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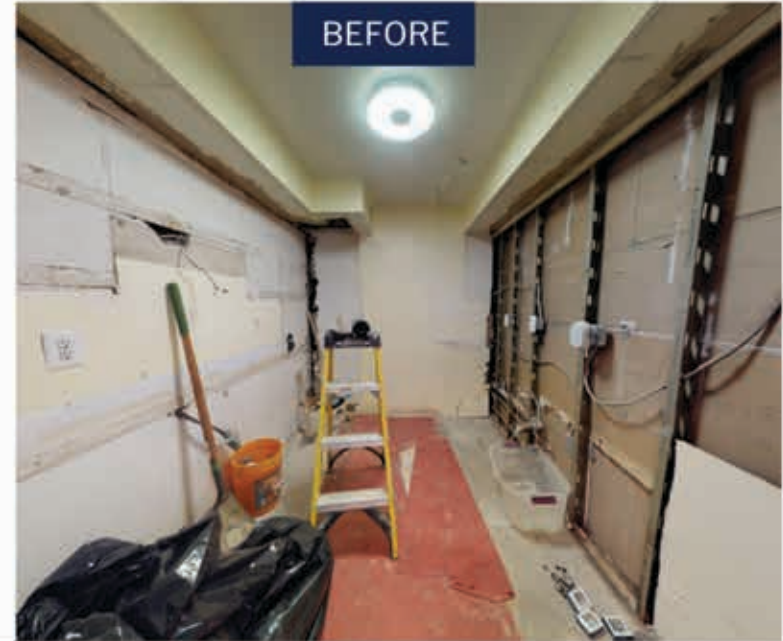
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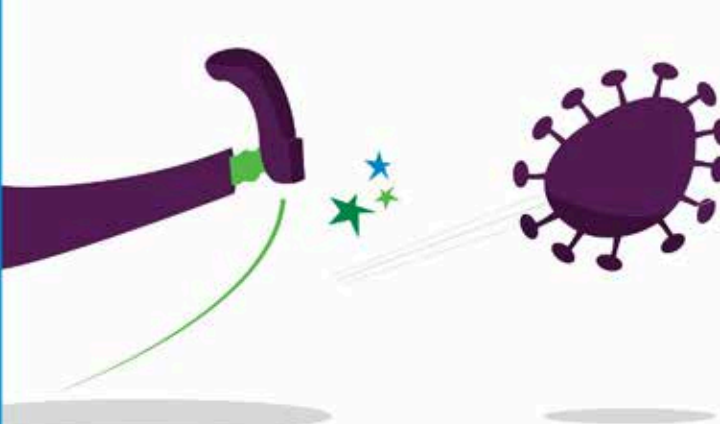
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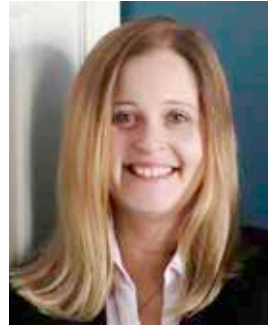
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hello, summer!

►► publisher's note

Dear DC Metro Real Producers,

As the summer season unfolds, I want to personally wish you a happy and refreshing June ... and a Happy Father's Day to all the hardworking dads out there! This month marks the start of warmer weather, longer days, and the perfect time to enjoy the great outdoors. Whether you're planning on taking a vacation, spending time with friends and family, or just enjoying some much-needed downtime, I hope that you make the most of this wonderful time of the year.

While you're enjoying your summer adventures, I wanted to take a minute to reflect on the importance of being empathetic and accountable. As you're in the process of assisting clients with buying or selling a property, you may be working with a number of parties who are responsible for getting that deal to the closing table. It's important to remember that these professionals are people, too, and they also deserve a break to recharge and refresh.

Top agents should also understand the importance of maintaining communication with their clients, especially

when they're 'OOO' for more than 24 hours. That's why they will always leave a designated, reliable agent who can assist with any urgent matters or concerns that may arise with a client while they're unplugging. This way, you can be assured that your clients are being taken care of, even if you are not physically present to show a house, for example.

This practice not only demonstrates a high level of professionalism and responsibility but also shows your clients that you care about their needs and are committed to providing the best possible service. Nothing is more frustrating than trying to reach an agent who is on vacation and has not left a backup contact... But as top 500 real estate agents, you probably already understand this and strive to meet those expectations!

So as you embark on your summer adventures, I encourage you to communicate openly and honestly with your clients about your schedule. By doing so, you build a strong and trusting relationship with your clients that will help you achieve your real estate goals.

With this in mind, I hope that you can relax and enjoy your summer! We look forward to seeing you all again at our next big event in the fall.

This month, we're pleased that preferred partners **Metro Capitol Home Inspection Services** and **Town & Country Move Management** have joined the DC Metro Real Producers family. Welcome!

With gratitude,



Kristin Brindley
Owner/Publisher
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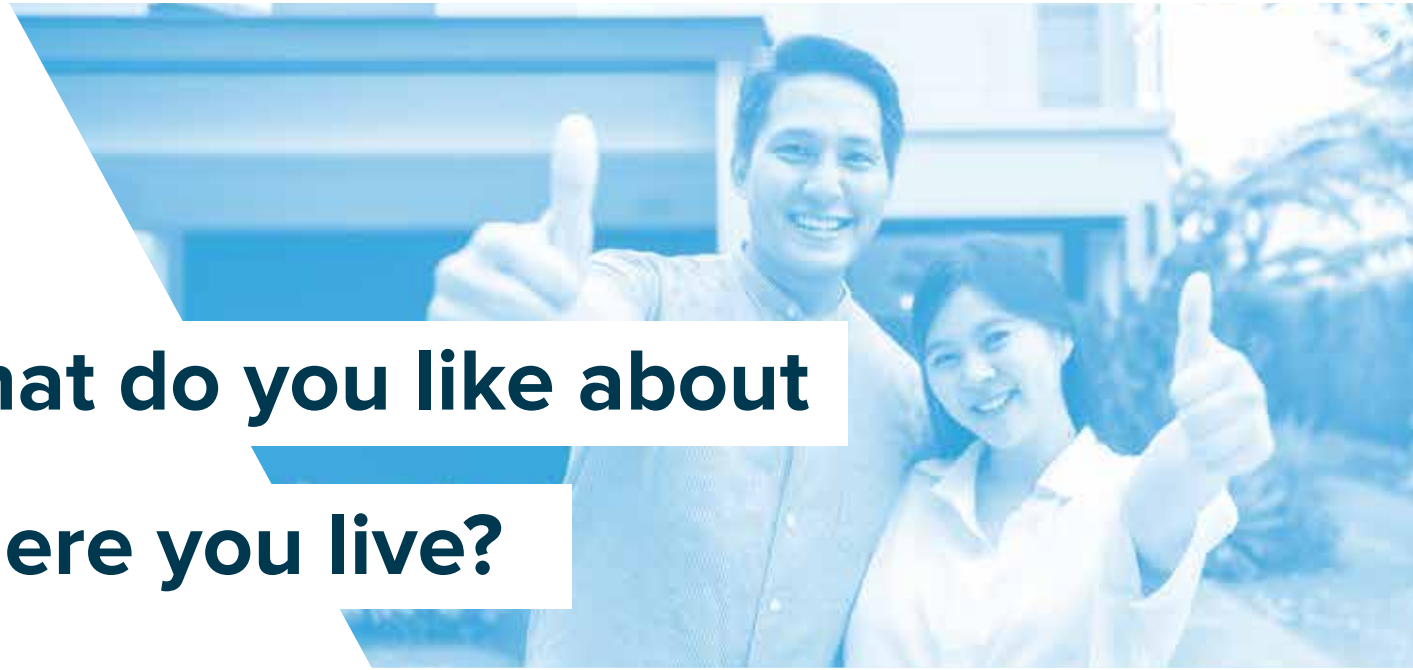


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What do you like about where you live?



LAUREN DAVIS
TTR Sotheby's International Realty
I love being able to walk everywhere!



ANNALISA CARTER
Keller Williams Preferred Properties
Where I live, it's close to D.C. and Virginia, but it's still considered southern Maryland ... so it's suburban and near the city. We're near National Harbor and there's so much to do there! It's such a nice vibe, the beauty of this area, the sense of community, and cool things like a race track, a marina, a golf course and a small airport — all hidden gems I can't find anywhere else. I've lived here now for 12 years!



MICHAEL HARGREAVES
TTR Sotheby's International Realty
I love the neighborhood I live in, there are only about 700 houses surrounded by Rock Creek Park. It's in the center of the city, but still surrounded by nature, and we were the first community to eliminate racial covenants — so it's still very racially diverse. And everyone is friendly.



MIKE AUBREY
Berkshire Hathaway HomeServices PenFed Realty
My wife and I are actively searching in northwest D.C. and we really like that we can be in the city but it feels like the suburbs. Also, the schools are great!



MEGAN CONWAY
Compass
I live in Mount Pleasant and it's truly a village with an incredibly supportive group of people. Plus access to Rock Creek Park!



ELIZABETH LAVETTE
Washington Fine Properties
I live in Chevy Chase Village and I just love the convenience of it, the services they provide, the overall community and it's a beautiful neighborhood!



KEITH JAMES
Keller Williams Capital Properties
I live in Prince George's County and what I like most is the sense of community, foundation and how everyone is willing to help one another. I think a lot about tribe, and I have a tribe of people in my area that I can count on and call on that just make it super warm and welcoming.



FARSHAD MOHSENI
The ONE Street Company
I live in Germantown, Maryland, and am under contract now for a house in Kentland. Everyone's very connected, mutual friends with everyone else, and we can all relate.



ARINA VOZNESENSKAYA
Long & Foster Real Estate
I love Kensington, I've been in this area for about 15 years. It's a very tight-knit community, close to D.C., lots of diversity, the school systems are great, and just overall I love how cute it is! I moved to the DMV from a different country and I think the diversity and the fact that we are in a mixing bowl of people from all over the world is so awesome.



LUIS SOLANO
Compass
I just moved to D.C. from Virginia and have lived in Silver Spring on the Maryland side, so I've lived all over the DMV. I love the entire area — it's so multicultural, everyone is from somewhere else. The city is really interesting and people are so friendly, so smart, and they're always willing to help. For me as an immigrant coming from Venezuela, it's important to me to feel like I'm a part of something!



MELISSA EBONG
Keller Williams Capital Properties
I live in Cheverly about five minutes outside of northeast D.C. I love all the kids in the neighborhood. We have Cheverly Day, there are farmers' markets, and everyone is super neighborly and very fun!



DARYL JUDY
Washington Fine Properties
What I love about where I live is the diversity of being in D.C.! I love the fact that I meet the greatest people and clients are moving here from all over the world. Diverse and the properties are different as well. Love all the "cityburbs."



SCOTT GOLDBERG
Streamline Management, LLC
We can walk to multiple bars. I stand by my statement.



MARIE-CLAIRE NTAM
Keller Williams Capital Properties
What I love most about where I live is outdoor space where I can continue to be active outside year-round. I live in Gaithersburg, there is a 50K state park nearby that I love to visit!



MARIA KOLICK
RE/MAX Realty Centre
I love that there is so much to do. I live on the Gaithersburg side of Damascus. I can walk out my door and go hiking, or drive over to the Monacacy River and go biking or kayaking. Black Hills Park is not far, and there are tons of fishing holes. Not to mention the beer farms, the wine vineyards, and Jimmie Cone Icecream. What is not to love?



JIM BROWN
Turning Point Real Estate
I consider myself to be lucky to live, work, raise a family, and serve as "mayor" for the town of Poolesville, Maryland. Living in a place that is so close to D.C., yet right in the middle of Montgomery County's Ag Reserve, makes our town like no other in the region. Great schools, safe streets, kayaking on the Potomac, hiking Sugarloaf Mountain, surrounded by farms ... What's not to like? We are also an actual municipality — over 150 years old — so our actual residents make the decisions on the direction of the town. Much to love here in Poolesville.

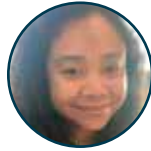


SEAN BRINK
Coldwell Banker Realty
Frederick, Maryland, is often considered a great place to live by its residents and visitors alike. It's a historic city located in western Maryland, known for its charming downtown area, beautiful parks, and excellent schools. Frederick has a rich history dating back to the 18th century, with many well-preserved historic buildings and landmarks that attract tourists from around the country. The city also has a thriving arts and cultural scene, with numerous galleries, theaters, and festivals throughout the year. In addition to its cultural offerings, Frederick is also known for its excellent schools and the city's proximity to major metropolitan areas like Baltimore and Washington, D.C. also provides residents with access to a wide range of employment, entertainment, and cultural opportunities.



BRUCE WERTZ
Cranford & Associates, LLC

I love living in the North Kensington/Wheaton area of Silver Spring, Maryland, and have been there 17 years now. The proximity to D.C., local shopping and major travel routes is one part of it, but the real thing my family and I enjoy is the neighborhood atmosphere. People still talk to each other — we actually know our neighbors' names! Having joined the neighborhood pool, we have created friendships that last beyond Labor Day and extend throughout the year. The schools are awesome, too! Einstein High School has one of the best arts programs I have ever seen. From performing to visual, the arts rule and my kids have benefited enormously from being involved during their times there. And, let's not forget the awesome dining opportunities — all sorts of ethnic and American cuisines to choose from and enjoy.



YELINA GYAMFI
Curds and Cuts DMV

I was born and raised in Maryland all my life, and what I love about my area is the diversity and how cultured Maryland can be. I also love that we get to experience all four seasons throughout the year and Maryland is a close distance for travel to D.C. and Northern Virginia.



STACY ALLWEIN
Real Broker, LLC

I live in New Market, Maryland, and have lived here for almost 33 years (in three different homes). I LOVE where we live. It is a fabulous, family-friendly community that has something to offer for all ages. When we moved here in 1990, I was convinced it was a short-term stop and never imagined we would raise our family and now our grandchildren would be living here as well. There are homes that suit everyone's needs, outdoor spaces, lakes, parks, great schools, but most of all the community. I truly love where I live and work.



STACY DELISLE
IMPACT Maryland Real Estate

We LOVE living in the Villages of Urbana! From the incredible sense of community, high walkability, and numerous amenities, to the top-rated schools, local small businesses and increasing diversity, it has provided our family with a deep sense of "home." So much so that we TRIED to move away several years ago, but sold our newly built home and moved back less than a year later!



JEN VO
Keller Williams Capital Properties

I love the diversity in Germantown!



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▶▶ marketing matters

By Todd Lebowitz

How Your PERSONALITY TYPE Should Inform Your LEAD STRATEGY

Every agent is different and brings a unique dynamic to their role. It's better to focus on your strengths when it comes to lead generation, rather than forcing a method that's not right for you. Here are three classic agent types and some options that align with their needs. Take these tips to better narrow your lead strategy.

THE INTROVERT

Although the industry often attracts outgoing people, there are plenty of ways to draw in leads without going cold into a packed room full of strangers.

1. Leverage online platforms.

Communicate through written messages, emails or video recordings.

2. Create valuable content. Share valuable content related to real estate on your website and social media channels. It can help attract potential clients and establish you as an expert in your field.

3. Focus on your niche. Choose an area of real estate where you excel, and market yourself as an expert in that area through advertising and content marketing.

THE SOCIAL BUTTERFLY

1. Attend networking events. Use your outgoing personality to connect with people and make a lasting impression.

2. Let your personality shine on social media. Host live events or start a podcast — anything where you can show off your gift for being dynamic and engaging.

3. Cold call. Gregarious real estate agents can use their outgoing personality to their advantage when cold calling potential clients. Use your charm and persuasion skills to win over potential clients.

4. Collaborate with other professionals. Sometimes, outgoing agents can find themselves with too many connections, which can eat into a schedule. Choose connections that make the most sense to network with.

THE PERPETUALLY BUSY

Maybe not so much a personality as a stage of life, this agent's schedule is always jam-packed between clients, family, and social demands. It feels like there's never enough time to work on lead generation.

1. Focus on client relationships.

Gregarious real estate agents can build strong relationships with their clients by taking the time to get to know them and understand their needs. They can use their outgoing personality to connect with clients on a personal level and make them feel valued.

2. Use online advertising. Consider running targeted online advertising campaigns to reach potential clients in your area. It can be a cost-effective way to reach a large audience.

3. Use technology to automate tasks.

Automate email campaigns, chatbots, and social media scheduling to batch lead-generating tasks.

4. Qualify your leads.

Prioritize and focus on quality over quantity.



With more than 25 years of experience, Todd Lebowitz is CEO and owner of My Marketing Matters, which he runs with his business partner Ram Devaguptapu. Together, they have grown the company to be a recognized leader in real estate marketing with more than 20,000 clients locally, regionally, and nationwide.



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WORDS OF WISDOM FROM THIS MONTH'S FEATURES



LARRY LESSIN

Save 6

"Family, particularly when your kids are young, is a lot of work. Be there and make time for your family. Clients are going to come and go, but your family won't. You have to be available for your family. Take the time. Make the time."



BARRETT STARLING

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BLAKE HERING

The ONE Street Company

"Having the blessing to work with my family for 10 years really shaped my work ethic, to always prove yourself and work hard. My father stressed to me that everyone is replaceable, so always give 100 percent."



CHANIN WISLER

First Washington Mortgage

"I just like helping and educating people. I teach multiple CE classes for the Greater Capital Association of REALTORS® and the Maryland Land Title Association. The joy in this job is educating people and seeing them get into the homes they want to be in and getting a good rate ... getting a mortgage that is suitable for them."





Photo by Ryan Corvello

CHANIN WISLER

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When people have the tools they need, they have success within reach. It's an approach you take each day through your work with clients — helping them understand the process and the milestones along the way. That's why it's so important to have a partner at your side who has the same approach in all they do. And that's exactly what you experience when you and your clients work with Loan Officer Chanin Wisler with First Washington Mortgage.

"I just like helping and educating people. I teach multiple CE classes for the Greater Capital Association of REALTORS® and the Maryland Land Title Association," Chanin says. "The joy in this job is educating people and seeing them get into the homes they want to be in and getting a good rate ... getting a mortgage that is suitable for them."



Photo by Ryan Corvello



I want people to walk away feeling like they were cared for ... that we helped them through this stressful time. I try to make the client feel comfortable and be there to support them each step along the way.



Loan Officer Chanin Wisler (right) with Will Williams (left), owner & managing member of First Washington Mortgage.



Chanin enjoys scuba diving with her husband, Eric, and son, Ryan.



EARLY STEPS IN LIFE

Chanin's drive to make a difference began with her own experiences in real estate. "As a 23-year-old, I got my first house with my father's prodding. My dad was really instrumental in encouraging me. Had it not been for him, I'm not sure that I would have made that move at that point," she remembers. "From there, I went on to buy eight investment properties."

SELECTING A NEW PATH

Prior to the mortgage industry, Chanin worked in medical device sales for 10 years. Each day, her morning started early ... arriving before dawn to be in the operating room as part of her work supporting her products. In time, she knew it was a good idea to select a different path for herself and her family. "I wanted to become a mom so I knew it would be good to have a career where I didn't have to be out the door at 5:30 a.m.," she says.

So Chanin made a career change to mortgage lending. When the market downturn of 2008 happened, she teamed up with Will Williams, a friend she knew from college, at First Washington Mortgage.

While the market has shifted and uncertainty has increased over the past several months, Chanin looks forward with positivity. "The whole thing comes down to supply and demand. We are in a 1.6 million-unit shortage across the U.S. We don't have enough inventory. As a result, it is a super competitive market for our buyers. We're also on the precipice of what may be the busiest purchase market in 21 years," Chanin explains. "There is a huge glut of 28 to 34-year-olds that will fuel the boost in the next 10 years. On the other side, you have people who are retiring and downsizing. Right now, it's a sellers' market."

PROVIDING TOOLS FOR SUCCESS

Chanin's drive is truly centered around providing a complete amount of information to those she works with.

"When I bought my homes, I was told what we were doing, but it wasn't explained to me. I want to provide clients with the information and help them make informed decisions about their financial life," she says. "If we're having a conversation, we'll talk about the ramifications of what we do and what that means for tomorrow. Along the way, I am really trying to be strategic in setting them up for the future."

STRATEGIC OUTLOOK

As Chanin works with her clients, she finds that she can help them be

successful by working with them from a monthly-payment perspective. "Because I'm an investor, I have cash flow on the top of my mind. A lot of people are having a tough time because the rates are a lot higher than they have been in the past couple of years. But from their perspective, a lot of millennials think 2 to 4 percent interest rates are normal," Chanin points out.

"With that in mind, I advise REALTORS® to get away from conversations only about rate. It's important to talk about the payment and what clients are paying right now for rent ... with the next question being, what would you be willing to pay for a comfortable monthly mortgage price?"

Chanin is joined in the business by her trusted team, including her loan officer assistant, Carrie, and her processor, Crystal.

FAMILY HIGHLIGHTS

Away from work, Chanin looks forward to time with her family, including her husband, Eric, and her son, Ryan. She enjoys scuba diving, as well as supporting Ryan as captain of the lacrosse team. "My husband and I used to coach Ryan in recreational lacrosse, and now he plays on the travel and high school teams," she says.

Sports is a big, positive part of life for Chanin and her family. In fact, she is a huge fan of the Maryland Terrapins.

When you talk with Chanin, you can see the care she brings and the sense of partnership that she builds and sustains with her partners and clients. "The whole point is to have a smooth process, and hopefully, that leads to a referral. You want the whole process to be smooth, and also to reflect well on the Realtor who referred them to me," she emphasizes.

"I want people to walk away feeling like they were cared for ... that we helped them through this stressful time. I try to make the client feel comfortable and be there to support them each step along the way."

For more information, email chanin@firstwashingtonmortgage.com or call Chanin at 301-526-0020.



From left to right: Crystal Samuels, Chanin Wisler, Will Williams, Carrie Dzwil. (Photo by Ryan Corvello)





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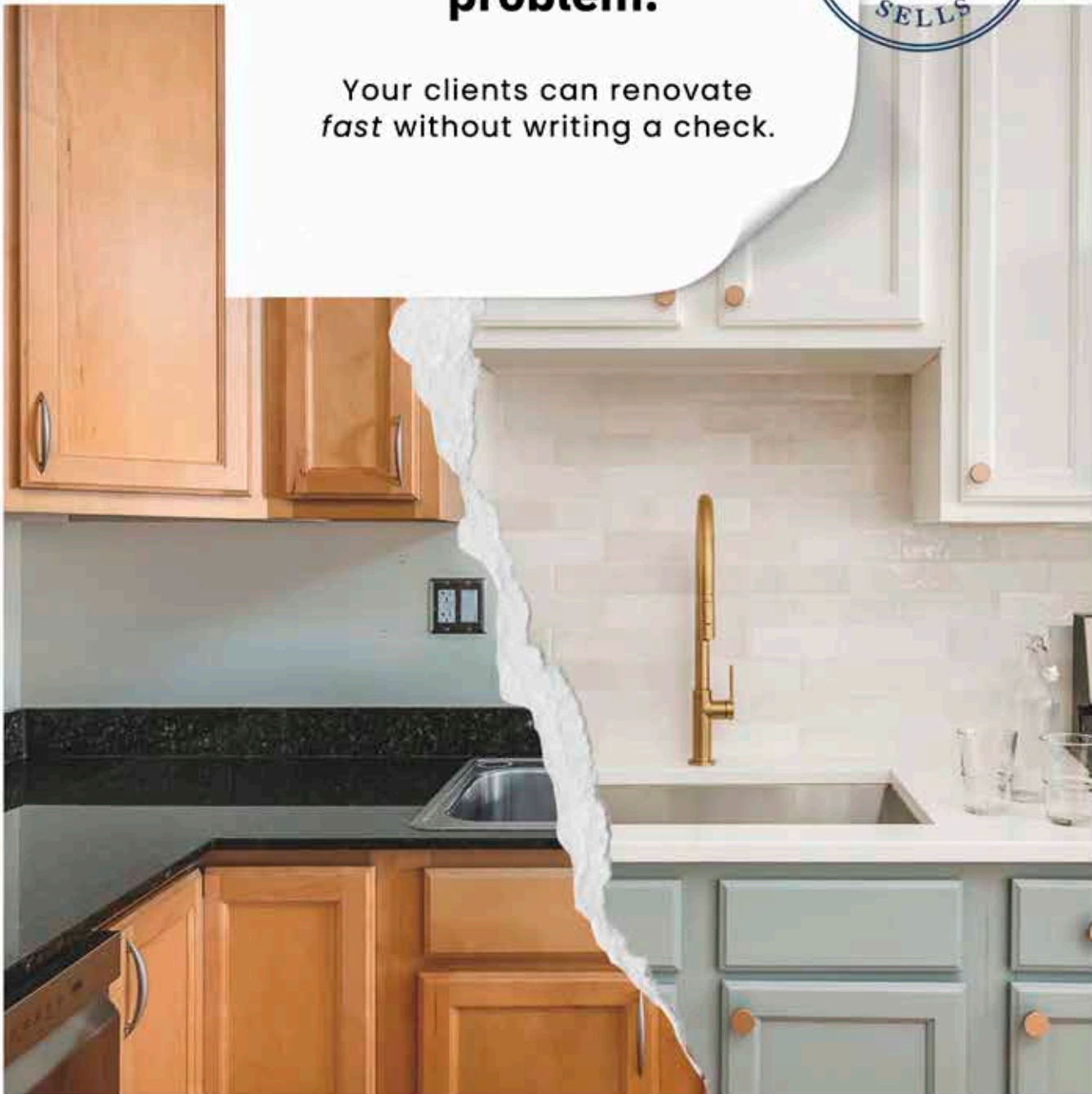


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BLAKE HERING



Giving ONE Hundred Percent

Blake Hering, a REALTOR® with The ONE Street Company in Bethesda, is a true teammate in the real estate industry. By partnering with each of his clients throughout the home buying and selling process, Blake ensures everyone is on the same page with every step.

This exceptional, personal attention is what has shaped Blake's real estate success since he began his career in 2016. "Helping people purchase a home is very rewarding," he says. "It's not

just a transaction, it's a life-changing moment." For Blake, real estate isn't just a job or career, but a lifestyle.

As a lifelong resident of the Washington, D.C., area, Blake has established himself as a top producer in the region; he completed 35 transactions totaling close to \$28 million last year and is projected to exceed \$30 million in 2023. Blake joined the ONE Street team in 2019, after being recruited by agency president Samer Kuraishi to add to their motto of "Real People Doing Real Estate."

"I pride myself on being respectful to every client, as each client is different with different needs," Blake explains. "I have been in their shoes before, and I use my experience from previous deals to cater to the current client and see them through the finish line."

FAMILY WORK ETHIC

Blake grew up in Montgomery County, attended The Bullis School, then headed to the University of Maryland, where he graduated with a degree in government and politics. He planned to have a political career but realized he wanted to continue helping in the family auto parts distribution business.





Blake Hering and his wife, Anabel, are both Realtors with The ONE Street Company.

“Having the blessing to work with my family for 10 years really shaped my work ethic, to always prove yourself and work hard,” Blake says. “My father stressed to me that everyone is replaceable, so always give 100 percent.”

The family business closed in 2014, pushing Blake out of his comfort zone and into a successful stint in pharmaceutical sales. However, when he and his wife, Anabel, decided to start a family, Blake knew traveling regularly for his job wasn’t ideal with a newborn daughter at home. He also realized his passion for understanding people’s needs and ensuring buyers and sellers could achieve their goals. After earning his real estate license, he started as an agent with Wydler Brothers, a team under Compass, before moving to Sotheby’s and then elevating his career at ONE Street.

Blake says working at ONE Street has uncovered many personal and professional opportunities. “The amount of people we deal with on a daily basis and the connections we make let us open up and move in different directions to increase income and life experiences outside of real estate,” he notes.

Blake expects to continue rising in the industry by providing honest, straightforward expertise to all his clients, making sure they find the perfect home. He would also like to explore business ventures outside of real estate.

“My goal is to maximize my time to provide for my family and give them every opportunity and experience I can,” he says, adding that owning property in the Caribbean islands is a family dream he would like to see come true.

Blake encourages those looking to become top producers to have patience and not over-complicate the process.

“If you are honest, hardworking and can connect with people from all walks of life, you will be successful,” he suggests. “Be happy with what you are doing and don’t stress. At the end of the day, this is a business where you get out what you put in.”



Blake and Anabel live in Kensington with daughter Harper, 8, and son Hudson, 5; they also have a 10-year-old French bulldog, Ellie, who is the perfect amount of playful and lazy and comes complete with a tongue always hanging out of the right side of her mouth. Anabel played professional soccer and coached college soccer before becoming a Realtor herself with The ONE Street Company in 2020.

Spending time outdoors is a priority for the Hering family. The kids enjoy playing soccer, practicing karate and exploring the creek behind their house. They also support events related to the kids’ school, which often raises money for various causes in their county.



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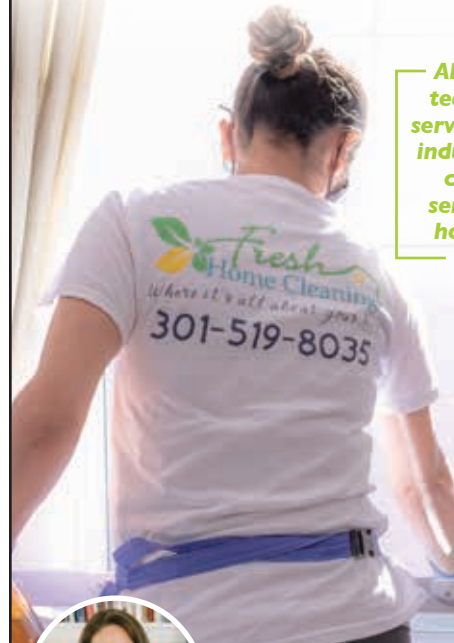


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By Jim Shilander
Photos by Caleb Pihlstrom

BARRETT STARLING

MAKING THE EXTRA EFFORT

While working as a property manager for a commercial real estate firm, Barrett Starling knew he wanted something more. Eventually, it was what he was listening to that helped him make the move to becoming a REALTOR®.

“There was a lot of time spent in front of a computer screen, and not so much time working with clients,” Barrett recalls. “I realized I still wanted to be in real estate, but I wanted to spend more time meeting people. I was spending so much time on the computer and I was just crushing podcasts. I came across the ‘Bigger Pockets’ podcast; it was one of the more inspirational ones. I was feeding myself that regularly.”

Barrett’s family owned investment properties in New York, and he also took inspiration from attending the taping of a talk show hosted by his cousin, Quincy Harris, in Philadelphia.

“I remember being at the very first episode of that taping. And it was just cool to see someone that I am close to that was able to get to that level. My cousin just went for what he wanted, and it’s often still a source of encouragement to me in my own real estate career because I’m a few years in and I’m nowhere near where I want to be.”

Barrett is now with The Nellis Group, which is part of Keller Williams, and splits his business between his

offices in Columbia, Maryland, and the surrounding areas, particularly Prince George’s County, Montgomery County, Northern Virginia and D.C. In 2022, Barrett did 12 transactions for \$5.4 million and said he anticipates 20 to 25 deals this year. Barrett is also balancing a new baby with Claire, his wife of four years, while remaining focused on growing his business through customer service and building community.

“I want to provide an extra level of care, that great customer service,” Barrett notes. “This is a relationship business — and if I’m going to build relationships with the clients, that’s integral for me staying in business.”



“I LOVE WORKING WITH PEOPLE OF ALL SORTS OF BACKGROUNDS, TRYING TO HELP THEM ACHIEVE THEIR GOALS.”



Barrett Starling and his wife, Claire, welcomed baby Theodore in November 2022.

Whose story should we tell next?

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RP REAL PRODUCERS

Real Producers tells the stories of the top real estate agents in this market.



Barrett is heavily involved in charity efforts as well; he enjoys helping out at his local Rotary Club and serves as president of the board of Senior Connection of Montgomery County, a nonprofit that provides transportation for seniors to medical appointments and grocery shopping, as well as local

theater and other community events. Barrett says he knew he wanted to make a difference in his community and found a charity that aligned with his spirit of giving back.

“Both of my grandmothers inspired my interest to get involved,” Barrett explains. “One grandmother would have benefited greatly from having something like Senior Connection available to her, and my other grandmother was very involved in her community by spending time with other seniors, where she would play games, teach them arts and crafts, or even just sit and talk with them.”

Barrett recalls working regularly starting as a teenager, including in retail, which taught him a great deal about working with customers.

At every turn, it is trying to do what’s best for my clients ... being

able to provide solutions to their needs and also making sure they know they have been heard through the process,” Barrett points out.

Though he’s only been in the business for a few years, Barrett’s focus on customer service has already garnered multiple Silver Awards from the Greater Capital Area Association of REALTORS®. He has also been recognized by Washingtonian Magazine as a Top Real Estate Agent (2019–2022). But what Barrett says he wants most of all is to create a community.

“I’d love to create a community, when it comes to anything related to real estate,” Barrett passionately declares. “Creating a thriving community involves more than simply facilitating property transactions; it requires an unwavering commitment to support, educate and empower clients throughout their real estate journeys. My clients can rest assured that I will be their trusted advisor every step of the way.”

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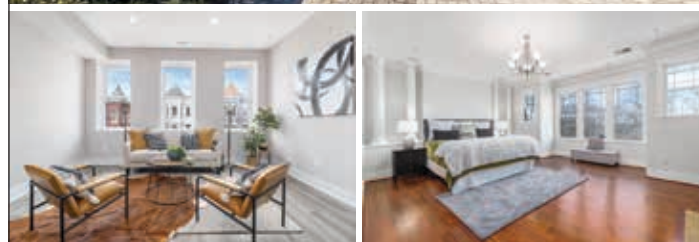
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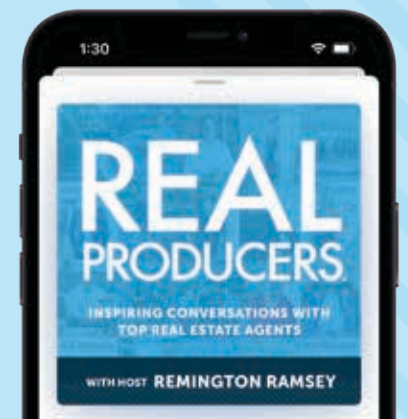
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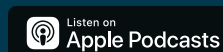
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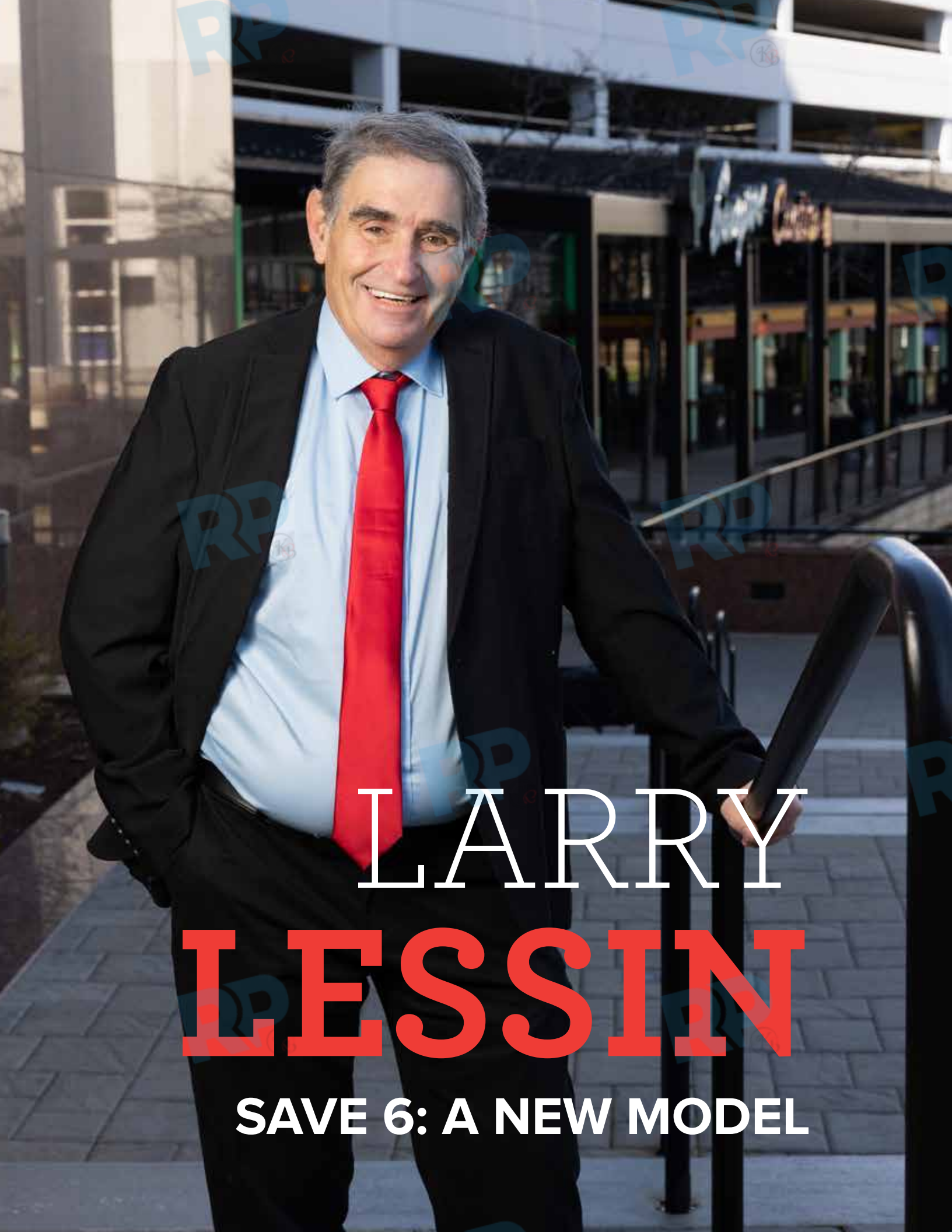
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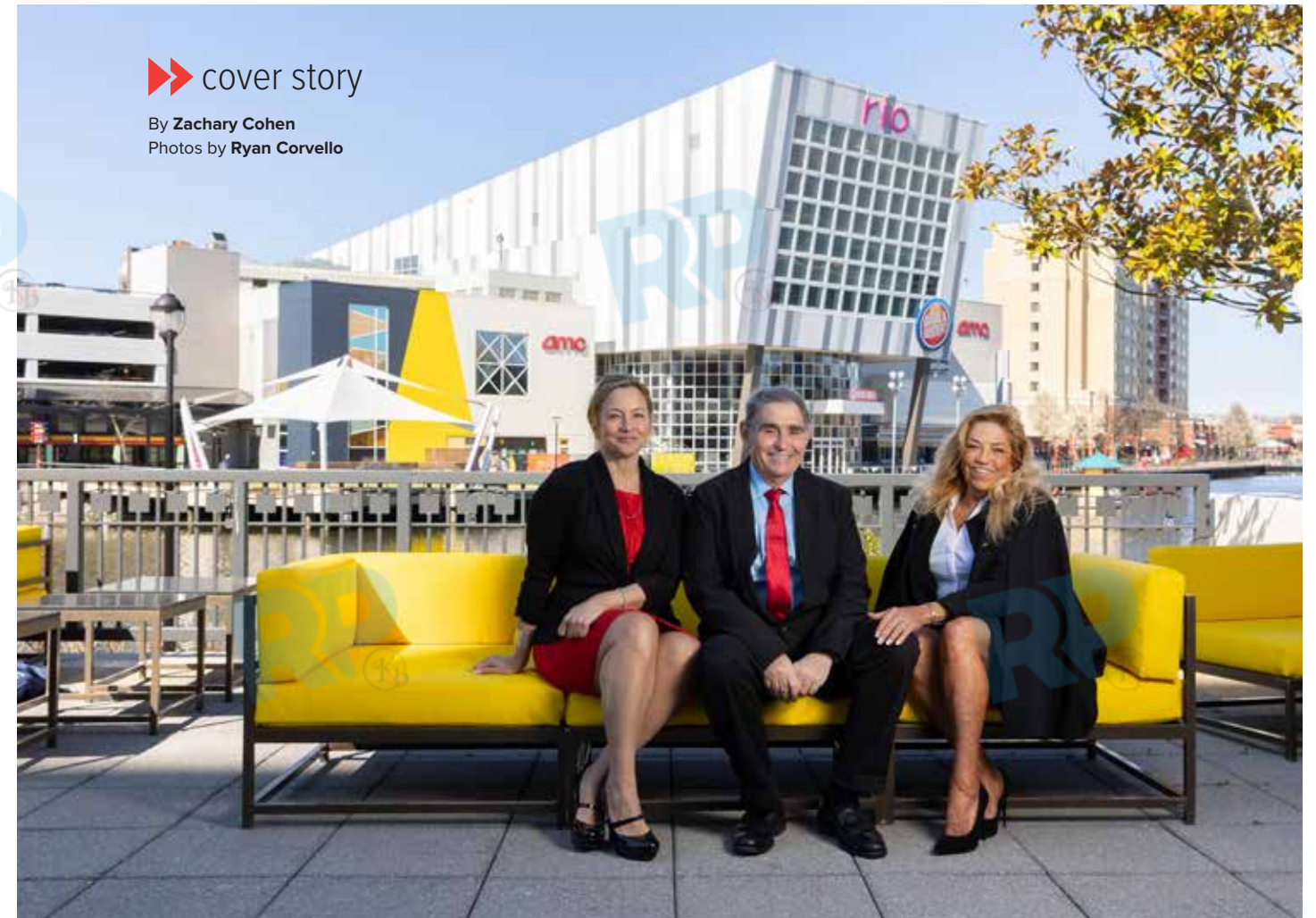


LARRY LESSIN

SAVE 6: A NEW MODEL

cover story

By Zachary Cohen
Photos by Ryan Corvello



Larry Lessin and his wife, Debbie, were first introduced to the For Sale By Owner model when they purchased their home over 35 years ago. During the process, they delved into every detail of the transaction, from contracts to home inspections to title work.

Just a few weeks later, Larry and Debbie were on vacation in Florida when they saw an ad for an FSBO advertising service that would forever reshape their lives. Larry and Debbie ultimately decided they would launch a similar program in their home market.

“We returned to the D.C. area, and there was nothing like it. We saw an opportunity. We started with an initial investment of \$1,000 and started calling FSBOs from The Washington Post and other newspapers. This was in 1990, well before Craigslist, Zillow, Facebook, and personal internet use,” Larry reflects.

Larry and Debbie went on to create a For Sale By Owner magazine, which they delivered to hundreds of local stores. They ended up being featured in The Washington Post and on several local and regional news stations. The publicity helped grow their business and brand awareness. A few years later, they started an FSBO TV show on Channel 50, which they produced themselves.



Larry Lessin's wife, Debbie (left), and Laural Findley (right) are agents on his team at Save 6.

Over the years, home sellers began asking if they could list their homes on the MLS network. So Larry got his real estate license and started listing homes for a flat fee. He discovered a creative way to allow sellers maximum exposure and broker assistance throughout the process while saving them thousands of dollars in commission fees. Once again, Larry was a trailblazer with his model.

“The focus was the buyer’s agent commission was paid to the buyer’s agent if and when the property sells,” Larry explains. “This was a new concept in this area, and it really took off. We became licensed in Maryland, Virginia, and D.C.”

Fast forward to 2023, and Save 6 is still thriving in the D.C. metro market. They continue to list homes for a flat fee, offering sellers an option they would otherwise be without. They’ve also expanded their services, providing assistance with contracts and other questions about selling homes — all included in their flat listing fee. As a testament to the value they provide, over 80 percent of Save 6’s business comes from referrals or repeat customers.



“THIS WAS A NEW CONCEPT IN THIS AREA, AND IT REALLY TOOK OFF.”



“We have helped our customers save millions of dollars in real estate commissions over the years and have helped protect their equity in most people’s largest single investment,” Larry says.

More than a Businessman

Larry is a successful businessman, but he’s proudest of his other titles: husband and father. He and his wife, Debbie, have been married for 35 years, and she’s been part of Save 6 since day one. The couple have twins, Jessica and Austin, who are now in their 20s. Outside real estate, Larry enjoys traveling and beachgoing.

Save 6 has been a blessing to Larry’s family life, offering him the type of flexibility many fathers only dream about. He’s able to take the business with him anywhere he goes, which is especially true because he’s not responsible for showing properties or holding open houses.

As a father, husband, and business owner, Larry has learned a great deal about how to be successful at each. It hasn’t always been easy, but he’s been wise enough to continue working at it, day after day.

“Family, particularly when your kids are young, is a lot of work. Be there and make time for your family. Clients are going to come and go, but your family won’t. You have to be available for your family. Take the time. Make the time,” Larry closes.



Larry’s son, Austin, and daughter, Jessie



Leaving a Legacy

Larry Lessin wants to leave a legacy of being dependable, honest, and a man of integrity. “I’m always there for people when they need me. Honesty and integrity are super important. If a friend needs help, I’ll always give them 100 percent. I want to be remembered for being there for people if they need me and being a true friend.”

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¹ Source: www.scotsmanguide.com/rankings/top-women-originators/2022/top-volume
² Source: www.zillow.com/lender-profile/MelissaRich1/

Contact Melissa anytime with your home financing needs.



Melissa Rich

NMLS ID #1124764
 SVP of Residential Lending

O: 202-768-7131
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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to April 30, 2023

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
86	Toni A Ghazi	Compass	5.5	\$5,225,000	10	\$5,174,500	15.5	\$10,399,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
103	Karen D Rollings	eXp Realty	12	\$6,817,822	2	\$2,640,000	14	\$9,457,822

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