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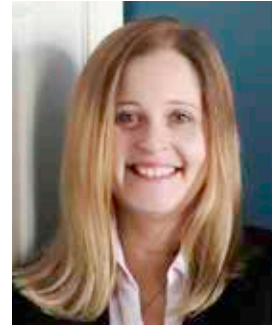
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▶ publisher's note

Stepping into

SPRING

Dear Real Producers of Northern Virginia,

As spring blooms, we find ourselves in a season of new growth amid the warmer weather. When I think of spring, I'm reminded of the timeless expression "Carpe diem" — seize the day!

The spring market is also well underway and what an exciting time for our industry! This busy period requires us to put our best foot forward with every client. Despite the challenges of continued low inventory and rising interest rates seen in many places around the country, here in Northern Virginia, we witness home values still on the rise and sales remaining robust. There's ample opportunity for Real Producers who hustle and stay focused.

Likewise, our platform is a celebration of the excellence that our amazing community exhibits day after day. At *Real Producers*, we strive to embody this mindset — always forward-thinking and moving to seize the day. All success requires is the recognition of opportunity meeting decisive action!

Speaking of recognizing opportunity, our "Best Year Ever" virtual event is coming up soon with Hal Elrod on April 18th. You should've received your exclusive

invitation by now; if not, please reach out because *trust me*, you won't want to miss this Zoom! And be sure to RSVP for some serious fun when we host our Summer Luau on May 15th!!!

Looking ahead, we also have many more incredible feature stories to share, showcasing inspiring agents and partners impacting our industry. And last but not least, a BIG NOVA welcome to our newest RP partner, **The Morsi Group!** We're thrilled to have you aboard!

I encourage you all to embrace this season of renewal with extra pep in your step, and let's "carpe diem" in our own lives and businesses!!

With gratitude,



Kristin Brindley
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FOOD FOR THOUGHT

As we enter the spring market, what seeds of opportunity will you plant in your real estate endeavors?

SAVE THE DATE!

Luau

MAY 15, 2024 | 4 PM – 7 PM Location TBD

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Photos by Ryan Corvello



NOVA Real Producers' FEBRUARY MAGAZINE PARTY

February 22, 2023

For those who attended the *NOVA Real Producers Magazine Party*, we extend our sincerest appreciation for your presence. It was a pleasure having you join us at the exclusive gathering held at the beautiful property in Great Falls provided by **Dilyara Daminova at Samson Properties**. We hope you had a fantastic time celebrating with us!

The spring market is also well underway and what an exciting time for our industry! This busy period requires us to put our best foot forward with every client. Despite the challenges of continued low inventory and rising interest rates seen in many places around the country, here in Northern Virginia, we witness home values still on the rise and sales remaining robust. There's ample opportunity for RealProducers who hustle and stay focused.

We would also like to extend our appreciation to our sponsors, **Sylvia Bae, of First Heritage Mortgage**; and **Kenny Howard, of DryHome Roofing**, whose contributions made this

success possible. Additionally, a special thank-you goes to **Ryan Corvello** and **HD Bros** for capturing stunning photos and videos that beautifully captured the essence of the party.

Thank you again for being part of this remarkable celebration. We look forward to continuing our partnership and celebrating your achievements in the days to come. If you have any questions or feedback, please feel free to reach out to us.

Wishing all of you continued success and prosperity!

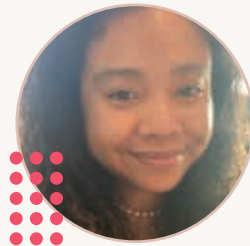
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YouTube Shorts for Instant Video Traffic

words by wade

By Wade Vander Molen

The fastest way to get video views to your real estate business is by using YouTube Shorts. Not long ago, YouTube recognized that platforms like Instagram and SnapChat had ways for its users to watch very short-form video content, and it was a success. YouTube then came out with “Shorts” so its users could upload video content under one-minute long to capture lots of views as people were more likely to watch shorter videos than some of its longer-form content.

An Agent’s Dream

Shorts is a real estate agent’s dream. Many REALTORS® have hesitation when it comes to video. Shorts is an

easy way to implement video as part of your marketing plan and get views right away. YouTube is the second-most-visited website in the world, so it would make sense to use the platform to get eyes on your real estate business. As of 2023, only around 26 percent of Realtors nationwide had a YouTube channel, and under 10 percent have an “active channel.” As YouTube is a free medium to promote and gain eyes to your real estate business, these stats are shocking.

The ability to record a YouTube Short and upload it to YouTube is easy. Any video you have ever recorded in under one minute on your phone can be uploaded to your

YouTube channel as a Short directly from your phone. Right now, you more than likely have YouTube content that can be uploaded today that can help you start to get eyes on your real estate business.

Dual Purpose

Here is the best part about using this type of short-form video content: these same YouTube Shorts can also be uploaded to Instagram as a reel! And vice versa. Any Instagram reel you have already uploaded can be reloaded onto YouTube as a Short. This will help to create maximum exposure for your business across a microsite (Instagram) and a macro site (YouTube). This will help to increase your own “discoverability” from people who follow you or discover your content in an organic online search.

Implementation

If growing your YouTube channel with

long-form content with editing seems daunting, then YouTube Shorts are something to focus on. Aside from the videos you have already created sitting inside your phone, think about what are simple topics that your audience would like to know about in 45-second to one-minute videos. What questions do your clients ask you? What’s the market like where you do business? What problem on a transaction did you recently solve for a client? I tell my clients to not overthink it and just start going. The fact that most agents won’t implement is the reason why *you* should.

Pro Tip

Over 80 percent of short-form video is watched with no volume on. Go to the app store and download “Captions.” This application allows you to upload your videos into it and apply very specific and appealing captions for your videos. When you

upload your videos into YouTube, it will allow you to pick a still frame as a thumbnail. Find a still frame that has you saying a specific word that piques the interest of the viewer and name your video with a catchy title for ultimate success. Good luck!



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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Title Insurance

A True Shield Against Real Estate Fraud

Property owners are increasingly at risk of falling victim to fraudsters who exploit vulnerabilities in real estate transactions. To protect themselves against this threat, buyers should adopt proactive measures, and title insurance is a powerful tool.

With rising home prices, even in the face of rising interest rates, buyers may be tempted to waive owner's title insurance coverage to save on closing costs. Doing so could be a costly mistake due to the growing number of organized

criminal enterprises that have developed sophisticated schemes to fraudulently sell property they do not own and steal the proceeds of the sale from the rightful owners.

The fraudsters typically target vacant, undeveloped land in outlying areas. The lack of a dwelling means the owner of record lives elsewhere, and it provides the perfect cover story for why the fraudster can never meet their real estate agent in person and cannot attend the closing in person.

The classic case unfolds as follows:

- 1.** An agent receives a call from a person stating they wish to sell their undeveloped land. They are typically very eager to engage the agent and are willing to sell at well below market price.
- 2.** The fraudster is "out of town" and cannot meet in person, would like to take care of all signing and communication via email and telephone, and are unable to use video conferencing.
- 3.** A buyer and/or their agent see the property listed below market, put in an offer which is accepted right away with few questions asked, and the buyer thinks they got the property "for a steal."
- 4.** The ratified contract is sent to the settlement agent and is processed like any other file. The seller provides personal information, even going so far as social security numbers, copies of driver's licenses, and photo identification which appear valid.
- 5.** During the scheduling process, the seller states they cannot attend the closing in person and are still "out of town." This is a critical part of the scheme. They request that they be sent the deed and other documents for signing and state that they will locate their own notary public and will sign and return the documents.
- 6.** The fraudster signs and returns the deed and other documents, all seemingly notarized and stamped with a notary public seal. The reality is that the signer is not the true owner and the notary stamp has been stolen or counterfeited.
- 7.** After the deed is recorded, there is a fraudulent, forged deed in the chain of title, waiting to be discovered by the true owner when they see activity on their property or the buyer's name on their real estate tax bill, or by the seller when they go to sell the property. At this point, the fraudster has received the sale proceeds and is long gone.

In the aftermath of this fraudulent activity, the affected true owner and buyer are thrust into a legal mess. However, if the true owner and the buyer had prudently secured title insurance policies, they would both be much better equipped to navigate this situation.

For example, a title insurance policy that contains post-policy protection against forgery, which is typically found in the highest level or "enhanced" coverage, would protect the true owner by paying for the legal fees necessary to clear up the fraudulent deed, typically by filing a quiet title action. This would restore the true owner's title and make them whole again.

Further, a title insurance policy with even the standard level of coverage would protect the buyer, most likely by paying the buyer's legal fees that arise and by paying a claim to the buyer in an amount up to the purchase price of the property so the buyer can purchase a new property to replace the property.

In the event the true owner did not purchase any owner's title insurance or did not purchase a policy with the enhanced coverage, they would have had to pay all of the legal fees to pursue the quiet title action out of pocket, which can reach into the tens of thousands of dollars. A typical owner's title insurance policy that would have covered this forgery scenario would have cost a one-time premium that is a fraction of that amount. Likewise, if the buyer did not purchase any owner's title insurance, and the true owner was successful in taking title back through the quiet title action, then the buyer would have had to pay their legal fees out of pocket and would be left without a property and no money to buy a new replacement property.

By proactively investing in comprehensive owner's title insurance coverage, buyers create a formidable defense against potential fraudsters looking to exploit vulnerabilities in the process.



Rich Nguyen is a managing attorney at MBH Settlement Group in Ashburn, Virginia. In his 21st year as a real estate attorney, he uses the knowledge he has gained to smoothly resolve any issues that arise in order to restore the true joy that is inherent in all real estate transactions.



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JENNIFER EPLER MCCARTHY



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With over 18 years of experience, Jennifer Epler McCarthy is a trusted figure in the title industry, renowned for her proficiency and genuine care for her clients' needs as both an attorney and vice president of Kensington Vanguard National Land Services' D.C. metro region.

Legal Background

Jennifer's professional journey began at James Madison University, where she earned a degree in public administration. Following her academic pursuits, she delved into the world of law at Penn State's Dickinson School of Law, where she graduated in 2005. During these formative years, Jennifer forged lasting bonds.

"While at Penn State, I made lifelong friends with an amazing group of women. We supported each other all three years of school and were constant motivators for each other," Jennifer recalls. "I believe that this strong group of women greatly assisted in making me the exceptional lawyer, mother, daughter, and friend I am today."

During her time at law school, Jennifer's internships at the U.S. Attorney's Office in Harrisburg and with Commonwealth's Attorney Paul Ebert in Prince William County exposed her to the criminal side of the legal spectrum. Despite the valuable experiences gained, her intrigue with real estate persisted.

"I secured a job at Walsh, Colucci, Lubeley & Walsh PC after law school, where I practiced mainly in land use development and real estate transactions. Working there gave me a solid base in real estate and allowed me to expand my practice into title and real estate settlements successfully. My first role at a title company was at RGS Title in 2011, where I managed three branches," Jennifer recalls.



Attorney Jennifer Epler McCarthy is vice president of Kensington Vanguard National Land Services.

Establishing her own law firm, McCarthy Real Estate Law PLLC, provided her with the expertise necessary for her crucial position at Kensington Vanguard, where she emerged as the driving force behind title operations. Reflecting on her professional path, Jennifer finds fulfillment in the positive impact she makes on clients' lives.

"The most fulfilling days are when I know that my efforts at the settlement table or my legal advice made a client's

day a positive experience. I strive to make the settlement process as stress-free as possible for the REALTOR®, lender, seller, and buyer," she notes.

Managing a Dream Team

Headquartered in Gainesville, Virginia, Kensington Vanguard National Land Services is a leading, full-service national title company with 15 locations across the United States. Specializing in residential and commercial real estate settlement services, the company issues title

insurance, facilitates 1031 exchanges, and manages escrow and recording services nationwide.

The dedicated team at Kensington Vanguard, led by Jennifer in Gainesville, includes industry experts like Nena Tiaht, a seasoned lead processor with over 18 years of experience, and Corinne Duvall, a phenomenal marketing representative and processor who joined Jennifer's team five years ago.

"My employees are the best in their field," Jennifer beams. "Their collective expertise ensures smooth transactions, making Kensington Vanguard a trusted partner for clients seeking reliable nationwide coverage."

Outside the Office

Jennifer finds her proper balance in the heart of family life. At home, she's a dedicated mother to a 12-year-old daughter, Juliet, and a 9-year-old son, Joey. Their loyal companion, Bella, a 15-year-old Cavapom, completes their family.

"These days, most of our time is spent at sports and school events, although we always love to have at least one family night a week where we cook dinner and watch movies together," Jennifer shares. "Even though I am extremely busy with work and family,



Jennifer with her children, Juliet and Joey



“”

MY TEAM AND I ARE PASSIONATE ABOUT CREATING STRONG BONDS WITH OUR CLIENTS AND COMMUNITY AND WE LOOK FORWARD TO CONTINUING THAT TREND INTO THE FUTURE.

I enjoy my downtime just as much as I enjoy being active by going on long walks outside to clear my mind and get some exercise."

"Living where I do, I am also blessed to be surrounded by hundreds of wineries and outdoor venues that I love visiting when the weather permits," she adds.

Charting the Path Forward

As Jennifer navigates the road ahead, she envisions a future that seamlessly balances personal and professional pursuits. Rooted in Haymarket, Virginia, she anticipates the continued joy of raising her children in this vibrant community.

On the professional front, Jennifer is committed to the ongoing provision of legal and title services. Her focus spans a diverse

spectrum, catering to Realtors, lenders, builders, developers, and consumers across the region. This dedication underscores her commitment to serving a broad clientele while maintaining a foothold in the local community.

"The Realtors that we work with are the best in the industry, and we provide them with top-notch customized service. My team and I are passionate about creating strong bonds with our clients and community and we look forward to continuing that trend into the future," Jennifer concludes.

"We also understand that each transaction is different; therefore, we like to customize each client's experience to accommodate Realtors with a boutique settlement experience while providing almost around-the-clock legal assistance and responses."

Call 703-794-2101 or email jmccarthy@kvnational.com to connect with Jennifer Epler McCarthy and her dynamic team at Kensington Vanguard National Land Services.





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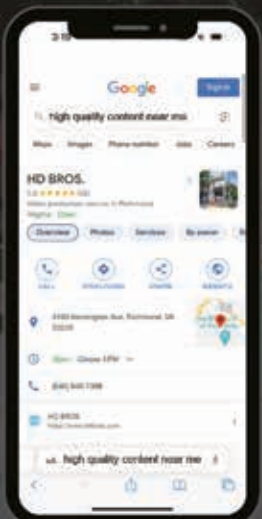
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KHANEISHA PAGAN

▶ agent spotlight

Photos by Ryan Corvello



ALL-ENCOMPASSING SUCCESS

Known for cultivating an environment of acceptance and positive engagement, Khaneisha Pagan (a.k.a. “KP”) endeavors to establish meaningful connections beyond every sale. Khaneisha adopts a client-centered approach to deliver a truly exceptional experience as a promising REALTOR® at Keller Williams Metro Center.

A BRIGHT MIND

Originally from Los Angeles, Khaneisha’s family relocated to Atlanta during her teenage years. She pursued her academic endeavors with determination, earning a Bachelor of Science in Business Management from Clafin University (where she earned a full-ride track-and-field scholarship) and a Master of Science in Health Care Administration from the University of Texas.

Faced with debt after moving to Northern Virginia in 2017, Khaneisha took on more and more additional side gigs while still working full-time as a healthcare administrator for the federal government. Eventually, she realized she needed to make a change. After much soul-searching, Khaneisha decided to give real estate a shot.

“I did a lot of second jobs, but realized that was not my passion,” Khaneisha recalls. “So I started real estate because I didn’t see a lot of Realtors who looked like me, and when I was home shopping, that would have made it feel more inclusive. I also noticed many of my friends weren’t thinking about buying a home, and I wanted to help them start a way to build generational wealth.”

RAPID RISE

Within a short period of time, Khaneisha has solidified her standing in real estate excellence. As a team leader with One Residential (“We joined teams with Josh Dukes in Jan 2024.”), Khaneisha anticipates a projected

volume of \$30 million dollars and 60 home transactions for 2024.

Her many accolades, including recognition as part of *Nova Real Producers’* 40 under 40, Gold Production in 2021, Platinum Production in 2022, the KW Cares Award, and NVAR Platinum in both 2021 and 2022, testify to significant milestones in a career characterized by hustle and tireless devotion to her clients.

“My past made me an exceptionally hardworking and dedicated individual,” Khaneisha acknowledges.

“My friends say my work ethic is unmatched, and that they don’t know how I still manage to show up for everyone in my life and make everyone feel like they are number one.”

She advises those aspiring to reach the top to put clients’ needs first as well.

“Build trust and lasting relationships,” she counsels. “This approach creates the desired business and ensures longevity in your career.”

BEYOND THE HUSTLE

Away from real estate, Khaneisha





Team leader Khaneisha Pagan (right) of the ONE Residential team at Keller Williams Metro Center, with team owners Josh Dukes (left) and Erin K. Jones (center).

finds joy in spending time with loved ones. In addition to her boyfriend, she treasures her close-knit family with two sisters, two brothers, and her parents. Kobe, a 3-year-old Cavapoo that she says she adores adds a lively dimension to her household.

In her downtime away from work, Khaneisha's favorite pastimes include traveling, baking, engaging in workouts (particularly boxing and Pilates), indulging in shopping sprees, and exploring new restaurants.

"I am also a member of Alpha Kappa Alpha Sorority, Inc., and we are always doing things in our local community," she adds with a smile.

FORGING A MEANINGFUL FUTURE

As Khaneisha looks ahead, her aspirations are rooted in creating a harmonious balance between her work

and personal life while continuing to help others, as she profoundly understands the transformative benefits of homeownership.

"I would like to create a business and life for my family where we can spend a lot of time together and have something they can join in on when I have kids and they grow up," she shares. "Professionally, I want to continue to grow each year and help people invest in themselves through real estate."

"To me, success means finding a career that allows me to balance my personal and professional goals and allows me to create opportunities for others through my work," she adds.

"It is about using my passion to help others and also having the flexibility and autonomy to create a life worth living by making a meaningful contribution to those around me."

“
TO ME, SUCCESS
MEANS FINDING A
CAREER THAT ALLOWS
ME TO BALANCE
MY PERSONAL AND
PROFESSIONAL GOALS
AND ALLOWS ME TO
CREATE OPPORTUNITIES
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Akash Dave

Turning Prospects into Repeat Clients

►► rising star

Photos by Ryan Corvello

Rising star Akash Dave is passionate about transforming houses into homes while building lasting relationships with his clients. With a keen eye for investments, a knack for renovation and creative problem solving, Akash stands out as a seasoned real estate professional with his pragmatic approach.

No Stranger to Hustle

Born in India, Akash made his way to the United States at the age of 1, and has lived in the DMV ever since. An alumnus of the University of Maryland College Park, Akash notes his upbringing had a tremendous influence on his work ethic.

“My mom has shaped who I am today. She had always wanted to be an entrepreneur, but my father was more conservative,” Akash reflects. “That didn’t stop her from encouraging me to become one. She convinced my dad to invest in the Quiznos franchise with me, which taught me how to run a business and how to hustle.”

After owning a Quiznos franchise and working in the restaurant online ordering industry for years, Akash found himself at a professional crossroads when two of the companies he had worked for were sold.

“I was seeing the consolidation in the space, and wanted to get out,” Akash explains.

“I knew I didn’t want to go back to another corporate environment and felt the desire to do something where I could bet on myself. I owned some cash-flowing rental properties and saw that there was a lot of potential in the real estate industry. I am also fortunate that my wife has a stable corporate job and she encouraged me to pursue real estate.”

No Looking Back

After obtaining his real estate license and initially going part-time in 2017, Akash quickly made the decision to go all in on real estate in 2018 and hasn't looked back since.

Akash has achieved remarkable success as a solo agent with eXp Realty LLC. In 2023, he closed 23 transactions totaling \$14 million, mirroring the previous year's success. Not surprisingly, Akash has racked up plenty of recognition as an NVAR Platinum Producer, a top producer in both *Northern Virginia Magazine* and *Washingtonian Magazine* (2020-2023), and a Rookie of the Year at KW United in 2018.

With experience comes wisdom, and Akash has plenty of it to impart to up-and-coming top producers.

"Focus on your relationships and don't be afraid to put yourself out there consistently to be top of mind with the people who know, like and trust you," he advises. "Tell clients you work by referral and don't be a secret agent."

"When I first started in the industry, seven of the top 10 agents in my office were Buffini agents," he continues. "Buffini is a system that focuses on personal notes, calls, little gifts for your database, client events, etc., which creates a strong repeat and referral business. By giving back to your past clients and letting them know that you work by referral, they want to tell others about you. There are so many clients who I work with now, who have had Realtors in the past that didn't stay in touch with them. Many agents are transactional, which is fine, but I prefer a relational business. I love working with people who know and like me and refer me to similar, like-minded people."



Rising Star Akash Dave is a Realtor with eXp Realty.



Beyond Closings

Outside the office, Akash enjoys a life rich in family ties and personal pursuits.

"I met my wife Bhavna when I was 22, and we married at 28. We had our first child, daughter Kaiya, in 2010, and our son Arun in 2014," he shares.

Off-duty, Akash transitions to a sports enthusiast, frequently indulging in basketball and tennis to stay active and maintain a healthy work-life balance. He finds joy in the simplicity of playing games with his loved ones, watching movies together, and traveling as a family.

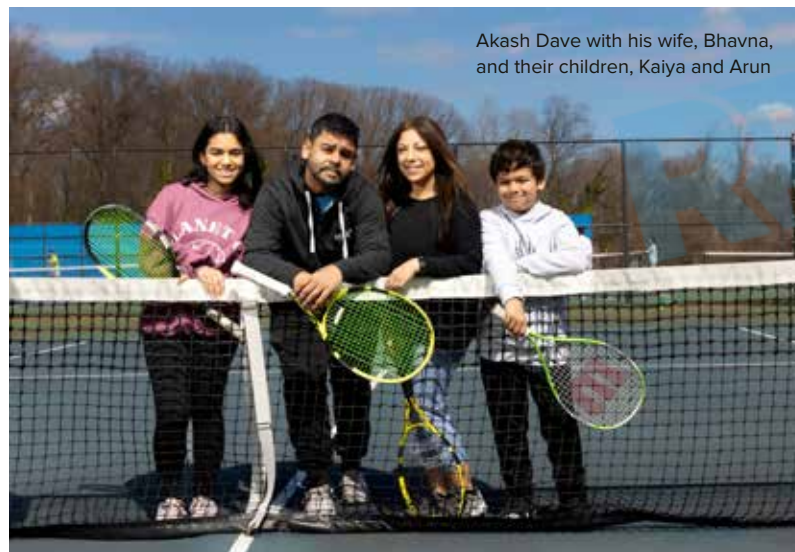
A firm believer in giving back, Akash donates to a charity in India called Shishu Vihar, which focuses on education and providing resources to underprivileged families. This generous act is rooted in his family's history, with his grandmother's active involvement in the Indian organization during his father's youth.

Focus on the Future

Looking down the road, Akash envisions continued success marked by strategic growth in his real estate ventures.

"I hope to continue to grow my real estate business through repeat and referral clients, eventually perhaps starting a small team. I've also started working with new construction builders and would like to develop that aspect of my business," he shares. "I would also like to ramp up our flip business and purchase additional rental properties to create multiple income streams."

"There are so many avenues to create generational wealth through real estate, and by being in the industry, we have the inside track to identify these opportunities."



Akash Dave with his wife, Bhavna, and their children, Kaiya and Arun



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MICHAEL SOBHI

REACHING NEW HEIGHTS

Michael Sobhi, a REALTOR® who holds a Class A contractor's license and a residential builder's license, seamlessly blends construction expertise with real estate and his passion for flying. With his own pilot's license, Michael personally flies clients to explore vacation properties beyond the DMV, offering an exclusive perspective on potential real estate investments.

A JOURNEY OF DIVERSE EXPERIENCE

Michael was born in Santa Monica, California, but spent his formative years in Egypt until the fifth grade and notes this multicultural background adds a unique layer to his business approach. Before venturing into real estate, he honed his skills in the construction industry.

Reflecting on his early career, Michael shares, "I had the opportunity to work on diverse projects, focusing on flips and renovations of homes in Northern Virginia. Engaging in hands-on tasks and project management laid a robust foundation for understanding residential properties, enriching my real estate career with a keen eye for property assessment and a deep appreciation for construction and renovation."



Michael's contractor license propelled him into the world of construction, where he quickly developed a profound interest in the intricacies of the real estate market.

"As I delved deeper into various projects, I found myself increasingly drawn to the nuances of the real estate market. Exploring different types of homes and understanding each client's unique needs fascinated me," Michael shares. "This led me to transition into real estate sales, driven by a desire to further explore this interest and assist people in finding their dream homes."

CONSISTENT EXCELLENCE

Since entering the real estate arena in 2008, Michael has consistently delivered outstanding performance and garnered industry recognition. In 2022, his transactions totaled an impressive \$24.8 million, soaring to \$35 million in 2023.

Michael's accolades range from being recognized in *NOVA Real Producers' 40 Under 40* to gracing the cover of *Top Agent Magazine*. His appearances on "Good Day Washington" (WUSA-9) amplify his influence in the industry, while his eight-year streak as the number



Michael Sobhi is owner and team leader of The Sobhi Group at Real Broker LLC.

one top producer at his former brokerage, Fairfax Realty, underscores his sustained excellence.

As a seasoned expert, Michael offers invaluable insights for aspiring real estate professionals. He advises mastering one aspect at a time, maintaining a positive mindset in the

face of setbacks, and embracing rejection as a learning opportunity. Michael stresses the importance of building strong relationships, continually educating oneself, enhancing daily efforts to engage in real estate conversations, and investing time in refining scripts for effective communication and negotiation.



Michael Sobhi's wife, Valeriya, is the managing partner and marketing director of his team.

"And always keep one of my favorite quotes in mind from my coach, Andrew Lacey: 'A no today does not mean a no tomorrow,'" Michael adds. "Success in real estate demands patience, dedication, a commitment to improvement, and a proactive approach to building connections."

BEYOND BUSINESS

Recently married to his wife and business partner, Val, Michael leads The Sobhi Group at Real Broker LLC. He notes that their union in 2023 has opened a new chapter marked by shared interests in business, travel, and adventure, which they consider the foundation of their relationship. Together, they enjoy activities such as tennis, golf, cruising on their boat along the Potomac River, and ski trips during colder months.



In addition to his passion for real estate, Michael is an avid pilot who frequently flies his clients in his Cirrus to purchase vacation homes in places like Ocean City, Lake Anna, and Deep Creek. Michael has also recently acquired his real estate license in North Carolina to expand his capabilities, assisting clients interested in purchasing beachfront properties in the Outer Banks and other coastal areas of North Carolina.

"Flying has been a personal passion of mine, adding an exhilarating dimension to my life. Whether for fun or as part of my real estate services, my pilot's license is a unique aspect of my identity," he shares.

Michael is also an avid boater on the Potomac River and supports the Potomac River Keepers, an organization dedicated to preserving the waterway. Recognizing the importance of preserving the river's health, he contributes to the organization's clean water advocacy and pollution monitoring efforts. Michael owns several boats on the Potomac River, along with his chartering business called



Good Vibes Charter, which reflects his understanding of the importance of maintaining the river's health for the enjoyment of all, just as he has cherished it.

"As someone who has spent countless hours on the Potomac River, I understand the importance of maintaining its cleanliness and health for future generations," he emphasizes.



In addition to his accomplishments in real estate, Michael has expanded his entrepreneurial ventures into the wellness domain. Michael recently acquired Perspire, a franchise specializing in infrared sauna and red light therapy. With plans to open the first Perspire location in Falls Church by the end of

summer, Michael's venture not only showcases his diverse business acumen but also introduces a novel wellness option to the community. This move exemplifies his ability to bridge his expertise in real estate with a commitment to health and wellness, further enriching his professional portfolio and benefiting the local community.

A PROMISING FUTURE

Looking ahead, Michael is determined to pursue growth while upholding a balanced work-life dynamic. Professionally, he is dedicated to furthering his knowledge of real estate, staying updated on industry trends, and aiding families with their real estate requirements.

On a personal level, Michael plans to indulge his passion for travel, exploring more of the world. Additionally, he is working on improving his golf game, a newfound hobby.

"In my career, success means finding joy in my work and ensuring my clients are satisfied with the services



I provide. Real estate is inherently people-focused, and I take pride in building strong relationships and helping clients achieve their real estate goals," Michael emphasizes.

"Equally important is having sufficient time to spend with my family and pursue personal interests outside of work. I believe that maintaining a balance between work and personal life is crucial for long-term happiness and fulfillment."

"I BELIEVE THAT MAINTAINING A BALANCE BETWEEN WORK AND PERSONAL LIFE IS CRUCIAL FOR LONG-TERM HAPPINESS AND FULFILLMENT."

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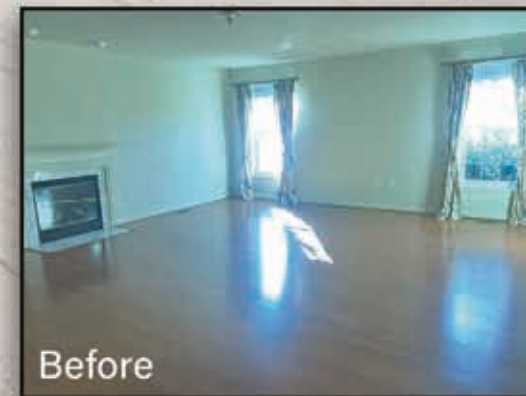
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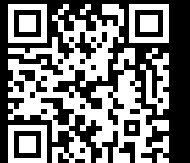
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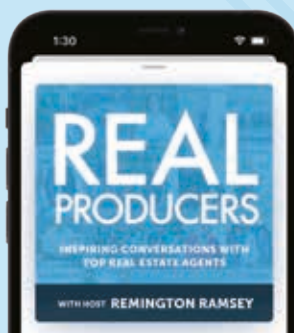
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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RANK	NAME	OFFICE	SELLING #	SELLING \$	BUYING #	BUYING \$	SALES	TOTAL \$
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