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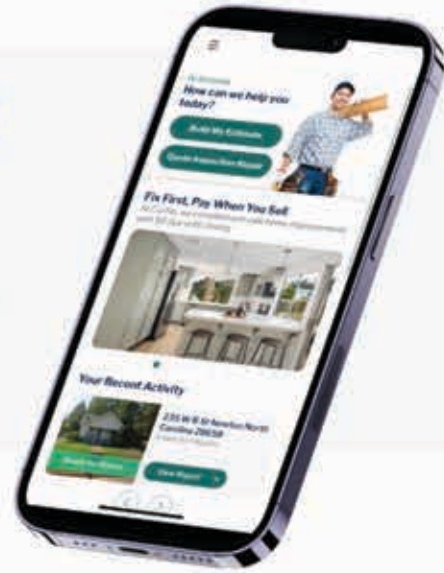
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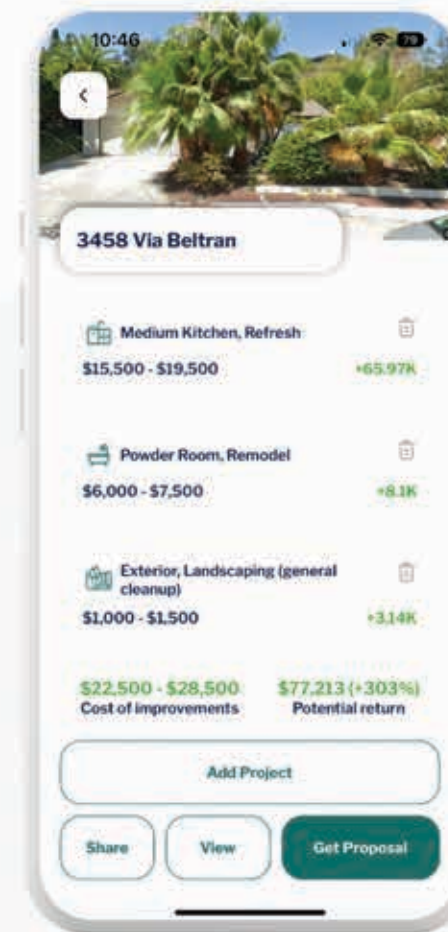
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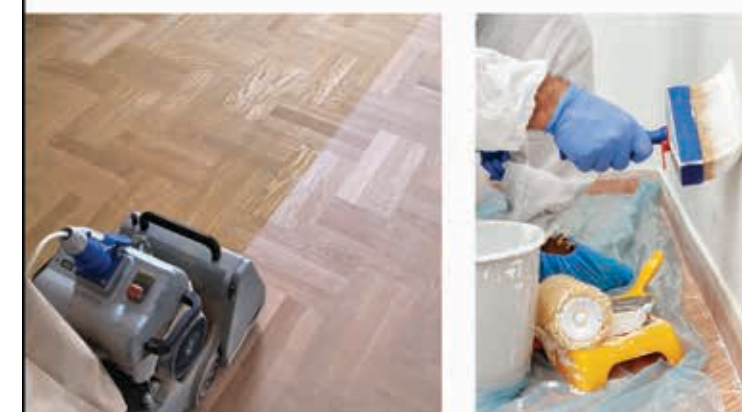
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**Ryan Corvello**  
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# PUBLISHER'S NOTE



Hey August, the Endless Summer!

As we step into the heart of August, we find ourselves in the midst of the dog days of summer, where the sun hangs high in the sky, and the air is thick with the promise of adventure. August isn't just another month; it's the grand finale of summer.

But as the days begin to wane and the evenings grow cooler, there's a bittersweetness to the air. So, let's make the most of these final days of sunshine and warmth, embracing every opportunity for joy and adventure before bidding farewell to summer's magnificence.

Mark your calendars for our next big event, Game Day on the Green, on September 10th! DC Metro and NOVA Real Producers will come together for rooftop mini-golf. It's going to be an epic

conclusion to an unforgettable summer. Will we see some friendly competition for the tournament? We shall see.

As we embrace the final days of August, let's keep this quote close to heart: "Every summer has its own story." Let's make sure ours is one for the books.

Here's to an August filled with laughter, adventure, and endless sunshine. Cheers to the end of summer and all the memories we've made along the way!



**Kristin Brindley**  
 Owner/Publisher  
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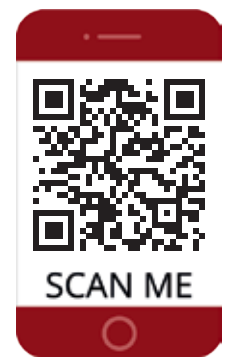
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# 7 TIPS

## to Expand Your Negotiating Skills for Real Estate Success

**Whether it's setting boundaries with new clients or getting down to the details on a contract, negotiating skills play a big role in any agent's success. While you've probably spent time carving out a unique approach to these discussions, it's never a bad idea to brush up on your technique and add some new approaches to your negotiating arsenal.**

### Anchor with Confidence

Leverage the power of the first offer. Studies show people tend to anchor on the initial number presented so it's best to work to provide a well-researched, strong opening offer, which can subtly influence the final price.

### Apply the "Yes Ladder" Technique

Ask a series of leading questions designed to elicit a string of "yes" answers. This creates a sense of momentum and agreement, making it more likely the other party will accept your final proposition.

### Reframe with Positive Language

Negotiation isn't about winning or losing, it's about finding a win-win. Reframe objections by focusing on the value you bring and the benefits of the deal. Use positive language that emphasizes collaboration and solutions.

### Don't Be Afraid to Explore The "What If" Scenario

Planting seeds of doubt doesn't need to be done in a manipulative fashion. Avoid any high-pressure tactics, but consider simply presenting a hypothetical scenario, such as if a deal fell through. By highlighting the potential drawbacks for the other party, you can nudge them towards accepting your terms.

### Empower Yourself with Emotional Intelligence

By taking a moment to understand both your client's and the other party's motivations, needs, and fears, you can gain a better perspective. Showing empathy is not a sign of weakness. Instead, it can build trust in your character and allow you to navigate emotional objections more effectively.

### Leverage the Power of Silence

Give the other party time to consider your offer and respond. Filling silences can weaken your position and make you seem desperate. Especially in today's busy world. Don't let a lack of an email response within 24 hours allow your brain to jump to conclusions.

### Embrace the BATNA (Best Alternative To a Negotiated Agreement)

Strong negotiators have a BATNA. Know your walk-away point and be prepared to do so if necessary. This strengthens your resolve and prevents you from accepting a bad deal under pressure.

Negotiation is a dance, which at its heart employs positive human emotions like empathy and trust-building. By working from such a position, you can make sure all parties come away with a good impression of you and the outcome you desire.



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

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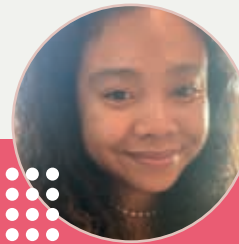
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## special events

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DC METRO Real Producers'

# JUNE MAGAZINE PARTY

### JUNE 12, 2024

For those who attended the *DC Metro 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 Avi Galanti's beautiful property built by **Mid-Atlantic Builders**. We hope you had a fantastic time celebrating with us!

The event was a resounding success, and we want to express our heartfelt gratitude for your participation as one of our featured agents and esteemed partners. Your presence added an extra touch of significance to the celebration, and we are immensely thankful for your ongoing support.

A heartfelt thank you to our amazing partners, **J&J Painting**. Their contributions made this event a resounding success. We couldn't have done it without you!

Additionally, a special thank you goes to **Curds & Cuts** for providing the delicious food, **Ryan Corvello** for capturing stunning photos and **HD Bros** for the beautiful videography that 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.

\*Magazine parties are smaller gatherings where we celebrate all of the rock star agents who have graced our pages in the past few months.

For more information on all DC Metro Real Producers events, please email us at [info@dcmetrorealproducers.com](mailto:info@dcmetrorealproducers.com).



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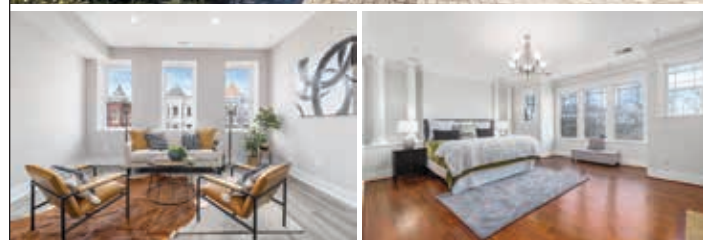
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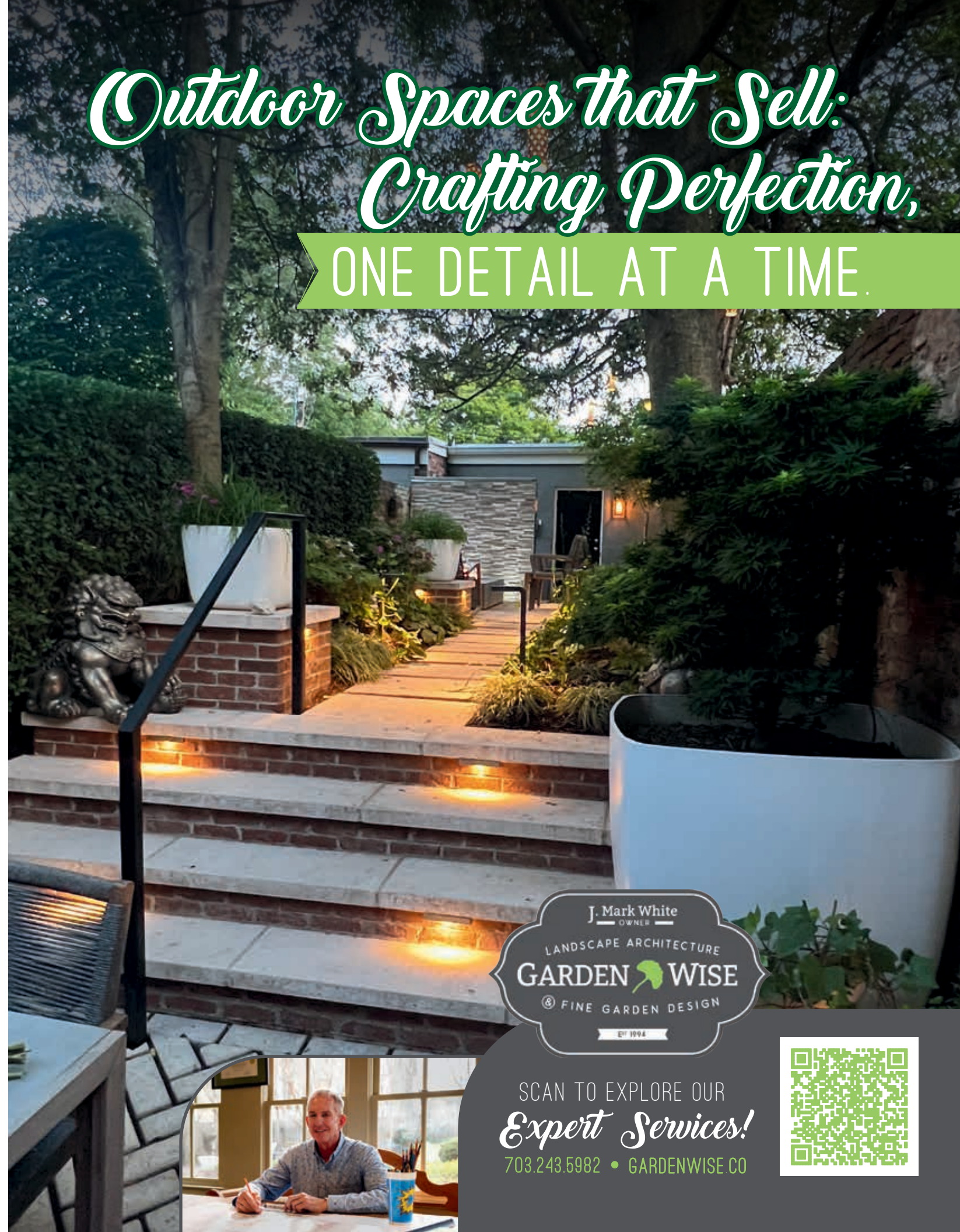


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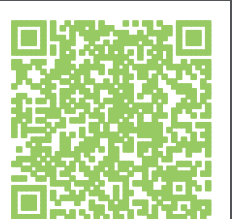
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Meet Jamal Hampton, the passionate owner of Sentinel Inspections, a leading residential and commercial home inspection company serving the DMV area. With over a decade of experience and a deep commitment to ensuring the safety of homes, Jamal's journey embodies dedication, expertise, and a profound sense of responsibility.

### VENTURING FORTH

Hailing from Rocky Mountain, North Carolina, Jamal's path to the home inspection industry was shaped by his upbringing and educational pursuits. Reflecting on his journey, Jamal shares, "My role models are several real estate agents in the area. I've never seen so many young, successful African American people until I moved here. Inspired by this success, Jamal transitioned from a mold mediator to a licensed home inspector, driven to make a difference in homeowners' lives.

Jamal's journey into the world of home inspections was not just a career choice but a deeply personal endeavor. Growing up with a father in the Army, Jamal's family moved to Indiana during his formative years. He pursued a bachelor's degree in business management at Indiana State University, where he was also a student-athlete. It was during this time that he found inspiration in the success stories of young African-American professionals in the real estate industry. Their achievements exemplified hope and possibility, motivating Jamal to chart his path in the same field.



### SENTINEL INSPECTIONS

Established in the heart of Prince George's County, Maryland, Sentinel Inspections has become synonymous with reliability, expertise, and exceptional service. Specializing in comprehensive residential and commercial inspections, Sentinel offers various services, including mold testing, air quality assessment, and radon measurement.

"A few of our main differentiators from other companies in the area are in our knowledge base," Jamal shares. "We've had extensive experience with environmental hazards as well as safety items throughout the home, and I think that our experience from doing several thousand inspections gives us a leg up on being prepared for any situation that we can," he notes.

At Sentinel Inspections, excellence is not just a goal; it's a standard upheld by a dedicated group of individuals led by owner Jamal Hampton. Jonathan Williams and Turner Allen, integral members of the Sentinel team, bring a wealth of experience and expertise to their roles. With six years of home inspection experience under his belt, Jonathan Williams exemplifies professionalism and a commitment to excellence. With two years of experience in the field, Turner Allen complements the team with his fresh perspective and dedication to learning and growth.

Together, Jamal, Jonathan, Turner, and the rest of the Sentinel team form a cohesive unit driven by a shared mission: to provide unparalleled service and ensure the safety and well-being of every homeowner they serve.



Reflecting on the company’s success, Jamal emphasizes, “Our experience from doing several thousand inspections gives us a leg up on being prepared for any situation.” Over the years, Sentinel has earned the trust of homeowners and real estate professionals, conducting over 6000 inspections and solidifying its reputation as a leader in the industry.

**OUTSIDE THE OFFICE**

For Jamal, family is the cornerstone of his life outside of work. With a son named Jaxxon Jamal Hampton, who is four years old, Jamal’s world revolves around the joy and fulfillment his family brings him. Reflecting on his role as a father, Jamal shares, “He’s the pride of my life. He’s completely changed me. He brings me joy every day. He’s definitely my everything.”

When Jamal isn’t conducting home inspections or managing his business, he cherishes every moment spent with his loved ones. Describing his favorite way to spend leisure time, Jamal shares, “We love to play with a lot of cars. Cars is his favorite movie. So we have racetracks. We have automatic, you know, electronic cars. He loves Hot Wheels.” Their shared love for adventure extends to outdoor activities like crab fests and water parks, creating cherished memories that Jamal holds dear.

**PROSPECTING BEYOND**

Looking ahead, Jamal

envisions continued growth and expansion for Sentinel Inspections. With plans to increase annual inspections and expand the team, Jamal remains committed to excellence. As he reflects on the future, Jamal shares, “I’m very confident that we will be able to conduct more than 3000 inspections yearly. I’ll continue to be an awesome role model for the younger generation.”

In addition to business growth, Jamal is deeply invested in technological advancements and innovation within the industry. “We are diligent in ensuring that our home inspection company is at the top of

technological advances,” he explains. “We aim to make the inspection process even better and as enjoyable as possible in this stressful situation.”

*If you’re seeking reliable home inspection services, look no further than Sentinel Inspections. With transparent pricing and timely reporting, Sentinel Inspections ensures peace of mind for homeowners and agents alike. Schedule a home inspection today by visiting [sentinelhi.com](http://sentinelhi.com). Or contact Jamal Hampton at (301) 832-2682.*



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# DAVID & CLAIRE ABRAMS

*A Family Business Serving the Head and the Heart*

David and Claire Abrams, co-founders of Abrams Residential at Compass, are redefining the real estate landscape in Washington, DC. Their journey from different professional backgrounds to a harmonious partnership illustrates their dedication to providing exceptional, personalized service to their clients. Claire’s creativity, design savvy, and je ne sais quoi provide the perfect complement to David’s more analytical approach to creating a relatable, well-rounded experience for their clientele. According to David and Claire, “For a home to be the

“right” home for someone, it needs to meet both their practical needs and connect with them on an emotional level. It has to make sense, but it also has to feed the soul. Our goal is to serve both the head and the heart of our clients”.

#### STARTING OUT

David and Claire’s paths to real estate were shaped by their diverse experiences and shared values. David’s journey began in sales, where he discovered a passion for helping



clients transform their homes. “When I graduated college, the initial plan was to take a year off and then go to Law School and figure it out from there. I ended up falling into a sales job with a high-end window replacement company and fell in love with the work,” he recalls. After five years, David went in search of new challenges, which led to his receiving his MBA with a focus on strategic marketing at Emory University’s Goizueta School of Business. After Graduate School, he was recruited to work for Chevron’s Global Marketing Development Program. However, the slow pace and detachment of corporate marketing at Chevron led him to seek a more dynamic and personal career in residential real estate. With a natural inclination towards design and sales, Claire found her calling in real estate early on. “Real estate was a natural fit, and my first professional experience working in new construction sales for McWilliams Ballard solidified my career choice,” she shares.

Both David and Claire are deeply rooted in the DC area. Claire was born in Adams Morgan and grew up in Del Ray, Alexandria, while David grew up in Rockville. They spent two decades living in the District, including eight years in Shaw, before moving their young family to Bethesda in 2021. This extensive first-hand experience living in various neighborhoods across all three jurisdictions enhances their ability to serve their clients as true insiders throughout the region. Their shared connection to the community enhances their ability to serve their clients effectively. “Real estate has allowed us to stay close to our roots and build ties to communities that hold so much personal meaning to us,” David explains.

For them, the most fulfilling aspect of their work is the relationships they develop with their clients. They take pride in guiding their clients through significant life transitions, whether joyous or challenging. “Real estate is about helping people navigate significant change. There are so many factors that provide the impetus to buy or sell a home. Many are joyous, like a wonderful new relationship, becoming a family, expanding a family, or having an exciting new career opportunity. However, some are difficult, such as the loss of a loved one or the dissolution of a relationship. Being able to help make both the joyous and the more difficult transitions more seamless so our clients can be more present in their own lives is a really fulfilling service to offer,” they reflect.

Since forming Abrams Residential in 2018, David and Claire have achieved remarkable success, with a sales volume of over \$130 million. Over the past three years, they have averaged \$25 million annually, with about 24 transactions yearly. They



small family business. “We do not anticipate wanting to get too much larger and risk losing the feel of that small family business that we have worked so hard to create,” they affirm. David and Claire take great pride in their holistic approach to real estate, one that goes beyond mere transactions.

Ultimately, David and Claire’s highest hope is to sustain their business’s growth while staying true to the values and quality of

service that set them apart.

Their advice to fellow real estate professionals is simple: “Figure out your “why” and pursue what is authentic and meaningful to you with passion. Don’t get caught up in chasing production for production’s sake. Instead, focus on serving your clients with the care and service they deserve while maintaining balance in the other important areas of your life.”

anticipate a volume between \$20 million and \$30 million for the current year. Their dedication and expertise have earned them top producers recognition from Washingtonian, Bethesda Magazine, and Real Trends.

#### JOY IN TOGETHERNESS

David and Claire Abrams lead a fulfilling family life that complements their professional endeavors. Their home is vibrant with the activities and interests of their young children, six-year-old daughter Dolly and four-year-old son Teddy. Dolly currently delights in singing and art, while Teddy is enthusiastic about his new experiences in baseball and karate. Their family circle is complete with their beloved dog, Zoe, a mini Bernedoodle.

Family time is a cherished priority for the Abrams. “We are very family-oriented, so spending quality time with our kids and their grandparents is our priority when we aren’t working,” they emphasize. Annual beach trips to the Eastern Shore are a family tradition, providing a much-needed break and creating lasting memories. As their children grow older, David and Claire look forward to planning more ambitious

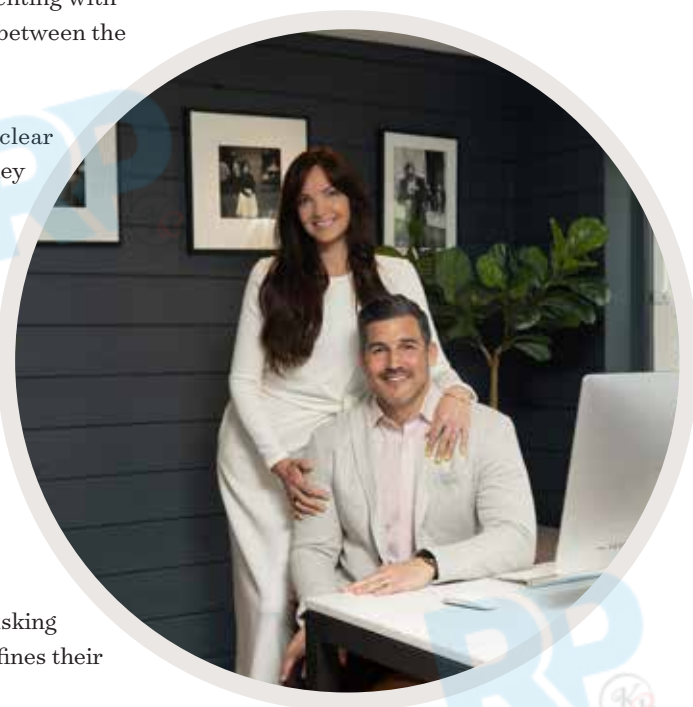
vacations, further enriching their family’s shared experiences.

#### LOOKING AHEAD

For David and Claire, the future is about maintaining balance and integrity while pursuing growth. As a husband and wife team with two young children, their short-term goals are rooted in finding harmony between the daily demands of work and parenting. “Our short-term goals are simply to navigate the day-to-day demands of work and parenting with some reasonable balance between the two,” they explain.

Professionally, they have clear long-term aspirations. They aim to continue building their business organically without compromising the quality and personalized service that have become their trademark.

While growth may eventually require the addition of a like-minded partner, they are cautious about expanding too much and risking the personal touch that defines their



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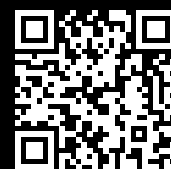
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# BRITTANY JACOBY

## THE ART OF HOME

Photo by Jess\_Munoz



Jess Munoz Photography

“Not exactly the path one would think leads to real estate, but somehow, it makes perfect sense for me. Every experience has allowed me a generous level of compassion, creativity, and determination that serves me daily in real estate and beyond.”



Our Maryland House

Before venturing into real estate, Brittany took many paths, each contributing to her eclectic skill set. From coordinating projects in advertising to nurturing young minds as the director of an after-school arts program, her journey has been as multifaceted as her interests.

Familial ties in real estate eventually beckoned her toward a new chapter.

Her grandmother’s illustrious career as a Realtor in the Midwest inspired her. “My grandmother was named Realtor of the Year and held the position of President of her local association during a period when real estate was male-dominated,” Brittany beams. “I also have two uncles in Nevada who are rock star Realtors.”

Brittany’s innate penchant for matchmaking and connecting individuals with their ideal abodes hinted at her true calling. “Before I became a Realtor, I did this as a hobby! I’d do all the footwork and connect people with a local agent who would do the paperwork, and then they’d get the commission.” It took an insightful nudge from her husband to realize that her passion could be more than a hobby—it could be a career. “My husband told me I should be getting paid for this. And you know what? He was right!”

With four children, the flexibility of real estate allows Brittany to balance career and family life. “Becoming a Realtor was the best decision,” she affirms.

Brittany is a solo agent at City Chic Real Estate and has made her mark since starting in 2020. Despite the pandemic’s challenges, she excelled. In her second year, she earned the prestigious Directors Club certificate at Long and Foster. She credits a beloved mentor for guiding her to early success. In

In an industry often characterized by fast-paced deals and bottom lines, Brittany Jacoby’s perspective is refreshing. Her dedication to prioritizing the needs and emotions of those she serves as a REALTOR® underscores a deeper understanding of the significance behind every transaction. “Real Estate is an emotional business. People are purchasing first homes, downsizing from the homes where they raised their children, and selling grandma’s home. The list goes on.”

**CHARTING NEW COURSES**  
Brittany, a Realtor with a heart as vast as her hometown of Las Vegas, NV, has a unique journey in the real estate industry. She traces her path from the vibrant lights of the city to the serene landscapes of Utah to Nebraska before settling in Maryland, where she found not only her home but her calling in real estate.

“I have a background in musical theater, art, and creative writing,” Brittany shares.

her third year, she moved to City Chic Real Estate, joining as the Director of Agent Engagement and Culture.

City Chic Real Estate provides Brittany with a strong foundation. “City Chic allows me to provide the attention and customized experiences I want for my clients. We have a great spirit of collaboration and support within the brokerage.”

#### FAMILY, HOME, AND DREAMS

Brittany’s family life is woven with resilience and unwavering devotion. It all began in a Salt Lake City bookstore, where she met her husband, fondly dubbed “Bookstore Chris.” Their love story unfolded amidst the backdrop of violin-making and artistry, culminating in a quaint life in rural Nebraska while growing their family.



This photo is included in PORCHES, an exhibition about the pandemic by Christopher Barclay

wine on her wrap-around porch, exploring nature trails, and nurturing her passion for art and stories alongside her children.

Brittany’s journey in real estate intertwines with her aspirations and dreams to “live a happy and cozy life.”

In her professional journey, Brittany is experiencing significant momentum—a testament to her dedication and her brokerage’s supportive environment. As her confidence as a Realtor has blossomed and her client base keeps expanding, she remains loyal in her commitment to learning, serving her clients, and providing for her family.

Brittany’s business philosophy centers on relationships. “My business—and entire life, really—is about relationships,” she affirms. “I want the people I interact with and work with to feel supported, heard, and appreciated.”

Looking towards the future, Brittany hopes for the simple joys of family and fulfillment. “If there is one thing my life has taught me, it’s that we can never know what our futures hold,” she reflects. “But I love a good adventure!”

Brittany’s achievements showcase her commitment to excellence and client satisfaction. She’s driving sales and setting industry standards for integrity, collaboration, and professionalism.

Brittany has faced and overcome significant challenges in her adult life. Notably, a serious accident at age 21, which left her learning how to walk again, and her son’s shocking diagnosis. She’s also relocated her family several times in cross-country moves. “I know my clients are experiencing big life changes when they come to me, so that’s where the compassion gained from my experiences comes in handy. It’s not just a transaction; it’s a huge life moment for people. I don’t take that lightly.”

As an advocate for NF research, Brittany has turned her son’s condition into an opportunity to help others, working with the Neurofibromatosis Network and supporting continued research funding. Real Estate allows her the flexibility to spend time advocating effectively. “Real Estate has inadvertently allowed me to advocate for my son’s condition.”

#### EYES ON TOMORROW

For Brittany, success is a state of being defined by peace, comfort, and fulfillment. Guided by her mantra, “What’s the best that could happen?”



Photo by Judy Maughan

However, life took an unexpected turn when their son Townes was diagnosed with Neurofibromatosis Type 1 (NF1) at one year old. They uprooted their lives for their son’s health, settling in the greater DC area.

In this new chapter, Brittany finds comfort in her historic 1889 farmhouse. Amidst the company of her husband, their four children, and the sweet family cat, Brittany cherishes family time.

Beyond her role as a Realtor, Brittany enjoys simple pleasures—savoring

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# LAUREN DAVIS

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Lauren Davis, a prominent figure in the real estate scene, is more than just a REALTOR®; she's a community pillar, a dedicated professional, and a family-oriented individual. With over two decades of experience, Lauren's journey in the industry has been nothing short of remarkable. Reflecting on her passion for her work, Lauren shares, "Real estate is part of who I am, so it is part of my dreams and goals."

#### A Glimpse Into Her Roots

Lauren traces her story back to her hometown. "I grew up in Bethesda, MD, and attended Bethesda-Chevy Chase High School (where I am now on the board)," Lauren shares. Her educational journey led her to Denison University, where she swam competitively. However, her upbringing in a real estate household laid the foundation for her eventual career path. "My mom was in the business

as long as I can remember, so I grew up in it," Lauren reminisces. "I worked side by side with her for the first 15 years of my career."

Before her career in real estate, Lauren delved into public relations and media sales. However, life events led her to make a significant career change. "I joined my mom's business when I was 27 years old," she explains. "I thought I would join a little later, but the market was crazy in '02, and she desperately needed the help."

For Lauren, real estate isn't just a profession; it's a part of her identity and aspirations. "Real estate is part of who I am, so it is part of my dreams and goals," she shares. "I am grateful for my clients, peers, and family. Their support has fueled my success."



Lauren's dedication and expertise have propelled her to the forefront of the industry. In 2023 alone, she achieved a staggering \$65 million in sales volume across 34 transactions. Her projected volume for the current year stands at an impressive \$75 million. Alongside her professional success, Lauren has been recognized with a community leadership award from her brokerage, TTR Sotheby's International Realty.



Amidst the numerous tasks and transactions that fill her days, the moments of victory for her clients fuel Lauren's passion for her work. "I love 'winning' for my clients," she enthuses. "Watching my clients achieve their goals brings me the greatest joy." In Lauren's eyes, success isn't just measured by sales figures or accolades;



it's defined by the tangible impact she makes in the lives of those she serves.

#### Beyond Transactions

Lauren leads a life full of love, laughter, and cherished moments with her family. "I have a husband, Steve, and we have been married for 22 years," Lauren reveals, offering a glimpse into her personal life. Together, they share the joys and challenges of parenthood with their daughter, Georgia (14), lighting up their world. "We love to go to the beach (Bethany, Cape Cod, Delray Beach, FL)," Lauren shares. But it's not just sandy shores that fill their days; their loyal companion, Gus, a 2-year-old black lab, adds an extra dose of fun to their lives.

When she's not busy closing deals and attending to clients, Lauren treasures moments of leisure with her loved ones. She likes playing tennis, walking on the Crescent Trail, and having a cocktail with friends. However, it's the simple joys of spending time with her teenage daughter and her friends that truly fill Lauren's heart with laughter and warmth.

Beyond her thriving career and bustling family life, Lauren remains deeply committed to giving back to her community, like The Bethesda-Chevy Chase

High School Educational Foundation, Stone Ridge sports booster, and welcome committee, and The Children's Inn at NIH. For Lauren, service isn't just a duty—it's a calling, a way to make a meaningful impact and leave a lasting legacy.



#### Living the Mission

For Lauren, success in real estate isn't just about the sale—it's about upholding a steadfast commitment to her clients and community. "We live by the mission we created as a team," Lauren shares proudly, reflecting on the values that underpin her business philosophy. "Our mission is to provide our clients with the highest level of professionalism, to be consultative and

meticulous at every step of the sales process, and to be honest, authentic, and hard working.”

Looking towards the future, Lauren’s aspirations extend beyond professional milestones. “Could there be a third generation in the business?” she muses, envisioning a legacy that spans generations. “I won’t be forcing her, but it would be pretty cool.”

Yet amidst her ambitions, one thing remains clear: Lauren’s unwavering dedication to fostering a sense of family within her business. “I started this as a family

business, and I think it still has that vibe,” she reflects. “I care about the people who work with me and my community, and that makes everything more enjoyable.”

As Lauren concludes her narrative, she shares invaluable advice for up-and-coming Real Producers looking to carve their path to success.

“Get to know the inventory and neighborhoods to add value and cultivate strong relationships with peers and competitors. Additionally, volunteer and contribute to causes you believe in to establish deeper connections.”

“Get to know the inventory and neighborhoods to add value and cultivate strong relationships with peers and competitors. Additionally, volunteer and contribute to causes you believe in to establish deeper connections.”



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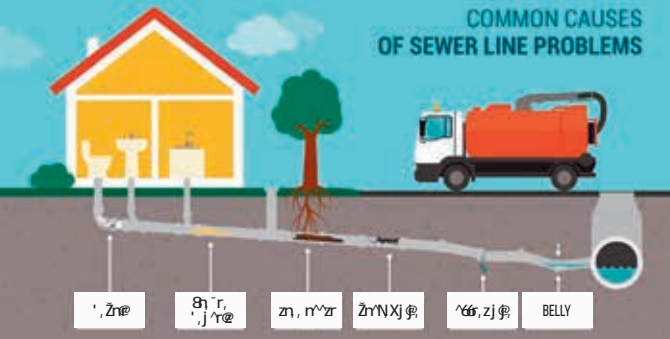
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# TOP 250 STANDINGS

Individual Closed Data as reported to MLS from Jan. 1 to June 30, 2024


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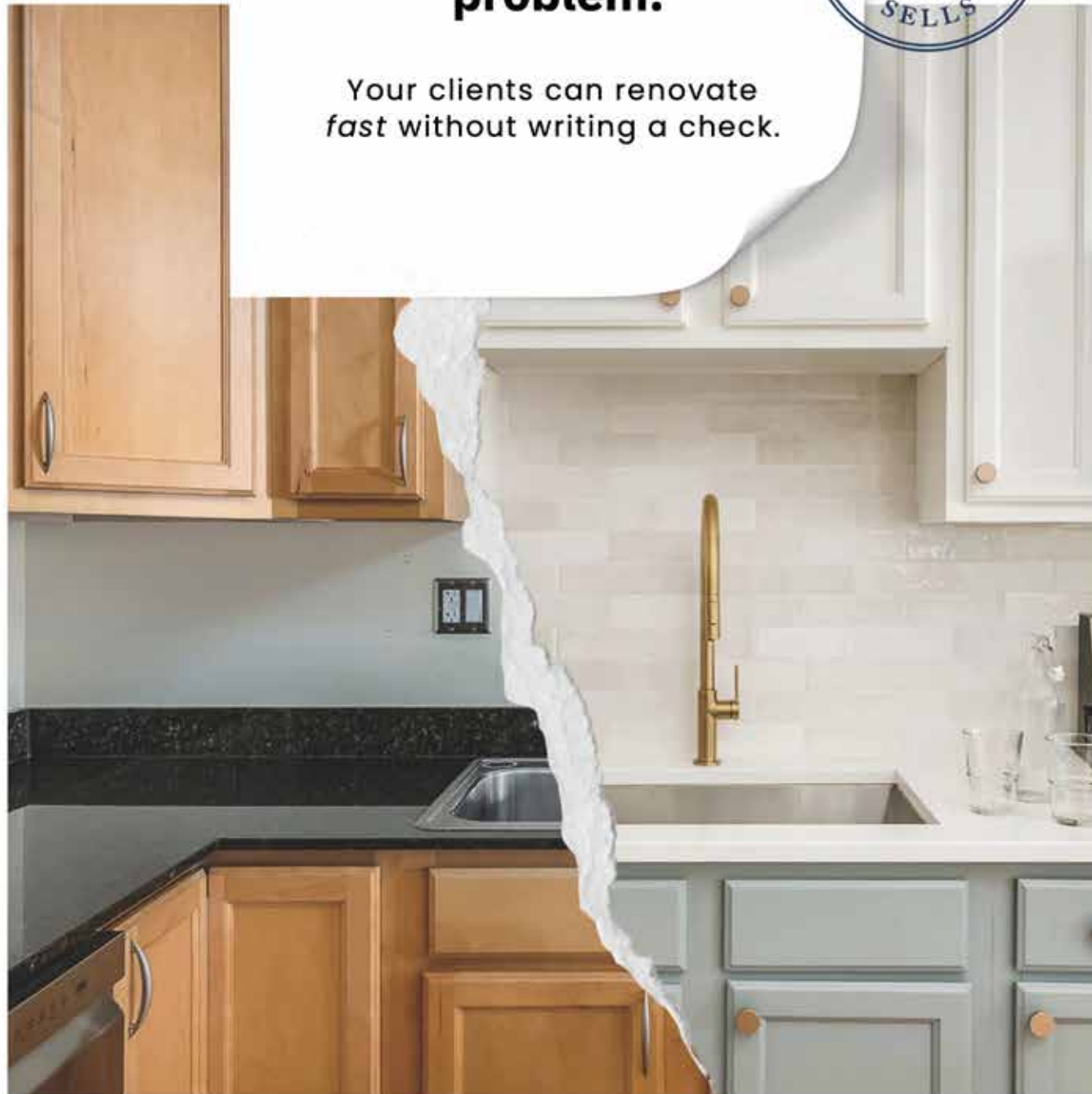
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