Jennifer has big goals for the rest of the year and beyond. Personally, she aims to break 100 in golf and read 20 books in the coming year. Professionally, she has just hired a marketing assistant and is eager to get on a regular marketing schedule and reach her sales volume goal of \$30 million.

Jennifer is also deeply committed to giving back to her community by supporting a number of organizations and charities. For her, being a successful agent is not just about making money, but also about making a positive impact on the world around her.

# JAMES GREGORY

Washington Fine Properties

Age: 36 | Years in RE: 14 | 2022 Sales: \$23,443,575

As a third-generation real estate agent, James Gregory grew up around the business and saw firsthand the positive impact his family had on helping clients improve their lives, create stability for their families, and build wealth through homeownership.

Before starting his career in real estate, James worked as an inclusions counselor for special needs children and ran small businesses selling produce from his gardens, mowing lawns, and shoveling snow. His experience in running small businesses gave him the freedom, challenges, and personal growth he craved.

James got into the industry right after the financial crisis, a challenging time to be a young agent in one of the worst real estate markets on record. Despite the odds, he

persevered and learned a lot more than he earned in the first few years. Over the past 14 years, James and his team, The McCormick Gregory Team, have been a part of numerous market cycles, helping hundreds of families realize their real estate goals.

Building lifelong friendships where they can help families achieve stability and build wealth through real estate is James's favorite part of being a real estate agent. He and his team focus on relationships over transactions, treating their clients like family by offering them straightforward and tangible advice.

James is a D.C. native so he has a good feel for the local trends and foresight of what areas will make the best investments over the next market cycle. His team is down-to-earth and makes what can be a challenging and emotional process both fun and rewarding.

Success, to James, means evolving from individual goals to empowering others to achieve their goals and impact their family trees for generations to come. As his business grows, he hopes to have a further-reaching positive impact on his networks and community.

One of James's goals for the rest of this year into next year is to buy and renovate another D.C. home and build a small ADU on a piece of land they own.



# SAMANTHA JOHNSON

Keller Williams Preferred Properties

Age: 37 | Years in RE: 5 | 2022 Sales: \$11,000,000



Samantha Johnson entered the real estate industry after experiencing the joy of purchasing her own home. She finds fulfillment in being a valuable resource to her community, providing guidance and support to clients as they make one of the most significant investments of their lives.

Before embarking on her real estate career, Samantha served as the managing partner of Dream Plumbing Services for five years. Through this experience, Samantha gained the confidence needed to succeed in a competitive industry where she often found herself in rooms where she stood out.

The favorite aspect of Samantha's real estate career lies in the endless opportunities it offers and the privilege of being involved in every step of her clients' real estate journeys, from the initial call to the settlement table. What sets Samantha apart from other agents is her focus on finding solutions rather than dwelling on problems. This mindset aligns with the BOLD Law at Keller Williams and has become a guiding principle for her professional endeavors.

Transitioning from a team to a solo agent has been the most significant game changer in Samantha's business. While a difficult decision, it has proven to be a

necessary step in her personal and professional growth.

Among Samantha's aspirations is the desire to create affordable housing through the development of microcommunities in Prince George's County, Maryland. Inspired by a visit to a tiny home community in Atlanta, she envisions the positive impact such initiatives can have for first-time homebuyers in her community. As she looks to the future, Samantha's goal is to embrace each day and be fully present in both her personal and professional life. While she aims for continued success as an agent, she also values creating lasting memories with her loved ones.

# KEITH JAMES

Keller Williams Capital Properties

Age: 35 | Years in RE: 6 | 2022 Sales\*: \$170,000,000 (\*Team)

Keith James has always been driven by a desire to help others achieve their goals. Growing up in a challenging neighborhood, Keith faced numerous obstacles, but he refused to let them define his future. As a real estate investor, Keith started building his portfolio in that same neighborhood at the age of 23.

Before entering the real estate industry, Keith worked in corporate America, managing a sales territory that spanned nine states. However, he felt compelled to pursue a different path, one that would allow him to make a meaningful impact on people's lives. Becoming a real estate agent was his way of becoming a bridge for others, helping them reach their desired destinations and build wealth along the way.

As a real estate agent, Keith finds fulfillment in more than just buying and selling houses. He sees himself as a facilitator of positive change, empowering individuals and giving back to the community. One of the biggest game changers in Keith's career has been partnering with two business associates he deeply admires. This collaboration allows him to focus on his strengths — building and creating raving fans — while collectively building a successful business.

For Keith, success is not only measured by financial achievements but also by the opportunities he can provide for his children. His biggest dream is to ensure his kids graduate from college without the burden of debt, giving them the freedom to

pursue their passions and thrive.

Looking ahead, Keith has ambitious goals. Professionally, he aims to help grow the Coalition business to 400 homes, where he would be responsible for 100 of those transactions. He also plans to complete his most significant renovation project in Shaw, D.C. On a personal level, he plans to take 12 kids to Africa, exposing them to new experiences and cultures, and provide a scholarship to a student attending Tuskegee University. Keith also actively supports organizations that align with his values, serving on the Board of Directors for All Abroad Inc., which exposes kids to life abroad, and the Advisory Board of NFTE, where he teaches entrepreneurship skills to young individuals.



# JARRIEL JORDAN

The Home Team Realty Group

Age: 26 | Years in RE: 5 | 2022 Sales: \$13,900,000

With five years of experience in the industry, Jarriel Jordan has already established himself as a top-performing real estate agent, having sold almost \$14 million in the last year alone.

Before pursuing a career in real estate, Jarriel was a DI football player at the University of Richmond. He faced the challenge of being a minority student at a predominantly white institution, but was determined to make a difference. He found his voice by speaking up in class and joining various student organizations, and served as a mentor to other students of diverse backgrounds.

Jarriel prides himself on his youthful approach and personality, making the process of buying and selling real estate

enjoyable for his clients. His definition of success is to have an entire brokerage that runs by itself, allowing him to be hands-off with his real estate business.

Jarriel's biggest dream is to be on and win Family Feud, a game show he watches every day. As an investor himself, Jarriel approaches his clients from a different perspective, helping them strategize how to add value to a property within budget. He has over 100,000 followers on TikTok, which generates plenty of buyer/seller leads per week for him.

Jarriel's goals for the remainder of the year include finding a better work-life balance to spend more time with his 1-year-old son and family as he gets married next April. Jarriel also supports Jacobs Ladder Youth Foundation, a family-owned nonprofit.



▶▶ 40 under 40: recognizing young achievers

# JAMES T. KIM

McEneaney Associates

Age: 35 | Years in RE: 7 | 2022 Sales: \$28,500,000



James T. Kim, a dedicated real estate agent at

McEneaney Associates,

is driven by a deep desire to bring the dream of homeownership to people from all walks of life. With seven years of experience in the industry, James has established himself as a trusted and skilled professional.

Before entering the world of real estate, James worked as a financial analyst for a commercial real estate brokerage in Paris. His background in finance provided him with a solid understanding of the

market dynamics and the financial aspects of real estate transactions. Additionally, he has experience in educational consulting, which further enhances his ability to provide valuable guidance to his clients.

Overcoming the challenge of self-comparison, James learned the importance of staying true to his own path. His favorite part of being an agent is solving unique problems for clients, offering curated solutions for their specific needs. James stands out by maintaining a fun and personable approach while ensuring business success.

Looking ahead, James has ambitious goals for the coming year. On a professional level, he aims to continue growing his business and is actively seeking growth-minded individuals to join his team. He values qualities such as grit, results-driven mindset, leadership abilities, wealth-building focus, teamwork, and humility. Additionally, James is passionate about supporting organizations that promote positive change. He is involved with REALE (Real Estate Agents Leading Electrification), a group of real estate agents from various brokerages who are dedicated to spearheading the electrification movement in Washington, D.C.

# ROB KROP

Keller Williams Realty Centre

Age: 36 | Years in RE: 18 | 2022 Sales\*: \$76,640,219 (\*Team)

Rob Krop's passion for real estate was ignited by his family's struggle to find a reliable REALTOR®, prompting him to obtain his license at the age of 18. What started as a limited listing company soon evolved into a thriving career that weathered the storm of the market crash in 2008.

As the lead of the Rob Krop Team at Keller Williams Realty Centre, Rob thrives on being an integral part of his clients' significant transactions. His favorite aspect of the profession lies in the art of negotiation, utilizing his expertise to secure favorable deals for his clients. What sets him apart from others in the field is his dedication to actively listening to his clients and understanding their needs. By guiding them toward properties they may not have

considered, he helps them discover their dream homes.

Rob's tenacity and resilience have been tested through significant challenges. He navigated the loss of his best friend and business partner, an ordeal marked by greed and theft. From this experience, he gained invaluable insights into partnership dynamics, the importance of communication, and the necessity of having crucial conversations during tough times.

The biggest game changer in Rob's business has been leveraging a supportive back-end staff, which has streamlined processes and enhanced the real estate experience for both clients and agents. This strategic move has significantly reduced the team's workload, allowing for

greater freedom and the ability to enjoy life's exceptional moments without sacrificing professional responsibilities.

Looking ahead, Rob and his team aim to become the number one team in Frederick, Maryland, by focusing on strategic growth and innovative approaches to connect with potential clients. Outside of work, Rob dedicates himself to supporting SHP (Sleep in Heavenly Peace), an organization committed to ensuring that no child in their community sleeps on the floor. Through fundraising efforts and hands-on involvement, Rob and his team build beds for children, embodying their commitment to making a difference in the lives of local youth.



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## ▶▶ 40 under 40: recognizing young achievers

# RACHEL LEVEY

### Compass

Age: 36 | Years in RE: 11 | 2022 Sales: \$25,078,132

Rachel Levey knows that buying a home is the kind of high-stakes experience that requires thoughtful support, a clear sounding board, and smart advice — exactly the kinds of things a close friend can offer. And that's just what Rachel brings to every client relationship: a sense of friendship, with the added benefits of sharp guidance, extensive experience and a whole lot of talent.

Eleven years ago, Rachel brought her love for exploring new neighborhoods and catching up on HGTV to a new career helping friends find their perfect homes in the D.C. area. Her commitment to treating her clients with the care she brings to her friendships has carried her through her skyrocketing career.

Last year alone, Rachel hit \$25 million in sales volume.

Rachel's favorite part of being a REALTOR® is the constantly changing nature of her job. She loves meeting new people, exploring new areas, and touring new properties. Most importantly, she enjoys guiding first-time homebuyers through the process and seeing their joy when they get the keys to their new home.

When talking about how she defines success, Rachel is clear — success is measured by the satisfaction of her clients in finding their new home; not the number of transactions or total sales.

When not showing houses, you will find Rachel actively involved in her

community. She supports a number of charities and local schools, including the Palisades Community Association, Key Elementary School, the Community Preschool of the Palisades and the Washington Legal Clinic.

Looking forward, Rachel is focused on building her career and expanding her network, including client appreciation events and finding time to be more philanthropically involved in the community as a volunteer. She is always striving for a great work-life balance as a mom of three. She hopes to travel more (a passion of hers) and, as a self-proclaimed “soccer mom,” to learn the rules of soccer to truly earn her title.



## ▶▶ 40 under 40: recognizing young achievers

# SAM MEDVENE

### Century 21 Redwood Realty

Age: 30 | Years in RE: 6 | 2022 Sales: \$33,047,307

With his focus on collaboration, continuous improvement, and heartfelt service, Sam Medvene is a trusted advisor and ally for anyone navigating the complex world of real estate in Washington, D.C.

As founder of the esteemed District Line Property Group, Sam has a strong background in construction and a genuine desire to help people. But before venturing into real estate, Sam had a diverse range of experiences. He worked in restaurants, catering, and even customized apparel sales during his college years. After graduating, he delved into the world of high-end landscaping, where he gained valuable insights into finance and operations. Throughout it all, Sam maintained a

personal interest in real estate, buying and selling properties on the side.

Sam attributes his real estate success to the mentorship he received, the support of his community, and the incredible tribe he calls his family, friends, and clients. Through their guidance and encouragement, Sam discovered how to add value to an industry he has known his whole life. He finds fulfillment in helping individuals navigate what is often their largest financial transaction.

As an entrepreneur and business owner, Sam has faced his fair share of challenges. One of his biggest obstacles has been finding a balance between his entrepreneurial spirit and the finite resource of time. Being a naturally curious and adventurous

person, he often wants to say “yes” to new opportunities and experiences. However, he has come to realize that time is a precious asset, and finding the right balance is crucial for personal and professional growth.

Sam's current goals include marrying his fiancée, embarking on a six-to-eight-month sabbatical to travel, and spending quality time with his loved ones. Professionally, he is always striving to enhance the client experience through improved efficiencies and the use of technology, ensuring that he continues to be a valuable resource for his clients. Sam values the connections he makes with people and recognizes that real estate provides a platform for him to help others achieve generational wealth.



# LINDSAY LUCAS

### Compass

Age: 38 | Years in RE: 15 | 2022 Sales: \$42,931,200

Lindsay Lucas has been in the business for over 15 years and was recently promoted to senior vice president, while also being recognized as the number one solo real estate agent at Compass. She absolutely loves her job and says she has always enjoyed helping her clients transition into their next chapter in life.

Before becoming a real estate agent, Lindsay worked at a large private equity firm in Washington, D.C. However, she found her true

calling in real estate, where she could utilize her people skills and knack for connecting with others.

Lindsay credits Docusign as the biggest game changer for her business, making document signing faster and more efficient for everyone, and giving her more time to focus on her clients.

When asked about her goals for the rest of this year and next, Lindsay expressed a desire to learn how to play golf. She is also an avid tennis player. If she isn't on the tennis court or selling real estate, Lindsay will be having a great time and going on new adventures with her two sons.



# CHRISTINE NIEVA

### Deausen Realty & RLAH Real Estate

Age: 32 | Years in RE: 7 | 2022 Sales: \$22,120,152

Christine Nieva has made a profound impact on her clients' lives through her work. With a background in nursing and a desire to expand her influence beyond the hospital, Christine found her calling in the world of real estate. Her journey began while commuting to the hospital, listening to stories of success in the industry and realizing the opportunities it presented. Despite working as a full-time nurse, Christine sold four homes in her first year, igniting an unexplainable passion within her. She saw the potential for improvement and felt compelled to pursue real estate further.

Overcoming challenges is something Christine knows well. In 2017, she was involved in a major car accident that left her with serious injuries. Many would have seen this as a setback, but Christine saw it as a silver lining — a wake-up call to

reassess her life's path. She chose to take risks, find happiness in fulfilling work, and never look back. The accident became a catalyst for her success, driving her to work harder than ever before.

What Christine values most about being a real estate agent is the profound influence she has on people's lives. By diving deep into her clients' needs and forming lifelong relationships, she creates a lasting impact beyond the transaction. Her commitment to personalized experiences and genuine care sets her apart from other agents. Christine understands that success begins with self-care, enabling her to serve others wholeheartedly. To Christine, success means finding happiness within

oneself, nurturing healthy relationships, and feeling content with one's life's work. She believes in protecting her name and reputation by conducting business with integrity, always aiming for excellence and providing authoritative guidance to her clients.

Christine's aspirations extend beyond her real estate career. She aims to expand her influence through digital platforms like YouTube, own international properties, experience real estate development, and become the owner of an apartment building. Personally, she hopes to start a family and explore different cultures through travel. Additionally, Christine supports various charities and organizations in the Philippines, where her family and roots lie.



▶▶ 40 under 40: recognizing young achievers

# NICOLE POWELL

Compass

Age: 37 | Years in RE: 2 | 2022 Sales: \$18,000,000

Nicole Powell is a saleswoman at heart, and as a real estate agent, she has found her true calling. Helping people find their dream homes is what she says she loves the most about the industry.

Before becoming executive director of The Bowers Group, Nicole worked in sales in various industries. However, she saw the lack of representation for women in the real estate industry and knew it was where she was meant to be.

One of Nicole's biggest challenges has been finding the balance between work and family. Her children were used to seeing her at home, working

as a small business owner, but now that she's out meeting clients and showing homes, it's been a transition for her family. But Nicole has proven to her children that the changes and sacrifices are worth it, and they support her in her career.

Nicole thrives on the challenges that come with real estate. Every day is different, and no two deals or clients are alike. She takes pride in being a proactive agent who doesn't wait for opportunities to come to her.

Meeting her husband, who works in commercial real estate, has been a game-changer for Nicole's business. They've been able to connect each

other's clients to help them with their needs, providing a unique level of service that other agents don't have.

Nicole's bucket list includes visiting Turkey, Bethlehem, and Lebanon, where her family has roots. Outside of work, she supports PetConnect Rescue, a local pet rescue organization. She and her family are foster parents to dogs in need, and they've helped organize a successful fundraiser for the organization. Nicole's next personal goal is to add some investment properties to her portfolio.



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# OMER RESHID

Douglas Elliman

Age: 21 | Years in RE: 4 | 2022 Sales: \$13,125,000

Omer Reshid is determined to provide exceptional service and be the go-to real estate guy for his clients. His passion is helping people find their dream homes or sell their properties for top dollar.

Before becoming a real estate agent, Omer had a career in public service. His previous experiences give him a unique skill set that he brings to his work as a real estate agent. He has strong communication skills, a commitment to customer service, and a deep understanding of the needs and priorities of the community.

One of the biggest challenges that Omer has had to overcome in his real estate career is the fear of being young and not being taken seriously. He started in real estate when he was only 19 years old, and at that age, he was selling homes to people who were often twice his age. It was a daunting experience, and he had to work hard to prove himself.

However, Omer quickly learned that his age didn't matter as much as his knowledge and expertise in the field. As long as he is exceptional at what he does and knows his craft inside and out, he finds

that people are willing to put their trust in him regardless of his age.

Omer's career aspirations are to become the #1 trusted real estate agent in the area, to build a team that shares the same values and commitment to exceptional service that he does, and to start building homes in the Baltimore community where he grew up. He has a deep connection to this area, and he believes that by building high-quality, affordable homes, he can contribute to the growth and development of the community.

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# BRETT RUBIN

Compass

Age: 39 | Years in RE: 5 | 2022 Sales: \$24,800,000



Brett Rubin's background in mortgage lending, corporate sales, and real estate investing has given him the skill set and professional experience necessary to thrive in real estate. Now with the Bowers Group, Brett is known for his unique approach to working with clients.

Brett notes one of the biggest challenges he had to overcome was breaking away from the traditional career path and trusting himself to bet on his own abilities. After years of working for others, he finally took the plunge and invested everything he had into jump-starting his real estate career. It was a difficult decision, but one that has paid off exponentially.

Looking forward, Brett is excited for the continual challenges that the market brings. He hopes to grow his team further and invest in other ancillary businesses to create a more robust portfolio of complementary services.

Brett goes to all his showings with a flashlight and is always ready to get into a crawlspace, under a deck, or into an attic to find any issues in a home before the home inspector. He tells his buyer clients that his job isn't to give them reasons to buy a home, but to find all the reasons why they shouldn't. This approach builds trust and

shows that they are on the same team. When selling homes, Brett takes a similar approach, looking for issues before they are found and using his previous experience as an analyst to dissect housing data to show market trends in a way that the average person can understand.

Brett notes success is happiness, which can be achieved in many ways, and he defines success as being truly happy and fulfilled in what you do each day. Brett says he's just happy to go to work every day and spend time with his friends and family.

▶▶ 40 under 40: recognizing young achievers

# ANTHONY SALINAS

TTR Sotheby's International Realty

Age: 39 | Years in RE: 6 | 2022 Sales: \$9,620,175



Anthony Salinas is a remarkable individual who possesses a true love for Washington, D.C., and the metro area, and his contributions to the real estate industry and his community have been outstanding. With an extensive background in real estate marketing and a wealth of experience negotiating with top companies, Anthony has consistently surpassed his projected goals.

As an agent with TTR Sotheby's International Realty, he has

demonstrated an exceptional level of expertise and professionalism, consistently exceeding his clients' expectations. Known for his positive attitude and impressive communication skills, his primary business is generated by his sphere referrals.

Originally from Louisiana, Anthony has always aspired to live in the nation's capital. Through hard work, determination, and an unwavering commitment to excellence, he has become a true leader in the real estate field.

Beyond his impressive professional achievements, Anthony is actively involved in numerous organizations throughout the area. His dedication to community engagement and his passion for making a positive impact are evident in his commitment to giving back and supporting local initiatives. He understands the importance of building strong relationships and fostering a sense of community within the real estate industry and beyond.



# MIGUEL SABA

Compass

Age: 36 | Years in RE: 5 | 2022 Sales: \$17,000,000

Miguel Saba has always been fascinated by the home-buying

process. So much so, that after purchasing his own home, he decided to become a real estate agent. His goal was to help others achieve the same dream of homeownership while making the process as comfortable and stress-free as possible.

Before becoming a Compass agent, Miguel worked for Marriott Global Sales, where he managed top corporate accounts and travel schedules. He brought his 10 years of corporate America experience to real estate, and his clients have

benefited from his professional service and unmatched creativity in negotiations.

Miguel faced an insurmountable challenge when he lost his father in a car accident and his mother to cancer in the same year. While dealing with the heartbreak, he also had to manage all of the dealings with death, including finances, houses, funerals, and work. He learned that life can be short and you have to work hard but also be efficient and successful enough to enjoy it.

One of Miguel's biggest dreams is to be able to play golf on various courses around the world, while

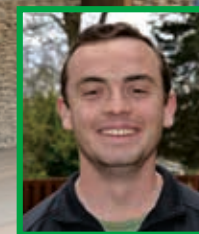
still helping sell homes. His favorite part of being a real estate agent is helping people with one of the most important decisions of their entire lives. He wants everyone to be happy with their moves, whether it is buying, selling, or investing.

Miguel supports Comfort Cases and his local Darnestown Elementary School. He created an annual golf charity event, hosted at Bretton Woods golf course, designed to bring the community together and raise money for their local school and organization. Last year, they raised over \$8,000, and this year, they hope to get to \$10,000.

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▶▶ 40 under 40: recognizing young achievers

# SIMON SARVER

**Karta Properties**

**Age: 36 | Years in RE: 9 | 2022 Sales: \$23,000,000**

Simon Sarver has always been attracted to the industry as a way to make a direct impact on people's lives. After years of working as an analyst with the Department of Energy and various retail and service jobs in his youth, Simon found that real estate was the perfect combination of his skills and interests. At Karta Properties, he enjoys using his natural talent as an extrovert and his knowledge of the local market to help clients make important decisions about their future.

One of the biggest challenges Simon has faced was learning to be disciplined with his time. He says he thrives in an environment where each day is

different, but he soon realized that his success depended on a structured and regimented approach. He developed a time-blocked schedule and learned to stay disciplined, which helped him reach \$23 million in sales last year.

Simon's ultimate goal is to create generational wealth for his clients, a passion fueled by his background as an immigrant from the Soviet Union. He understands the value of financial knowledge and wants to help others break down financial barriers and create lasting legacies.

Simon's approach to real estate has always been centered on people, not outcomes. By focusing on the

service-oriented aspects of his job, helping clients build wealth, and developing successful strategies, he has created a fulfilling career for himself.

As a team lead, Simon now enjoys helping other agents grow and succeed, taking the same care and guidance in their businesses as he does his own. But despite the demands of his profession, Simon says he prioritizes his personal life, too. While perhaps a little cliché, Simon's greatest goal is to have it all: achieving harmony in his work and personal lives, and to be the best husband and father he can be.



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# ROMY SINGH

**RE/MAX Platinum Realty**

**Age: 38 | Years in RE: 13 | 2022 Sales: Approx. \$20,000,000**

Known for his passion, knowledge, and dedication to his clients,

Romy Singh's impressive sales volume is a testament to the work ethic and tireless energy he brings to RE/MAX Platinum Realty.

While Romy spent time in the corporate world following his graduation from the University of Maryland, College Park, he always knew his future lay in entrepreneurship. Exploratory investments in a variety of industries ultimately led him to real estate and he was immediately hooked by the complexity,

the lucrative possibilities, and the sheer hustle required to compete at a high level.

However, in spite of his enthusiasm, success did not come easily. Business acumen and relationship building were almost second nature, but Romy struggled to proactively market his services — asking for business simply felt awkward and unnatural. Fortunately, he was able to cultivate a small but loyal referral network, giving him the time to develop the marketing skills necessary to sustain a profitable portfolio.

Thirteen years later, Romy's experience in the industry has given him the confidence to create his own unique definition of success: satisfaction and smiles. He's also come to realize that authenticity is the most powerful differentiator, eschewing formal attire for a more relaxed, personal aesthetic and treating new clients with the same open mind and respect he gives his closest friends.

Perhaps most importantly, Romy hasn't finished his own journey. While he hopes to one day earn a Ph.D. in real estate and become a name brand in the industry, he believes it's just as important to be recognized for integrity, reliability, and genuine love for the work itself.

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## ▶▶ 40 under 40: recognizing young achievers

# SVEN SKARIE

**Long and Foster**

**Age: 40 | Years in RE: 11 | 2022 Sales: \$15,500,000**

Sven Skarie has always been drawn to building relationships with people. It was this natural ability that led him to become a successful real estate agent. He has been in the business for over a decade, and in that time, he has developed a reputation for being one of the most trustworthy and reliable agents in the D.C. metro area.

Before becoming a real estate agent, Sven was working two jobs and looking for more stability. His stepfather, Chuck Bailey, asked him to join his team as an assistant and he jumped at the chance to work

with Chuck; and it was through this experience that he discovered his true passion for real estate.

One of Sven's favorite parts of being a real estate agent is developing long-term relationships with his clients. He has a natural ability to connect with people and to understand their needs. He uses technology and systems to work more efficiently, but he says he always takes the time to explain things to his clients and to make sure they understand every step of the process. He believes that success is about constantly growing and learning, and he's always setting new goals and finding ways to challenge himself.

Sven has a bucket list of things he wants to accomplish, including writing an Oscar-nominated screenplay, organizing a large family reunion for both sides of his family, and scuba diving on the top five reefs in the world.

Sven is not only dedicated to his clients, he's also passionate about giving back to his community. He supports Impact Real Estate Charity with a quarterly donation to help local businesses.



## ▶▶ 40 under 40: recognizing young achievers

# CRAIG SWORD

**Company: Compass**

**Age: 38 | Years in RE: 5 | 2022 Sales: \$22,000,000**

Craig Sword is a passionate Compass real estate agent who is committed to helping his clients in the DMV community. Craig's success in the real estate business over the past five years has been the result of his dedication, transparency, education, and determination. His work ethic is unparalleled, and he always strives to provide the best possible service to his clients.

Before becoming a real estate agent, Craig worked in corporate sales management in the financial tech industry. However, Craig says he felt a strong

desire to serve his community and decided to become a real estate agent. He has never looked back since then.

Craig has big dreams and aspirations, noting he wants to grow his team, become a professional leader in his community, provide mentorship, and travel. He also believes that success means providing the best possible service to his clients and fellow agents.

Craig points out the growth of his team has been a game changer for him, and he has also received mentorship from some of the best REALTORS® in the DMV. He has set

some ambitious goals for the rest of this year and the next, hoping to achieve a sales volume of \$30 million and complete over 50 transactions in 2023. He also wants to travel as much as possible with his family.

On a personal level, Craig supports organizations such as JDRF and Saint Jude's Children's Hospital. He notes he is always looking for ways to give back to the community and make a positive impact in people's lives. With his big dreams and ambitious goals, there's little doubt that Craig is sure to achieve even more success in the future.



# BARAK SKY

**Long & Foster Real Estate**

**Age: 36 | Years in RE: 16 | 2022 Sales: \$99,322,676**

Barak Sky has always been a people person, and when he graduated from college, he knew exactly what he wanted to do. He became a real estate agent and joined the Long & Foster Real Estate team. Barak quickly found success in the industry and became a valuable member of The Sky Group.

Despite his success, Barak still faces challenges. Just recently, he had three transactions that went sideways at the same time. It was a tough situation, but Barak learned that he needed to focus on what he could control and not let the stress of what he couldn't consume him. It was an important

lesson that he carries with him as he continues to grow his business.

One of Barak's dreams is to have a "dream garage" filled with his favorite cars and games. He is a car enthusiast and loves everything about them. However, Barak says his true passion is working with people. He loves meeting new people and creating new relationships, and he is grateful for the opportunity to be a part of so many people's lives.

Barak believes that what sets him apart from other agents is his personality and approach to business. He believes in teaching his clients what they need to know and empowering them to make the best decisions for

themselves. He never pushes his opinions or agenda on them, and he is always willing to go the extra mile.

For Barak, success means happy clients and a happy life. He also knows that hiring the right people is the key to growing his business, and he is always on the lookout for new talent to join his team.

One organization that is close to Barak's heart is the ALZ Association. He has seen firsthand the impact of Alzheimer's disease on families, and he wants to do his part to help find a cure.

# DINA THOMAS

**RLAH @properties**

**Age: 38 | Years in RE: 3 | 2022 Sales: \$25,000,000**

During the COVID-19 pandemic, Dina Thomas felt the need to make a shift in her career. With a young child at home, she wanted something that could connect her to people and help her family financially. Having dabbled in real estate in New York City before moving to the D.C. area, she decided to pursue it as a full-time career. She spent six weeks studying and got her Virginia license, followed by her D.C. and Maryland licenses.

Before becoming a real estate agent, Dina had been an actor almost all her life and still acts in

D.C. She has now been fortunate enough to work throughout the city at Studio, Shakespeare Theatre, and Theater J.

Dina says she has found that there is a stigma that people can have that once you become a mom, you lose your ambition and that can be super frustrating. She just had her second child a month ago and has managed to push herself harder than she ever has before. Dina wants to show people that she can have children, have her business, and still be onstage.

And her favorite part of being a real estate agent? The people. Dina has made some of her best friends in real estate, whether it's other agents or her clients. One of her clients is even her full-time babysitter now! She also enjoys helping with educating clients, especially with first-time homebuyers who often aren't familiar with the steps, and walking them through the process. It's an "unbelievable feeling" on closing day, she adds.



►► 40 under 40: recognizing young achievers

# MONIQUE VAN BLARICOM

RLAH @properties  
Age: 28 | Years in RE: 3 | 2022 Sales: \$14,612,277



Monique Van Blaricom transitioned to real estate after leading an advocacy-based nonprofit organization called The Root Cause Coalition. Her transition allowed her to continue making a positive impact on people's lives as Monique is passionate about making the process of buying a home easier for first-time buyers.

refused to let these challenges hold her back.

To overcome these obstacles, she focused on building her knowledge of the D.C. real estate market, staying up-to-date on industry trends and best practices, and networking with other agents and industry professionals. Through determination and hard work, she established herself as a successful agent in the competitive D.C. real estate market even as a rookie agent. This experience taught her the importance of taking risks, being adaptable, and embracing new opportunities.

lives. She feels that the process of buying a home can be daunting and overwhelming, especially for first-time buyers. Being able to make the process easier for them and helping them achieve their dreams of home-ownership and investment is her favorite part of being a real estate agent.

Starting her real estate career as a solo agent during the height of the pandemic was a daunting task that seemed almost impossible at first. Being a D.C. transplant from the Chicago suburbs, having only moved to the area a few years prior and starting in real estate at 26, Monique had no institutional connections or large network in the area to rely on as she built her business. But she

As a real estate agent, Monique enjoys helping her clients navigate one of the most important moments of their

One of Monique's biggest life dreams is to travel to every country in the world. She has always loved traveling and exploring new cultures, cuisines, and landscapes. She believes that travel is not just a form of entertainment or pleasure but a way to broaden horizons, challenge assumptions, and gain a deeper understanding of the world.



# JULIAN VARO

Real Broker, LLC  
Age: 31 | Years in RE: 3 | 2022 Sales: \$7,371,900

Julian Varo has always been interested in real estate, from his childhood memories of his grandparents explaining cooperatives to his mother becoming an agent while he was in middle school to his successful landlord during his early years at Georgia Tech. It was the combination of all these experiences that motivated him to become a real estate agent himself.

schedule that worked for him. He had always been used to working according to his supervisors' schedules, attending meetings, and training sessions, but now he had to create his own schedule that was efficient and effective. He worked hard to achieve that, and it paid off in the end.

every country on Earth and traveling to another planet.

Starting his own business came with its own set of challenges. One of the biggest hurdles Julian says he had to overcome was developing a

Julian's biggest dream is to create his own brokerage and develop communities that provide self-sustaining food to all its residents. He notes he wants to purchase at least one rental property every year for the rest of his life, and his bucket-list items include traveling to

Julian has plenty of goals for the next year, both personally and professionally: His personal goals include going to the gym five times a week, traveling to at least two different countries, buying another investment property, and purchasing his favorite car, the Kia Telluride. His professional goals are to finish this year strong with \$10 million in sales and obtain his broker's license in 2024. Julian is determined to succeed and is always striving to be the best possible version of himself.

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# ALLIE VASQUEZ

**Charis Realty Group**  
Age: 39 | Years in RE: 8 | 2022 Sales: \$16,265,161

Allie Vasquez is a member of the Vasquez Team at Charis Realty Group, specializing in serving the Spanish-speaking community in the D.C. metro area. Her journey to becoming a successful real estate agent started when her REALTOR® heard her speaking Spanish and suggested that she would be a great fit for the industry. Allie was motivated to help her community and got her license three months after closing on her own home.

Before pursuing a career in real estate, Allie was a high school Spanish and Chinese teacher for a decade. She faced her biggest challenge when she transitioned from being the sole breadwinner in her family as a teacher to a

commission-only real estate agent. Her situation became more complicated when she became a single mother of two young boys. However, she persevered and worked even harder to ensure that she could provide a better life for her family.

Allie's favorite part of being an agent is coming up with creative solutions to issues that other agents may not be able to resolve. Her empathy and experience in teaching children allow her to understand her clients' needs better and set realistic expectations.

Success, to Allie, means freedom, the ability to make decisions without worrying about the consequences. Social media has been the biggest game changer in her business,

allowing her to reach a wider audience and showcase her expertise in content creation and videos.

For the rest of the year and into the next, Allie aims to stabilize her 10+ rental properties and generate a larger income from them. She also plans to take a trip to Japan and the Philippines. Her long-term goals include buying a vacation home and using her real estate career as her "play money" while generating enough wealth from her investment portfolio to live comfortably. She hopes that her sons will one day understand the sacrifices she made for them and the magnitude of the business she created while they were young.



# JEN VO

**Keller Williams Capital Properties**  
Age: 38 | Years in RE: 5 | 2022 Sales: \$14,000,000

Jen Vo has always known she wanted to be a real estate agent since she was in middle school. She notes her father, also in the business, was an inspiration to her.

Jen's clients are always impressed with her attention to detail and her personal investment in each transaction. She says her favorite part of the job is calling clients to congratulate them on a successful negotiation and she always goes above and beyond to help her clients achieve their goals.

Jen has big plans for the upcoming year, both personally and professionally. She wants to help her clients navigate the upcoming shift in the industry while also making time to travel more with her family. She remains confident in

her ability to face any challenge that comes her way, having already overcome so much.

When she isn't working, Jen loves to travel with her family. One of her biggest dreams is to take her children to see the world, starting with a visit to each continent. She is also passionate about giving back to the community and supports organizations such as Comfort Cases and Children's Hospital.

For Jen, success means being free to live her best life while helping others. With her personal investment in each transaction and her dedication to her clients, Jen is sure to continue to achieve great things in her real estate career.



# VAL VINSON

**Century 21 Redwood Realty**  
Age: 37 | Years in RE: 6 | 2022 Sales: \$25,400,000

Val Vinson has always been drawn to the world of real estate. She saw it as an opportunity to make some

extra money during her summers off from her job as an elementary school music teacher. But her motivation for entering the industry went beyond just earning a few extra dollars. She had a negative experience with a REALTOR® when purchasing her own home and saw a need for more agents who truly cared about their clients.

Val has been in the real estate industry for six years now and is a natural with

her good heart. She loves educating her buyers and sellers and works tirelessly to ensure they have a positive experience from start to finish.

Val overcame a seemingly insurmountable challenge when her dad committed suicide when she was 19 years old. She says she turned that heartache into her superpower and has used it to motivate her in every aspect of her life.

The biggest game changer in Val's business has been making

sure staging and photography for her listings were top-notch, even when houses were selling like hotcakes. She says she never cuts corners and works around the clock to make deals happen for her clients.

Val's personal dream is to travel and show her three daughters the world. To Val, success means a complete stranger tells her they love looking at her listings when she walks into a local grocery store.



# DAVID WAGNER

**RE/MAX Realty Centre**  
Age: 37 | Years in RE: 13 | 2022 Sales: \$19,000,000

David Wagner has always been a person who enjoyed helping and guiding people, which is what initially drew him to law school. But after leaving school, he realized that he wanted to find a career outside the legal profession that provided a similar opportunity. With a family background in sales and real estate settlements, David decided to jump into the real estate industry and it turned out to be the perfect fit.

Currently with RE/MAX Realty Centre, David has

spent the past 13 years growing his business and helping his clients through the often stressful process of buying or selling a home. One of the challenges David says he faced was leaving the team he had been a part of for seven years to start his own business. Although working for a team was a source of comfort and security, striking out on his own turned out to be the best decision he ever made. He now focuses on how many clients he can impact, rather than just the volume of sales or the amount of money he can make.

What sets David apart from other agents is his focus on creating a balance in his life between work and family. His biggest aspiration is to travel with his children and show them the world. He's also a big supporter of Children's Miracle Network, and donates a portion of his commission from every transaction to the organization. He even hosts multiple fundraisers throughout the year, including Dr. Bear's Closet, to support kids who need a sense of normalcy and remind them what it's like to be a kid.





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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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Teams and Individuals Closed Data from Jan. 1 to May 31, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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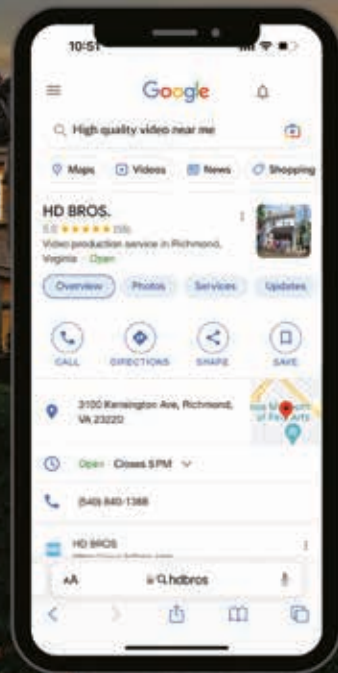


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