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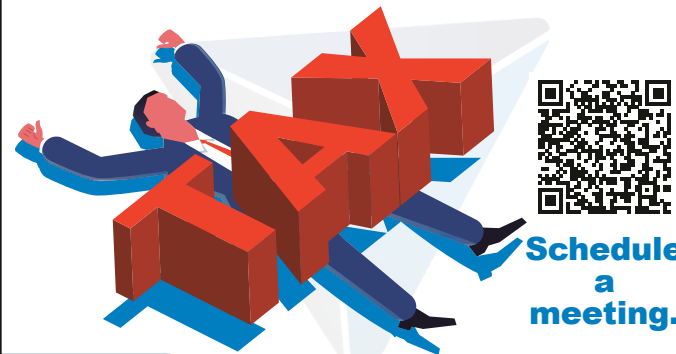
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# TABLE OF CONTENTS

	<b>08</b> Index of Preferred Partners		<b>14</b> Publisher's Note: Lead with Love!		<b>20</b> Words by Wade: 4 Action Steps to Take to Have a Great 2024!
	<b>22</b> Legal Hotline: The Importance of Knowing the Status of Title		<b>26</b> Partner Spotlight: Kenny Howard, DryHome Roofing & Siding		<b>32</b> Power Couple: Blake & Leah Davenport
	<b>38</b> Rising Star: Diego Abregu		<b>44</b> Cover Story: Mike Putnam		<b>52</b> Top 250 Standings



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If you are interested in nominating REALTORS® to be featured in the magazine, please email [Wendy@kristinbrindley.com](mailto:Wendy@kristinbrindley.com).

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# FAQ

By Kristin Brindley, Publisher

## ABOUT THIS MAGAZINE



Ever since we launched *NOVA Real Producers* six years ago, I have heard some of the same

questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice!

### Q: WHO RECEIVES THIS MAGAZINE?

**A:** The top 500 agents in the Northern Virginia (NOVA) area. We pull the MLS numbers each year (by volume) for agents licensed in our Northern Virginia service area, including Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County and Prince William County. We cut off the list at number 500, and the next year's distribution is born. We did this again in January, based on the new top 500 agents in sales volume for 2023. Based on 2023's list, the minimum production level for our group is \$14.05 million. The list will reset again at the end of 2024 for the following year and continue to update annually.

### Q: WHAT IS THE GOAL OF THIS MAGAZINE?

**A:** We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals. We take the top 500 real estate agents and our preferred partners and we build an exclusive community around that group. We share their stories, successes, and upcoming events — really, anything that will connect, inform, and inspire, we put in our monthly publication.

### Q: DOES REAL PRODUCERS HAVE EVENTS?

**A:** Yes! We will have specific networking events throughout the year.

### Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

**A:** It's really simple — every feature you see has first been nominated. You can nominate other REALTORS® (or yourselves!), affiliates, brokers, owners, and office leaders can nominate Realtors as well. We will consider anyone brought to our attention because we don't know everyone's stories, so we need your help to learn about them. A nomination currently looks like this: you email us at [wendy@kristinbrindley.com](mailto:wendy@kristinbrindley.com) with the subject "Nomination: (Name of Nominee)." Please explain why you are nominating them to be featured. It could be that they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion for our team to write the article and for our photographer to schedule a photo shoot.

### Q: WHAT DOES IT COST A REALTOR/TEAM TO BE FEATURED?

**A:** Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

### Q: WHO ARE THE PREFERRED PARTNERS?

**A:** Anyone listed as a "preferred partner" in the front of the magazine is part of this community. They will have an ad in every issue of the magazine, attend our events, and be part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special piece to this puzzle since their partnership helps support our monthly publication. Without them, we wouldn't be able to feature our top agents or host our social events.

### Q: HOW CAN I REFER A PREFERRED PARTNER?

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# Lead with Love!

## ▶▶ publisher's note

Hello Real Producers of Northern Virginia,

February is synonymous with love, and it's the perfect opportunity to examine the connections we cherish in our daily lives. Considering our nation and industry are navigating considerable upheaval, the importance of nurturing relationships has never been more paramount. **Now** is the time to step up by offering encouragement and support in every way we can. In the good times, leading with love is a powerful practice, and in challenging times, it becomes even more impactful!!

With Valentine's Day on our radar, let's seize the chance to elevate our expressions of love. Beyond romantic gestures, consider creative ways to bring smiles to the faces of your loved ones and your professional network. Is it the right moment to send notes of appreciation to past and prospective clients? Perhaps it's time to break the digital mold and pick up the phone for a heartfelt conversation, a simple yet exceptional act in today's tech-driven society.

As top producers, you hold a special place in the community, and many of you are already giving back in various ways. It doesn't have to be a massive time commitment; find a cause you're passionate about, and contribute in a way that feels genuinely good for you and makes a significant impact for others.

Speaking of genuine connections, we encourage you to attend our upcoming Real Producers events! These gatherings are a celebration of your achievements — a chance to

let your hair down, have fun, and network with the best of the best in our local real estate market!

Looking ahead, mark your calendars for the Industry Insights Masterclass on March 13th! It's not just another panel — it's an opportunity to learn from and collaborate with leaders in the industry. Keep an eye on your inbox for your exclusive invitation!

Wishing you a February filled with love ... and we can't wait to see you soon!!

With gratitude,



**Kristin Brindley**  
 Owner/Publisher  
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Information is based on 2023 residential sales in Virginia, Maryland, and Washington, D.C., by the top 500-producing agents licensed in Alexandria City, Arlington, Fairfax City, Fairfax County, Falls Church City, Loudoun County, and Prince William County.



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words by wade

By Wade Vander Molen

# 4

# Action Steps

## for REALTORS® to Take to Have a Great 2024!

I have to admit something, this is my *least favorite time* of the year as it relates to our industry. Instead of the holiday season, I like to refer to now as “separation season.” Everything we do in real estate, lending, and title is in a lag. The action items we identify and steps we take today are going to affect our business in the new year.

I agree that everyone needs time off and family time, but also recognize that people are making home-buying and selling decisions for 2024 right now. To prevent a slow start to your

2024 business, here are four action items Realtors should take between now and the end of the year.

### 1. Update Your Database/Sort It

We are all so busy throughout the year we don't spend the amount of time we should inside our databases. This is a great time to go into your CRM and not only update your database to confirm the contact information is up to date, but to sort it. By sorting it, I mean by ranking your clients A, B, and C, and perhaps deleting old contacts that have little

to no relationship to you. By reorganizing your database and updating it, you will have a clearer picture of who you need to be talking to, spending time with, and reconnecting with to expand those relationships.

In many instances, Realtors' databases become stale over the years because they fail to dig deep and clean them up. Take this step over the next two weeks, and it will help you get your business moving with the right people in 2024.

### 2. Call All Your Past Clients

Yes, call them. 2023 has been challenging for most, and showing gratitude is important, especially for those who chose to buy and sell with you this year. Use these next couple weeks to call all of your past clients and thank them for the relationship, and for trusting you, and make sure they know about your upcoming spring client event, market update seminar, or whatever great things you have planned. They trust you. Now, it's your job to get inside their network of other trusted people. This starts by expanding the relationship and showing gratitude.

### 3. Make Video a Priority

Video is the best way to convey a value message to a target audience. Embracing video and making it your friend is a must, whether you start a YouTube channel or beef up your

Instagram account by creating educational reels. If you have dodged video as part of your marketing plan for 2024, realize you are not marketing to yourself, and the people who can be your next clients prefer watching video content. Leapfrog your competition and make video a priority in 2024.

### 4. Be Consistent

Ever go to the gym in January? Busy. What about March? Pretty much back to normal traffic. It's easy to get started, but tough to stay consistent, especially when things are tough. Creating success in 2024 begins and ends with consistency. Be consistent with your calls, follow-ups, and events, shoot videos, and develop more valuable relationships. Let's make 2024 your best year yet!



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](http://www.DCTitleGuy.com).

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▶ legal hotline  
By Maureen Ruthman, Esq.

*The Importance of Knowing the*

# STATUS OF TITLE

The manner in which title is held by the owners of real property determines who must sign the residential sales contract. Further, if the owner of record has passed away, it's important to know if the probate court will need to be involved. Similarly, buyers may take title in different ways and this will affect what happens to the property in the future if an owner dies.

## UNDERSTANDING THE VARIOUS WAYS TO HOLD TITLE IN VIRGINIA:

- An **individual** can hold title in his or her own name. When that individual dies, the title to the property will transfer in accordance with a probated will, if one exists, or pursuant to the laws of intestacy if no will exists. In either circumstance, in order for the property to be sold, it will be necessary for a representative of the deceased owner to file documents with the probate court in the jurisdiction in which the property is located. The exception is if the deceased owner recorded a Transfer on Death Deed. In this case, the Transfer on Death Deed will dictate who inherits the property, and all that will be required to sell the property is the owner's death certificate.
- Two or more owners can hold title as **tenants by the entirety** with the common law right of survivorship (for married couples only), as **joint tenants** with common law right of survivorship, or as **tenants in common**. Tenants by the entirety or joint tenants with the common law right of survivorship means that when one of the owners passes away, title immediately passes to the surviving owner(s) by operation of law. The will of the deceased owner does not need to be probated as the property passes immediately to the surviving owner(s) outside the will. The only difference between tenants by the entirety and a joint tenancy is that tenants by the entirety is a benefit offered only to married couples to protect the property from individual creditors.

Tenants in common means that when one owner passes away, the property does not pass to the surviving owner, but rather passes in accordance with the deceased owner's will. If the deceased owner does not have a will, the property will pass according to the laws of intestacy, which is governed by Virginia statute. When the deceased owner has a will, the will must be filed with the probate court, along with a list of heirs and a sealed death certificate. When the deceased owner does not have a will, a real estate affidavit must be filed with the probate court, along with a list of heirs and a sealed death certificate.

NOTE: If the deed was not drafted properly to state the intent of how title is held, title will default to tenants in common and will not pass to the surviving owner by operation of law. This can trigger the unintended need for documents to be filed with the probate court and judgments may unnecessarily attach to the property.

- Title can be held by the trustee(s) of a **revocable trust**. When the settlor (creator) of a trust, who is typically also a trustee, passes away, the terms of the trust will determine the successor trustee, who will usually have the authority to sell the property. When the settlor of a trust passes away, his/her will does not need to be probated because the property will pass outside of the will.
- Title can also be held by a **limited liability company (LLC)** or a **corporation**. This is usually done when the owner is an investor and trying to limit the risk of liability of owning numerous properties and to take advantage of tax laws.

## DOCUMENTS NEEDED FOR SETTLEMENT:

- When the property is in a trust, the title company will need a certificate of trust and may also require a full copy of the trust agreement.
- When an owner of record passes away, including the trustee/settlor of a trust, the title company will need a copy of the death certificate.
- When probate documents need to be filed, the title company will need a copy of these documents, which are typically available in the public records and are secured through a title search.
- When the seller is an LLC or a corporation, the title company will need the articles of organization, the operating agreement, and a certificate of good standing.

Having a working knowledge of what is triggered by the death of an owner can help agents in preparing the contract and advising the client which documents will be needed, and if the client needs to seek the assistance of an estate attorney for probate filings.



Maureen Ruthman has been with MBH Settlement Group, LC, for 10 years. Maureen has been licensed to practice law for 30 years and has practiced in the areas of commercial litigation, civil litigation, real estate, telecommunications, and contract law. Maureen grew up in the northern suburbs of Chicago and has lived in Northern Virginia for the past 13 years.



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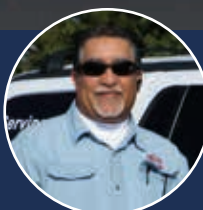
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# KENNY HOWARD

DRYHOME ROOFING & SIDING, INC.

▶ partner spotlight

Photo by Ryan Corvello



Led by owner and president, Steve Gotshi, the small team of 20 employees consists of sales representatives, insurance specialists, and administrative staff.

Kenny had his first million-dollar year at DryHome in 2023 and is projected to continue that momentum in 2024. He is passionate about helping homeowners save money and managing the process of what is most often the biggest and most costly aspect of homeownership. For those customers who qualify for weather damage compensation, Kenny notes he can save them an average of \$15,000 in a roof replacement by assisting with their home insurance benefits. DryHome also offers a 10-year workmanship warranty on all projects.

“I love being able to make a homeowner happy by improving the exterior of their home, and DryHome helps make that easy to do,” Ken says. “Our commitment to the quality of our work is what truly sets us apart. Our company is actively involved in overseeing every step of the roof replacement process.”

In addition to his role as a sales representative, Kenny is on the insurance specialist team — a vital component of the DryHome mission.

“Many REALTORS® might not understand the process of filing an insurance claim for a roof replacement, and this is where my company comes in. One of our insurance specialists is onsite during the insurance inspection to ensure that no damage is overlooked and act as an advocate for the homeowner,” he explains. “In doing so, we can qualify homeowners for a partial or full roof replacement, saving the homeowner thousands of dollars in the process.”

## IMPROVING HOME EXTERIORS

Kenny Howard entered the workforce in 2012 as a welding inspector for the railroad in southwest Virginia. An expert at working with his hands, he expected he would retire at the job. However, five years later, his life took an unforeseen turn.

When the company laid off over 400 employees and closed its operations statewide, Kenny, and his wife, Bri, made a 24-hour decision to uproot their family to northern Virginia, seeking job security and to be closer to relatives. After a brief stint working at a desk job he disliked, Kenny found the ideal career with a sales position at DryHome Roofing & Siding.

“I got the opportunity to work in sales, which ultimately led me to the roofing industry,” Kenny explains. “It has been the perfect balance for me; there is still the physical component of inspecting roofs, and now, I also have the privilege of working directly to help homeowners improve the exterior of their homes.”

### A Thriving Business

Located in Sterling, DryHome has been a beacon of trust and excellence for over 35 years. In addition to roof replacement, the company specializes in high-quality repair of gutters, downspouts, siding, windows, or any part of a home that has been impacted by severe weather.



Kenny Howard is Marketing & Sales Manager of DryHome Roofing & Siding. (Photo by Ryan Corvello)



Kenny Howard and his wife, Bri, with their daughter Alexis (Photos by Ryan Corvello)



#### A Rosy Outlook

The growth of the roofing industry over the last several years has invited increased competition in the northern Virginia area, but Kenny's team is more committed than ever to being the best in the business. While other companies hire independent contractors to complete weather-damaged repairs, DryHome has maintained a roofing crew consisting solely of company employees.

Community involvement is a priority at DryHome. The company sponsors several local youth athletic teams and organizes the annual Loudon Lyme 5K race to raise awareness for Lyme disease. Every Christmas for the past 21 years, they have gifted a new roof to someone in need.

When he's not busy working, Kenny enjoys spending time with Bri, their 10-year-old daughter, Alexis, and a puggle named Otis. The Howards are active spectators at their

daughter's soccer games and all-star cheerleading competitions. Kenny is also an ardent sports fan, particularly when it comes to cheering for the Baltimore Orioles and the Miami Dolphins. But baseball is his favorite sport.

"I now enjoy playing in an adult softball league for men," Kenny adds. "The owner of DryHome has graciously sponsored several of my softball teams' tournaments, which has allowed me to tie together two things that I am passionate about."

Kenny sticks by the motto, "Success is no accident. It is hard work, perseverance, learning, studying, sacrifice and, most of all, loving what you are doing."

He and the staff at DryHome Roofing & Siding will continue to

provide each client with the best experience possible when it comes to improving and repairing home exteriors.



For information on any exterior home project, give Kenny Howard at DryHome Roofing & Siding a call at 703-230-7663.





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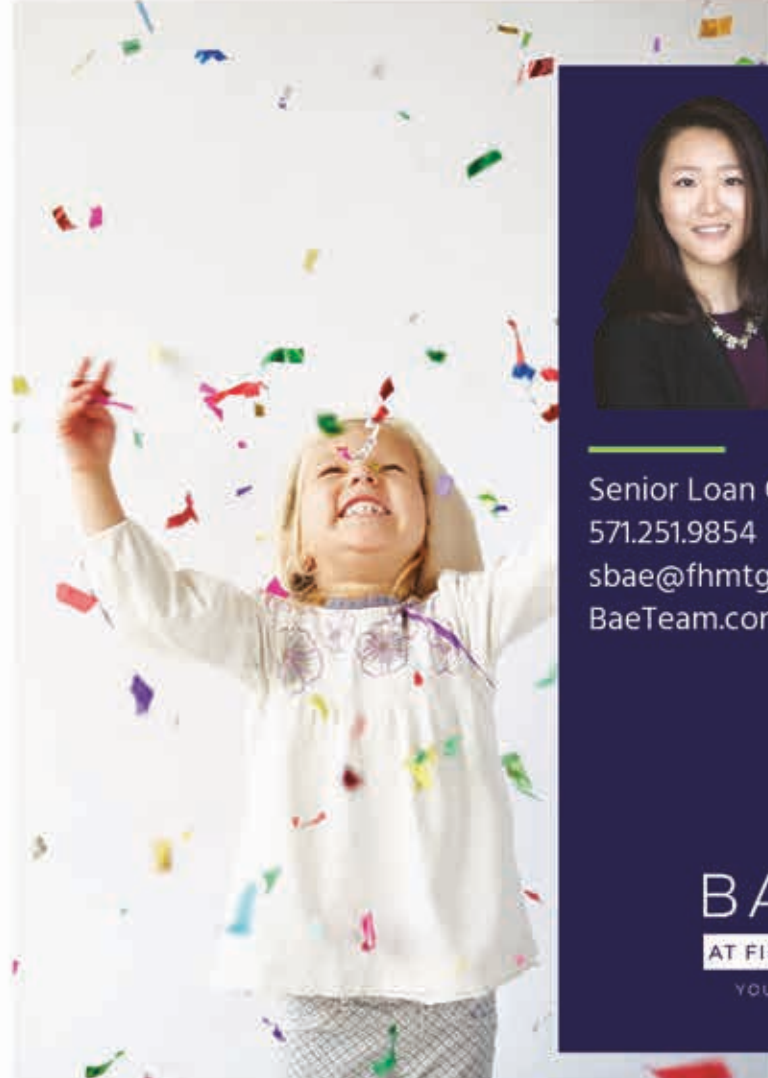


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# BLAKE & LEAH DAVENPORT



▶▶ power couple

Photos by Ryan Corvello

ELEVATING THE  
EXPERIENCE

Blake and Leah Davenport are creating a new standard in the real estate industry with their innovative, proactive approach to the entire process. Team leaders of The Davenport Group with RLAH @properties, the duo is carving a niche for themselves by turning the stressful and emotional process of buying or selling a home into an unforgettable experience.

#### FROM CUBICLES TO CREATING DREAMS

Prior to real estate, Blake was with IBM and Leah started her career at Ernst & Young's Risk Advisory practice before transitioning to event planning. Blake was the first one to make the leap to real estate in 2016.

"We didn't love our corporate jobs and sitting in cubicles and wanted to work for ourselves," Blake explains.

In 2017, Leah earned her real estate license and worked part-time alongside Blake until 2020 when COVID-19 arose and interest rates dropped. Their business took off, propelling Leah to join forces with Blake full-time.

Starting as a team in 2018, The Davenport Group has rapidly grown to include eight agents and five full-time staff. In 2022, their 118 transactions totaled \$78 million in sales

volume; and as of this writing, they are projected to bring in \$68 million by the end of 2023.

Seeing agents go from no experience in real estate to becoming successful brokers, each doing over 20 to 25 sales per year, is one of the most fulfilling parts of their jobs. "It is our goal to change the lives of every member of the team. We want this team to be a launch pad for our agents to have success and begin their career," Leah remarks.

#### A PERSONALIZED APPROACH

The Davenport Group's motto, "Discover an Unmatched Real Estate Experience" sets them apart in the northern Virginia housing market. From personalized DoorDash surprises to coordinating renovation and design, and even covering hotel costs for clients when their homes are on the market, Blake and Leah's team infuse fun into a stressful process. The perks do not stop after closing day either.

"Once our clients close on their home, they become part of our 'DG' family, where we love on them as much as possible," Leah smiles. "Lifetime clients have opportunities to go to Washington Nationals games, enter to win vacations at our Airbnbs in Florida and in Shenandoah or have the opportunity for a free Starbucks drink just by scanning a QR code."



The Davenport Group  
(Photo by Raul Rivero)



ONCE OUR CLIENTS CLOSE ON THEIR HOME, THEY BECOME PART OF THE 'DG' FAMILY, WHERE WE LOVE ON THEM AS MUCH AS POSSIBLE.



Blake and Leah Davenport lead The Davenport Group at RLAH @properties in Arlington. (Photo by Ryan Corvello)

In addition to amazing client appreciation, a focus on social media with a specialization in Arlington has been a key factor in the Davenport Group's rapid growth. Their local Instagram account, @DiscoverArlington, has become a lifestyle resource for over 27,000 followers.

"Besides giving our listings great exposure to a very targeted local audience, this allows us to meet so many business owners and members of the community," Blake points out.

#### BEYOND REAL ESTATE

Blake grew up in Kennett Square, Pennsylvania, and Leah is from a small town outside of Scranton. The couple met in 2013 while they were both students at Pennsylvania State University and were married five years later. Recently, the Davenports welcomed their first child, Liam James, to the family, joining mini-labradoodle, Nala, at home.

"When we're not busy working, we love traveling all over the world," Leah shares. "Our favorite places we've been to include Hallstatt, Austria, and the Amalfi Coast in Italy."

The couple also firmly believes in giving back to the community by partnering with charities after each closing. DG has donated over \$50,000 to local charities, such as Lucky Dog Animal Rescue, Doorways, Sunflower of Peace, Arlington Food Assistance Center, and the Theatre of Washington.

Looking ahead, the Davenports aspire to be the number one team in Arlington. They hope to bring on more agents every year and to keep raising industry standards. They also dream of one day owning a home in San Diego overlooking the water for family to visit and enjoy.

"Our parents were both tough on us and expected the best of us," Leah concludes. "My parents, especially, always made sure I was involved in the local community and giving back. Our parents taught both of us the importance of working hard and going after what we want, which definitely helped shape our hard-work ethic and desire to want more out of life."

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# DIEGO

# A B R E G U

## FROM THE RING TO REAL ESTATE

Meet Diego Abregu, an associate broker with Keller Williams Loudoun Gateway. His journey in the world of real estate proves that through dedication, hard work, and a commitment to excellence, the sky's the limit.

### IN THE RING

Formerly an aspiring professional boxer, Diego won four state Golden Glove titles and two regional Golden Glove championships. He notes his background in sports laid the foundation for his unyielding work ethic. Transitioning from boxing, he ventured into personal training and worked as a restaurant server until a pivotal conversation with his uncle sparked his interest in real estate.

"The original motivation came from wanting to get into a career where I could excel and grow," Diego recalls. "I knew I wanted to get out of the restaurant industry, but I had no idea what the career would really entail."

Diego decided to obtain his real estate license in late 2017 and hasn't looked back since. His accolades speak volumes about his prowess in the real estate realm. As a solo agent, Diego closed 32 transactions for \$13.25 million in sales volume in 2022, and as of this writing, is poised to repeat that performance by year-end 2023.

Notably, he clinched the Top Washingtonian Agent title in 2021, 2022, and 2023, and the Northern Virginia Association of REALTORS® Top Producer Platinum Award in 2022. His achievements continue to stack up, with recognition from *Northern Virginia Magazine* and being a recipient of Keller Williams' Triple Gold Sales Award in both 2021 and 2022.

"I am not sure what other Realtors do, I just know what I bring to the table every time

out," Diego shrugs. "I strive for great customer service, integrity, elite communication, and dedication to accomplish my clients' goals."

### FAMILY TIES

Diego's focus extends beyond transactions; it's rooted in relationships. Working closely with his brother, Matthew, their small team brings







**“YOU CAN BUILD A SUCCESSFUL REAL ESTATE BUSINESS SIMPLY BY PUTTING PEOPLE FIRST.”**

Rising Star Diego Abregu (right) and his brother, Matthew (left), form The Abregu Real Estate Group at Keller Williams.

a personalized touch to the real estate experience. Since 2021, their collaboration has thrived, creating a dynamic brother duo dedicated to serving their clients with a proactive approach.

Diego’s winning strategy involves rolling up his sleeves. His advice to up-and-coming top producers mirrors his own path: “Don’t overcomplicate it. Just do the work every day and work on your sales skills.”

**OUTSIDE THE OFFICE**

Family is at the core of Diego’s motivation. With a loving partner, Leslie, a 4.5-year-old daughter, Genesis, and a 6-month-old son, Jaylen, Diego finds balance in the support of his loved ones. His bond with his older brother, Matthew, is not just familial; it’s a professional

collaboration that adds a unique layer to their real estate endeavors.

“Family is everything to me. I wouldn’t be where I am today if it wasn’t for their support,” Diego notes. “I also have a 12-year-old pug named Bacon. I bought him when I was 18 while still living with my mom. I surprised her by bringing him home without notice; she wasn’t as happy as I expected her to be, but she grew to love him quickly.”

For Diego, a career in real estate is a lifelong investment. He sees it not only as a path for personal growth but also as a cornerstone of his family’s retirement plan. As he continues to build his real

estate business and investments, Diego envisions a future filled with limitless opportunities, memorable moments with his family, and a legacy built on integrity.

“You can build a successful real estate business simply by putting people first,” he concludes. “If you take care of your people, your people will take care of you.”



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cover story  
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# MIKE PUTNAM

## Ambition and Excellence

Michael Putnam navigates the real estate market with a unique blend of tenacity, empathy, and a relentless pursuit of excellence. The man behind The Putnam Group at RE/MAX Executive, Mike's career has been marked by his outstanding professional achievements and commitment to creating an unparalleled experience for his clients.

"I became very obsessed with just wanting to help people and having an unlimited opportunity," he shares. "I looked at all the different types of sales jobs, and real estate seems to align with my values."

### Getting Started

Before diving into real estate in 2000, Mike worked as a restaurant consultant, a position that instilled a strong work ethic and the ability to turn around challenging situations.

The career pivot occurred when he recognized the limitations of traditional employment structures, where income was often capped. The realization dawned on him that the more assistance you provide to others in real estate, the more your financial prospects expand. This revelation fueled his desire to make a meaningful impact in people's lives while enjoying limitless opportunities.

Since then, Mike's 24 years of experience have shaped him into a seasoned REALTOR®, and



Photo by Ryan Corvello





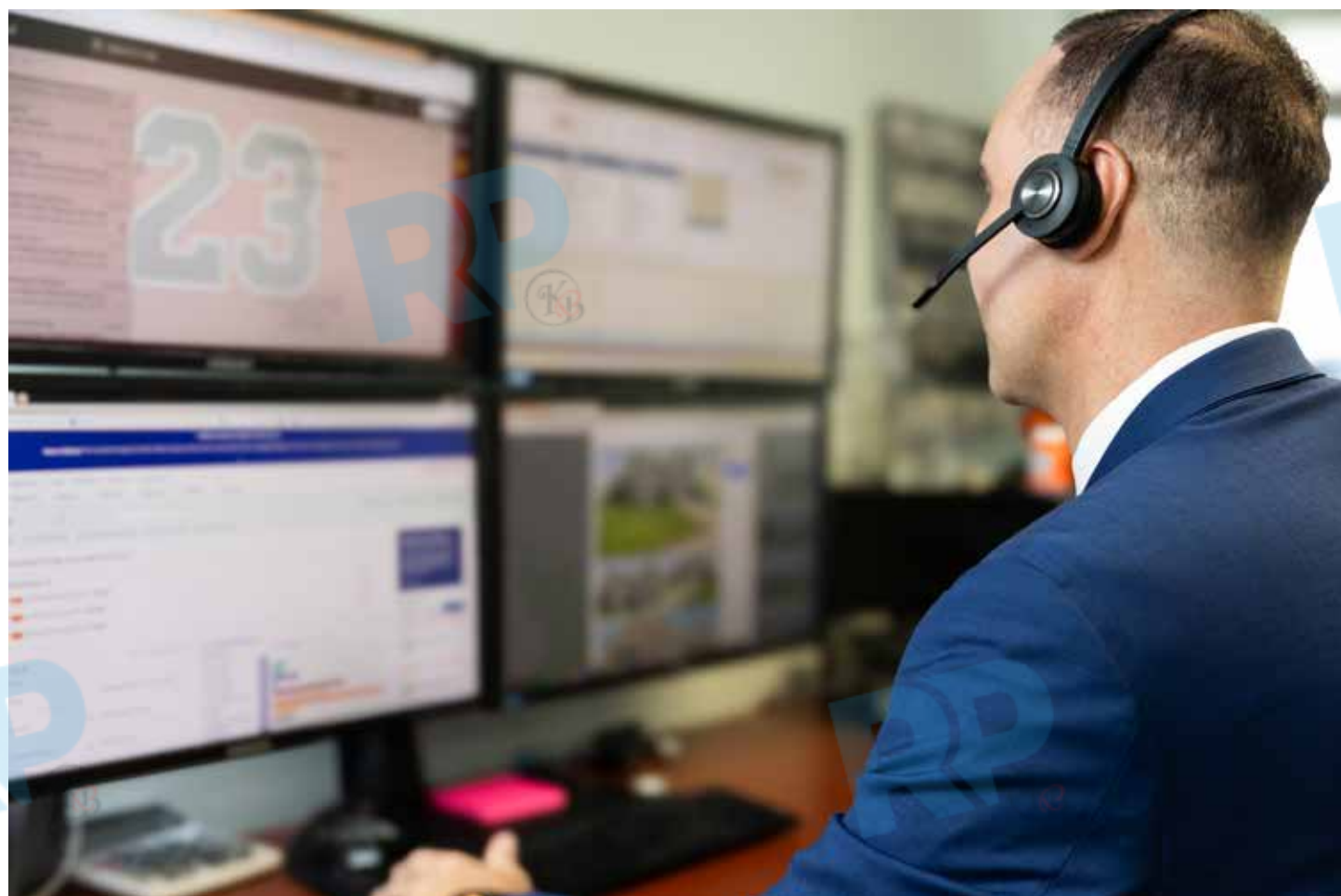
his team at The Putnam Group is a testament to his leadership. Comprising determined individuals like Christian Davis, Wyatt Hayes, Robin Sharma, Christopher Till, and Angel Corado, his team shares his obsession with providing a world-class experience through strategic innovation and marketing.

“I think that my team is probably one of the most ambitious groups of people that I’ve met,” Mike says with pride. “I think their ability to deliver results, communicate, and serve our clients are the things that separate my team from other people.”

Throughout his career, he achieved notable milestones that underscore his commitment to excellence in the real estate industry. Notably, he has been recognized with the prestigious RE/MAX Diamond Award, achieving an outstanding \$1 million in commissions within a year.

Furthermore, Mike was inducted into the esteemed RE/MAX Hall of Fame in 2023, an accolade reserved for affiliates who have consistently earned at least \$1 million in commissions throughout their careers. This recognition is not just a one-time accomplishment; he has consistently surpassed the million-dollar mark in commissions for the past five years,

Top producer Mike Putnam leads The Putnam Group at RE/MAX Executive. (Photos by Ryan Corvello)



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The Putnam Group (from left to right: Robin Sharma, Christian Davis, Christopher Till, Mike Putnam, Angel Corado, Wyatt Hayes) (Photos by Ryan Corvello)

reflecting his unwavering dedication to delivering exceptional results in the industry.

“I think just being able to take something that is very complex and very stressful and to be able to walk people through the process to bring their dream to fruition, I don’t think there’s a better feeling,” Mike says of his accomplishments.

**Beyond Real Estate**

Outside the office, Mike’s pride and joy is his family. A husband to Beth and a father to three daughters — Mariah (10), Mia (7), and Michaela (2) — he cherishes time spent with his loved ones and their sweet family pet, a cavachon named Coco. Mike’s daughters are actively involved in gymnastics, cheerleading, and theater, and the Putnam family loves any opportunity to dine out, watch a movie, or play board games together.

Additionally, Mike carves out time for charitable causes. He actively supports people experiencing homelessness and women who have faced abuse and displacement. Moreover, during the holiday season, Mike and his family sponsor families for Christmas, creating ‘blessing bags’ filled with





essentials for those less fortunate and distribute the gifts together in D.C. and Richmond.

In the little free time he has, Mike says he is absolutely obsessed with personal development.

“I read a lot of Tony Robbins and I’m part of his Platinum Partners, a special group that travels around the country with him to different, private events. He’s one of my mentors,” Mike explains.

“Some of Tony’s events are focused on finance, some are spiritual, and others are on relationships and different aspects of one’s life,” he continues. “It’s probably been one of the most impactful things that I’ve ever done.”

### Building a Legacy

Mike’s success isn’t just about the present; it’s a carefully crafted strategy for the future. One of his goals in the next year is to create an individualized coaching program that will provide agents across the country with the skills, systems, tools and strategies to sell real estate in high volume and achieve the financial success they deserve and are capable of.



Mike and Beth Putnam with their daughters, Michaela, Mia, and Mariah



Photo by Ryan Corvello

Mike’s long-term goals include scaling his real estate team to 1,000 transactions and opening a health optimization company. His passion to change the way people age is something he learned through Tony Robbins. “He says there are so many different things today, like hormone replacement, peptides, supplements and stem cells that can completely change the way people not only age but feel.”

For Mike, success is defined by progressively realizing a worthwhile

goal. It’s not just about the result or what you obtain, but the journey of transforming an idea into a tangible reality.

“Your ability to help people and make a good income is in direct proportion to the number of people that you talk to every single day,” Mike points out. “So many people want to sell a lot of houses; but they have to realize, to sell a lot of houses, you have to talk to a lot of people and you have to value relationships over commission.”

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