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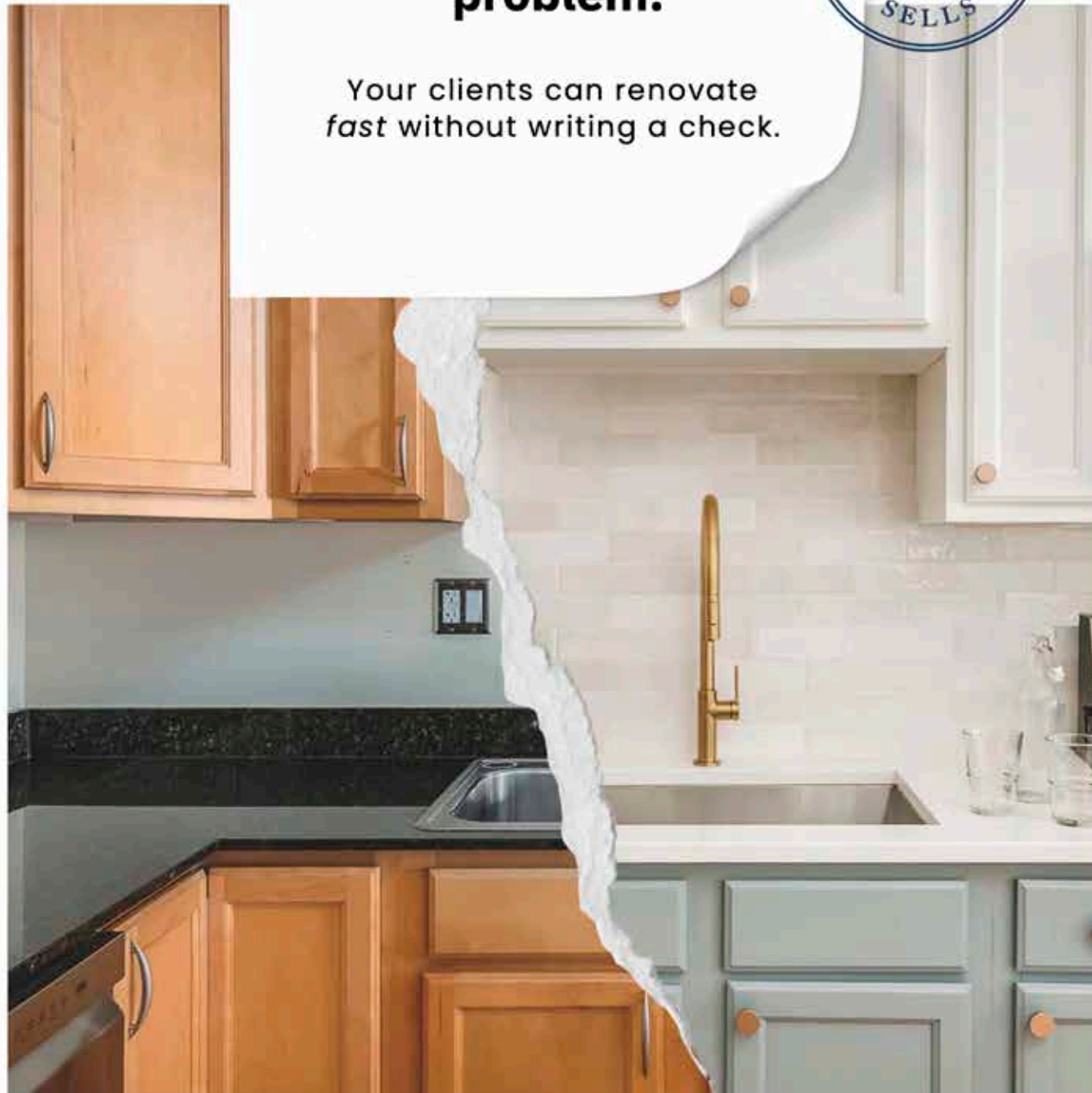
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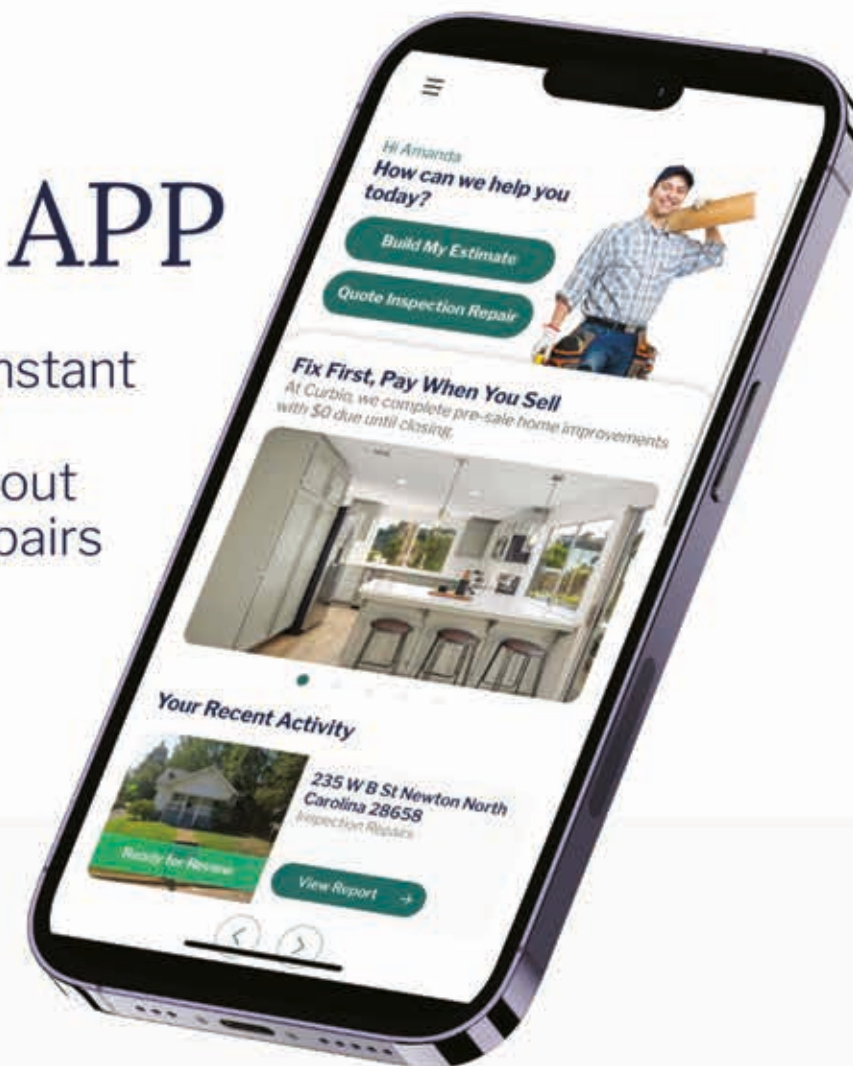
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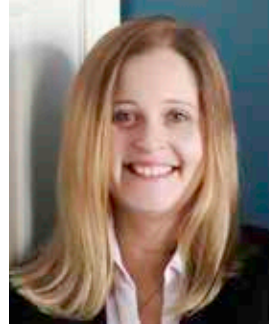
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¹ TD Right Step Mortgage product requires satisfaction of Low-to-Moderate income requirements, or the Subject property must be located in a Low-to-Moderate income census tract. TD Home Access Mortgage product requires satisfaction of geographic and income requirements. Lender Credit of \$10,000 is available for purchase transactions only. The maximum cash back to borrower at closing is \$2,000. Homebuyer education may be required; please speak with your Mortgage Loan Officer for details.

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² Minimum borrower contribution varies for properties with 2 or more units. See your Mortgage Loan Officer for details.

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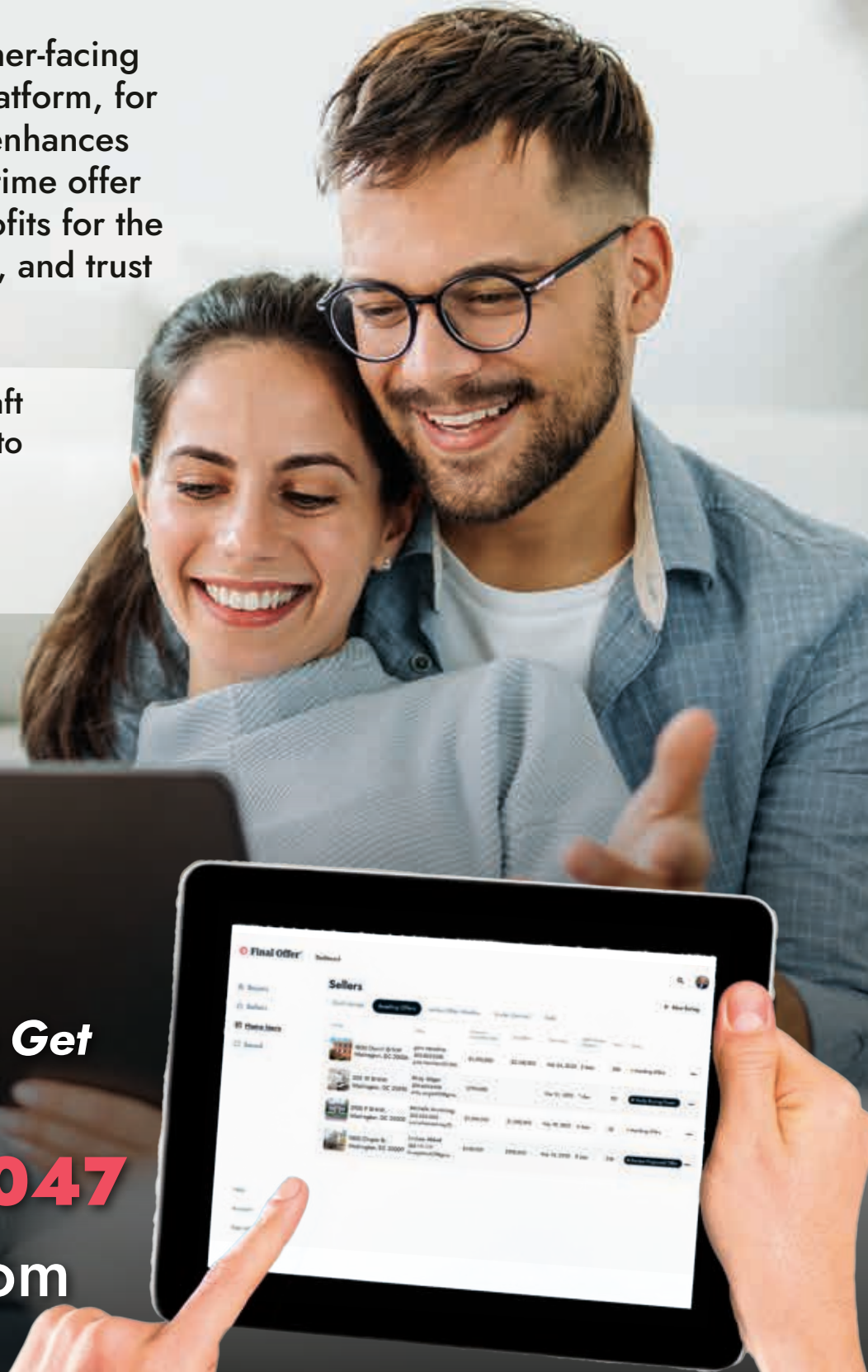
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As the autumn leaves drop, November arrives with a special invitation to pause and reflect. Thanksgiving, the cornerstone of this month, reminds us of the importance of acknowledging the blessings that enrich our lives.

Gratitude is not just a fleeting sentiment; it's a powerful force that shapes our perspective. In real estate, where every transaction carries the potential for growth, gratitude forms the bedrock of a positive mindset. It's a reminder that even amidst challenges, there is much to be thankful for! As we gather with loved ones this month, let's take a moment to reflect on the aspects of our lives that fill us with gratitude.

November also brings Veterans Day, a time when our nation pauses to honor the service and sacrifice of our veterans. At DC Metro Real Producers, we join in this tribute, expressing our heartfelt appreciation to the men and women who have served our country with dedication and valor. Their commitment to protecting our freedoms is a source of inspiration.

In this month's issue, I'm delighted to introduce the "Making a Difference" article, featuring Dr. Evelyn Lewis's nonprofit, The Veterans Health and Wellness Foundation (VHWF). This national organization is dedicated to helping veterans navigate the healthcare system and access the VA benefits they are entitled to. Please check it out on page 34 and pass the info. along to any veteran you know who might benefit from VHWF's services.

Speaking of giving thanks, we had an unforgettable 2023 NFL Game Day on September 10th at FedEx Field, celebrated in partnership with our sister community, NOVA Real Producers! The turnout was incredible, and it warmed our hearts to see everyone

come together to cheer on the Washington Commanders as they whooped the Arizona Cardinals! Woo hoo! You can relive those exhilarating NFL moments in this month's issue on pages 44 to 50.

Looking ahead, we're excited to reunite in early 2024 to kick off the New Year with another exclusive DC Metro Real Producers event. Stay tuned for more details; we can't wait to create more fun memories together!!

Lastly, a warm welcome to our newest DC Metro Real Producers preferred partner, **TD Bank**. Your expertise enhances our community, and we eagerly anticipate the collaborative opportunities that lie ahead.

With gratitude,



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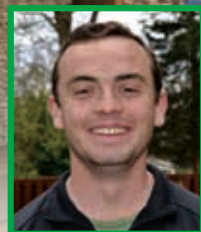
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What kind of pet do you own?



SINA MOLLAAN
Compass

We have two dogs. Spikey is our 15-year-old Maltese, and we also got a COVID dog, an Aussiedoodle named Jasper.



JOCELYN VAS
RLAH Real Estate

Gidget and Jackie, shih tzus.



RUSSELL BRAZIL
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I have a pitbull.



KIMBERLY CASEY
TTR Sotheby's International Realty

Harry is the biggest love bucket!! Maltipoo.



STACY DELISLE
Impact Maryland Real Estate

My husband is allergic to anything with fur or hair... So all three of our kids have their own bearded dragon! Zuzu, Rico, and Gracie — our little lizard friends — are actually pretty cute, and they are a great way for our kiddos to learn an increased level of responsibility!



MICHELLE HOPKIN
ProTec Inspection Services

I have a Cavalier King Charles spaniel named Daisy.



SABINA KOYANI
RLAH Real Estate

I had 14 dogs in five years. Whaaat???? Yes!!! I'm a foster mom and had many doggos in my house. All of them are in great forever homes now, a few took a piece of my heart with them and I will always be a bit sad they are not mine. Fostering is a wonderful experience, and although it takes much out of me, I'm going strong with a new dog coming my way this fall.



JEFF SANDUSKY
Caliber Home Loans

I own a dog and cat. My dog is an English cream golden retriever and my cat is a brown-colored tabby.



CHRIS REEDER
Long & Foster Real Estate

I own a yorkiepoo named Sparkie (sometimes, we call her Sparkle), but we should have called her Shadow because she follows me everywhere and wants to be by my side all the time. She is the best dog ever!!!



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My pet's name is Layla. She is a Lab and pitbull mix.



ROBIN EDGEMON
Moyer Staging + Design

I have three cats and two dogs that I have adopted from rescues. Two of the cats are domestic shorthairs (Blondie & Nelson) and one is a domestic long-haired cat (Noel). One of my dogs is a 2-year-old Pomeranian named Joey and the other is a 4-month-old mixed-breed husky/shepherd named Frank (a.k.a. baby horse. You should see this kid's paws — they are huge). All are adorable and funny.



MATTHEW O'CONNOR
Caliber Home Loans

My wife and I have a 4-year-old mutt (beagle/Lab/pitbull) named Kuzy that we adopted from the Humane Rescue Alliance just down the road from our home in Riggs Park.



MEGAN BONANNO
Douglas Elliman Real Estate

A rescued Cavalier King Charles spaniel/Maltese mix.



SIMON SARVER
Karta Properties

We have a stinky furball named Ziggy. She is our oldest child!



PAT BOWMAN
U.S. Bank

We have a rescue mutt that most resembles a small German shepherd with floppy ears instead of pointy ones. She is 9 now.



CHARNA KINNEBERG
Moyer Move Management

I have a dog (a mutt that looks like Benji from the movies), two cockatoos, a pond with five goldfish and seven koi fish, and a betta fish.



RYAN CORVELLO
Ryan Corvello Photography

I have a dog — a 2-year-old Australian shepherd named Bennett. I also have an 11-year-old tabby cat named Ella.



JAMES GREGORY
Washington Fine Properties

Rescue pup Lucy, a Staffordshire/pitbull terrier mix.



JENNIFER CHOW
RLAH Real Estate

I have a dog named Coco.

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VA Home Loan Assumptions

legal hotline
By Thomas Capretta, Esq.

One of the great benefits that the government extends to Veterans is the Veteran Affairs Home Loan. The government wishes to support Veteran homeownership, and the VA Home Loan allows them to do just that. The more notable features of the VA Home Loan are often well known to Veterans, such as the lower rates and much higher “loan-to-value” (LTV) percentages than other conventional home loans on the market, which are allowed for by the VA Guarantee. However, there are plenty of features and possible creative uses of the loan that are often unknown to Veterans.

For instance, the VA sets an eligibility limit for VA loan applicants annually. In 2023, the limit in most parts of the U.S. was \$726,200. However, the VA adjusts the limit for the cost of living in different localities. Washington, D.C., is considered a higher cost-of-living area, and so the 2023 eligibility limit is \$1,089,300 for the District and several surrounding counties.

Veterans can also have more than one open VA loan up to their maximum eligibility, as long as they meet the other application criteria of the VA lender. Additionally, the VA Home Loan can be used to purchase multifamily properties of up to four units, as long as the borrower will occupy one of the units of the property.

Secondly, the VA Home Loan is an “assumable” loan. This means that when the Veteran goes to sell the home in the future, they can pass the loan off to a new buyer who takes on the monthly payments in place of the Veteran. In fact, the buyer assuming the loan does not need to be a Veteran either. However, if the selling Veteran would like to regain the eligibility from the loan that they have passed to a new buyer, the new buyer must be a Veteran and help complete a “substitution of eligibility” allowing the selling Veteran to use their eligibility for a new purchase in the future.

This is a particular advantageous feature of the VA Home Loan in the current market environment. Veterans who have VA loans on properties they are looking to sell, with 2 percent, 3 percent, or 4 percent interest rates, can advertise this fact as part of their listing if they are willing to sell to a buyer who wants to assume their loan. A seller with an assumable VA loan at a low interest has the ability to negotiate a much higher purchase price than they might otherwise, in the right circumstances.

Additionally, Veteran buyers can be on the lookout for these opportunities. Rather than originating a new VA loan at the current interest rates, they

can look for properties for sale that have open VA loan mortgages, and request a loan assumption and substitution of eligibility as part of the negotiation of the sales contract. There are also loan programs available that will allow such a buyer to cover much of the remaining purchase price, if the VA Home Loan has been paid down significantly.

In any event, the VA Home Loan Program is a great program that offers incredible benefits to Veterans. Some of the benefits are well known, and others, not so much. It is worth delving into the details of the program in order to understand it for yourself, as well as Veteran clients and friends and family.



Tom Capretta is a settlement attorney with District Title, an MBH Settlement Group company, specializing in commercial transactions. A D.C.-area native, Tom returned to the area 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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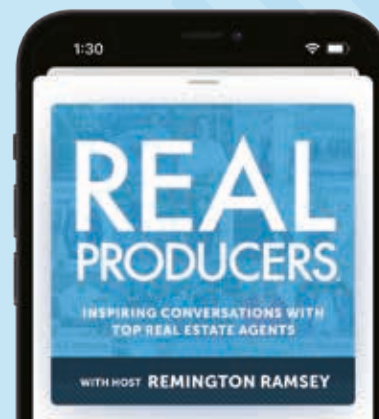
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▶▶ partner spotlight

By George Paul Thomas
Photos by Ryan Corvello

Chris Saabye

STEWART TITLE & ESCROW

Safeguarding Dreams

When it comes to real estate transactions, having a trusted partner by your side is invaluable. Meet Chris Saabye, the driving force behind Stewart Title and Escrow's exceptional services. With over 13 years of experience as a real estate attorney and a passion for helping clients navigate the complexities of property transactions, Chris embodies the dedication and expertise that define Stewart Title's success story.

Stewart Title is a powerhouse in the real estate community, offering a comprehensive range of services for REALTORS®, buyers, sellers, builders, investors, and more. From title insurance and escrow services to feasibility title examinations and tax-deferred exchanges, Stewart Title has established itself as a leader in the industry.

"We're by your side through every step of the real estate transaction," Chris emphasizes.

A Personal Connection

Chris's journey into the world of real estate was rooted in his first job as a post-closer at a title company. This experience led him down a path of exploration, where he mastered the intricacies of title searches and abstracts. Encouraged by the company's owner, he pursued law school at the University of Baltimore and subsequently carved out a successful career as a real estate attorney.

"I have been a settlement and real estate attorney for 13 years now and enjoy the job of helping people purchase one of the biggest assets they will buy in their lifetimes," shares Chris. "I am a licensed attorney in

Massachusetts and the District of Columbia, as well as a notary public and licensed title agent in D.C., Maryland and Virginia."

Culture of Caring

Stewart Title and Escrow, a division of Stewart Title Guaranty Company, stands as a pillar of the real estate community. Founded in 1893 in Galveston, Texas, Stewart Title has expanded its reach to 80 countries and boasts an impressive team of 6,350 employees worldwide. At its heart is a commitment to providing title insurance, title services, and escrow services for residential and commercial properties, thereby safeguarding the dreams of property owners.

But Stewart Title's commitment to its clients goes beyond transactions; it's also a culture of caring. From



From left to right: Attorney Chris Saabye, Escrow Officer Sherry Paylor, Attorney Joseph Sellers



Seated, left to right: Sherry Paylor, Liz Brantley, Nancy Schoenecker, Kamelia Sacks; Standing, left to right: Ashleigh Biallas, Joseph Sellers, Chris Saabye, Matt Kucinich, Nathan Detwiler, Traci Volta

community initiatives to diversity and inclusion efforts, Stewart Title fosters an environment where everyone is seen, heard, and celebrated. Their dedication to representing and supporting marginalized communities is underscored by the establishment of a Diversity, Equity, and Inclusion (DE&I) Committee.

“Protecting property ownership is only one way our employees make a difference in our communities. Here at Stewart, we care for the communities we live in and serve,” Chris notes. “Everyone Seen. Everyone Heard. Everyone Celebrated.” That is our motto. We strive to provide everyone the opportunity to



succeed while valuing the strength our different perspectives and experiences foster.”

Evolving with the Times

As the industry evolves, Stewart Title embraces technology to enhance client experiences. E-closings have become a game-changer, offering convenience and security. Matt Kucinich, an escrow officer in the Fairfax, Virginia, branch, has become Stewart Title’s “e-closing pioneer,” having e-closed over 1,000 transactions. “Anywhere, anytime!” he says. Stewart Title’s proprietary e-closing platform, NotaryCam, ensures seamless digital settlements performed by licensed title agents. This technology, along with tools like ZOCCAM® mobile app for remote deposit and DocuSign for convenience, underscores Stewart Title’s commitment to staying at the forefront of innovation.

“One of the biggest changes since I started in the industry is the introduction of e-closings,” Chris points out. “E-closings did not really take off until the pandemic, and now they are here to stay and are quite common on seller-side signings and cash transactions.”

“E-closings are an integral part of our settlement capabilities here at Stewart,” Matt adds. “Many title companies



rely on third-party vendors and notaries to conduct digital settlements for their clients, but at Stewart, not only do we have licensed title agents performing your settlements, Stewart owns the e-closing platform, NotaryCam. Stewart continues to expand its business capabilities into services supporting the real estate industry and at the heart of it all is a much better, seamless, and pain-free experience regardless of the closing needs.”

A Lasting Legacy

Stewart Title’s 130 years of excellence are marked by plenty of awards and accolades, including the Inman’s 2023 Best of Finance Award and recognition this year by Energage as a Top Workplace in the U.S.A.

“We’ve proven to the world that we’re a successful company,” Chris concludes. “Now, let us prove to you that we’re the partner you can count on.”

For more information or to connect with Chris Saabye and the Stewart Title team, call 202-838-2053 or email Chris.Saabye@stewart.com.



Chris Saabye grew up on the water in Rhode Island. Any chance he gets, he heads to the Chesapeake for boating, sailing, and stand-up paddleboarding. In the cooler months, he enjoys hiking in the nearby Virginia and West Virginia mountains and remains active in the local D.C. pickleball and cornhole leagues throughout the year.



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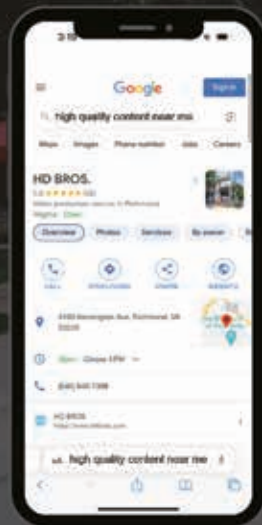
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The Veterans Health and Wellness Foundation

SUPPORTING VETERANS COAST TO COAST

By Ellen Buchanan

To care for them who shall have borne the battle...

—President Abraham Lincoln

“There are about 250,000 people that transition from being a service member to a Veteran each year. The vast majority of those people don’t need the help we provide, but some out there desperately need the services we render,” Evelyn Lewis begins.

Evelyn Lewis is a medical physician and a 25-year Navy Veteran who has seen the struggles of Veterans and their families from varying vantage points. After witnessing so many Veterans struggle to understand that they were eligible

for healthcare benefits and how to navigate the system to access their benefits, she was determined to give back to a community she felt was so desperately in need of support.

In 2014, Evelyn founded the Veterans Health and Wellness Foundation (VHWF), a 501(c)(3) nonprofit organization dedicated to helping Veterans and their families access and navigate the healthcare system so they can receive the VA benefits they are entitled to. In addition, she also offers assistance to those navigating the civilian healthcare system and in need of advocacy if they are not eligible for care through the VA. Although Evelyn

is based in Georgia, VHWF assists veterans across the country.

Meet the Founder

Evelyn Lewis has had an interest in medicine since she was a little girl. Her father was a physician, and her mother was a nurse in his office. She remembers sitting in her dad’s office after school, doing homework and watching patients come and go.

As she got older, she gained a real, personal understanding of the work her parents were doing while serving the community. Observing her parents and their dedication cemented her desire to follow in her father’s footsteps.

Evelyn graduated from Spelman College and was awarded a Health Professional Scholarship through the military and joined the Navy. She served and remained active for 25 years, retiring in 2003. She obtained her doctorate from the Chicago Medical School – Rosalind Franklin University of Medicine and Science and ultimately served at medical clinics from coast to coast, hospitals here at home and abroad, and on board the USS Simon Lake assisting active duty service members and Veterans with a host of medical challenges. While assigned to the National Naval Medical Center (currently known as Walter Reed National Military Medical Center) during the height of the Iraq–Afghanistan conflict, she cared for the service members who returned with various injuries, illnesses and diseases, cared for their families, delivered babies, and witnessed the seemingly insurmountable challenges faced by Veterans.

“In the 25 years I was in the military caring for service members, Veterans, and their families, it became very clear that many of them didn’t have an understanding of what their benefits were, what they were eligible for, and then how to advocate for themselves,” Evelyn explains.

Evelyn has taken a creative approach to the work she does, as well, going above and beyond simply educating Veterans and their families. She also educates physicians and allied healthcare professionals

on how to best serve the Veteran community, a program she believes has the potential to make a significant impact in the lives of the 13-plus million Veterans who get some or all of their healthcare outside of the VA healthcare system.

Keeping Her Promise

Today, Evelyn resides in Georgia, where she runs VHWF virtually.



Evelyn Lewis, M.D., founder of The Veterans Health and Wellness Foundation



WITH A REASSURING LOOK REFLECTING COMMITMENT, COMFORT, AND COMPASSION, THIS ALLOWS VHWF TO SERVE VETERANS FROM EVERYWHERE.



“With a reassuring look reflecting commitment, comfort, and compassion, this allows VHWF to serve Veterans from everywhere... When I say from everywhere, it literally is from everywhere,” she says.

VHWF does not charge Veterans or their family members for any of

its work; sponsorships and donations help fund the services so Veterans can reap the rewards. VHWF is a small group, but one that is deeply devoted to serving those who protect our nation’s values.

“Our organization is here to help Americans realize we made a

promise. To paraphrase President Abraham Lincoln, we will care for those who have borne the battle. And if we look at what’s going on with Veterans and their families today, we are not keeping our promise...

“I get to enjoy my life and do the things that I do because they have provided the ability for me to do this... It might sound cliché — ‘Oh, they’re over there fighting for my freedom,’ — but that’s exactly what they’re doing...whether here at home or on foreign soil.”

The Veterans Health and Wellness Foundation (VHWF) is a 501(c)(3) organization. For more information or to find out how to donate, visit www.myvhwf.org or call (833) 924-4376 Ext.3.



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▶ rising star

By George Paul Thomas
Photos by Ryan Corvello

Melissa EBONG

Melissa Ebong, a distinguished force in the DMV's real estate scene, brings a unique blend of expertise and passion to her role at Keller Williams Capital Properties Bethesda. Her journey from education to entrepreneurship has shaped her into a dynamic REALTOR® who consistently delivers exceptional results.

From Education to Real Estate

Melissa's journey into real estate was a deliberate shift from her role as a middle school language arts teacher. The demanding nature of teaching, coupled with the responsibilities of motherhood, led her to seek a profession that offered more autonomy and room for entrepreneurial growth.

"I adored my students and my fellow teachers and staff, however, I was ready for something new. When I purchased my first home on Pennsylvania Avenue SE, which I still own, the process was thrilling. I loved the neighborhoods and landscape of D.C. and wanted to help others be a part of the excitement and build wealth through real estate," she explains.

Since venturing into real estate in 2018, Melissa's accomplishments have been nothing short of extraordinary. In 2022, she achieved sales revenue exceeding \$18 million and successfully closed 25 homes. Her track record is a testament to her dedication and the trust her clients place in her abilities.

Her prowess in real estate hasn't gone unnoticed. Melissa has received prestigious accolades including the RealTrends America's Best Agents, Keller Williams awards for solo agent volume and gross commission, and the Washingtonian Best of Agents 2023.

For Melissa, real estate is more than transactions; it's about being a part of significant milestones in her clients' lives, whether it's helping someone achieve homeownership or assisting in the sale of a cherished property. Her successful approach is characterized by a commitment to making the process seamless and enriching for her clients.

"I make their lives easier, offer packages that decrease the work for my sellers and allow their properties to really shine



HEART
OF A
TEACHER

and stand out. With my buyers, I use my teaching skills to break down the process and help them hone in on a strategy that will work to achieve their purchasing goals," she says.

Melissa's compassion extends beyond real estate. Today, she actively contributes to various children's charities and orchestrates events for senior citizens in community homes, providing them with special experiences during holidays.

A Life of Resilience and Purpose

Melissa's educational pursuits led her from St. Louis, Missouri, to Xavier University in New Orleans. When Hurricane Katrina struck during her final semester, it presented unprecedented challenges.

"I evacuated to Baton Rouge to get through the storm and then onto Houston to finish my Loyola degree. During that time, I was an intern counseling kids who had experienced trauma at the New Orleans Superdome. It was an eye-opening experience that inspired me to always strive to help children who have experienced trauma," she says.

Melissa's move to D.C. marked the beginning of her career in education, a chapter that equipped her with the skills to connect with people from all walks of life and navigate diverse environments.

A Village of Support

At the core of Melissa's world is her family. Her husband Iso and their three sons, Kaara (8), Asa (6), and Ezra (4), form a tight-knit unit. They thrive on exploring the offerings of D.C., from indoor gyms to sports activities, and savor the joys of family togetherness. The Ebong family's story is one of serendipity and gratitude. The couple's proximity to their parents weaves a rich tapestry of cherished moments and unwavering support.

"Family is important to us, and we were blessed to be able to purchase two lovely homes next to each other so that our boys can grow up around their grandparents who now live next door. We have a true village of support," Melissa shares.

Looking Ahead

Success, to Melissa, is synonymous with freedom and peace. It's the ability to provide not just for her family, but also to extend generosity to others. And it's leaving a legacy of resilience and persistence for her sons.

"Success is leaving a legacy I can be proud of and teaching my sons grit, endurance, and never giving up, even when you fall. The courage and persistence to keep getting back up and moving forward define success for me. It's not only the end result or the recognition; success is the process," she says.

As she looks ahead, Melissa looks forward to continuing to serve her clients at a high level, discovering what's most important to each one and going to bat for them. As she considers her legacy and impact, she reflects, "My highest hope is to inspire others and especially my children. I want to travel internationally with my family more often and spend more time with my loved ones."



Melissa Ebong with her husband, Iso, and their children, Asa, Kaara, and Ezra

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special events

Photos by Ryan Corvello

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SEPTEMBER 10, 2023



What an exciting Real Producers' event we had on September 10th at FedEx Field! This was our third annual NFL joint event with DC Metro and NOVA Real Producers, and we had the pleasure of watching our beloved Washington Commanders rally past the Arizona Cardinals for the season-opening win! A HUGE thank-you to our generous partners who sponsored this event and made it

all possible. Check out our social media pages to find NFL Game Day photos and be sure to tag yourself and your friends!

Very special thanks to the following partners who made this event happen: **Curbio, Pruitt Title, Moyer & Sons Moving & Storage, Everynook, TD Bank, Town & Country Moving & Storage, Primary Residential Mortgage, It's**

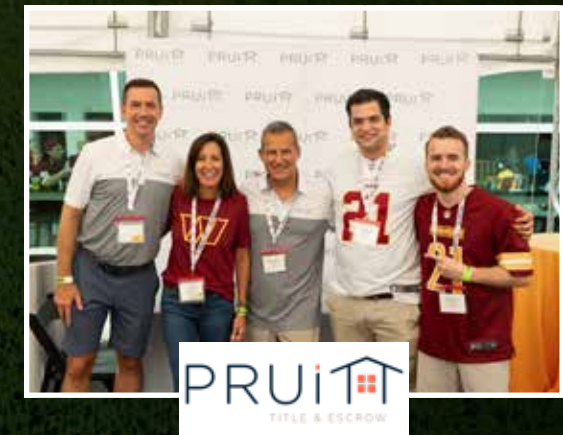
Haul Good, and Gold Event Group; as well as **Ryan Corvello** and **HD Bros**, who did wonderful photography and videography. We appreciate you and your time!

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



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Again, thank you to our sponsors who made this event happen: **Curbio, Pruitt Title, Moyer & Sons Moving & Storage, TD Bank, Town & Country Moving & Storage, Primary Residential Mortgage, It's Haul Good, and Gold Event Group.**



Our "Huddle Up & Connect" winner, Robin Gebhardt, had several meaningful conversations with our preferred partners and won a TV!

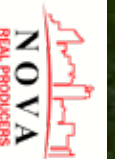


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cover story

By George Paul Thomas
Photos by Ryan Corvello

A TRUE
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PLAYER

LIZ LAVETTE SHORB

As an associate broker at Washington Fine Properties, Liz Lavette Shorb always has her clients' best interests at heart, with her ultimate goal being to exceed their expectations. Her journey to becoming a prominent figure in the Washington, D.C., real estate market, a position she has held for over three decades, is nothing short of inspiring.

Shaped by Strong Values

Liz's upbringing in Birmingham, Alabama, was marked by a family legacy of hard work and determination. Her grandmother, a trailblazing leader in the insurance industry, set the stage for Liz's future success. Her parents instilled in her the values of diligence and kindness, which would later become defining traits in her professional life.



Educationally, Liz pursued a double major in business and English at Vanderbilt University, which laid the groundwork for her multifaceted skill set and her ability to connect with clients on both practical and personal levels.

Liz's venture into the world of residential real estate was not an obvious path, though. Initially working as the executive assistant to Oliver Carr, of the Oliver Carr Company, she was exposed to various facets of commercial real estate. However, she harbored aspirations of increasing her income and sought a transition within the industry.

It was a pivotal conversation with a leasing department head that steered her toward residential real estate.

"At first, I was taken aback by the suggestion, thinking it was more of a 'part-time' business rather than a successful career path — remember, it was 1987! But I started to consider it more seriously... I saw an opportunity to stand out as a full-time, dedicated and knowledgeable residential real estate professional," Liz recalls.

"I decided to go for it and made a commitment to myself to learn everything there was to know about the business and give it everything I had," she adds. "And I have never looked back."

Achieving Excellence

Liz's sales performance speaks volumes about her dedication. In 2022 alone, she orchestrated transactions exceeding \$52 million in value, demonstrating her prowess in the Washington, D.C.-area real estate market. With a projected volume of \$50 million for the current year, she maintains a consistent track record of excellence.



Liz Lavette Shorb (right) shares office time with Associate Darcy Langdon (left) and Sales & Marketing Manager Murphy Shorb (center).

"No matter how long you have been in the business, or how many deals you have done, there is always something new to learn... Something you have never seen before WILL happen!" she affirms with a laugh.

Her accolades, including being consistently ranked among the top 100 agents by The Washingtonian and her enduring presence in the Real Producers Top 500, are a testament to her dedication to her clients and her craft.

What truly sets Liz apart, though, is her commitment to collaboration and communication. Her knowledge, adaptability, and willingness to explore multiple options make her a formidable and strategic advocate for her clients.

"I love knowing that my clients, whether buyer or seller, have truly gotten the best outcome possible and that my

involvement with the deal has made a difference," Liz notes. "Where someone ultimately lives plays a huge part in their lives moving forward. It is really almost mind-numbing to think of the potential impact we can have by being part of that process. Seeing my clients happy throughout the transaction, and especially at the end, fulfills me immensely."

Paying It Forward

Liz extends her passion for giving back to the community through her membership on the NCPA Board of the Kennedy Center, along with involvement with other artistic, educational, and health initiatives.

For Liz, the future holds the promise of more growth, challenges, and opportunities to excel. To newer agents, she emphasizes the importance of market knowledge, contract expertise, and maintaining positive relationships with peers. She firmly



believes that success in real estate is a team effort, and those who collaborate and foster positive relationships will come out on top.

“Know that it takes everyone working together to get a deal done,” she advises. “Foster relationships and be kind, considerate and cooperative. Treat others as you want to be treated, always take the high road, and remember that team players are winners in the long run. Karma is real!”

As she continues to excel in her career and embrace the challenges of tomorrow, Liz’s legacy of excellence is set to endure, leaving an indelible mark on the world of real estate.

“I love meeting new people, working with both repeat and new clients, mentoring and sharing with office mates, networking with colleagues in the industry, and facing new challenges every day,” Liz concludes. “This is the dream — I would do this forever if I could.”

OUTSIDE THE OFFICE

Beyond the world of real estate, Liz enjoys a rich personal life. She and her husband Bob live in Chevy Chase Village, Maryland, and savor the pleasures of travel and the tranquility of their cabin near Shenandoah National Park. As a mother to three young adults (her youngest, Murphy, joined her office in the beginning of 2023 as the sales and marketing manager) and two Labrador retrievers, she also cherishes quality time with her loved ones. Golf and tennis are outlets for recreation, and daily walks provide a reprieve from her bustling work schedule.



Top producer Liz Lavette Shorb is an associate broker with Washington Fine Properties.



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TOP 250 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Sept. 30, 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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From Left to Right:
Andrea Gilchrist, Jordan Dobbs, Rachel Needle and Mickey Wagerhoffer

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