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TABLE OF CONTENTS

 08 Index of Preferred Partners	 14 Publisher's Note: Hello Summer!	 18 We Ask, You Tell: What Do You Like About Where You Live?
 22 Words by Wade: 3 Ways to Maximize Your Title Company Relationship	 24 Legal Hotline: Know the Law on Fair Housing	 28 Special Feature: Celebrating Our 5th Anniversary in Print!
 41 Words of Wisdom from This Month's Features	 42 Partner Spotlight: Eric Wilmot, Huber-Wilmot Moving	 48 Agent Spotlight: Steve McIlvaine
 54 Rising Star: Aaron Nichols	 60 Cover Story: Chris White	 68 Top 250 Standings



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hello, summer!

►► publisher's note

Dear Real Producers of Northern Virginia,

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 our fifth year in print! And 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 **Soil & Structure Consulting, Boizelle Insurance Partnership, and Town & Country Move Management** have joined the NOVA Real Producers family. Welcome!



With gratitude,

Kristin Brindley
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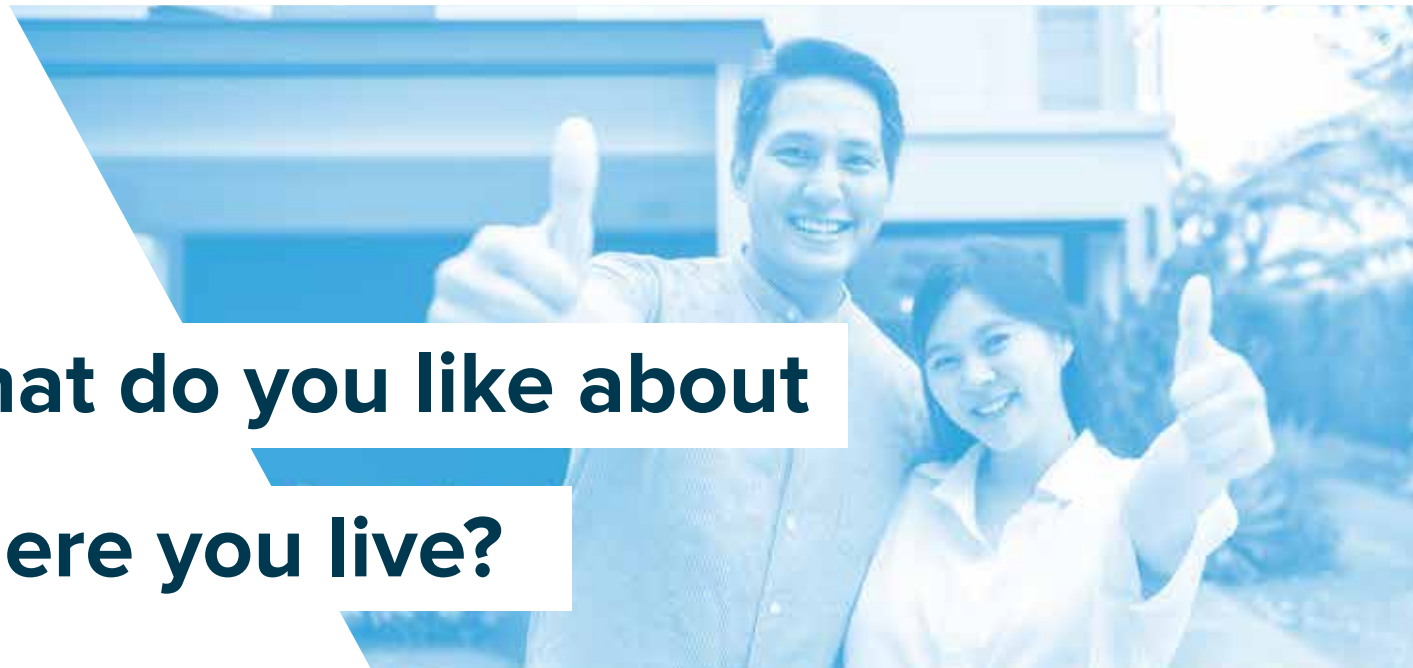


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▶▶ we ask...you tell!



What do you like about where you live?



AARON NICHOLS
McEneaney Associates

I love the community! I love the relationships and the people that take pride in living here. We all want it to be a safe and fun environment that everyone can take pride in.



CHRIS WHITE
Long & Foster Real Estate

I live in the Mount Vernon area and I love all the history in the area, the parks and the convenience to the DC Metro. We also have access to the river for boating.



DONNY SAMSON
Samson Properties

I love our neighborhood of Willowsford. It's a beautiful area. Lots of families are out walking around the trails all the time. Everyone in the community goes up to Lightridge for all the games because it's beautiful, and the community support has been fantastic.



JULIAN VARO
Real Broker LLC

I like that everything feels so accessible and all the different cultural experiences; and aesthetically, where I live is more of a suburb. There's so much to do and so many people to meet and so many different monuments. I actually came up here when I was 12 or 13 and I got to explore D.C. I even have a list of my favorite restaurants that I love.



JASON CHEPERDAK
Samson Properties

I love that I can walk anywhere, and that there is so much diversity in the style of real estate where I am! I also love that when I wake up, regardless of when I wake up, there is always someone up before me! I live on Capitol Hill.



NATALIE MCARTOR
Samson Properties

We live in the Gainesville area in the "rural crescent." We love living here because the quiet and peaceful community of Oak Valley off Catharpin Road is convenient to everything! Gainesville is filled with so many amenities, such as Jiffy Lube Live, Regal Cinemas, Prince William Fairgrounds, Long Park, plus lots of local breweries, wineries and restaurants. Gainesville and Haymarket boast six golf courses, three gated golfing retirement communities and a new Dell Webb neighborhood. The Gainesville Promenade is fabulous for shopping at popular stores, plus a new Pure Barre workout studio opened last year. The schools are fantastic and loaded with sports and extracurricular activities for the children ... and now that 66 has toll roads, it is a breeze to get to downtown D.C. A wonderful place to call home!



SUE SMITH & CHARLIE ROSSI
Compass

We love living in Hamilton, Virginia! The small town has approximately 650 residents in western Loudoun County, about 50 miles west of Washington, D.C. Hamilton is about a mile long, with several small businesses tucked along the main road and is a slow-growing town with a rural, hometown atmosphere. We are walking/biking distance to the W&OD Trail where we spend many hours each week walking, running or riding bikes. Two of our four adult children relocated to Hamilton over two years ago. We love the country air, dark nights, bright stars at night, constellations, sunrises and sunsets and the sound of roosters crowing. Connect with us if you want to come out to Loudoun County, we'd love to introduce you to this beautiful destination!



MEG CZAPIEWSKI
eXp Realty

I love that I have access to every kind of experience within easy reach. The metro D.C. scene with theaters and museums and amazing restaurants; Old Town experiences in Alexandria, Manassas and Fredericksburg; great wineries and craft breweries; fabulous bike and hiking trails; mountains to the west, beaches to the east; so many great places I can get in a day up and down the East Coast, and quick access to flights anywhere in the world! Northern Virginia is THE BOMB!



MOLLY FLORY
Old Republic Home Protection

I love Nokesville, Virginia. It still has the small community feeling with all the growth. People are involved and take care of their neighbors. There is so much history in this area! When we first built out here years ago (being from Fairfax County) I thought it was the end of the Earth! I am so happy we moved out here when we did, and that we are able to enjoy the beauty of the land and the caring of the community.



SETH HURLBERT
Hurlbert Home Inspection, LLC

In Northern Virginia, I like the access to the arts, particularly live theater. I also like the climate. I came from south Alabama where there were two seasons — hot and hotter. I like the changing of the seasons here.



RYAN CORVELLO
Ryan Corvello Photography

I love Alexandria for its convenience to all of the "95s."



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Real Broker, LLC

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3 WAYS to Maximize Your Title Company Relationship

Having been in the title business since 2005 and in two major real estate markets, let's just say I've seen most things. REALTORS® and lenders leverage their title company relationship in different ways. Some leverage the relationship far more than others. Others don't know how to leverage the relationship at all. Let's discuss the top three ways you can maximize your title company relationship to create more business, potentially gain referrals, and sleep better at night.

1. Create the Relationship

Don't look at your title company as a "vendor." Create a strong relationship with your escrow officer and title sales rep. They will go out of their way to help you in every aspect of your business if the relationship is strong. These relationships are a two-way street. The goal is to help, support and lift up our clients because

the more business you generate, the higher likelihood of more business your title company can close. It all begins with growing the relationship. Get to know your escrow officer and title rep because if they know you see them as an equal business partner, there will be amazing opportunities to lean on them for help in your real estate business.

2. Ask about Marketing Services

Title companies can't close deals unless Realtors ratify contracts. Sitting in the office waiting for the business to come in is not a good strategy, though many companies take this approach. When you find your great title partner, sit down with the title rep and ask them what marketing services or services, in general, they offer to their Realtor

clients. You might be surprised at what they say. Many title companies have access to data mining programs and other software that Realtors don't. These programs can help agents target the market for more listings and buyers where they do business. Also, ask what technologies they possess and how they enhance your real estate business and make it run more efficiently.

3. Lean on the Experts

When you have a strong title company relationship, you are never a solo agent. Not only do these companies have great escrow staff and marketing services to offer, but attorneys that can answer legal questions for your clients. These attorneys can also draft legal documents when needed for your clients. When you are unsure of a situation on your transaction, reach out to the in-house counsel and

use their expertise. Have a potential title issue on an upcoming listing? Is a seller saying things that make you think a lien or judgment has been placed on the property? Your title partner will have the ability to tell you upfront if your concerns are real by doing a limited or full title search on the home. Lean on the experts at your title company to save yourself a future headache.

Though title companies all provide the same settlement and title services, there are other companies that go above and beyond to truly partner with their clients to proactively help to create success for a Realtor's business. When you are looking for a title company partner, take the time to ask them the necessary questions to see how they can best support your real estate business.



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

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Know the Law on

FAIR HOUSING

Fair Housing Law makes it illegal to discriminate based on race, color, religion, national origin, sex, elderliness, familial status, disability, source of funds, sexual orientation, gender identity, or military status. In addition to the protected classes noted above, local ordinances may provide additional protection to groups. Therefore, it is important to be well versed in the law that applies to any area in which you practice real estate.



Agents have the important job of both understanding and ensuring that every transaction they engage in complies with all fair housing requirements. Historically, most housing

complaints centered around race; however, there has been a steady increase in grievances related to other protected classes. To avoid Fair Housing objections, it is imperative to have a working knowledge of how each class is defined in the law.

The Virginia Fair House Law is set forth in Virginia Code Ann. § 36-96.1, 1950 as amended. While many of the protected classes are self-evident, some require further inquiry. Virginia Code Ann. § 36-96.1:1 defines the terms used in the Virginia Fair Housing Law as follows:

“Disability” means, with respect to a person, (i) a physical or mental impairment that substantially limits one or more of such person’s major life activities; (ii) a record of having such

an impairment; or (iii) being regarded as having such an impairment.

“Elderliness” means an individual who has attained his 55th birthday.

“Familial status” means one or more individuals who have not attained the age of 18 years being domiciled with (i) a parent or other person having legal custody of such individual or individuals or (ii) the designee of such parent or other person having custody with the written permission of such parent or other person. The term “familial status” also includes any person who is pregnant or is in the process of securing legal custody of any individual who has not attained the age of 18 years.

“Military status” means status as (i) a member of the uniformed forces,

as defined in 10 U.S.C. § 101(a)(5), of the United States or a reserve component thereof named under 10 U.S.C. § 10101, (ii) a veteran as defined in 38 U.S.C. § 101(2), or (iii) a dependent as defined in 50 U.S.C. § 3911(4) except that the support provided by the service member to the individual shall have been provided 180 days immediately preceding an alleged action that if proven true would constitute unlawful discrimination under this section instead of 180 days immediately preceding an application for relief under 50 U.S.C. Chapter 50.

“Source of funds” means any source that lawfully provides funds to or on

behalf of a renter or buyer of housing, including any assistance, benefit, or subsidy program, whether such program is administered by a governmental or nongovernmental entity.

“Religion” includes any outward expression of religious faith, including adherence to religious dressing and grooming practices and the carrying or display of religious items or symbols.

Reviewing these definitions is an important aspect of staying informed. However, the inquiry should not end here when faced with an unclear factual situation. One area that has caused confusion is the source of funds

classification. Based on requests for clarification by agents, The Department of Professional and Occupational Regulation provided guidance on the interpretation and implementation of discrimination based on the source of funds. This information is available on the DPOR website (<https://www.dpor.virginia.gov/>) and should be reviewed by all agents.

MBH Settlement Group is a trusted partner that is committed to helping agents understand and ensure compliance with Fair Housing Law.



Colleen Sweeney is currently a managing attorney at MBH Settlement Group. Colleen has 20+ years of legal experience ranging from drafting complex contracts, litigation, and conducting real estate closings. Colleen has represented clients in cases in the trial courts through litigation in both the Supreme Court of the United States and the Commonwealth of Virginia. She is an active member of the legal community and a lifelong resident of Northern Virginia.



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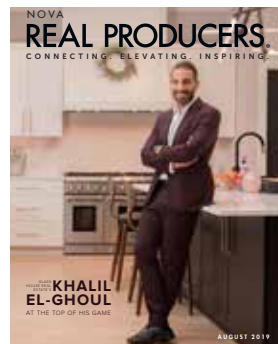
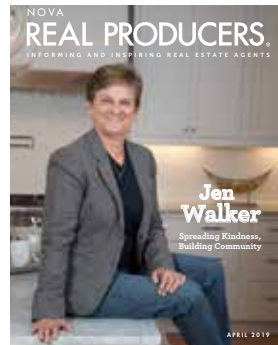
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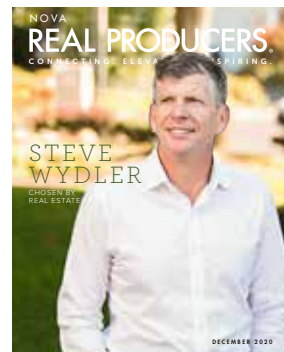
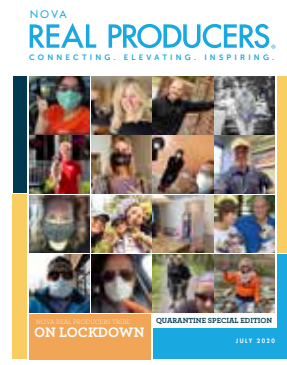
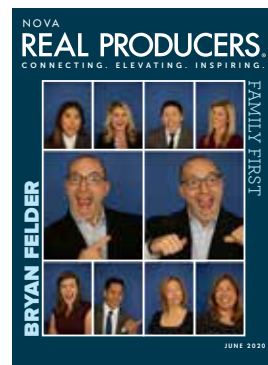
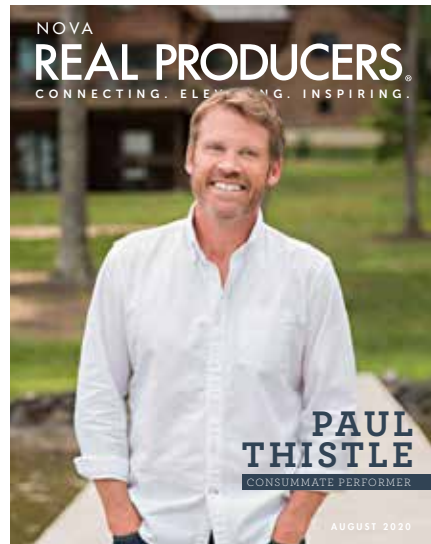
2019



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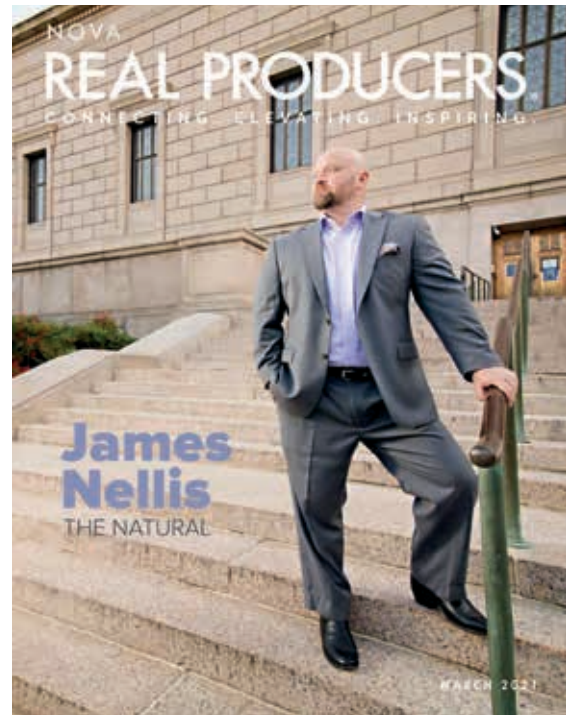
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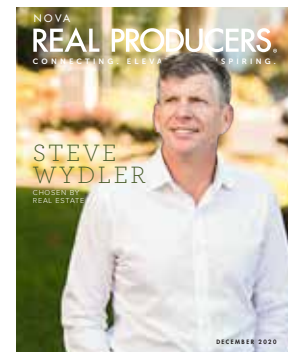
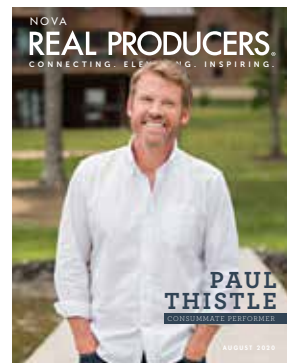
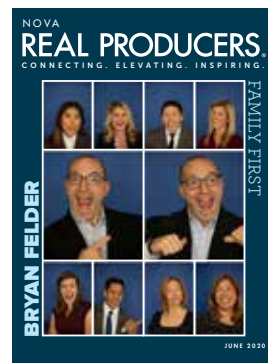
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A Word from Our Preferred Partner:

ERIC WILMOT
HuberWilmot Moving & Storage

"I don't just read reports. I like to get feedback from all levels of the organization, from middle management to drivers. You can get your best insights that way, and create open lines of communication to bless our customers with a better overall experience."



ERIC WILMOT

HuberWilmot Moving & Storage



▶ partner spotlight

By Dave Danielson
Photos by Ryan Corvello

Carrying On, **Sustaining Trust**

No two deals or moves are exactly the same. Sure, some of the elements might be similar, but each client, each home and each process of getting to that new address is different. That's why it means so much to have a partner on your side like HuberWilmot Moving & Storage, led by Founder Eric Wilmot and his Co-Owner Austin Jacobs.

Partners in Progress

As Eric thinks about the success that the team creates, he focuses on the rewarding partnerships enjoyed with agents, brokers and lenders.

"They put a lot of trust in us, and we take pride in putting out an unrivaled product in the market, with our highly trained crews, state-of-the-art equipment, our 24/7 GPS-monitored fleet, training modules to continue to grow, and our 30,000-square-foot, climate-controlled storage that we make available to partners and clients to store their items between moves," Eric explains.

"We do everything we can in our partnerships to put them in the best position to win listings with buyers and sellers in this tough market. Having them provide referrals to us is something we

don't take lightly. We want to give them another star on the service they provide."

Focused Experience

Eric brings a 22-year background in relocation work with him to solve his partners' and clients' issues each day. "I started in this industry after college, not knowing what I was going to do. I did some sales jobs and then came across a sales job in this industry," Eric recalls. "This business had a lot of things I could relate to with people during a big decision in their lives, as well as businesses making a move."

Eventually, Eric decided to strike out on his own. Thus, HuberWilmot Moving & Storage was born.

"I found companies were losing touch with service and the relationships with their clients. The people you trust and enlist to work side-by-side with you who share the same goals and ambitions are so important," Eric notes. "That's what we share here ...



The Wilmot family (from left to right: Crosby, Amanda, Millie, Jean, Eric, River, Waylon, Bryson)

Those who know Eric appreciate his genuine nature and the way he strives to make life better for those around him. In his free time, he likes to work out at the gym. He also enjoys going to church with his family, along with fishing and hiking.

Eric says another favorite pastime is supporting his children in their school and sports activities, including football, lacrosse, basketball and dance, while Amanda coaches the lacrosse and football teams.

Service-Based Success

In an industry that is competitive and service based, the team works to exceed expectations year after year. “In this industry, there are a lot of repeat clients through time. Our hope is to make such a lasting impression for each client that they don’t even have to think about another option when they need moving help in the future,” Eric explains.

“We really try to follow the Chick-Fil-A model, where the experience at every drive-through is the same,” he continues. “That’s what we strive for with our staff and crews ... for our clients to have the same consistent, high-level experience, no matter where you go or when that occurs.”



putting our customers first, and making sure that they know we are advocating for them. I want to refresh what can be a miserable experience. We want to remove stress and create memories, as opposed to having this be one of the worst things on your to-do list.”

Team-Building Success

Eric enjoys the team building he has the chance to do with his staff with a very hands-on approach. “I don’t just read reports. I like to get feedback from all levels of the organization,

from middle management to drivers,” he says. “You can get your best insights that way, and create open lines of communication to bless our customers with a better overall experience. I also enjoy the interactions that I still make with clients.”

Rewarding Life

Family enriches life for Eric each day. He treasures time spent with his wife, Amanda, and their children — Carter (17), Bryson (10), Crosby (9), River (7), Waylon (5) and Millie (3).

At the heart of that model is a true focus and pride in the teamwork that gets each job done. Eric smiles as he talks about the team he has in place.

“We have a very relationship-based company with our staff and personnel. We take great pride in who we bring into the family and we love putting them in a position to succeed,” he shares. “As part of that, we have weekly contests and monthly driver awards. We give out a lot of shout-outs and accolades, and recognition of our team members. We want them to know there is a sustained level of employment for them and job security for them here.”

Day by day, HuberWilmot Moving & Storage continues to carry on by sustaining trust.

“I love having this opportunity to bring this service industry back to a level where customers can be confident in what they are getting through the process with us,” Eric concludes.

For more information, call 703-488-7117 or visit HWMoving.com.

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Eric Wilmot, founder of HuberWilmot Moving & Storage

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» agent spotlight

By Cory Templeman
Photos by Ryan Corvello

STEVE McIlvaine

Hard Knocks to Financial Freedom

Steve McIlvaine's accolades speak for themselves. The Falls Church-based REALTOR® has been recognized as a Washingtonian Magazine Top Agent, a four-time Northern Virginia Magazine Top Agent, and is projected to exceed \$24 million in sales this year at Keller Williams.

But according to Steve, none of his professional achievements came easy. It took years of persistence, determination, focus and faith. But looking back, it's a journey he wouldn't have traded for the world.

Hard Knocks

When Steve was in college, he had the itch to be an entrepreneur. He sold Cutco knives, made some decent money, started a small business with a friend, and was able to work independently at a young age. But like most graduates, Steve entered the traditional workforce after college for the stable paycheck.

"In 2013, I was working in government contracting, and at the time, the government was in a period of sequestration and companies couldn't increase the billable rate," Steve recalls. "I was getting good reviews, but I couldn't get a raise. My boss was also very restrictive and I knew if I stayed there, I wouldn't be able to go to my daughter's games or performances. I finally realized I needed to gain more control."

Steve was catching the entrepreneur bug again — but with no idea it would lead to the world of real estate. "I felt the first 15 years I was searching for a career that would fulfill me and provide options for my family. You could say those 15 years were full of the school of hard knocks for me," says Steve.

It's a good thing for Steve his entrepreneur bug never left him. It just took someone who knew him well to pull it out of him. "My co-worker said to me on a Friday afternoon after a particularly hard week that he thought I would be a good Realtor. That started my journey," Steve remembers.

Developing the Right Mindset

Like any Realtor, Steve checked off all the necessary to-do's like taking courses, studying for his exam, and getting his license. But according to Steve, it was important that he develop an "overcoming" mindset if he was ever going to succeed and stand out in real estate — a mindset he started cultivating back in the late 1990s when he was pursuing his MBA.

While attending Loyola University Maryland in Baltimore, Steve served as a program coordinator aiding formerly homeless men on how to successfully transition back into society. He also worked with other MBA students on how they could use their business degrees to improve the communities in which they live. He earned a meager \$12,000 for his work, but in return the school paid for his MBA. In order to make ends meet, Steve refereed soccer games and even picked up some hours as a valet.





Steve McIvaine and his wife, Sarah, work together on the McIvaine Home Team at Keller Williams United.

Despite not making a lot of money, Steve says he was fulfilled by making a difference and was impacted by the men he was serving. But in November of 1999, it all came to a grinding halt. Steve was let go and his MBA funding disappeared.

“Still to this day, I’m unsure why that all happened. I was on the ropes financially. It was a lonely time. After a few days, I stopped throwing a pity party and started making little decisions to believe in myself. I developed an overcoming mindset,” Steve recalls.

It’s this mindset that has guided Steve throughout his real estate career, and is the cornerstone of his thriving business.

Winners Focus

Steve will be the first person to tell you that his business approach was never perfect. “I went off the rails in the middle of my career and I got away from focusing on my database and devoting way too much energy

to for sale by owners (FSBOs) and expired listings,” admits Steve.

But Steve lives by a motto that helps him stay focused on the needs of his business, clients, and his family: “Winners focus, losers spray.” For Steve, this means focusing on helping his clients solve problems.

“Our firm prides itself on creating and executing on a plan that improves our clients’ net worth and ability for them to achieve goals for them and their family,” says Steve. “We treat our clients the same before, during, and after every real estate transaction,” he continues. “We always put our clients’ needs ahead of our own and fight tooth and nail for the best deal, whether on the buy or sell side. This creates long-lasting relationships and friendships.”

And remember years ago, when Steve was seeking more control over things? According to him, he now has that control, thanks to real estate.

“We always put our clients’ needs ahead of our own and fight tooth and nail for the best deal, whether on the buy or sell side. This creates long-lasting relationships and friendships.”

“Real estate has enabled me to not miss my daughter’s soccer games or even coach them,” Steve shares. “I have the ability to go on date days with my wife. We have been able to buy a home that I didn’t think was possible six years ago. We’ve even been able to buy a beach house, have investments, and most importantly, I have the freedom to choose to work hard or take a break and spend time with my family.”



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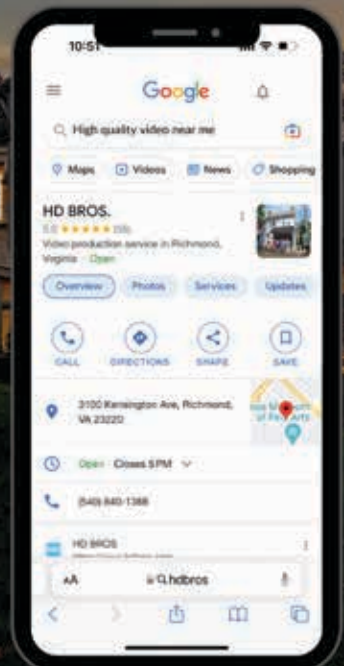


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AARON NICHOLS

FROM CHURCH LEADERSHIP TO REAL ESTATE

Former pastor Aaron Nichols found unusually quick success in real estate when he joined the industry in March of last year. In Aaron's first 10 months in the business, he closed \$10 million worth of transactions.

Based on his quick success, he won the Rookie of the Year award for 2022 through Coldwell Banker Realty. Aaron currently works as a solo agent under McEneaney Associates in McLean, Virginia, switching from Coldwell Banker Realty in January.

"I completed 26 total transactions in 2022," Aaron says. "Out of these, 15 were sales and 11 were rentals. Within 10 months I made \$10 million. My goal is to hit \$20 million in 2023."

A PASTORAL PAST

Aaron attributes his quick success in real estate to his experience with being a pastor for 10 years. He learned to lead and serve people in the best way he could, which he says prepared him for his journey in real estate.

"I have over a decade of experience as a pastor," Aaron explains. "I wore a lot of different hats as a pastor, and that taught me how to juggle all of the responsibilities I have in serving my clients. Asking great questions and listening have always been key for me."

Aaron also has experience in non-profits and career coaching. He has participated in financial coaching and even helped launch a career coaching



company. Aaron also helped launch a nonprofit for formerly incarcerated individuals that aims to reintegrate them into society.

"I have always enjoyed serving others during some of the most stressful periods of their lives, whether that be in





Aaron Nichols is a solo agent with McEneaney Associates.

“ ”

I, AND EVENTUALLY MY TEAM, HOPE TO BE KNOWN FOR THE WAY WE TREAT AND CARE FOR PEOPLE.

“Real estate is very flexible in the sense that I can still coach my kids’ basketball and football teams,” Aaron says. “I can still volunteer with the PTA and be involved with my family. I like that I can involve them with different aspects of the business. I want to pass on the business to my kids someday.”

ADVICE TO OTHERS

As Aaron continues his journey in real estate, he says he is constantly learning through his colleagues and notes that he has discovered the importance of patience within the real estate industry as well. Since closing transactions can often take 90 days, he keeps patience in mind and understands that he’s been in the industry for a short amount of time and won’t be able to achieve all his goals overnight.

“Play the long game,” Aaron advises. “I’m constantly thinking years out. I recognize that I’m not in year 10, but I’m still keeping that in mind. For inexperienced REALTORS®, embrace the long game of real estate.”

PROFESSIONAL GOALS

With Aaron’s growing business, he hopes that with continuous tweaking he will be able to eventually lead his own team one day.

“Leadership is in my blood. I also want to get to a point where I can train and coach others to build their business,” Aaron offers.

With this goal in mind, Aaron wants to continue serving people in the best way he can. His main form of success is making a positive impact on others, and he looks forward to solidifying a future team that shares the same mindset.

“The way I measure success in business is by changing the lives of others, through not only the buying and selling of a house, but by the way I treat clients and other agents,” Aaron adds. “I, and eventually my team, hope to be known for the way we treat and care for people.”



their spiritual lives, through financial challenges, and now, through buying and selling homes,” Aaron says.

While Aaron learned the importance of helping others through his church leadership, he says his involvement in real estate has further enhanced his ability to assist individuals through exciting or traumatic events in their lives.

“I find the buying and selling of a house to be very fulfilling,” Aaron shares. “There is always a life event that triggered it to happen. There can be very exciting events like weddings or babies being born. The events can also be very tragic like the death of a family member or a divorce. I get to take one piece of a life event and take stress off the client.”

FAMILY LIFE

Outside of real estate, Aaron has a wife of 14 years and three young sons. He notes he enjoys the flexibility real estate affords him to spend time with his family. Aaron loves coaching his sons’ sports teams and getting to watch his children grow and develop. He wants to be able to facilitate a loving relationship with his family and support them in the best way he can.



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CHRIS WHITE FAMILY REAL ESTATE

Together as One

Chris White Family Real Estate is, as the name suggests, a genuine family business. Chris, his wife Peggy, and their twin sons, Michael and Mark, drive this group with a collective attitude that only a family can bring. While every family — and every business relationship — has its fair share of challenges, the Chris White Family Real Estate Team is as tight as they come.





Chris White's twin sons, Michael (left) and Mark (right) joined him and their mom in the family business.

"Everyone gets along so well," Chris says proudly, "and ultimately, that benefits our clients."

"My mom jokes she didn't have twins; she had triplets because we get along so well," Michael laughs. "We are very lucky we get to have fun every day."

Beginnings: Chris White

Chris's real estate career began in the homebuilding arena alongside his brother. Meanwhile, he built a long career in education, first as a history and English teacher and, later, as a guidance counselor. Chris was licensed in real estate in 1986 and began selling homes part-time around teaching and homebuilding.

After nearly 20 years in the classroom and a similarly long history in building, Chris chose to transition into real estate sales full-time in the early '90s.

"I've always been interested in houses and interested in helping people find the right house," Chris reflects. "When you're custom building, you have to adapt to what people really want. I took that into real estate sales."

Becoming a Team

Peggy, Michael, and Mark had front-row seats to the growth of Chris's real estate business. Peggy worked in the public school system as a teacher while raising her sons and supporting the backend of the real estate business.

“When you’re custom building, you have to adapt to what people really want. I TOOK THAT INTO REAL ESTATE SALES.”

Real estate has always been a natural part of Michael and Mark's relationship with their dad, whether overhearing business calls on the way to school or tagging along with him on showings.

Michael joined the business first, in 2013. After a foray into auto sales, Mark joined the team three years later, in 2016.

"I saw how much fun my brother and dad were having without me and felt the draw back to build my family business rather than someone else's business," Mark says.

Old School Values, New School Energy Chris, Peggy, Michael, and Mark bring a balance between experience and youth. Chris has now been in real estate for over 30 years. While Michael and Mark are becoming veterans in their own right, their infusion of energy into the group has been welcome. They've helped usher in a new generation of buyers, along with the technology and systems that today's young buyers demand.

"We want to adapt," Michael explains. "It's easy to keep with the status quo, but making changes has been important. Mark and I are in

a generation that has a lot of first-time homebuyers, so having our perspective has been helpful. Adding technology to the mix has also been useful, as has social media and modernizing our processes."

Athletics have been another essential part of the team's story. Chris was a collegiate basketball player, Peggy a collegiate swimmer, and Michael and Mark collegiate lacrosse players. The grit and determination it takes to succeed on the field have translated well to their business.



“Michael and Mark have developed an incredible work ethic and desire not to quit, to keep pushing, and to get things done,” Chris says proudly. “As a team, we really believe in taking the sale all the way to the end. Our motto is, ‘When you get the contract, you’re at the 50-yard line.’ We have a hands-on approach from beginning to end.”

Together As One

After years as a solo agent with Peggy’s support, Chris is fulfilled by the opportunity to work alongside his sons. His favorite part of the business is

working as a family in support of the broader community.

“We have a collaborative relationship. It’s not from the top down,” Chris says.

“It’s helpful that we are all family. We all have the same end goal in mind: to best serve our clients and to maintain the reputation our name carries in our community,” Michael adds. “We’re always willing to make modifications that will enhance the business, but we don’t plan on changing the bigger picture. We’re a family group, and we like it that way.”



Chris White and his wife Peggy started the family real estate business in the early '90s.



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217	Michael Sobhi	Fairfax Realty Select	6	\$3,847,000	3	\$2,638,500	9	\$6,485,500

RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
237	Priti L Malhotra	Keller Williams United	3	\$1,801,000	2	\$4,495,000	5	\$6,296,000

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